

AVANTE ANNOUNCES ANNUAL RESULTS FOR FISCAL 2025

RESULTS WITH 35% REVENUE GROWTH AND 20% ADJUSTED EBITDA GROWTH

- *Avante Corp. achieved 35% year-over-year revenue growth in fiscal 2025 with Recurring Monthly Revenues improving by 21%.*
- *The Company achieved Adjusted EBITDA from continuing operations of \$1.76 million in fiscal 2025, an increase of 20% as compared to the prior fiscal year.*
- *The Company provides a positive outlook for fiscal 2026, driven by organic growth across its services including NSSG, Avante Black, Halo, Avante Verified, and WALL-E.*

TORONTO, Ontario- July 29, 2025 - Avante Corp. (TSX.V: XX) (OTC: ALXXF) ("**Avante**" or the "**Company**") is pleased to announce its financial results for fiscal 2025, representing the three and twelve months ended March 31, 2025 (all amounts in Canadian dollars thousands, unless otherwise indicated).

Manny Mounouchos, Founder, Chief Executive Officer and Board Chair of Avante, commented, "Fiscal 2025 was a year of strong financial performance and focused execution across all divisions, each of which met or exceeded our internal expectations. Revenue and Adjusted EBITDA increased by 35% and 20% year-over-year, respectively, driven by strong performance in our Protective Services and Avante Black divisions, as well as a full year of revenue contribution from NSSG. Recurring Monthly Revenue grew by 21%, driven by an increase in monitoring customers and the rollout of new recurring services across our client base. Our elite Avante Black division achieved impressive year-over-year revenue growth of 118%, and we continue to see strong demand for its specialized investigation services. Looking ahead, we are excited by the potential scale of our tech-enabled platforms. WALL-E is ramping up in production and gaining interest from clients operating in remote and high-risk environments. Meanwhile, Avante Verified is building momentum as schools and institutions seek next-generation safety solutions. As we move into Fiscal 2026, we remain focused on innovation, expanding our recurring revenue base, and delivering world-class tech-enabled security solutions globally."

Raj Kapoor, Avante's Chief Financial Officer, added, "Our fiscal 2025 performance reflects continued operational discipline, improved scalability, and stronger fundamentals across all divisions. The Company remains bank-debt free, with \$4.7 million in cash and access to \$12 million in unused credit facilities. Avante has delivered positive Adjusted EBITDA in every quarter for the past two fiscal years, reflecting improving profitability. Growth in higher-margin segments such as NSSG, Avante Black, and Monitoring continues to be a key driver of performance. Throughout the year, we prioritized cost control and strategic investments in the commercialization of WALL-E and expansion of Avante Verified. Our balance sheet remains strong, and we continue to assess capital allocation opportunities that will drive shareholder value."

ANNUAL FINANCIAL HIGHLIGHTS FOR THE FISCAL 2025 ENDED MARCH 31, 2025:

- Within continuing operations, the Company reported revenue of \$33,762 during fiscal 2025, representing year-over-year revenue growth of 35%, or \$8,812, compared to \$24,950 for the prior fiscal year. While all divisions experienced growth that exceeded projections, the Company's Protective Services division experienced a 53% increase in revenue over the previous year. The 2025 consolidated financial statements included a full year of NSSG results compared to the previous year which included 6 months of NSSG results.
- Total Gross profit within continuing operations increased by \$2,942 during fiscal 2025 compared to fiscal 2024. Gross profit margins remained relatively stable at 39.3% compared to 41.3%, indicating a consistent level of profitability.

- The Company delivered recurring monthly revenues (“RMR”) of \$13,836 during fiscal 2025, up from \$11,390 during the Company’s prior fiscal year, a year-over-year growth of 21%. This growth was driven by net growth in monitoring customers and the introduction of new recurring revenue services to new and existing client bases.
- The Company achieved Adjusted EBITDA from continuing operations of \$1,758 during fiscal 2025, compared to Adjusted EBITDA of \$1,460 for the prior fiscal year, representing year-over-year growth of 20%.

