



**Know your people solutions**

*Powering better, safer workplaces*

## **CV Check Limited (ASX:CV1)**

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Authorised by CV Check Disclosure Committee

**cvcheck.com**



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# CV CHECK | Creating smarter, safer workplaces

Making it easier to ensure compliance requirements are met for every role and workplace, every day



**Australia and New Zealand's  
Premier Screening brand**

- ✓ Pre-employment screening & background checks
- ✓ External credential validation



**SaaS based Know your People  
platform for the global market**

- ✓ Ongoing compliance management and reporting
- ✓ Empowering workforces to share credentials instantly

**>10k**

Customers

**\$26.4m**

FY22f revenue  
+51% YoY

**>80%**

Repeat  
customers

**\$2.4m**

FY22f SaaS revenue  
vs. \$0.6m PcP

**63%**

Gross  
Margin

**\$2.1m**

Net operating  
cash inflow @ Qtr.3 FY22

**Nil**

Debt  
~\$12m cash

## Current Growth Phases

Recurring workforce compliance

- ✓ Daily compliance management
- ✓ From \$ per check to \$ per FTE p/m
- ✓ Digital Credential Passport
- ✓ Certified Digital Identity
- ✓ Automation and self service
- ✓ Credential sharing (C to B, B to B)

*Now - 12months*

## Next Growth Phases

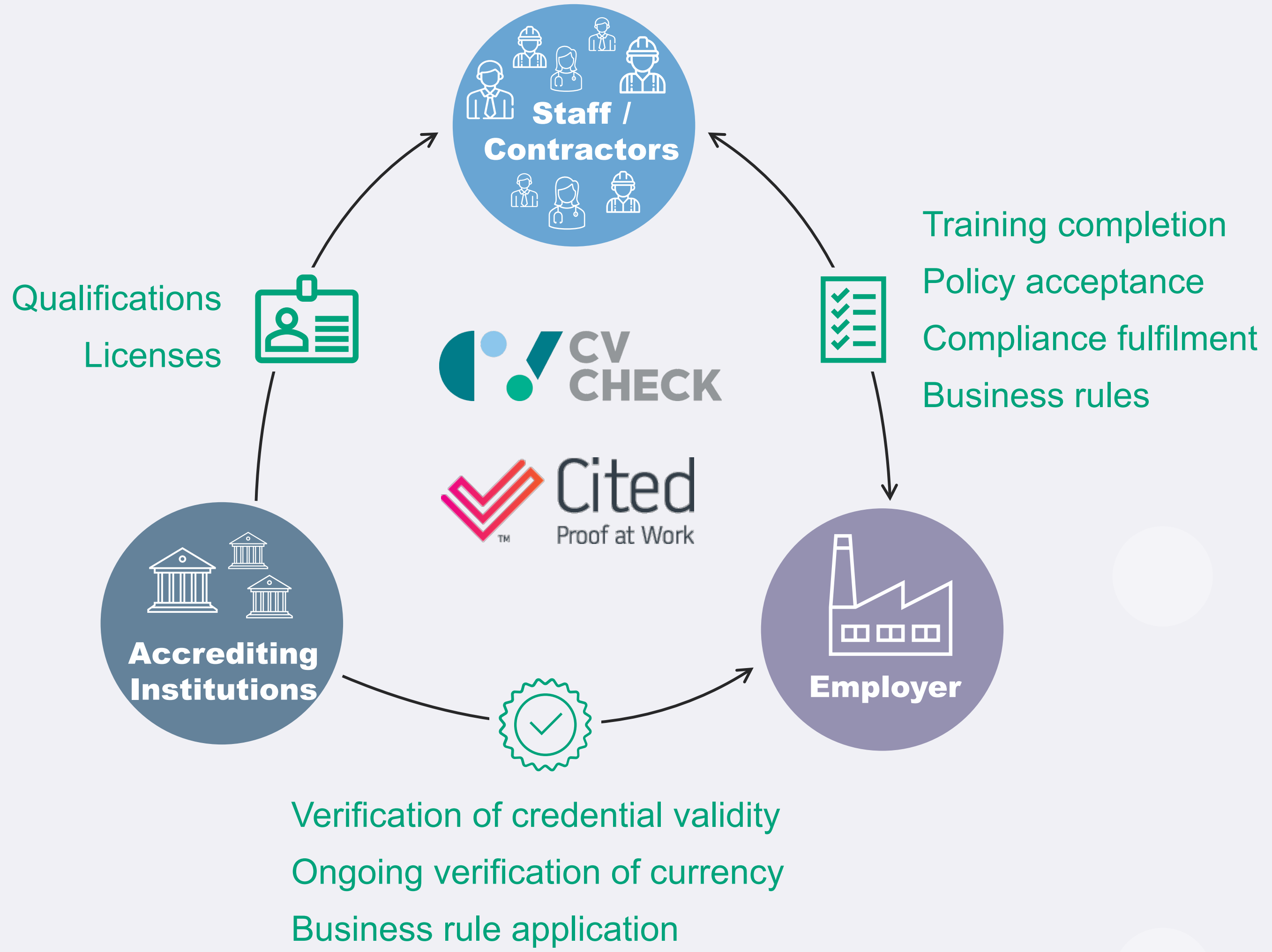
Overseas expansion & data monetisation

- ✓ Growth into N. America & Europe
- ✓ workforce insight analytics
- ✓ Inorganic growth

*6 - 24months*

# Real-time workforce compliance management

A virtuous circle of data and relationships between employers, institutions and employees



- ✓ Monitored real-time view of compliance status
- ✓ Verified identification, credentials, qualifications, training, inductions, certifications, insurances and health status
- ✓ Digital compliance monitoring and reporting with audit trail
- ✓ Capture and reporting of daily compliance information including check-ins, safety inspections and "ready-to-start"
- ✓ Compliance issues are instantly flagged for action
- ✓ Ability to query and analyse workforce data
- ✓ Forecast of future or changing requirements
- ✓ Ongoing access to records

