



Kinatico

CEO Post-AGM Presentation

Simplifying the process of managing daily compliance for organisations

ASX: KYP

AGM
October 2024

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- **Recognition of country**

Kinatico acknowledges the Traditional Owners of the land on which we meet and work throughout Australia and New Zealand. We recognise Aboriginal and Torres Strait Islander peoples' continuing connection to land, place, waters and community. Kinatico recognises the unique role of Māori as Tangata Whenua and embraces Te Tiriti o Waitangi recognising Māori as tino rangatiratanga of Aotearoa/New Zealand while embracing the three guiding principles of the Treaty – Partnership Participation and Protection.

We pay our respects to their cultures, country and elders past present and emerging and will endeavour to implement bicultural policies and practices that incorporate and value cultural concepts and values.



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- **Optimising the legacy while growing the future**
The year in review - two businesses in one

Leveraging the legacy into a bigger market while optimising its efficiency

- X Verification services and screening is challenged globally.
- X Digital access to information is removing the need for pure screening companies.
- X Smaller players play the price game lowering the bar for everyone.
- X Screening revenue is directly tied to hiring activity.

But for  Kinatico

- ✓ The strong brand (CVCheck) leads to high rates of customer return.
- ✓ Over 10,000 repeat corporate customers provide a pipeline for upsell to Kinatico Compliance.
- ✓ Ongoing digital advances have enabled improved productivity and cost out.
- ✓ The CVCheck brand will be maintained in the future but will increasingly be a sales acquisition tool for Kinatico Compliance.

The Future Growth Engine  Compliance



Simplifying the daily burden of managing compliance

59% - CAGR SaaS Growth from launch

38% - SaaS as a percentage of revenue (Q4 FY24)

80% - Target of revenue from SaaS within 3 years

\$3.2m - Invested in ongoing platform enhancement funded from Cashflow for FY25 Release

NPAT Up 230%
\$0.8m⁺

Free Cashflow from Operations \$4.2m⁺

Cash*
\$10m⁺

SaaS Revenue up 90%
\$9.7m⁺



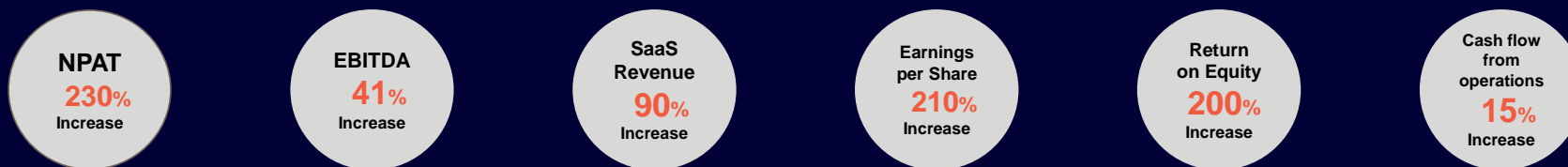
*Cash and cash equivalents
⁺ FY24 numbers

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- **Our numbers confirm the performance**

Ongoing improvement, the outcome of our commitment to transformation

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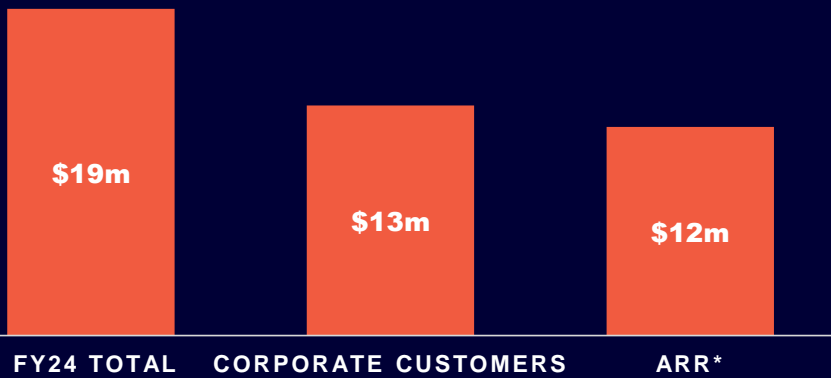


	NPAT	EBITDA	SaaS Revenue	Earnings per Share	Return on Equity	Cash flow from operations
FY24	\$0.8m	\$3.7m	\$9.7m	0.186 cents	3%	\$4.2m
FY23	\$0.2m	\$2.6m	\$5.1m	0.060 cents	1%	\$3.6m
FY22	Loss (\$1.5m)	\$1.1m	\$2.4m	Loss(0.35) cents	Loss (6%)	\$3.1m
	Growing profitability	Sustained improvement in operational performance	Repeated strong SaaS growth	Confirming ongoing focus on shareholder return	Shareholder value driven by transformation	Self-funding future growth strategy.



