



ASX RELEASE

20 July 2017

APPENDIX 4C QUARTERLY REPORT PERIOD ENDED 30 JUNE 2017

Highlights

- June quarterly revenue of \$0.34 million sees full year FY17 unaudited revenue reach a record \$1.54m - up 34% on prior year
- Net cash of \$2.67 million as at 30 June 2017 with cash receipts of \$0.92 million received during the quarter
- Partnership executed with the Mizzen Group to distribute Kyckr's products and services to the significant and lucrative US market
- Kyckr launched on the MYDATA portal in Malaysia with first revenues already received in FY18 and which is expected to grow significantly in the coming months
- Global regulatory and compliance industry experts Mr Peter Oakes and Mr Bruce Quick appointed as advisors to assist with further business development opportunities through their extensive contact networks
- Post quarter, a landmark multi-year agreement with Bloomberg was signed for Kyckr to provide access to business registry data to customers of various Bloomberg products, including the Bloomberg KYC Entity Exchange Service
- The pipeline of commercial opportunities continues to grow with a number of material blue chip global prospects expected to close in Q1 FY18.

Kyckr Limited (ASX:KYK) (Kyckr or the Company), a regulatory technology company, is pleased to provide the following market update and information regarding the quarter ended 30 June 2017.

Financial Performance

Quarter ended 30 June 2017

During the Quarter, Kyckr achieved revenues of circa \$0.34 million which see full year unaudited revenue reach a record \$1.54m. Revenue is up circa 34% on the prior year demonstrating excellent growth and with a growing pipeline of commercial opportunities, the Company expects further growth in FY18. Kyckr also had cash receipts for the quarter of \$0.92 million and ends the financial year with a strong cash balance of \$2.67 million which leaves the Company well funded to continue executing its strategic plans for growth from new and existing customers

The primary drivers of the yearly revenue growth were:

- 19% increase in Enterprise Solutions gross revenue
- 55% increase in Group gross revenue
- 55% increase in Portal gross revenue



Operational Update

Mizen Group Partnership gives Kyckr direct US market access

During the quarter, The Company was pleased to enter the US market in partnership with The Mizen Group (Mizen); an investigations technology and advisory consulting firm based in Boston and New York. Mizen's customers are predominantly based in New York, one of the most valuable regulatory districts in the USA and the domicile of many international banks.

Under the mutual distribution and revenue-sharing partnership, Kyckr and Mizen will share the net revenue from the sale of the respective parties' highly complementary products and services. Mizen's Smart Data Investigative Platform (SDIP) users will have direct access to Kyckr's amalgamated company registry data and Company Watch services, which will be directly integrated into the SDIP. A white-labelled version of Kyckr's platform will also be marketed by Mizen in the US. The agreement rapidly expands Kyckr's footprint into the large, lucrative US market and is expected to directly drive sales and revenue for the Company.

MYDATA Malaysian Registry Portal launches Kyckr

Following the exclusive agreement signed in January 2017, MYDATA launched Kyckr's services on its MYDATA portal during the quarter.

MYDATA is one of only two approved online sellers of Suruhanjaya Syarikat Malaysia (SSM) information. The SSM is Malaysia's statutory body equivalent of the Australian Securities and Investments Commission and incorporates, registers and maintains corporate information on over 7 million registered businesses in Malaysia. Kyckr will generate revenue on a 'per click' basis for each report or corporate filing accessed by users of the MYDATA portal, with MYDATA's active promotion of Kyckr's services expected to directly drive revenues from Malaysia and South East Asia.

PlanetCompliance RegTech Top 100

Kyckr was pleased to be included on PlanetCompliance's 'RegTech Top 100 Power List: The Most Influential RegTech Firms', recognising Kyckr's strong and growing presence in the regulatory and compliance space worldwide.

Corporate Update

Global regulatory and compliance industry experts appointed as Advisors

During the quarter, Kyckr was pleased to appoint Mr Peter Oakes and Mr Bruce Quick as Advisors to the Company.

Mr Peter Oakes is an internationally recognised expert on governance and the regulatory and compliance industry, whose expertise is actively sought out by global regulatory bodies, financial services corporations, FinTechs and RegTechs.

