



Connecting People and Information

AGM Presentation

8 December 2021

(ASX: KNO)



The knosys Vision

Our mission is to **empower organisations** to **make smart connections** with their information.

knosys The Need



1. McKinsey report; Time Searching for Information
2. The Remote Work Statistics for 2019 report by FlexJobs
3. Gartner Surveyed 317 CFOs and Finance leaders - March 30, 2020
4. A Walker study found that at the end of 2020

74%

of CFO expect to permanently transition previously on-premise employees to remote work

Staff spend on average

9.3hrs

a week just searching information¹

44%

Growth in remote working areas in the last 5 years

86%

of buyers will pay more for a better customer experience



 GreenOrbit

 Libero

 KnowledgeIQ

 knosys

Connecting
People
and
Information



Our SaaS Solution Suite Knowledge Management System

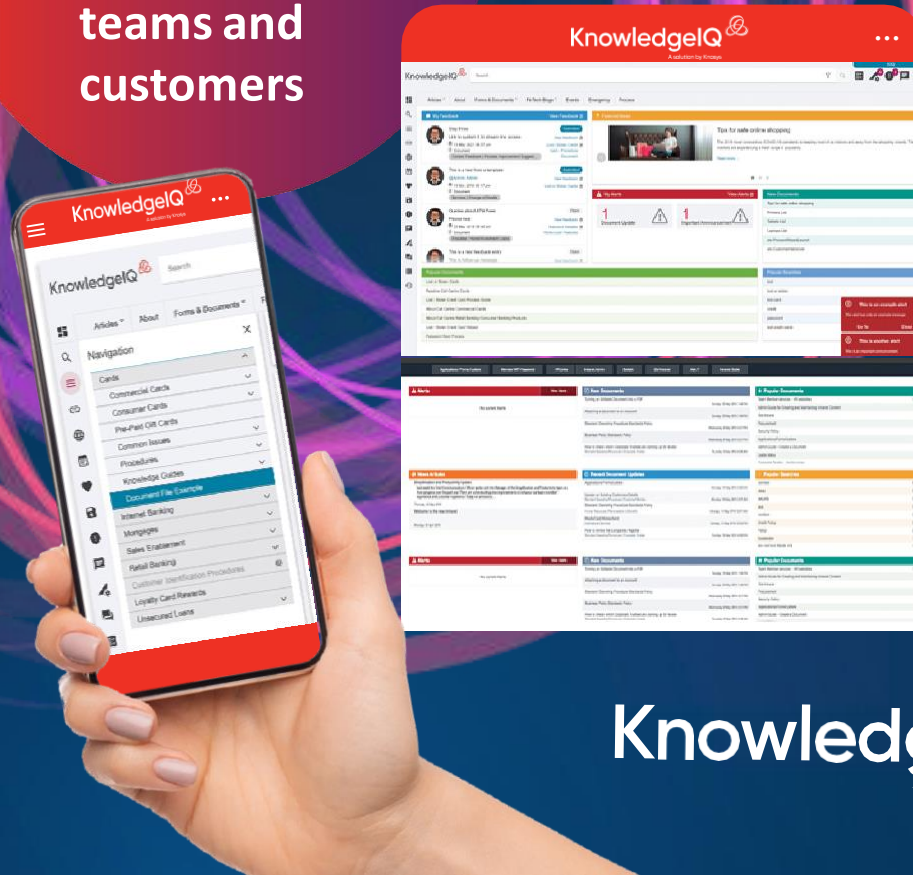
Unlocking knowledge to help employees and customers find answers and information quickly when they need it trusted single source of truth for everyone.

The purpose of the knowledge management system is to capture and distribute knowledge, allowing members of an organization, along with its customers, to effectively access and use the information. Having a centralized repository where this knowledge is stored helps to create a single source of truth in an organization, eliminating confusion and reducing the time taken to find information.

Used by companies that wish to make the most of their employees' varying levels of skill and experience.

The software provides a common gathering place for teammates and remote coworkers to benefit from processes and workflows that have been documented, such as onboarding documents, frequently asked questions, and more.

