



Know your people solutions

Powering better, safer workplaces

CV Check Limited (ASX:CV1) FY 22 Results Webinar

Michael Ivanchenko, CEO

Authorised by CV Check Disclosure Committee

cvcheck.com



Disclaimer

This presentation has been prepared by CV Check Ltd ('CV Check'). The information in this presentation is of a general nature and does not purport to be complete, nor does it contain all the information which would be required in a prospectus prepared in accordance with the requirements of the Corporations Act. This presentation may contain statements, opinions, projections, forecasts and other material (forward looking statements), based on various assumptions. Those assumptions may or may not prove to be correct. None of CV Check, its respective officers, employees, agents, advisers or any other person named in this presentation makes any representation as to the accuracy or likelihood of fulfilment of any forward looking statements or any of the assumptions upon which they are based.

The information contained in this presentation does not take into account the investment objectives, financial situation or particular needs of any recipient and is not financial product advice. Before making an investment decision, recipients of this presentation should consider their own needs and situation and, if necessary, seek independent, professional advice.

To the extent permitted by law, CV Check and its respective officers, employees, agents and advisers give no warranty, representation or guarantee as to the accuracy, completeness or reliability of the information contained in this presentation. Further, none of CV Check and its respective officers, employees, agents and advisers accept, to the extent permitted by law, responsibility for any loss, claim, damages, costs or expenses arising out of, or in connection with, the information contained in this presentation. Any recipient of this presentation should independently satisfy themselves as to the accuracy of all information contained herein.

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

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



Digital Credential Passport Validated digital ID

- ✓ Digital Credential Passport
- ✓ Validated digital ID
- ✓ Personal store of validated credentials



SaaS-based Know your People platform for the global market

- ✓ Ongoing compliance management and reporting
- ✓ Empowering workforces to share credentials instantly
- ✓ Solution for the full worker lifecycle

>10k

Customers

\$26.4m

FY22 revenue
+51% YoY

>80%

Repeat customers

\$2.4m

FY22 SaaS revenue vs. \$0.6m PcP

64%

Gross Margin 59% PCP

\$3.1m

Net operating cash inflow

Nil

Debt ~\$12.2m 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 - 12 months

Next Growth Phases

Overseas expansion & data monetisation

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

6 – 24 months



FY22 Highlights

C

- ✓ Integration of CVCheck and BPT completed along with the formation of our unique combined company identity
- ✓ Clarity of product positioning completed
- ✓ Strong growth to baseline revenue

G

- ✓ Revamp of CVCheck and Cited Websites and market position
- ✓ Over **2500 new corporate customers** across all products with **51%** revenue growth
- ✓ Revenue from 3rd party integrations **\$3.4m** (up **97%** year on year)

I

- ✓ Monitored compliance v1 and v2 launched to market
- ✓ OnCite credential passport launched to market
- ✓ TDIF accreditation underway
- ✓ Consolidation and integration of company technology platforms

Set up to solve customers' increasingly difficult compliance obligations

Our Values

Our PURPOSE

Powering insights for better, safer workplaces.

Our MISSION

Our technology helps your organisation to know your people. Simply. While our clients focus on opportunities, we connect them to insights that lift their capability and mitigate their risk.

Our VISION

A world where data is trusted, and client organisations are freed to focus on opportunities.

The privacy of data is our highest priority

Our team's strength comes from everyone's individuality

Gaps are opportunities to make a difference

Deliver the good and strive for the great

Helping organisations to know their people

The growth of Cited - FY22 wins include....



