



(ASX:KYK) 1H FY22 Results Presentation

24 February 2022

Kyckr Record Half Year - Revenue; ARR; Retention and Cashflow



H1FY22 Highlights

Financial

- Revenue of \$1.75M, up 42% previous corresponding period (PCP) with 4 consecutive record quarters achieved
- Ending Annual Recurring Revenue (ARR) was \$2.29M, up 206% PCP
- Net Revenue Retention (NRR) of 149% and Client Retention (CR) of 100%
- Accelerated investment in sales, data/technology/product development offset by careful cost management (underlying EBITDA flat on PCP)
- Uplifts to data/license renewals, supported by client pre-payments resulted in record H1 cash inflows of \$2.7M
- Ending Cash balance of \$10.55M at 31 December 2021

Outlook

- Focus on product and revenue mix optimisation, with enhanced data solutions for enterprise clients widening gross margin ("positive jaws")
- New use cases identified beyond historic KYC/KYB focus leveraging Kyckr capability and broadening product proposition.
- Acceleration of revenues has continued in Calendar Year 2022, with January closing at a record month (up 12% on previous record)
- Contracts awaiting sign off in Q3FY22 total approx. > \$300K ARR with clear evidence of increased business activity post-Covid lockdowns
- Geopolitical developments in Europe are being closely monitored by management, with increased product relevance (e.g. sanctions) also offset by possible negative impacts to business confidence

Record
Revenues
up 42%

Record
ARR
up 206%

Record
cash
inflows
\$2.7M

Strong
H2 22
outlook

Record results support investment acceleration for growth



	1H FY22	1H FY21	Change %
Total Operating Revenue	1,755,554	1,237,783	42%
Direct costs and consumables	(792,383)	(646,976)	22%
Other operating expenses	(3,499,596)	(3,190,621)	10%
Share-based payments expense	(92,270)	(82,672)	14%
Foreign exchange gains/(losses)	(16,131)	4,957	
Underlying EBITDA	(2,647,826)	(2,677,529)	1%
Government grants	-	46,338	
One off data costs for IT development	(300,000)	-	
EBITDA	(2,947,826)	(2,631,191)	12%

Metrics	31 Dec 21	31 Dec 20
Annualised Recurring Revenue (ARR)*	\$2.292m	\$0.750m
Net Revenue Retention (NRR)**	149%	138%
Cash Balance	\$10.555m	\$5.340m

* ARR is calculated on clients using the Kyckr solution under a contracted subscription/contracted minimum commitment arrangement and excludes revenue from clients on PAYG business model.

** NRR is calculated based on ARR clients six months prior to periods ending 31 December.




- Strong top line growth, Operating Revenue up 42% on PCP comprising:
 - enterprise and partner revenues up 49% on PCP
 - ARR of \$2.29M, up 206% on PCP
 - NRR of 149%
 - Client retention of 100%
- Revenue growth outpaced direct costs and consumables.
- Underlying EBITDA flat vs PCP with accelerated investment to drive future revenue growth and cost outs partly offset by careful cost management
- Investment acceleration for growth includes the following:
 - development and delivery of an ultimate beneficial ownership service (UBO Verify);
 - creation of a new Kyckr Enterprise Portal with improvements in performance, speed and functionality;
 - enhanced API capability to facilitate faster integration with technology partners and provide an enhanced user experience;
 - new pricing model enabling partners to expand quickly and deliver increased revenues to Kyckr.

Business roadmap progress: Summary



KYCKR MISSION

Provide trusted, structured business data via platforms to support critical compliance/business related workflows.

DRIVER		DATA FEEDS & ENRICHED DATA		SOFTWARE
OBJECTIVES		Direct	Partner	KYC SaaS
Regulatory pressure for clients to adopt structured, primary source data		Transactional, document provision to client, API based, direct to client data feeds into workflows	At call data feeds into partner software solutions	UBO Verify; Company Watch
Verifying UBOs key pain point for customers		<ul style="list-style-type: none">5 new APIs (France, Denmark, Japan, Hong Kong, China)12 additional beneficial ownership reports launchedKey IT projects on time and budget:<ul style="list-style-type: none">Enterprise PortalOptical Character Recognition	<ul style="list-style-type: none">2 new API integration	UBO Verify product roll out <ul style="list-style-type: none">Launched in 4 marketsTesting in 3 markets
Increased call for data insights vs. data access				UBO Verify client trials underway <ul style="list-style-type: none">6 Enterprise Clients8 Partner Clients
Client efficiency needs require new User Interfaces/User Experiences				Contribution to H2 FY22 results
				



APPENDIX

About Kyckr

- Kyckr is a B2B information services company that aggregates, organises and structures the world's primary source company data to help businesses reduce the risks associated with counterparty relationships.
- It is the leading global provider of real-time company registry information on over 170 million businesses globally sourced from 200+ regulatory sources across 120 countries.
- Operations based in Australia (Sydney), Germany (Munich), Ireland (Waterford) and United Kingdom (London)
- Through the combination of accurate data with innovative technology, Kyckr's solutions help businesses to succeed in the fight against fraud, money laundering and financial crime. The solutions are also being used increasingly beyond regulatory compliance – for example simple entity validation, which extends sales opportunities in markets beyond regulated financial services.
- The Kyckr business has evolved significantly over the last 18 months. It has been leveraging its global registry data capability to provide wider margin, value-added services for clients and partners by normalising and enriching the data and embedding this enhanced information into their systems, platforms and processes.

Investor information



Holdings Ranges*	Holders	Total Shares	%
1 - 10,000	692	4,215,915	0.8%
10,001 - 100,000	1,016	38,960,761	7.2%
100,001 - 10,000,000	370	200,488,051	37.3%
> 10,000,000	6	293,935,122	54.7%
Total	2,084	537,599,849	100.0%

* As at 22 February 2022.

Significant Holders **	%
Mr Richard John White	19.33%
Regal Funds Management Pty Ltd	17.99%
Perennial Value Management Limited	9.19%

** As reported, on ASX effective 09.11; 28.10 and 31.08 respectively

Upcoming Investor Calendar	
March Qtr. Appendix 4C and Quarterly Activities Report	18 April 2022
June Qtr. Appendix 4C and Quarterly Activities Report	18 July 2022
Annual Report & Investor Presentation	23 August 2022

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This ASX announcement was authorised for release by the Kyckr Limited Board of Directors.

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

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