



ASX Release

31 August 2017

Preliminary FY17 Results Announcement

Highlights

- Normalised full-year revenue of \$1.54 million, up 34% on FY16 following consecutive periods of growth
- Landmark agreement signed with Bloomberg post year-end with revenue expected from Q2/Q3 FY18
- Global bank Citigroup signs on as new client, with revenue generation commencing in Q3 FY17
- Strong momentum, with management focused on delivering revenue growth in FY18 and positive EBITDA and cash flow run rate in FY19
- \$2.8m in cash holdings as of 30 June 2017

Kyckr Limited (ASX:KYK) (Kyckr or the Company), a regulatory technology company, is pleased to announce its preliminary final report results for the year ended 30 June 2017.

Financial Overview

On 1 September 2016, the business of Kyckr Ireland Limited (formerly Global Business Register Limited) was acquired by the Company. The below analysis of financial results is on a normalised basis as if the entity was acquired on 1 July 2016.

Kyckr delivered significant revenue growth for the financial year, with revenue of \$1.54 million, up 34% on FY16. Strong growth was delivered across the Company's Solo, Group and Enterprise Solutions offerings:

- Enterprise Solutions revenue of \$778k, up 19% driven by increased use of Kyckr's services by existing enterprise clients
- Group revenue of \$596k, up 55%, with growth primarily attributable to the acquisition of Citigroup as a client during the year
- Solo portal revenue of \$167k, up 55% on FY16, benefitting from increased brand recognition following the Company's initial public offering and listing in September 2016

This was a pleasing result for the management team, which continues to focus on growing revenue and increasing the use of Kyckr's services by existing customers as well as growing the Company's customer base.

The reported loss before income tax for the year ended 30 June 2017 of \$3.4 million has been impacted by the following one-off and non-cash expenses:

- Share-based payment expense of \$1.1 million
- Acquisition expenses of \$240k
- IPO related expenses of \$100k

The normalised loss after removing the above one-off and non-cash expenses is \$2 million.



Operational Overview

Blue-chip clients signed

Kyckr made strong operational progress, signing blue-chip customers Bloomberg and Citigroup to use its data registry technology services.

Citigroup implemented Kyckr's services across its operations globally in October 2016. Over 700 Citigroup compliance personnel use Kyckr's web-based portal services, following a rapid scale up in user numbers from 500 in the first three months. The revenue from Citigroup, which commenced in Q3/Q4 of FY17 contributed to Kyckr's strong revenue growth, and management remains focused on increasing use, to further drive growth in FY18.

Post year-end, Kyckr signed a multi-year collaboration agreement with Bloomberg, to integrate its business registry data capabilities into Bloomberg's existing products and services. The initial 3-year deal, with the option for renewal, provides Kyckr with the opportunity for significant revenue growth and distribution to Bloomberg's global customer base. Revenue generation from the agreement is expected to commence from Q2 / Q3 of FY18.

New partnerships strengthen distribution into US and Malaysia

During the year, Kyckr was pleased to sign a partnership with The Mizen Group (Mizen), a US investigations and advisory consulting firm, with a strong US and European financial institutional customer base. The partnership provides Kyckr with direct access into the large and lucrative US market. From Q2 FY18 onwards, Kyckr and Mizen will be focused on collaboratively sourcing mutual clients and revenue, with several prospects already identified to date.

Kyckr's registry services were launched on the MYDATA Portal during the June quarter, under a revenue and distribution agreement with its Malaysian partner MYDATA. Kyckr's services are being actively promoted to MYDATA's 50,000+ customers in Malaysia and South East Asia, who pay on a per click basis for reports and company filings accessed through Kyckr's platform. Revenue from Malaysia and South East Asia is expected to start contributing in Q2 / Q3 FY18.

Corporate Overview

Board strengthened with recent appointments

During the year a number of key appointments to the Board and management teams were made, further strengthening the expertise of the leadership team and bringing complementary skills and experience to the leadership.

- Albert Wong AM stepped down as Chair and remained a non-executive Director of Kyckr. The guidance and leadership provided by Albert during the Company's listing process has been invaluable and the Board is thankful for his tremendous contribution as Chair, and looks forward to his continued contribution.
- John Van Der Wielen was appointed non-executive, independent Chair. As a senior executive from the insurance and financial services sectors, John's wealth of local and international experience is greatly valued by the Board and leadership team.
- Patrick Curry, O.B.E. joined the Board as a non-executive Director. Patrick is an expert in security and identity and has advised UK and US governments, European agencies and defence and other organisations. Patrick is an international influencer in blockchain, having enabled its implementation for governments, industry and other authorities and his experience in this field has proven to be invaluable.



Advisors appointed to further the Company's commercial prospects

During the year, Peter Oakes and Bruce Quick were appointed as advisors to Kyckr. Both Peter and Bruce bring strong relationships with global regulatory bodies and c-suite level risk and compliance personnel at global organisations. The advisors will be financially incentivised to leverage their relationships to generate positive commercial outcomes for Kyckr.

Successful \$5.2 million capital raise and listing on the ASX

The Company successfully raised \$5.2 million for the acquisition of Kyckr Ireland Limited and subsequently listed on the ASX via an Initial Public Offering on 7 September 2017. The offer received strong support from institutional and retail shareholders.

Outlook

The Company continues to pursue further customer contracts and expand the use of its services with existing customers to drive revenue growth in FY18. The management team remains focused on achieving a positive EBITDA and cash flow run rate for FY19.

Over the next 12 months, investment into additional staff in sales and marketing, development and operations will be made, to increase headcount around its global offices and support the growing demand for its products globally. Additionally, management continues to pursue new partnerships with well-established providers of services complementary to Kyckr's offering to provide instant distribution into established customer bases in new regions globally.

Ends.

About Kyckr Limited

Kyckr is a global regulatory technology (RegTech) business, providing technology solutions to help protect against money laundering, fraud and tax evasion. Kyckr's solutions are connected to over 180 regulated primary sources, in over 120 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.

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

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