

A grayscale photograph of three children sitting at a desk. A girl in the foreground is smiling and typing on a laptop. Two other children are visible behind her, also looking at the laptop screen.

KNEOMEDIA Limited

ASX: KNM | OTC: KNEOF

Presentation

2024 Annual General Meeting

AGENDA

- Chairmans Address
- Financial Traction
- Product Expansion
- Markets
- FY25 Outlook
- Thank you and Contact

Chairman and CEO's Address

FY24 has been a pivotal year as we advanced on our journey toward profitability.

Despite challenges, we achieved higher revenue, maintained cost controls, and reduced losses, reflecting a stronger foundation for growth.

A key highlight was the successful development and deployment of a tailored **Content Services Platform** (CSP) for the New York City Department of Education. This unique platform digitizes the current paper based Science Investigations mandated to be undertaken by **400,000 public school students in NYC annually**.

These achievements were made possible by the support of our **shareholders**, the dedication of our **team**, and our **technical partners**. Together, we have paved the way for profitability and the near-term resumption of ASX trading.

FINANCIAL TRACTION



KNEOMEDIA

Financial Traction

FY24 Group highlights

Continued growth

FY24 Revenue of



\$1.8M

Up 50% YOY

FY25 Q1 Customer Receipts of



\$.67M

FY24 Gross Margin improved by \$.35M to



57%

FY24 EBITDA improved by \$.72M to



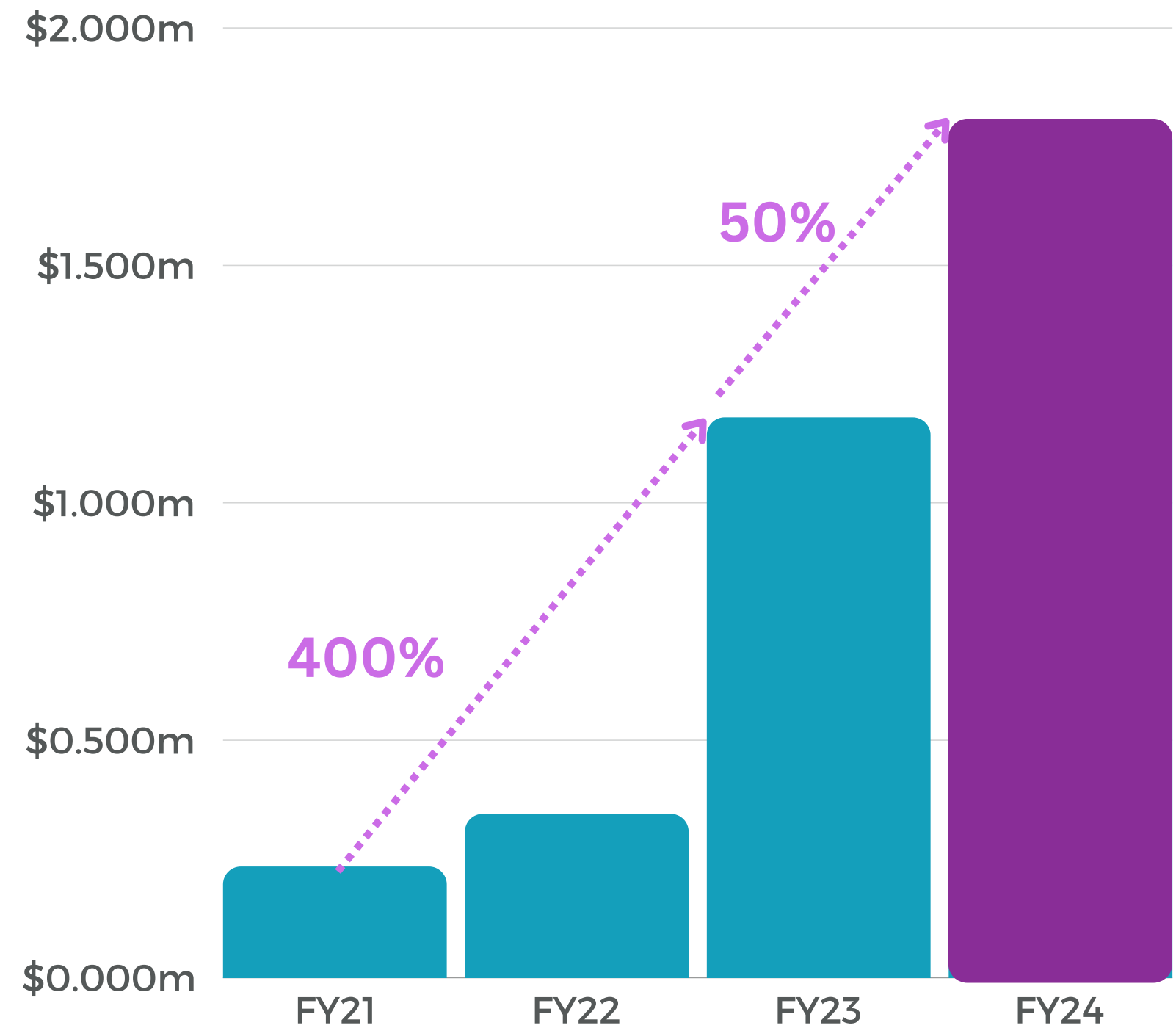
\$.78M

Financial Traction

Revenue

Continued growth

Showing continued improvement with revenue for FY24 at \$1.8m.