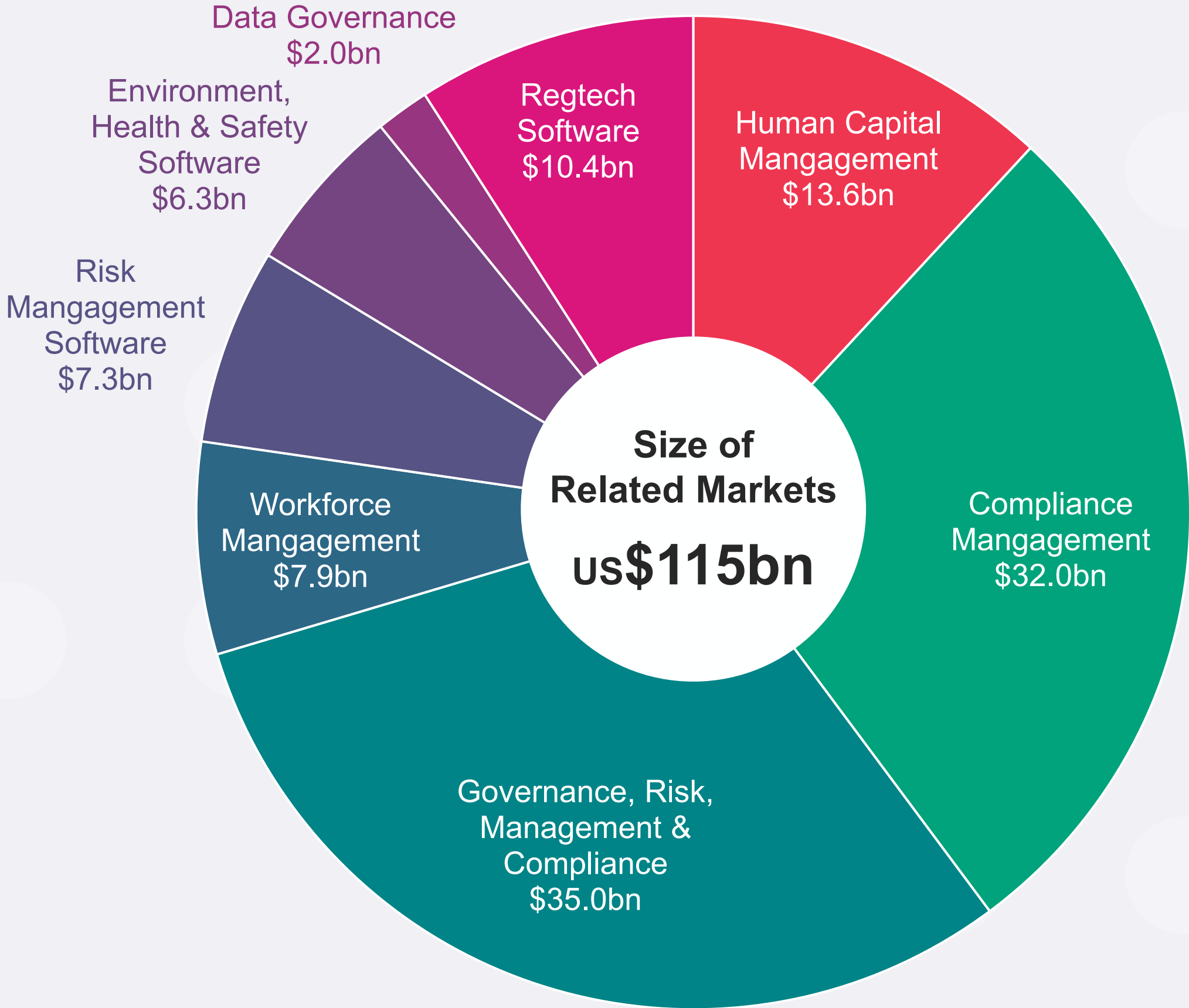
# Significant global market opportunity



Solutions across a number of the global compliance segments

The Regulatory Technology sector alone is worth **us\$10.4bn globally**

Compliance **cost per worker** averages from **\$2,500 to \$3,400 annually**



**Sources**  
 HCM: Barnes Reports 2021 Global High Tech and Emerging Markets report  
 CM: CM Software Market Size and Forecast – VMR 2021  
 eGRC: eGRC Market Size, Share & Trends Analysis Report – Grand View Research 2020  
 WFM: Global WFM Software Market – Mordor Intelligence 2021  
 RMS: Gartner Competitive Landscape: Integrated Risk Management 2021  
 EHS: Global EHS Software Market – Mordor Intelligence 2020  
 DG: Global Data Governance Market – Mordor Intelligence 2021  
 REG: Global Regtech Market report 2021 – Research and Markets 2021



# Supported by highly favourable market fundamentals

Growth of the **fluid workforces** and the gig economy

Ongoing demand for **outsourced and contractor** workforces

Increasing **regulatory burdens** on organisations

**Global privacy and security** concerns are escalating

Increasing **costs for compliance** or fines for breaching

**Complexity in identity management** and integration with 3<sup>rd</sup> parties

Increasing business appetite for **RegTech and HRTech**



# Our unique advantages



Existing base of **>10k business customers** and >650k individuals



Data and insights from **>7m cumulative credential checks and growing**



Existing relationships and integrated **partnerships with key accrediting institutions**



