



CEO Presentation AGM FY22

NOVEMBER Monday 28th, 2022
ASX: K2F

Nic Pollock, Chief Executive Officer

Leading Resource Governance Solution Providers

- ESG, Compliance and Disclosure
- Technical Assurance

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Agenda

FY 22 Achievements

New Customer Growth

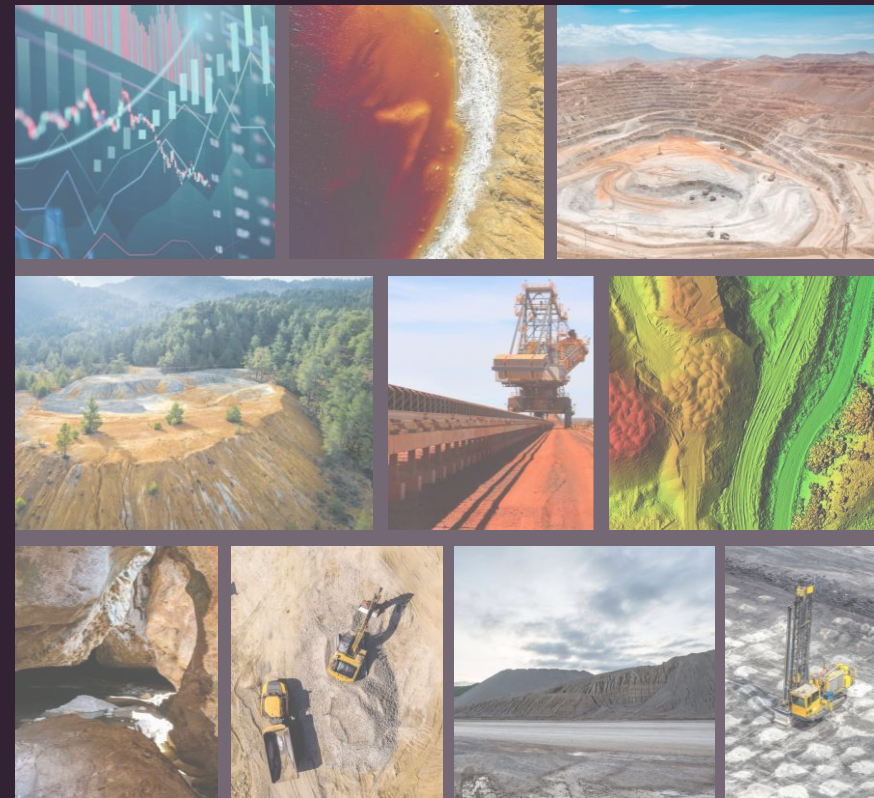
ARR & TCV

Strategy

Strategic Investment

New Governance Platform

Closing comments





CEO PRESENTATION



Meet K2fly



ABOUT K2FLY

K2fly Limited (ASX: K2F) is an ASX listed technology provider of enterprise-level Resource Governance solutions to asset intensive and extractive industries. Our current focus is on mining.

Our solutions drive towards 'net positive impact' in ESG compliance, disclosure and technical assurance, through platform-based SaaS cloud solutions.

WHAT WE DO

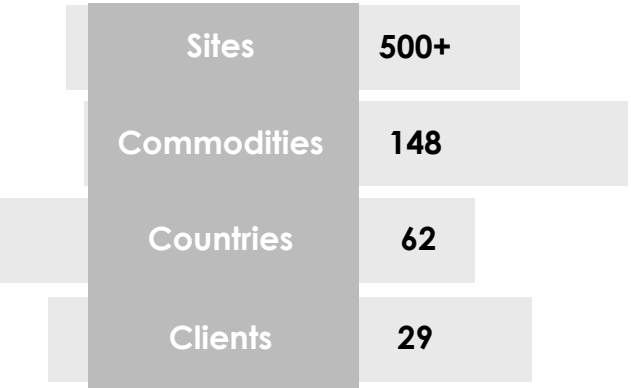
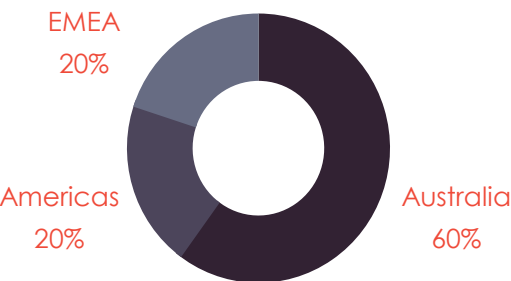
We deliver enterprise software solutions in Resource Governance (RG) to major mining and land-intensive clients.