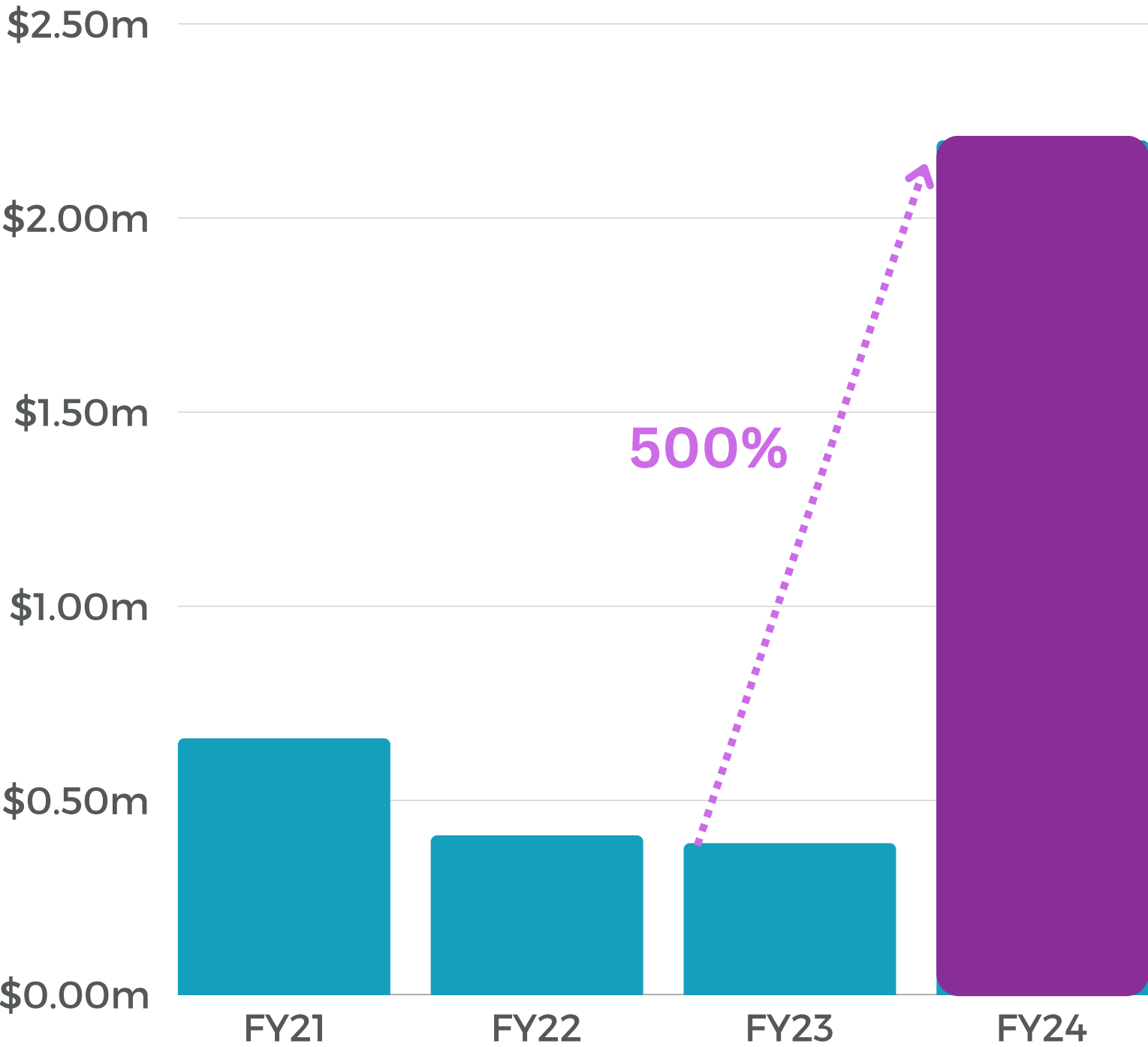


Financial Traction

Customer Receipts

Improving cashflow

Continued improvement during FY24 with timely customer receipts aligning more closely with sales. A clear demonstration of KneoWorld recognition.

