



knosys

Connecting People and Information

AGM Presentation

John Thompson, Managing Director

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(ASX:KNO)



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A Software-as-a-Service (SaaS) Company
Connecting People and Information

BUSINESS SNAPSHOT

Knosys (ASX:KNO) is a leading information and knowledge technology Company providing industry with Software as a Service (SaaS) solutions to boost productivity, collaboration and connectivity in the digital workplace. We provide new ways to find, use and share information, which allows organizations to better deliver to their end customers, employees and stakeholders

Knosys solutions are founded on enterprise grade data management, automation and search, that enable businesses to make the most of information assets that sits within their business. This allows them to engage with end customers whilst at the same time minimizing operation costs.

Knosys operates across three software product suites



Libero

100+ customers
Markets:
Public, Academic,
Special Libraries



KnowledgeIQ

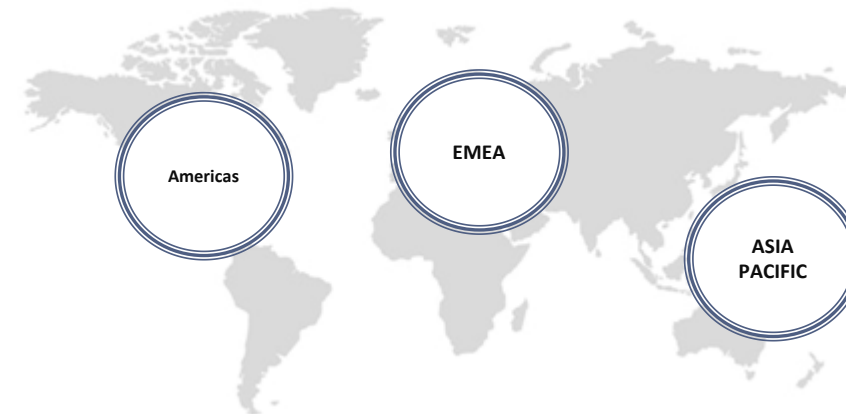
40,000+ users
Markets:
Finance,
Government, Telco



GreenOrbit

160+ customers
Markets:
Retail, Health,
Finance,
Government, Telco

In Three Target Regions



ARR of A\$9.5 m

281 Customer
Sites

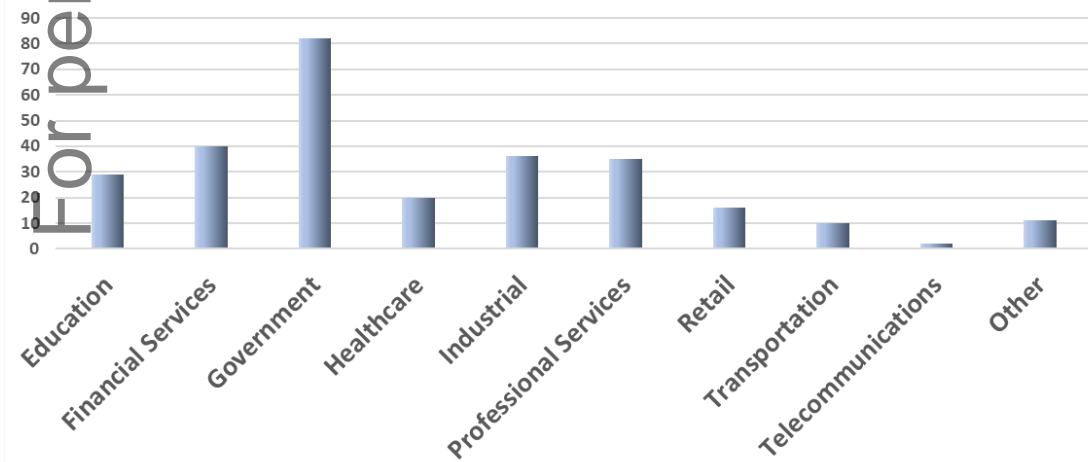
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knosys Customer Dashboard

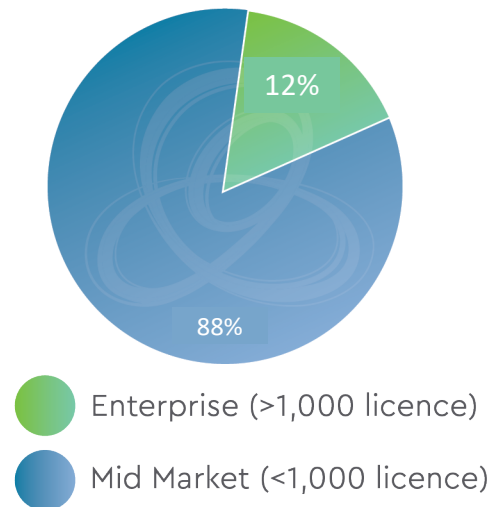
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Customers by Industry



Customers by Size



Customer Numbers



knosys Highlights FY23: Year of Expansion



License and support fee revenues increased by **16%** to \$9.6m (FY22: \$8.3m);



Total operating revenue increased by **12%** to \$9.9m (FY22: \$8.9m);



The loss for the consolidated entity after providing for income tax was \$2.2m (FY22: Loss of \$3.1m)



Net cash outflow from operating activities was \$0.8m (FY22 outflow: \$0.3m)