Intuitive
platform
supporting your
call center
teams and
customers



KnowledgeIQ 

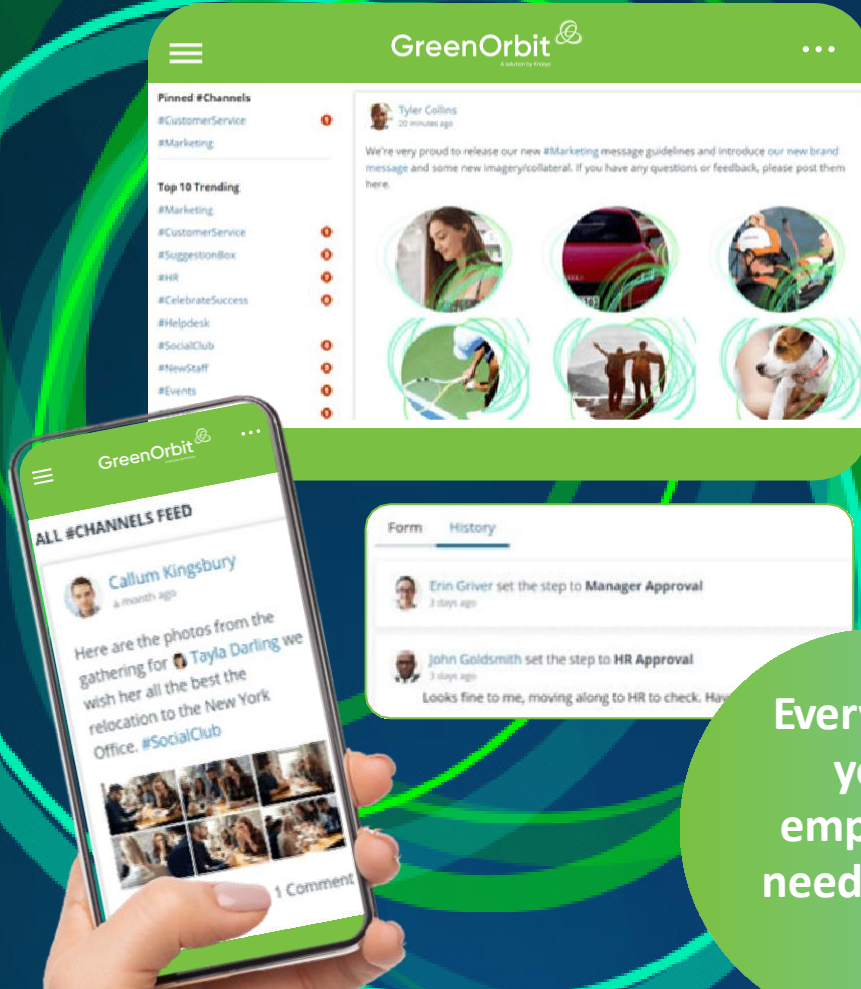


SaaS Solution Suite Employee Experience Platform

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

These systems improve employee engagement, increase innovation, lift productivity and a boost customer satisfaction.

Supports work anywhere, on any device, and at any time, ideal for both in office and remote workers.



Everything
your
employee
needs built
in

GreenOrbit 



Our SaaS Solution Suite Library Service Platform

Libero is an integrated cloud-based platform which enables employees and members to access library management solution anywhere, at anytime.

Libraries use the platform to manage asset collections, as well as relationships with their members. It also helps libraries keep track of their documents, inventory and loans, as well as member subscriptions and profiles, sometimes for multiple locations.

This software can be used by educational and institutional libraries, as well as public or private libraries.

A powerful library service platform to manage all your operations and resources in the digital workspace.