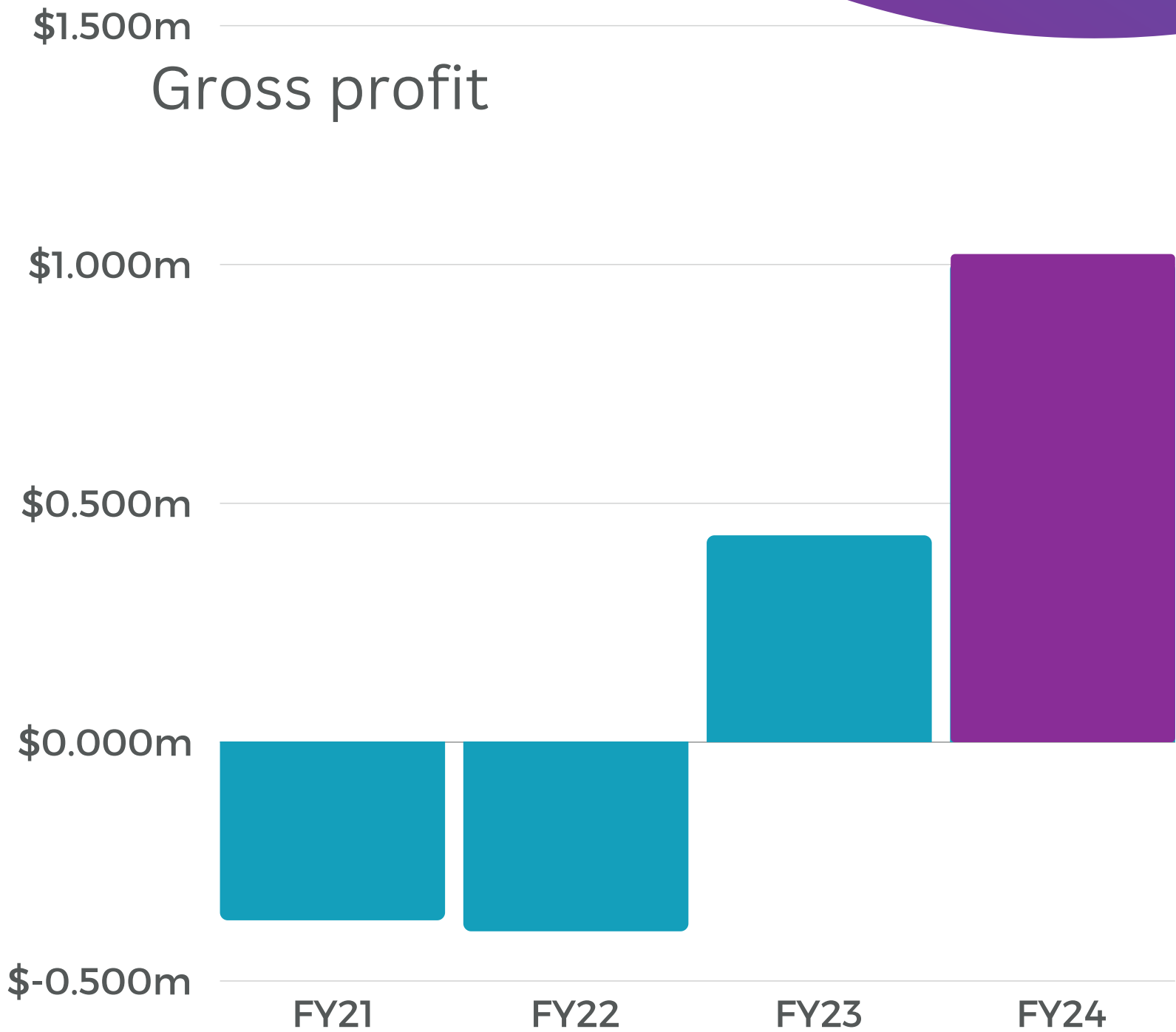