Established and **trusted brands**

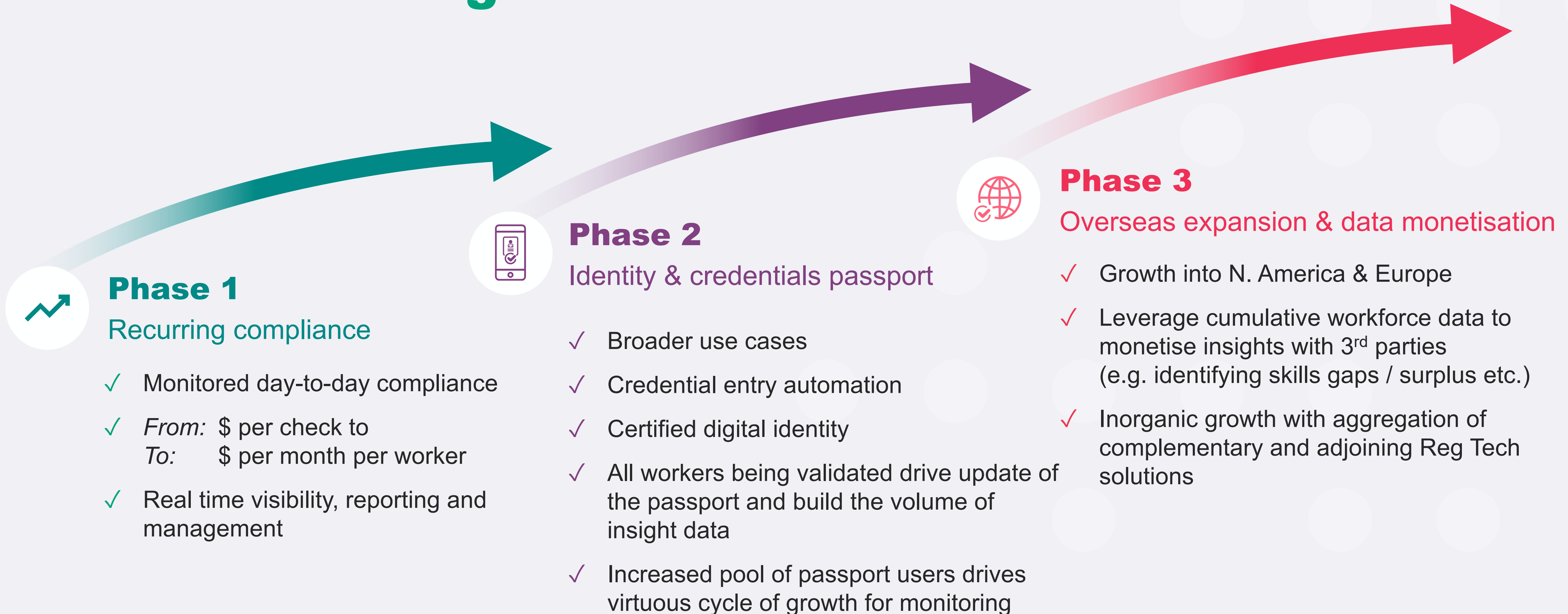


Established **technology platform with unique features