



ASX RELEASE

29 July 2019

KYCKR CONTINUES MOMENTUM WITH PARTNERSHIP STRATEGY AND NEW PLATFORM

Highlights

- Quarterly revenue of \$532k, an increase of 28% over the prior June quarter with enterprise revenue up 48% over the same prior quarter
- Strong growth in unaudited revenue of \$353k to \$2.1m for FY19, an increase of 20% over FY18
- New Kyckr platform launched in May, already showing positive subscriber growth, driving total online revenue up 20% over prior year
- Continued focus on driving partnership strategy, and several partnership discussions underway with enterprise grade customers

Kyckr Limited (ASX:KYK) (Kyckr or the Company), a regulatory technology company, is pleased to provide its quarterly activities update for the quarter ended 30 June 2019.

Kyckr helps clients manage their Know Your Customer (KYC) and Anti-Money Laundering (AML) requirements through a range of real-time solutions, including the automation of financial background checking processes when approving new customers, and ongoing monitoring of existing customers.

Kyckr delivers real-time access to legally authoritative and always up-to-date information (including company profiles, credit reports and filings) direct from 200+ company registries from over 120+ countries.

Kyckr CEO, Ian Henderson, commented: "We are pleased that Kyckr has delivered another solid quarter of growth with revenue increasing 28% on the same quarter last year, and total unaudited revenue of \$2.1m for FY19, an increase of 20% on the prior year. This gives us further confidence in our ability to building on our solid foundation as we enter our next phase of growth.

In May, we announced the launch of our all new digital platform, which is already receiving positive feedback, lifting total online revenue by 20%. Our new platform enhances the existing user experience and functionality, helping to attract new users and position Kyckr as a leader in global company intelligence.

As we have shared, we believe strategic partnerships are a natural, progressive step in capitalising on Kyckr's breadth of technologies, and we are currently advancing several key partnerships discussions in our pipeline.



Our results and efforts provide us confidence to continue executing on our strategy while we collaborate with strategic partners going forward.”

Financial Overview

Revenue recorded for the quarter was \$532k, an increase of 28% on the prior June quarter.

The Company’s online revenue increased by 20% for the quarter, showing steady growth and demand across its consumer and business online services. Enterprise revenue also saw continued growth, increasing 48% across the same period.

Total unaudited revenue for FY19 increased by \$333k to \$2.1 million, representing a 20% increase from FY18.

Total cash receipts for the quarter were \$693k and cash at the end of 30 June 2019 was \$1.45 million.

Operational Update

New Kyckr digital platform launched

In May, the Company announced the launch of its new digital platform, connected to over 200 regulated primary sources and over 120 countries. The platform provides enhanced and richer user experience as Kyckr continues to build its brand and market presence.

The improved platform debuts an all-new mobile responsive design centred around client needs and behaviours, with quick search dropdowns, dashboard functionality and improved information on Kyckr’s range of compliance solutions. New changes also consist of tailored industry and regulator content, helping users better understand the Company’s positioning in addressing specific regulatory and industry challenges.

The launch of the new platform has already been well received by users, capturing positive feedback and showing strong subscriber growth. The launch generated over 9,000 new visitors to the platform within 30 days.

The new website plays a key role in supporting the Company’s strategy to increase leads, users and sales globally.

Kyckr continues strategic partnership focus

As part of the Company’s strategy, Kyckr is focused on collaborating with firms across the financial, data and technology space, to leverage on its expertise and unique access to real-time registry data. This strategy aims to collaborate exclusively with firms looking to transform the quality of their data and accelerate the development of automation onto their clients and suppliers.

During the period, Kyckr signed an agreement with ESC Corporate Services, a Canadian provider of corporate and other public record services to clients. The three-year agreement enables real-time access to US data from Kyckr’s global registry network for ESC and its clients.

In addition, Kyckr signed a 2-year data provider agreement with global data platform DemystData, a leading provider and platform for integrating data. The agreement will allow the Kyckr API to be



accessible by existing and future Demyst API customers, helping seamlessly evaluate, test and use the Kyckr network of real-time registry information.

For Kyckr, the focus on partnerships is expected to help create market-leading propositions across multiple industries and sectors, underpinned by the Company's global registry connections.

Kyckr is currently in discussions with several enterprise clients and is working to advance its partnerships opportunities.

Outlook

Kyckr will continue to prioritise delivering innovative technology solutions to financial institutions, in support of their ever-increasing KYC and AML obligations. The Company will also focus on bolstering strategic partners to help drive opportunities for further expansion.

Recent client successes such as the ESC, AXA Singapore and DemystData agreements, are testament to the increased focus on growing direct enterprise client revenue. Kyckr will continue to make enterprise revenue a key strategic priority alongside its partnership strategy.

The Company remains confident in the continued growth of its online services with the launch of its digital platform. Kyckr remains focused to providing its customers with advanced 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 170 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 June 2019

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		693	2,545
1.2 Payments for			
(a) research and development		-	-
(b) product manufacturing and operating costs		(235)	(956)
(c) advertising and marketing		(3)	(3)
(d) leased assets		-	-
(e) staff costs		(622)	(2,985)
(f) administration and corporate costs		(408)	(2,029)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		10	67
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		(565)	(3,361)
2. Cash flows from investing activities			
2.1 Payments to acquire:			
(a) property, plant and equipment		-	(14)
(b) businesses (see item 10)		-	-
(c) investments		-	-
(d) intellectual property		(280)	(1,084)
(e) other non-current assets		-	-
2.2 Proceeds from disposal of:			
(a) property, plant and equipment		-	-
(b) businesses (see item 10)		-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(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	(280)	(1,098)

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	2,286	4,576
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(565)	(3,361)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(280)	(1,098)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	1,315
4.5	Effect of movement in exchange rates on cash held	8	17
4.6	Cash and cash equivalents at end of quarter	1,449	1,449

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	106	104
5.2 Call deposits	1,333	2,182
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)	1,449	2,286

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**

121

-

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

Add notes as necessary for an understanding of the position

- 8.1 Loan facilities
- 8.2 Credit standby arrangements
- 8.3 Other (please specify)

**Total facility amount
at quarter end
\$A'000**

**Amount drawn at
quarter end
\$A'000**

-

-

-

-

-

-

- 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	(228)
9.3 Advertising and marketing	-
9.4 Leased assets	-
9.5 Staff costs	(610)
9.6 Administration and corporate costs	(425)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,263)

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: 
Company secretary

Date: 29th July 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.