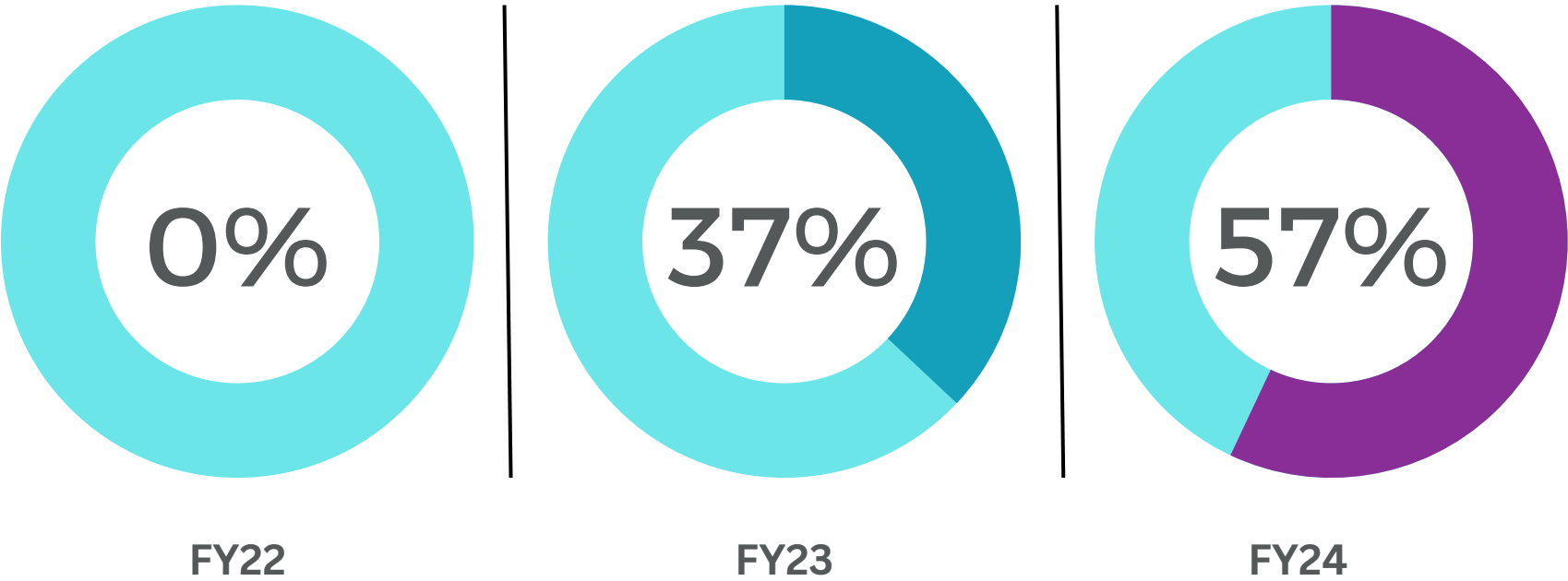