and capabilities**



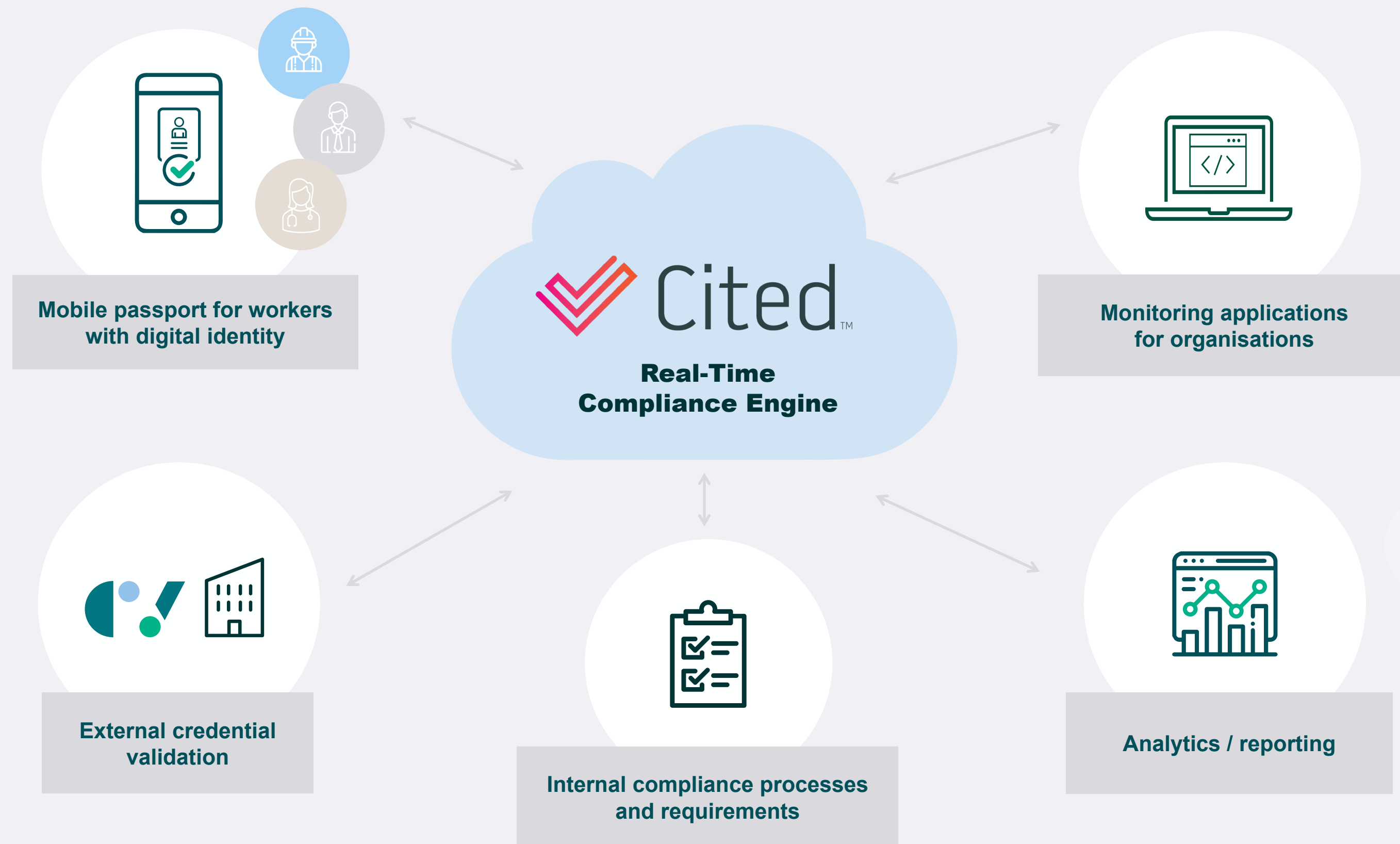
Unique **role + time + location credential validation** capability