WHY WE MATTER

Our software and our people contribute to a more sustainable and transparent world.

Business Snapshot

Global Business Distribution by ARR



Global Resource Leaders



GLENCORE

BHP



Clients by Commodity

Iron Ore



Gold



Copper, Zinc and Industrial Minerals



GLENCORE



nexa resources

Teck



Utilities Clients



ATKINS
Member of the SNC-Lavalin Group



K2fly Resource
Governance
Solutions



Land
Access



Heritage
Management



Ground
Disturbance



Tailings
Management



Mine
Rehabilitation



Resource
Disclosure



Mine
Reconciliation



Model
Manager



Ore
Blocker



Mine
Geology

Corporate Overview

Annual Recurring Revenue (ARR) AU\$7.1m

+18% in FY2023 YTD (end Nov)
+77% in FY2022*

Ordinary Shares on Issue

173,895,115

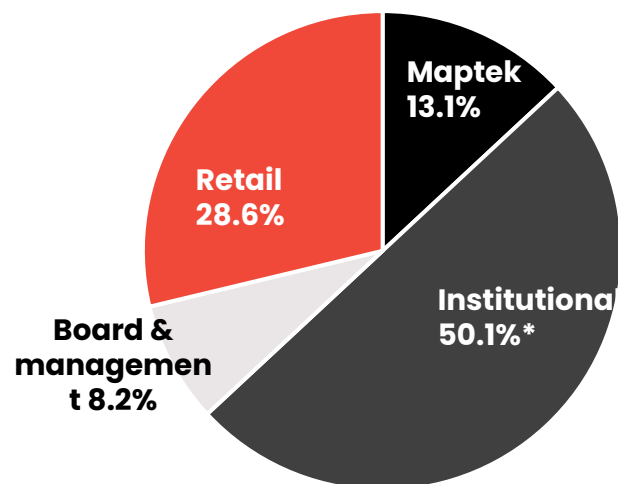
Market Capitalisation

\$30.4m @ \$0.175
23 November 2022

Cash at 30 September 2022

\$6.2m
No debt

Shareholder Distribution



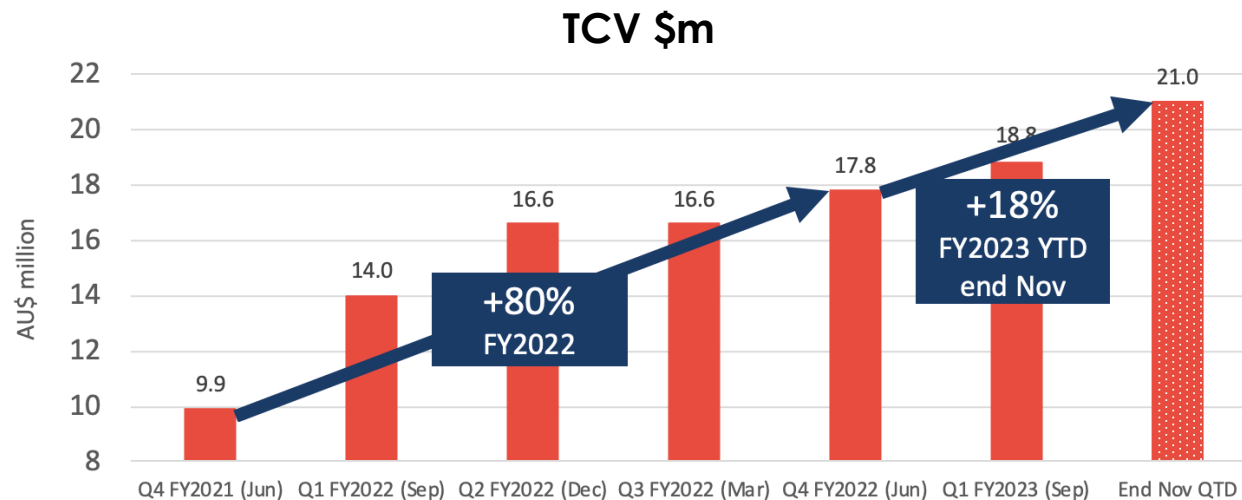
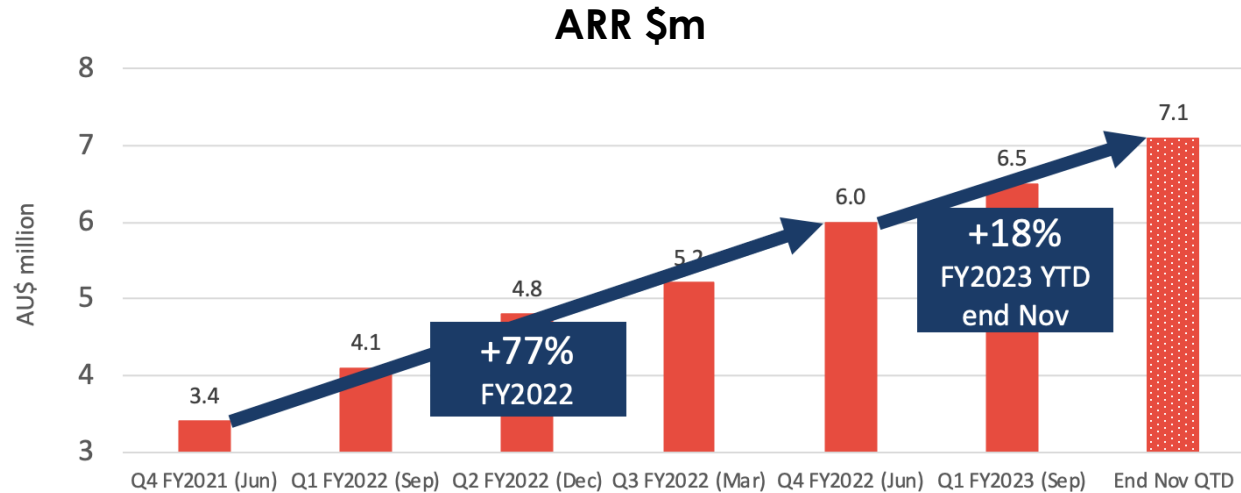
Share Price \$





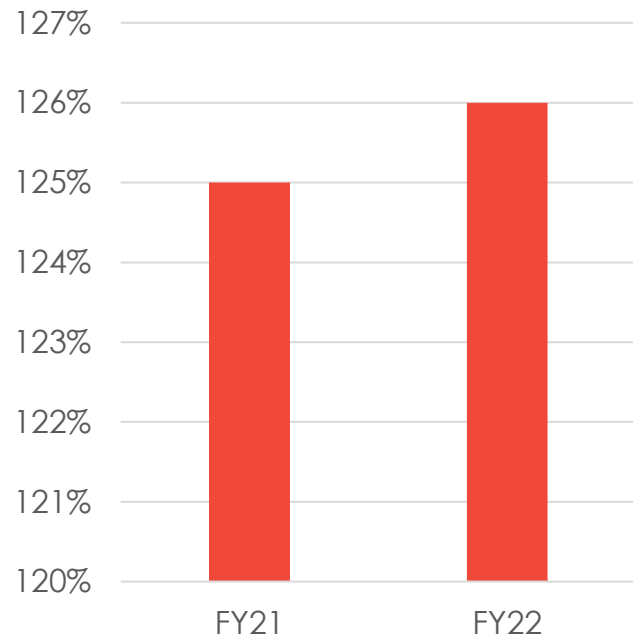
Achievements FY2022

ARR / TCV Growth FY2022



Growth Metrics

Net Retention Rate (NRR)