Financial Traction

Gross Profit

Showing strong improvement

KneoMedia’s SaaS model clearly achieves a high level of gross margin as viable sales are reached and costs are contained.

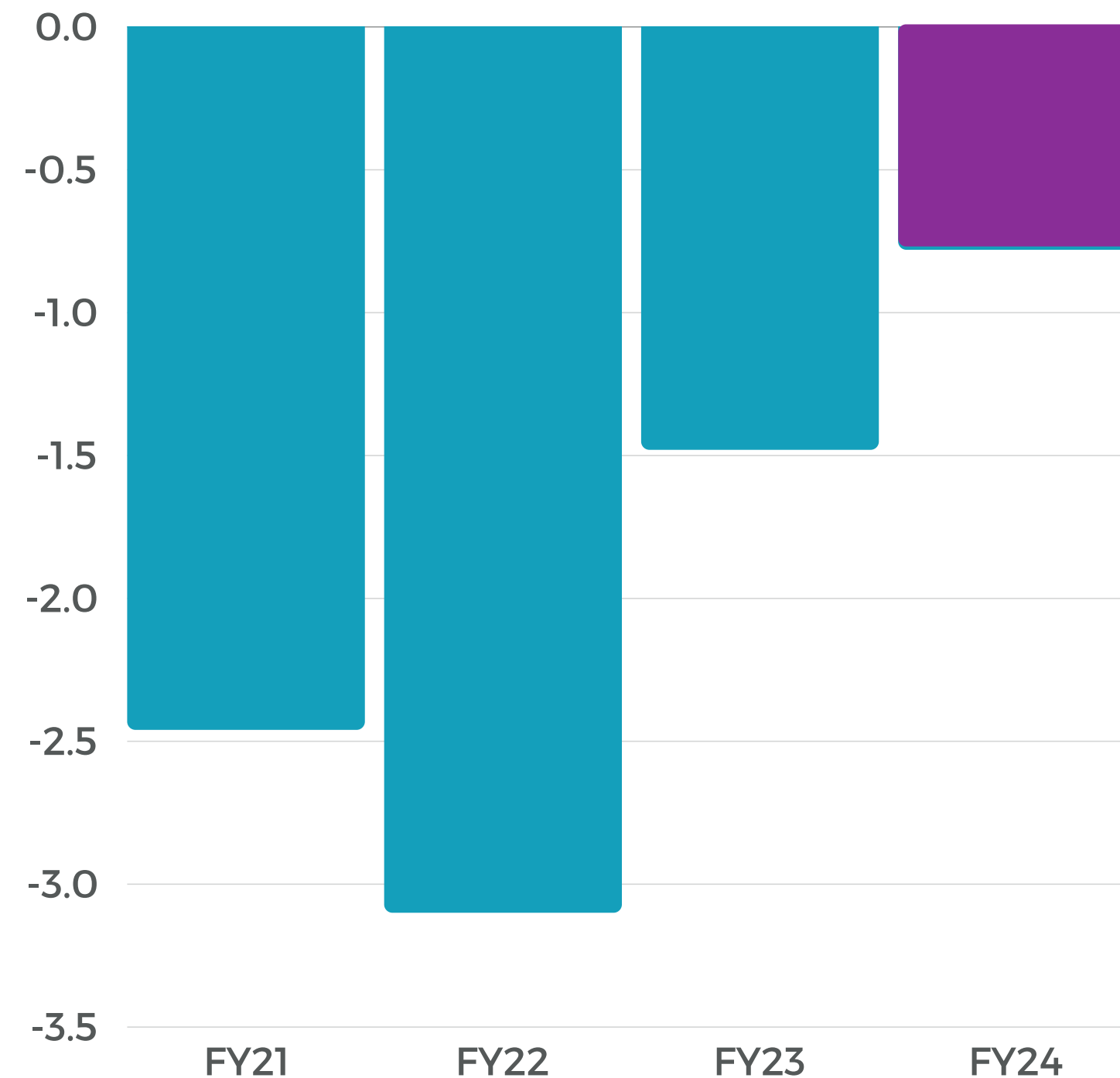


Financial Traction

EBITDA

Towards profitability

With continued sales growth and largely fixed costs, the company is approaching profitability.



