



**18 November 2019**

## **CHAIRMAN'S ADDRESS**

### **2019 ANNUAL GENERAL MEETING**

Ladies and gentlemen,

On behalf of the Kyckr Board, it is my pleasure to welcome you all to Kyckr's Annual General Meeting for the 2019 Financial Year.

Before heading into the formal proceedings of today, I will highlight the key achievements in what has been a busy 12 months at Kyckr and share how we are building a sustainable business for the future.

Kyckr is the global source for company intelligence providing real time Know Your Customer (KYC) solutions that enable financial institutions to meet regulatory requirements and maintain accurate information on their customers.

We are exposed to a high growth market with increasing compliance-related spend and changes in global regulations creating a greater need for our products.

#### **FY19 Financial Performance**

During the 2019 Financial Year, Kyckr achieved full-year revenue of \$2.2 million (up 25% from FY18) with strong growth across the Kyckr.com solution. In fact, online sales revenue grew 45% to \$1.49 million with a 50% growth in new registrations across the web-based solution in FY19 compared to the prior corresponding year.

Enterprise revenue was \$0.65 million, a decrease of 7% on the previous corresponding period primarily as a result of a lower contribution from the Bank of Ireland contract as it moved to a normalised basis after the initial upfront activities. Enterprise revenue excluding the Bank of Ireland was up 9% reflecting an increase in revenue diversification across the segment.

#### **FY19 Achievements**

This past year has been a year of evolution for Kyckr with key highlights including the appointment of Ian Henderson as new CEO, the launch of the new Kyckr.com platform, and an increase in strategic partnership agreements.

As demonstrated already during the year, the Board and I are confident that Ian's proven track record in growing businesses will be integral to leading the commercialisation of Kyckr's KYC solutions.

One of the most notable highlights during the year was the launch of the new <https://kyckr.com/> platform in May to enhance the customer experience. The Kyckr online platform is one of the largest platforms for corporate identification worldwide and pleasingly, continues to show strong growth and engagement, with the platform expected to facilitate future sales going forward.

As part of the strategy led by Ian, Kyckr has been targeting collaborations with companies across the financials, data and technology space, to help fast-track our network and client base, and facilitate our sales growth.



Pleasingly, on the back of this strategy, a number of agreements were signed during the period, including:

- A three-year contract with Canadian-based ESC Corporate Services, a leading facilitator of corporate legal and public records search/registration services to over 8,000 firms across Canada. The agreement allows ESC's customers to access US data from the Kyckr global registry network.
- Post period end we also signed an agreement with one of the world's largest insurers, AXA Singapore, to adopt Kyckr's application-programming interface (API) to establish greater automation in the development of new insurance related services.
- A two-year agreement was also signed with US-based global data provider DemystData to market the Kyckr API to its existing and future customer base.
- In addition to a contract with leading data and analytics services provider illion to resell Kyckr's registry data solutions to new and existing clients in Australia and New Zealand.

Looking at our Enterprise segment, we extended our services to Bank of Ireland for a period of three years to September 2021 to provide Corporate Know-Your-Customer Due Diligence Services.

Contract renewal rates with our enterprise clients have successfully extended into a further year and Perpetual KYC pilots have been proposed with major banks in FY20.

### **Well-funded to execute on strategy**

Kyckr is well funded to execute on its strategy following the successful completion of a \$5.2 million placement in September. The reasoning behind the funding is to accelerate the Company's global commercialisation activities, including investment in additional resources, in Kyckr's products and general working capital purposes.

As part of the placement, we welcomed entrepreneur Richard White as a cornerstone investor with a substantial holding of 19.6% in Kyckr. Richard is the founder and CEO of WiseTech Global, one of Australia's largest software companies. We have no doubt Richard's expertise and guidance will be invaluable to Kyckr. His support is a validation of our technology and we sincerely thank new and existing shareholders who took part in the capital raise.

### **Board Changes**

During the year we also strengthened our Board with the appointment of senior compliance executives Jacqueline Kilgour and Karina Kwan as Non-Executive Directors, who both bring extensive financial services experience to Kyckr.

As part of the changes, Non-Executive Director Robert Leslie has stepped down from the Board to pursue his other executive responsibilities. On behalf of the Board I wish to thank Rob for his hard work and contribution throughout the years.

### **Outlook**

Looking at 2020, we have entered the Financial Year in a strong position, and recent client successes with illion, AXA Singapore and DemystData, are a testament to the increased focus on growing direct revenue.



The management team will continue to focus on key initiatives to drive growth, including:

- The execution of commercial agreements with strategic partnerships and with enterprise clients
- Elevate the online growth of the new Kyckr platform and build on continued growth from the launch of this platform
- Capitalise on the opportunities as the global regulatory requirements and anti-money laundering obligations evolve for our clients
- Whilst remaining at the forefront of technology and automation to continue to innovate in the KYC/AML space

We believe the management team is well positioned to execute on Kyckr's strategic priorities in 2020 and beyond, with the funds raised to support the acceleration of our development.

### Closing

In closing, I would like to thank our employees and executive team, who have been instrumental in driving the success of the Company, and I would like to thank our shareholders for your on-going support as we continue to build a better and stronger business in 2020.

I look forward to communicating Kyckr's progress in the coming twelve months.

Yours Sincerely,

**Benny Higgins**  
Non-Executive Chairman  
Kyckr Limited