Libero 

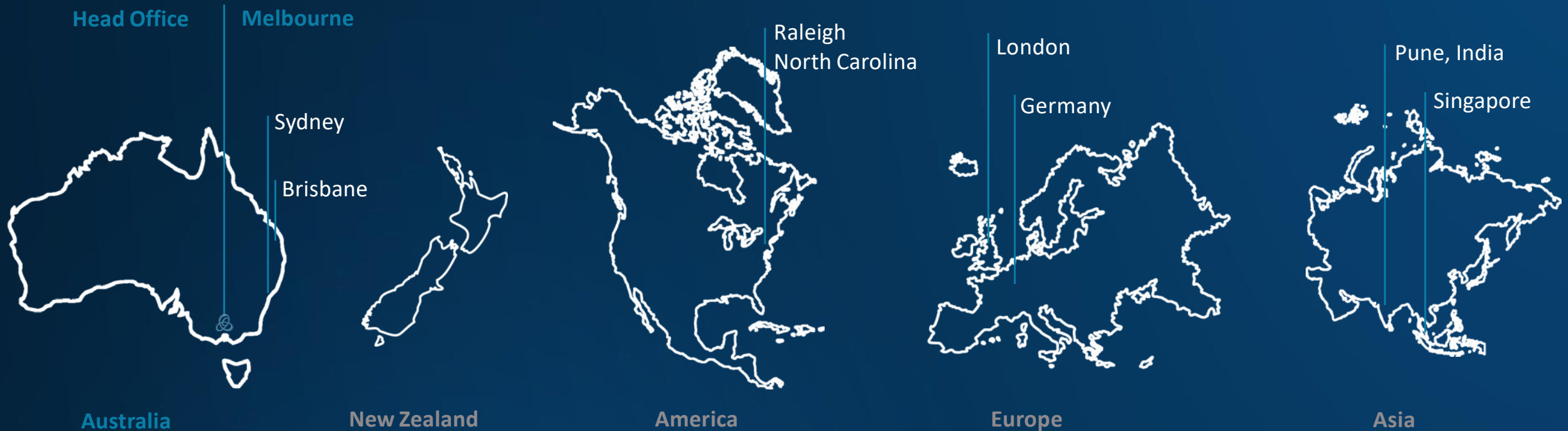


Digital Workplace Principles

All of Knosys's solutions are based upon common themes and capabilities.