PRODUCT EXPANSION



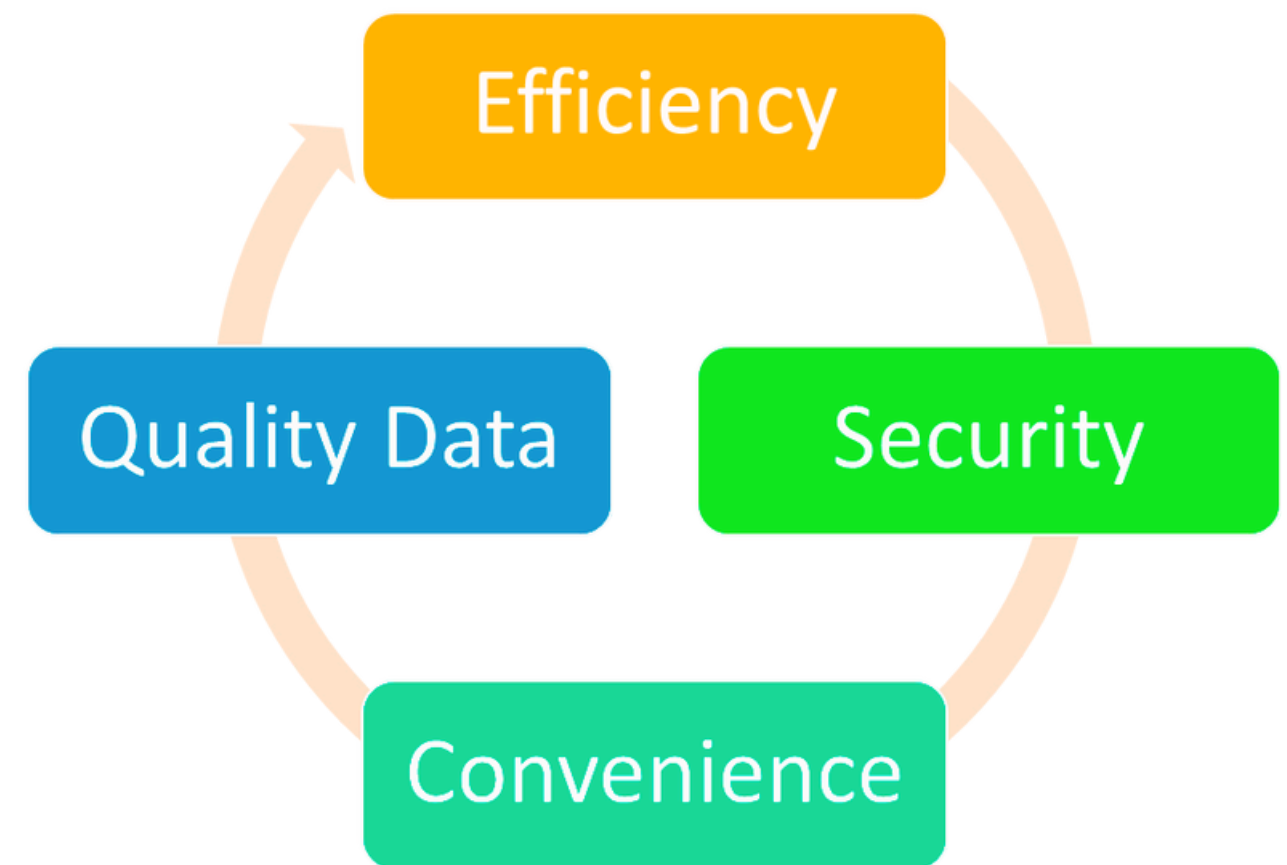
KNEOMEDIA

Product Expansion

Building the Solution **KNEOSCIENCE**TM

The KneoScience digital Content Services Platform (CSP) **transforms** the **mandated** NYS DOE science paper-based investigation process into an efficient, convenient, time-saving and secure experience. **400,000 NYC public school students are mandated to undertake these investigations each year. And a similar number in NYS,**

- Proven increase in student science grades
- 50% time & cost saving for teachers
- Eliminates cumbersome paper tests
- Easy navigation, audio assisted, multiple languages
- Real time comparative data by student, class, school or district
- Secure transferable data to measure academic performance
- AI assisted marking to NYS State Standards



Product Expansion

Ongoing Expansion **KNEOWORLD**

The demand for detailed student data insights is fuelling the growth of the KneoWorld learning platform. Educators are seeking tools to assess student knowledge and KneoWorld's innovative, story-driven approach is delivering data that demonstrates progression.



**Math and Reading foundation skills
Pre-K to Grade 2 are in high demand**

KNEORubric



Product Expansion

Key Partnerships

Strategic partnerships with **Qualitest** and **Learnosity** have elevated **KneoScience** into a scalable, cutting-edge EdTech solution.

