



Connecting People and Information

March 2021 Quarter Company Update (KNO:ASX)
April 2021

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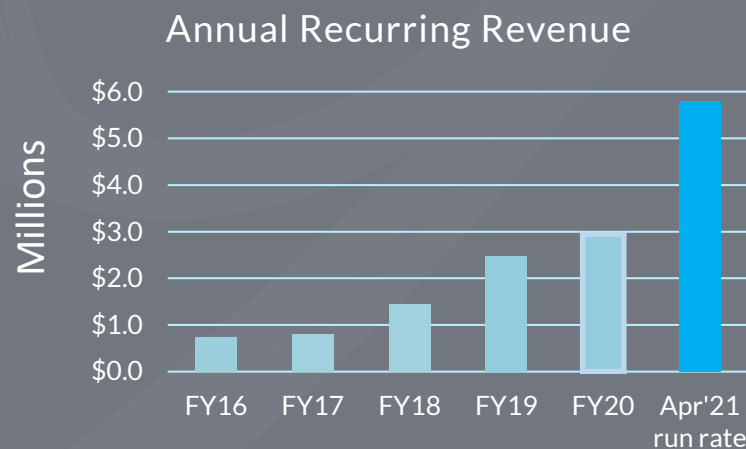
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Who we are

Our mission is to empower organisations to make smart connections with their information, thereby elevating business information from a source of complexity to a clear business advantage.

March 2021 Highlights

- Completed GreenOrbit acquisition: Knosys will receive a 3-month revenue contribution from the GreenOrbit entity in FY21.
- Positive momentum in sales and pipeline activity: A strong quarter of contract extensions, new customers, cross-selling and up-selling, validating current group ARR of \$5.8m.
- Strong cash position: Cash balance of \$6.5m at end of quarter, including \$1.5m of cash acquired with the GreenOrbit business.
- Updated guidance for FY21: Knosys is expecting consolidated FY21 income to be in the range of \$5.0-\$5.3m in FY21 for the newly combined entities.



Increased Scale with GreenOrbit Transaction

- Human Resources: Knosys grows from 20 to 50 employees building a diversified and highly skilled technology workforce.
- Global Operations: The combined business will have 6 offices around the globe in key markets in North America and APAC
- Customer Growth: Customer numbers expand to over 270 globally with 380,000 users.
- Highly complimentary product set and client base: The business combination provides increased revenue diversity, greater scale and a platform for accelerated growth
- Product Innovation: Complimentary technology stacks support common development teams across product lines, enabling efficiency and wider use of skill sets

