



# Kinatico Investor Presentation

Simplifying end-to-end workforce compliance management for organisations

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Released with the approval of the Disclosure Committee

March, 2023

## • Recognition of country

Kinatico acknowledges the Traditional Owners of the land on which we meet and work throughout Australia and New Zealand. We recognise Aboriginal and Torres Strait Islander peoples' continuing connection to land, place, waters and community. Kinatico recognises the unique role of Māori as Tangata Whenua and embraces Te Tiriti o Waitangi recognising Māori as tino rangitiratanga of Aotearoa/New Zealand while embracing the three guiding principles of the Treaty – Partnership Participation and Protection.

We pay our respects to their cultures, country and elders past present and emerging and will endeavour to implement bicultural policies and practices that incorporate and value cultural concepts and values.



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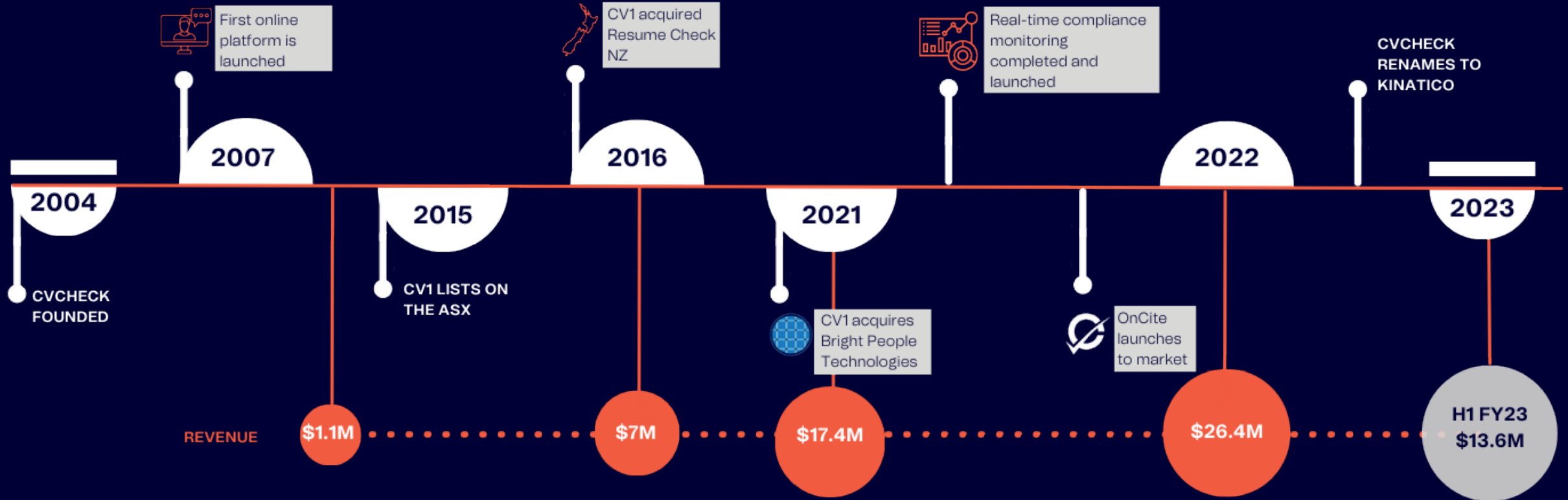
## • Kinatico Share Price Data

As at 22 March 2023  
(intraday)

<b>GICS</b>	Info Technology Company
<b>ASX Code</b>	KYP
<b>Listing Date</b>	8 September 2015
<b>Market Cap</b>	\$34.3m
<b>Shares on Issue</b>	434.23m
<b>Share Price</b>	\$0.079
<b>52-week high</b>	\$0.138
<b>52-week low</b>	\$0.070
<b>Average Volume</b>	192,653
<b>Free Float</b>	55.6%
<b>Cash on Hand (Dec-22 quarter)</b>	\$10.5m (no external financing)



