



making knowledge matter



Investor Presentation
Annual General Meeting
November 2016



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Corporate Overview

Stock Information (as at 28 November 2016)

Stock Code	KNO.ASX
Shares on issue	78.1 million
Last Close Price	19c
Market Cap	\$14.8 million
Executive Options	7.825 million @ 25c
List Date	9 th September 2015

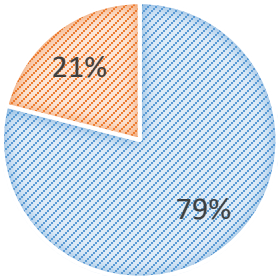
Top 3 Shareholders (as at 30 June 2016)

Panchito Services Pty Ltd	24.93%
Earthrise Holdings Pty Ltd	24.46%
Vabake Pty Ltd	12.23%



CAPITAL STRUCTURE

■ Top 20 Shareholders ■ Others



Our Business

Knosys Platform

Web enabled Knowledge Management Software Platform.

Knosys provides a Knowledge Management solution providing users with an extensible suite of tools:

- Content management tools
- Workflows/automation management
- Data aggregation (internal and external information sources)
- Visualisation tools
- Alert management tools
- Document management



The Market Opportunity for KM

Mega Trends

- Digital Transformation (DX)
- Internet of Things (IoT)
- Cloud Computing

Market Size

- Worldwide spending on ECM (including KM) technologies **\$9.4 Billion** by 2019¹
- The market will grow by **15%** over the next 3 years¹
- By 2018, at Least **20%** of All Workers Will Use Automated Assistance Technologies to Make Decisions and Get Work Done ²
- Technologies that support information innovations will be the fastest growing segment in DX and represent **30%** of all spending till 2019 ²

Business Drivers

- Retaining expertise of personnel (corporate memory)
- Increasing customer experience (retention/satisfaction)
- Improving profits/growing revenue through Productivity and Optimisation
- Supporting DX initiatives

Knowledge Management is Key to Customer Service & Self Service Strategy'

Gartner Insight : Knowledge Management Is Key to Your Customer Self Service Strategy : Brian Manusama Oct 2015

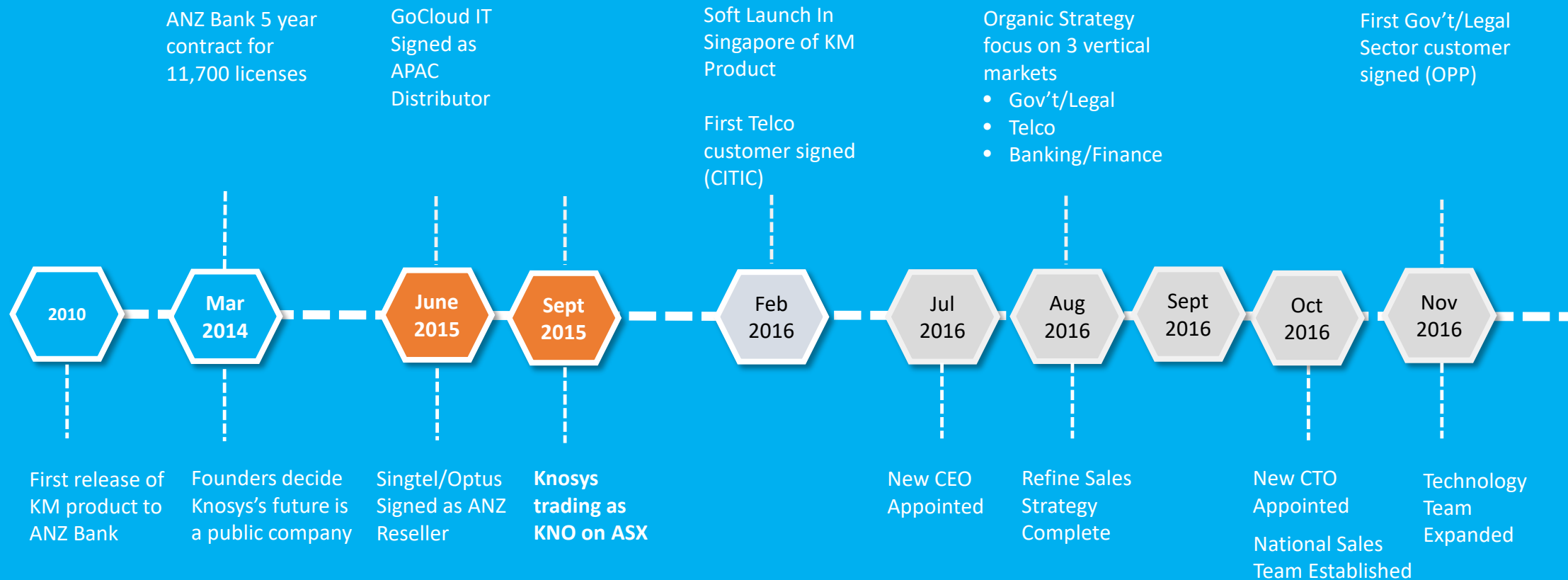
'Knowledge management as a critical business practice that is enabled by digital workplace strategies and associated technologies