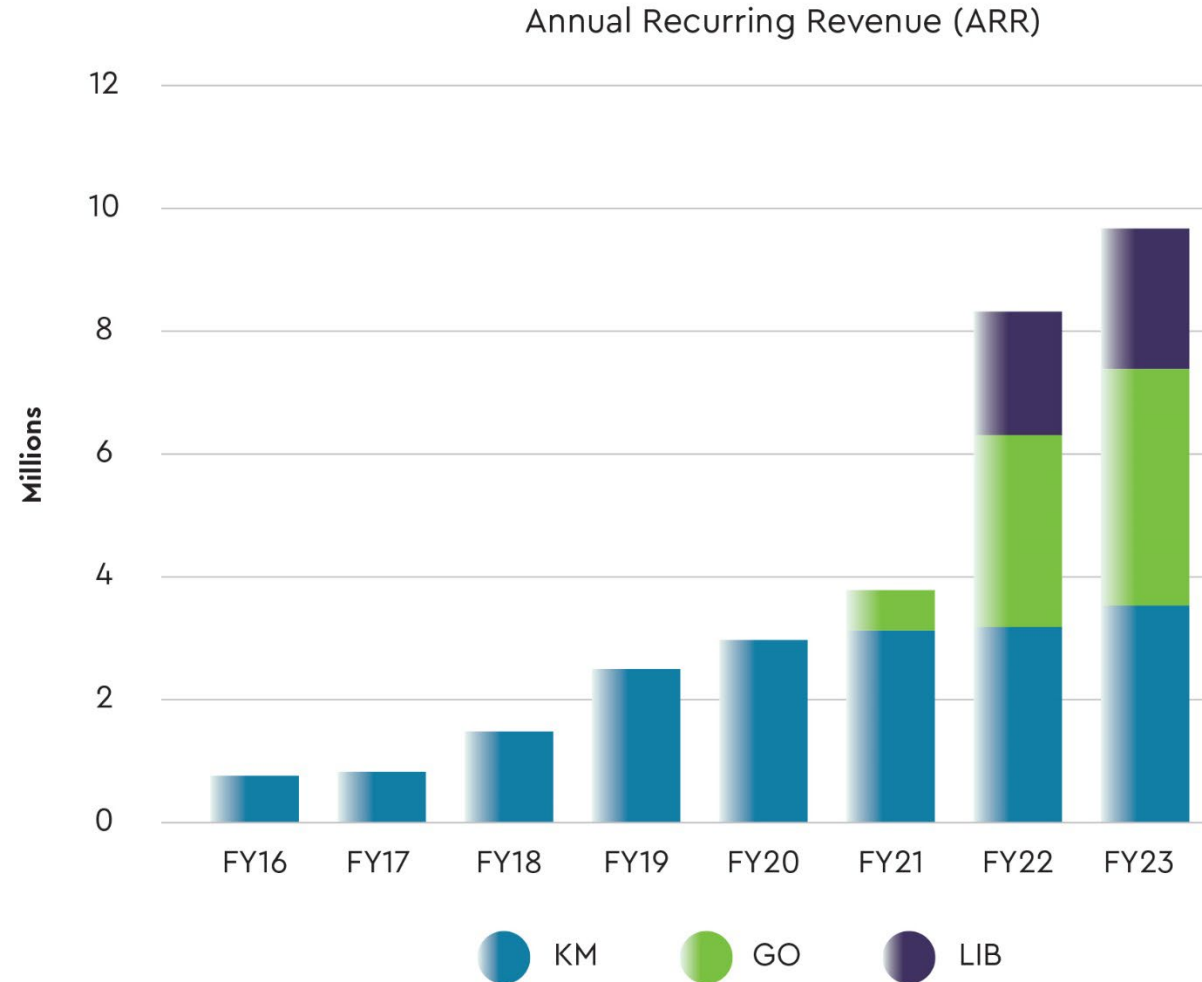
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Solid growth in SaaS Recurring Revenue

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FY16 - FY23 reflects actual licence and support fee revenue for the year

	Q1 FY24*	Q1 FY23*	▲
Cash Receipts	\$4.2m	\$4.3m	Down 2%
Operating Revenue	\$2.5m	\$2.5m	0%
EBITDA	\$0.2m	-\$0.3m	Up 180%
Net cash from operations	\$1.6m	\$1.1m	up 42%
Cash balance	\$3.5m	\$4.1m	Down \$600k

* All figures are from unaudited Management Accounts

Q1 FY24 Key Highlights

- **Cash Receipts:** Q1 is seasonally the strongest cash flow quarter due to the high level of annual license renewals across all product lines. Q1 FY24 is consistent with previous corresponding period FY23.
- **Operating Revenue:** Remained stable at \$2.5m for the quarter.
- **Positive EBITDA of \$0.2m:** Significant improvement compared to previous corresponding period FY23, up 180% due to expense reductions from restructure in Q4 FY23.
- **Outlook for FY24:** Continued focus on operational efficiencies whilst investing in strategic product development initiatives for our Library management and Knowledge management suite of solutions.

A dark blue circular graphic containing the text "Refined Growth Strategy" in white, sans-serif font.

Refined
Growth
Strategy

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Focus on business-critical SaaS solutions in portfolio

- Knosys currently supports three SaaS solutions with a shared services model for sales, product development and customer support
- Following a comprehensive strategic review in Q4 FY23, Knosys has identified its Library Management Solutions (LMS) as its most business-critical customer solution, with the highest growth potential over the next 3-5 years
- Knosys is focusing its product development efforts into the Libero LMS
- We continue to manage operational efficiencies while pursuing the refined growth strategy



Intranet - Employee
Communication
Solution



Library Management
Solution



Knowledge Management
Intuitive Platform



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knosys FY24 Outlook



Targeting
10% organic
revenue
growth in
FY24



Increased
investment in
pipeline of
Library
Management
Solutions



Increased
operating
efficiency in
FY24



Approaching
operating
cash flow
breakeven
in FY24



Favourable industry
trends expanding
market
opportunities and
supporting a 3-5
year growth plan



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