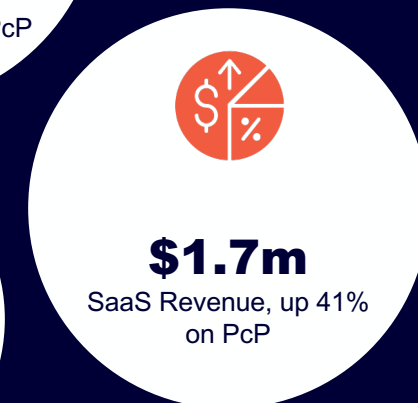
# Kinatico Corporate Milestones



# • Financial Statement Highlights

For the half-year ended 31 December 2022

- ✓ Consolidated Revenue - \$13.6m (PcP \$12.8m)
- ✓ SaaS Revenue - \$1.7m (PcP \$1.2m)
- ✓ Gross profit (revenue less direct third-party cost of sales) - \$8.8m (PcP \$8.2m)
- ✓ NPAT - \$-1.0m (PcP \$-0.6m), (normalised -\$0.58)
- ✓ Cash and cash equivalents - \$10.5m (PcP \$12.2m)
- ✓ Net cashflow from operations - \$0.9m (PcP \$1.2m)
- ✓ Net cash used in investing activities - \$2.1m (PcP \$1.7m)
- ✓ No financing debt



# • Solving the increasing cost of compliance in a changing environment

## Moving from credential checks to daily compliance management

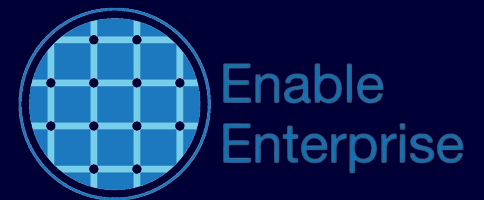
- Organisations need confidence their workforce is compliant at all times.
- It is an increasing overhead
- Checking credentials is part of that process but does not ensure compliance
- Digitisation of personal information means more credential information will be easily available.
- This increase in information availability increases the complexity and management of that information.
- Organisations need solutions to manage the complexity of compliance:
  - Simply
  - Securely
  - Flexibly
  - Economically





## An Aggregator of Regulatory Technology

Simplifying end-to-end workforce compliance management for YOUR organisation







# Kinatico



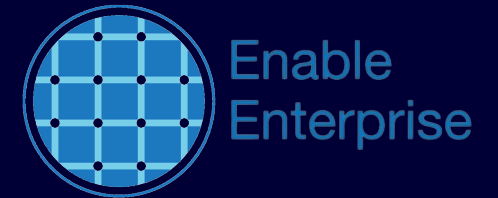
Screening and credential  
validation



Cloud based compliance  
monitoring and management



Worker credential passport.  
Delivering secure, simple  
compliance interaction between  
workers and organisations



Workforce logistics management  
and mobilisation

Seamless solutions for organisations to manage  
their daily compliance with confidence.



# CGIS - Continue to Grow and Innovate at Scale

**45%** Positive growth in the number of Australian based “Other background screening services”.

**12%** Increase in number of checks per order.

**\$3.9M** Annualised SaaS revenue as at 31 December 2022, up 63%.

**92%** Growth in volume of SaaS billed customers.

**\$2.1M** Investment in technology and innovation.

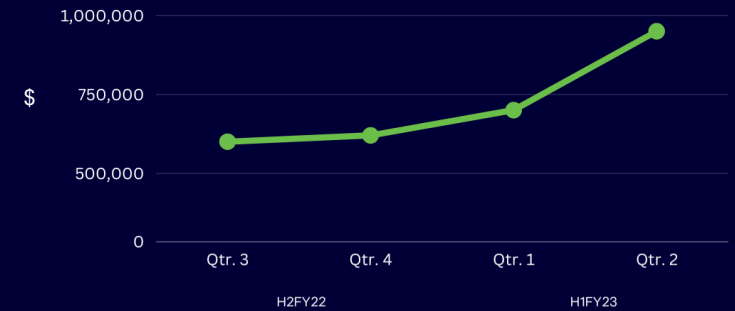
**30%** Increase in CVCheck product third-party integration revenue.

