## **VERICA CEO CHECK Annual Report Presentation** Michael Ivanchenko, CEO



#### 6 September 2021 | AUTHORISED BY CV1 DISCLOSURE COMMITTEE



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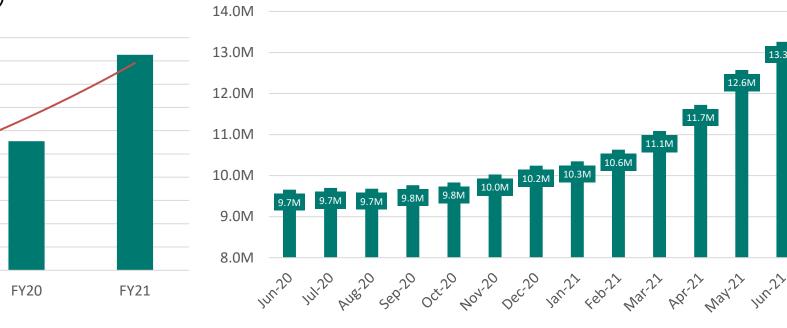
# FY21 HEADLINE RESULTS

\$17.5M	Revenue (up 41% on FY20)
\$13.3M	Booked ARR 12 months to 30 June 21 (CVCheck division)
<b>59%</b>	Gross margin
\$1.0M	Net Cash Inflow from operating Activities
\$12.9M	Cash as at 30 June 21

## HIGH QUALITY REVENUE GROWTH

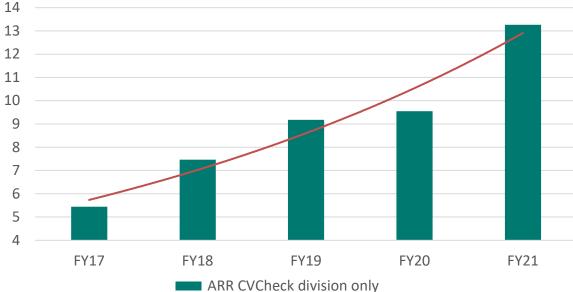


#### CV1 Booked ARR by month (CVCheck division)



#### FY21 ARR (by month) CVCheck division

#### CV1 Booked ARR (CVCheck Division)

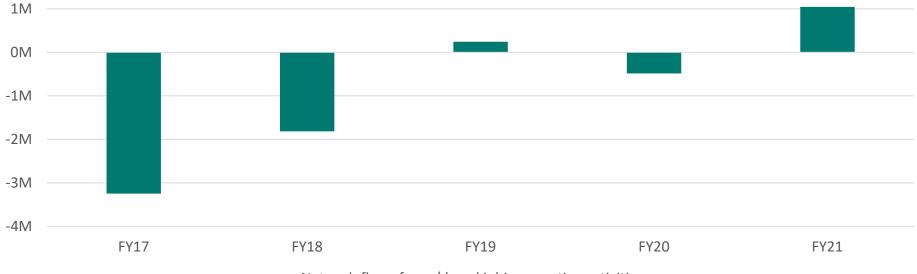


#### SUSTAINED ARR GROWTH \*

\* booked revenue over each 12-month period



FY17 to FY21 \*



■ Net cash flows from / (used in) in operating activities

- Cash positive from operating activities for FY21
- CV1 has no external financing debt

## Expanding the Business Reach



#### Pre-employment Screening

- Direct organic: provision of people data, verified at source.
- Direct B2B sales and marketing.
- Direct B2C arising via brand traffic from the above.

Value through the employment lifecycle

- Managing compliance, tracking and reporting throughout employee lifecycle.
- Ongoing service provision directly extends SaaS revenue opportunity.

B2B shift proven, generating significant ARR and higher quality revenue. Extension from pre-employment to full employment lifecycle provides further opportunity for recurring revenue.

## SOME OF OUR CLIENTS



## STRONGLY POSITIONED ENTERING FY22





HR technology, people screening, and verification continues with the addition of human capital and work site management and compliance



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Strong balance sheet underpinning stability and enabling further investment in technology, innovation and product development



Commercialised technology stack, strong diverse customer base with potential to introduce new products and features.





## CORPORATE PROFILE

429M*	Shares on issue +25.35M options
\$73M*	Market cap
\$0.17*	Share price

	Cash at 1 September 21
\$11.9M	No external finance debt, strong balance sheet



### CONTACT US

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