NRR Formula

$$\frac{\text{Recurring revenue (ARR) at the beginning of the period} + \text{expansion ARR during the period} - \text{downgraded ARR during the period} - \text{cancelled ARR during the period}}{\text{ARR at the beginning of the period}}$$

ARR at the beginning of the period

NRR:

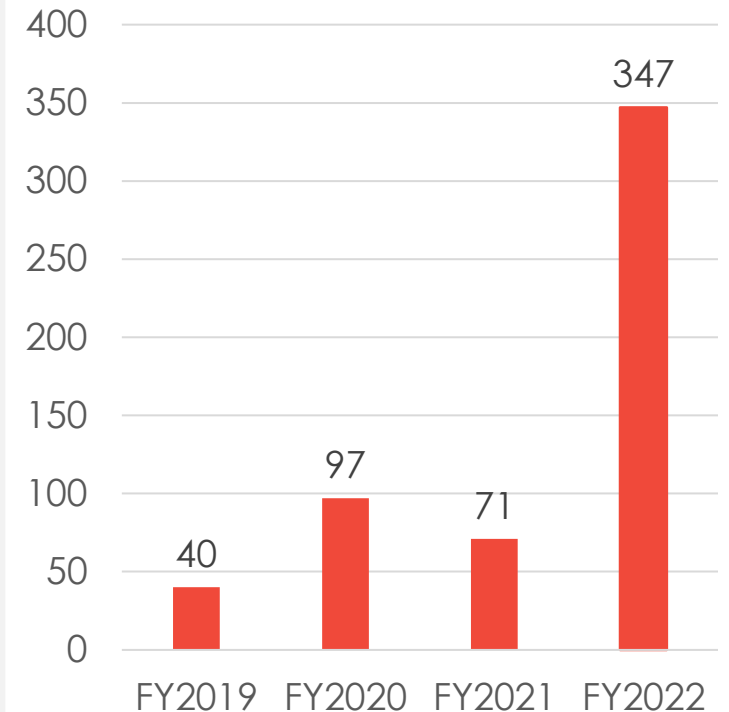
"SaaS businesses that aim to achieve higher growth put as much attention into caring for existing customers as they do into acquiring new ones, investing in specific post sales constructs to increase cross-sell, upsell, and retention and sourcing the right talent, tools, and analytics. These efforts, combined with strong pricing and product support, result in median net retention rates (NRR) of 120 percent" the median for top-quartile SaaS companies is 130 percent; bottom quartile is 104 percent).

McKinsey & Company SaaS and the rule of 40 2021

ARR (Annual Recurring Revenue):

Strong growth in size of new (license) contracts signed, before adding in additional services fees. Annual average size of new license contracts signed has grown almost fivefold to \$347k

Average ARR Deal Growth



ARR Average Contract Size, \$000



K2FLY Platform and Solutions

New Resource Governance Platform and Solutions

SOLUTION AREA	NATURAL RESOURCE GOVERNANCE	MINERAL RESOURCE GOVERNANCE	MINE TECHNICAL ASSURANCE
PLATFORM	★ K2FLY RESOURCE GOVERNANCE PLATFORM		
	K2fly Tailings Disclosure ★	K2fly Resource Disclosure ★	
SOLUTION	K2fly Tailings Management	K2fly Model Manager ★	K2fly Ore Blocker
	K2fly Mine Rehabilitation	K2fly Mine Reconciliation ★	K2fly Mine Geology
	K2fly Ground Disturbance		
	K2fly Land Access		
	K2fly Heritage Management		