**25%** Increase in Sales headcount to drive growth.

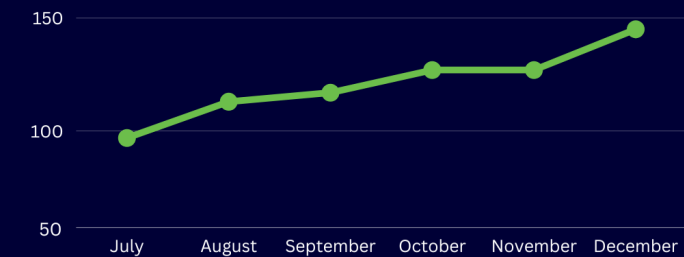
**19%** Reduction in overall headcount in the H1FY23 period.

**28%** Reduction in cost of CVCheck AU direct digital organisation acquisition.

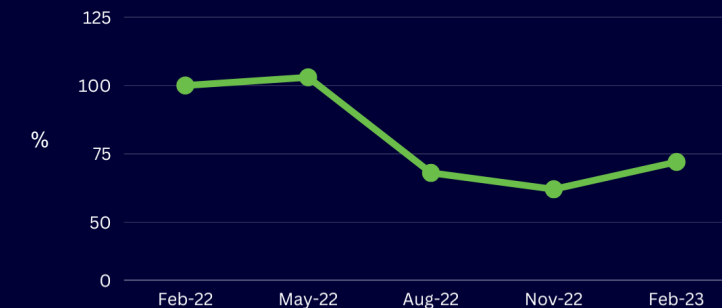
Consolidated SaaS Revenue by Quarter H2FY22 to H1FY23



SaaS Billed Customers By Volume H1FY23



Reduction in cost of direct digital acquisition



Half year ended 31 December 2022

Against Prior Corresponding Period (PcP), unless otherwise stated.



# • Growth of SaaS from recurring value to organisations

Leveraging the strong CVCheck product's 80% returning customer base to move from point in time certification and screening to daily compliance monitoring.

## Solving organisational problems in maintaining compliance

- ✓ Entry to the workforce
- ✓ Conforming to regulatory requirements
- ✓ Conforming internal policy and procedure
- ✓ Efficient digital capture of compliance requirements
- ✓ Instant visibility of compliance status
- ✓ Automated and secure communication of compliance requirements between organisations and individuals
- ✓ Integrations with other key systems and platforms e.g. payroll

## Examples of Compliance Requirements

- ✓ Health and Safety in multiple contexts
- ✓ ESG reporting
- ✓ Employee work rights and/or visa status
- ✓ Cybersecurity and phishing training
- ✓ Anti-harassment training
- ✓ Confirmation of completion, daily compliance tasks such as shift start, equipment certification and task specific compliance such as safety checks and procedural compliance
- ✓ Credential currency management

