

# Kyckr Investor Presentation

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We help clients succeed in compliance and risk management through our real-time company intelligence.



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## Glossary of terms

**4AMLD** The European Union 4<sup>th</sup> Anti-Money Laundering Directive which places greater emphasis on UBOs as part of the KYC, expanded requirements when looking at people as shareholders and directors and now includes the gambling sector.

**5AMLD** Proposed amendments to the 4AMLD where businesses have the obligations to hold beneficial ownership records with their authority in their country of registration and also ownership is now examined at 10%+ (currently 25%+).

**AML** Anti Money Laundering. This is majority source of legislation relevant to KYC.

**API** Application Program Interface which a cloud based means of accessing our services and information. This does not require the provision of code or programs to customers.

**B2B** Business to Business. Services and products requiring sales personnel to sell direct.

**B2C** Business to Consumers which are online services and do not require sales personnel but require digital marketing.

**CDD** Customer Due Diligence which is a full KYC check on a business customer.

**CTF** Counter-Terrorism Financing.

**CMGR** Compound Monthly Growth Rate

**EDD** Enhanced Due Diligence which is required for high risk companies.

**GDPR** General Data Protection Regulation which is a EU law on data privacy and protection

**KYC** Know Your Customer which for Kyckr is specific to companies, funds and entities (i.e. not people).

**Perpetual KYC** Perpetual KYC is a means of providing event driven KYC where the event refers to changes to company attributes.

**p.c.p** Previous Corresponding Period

**RegTech** Regulatory Technology business.

**UBO** Ultimate Beneficial Owners which is a map of the shareholders and if a shareholder is a company who their shareholders are all the way through to the final people based shareholders.

# Overview

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# About Kyckr

**We are technology and data specialists that provide global company intelligence. We help clients manage their regulatory and Know Your Customer (KYC) obligations through our range of real-time data, technology and solutions.**

Connect to 200+ regulated primary sources, 120+ countries, providing real-time company registry information on over an estimated 170 million businesses globally.

## International Presence

- Technology and Delivery services in Ireland
- Business Development in Sydney, Dublin and London
- Strategic partners in New York and Kuala Lumpur



**Trusted by a Blue Chip Client Base**



**Bloomberg**



# What drives the demand for our technology?



## The Risks for Non-Compliance

In the 10 years post financial crisis, **US banks alone have been fined over US\$120B** in compliance related fines.

In 2018, Commonwealth Bank of Australia was fined \$700m for serious breaches with regard to their AML/CTF obligations.



## Data Quality

Companies are obliged to update company information in a company registry.

Other data providers are not obliged to keep information up to date

Compliance decisions are affected through poor quality data



## Ever-changing AML & Compliance Laws

Global obligations to access “*current, accurate and objective*” information in AML

GDPR compliance is met through live, primary source data

Primary source data is legally reliable

# How compliance obligations are managed today

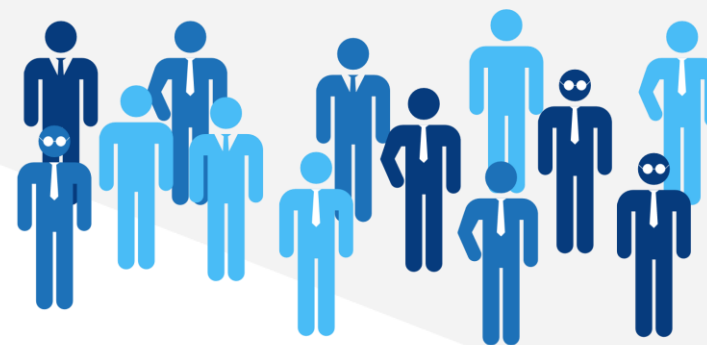


## Managing data quality, currency and approach to obligations

Majority of risk profiles are refreshed every 3 years

May be trading with deregistered or suspended customers/suppliers

Monitoring processes can be manual



## The state of data for compliance decisions

Data is out-of-date and from unreliable sources

People based processes based on current policy and procedures

Reliant on manpower to deliver compliant outcomes

Costly, high-risk and time consuming

# Why We're Different



## Data Veracity

Unlike others, we uniquely access registries live at every search, meaning information from Kyckr is the most current and accurate available.



## Manage Your Costs

Automation to remove manual tasks, reduce costs and drive efficiencies. Flexible pricing and tools to help only pay for what is used.