QUARTERLY FINANCIAL HIGHLIGHTS FOR THE FOURTH FISCAL QUARTER ENDED MARCH 31, 2025:

- Within continuing operations, the Company reported revenue of \$9,347 during the fourth quarter of fiscal 2025, representing year-over-year revenue growth of 29%, or \$2,088 compared to \$7,259 for the prior fiscal year fourth quarter.
- Total gross profit from continuing operations increased by \$123 in the fourth quarter of fiscal 2025 compared to the same quarter in fiscal 2024. The Company delivered recurring monthly revenues (“RMR”) of \$3,524 during the fourth quarter of fiscal 2025, up from \$3,019 during the Company’s fourth quarter in the prior year, a year-over-year growth of 17%. This growth was driven by net growth in monitoring customers and the introduction of new recurring revenue services to new and existing client bases.

OUTLOOK

Management looks forward to continuing revenue and adjusted EBITDA growth in Fiscal 2026. The Company’s long-term financials serve as a guide to developing and executing long-term corporate strategy. Management is pleased to reiterate the Company’s long-term financial objectives:

- Build recurring monthly revenues;
- Achieve consolidated Adjusted EBITDA margins consistent with its industry;
- Achieve growth in Adjusted Net Income per share;
- Reinvest cashflows into future business growth.

SUMMARY FINANCIAL RESULTS FOR THE FISCAL 2025 ENDED MARCH 31, 2025:

Readers should refer to the Company’s audited financial statements and MD&A in respect of its fiscal year ended March 31, 2025, for additional risk factors, accounting policies, detailed financial disclosures, reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures, related party transactions, contingencies, and reporting of subsequent events. Such financial statements and MD&A are incorporated by reference into this news release and will be filed electronically through the System for Electronic Document Analysis and Retrieval (“SEDAR+”), which can be accessed at www.sedarplus.ca.

\$ thousands unless otherwise noted

	Mar. 31, 2025	Mar. 31, 2024
<u>INCOME STATEMENT INFORMATION:</u>		
RMR in the period, continuing operations ⁽¹⁾	\$13,836	\$11,390
Revenues, continuing operations	\$33,762	\$24,950
Gross profit, continuing operations	\$13,257	\$10,315
Gross profit margin, continuing operations	39.3%	41.3%
Adjusted EBITDA, continuing operations ⁽¹⁾	\$1,758	\$1,460
Net loss, continuing operations	\$(940)	\$(2,256)
Net Income (loss)	\$(940)	\$(2,256)
Average Common Shares during the year	26,644,479	26,570,828

	Mar. 31, 2025	Mar. 31, 2024
<u>BALANCE SHEET INFORMATION:</u>		
Cash balances & GIC investments	\$4,723	\$6,031
Total funded debt as reported, IFRS	\$0	\$0
Total funded debt & lease obligations, IFRS	\$1,257	\$1,380
Common Shares at period end	26,648,739	26,643,739

(1) Adjusted EBITDA and Recurring Monthly Revenues ("RMR") are non-IFRS financial measures that have no standard meaning under IFRS and as a result may not be comparable to the calculation of similar measures by other companies. See Description of Non-IFRS Financial Measures. Reconciliations of Adjusted EBITDA and RMR to Net Income or Revenues, as applicable, are provided in the Company's Management Discussion & Analysis ("MD&A").

	Year ended	
	Mar 31, 2025	Mar 31, 2024
<u>RECONCILIATION OF ADJUSTED EBITDA</u>		
Total comprehensive income (loss) from continuing operations	\$(2,102)	\$(2,402)
Current income tax	252	1
Deferred income tax expense (recovery)	141	(88)
Interest expense	277	233
Depreciation and amortization	1,663	1,420
Amortization on capitalized commission	6	6
Share based payments	137	55
Reorganization and acquisition expense	720	231
Long term employee benefits	233	2,000
Software cost Impairment	383	-
Adjusted EBITDA from continuing operations	\$1,710	\$1,456

The Company's ("RMR") from continuing operations during the last eight quarters are summarized below. Gross profit margins over the last eight quarters ranged between 37.7% and 44.2%, and were 41.0% on a trailing twelve-month basis to December 31, 2024:

Avante Security	F24⁽¹⁾				F25			
\$thousands	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
RMR in the period	\$2,648	\$2,834	\$2,889	\$3,019	\$3,262	\$3,309	\$3,741	\$3,524
Other revenue	2,762	2,505	4,053	4,240	4,653	4,780	4,670	5,822
Total revenue	\$5,410	\$5,339	\$6,941	\$7,259	\$7,915	\$8,089	\$8,412	\$9,347
Total Gross Profit	\$2,039	\$2,118	\$2,948	\$3,211	\$3,006	\$3,477	\$3,441	\$3,334
Gross Profit %	37.7%	39.7%	42.5%	44.2%	38.0%	43.0%	40.9%	35.7%

(1) The Company's fiscal year end is on March 31 of each year. "F24" means the fiscal year ended March 31, 2024; and "F25" means the fiscal year ended March 31, 2025.