Q3 FY21 Financial Summary

Group Annualised
Recurring Revenue ¹

\$5.8m

Total Number of
Customers

270

Average Annual Revenue
per Customer

\$8-10k EXP
\$30-150k KMS

Q3 FY21 Cash

\$6.5m

Q3 FY21 YTD EBITDA ²

\$591k

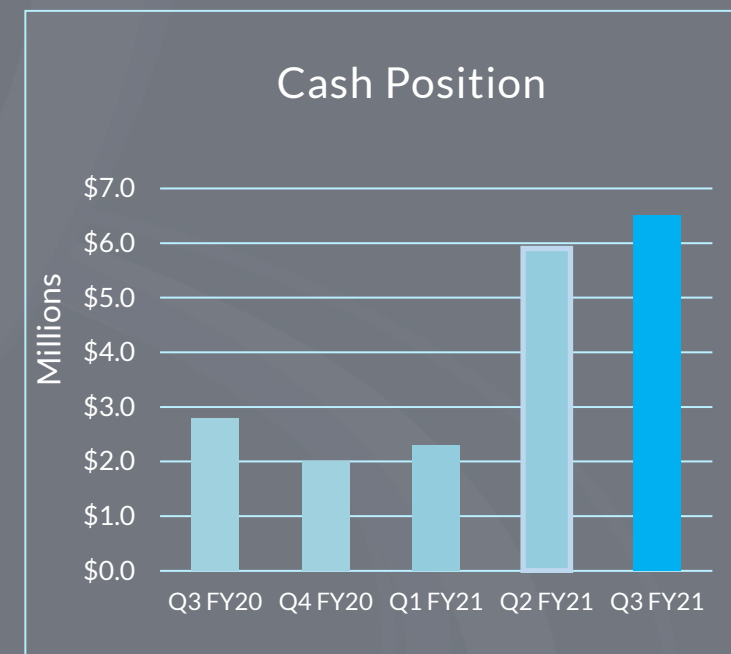
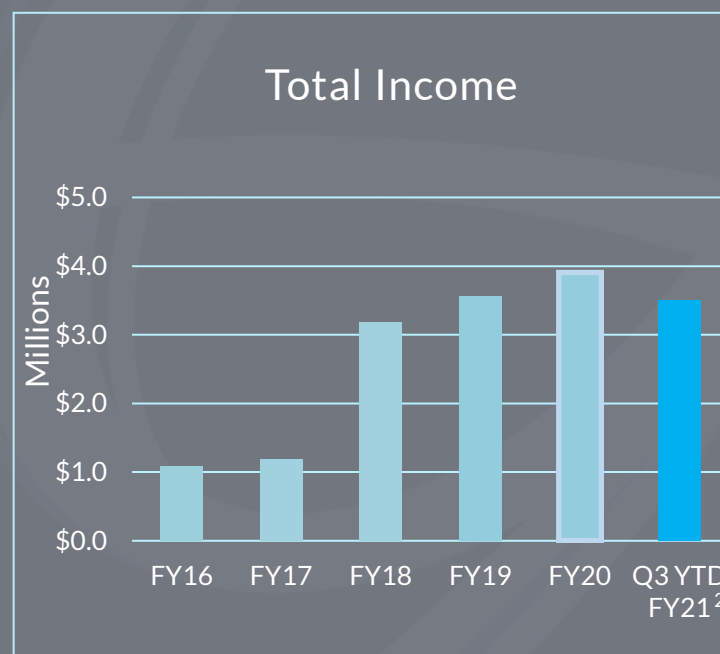
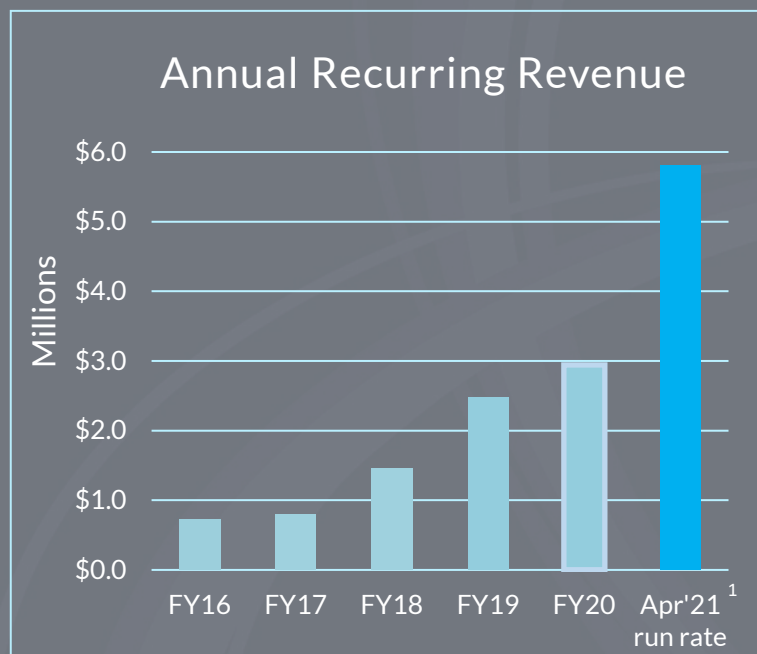
Q3 FY21 YTD Total Income ²

\$3.5m

¹ Apr'21 annual run rate includes GreenOrbit (acquired end Mar'21) and is calculated as contracted licence and support fee revenue for the month multiplied by 12.

² 9 month YTD Total Income and YTD EBITDA (before M&A transaction costs) sourced from unaudited management accounts

Q3 FY21 Financial Metrics



¹ Apr'21 annual run rate includes GreenOrbit (acquired end Mar'21) and is calculated as contracted licence and support fee revenue for the month multiplied by 12.

² 9 month YTD Total Income sourced from unaudited management accounts.

Global reach, global scale

Knosys will be a global software-as-a-service (SaaS) information technology company offering a range of software solutions designed to boost productivity, collaboration and connectivity in the digital workplace.