## Legally Authoritative

We help access company registries that operate under legally binding obligations to keep their information up to date.



## Compliance Best Practice

Data that promotes best practice and aligns with data privacy (GDPR), AML/CTF regulation and compliance around the world.



## Ease Of Data Refresh

Company Watch perpetually maintains the quality of customers – every day, week and month.



## Global Scope

Our services extend beyond just compliance: we also verify the identity of customers, suppliers and partners.

# Our Solutions

## WEB-BASED SOLUTIONS



### **Kyckr.com**

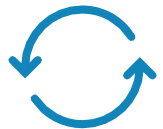
Website access to over 200 registries globally



### **Kyckr for Business**

Dashboard admin features, reporting and spend limits

## ENTERPRISE SOLUTIONS



### **Perpetual KYC**

- Verify and Validate aligns information against registries highlighting risks
- Company Watch monitors and perpetually maintains data quality



### **Kyckr API**

- Automated access to Kyckr data
- Test Sandbox & Developer platform



### **Onboarding Perpetual KYC**

- Customer data is assessed for quality against Kyckr sources
- Company Watch monitors and perpetually maintains quality

# Benefits



**Improve Quality**



**Reduces Risk**



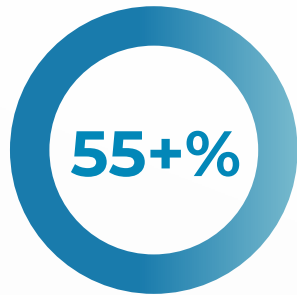
**Save Time**



**Reduce Costs**



# Growing web platform that connects to global data



**Growth in new  
registrations across  
web-based solutions**

Kyckr.com, 2018 vs 2017

## Why businesses use Kyckr.com & Kyckr for Business

- ✓ Streamlined online access to over 200 registries globally
- ✓ Instantly find company profiles, credit reports and filings
- ✓ Easy to use: single language, single currency
- ✓ Dashboard features to manage spend, users and teams
- ✓ Save time finding the right information for decision-making