• **A deeper look tells an even better story**

Underlying transactional revenue ARR value as at FY24



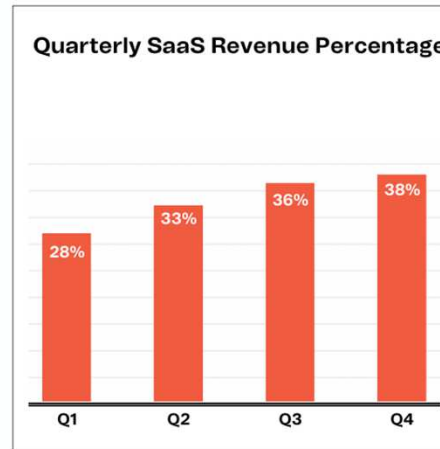
91%

of corporate customers

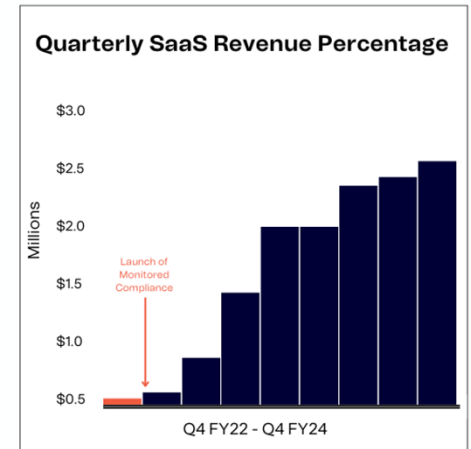
- are recurring customers
- are the existing customer pipeline for simplified compliance

+

Our SaaS Revenue Growth



In FY24, we achieved a 56% increase in SaaS customers



SaaS Revenue FY24 **\$9.7m**



*Transacting more than twice in FY24, and at least once in FY23

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- **The trajectory has continued for Q1 FY25**