**Meeting individual and unique requirements of any organisation in any industry without having to modify the solution**



## • Customer Centricity + Compliance Simplicity = Kinatico

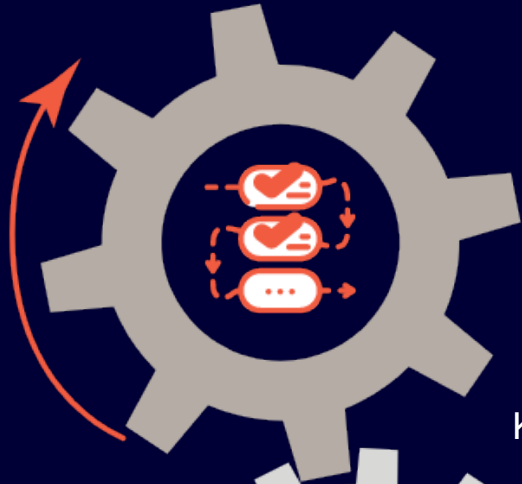


### Our technology helps organisations to *know their people*

- ✓ Already battling a national staffing crisis, organisations cannot afford to waste time on highly manual processes. Kinatico is there to support the end-to-end employment lifecycle in all aspects of compliance.
- ✓ Market insights have shown, organisations are looking for simplified daily processes and ease of access to vital employee compliance data.
- ✓ Our expertise and industry experience has driven our technologies to protect businesses and the people within them. We slash the time spent on compliance monitoring, enabling organisations to re-focus on important business outcomes.
- ✓ Kinatico's compliance tools are integrated with systems that monitor millions of employees across the ANZ region every day. We manage the full spectrum of compliance requirements from the simple to the complex.



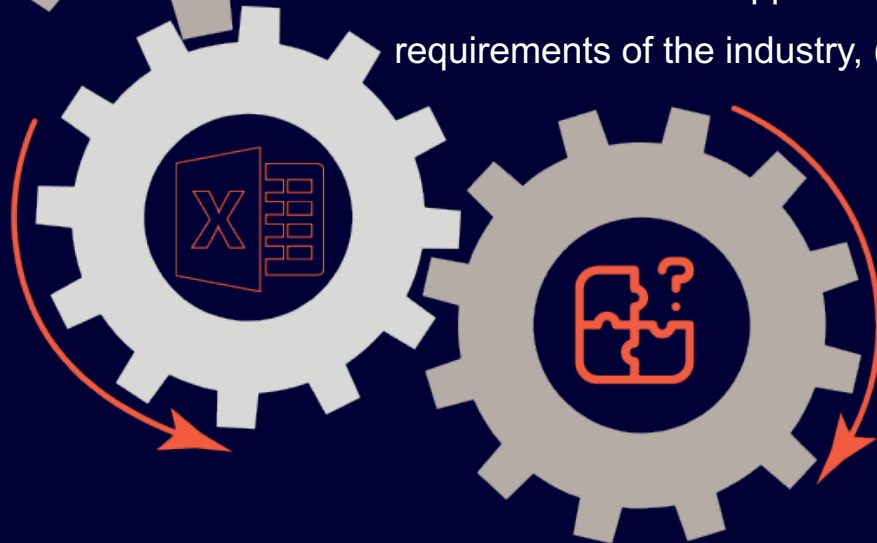
- **The Evolving Market Landscape**  
**Evolving Customer Needs**



### Situation

Onboarding delays and increasing operational overhead for the management of daily compliance, both due to time-intensive manual processes. Ever-growing requirements being imposed on employers and potential employees to meet new and existing standards.