## Our Customers

Financial services

Accounting firms

Legal Firms

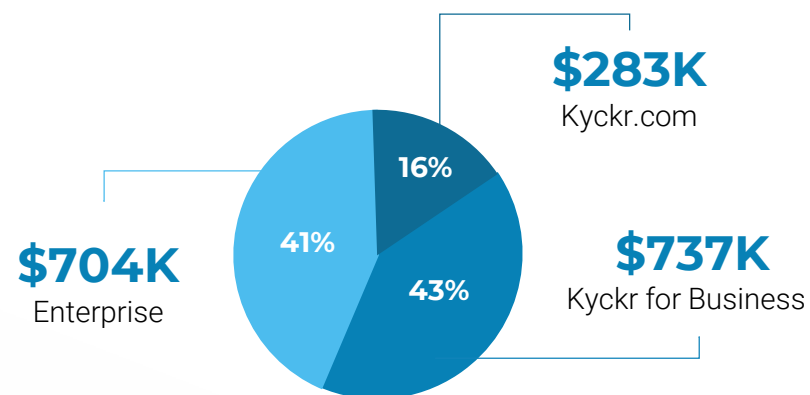
Operations/Logistics

# Financial Performance

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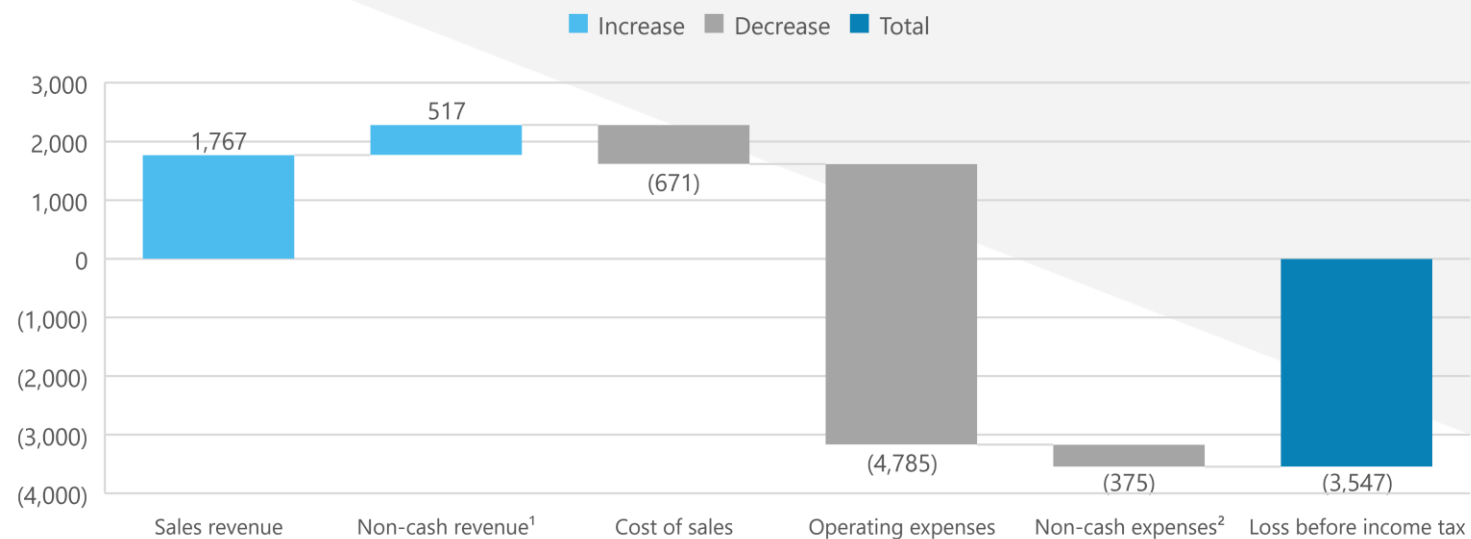


# FY18 Results



	\$A'000
Operating and investing cash outflow FY18	3,667
Operating and investing cash outflow Q119	1,113
Cash holdings Q1 19	4,792

## FY18 Result (\$A'000)



<sup>1</sup> Non-cash revenue consists of unrealised foreign exchange gains and fair value gains on financial liabilities

<sup>2</sup> Non-cash expenses consists of unrealised foreign exchange losses and share based payments expense

# Continual growth from FY18 to FY19



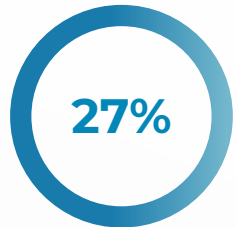
**\$0.55m**

Record quarterly revenue for Sep 2018 of \$0.55m



**\$0.4m**

Growth in new Enterprise Revenue in FY18 compared to PY



**27%**

Growth in current year Enterprise revenue vs p.c.p



**10%**  
Q1 19

Greater customer diversification resulting in lower reliance on key customers with Bank of Ireland

17% for FY18  
10% for Q1 19

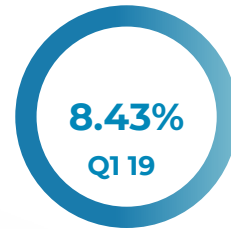


**4.39%**  
Q1 19

**Monthly Growth – Kyckr.com Sales**

Compound Monthly Growth Rate

FY 18 ▲ 3.89%  
Q1 19 ▲ 4.39%

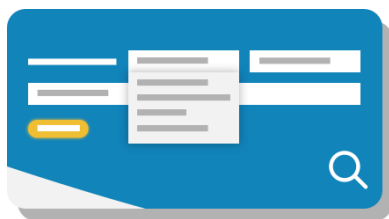


**8.43%**  
Q1 19

**Monthly Growth – Kyckr for Business online sales**

Compound Monthly Growth Rate

FY18 ▲ 1.22%  
Q1 19 ▲ 8.43%



- ✓ Access over 200+ official corporate registries from one platform
- ✓ Pay online via Credit Card
- ✓ View online or via email

## Growth Drivers

- + Increased compliance requires legally authoritative information direct from registries
- + Need for comprehensive range of information for decision-making
- + Reputation as single source for global company data