knosys Global Reach





Customers in Key Markets

380+

Customers

380K

Users

Retail &
Franchising

Harvey Norman



Panasonic



Banking &
Finance



**Brookline
Bancorp, Inc.**



Communication &
Entertainment

OPTUS



Automotive
& Travel



tropical CAFE
SMOOTHIE



Health, Legal &
Education



**Benson
radiology**

**THE GEORGE
WASHINGTON
UNIVERSITY**



OFFICE of
PUBLIC PROSECUTIONS
VICTORIA

probe
NEXT GENERATION DRIVEN

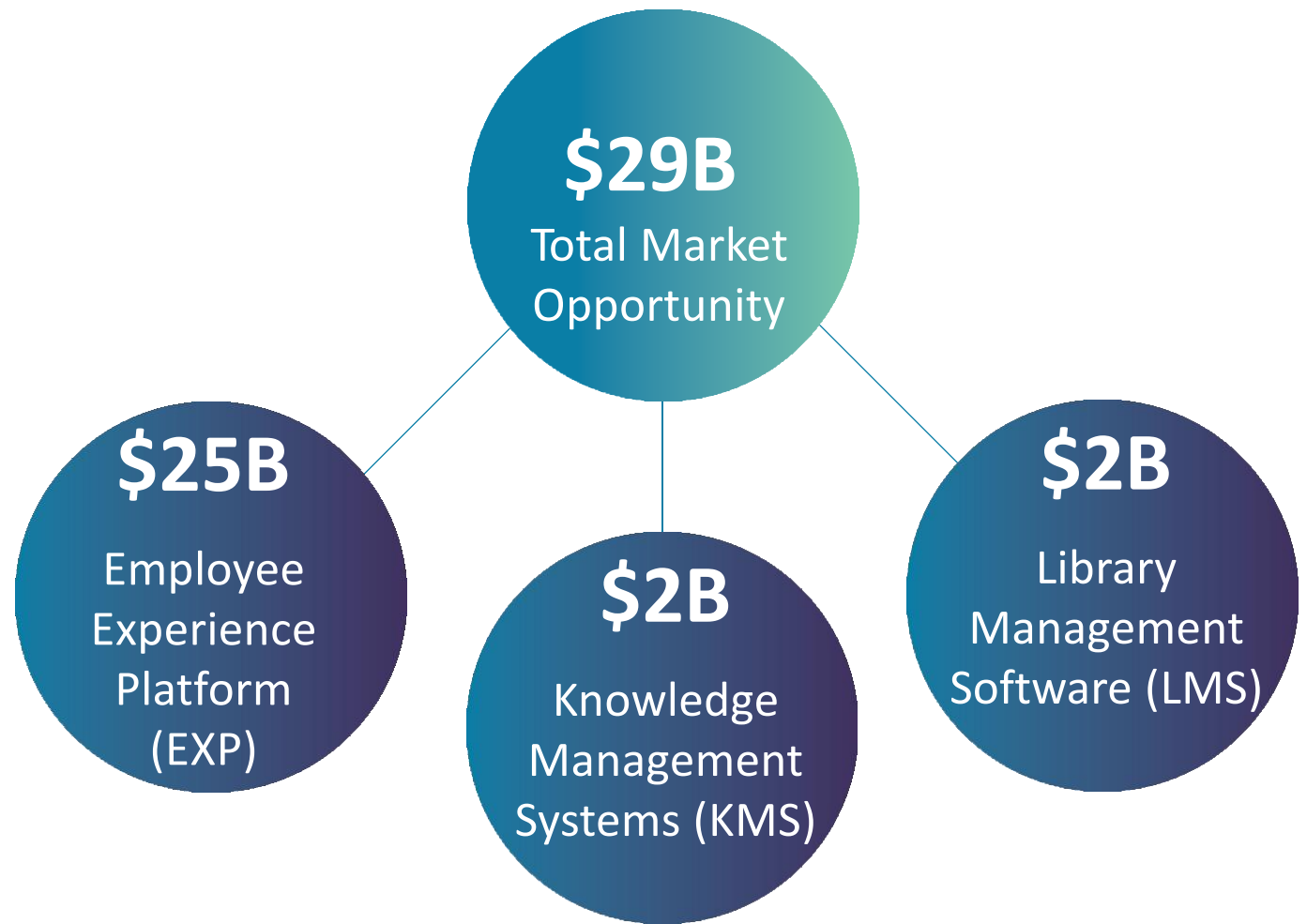
Government
& Libraries

Healthscope

Carter Thermal Industries Group

Experience Precision Care

WASHINGTON, DC



knosys State of the Market

Market	Employee Experience Platform	Knowledge Management System	Library Service System
Market Size	\$25B	\$2B	\$2B
Customer Profile	MID-MARKET 200-1000 staff	ENTERPRISE 1000-10,000 staff	MID-MARKET 200-300 staff
Sales Cycle	3 - 6 Months	12 - 18 Months	9 - 12 Months
Growth Drivers	<ul style="list-style-type: none">• Employee Efficiency & Engagement• Cloud-based, Digital Workplace Solutions• Flexibility & Remote Working	<ul style="list-style-type: none">• Customer Engagement & Experience• Agent efficiency & productivity• Consistency & compliance for single source of truth	<ul style="list-style-type: none">• Effective library management vis digital channels• Increasing demand for automation in the library market• Rising number of educational institutions

1 <https://www.openpr.com/news/2000791/knowledge>

Knowledge Management software market share size 2020 global

2 Market Research Future April 2020



 **knosys**

Building

on

FY 2021

knosys.co

knosys Building on FY2021

Year of
expansive
growth



License and support fee revenues increased by **28%** to \$3.8m



Total Operating Revenue increased by **46%** to \$4.6m



The loss for the consolidated entity was **\$544K**,
which included one-off acquisition costs of **\$559K**