Over the past year, collaboration with the **New York City Department of Education** resulted in the co-design of a bespoke platform for elementary and middle school science, tailored to meet the needs of teachers and students.

This innovative, cost-effective technology enhances the user experience with features such as multilingual text and audio, data management, and **AI-assisted** marking. The platform's success in classrooms has led education partners to seek KneoWorld's involvement in their development initiatives.

MARKETS



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KneoWorld Markets

B2B Channels



- Direct sales to NYC DOE and future New York State cities and beyond
- Funded by DOE State and City budgets
- Power of transforming the mandated curriculum process
- US\$30 p.a. seat licence



- Funded by DOE, State, City and political and Foundation budgets
- Strong NAACP distribution collaboration
- New York State and city-aligned content
- US\$50 p.a. seat licence



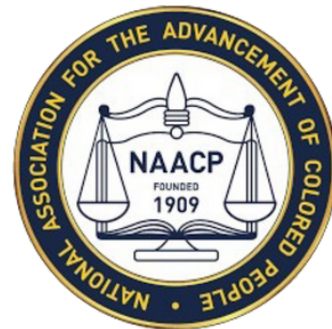
- Funded by education Federal and State budgets
- Current focus Florida Early Learning Centre Students
- Content re-aligned to Florida State
- US\$50 p.a. seat licence

Key Distribution Partnerships

US Key Partners & Alliances/Collaborations



Florida DOE
Early Learning
Centres (ELCs) in
Osceola County



NAACP - 2,300
branches. Connect
All Kids underpins
their education
push



Google for
Education Partner
status



NYC DOE
supports the NAACP
education initiative
with the program
deployed across 4
boroughs