## FY18 & What's next?

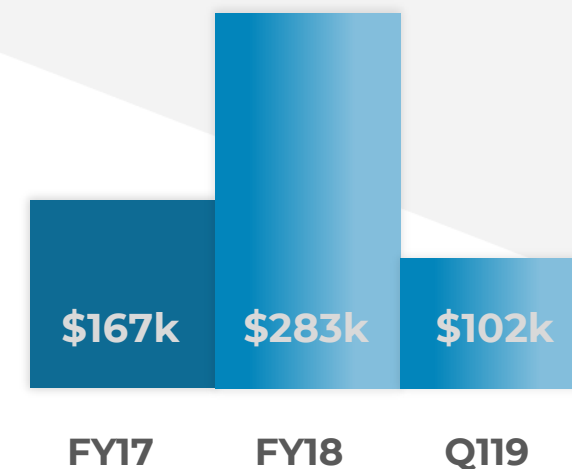
Investment in UI/UX experts to redesign and improve usability

Relaunch of new Kyckr.com website in late Q2 FY19

Post launch digital marketing campaigns to increase awareness

Expected increase revenue substantially from current performance

## Revenue Performance



▲ 97% vs p.c.p

# Kyckr for Business



- ✓ Dashboard admin features, reporting and spend limits
- ✓ Create teams and monitor spend
- ✓ Monthly billing, team invoicing, no credit cards

## Growth Drivers

- + Businesses seek internal platform for accessing global information
- + Demand for web-based platform for team management and reporting
- + Growing needs as Kyckr.com clients migrate to post-paid flexibility

## FY18 & What's next?

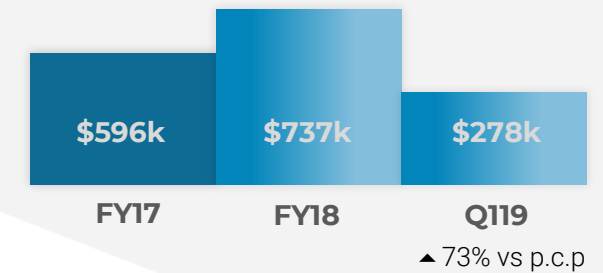
Expand platform services for richer compliance management

Stronger engagement with existing customers for migration and revenue opportunities

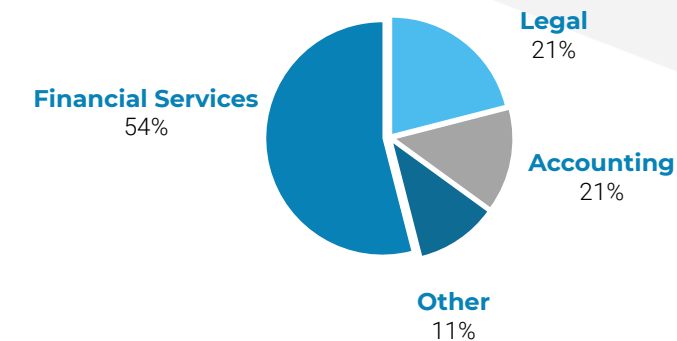
Strategic B2B targeting and positioning

Investment in UI/UX experts to redesign and improve usability

## Revenue Performance



## Our Customers



# Enterprise



**Perpetual KYC**



**Company Watch**



**Kyckr API**

## Growth Drivers

- + Increasing regulatory obligations and pressure
- + Demand for automation, reducing risk and compliance costs
- + Increasing attention and adoption of Regulatory Technology companies such as Kyckr

## FY18 & What's next?

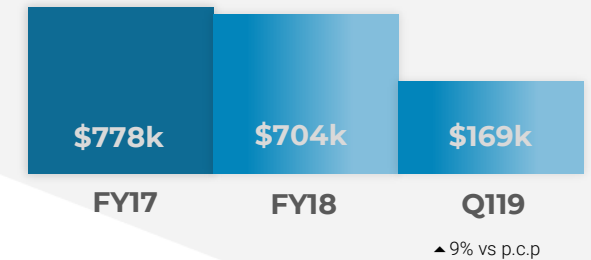
Focus in FY17 was to bed down Bank of Ireland. FY18 was taking these capabilities and engaging with new large clients and prospects

Continued development and innovation of products to optimise digital data delivery our source of our most profitable revenue

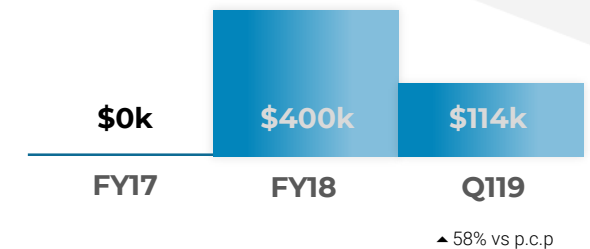
Reinforce Perpetual KYC as a genuine industry disruptor