Flybuys



CORRS
CHAMBERS
WESTGARTH
lawyers



AnglicareTAS



Hireup



Victorian
Public Sector
Commission



BEACH
ENERGY



Endeavour
Energy



ATLAS



FEDERAL COURT
OF AUSTRALIA



VICTORIA
State
Government
Premier
and Cabinet



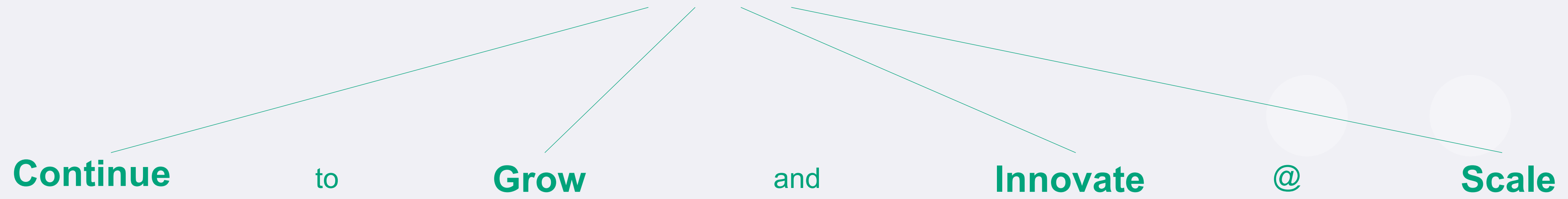
Australian Government
acma
Australian
Communications
and Media Authority