Q1 Performance

+

Our Ongoing SaaS Revenue Growth

\$8m

Total Revenue

\$3m

SaaS Revenue

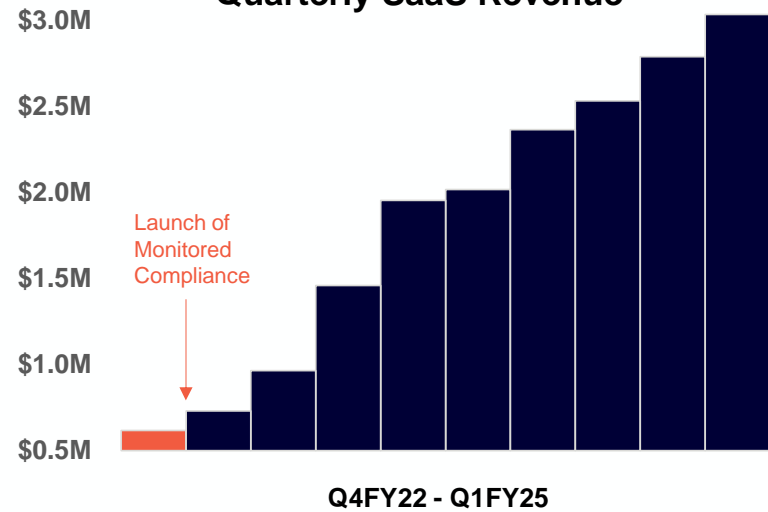
\$2.7m

New Annualised SaaS Revenue added

38%

SaaS % of total

Quarterly SaaS Revenue



Annualised SaaS now **\$12.1m**

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• The FY25 Vision

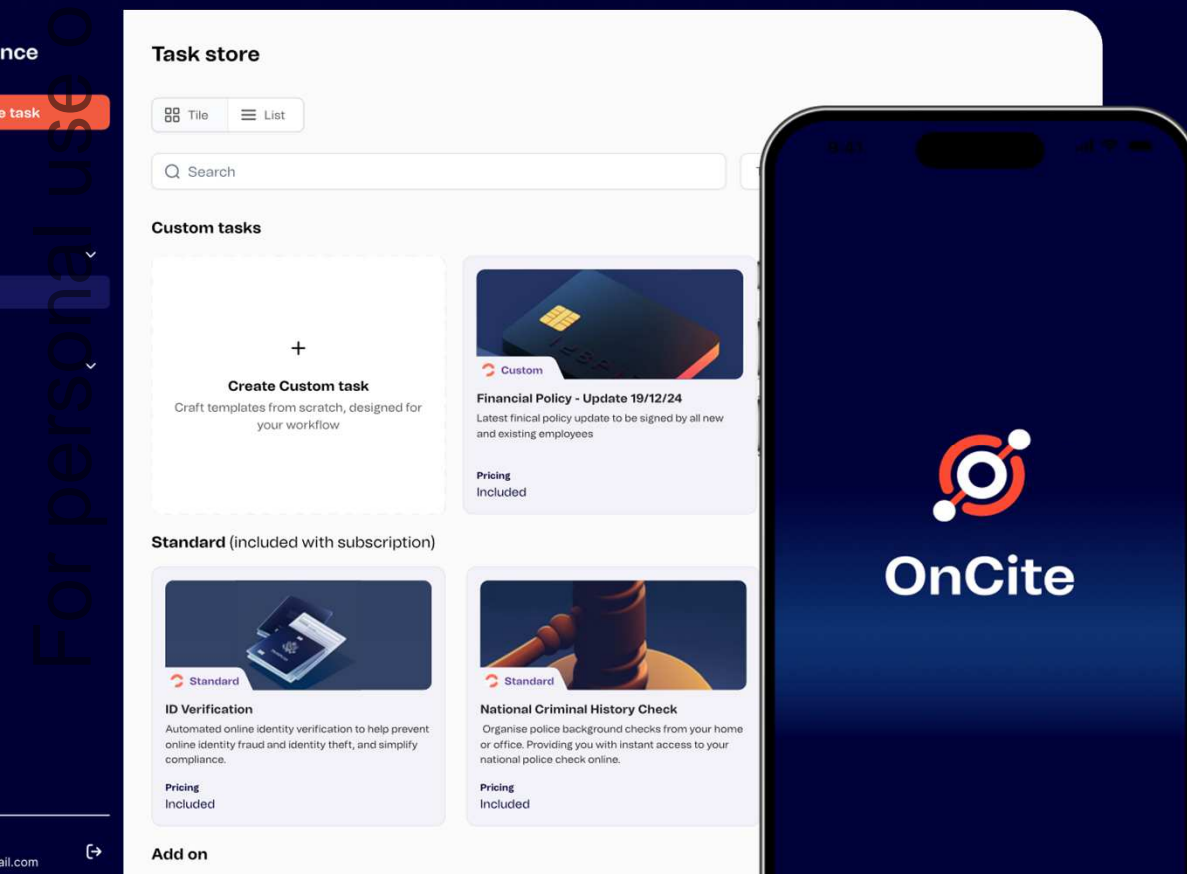
- Delivering self service and self configuration of simplified compliance.
- Adding value to our SaaS product.
- Cementing the company as the leading provider of simplified compliance solutions.
- Ongoing SaaS growth increasing margins and profitability
- Ongoing efforts to increase internal efficiency and automation

Announcing.....



Kinatico Compliance

Compliance



For administrators

- Manage all compliance across the organization
- Drop compliance task requirements onto workers profile (department, role, individual)
- Build custom tasks and requirements
- Roles and permissions control access to information
- Customisable dashboards and reports

OnCite

For Workers

- One stop for all compliance requirements
- Secure (no private data over the open internet)
- Fulfill any requirements on the spot
- Access to other company enterprise platforms from a single app.