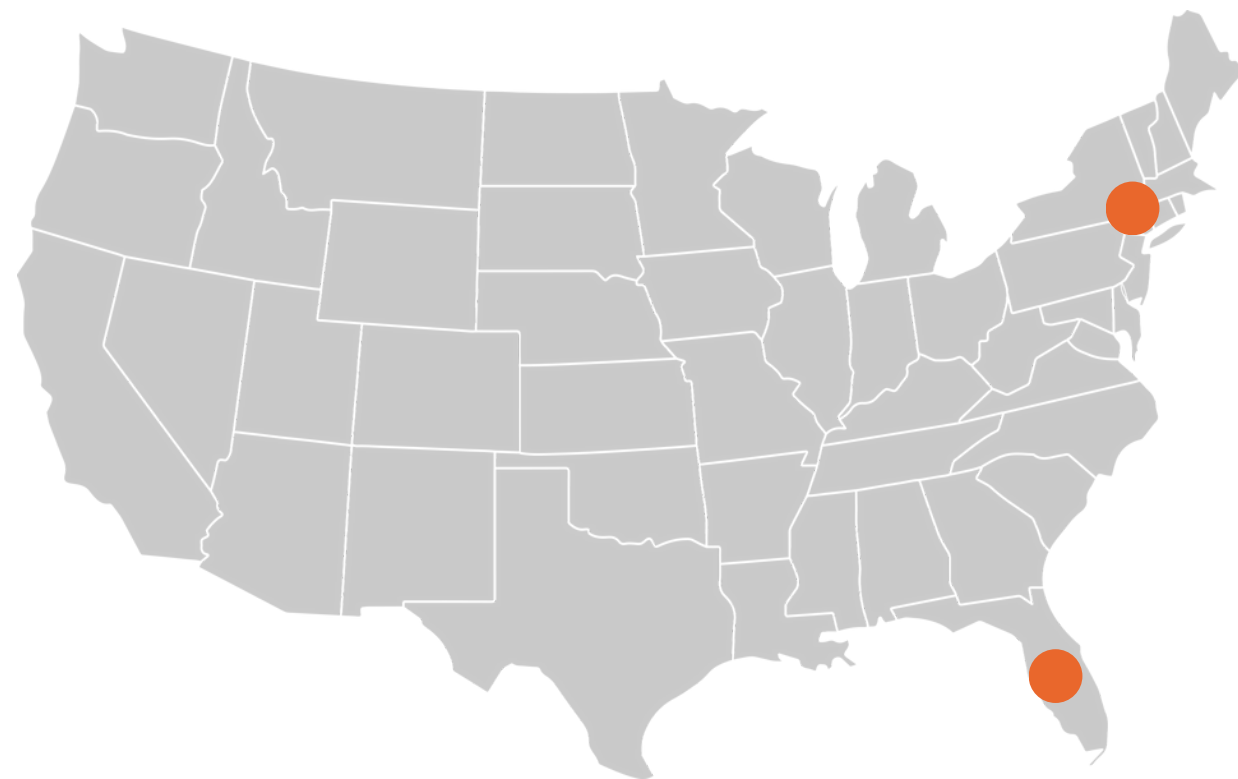
NYS Education
supports the
NAACP KneoWorld
education initiative

KneoWorld Markets

Core Market USA

US Addressable Market

Pre K - Grade 8 - Students 33 million



KNEOSCIENCE

New York City

Students Grades 3 to 8 - 550,000

New York State

Students Grades 3 to 8 - 630,000

KNEOWORLD

New York City

Students Grades K to 6 - 390,000

New York State

Students Grades K to 6 - 850,000

KNEOELC

Florida State

ELC Students - 400,000



FY25 OUTLOOK



KNEOMEDIA

FY25 Outlook

- **Scaling KneoScience:** Expand the platform across NYC and NY State to drive sustainable ARR and accelerate profitable growth.
- **KneoWorld Growth:** Sustain and grow the platform in current markets, contributing to stronger revenue outcomes.
- **Strategic Expansion:** Target key market growth in 2025 beyond New York and Florida to unlock new revenue streams.
- **AI Integration:** Utilize AI for data-driven teacher tools, multilingual support, and production cost efficiency, boosting ARR and value creation.
- **Product Excellence:** Partner with leading EdTech companies to enhance product quality, increase market demand, and drive revenue growth.



Thank you for your continued support as we
build on this momentum.

CONTACT US



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