Gartner Insight : Knowledge Management With the Digital Workplace: Karen A. Hobert Oct 2015

Source: 1 Radicati Group, Enterprise Content Management Market, 2014-2019

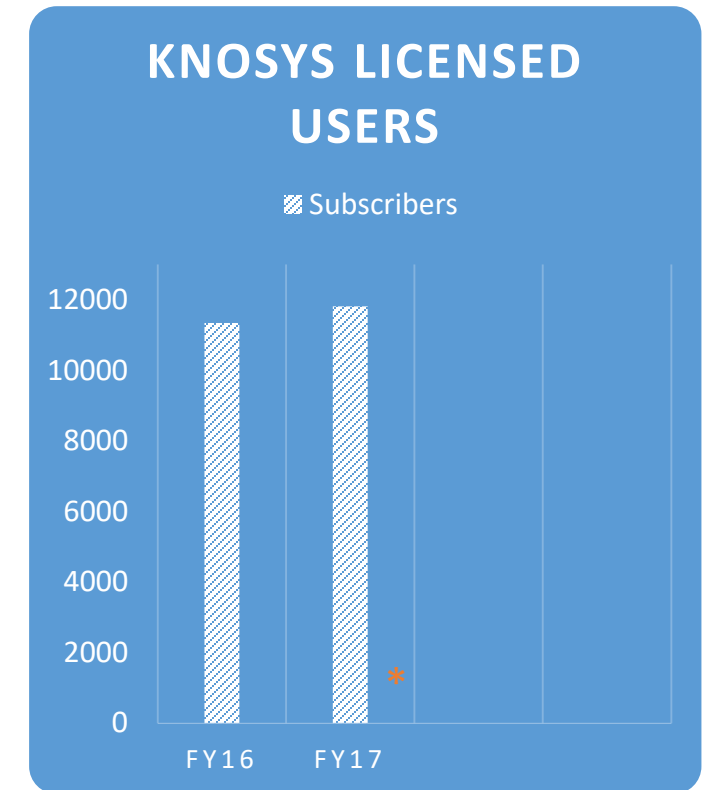
2 IDC Reveals Worldwide Digital Transformation Predictions Nov 2015