Kinatico Compliance

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The collage displays several key features of the Kinatico Compliance application:

- Task Creation:** Multiple screenshots of the 'Create task' workflow, including 'Import Type / Template Type', 'Task Content' (with a 'Signable Document' section), and 'Web Form' options.
- Sign up:** A 'Sign up' form with fields for email, first name, last name, and password, along with social login options for Google and MS 365.
- Home Dashboard:** A 'Home' view titled 'Kickstart your Compliance Journey' featuring 'Create custom task', 'Explore ready-made templates', and 'Review your reports'.
- Quick Insights:** A 'Quick insights' section showing task progress by priority (High, Medium, Low) and department.
- Insights:** An 'Insights' section with a 'Task status report' (321 total tasks) and a 'Task Activity' line chart.
- Task Store:** A 'Task store' view showing a grid of 'Custom tasks' and 'Standard' tasks (included with subscription) such as 'Financial Policy - Update 10/2024', 'Remote Working Assessment', 'ID Verification', 'Working with Children', and 'VETG Visa & Work Entitlement'.

Kinatico Compliance

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10:00

Login to continue

Email

Joanne@gmail.com

Password

.....

Continue

Forgotten Password?

or

Continue with Google →

Continue with Apple →

Do not have an account?
[Sign Up](#)

10:00

Tasks

To be completed

- Anti-Harassment Policy
- Remote Working Assessment

Completed

- Add Company ✓
- ID Verification ✓
- Licence Verification ✓

10:00

Remote Working Assessment

Emergency Contacts

Your emergency contact name

Name

Your emergency contact number

Phone Number

Work Environment and Performance Standards

Is the workspace free from distractions e.g. excessive noise?

Yes No

Do you have access to and understand how to use necessary software/tools to perform your job?



Kinatico Compliance

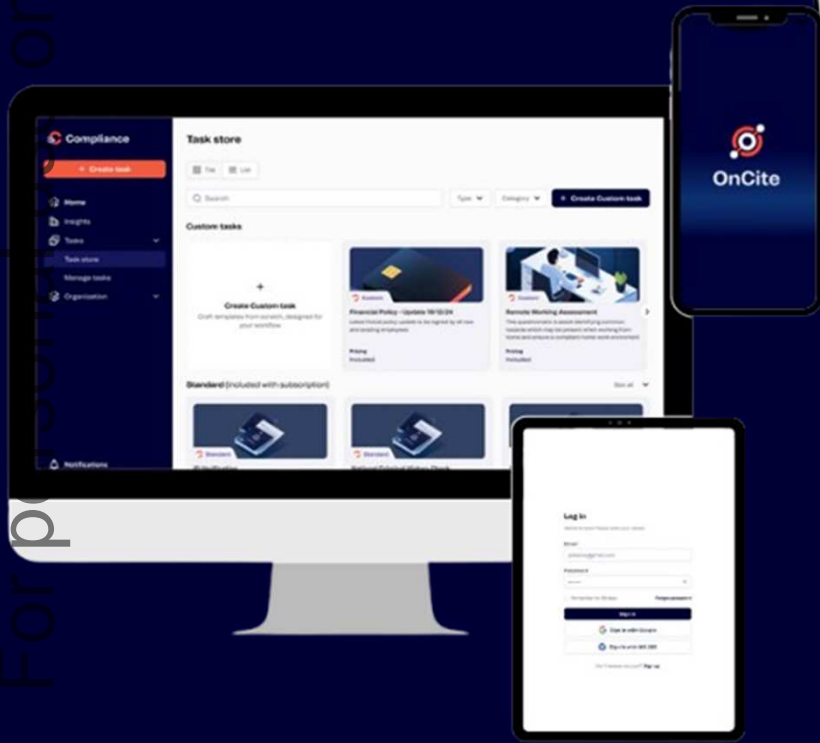
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**Available to Customers
January 2025**



Recap

A look towards the future "Compliance Simplification"



Releasing the features our customers are asking for - Driving our growth

- Self Service configuration
- Predictive compliance task suggestions
- Intelligent dynamic dashboards and reporting
- Geolocated triggering of compliance requirements.



Continue to optimise the legacy to increase operating cashflow

- Further automation
- Partner to continue to drive efficiencies and growth
- Productivity improvements



Growth opportunity with low downside risk

- Proven execution team
- Profitable
- \$10m in cash reserves.
- Consecutive years of strong SaaS growth
- Strong balance sheet
- Operations generating >\$4m in cash funding our investment in development of customer driven roadmap



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Kinatico

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Keeping your workforce active.