Product Family – Employee Experience Platform (EXP)

GreenOrbit 

Everything your employee
needs built in

Empowering digital workplace with the
best employee tools to communicate,
collaborate, and engage through an
intelligent intranet ... create inspiring
experiences.

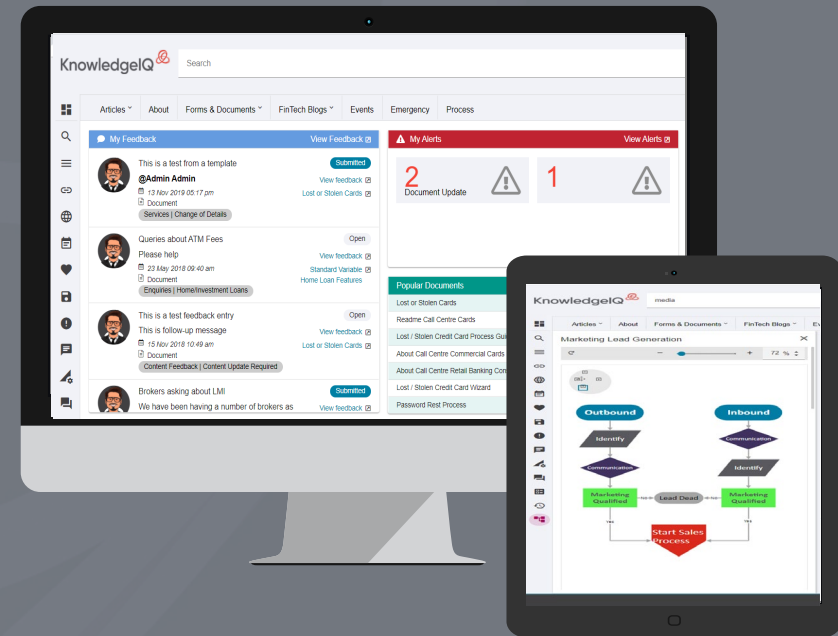


Product Family – Knowledge Management System (KMS)

KnowledgeIQ

Intuitive platform
supporting your call center
teams and customers

Unlocking knowledge to help employees and
customers find answers and information
quickly when they need it trusted single
source of truth for everyone



Expanding Global Market Opportunity

Our Markets

EXP –Employee
Experience Platform

CARG 14%¹

KMS –Knowledge
Management System

CARG 22%²

Customer Profile

MID-MARKET

Industries incl
banking, health,
retail and gov't with
200 - 1000 staff

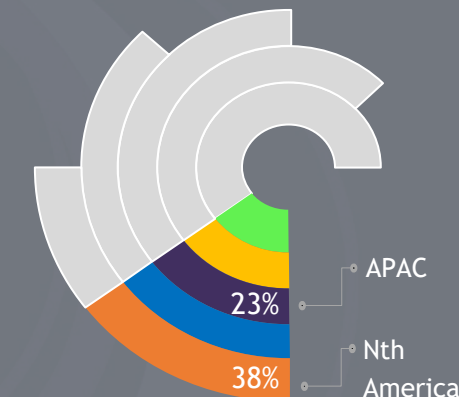
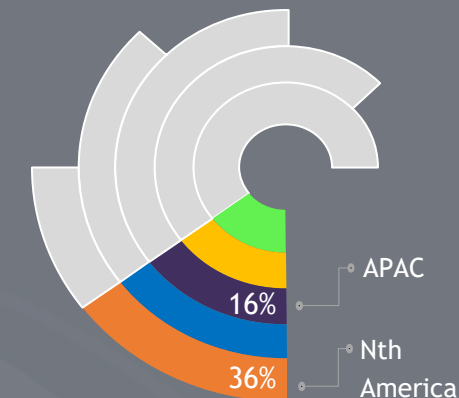
ENTERPRISE

Industries incl
banking, gov't,
telecommunications
with 1000 – 10,000+
staff

Growth Drivers

- The rising need for high **employee efficiency and engagement**
- The rising demand for digital workplace solutions in the market
- Increased flexibility in operations of remote working
- Rising number of SMEs in the world
- Increased demand for cloud-based solutions
- The rising focus on **customer engagement and experience**
- Increased demand for agent efficiency and productivity
- Consistency and compliance across all customer channels
- Need to centralise information into a" Single source of truth"
- Increased demand for cloud-based solutions