# Next phases of growth leverage existing capabilities to drive recurring revenues and international scale





# Our integrated real-time compliance monitoring platform



## Individuals can

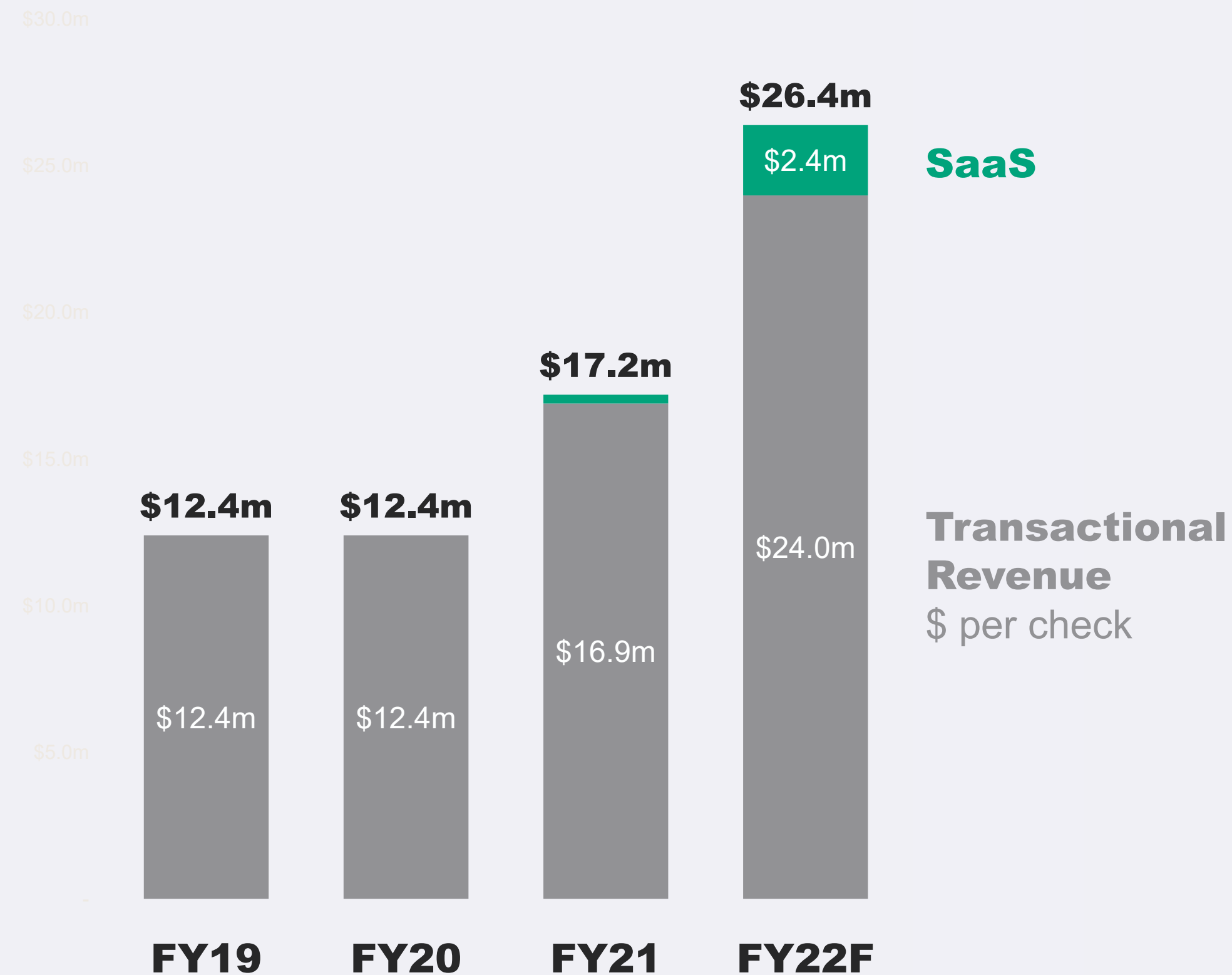
- ✓ Verify digital identity
- ✓ Verify externally issued licences
- ✓ Use across multiple organisations and workplaces
- ✓ Manage conformance to meet internal requirements as they arise
- ✓ Control the sharing of their credentials