Mr Bruce Quick has over 25 years of professional IT experience across Australia, Asia and Europe. An advisor on risk and compliance to the financial services sector, he has been instrumental in the success of global companies such as Norkom and Pegasystems.

The Company expects to greatly benefit from Peter and Bruce's expertise and leverage their established relationships with global regulators, c-suite and board level executives and senior risk and compliance personnel across organisations locally and around the globe. Both Advisors will be financially incentivised to generate positive commercial outcomes for Kyckr.



Patersons Initiates Coverage

During the quarter, Patersons Securities initiated research on Kyckr. A copy is available on Kyckr's website: www.kyckr.com/analyst-reports/.

Strategy and Outlook

The Company is well positioned for growth in FY18 and to leverage a number of significant new partnerships and global blue chip customers signed during the FY17 financial period. Going forward, the Company is expected to be less reliant on revenues generated by historical customers, as it focuses on growing the use of its products with existing customers, and signing new enterprise clients.

Kyckr Managing Director, David Cassidy comments: "We are very pleased to have delivered continued revenue growth, effectively managed cash and expanded our strategic capabilities, partners and customers globally during the quarter. Considering the short timeline since listing on the ASX, and our careful use of funds, I believe this to be a first class result for the period. I am confident that Kyckr is well positioned for FY18 to be a transformative year."

Ends.

About Kyckr Limited

A global regulatory technology (RegTech) business, Kyckr provides technology solutions to help protect against money laundering, fraud and tax evasion. Kyckr's solutions are connected to over 186 regulated primary sources, in 124 countries, providing real-time company registry information on over an estimated 80 million businesses globally. Kyckr provides an automated technology solution to maintain up to date critical company identity information, in place of the traditional error and fraud prone manual people based processes. Globally, the legal requirement to meet compliance obligations continues to increase as does the need to validate against business registers. The annual spend by financial institutions on compliance is forecast to be \$120 billion by 2020, thereby providing a very large opportunity for Kyckr.

To learn more about Kyckr, visit www.kyckr.com

For further enquiries, please contact:

David Cassidy, Managing Director
Kyckr Limited
Email: info@kyckr.com
Phone: +61 404 618 032

Media Enquiries
Melissa Mack
Media & Capital Partners
Email: Melissa.Mack@mcpartners.com.au
Phone: +61 430 119 951

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

Kyckr Limited

ABN

38 609 323 257

Quarter ended ("current quarter")

30 June 2017

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	923	1,547
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(326)	(492)
(c) advertising and marketing	-	(2)
(d) leased assets	-	-
(e) staff costs	(610)	(1,810)
(f) administration and corporate costs	(358)	(1,312)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	8	25
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other – transaction costs in acquisition of subsidiary and IPO transaction costs	-	(133)
1.9 Net cash from / (used in) operating activities	(363)	(2,177)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(3)	(23)
(b) businesses (see item 10)	-	49
(c) investments	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(3)	26

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	5,192
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	(451)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	(190)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	-	4,551

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	2,953	267
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(363)	(2,177)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(3)	26
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	4,551

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	84	4
4.6	Cash and cash equivalents at end of quarter	2,671	2,671

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,600	91
5.2	Call deposits	1,071	2,862
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,671	2,953

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Current quarter \$A'000
242
-

Directors' fees and consulting fees at normal commercial rates

7. Payments to related entities of the entity and their associates

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

Current quarter \$A'000
-
-

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(121)
9.3 Advertising and marketing	-
9.4 Leased assets	-
9.5 Staff costs	(653)
9.6 Administration and corporate costs	(355)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,129)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	Kyckr Ireland Limited	-
10.2 Place of incorporation or registration	Ireland	-
10.3 Consideration for acquisition or disposal	Issued \$9.26m in equity with an additional \$2.6m in deferred consideration shares. Nil cash consideration	-
10.4 Total net assets	(\$465k)	-
10.5 Nature of business	KYB (KYC on business) services	-

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.



Sign here:
Company secretary

Date: 20th July 2017

Print name: Karl Pechmann

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.