



ASX RELEASE

9 October 2018

APPENDIX 4C QUARTERLY REPORT PERIOD ENDED 30 SEPTEMBER 2018

Highlights

- Record quarterly revenue of \$548k, up 61% on the same quarter in the prior year
- Online revenue 87% up on the same quarter in the prior year, growth captured across all Kyckr products
- Customer cash receipts of \$490k received during the quarter
- New team resources appointed to support growth and technology plans
- All new Kyckr website experience and enhancements due for release in Q2 FY2019

Kyckr Limited (ASX:KYK) (Kyckr or the Company), a regulatory technology company, is pleased to provide the following market update and information for the quarter ended 30 September 2018.

Kyckr provides technology solutions to help financial institutions comply with their KYC (Know Your Customer) and AML (Anti-Money Laundering) obligations.

Financial Overview

Quarter ended 30 September 2018

For the quarter, Kyckr recorded revenue of \$548k, an increase of 61% on the September quarter in the prior year.

Kyckr's online services continued to deliver consistent revenue growth, with online pre-paid revenue for the quarter 87% higher than the same quarter last year, and post-billed services up 85% from the same quarter in the prior year. Kyckr's online services provide aggregated access to corporate registry information, including company profiles and access to corporate filings with registries from over 200 sources globally. Strong growth is expected to continue in FY19 with the re-launch of Kyckr's website, the launch of new solutions and an increase in sales and marketing investment planned.

For the quarter, total cash receipts were \$0.49 million and cash at the end of 30 September 2018 was \$4.8 million.

Operational Update

New resources commence to support growth plans

Kyckr has appointed additional resources to its team to support growth plans in global primary source intelligence. A new Business Analyst and Data Scientist joined the Development team, working under the guidance of David Reid, Kyckr's Chief Technology Officer.

The new resources will work closely with key departments and clients, helping to interpret objectives into data-based deliverables and solutions. The new resources will play an important role in optimising the delivery of our technology to our clients.



All new Kyckr website experience and enhancements

Earlier this year, Kyckr commenced the process of redesigning its website to provide an improved, richer user experience as the Company continues to grow its brand and market presence.

Supported by extensive research on our customer journey, the new website will debut an all-new design centred around our client needs and behaviours, helping users navigate our global registry access quickly and easily. Improved functionality allows users and teams to manage their compliance obligations with more confidence than ever before.

The new website will welcome the addition of an Application Program Interface (API) developer portal, allowing users to experience our API and integrate into Kyckr with confidence. Additional improvements also include dashboard administration functions, enhanced international currency support and improved security features (e.g. two factor authentication).

The new website will also include comprehensive information and content for our customers, prospects, investors and partners to better understand Kyckr's global positioning in the KYC/AML space.

Corporate Overview

\$5.3 million raised via a share placement

Kyckr announced the successful completion of a Placement to institution and sophisticated investors to raise A\$5 million (after costs). The second tranche of the Placement was completed in August 2018 following the Extraordinary General Meeting, resulting in net proceeds of A\$1.3 million (after costs).

The proceeds from the Placement will be predominantly used towards additional resources (Business Development and Account Management) and the continued investment of Kyckr's products (including the development of Machine Learning and Artificial Intelligence applications).

Outlook

Kyckr will continue to prioritise delivering innovative technology and solutions to our customers, in support of their ever-increasing KYC/AML obligations. Our Perpetual KYC, Company Watch and data refresh services continue to resonate strongly with our blue-chip global customer base and in our key international discussions.

Kyckr continues to commercialise its relationships with key customers, with an extension to a key European customer contract occurring during the September quarter.

The Company also continues to focus its direct sales channel on large scale customers and prospects which require deep relationships and a requirement to pursue complex onboarding procurement processes to enable consistent QoQ revenue generation.

Online portal growth will continue to grow strongly, with a re-launch of the existing web-based platform planned for Q2 FY19. Sales and marketing activity will support the launch and drive both sales and brand awareness.

Kyckr remains focussed on providing its customers with improved products, services and delivery that help them meet the constantly increasing challenges driven by global regulation. Our aim is to continue to prioritise our product and people to drive long term value for clients and shareholders.

Ends.



About Kyckr Limited

Kyckr is a global regulatory technology (RegTech) business, providing technology solutions. Kyckr's solutions are connected to over 200 regulated primary sources, in over 120 countries, providing real-time company registry information on over an estimated 80 million businesses globally. Kyckr provides automated technology solutions to improve the efficiency and effectiveness of Corporate KYC.

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

For further enquiries, please contact:

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Kyckr Limited
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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 September 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	490	490
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(269)	(269)
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs	(729)	(729)
(f) administration and corporate costs	(422)	(422)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	19	19
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other	-	-
1.9 Net cash from / (used in) operating activities	(911)	(911)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(12)	(12)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	(190)	(190)
(e) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
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	(202)	(202)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	1,402	1,402
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	(87)	(87)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
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	1,315	1,315

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	4,576	4,576
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(911)	(911)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(202)	(202)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	1,315	1,315

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	14	14
4.6	Cash and cash equivalents at end of quarter	4,792	4,792

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	187	4,576
5.2	Call deposits	4,605	-
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)	4,792	4,576

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**

98

-

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**

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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.		

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9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(205)
9.3 Advertising and marketing	-
9.4 Leased assets	-
9.5 Staff costs	(885)
9.6 Administration and corporate costs	(435)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,525)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

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:


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Company secretary

Date: 9th October 2018

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.