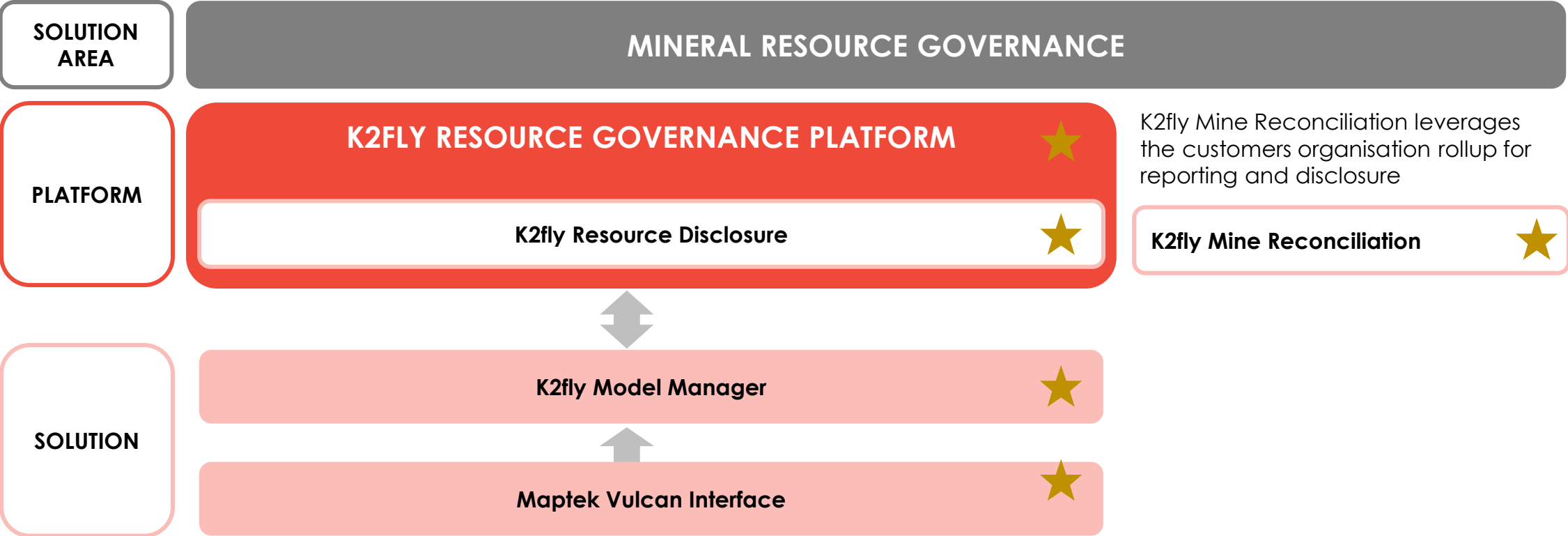
During FY22 Significant progress was made toward the release in Q2 FY 23 for the new Resource Governance Platform and associated solutions like Resource Disclosure and Model Manager











Mineral Resource Governance Platform and Solutions

K2fly have delivered strongly on our vision for Mineral Resource Governance in FY22 and continue into FY23 and beyond to bring our customers an integrated suite of solutions that can be used independently or as a group to dramatically enhance efficiencies and drive resource governance deeper into the organisation structure and processes for full auditability and transparency. The release of these solutions and modules further widens the K2fly moat as the only provider of Commercial off the Shelf (COTS) solutions globally in Mineral Resource Governance.