All agreements include license revenue in FY23

FY23

Beyond CGI@CVCheck

Introducing **CGIS@CVCheck**

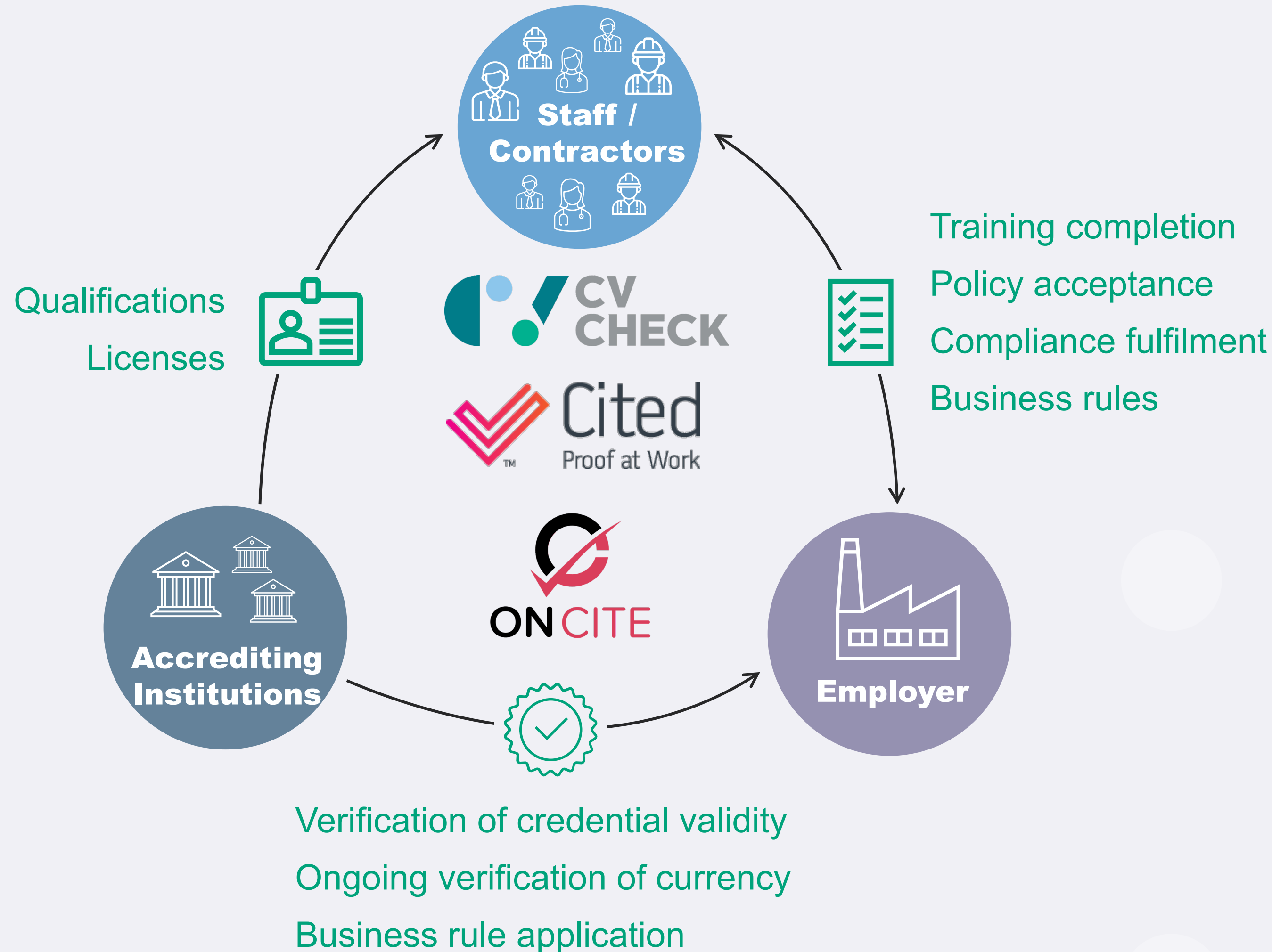


- ✓ Expansion of the sales team for continued growth, including per worker per month SaaS
- ✓ Biometric identity validation
- ✓ Direct credential entry in OnCite
- ✓ New user experience
- ✓ Automation and AI across operations to reduce costs
- ✓ Rename the company to provide clear air to our products

Primed to deliver accretive growth

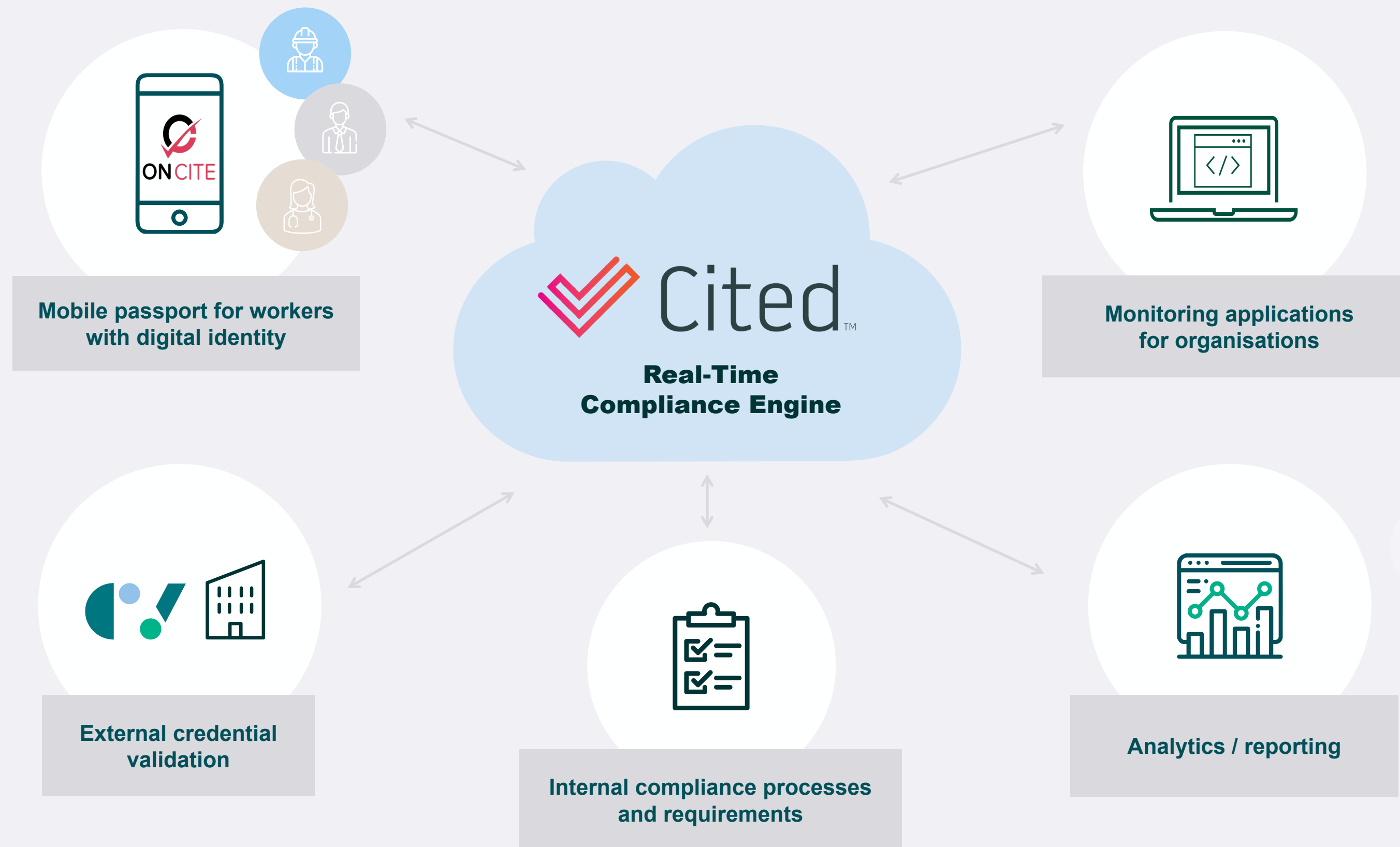
Real-time workforce compliance management