ABOUT AVANTE CORP.:

Avante Corp Inc. is a Toronto based leading provider of security operatives and technology enabled security solutions to residential and commercial clients. Avante's mission is to deliver an elevated level of security globally, with white-glove mentality to high- net-worth families and corporations alike, through advanced solutions and methods of detecting conditions that require immediate response. The Company has developed a diversified security platform that leverages advanced technology solutions to provide a superior level of security services. With an experienced team and proven track record of solid growth, Avante is taking steps to establish a broad portfolio of security businesses and solutions for its customers through organic growth complemented by strategic acquisitions. Avante acquires, manages and builds industry leading businesses which provide specialized, mission-critical solutions that address the security risks of its clients. Avante is listed on the TSX Venture Exchange under the ticker "XX". For more information, please visit www.avantecorp.ca and consider joining our investor email list.

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Non-IFRS Financial Measures

This press release includes certain measures which have not been prepared in accordance with International Financial Reporting Standards ("IFRS") such as EBITDA, Adjusted EBITDA and Recurring Monthly Revenue ("RMR"). These non-IFRS measures are not recognized under IFRS and do not have a standardized meaning prescribed by IFRS. Accordingly, users are cautioned that these measures should not be construed as alternatives to net income determined in accordance with IFRS. The non-IFRS measures presented are unlikely to be comparable to similar measures presented by other issuers.

References to **EBITDA** are to net income before interest, taxes, depreciation and amortization. References to **Adjusted EBITDA** are to net income before interest, taxes, depreciation, amortization of intangibles & capitalized commissions, share-based payments, acquisition, integration and / or reorganization costs, deferred financing costs, loss (gain) in fair value of derivative liability and expensing of fair value adjustments per IFRS. **Recurring Monthly Revenues**, or **RMR**, represent revenue during the fiscal period that benefited from contractual periodic billing to customers, typically monthly, quarterly or annually.

Management believes that Adjusted EBITDA and Recurring Monthly Revenues are appropriate additional measures for evaluating Avante's performance. Readers are cautioned that neither EBITDA, Adjusted EBITDA nor Recurring Monthly Revenues should be construed as an alternative to net income or revenues (as such financial measures are determined under IFRS), as an indicator of financial performance or to cash flow from operating activities (as determined under IFRS) or as a measure of liquidity and cash flow. Avante's method of calculating EBITDA, Adjusted EBITDA and Recurring Monthly Revenues may differ from methods used by other issuers and, accordingly, Avante's reported Non-IFRS measures may not be comparable to similar measures used by other issuers.

Forward-Looking Information

This news release may contain forward-looking statements (within the meaning of applicable securities laws) relating to the business of the Company and the environment in which it operates. Forward-looking statements are identified by words such as "believe", "anticipate", "project", "expect", "intend", "plan", "will", "may", "estimate", "pro-forma" and other similar expressions. These statements are based on the Company's expectations, estimates, forecasts and projections. The forward-looking statements in this news release are based on certain assumptions. They are not guarantees of future performance and involve risks and uncertainties that are difficult to control or predict. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements, including, but not limited to, the Company's ability to achieve the benefits expected as a result of the sale of Logixx Security Inc., anticipated growth from acquisitions, new service offerings and from development and deployment of new technologies and the list of risk factors identified in the Company's Management Discussion & Analysis (MD&A), Annual Information Form (AIF) and other continuous disclosure documents available at www.sedar.com. There can be no assurance that forward-looking statements will prove to be accurate as actual outcomes and results may differ materially from those expressed in these forward-looking statements. Readers, therefore, should not place undue reliance on any such forward-looking statements. Further, these forward-looking statements are made as of the date of this news release and, except as expressly required by applicable law, the Company assumes no obligation to publicly update any such statement, whether as a result of new information, future events or otherwise.

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