## Revenue Performance

WITH BANK OF IRELAND CONTRIBUTION



NON-BANK OF IRELAND CONTRIBUTION



# Business Update

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# Enterprise Client Activities

**Bloomberg**

**citigroup**

**Elavon**

**IBM**

**Bank of Ireland**



**Contracts for renewal**

Contact renewals have successfully extended into a further year



**Fixed price Contracts**

Continue to increase the number of contracts with minimum annual usage



**Procurement**

Continue to fulfil procurement obligations and onboarding assessments of our clients and pilot prospects – taking up to 12 months for some clients



**Pilots**

Perpetual KYC pilots proposed with major banks and working to procurement and stakeholder needs



**Partners**

Continue to work with partners on best end user cases to employ our API

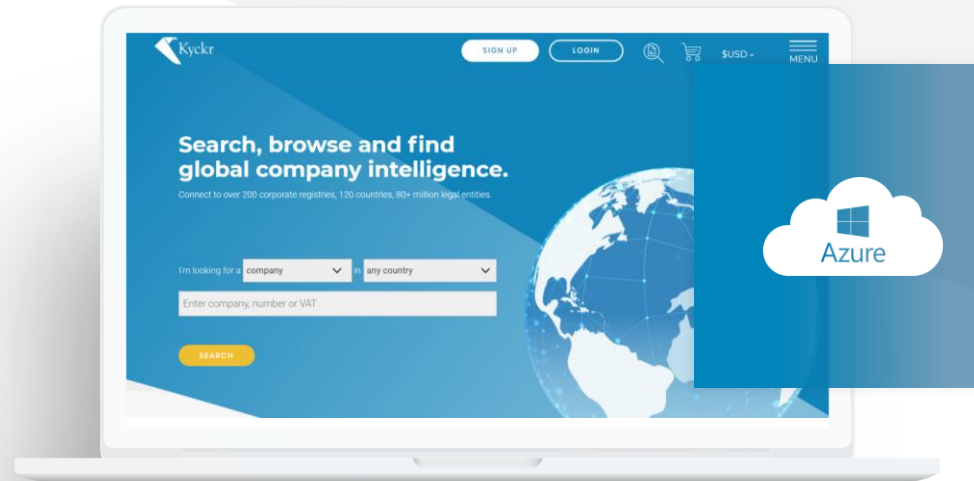
# 2018: Investments in Technology

## Investment in People

Technology unlocking new talent: New CTO, Information Engineer, Senior Technology Analyst, Software Engineers

## Strong Security

Enhanced security and accreditation through Microsoft ISO27001 compliant infrastructure



## Scalability through Cloud

Investing in a framework that allows us to deploy new features and functionality to our clients quicker than ever before

## Smarter, Digital Data

Investments in Elastic Search (Google), AI and data intelligence for better insights and optimised delivery

## UI/UX Expertise

User Interface and User Experience experts engaged to improve usability and design – all aligned with the relaunch of web platforms

# Strengthening Global Board and Executive Team



## **Benny Higgins**

Executive Chairman  
London, UK

Global banking executive with 30+ years of financial services experience, former Tesco CEO.



## **Ian Henderson**

Chief Executive Officer  
London, UK

Highly experienced chief executive with 30 years banking experience, former CEO RBS International and COO Barclays Wealth.



## **Audrey Weir**

Head of Sales  
London, UK

Banking and insurance professional across risk, regulation and compliance.



## **David Reid**

Chief Technology Officer  
Dublin, Ireland

Product and software entrepreneur with experience leading start-ups to highly scalable global businesses.



## **Karina Kwan**

Non-Executive Director  
Sydney, Australia

Accomplished executive with 30 years experience across banking sector in Australia/NZ (CBA, Citi).

# FY18 Changes and Ongoing

## FY18 DEVELOPMENTS

New Chairman, Benny Higgins, ex MD of Tesco Bank UK

New blue chip customers including Bloomberg, IBM and first Australian financial institution

Well funded to execute on strategy following \$5.3m raise in April 2018

Investment in Tech: People and Product

## ONGOING

Improve presence within UK, Europe and US

Re-engage in Asia with focus on quality clients and projects

Continue to develop Australia

Lead online portal growth with the launch of new Kyckr website in FY19

# Contact Us

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