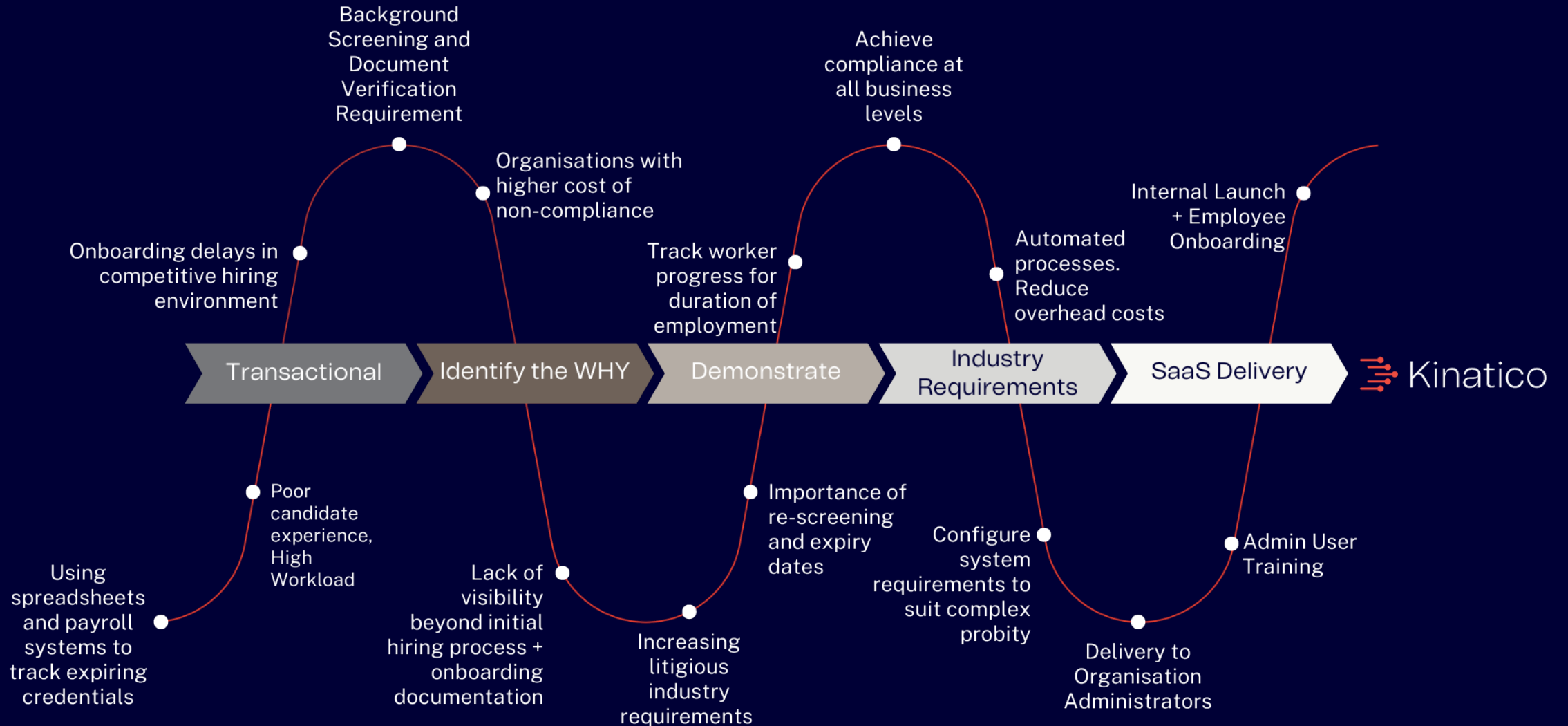
Kinatico is there to support the lifecycle of the employee / employer to meet the needs, requirements of the industry, (regulatory) business or procedural.



Supporting the evolution and need for daily compliance across organisations with real time analytics. Required evidence is crucial. However, simplified processes with supportive tools and portals to manage all controls in one solution is key.

# • The Kinatico Customer Journey

Streamlining the onboarding process and ensuring ongoing compliance



## • Kinatico compliance solutions are resonating across many industries

Industry	Conversion Rate
Medical / HealthCare	77%
Disability/Aged Care/NFP	56%
Mining	85%
Civil Engineering/Construction	58%
Government	56%
Employment Services	53%
Information Technology	67%
Education	77%
Finance	40%
Professional Services	70%
Energy/Utilities	22%

- Understanding the need and demand across industries driven by increasing regulatory and government demands
- "Kinaticans" becoming educators and trusted advisors due to multiple market demands. Organisations looking for solutions across sectors (Kinatico is agnostic in compliance across all sectors)
- Customer demand in compliance is exponential across all segments

H1 FY2023



- **Customer Snapshot - Australian aged and disability care providers**  
**Managing their compliance with Kinatico.**

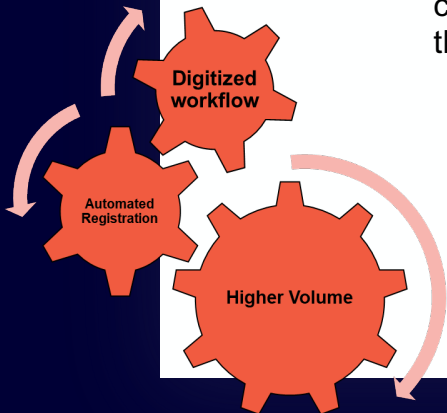


## National Disability Services provider

Initially a CVCheck product customer processing individual checks as required. Today, Aruma have all the checks they need packaged neatly in a registration package that is perfectly aligned with state-based regulatory requirements.