## Organisations can

- ✓ Configure complex requirements combining external credentials and internal requirements
- ✓ Manage workforce compliance status for work availability
- ✓ Monitor and record each individual in real-time across any role or location, regardless of whether they are an employee, contractor, volunteer or visitor
- ✓ Connect directly with individuals and other organisations to manage requirements within a shared platform
- ✓ Take control of their budget through a fixed-cost subscription that includes verification of identity and externally issued credentials

# Transitioning to recurring revenue model

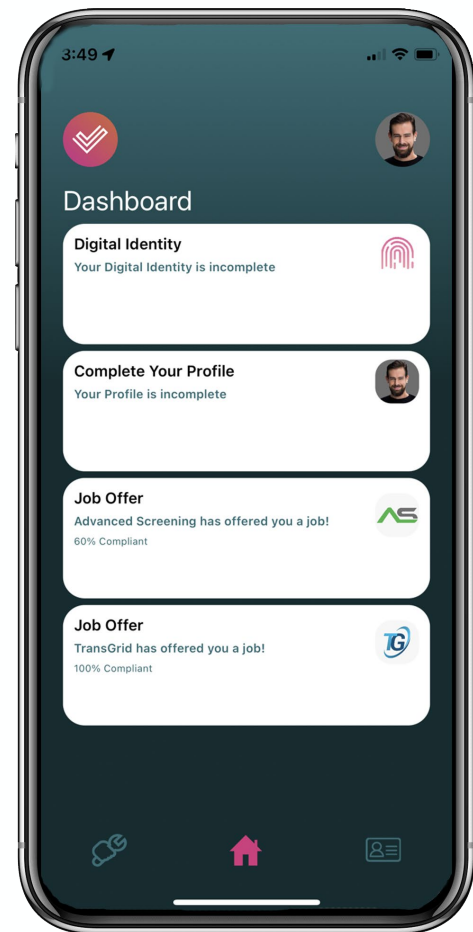
## Revenues by Type



## Hireup | Case Study

- ✓ Australia's largest NDIS-registered online platform
- ✓ Hireup was built to change the way that people with disability find, hire and manage their support workers
- ✓ They have employed, trained and verified over **10k support workers** to ensure patients receive the best support possible
- ✓ Since launching in 2015, Hireup has enabled over **17.5k support connections**
- ✓ Cited is being used for **real-time compliance monitoring** of the Hireup workforce
- ✓ Demonstrated applicability to the **healthcare industry and beyond**

# The digital passport and ID will be a game changer



- ✓ Our **digital credential passport** is ready for launch
- ✓ The passport will
  - ✓ store credentials (the passport owner and organisations will be able to add them) and will allow the owner to share them
  - ✓ be the interface used by workers to interact with Cited and will expand to CVCheck credentials
  - ✓ include an Australian Gov recognised digital ID (TDIF certified)
  - ✓ be **free to users**
  - ✓ Automate the process of compliance management for organisations.
- ✓ Uptake of our passport is driven by the large volume of credential validations undertaken
- ✓ The sharing of the trusted credentials from the passport drives the virtuous sales cycle of our SaaS platform
- ✓ Powers the data set for the establishment of the analytics and insights division.

# Summary

## Attractive fundamentals

Increasing **demand for workforce compliance** and identity management

Increasing business appetite for **RegTech and HRTech**

Existing base of **>10k business** and >2.7m cumulative checks

**Existing partnerships** with key accrediting institutions

Established and **trusted brands**

## Strong financial performance

**\$26.4m** revenue FY22f

**+51% YoY** revenue growth

Gross margins of **>60%**

**\$2.1m** net operating cash inflow

**Zero debt**

**Positive cash** balance of ~ \$12m

## Transitioning to SaaS

**\$2.4m SaaS** revenues

**>80%** of customers are recurring

Launch of **digital credential passport**

Moving from \$ per check to **\$ per month**

Potential to **leverage cumulative workforce data** to monetise insights with 3rd parties

Well placed to capitalise on **global expansion** opportunity

# CV Check Limited (ASX:CV1)

Employment screening and workforce compliance solutions

# Thanks!

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