Review – Year of Key Milestones

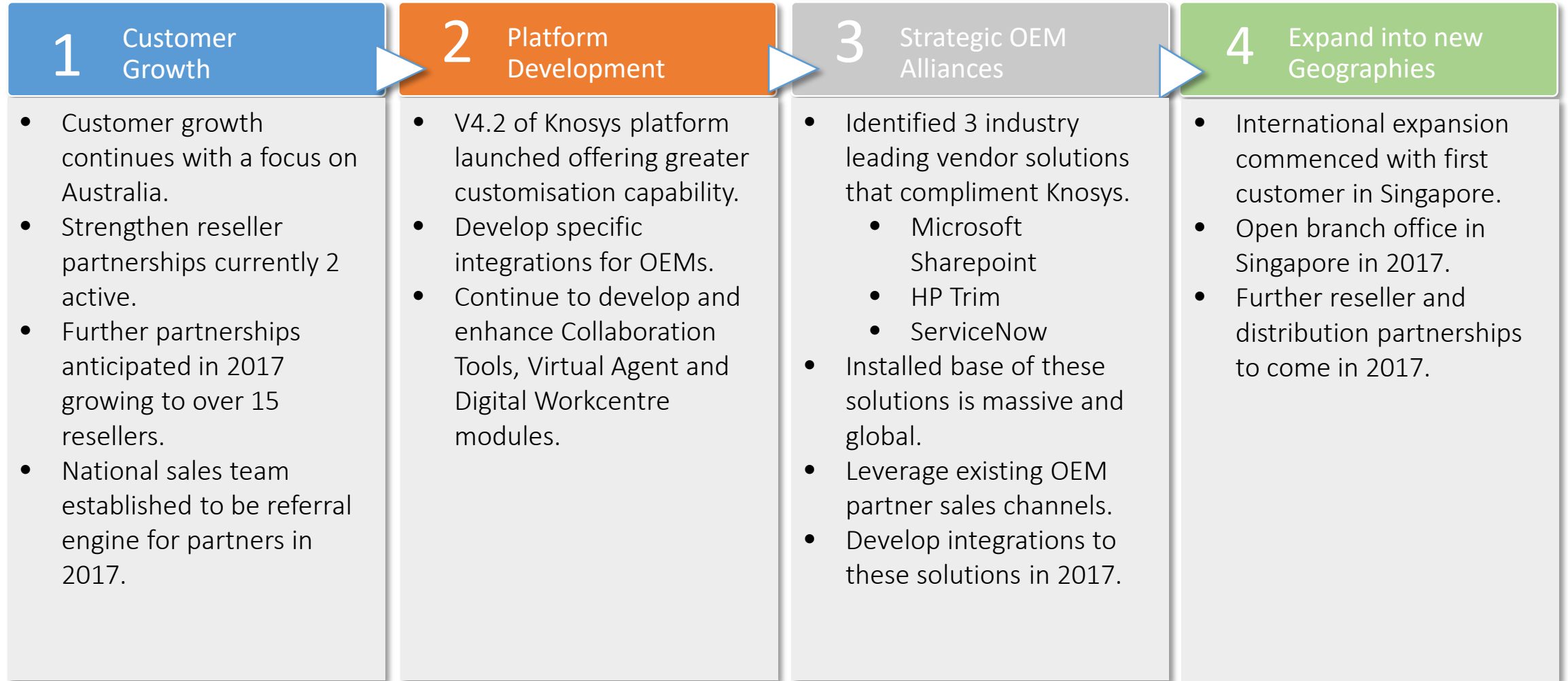


FY16 Review – Financial Results

- \$4 million Capital raised (before costs)
 - \$4 million Prospectus issued in July 2015
- Loss of \$1.41m
 - Expenses managed by delaying recruitment and other activities to match revenue uplift
- Cash in Bank as at 30 Sept 2016 - \$2.32 million
 - Company funded to implement current growth initiatives in FY17
- Subscriber Numbers Starting to Increase
 - FY16 - 11,343 (as at June 30)
 - FY17 - 11,813 (as at Nov 28)*



Strategy and Outlook



Exciting Investment Opportunity



Market leading Web based digital knowledge platform

Delivering productivity, optimising workflows and engaging customers through applied knowledge.



Positioned in high growth market

Operate within an expanding market driven by DX estimated at over \$9 Billion in 2019. Knowledge based solutions to represent 30% of all spend.



Focused Organic Growth Strategy

Focused growth strategy for 2017 to launch 3 vertical market solutions in ANZ and international expansion into APAC via Singapore



Innovative Technologies

Platform functionality will continue to evolve with greater intelligence, further integration to mass adopted apps and cloud deployment model.



Growing customer and partner validation

Soft launch in 2016 has confirmed client demand and ability to scale by partner driven channels in new markets. .



Business model supports financial growth

Revenue growth scales dramatically with each customer acquisition and recurring nature supports future earnings

Thank You

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