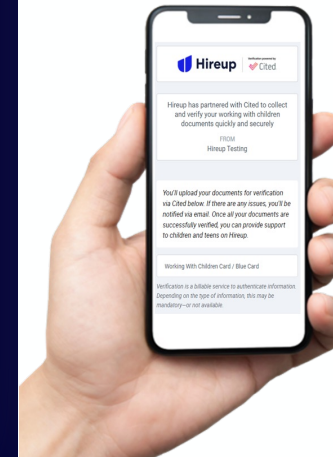
Their small team of 12 can now easily manage a higher candidate workload, assigning packages and tracking their compliance with ease.

- ✓ Automatically update as items are completed toward a compliant registrant
- ✓ Q1FY23 conversion to Cited
- ✓ Transitioned from pre-employment screening to full workforce compliance monitoring
- ✓ ~\$18,000/month SaaS revenue



## NDIS Support Worker Provider

Hireup is an Australian-based tech company, connecting support workers to people with disabilities. Hireup required a solution to integrate with their platform, improve support worker onboarding and ensure their customers were receiving support as soon as needed. With Kinatico, Hireup can guarantee their customers are in the hands of safe and compliant support workers.



- ✓ Cited live throughout Hireup
- ✓ Integrated solution between Cited and the Hireup platform
- ✓ 8,000+ Hireup employees with access to Cited
- ✓ ~\$55,000/month SaaS revenue



# • Simplifying Management of Workforce Data

## Current Manual Operations

Onboarding Delays

Chasing Compliance Documents

Manual Data Entry

Document Duplication

Incomplete Audit Trail

NO Reminders

Insecure Email Management

No consolidated data security

Icons include: a clock with a warning sign, a document with a gear, a document with a checkmark, a document with a dollar sign, a document with a padlock, and a document with a gear.

## Kinatico Solution

- Real-time compliance management
- Decreased risk profile
- Automated reminders
- Expiry alerts
- Efficient onboarding
- Secure data
- Live dashboards
- On-Cite app access

Software interface showing employee profiles and compliance status.

Employee	Role	Compliance Status
Emma Smith	Employee	✓ ✓ ✓ ✓ ✓
Ben Reeve	Contractor	✓ ✓ ✓ ✓ ✓
John Roe	Employee	✓ ✓ ✓ ✓ ✓
Kate Wells	Contractor	✓ ✓ ✓ ✓ ✓

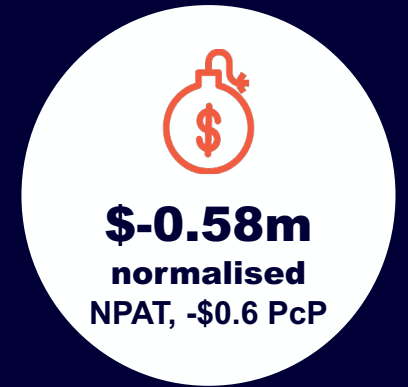
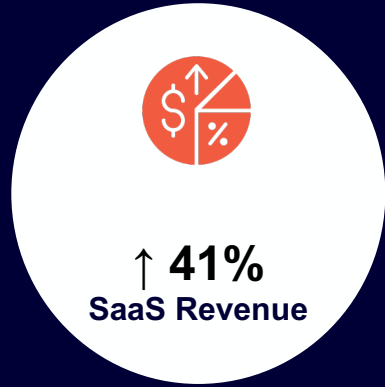
Additional features shown: 'Check required Immunisation' status, 'Project', 'Site', 'Team', 'Role', 'Vendor' filters, and a 'Check and search' button.



- **Overview**



Simplifying end-to-end workforce compliance management for YOUR organisation





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