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

Our integrated real-time compliance monitoring platform



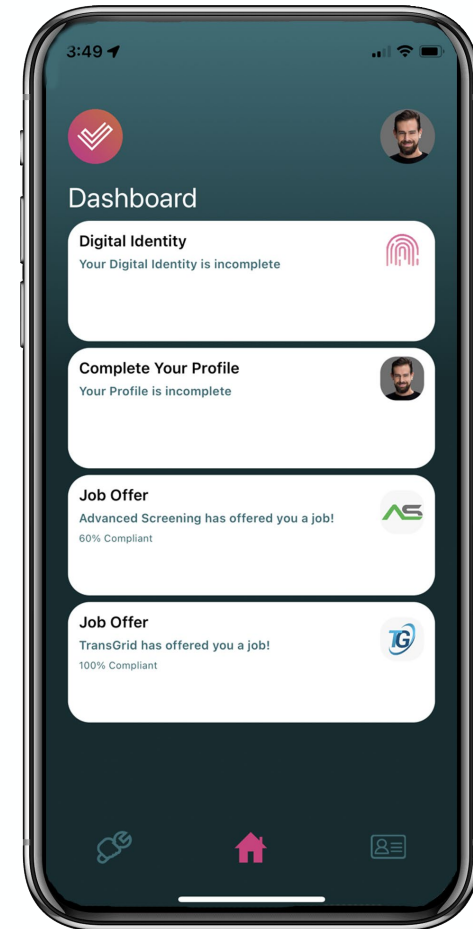
Individuals can

- ✓ 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

OnCite Mobile Credentials Passport



- ✓ 4.8 stars in the app store
- ✓ Features launching soon
 - ✓ Direct entry of credentials
 - ✓ Automated messaging and reminders directly to workers
 - ✓ Support for every CVCheck product
- ✓ TDIF certification progressing, pending government approval
- ✓ Is **free to users**
- ✓ Automates the process of compliance management for organisations.
- ✓ 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

Solid performance

51% YoY revenue growth

\$1.1m EBITDA, up from \$0.2m
(**358% increase**)

\$3.1m operating cashflow up from \$1m
(**193% increase**)

\$2.4m SaaS revenue

Gross margin of 64%, up from 59%

~\$12.2m cash at bank and no debt

Investment in product development and sales and marketing in preparation for FY23

Growth and innovation

Cited Wins:

Including Hireup, Endeavour Energy, Beach Energy, Flybuys, Federal Court of Australia, Victorian Public Sector Commission and others increasing SaaS revenue

OnCite Launched

>80% of customers are recurring

New user experience across products

Growing SaaS

New **Cited** website launched along with targeted marketing campaign - **50%** of leads now for monitored compliance

Features added to OnCite, driving value of SaaS revenue

Biometrics and automated credential process delivering automation

Moving from \$ per check
to \$ per month

Potential to **leverage cumulative workforce data** to monetise insights

CV Check Limited (ASX:CV1)

Know your people solutions

Thank you!

Investor and Media Enquiries

Michael Ivanchenko
Chief Executive Officer
Investors@cvcheck.com

Investor Relations

Julia Maguire
The Capital Network
julia@thecapitalnetwork.com.au
+61 2 8999 3699