New Customer Led Natural Resource Governance Platform and Solutions

SOLUTION AREA	NATURAL RESOURCE GOVERNANCE	
PLATFORM	★ K2FLY RESOURCE GOVERNANCE PLATFORM	
	K2fly Tailings Disclosure ★	
SOLUTION	K2fly Tailings Management	  
	K2fly Mine Rehabilitation	
	K2fly Ground Disturbance	   
	K2fly Heritage Management	  
	K2fly Land Access	  

During FY22 K2fly delivered for MVP of Tailings Disclosure solution to support new ICMM* GISTM** standards



During FY22 K2fly signed new agreements with Rio Tinto and BHP across Ground Disturbance and Heritage for their Pilbara Iron Ore operations. Combined with long term relationship with FMG provides world leading COTS*** Land Management suite



NEW ADDITIONS TO THE K2FLY SUITE

* International Council of Mining and Metals

**Global Industry Standard on Tailings Management

*** Commercial Off the Shelf System



K2FLY STRATEGY

Strategy FY22-27

Purpose

What we believe

All Resources are precious. It is the responsibility of those that have tenure of those resources to manage them with appropriate levels of Resource Governance for all stakeholders.

What we do

We deliver enterprise software solutions in Resource Governance (RG) to major mining and land-intensive clients.

Why we matter

Our software and our people contribute to a more sustainable and transparent world.

Where we want to be

To be a trusted partner of choice to enterprise customers in resource and land intensive industries.

Strategic Objectives

Product Leadership

Define and thought lead the resource governance enterprise software space, globally.

Deliver customers an integrated, modular suite of solutions.

Sales Execution

Maintain Strong Top line Growth (Land).

Continued high ARR and TCV YoY growth.

Customer Success

Provide great customer experiences.

Leverage and realise global roll out opportunities with Tier 1 accounts in Land Management.

Become Financially Sustainable

No requirement for external capital other than for potential acquisitions.

Attract and Engage Stars

Continue to attract, engage and recognise the right people into our business.

One Team culture One K2fly.

Values



Customer Focused



Growth



Integrity




Collaboration



Curiosity

Land & Expand Strategy

Shading denotes the product currently contracted relative to the total solution opportunity across the client operations

	K2fly Solution Penetration									
	Land Access	Heritage Management	Ground Disturbance	Tailings Management	Mine Rehabilitation	Resource Disclosure	Mine Reconciliation	Model Manager	Ore Blocker	Mine Geology
										
										
										
										
										
										
										
										
										
Global Aluminum Provider										



SUMMARY

Investment Highlights

Record Growth in Key Metrics (ARR/TCV)

K2fly has experienced rapid global sales growth with Tier 1 & 2 miners across all commodities. Our enterprise top-down global sales model is very rare and is a key differentiator.

Pathway to become financially sustainable.

High Calibre Team

K2fly has built a world class team of experienced executives and board members that can deliver on strong capability in fast growth technology companies in the METS sector (Mining Engineering Technology Services) of which Australia is a leading global player.

Demonstrated Acquisitions Success

K2fly's ability to identify adjacent solutions and IP that complement our suite of solutions, integrate them and grow them rapidly is a key differentiator.

Industry Dynamics

Community expectations, ESG, regulatory and technology changes are surging demand. Tailings, heritage and ground disturbance are in high demand due to ESG, corporate reputational risk and social license concerns.

Rapid Growth Opportunities

Future opportunities to further improve technical assurance, governance and public disclosures across environmental and sustainability reporting, mineral endowment as well as adjacent expansion into other verticals.

Sticky Recurring Revenues

With our current and near-term customer base and the nature of our enterprise systems K2fly is set up already to be deploying systems across major miners well beyond the current 5-year terms. Deal sizes (ARR and TCV) are also growing at record levels

About K2fly

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NATURAL RESOURCE GOVERNANCE

[Heritage Management](#)

[Land Access](#)

[Ground Disturbance](#)

[Tailings Management](#)

[Mine Rehabilitation](#)

MINERAL RESOURCE GOVERNANCE

[Resource Reporting](#)

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Contact Us

Nic Pollock

Chief Executive Officer



nic.p@k2fly.com



k2fly.com



Head Office - Perth, Western Australia
North America - Denver, Colorado
South Africa - Centurion, Gauteng