Global Market by Region

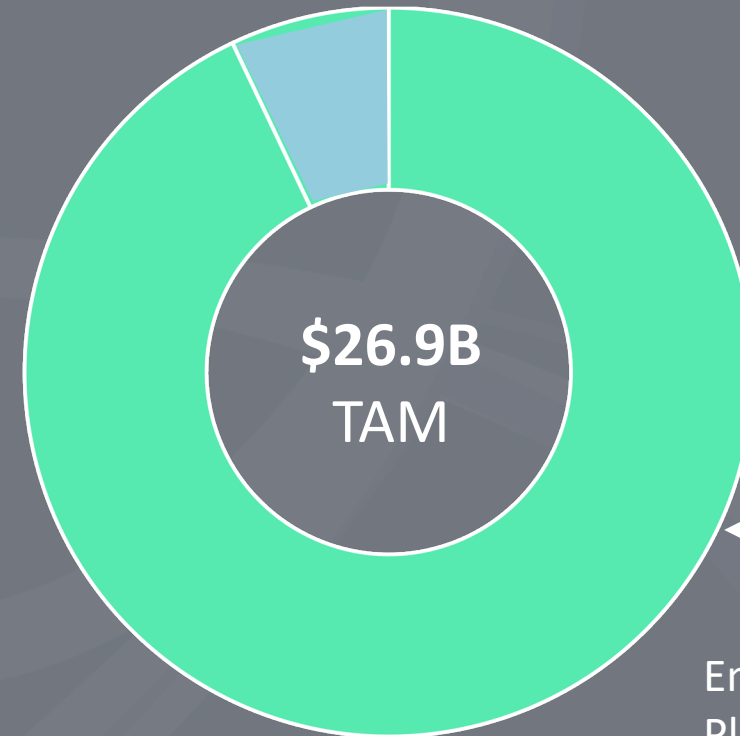


¹ <https://www.openpr.com/news/2000791/knowledge> Knowledge Management software market share size 2020 global

² Market Research Future April 2020

Attractive Multiple Markets

Knowledge Management
Systems (KMS)
\$1.9B¹



Employee Experience
Platform (EXP)
\$25B²

¹ <https://www.openpr.com/news/2000791/knowledge> Knowledge Management software market share size 2020 global

² Market Research Future April 2020

Blue Chip Customer Base



Harvey Norman

COTTON:ON

Singtel



Healthscope



webjet.com.au

OPTUS  sbsbank

Over 270 Clients - 380,000
Licensed Users Worldwide

Customer Diversification
~25% US/CAN, 65% APAC, 10% ROW

Growth Strategies

1

New customer acquisition and expansion into key markets

- Invest in sales and marketing to accelerate pipeline growth and new customer acquisition in North America and APAC
- Expand solutions footprint to additional geographies (KM into US and EXP into APAC)

2

Expansions and upsells with existing customer base

- Increase number of solutions through upsells to existing customers
- Look for cross sell opportunities within existing customer base

3

Expand solutions offering

- Expand solutions offering through investment in additional features and capabilities
- Increase the range of capabilities available on the Knosys solutions to expand addressable market and support continued growth in the contracted revenue base

4

Accelerating growth through aligned acquisitions

- Knosys remains open to pursuing strategic, technology aligned and operationally compatible acquisitions to accelerate its growth

Knosys Capital Structure

ASX Code	KNO
Share Price (at 28 th April 2021)	\$0.125
Market Capitalisation	\$25.9m
Shares on Issue	207,242,147
Directors, Executive, Staff shareholding	7%
Cash (as at 31 March 2021)	\$6.5m (no debt)

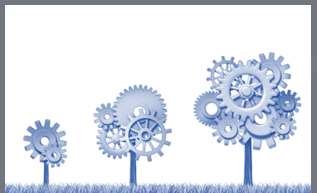
Investment Opportunity



Market leading digital workplace SaaS platforms



Innovative Technologies - Natural Language Processing (NLP), Machine Learning (AI)



Positioned in 20 Billion high growth markets of EXP and KMS



Substantial customer validation and diversified customer base across the globe



Focused Organic and Acquisition Growth Strategy in North America and Asia Pacific



increasing SaaS Recurring Revenue business model supports financial growth

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