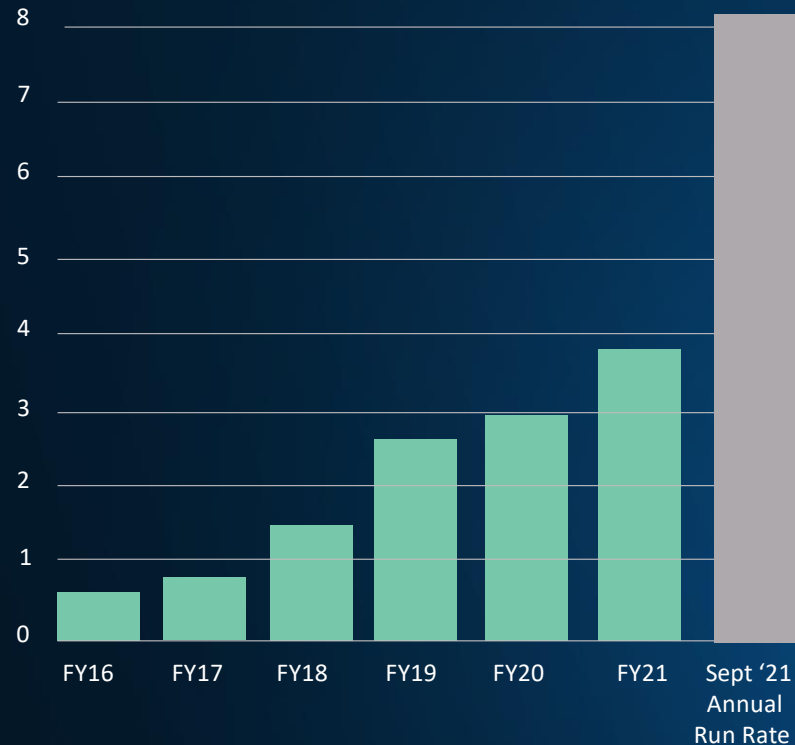


Cash equivalents of **\$6.5m** (as at 30 June 2021).
Net cash from operating activities of **\$580K**



Building on FY2021 **Key Growth Metrics**

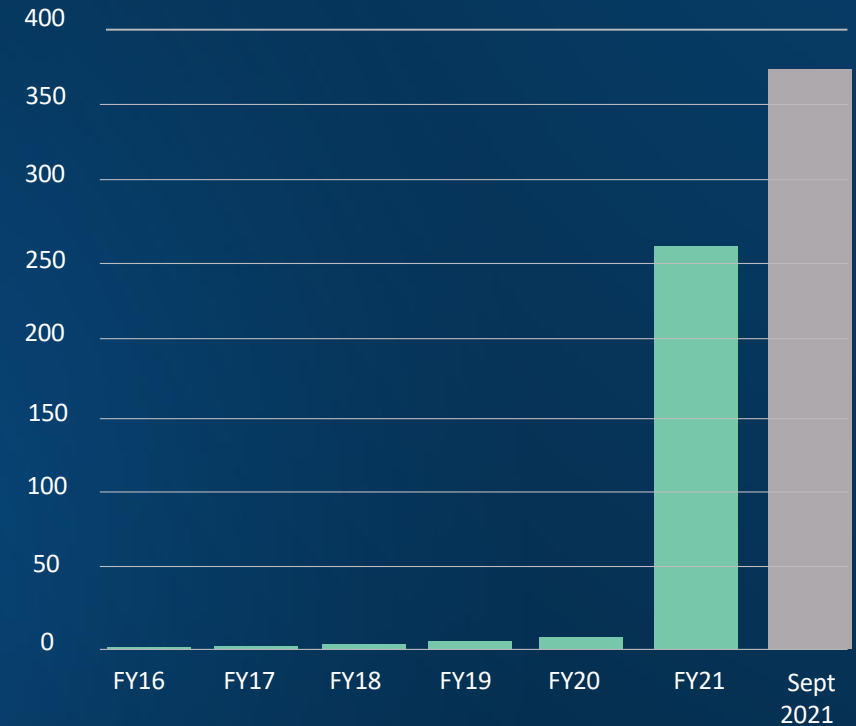
Annual Recurring Revenue (ARR) (\$m)



>\$8m

ARR

Customer Numbers



>380

Customers

Future Direction



knosys Strategic Goals 2024



**1,000+
Customers**

Grow global
customer base

**Recognised
as a Leading
Vendor**

Leadership
position in our
solutions spaces

**1,000,000
users**

Have >1m
contracted licences.

knosys Growth Strategy

1

Grow revenue from existing customers

- Increase number of users, and sits through upselling to existing customers
- Expand new sales into existing customers via cross sell of solutions

2

Grow new customer revenues in existing geographic markets

- Invest in sales and marketing to accelerate pipeline growth and new customer acquisition in key markets
- Expand brand into key markets not already purchasing

3

Grow our brand awareness

- Attract new customer and top talent
- Stronger brand translates into supporting high price points and more wins
- Shorten sales cycles as with thought leadership, worthy industry achievements

4

Expand solutions offering and IP

- Expand solutions offering through investment in additional features
- Build out existing proprietary technology

5

Accelerate growth through acquisitions

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



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