



ASX RELEASE

23 January 2019

APPENDIX 4C QUARTERLY REPORT PERIOD ENDED 31 DECEMBER 2018

Highlights

- Record customer cash receipts of \$869k during the quarter, up 52% on last year's corresponding period and 77% over the last September quarter
- Quarterly revenue of \$518k, up 15% on the same quarter in the prior year
- Online revenue 61% up on the same quarter in the prior year
- Management team strengthened with three senior appointments to support global growth plans, including experienced banking executive Ian Henderson as Kyckr CEO
- New Kyckr website due for release in early 2019

Kyckr Limited (ASX:KYK) (Kyckr or the Company), a regulatory technology company, is pleased to provide its quarterly activities update for the quarter ended 31 December 2018.

Kyckr provides technology solutions to help financial institutions meet their KYC (Know Your Customer) and AML (Anti-Money Laundering) obligations. The Company provides clients with automation of financial background checking processes when approving new customers, and ongoing monitoring of existing customers. Kyckr does so by delivering real-time access to legally authoritative and always up-to-date information direct from 200+ company registries in 120+ countries.

Kyckr CEO, Ian Henderson, commented: "Kyckr has continued to increase its global reach and its commercialisation progress, with customer receipts more than 50% higher than the corresponding period 12 months ago.

"We continue to expand our global reach, and our offering is now used by a diversified range of blue-chip clients including Citigroup, Bloomberg, IBM and Bank of Ireland, with whom we signed an extension of services for an additional three years."

"This is an exciting time for Kyckr as Know Your Customer technology is increasingly required by financial institutions to comply with regulators and to reduce risk surrounding their customers. The upcoming launch of our new website is expected to provide a seamless user experience. We are well placed to continue building our customer base and progress the sales of our suite of solutions."

Financial Overview

Quarter ended 31 December 2018

Total cash receipts for the quarter were a record \$0.87 million, up 52% on last year's corresponding period and 77% over the September quarter. This is the highest quarterly result the Company has achieved to date.

Revenue recorded for the quarter was \$518k, an increase of 15% on the prior December quarter.

The Company's online services continued to deliver consistent revenue growth, with revenue 61% higher than the same quarter last year. Growth is expected to continue from online services, specifically after the re-launch of the Company's website in early calendar year 2019.

Cash at the end of 31 December 2018 was \$3.7 million.



Operational Update

New Kyckr CEO Ian Henderson commences on 1 January 2019

Kyckr has strengthened its Executive team with the appointment of Mr Ian Henderson as Chief Executive Officer (CEO) effective from 1 January 2019. Mr Henderson brings more than 30 years' executive experience in the banking and financial services sectors. He held former CEO positions at a leading UK-based private and commercial bank, Shawbrook Bank and RBS International, where he led each firms' profit growth during his tenure. Ian has been granted performance rights in lieu of a cash salary for the first year of service.

Mr Henderson is based in London due to the proximity to Kyckr's key markets.

Two new senior appointments to support global growth plans

Kyckr has added two new resources to its team to support its growth plans. Audrey Weir has joined as Head of Sales, a newly created role based in London, while Karina Kwan, based in Sydney, has been appointed as Non-Executive Director.

Ms Weir has a strong background in banking and insurance specifically across risk, regulation and compliance. She has held senior executive roles such as Global Head of Risk and Regulatory Strategy at the multinational finance and insurance corporation AIG.

Ms Kwan has led an accomplished executive career spanning 30 years in the financial services industry, most recently as General Manager of Group Support Services Finance at the Commonwealth Bank of Australia. Prior to this, she spent 18 years with Citigroup, the last 3 years of which in the role of Chief Financial Officer for Australia and New Zealand. Ms Kwan's exceptional experience in risk and corporate governance, and her established relationships with C-suite risk and compliance personnel, will be a valuable asset to the Company.

As part of the Board changes, Albert Wong has stepped down as Non-Executive Director, and Benny Higgins moved into a Non-Executive Chairman role, commencing 1 January 2019.

New Kyckr website experience due for release in early 2019

Kyckr commenced the process of redesigning its website to provide an improved and richer user experience as the Company continues to grow its brand and market presence. The new website will debut an all-new design centred around Kyckr's client needs and behaviours, helping users navigate the global registry access quickly and seamlessly. Improved functionality will allow users and teams to manage their compliance obligations with more confidence and ease of use than ever before.

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

Kyckr looks forward to sharing more updates around the key changes and features closer to launch.

Corporate

The Company held its Annual General Meeting (AGM) on 19 November 2018, and all resolutions were passed.

Outlook

Kyckr will continue to prioritise delivering innovative technology and solutions to financial institutions, in support of their ever-increasing KYC/AML obligations.

Looking ahead, the Company will integrate its technologies with large clients while engaging with prospects. The team will also focus on improving Kyckr's growth within the UK, Europe and the US, while re-engaging in Asia and continuing to develop client opportunities in Australia.



The Company remains confident in the growth of its online portal which is expected to increase with the re-launch of the existing web-based platform planned for early 2019.

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.

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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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")

31 December 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	869	1,359
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(260)	(529)
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs	(729)	(1,458)
(f) administration and corporate costs	(691)	(1,113)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	22	41
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	(789)	(1,700)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(2)	(14)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	(266)	(456)
(e) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 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	(268)	(470)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	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)
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

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	4,792	4,576
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(789)	(1,700)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(268)	(470)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	1,315

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	2	16
4.6	Cash and cash equivalents at end of quarter	3,737	3,737

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	350	187
5.2	Call deposits	3,387	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)	3,737	4,792

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**

254

-

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	(242)
9.3 Advertising and marketing	-
9.4 Leased assets	-
9.5 Staff costs	(764)
9.6 Administration and corporate costs	(565)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,571)

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: 23rd January 2019

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.