




**ASX RELEASE**

ASX: KYP

**Quarter 3 flash update**

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**Flash highlights**

-  \$1.5m revenue from SaaS in Q3, up 143% on pcp; annualised SaaS now \$5.8m
-  Record revenue of \$7.0m in Q3, 21% of which is SaaS revenue
-  \$240k cash positive for Q3, excluding buyback expenditure

Leading Australian “Know Your People” RegTech company, Kinatico Limited (ASX:KYP) (Company or Kinatico) is pleased to provide the following unaudited flash results for its third quarter of the 2023 financial year (Q3 FY23) reporting period.

**Cash-flow positive SaaS growth**

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In line with the company’s ongoing shift from being only a credential checking business to a provider of simplified daily compliance management Software-as-a-Service (SaaS), Kinatico earned \$1.5m in SaaS revenue, an increase of 143% on the prior corresponding period (pcp). Annualised SaaS revenue is now \$5.8m, up from \$2.4m in pcp.

Kinatico’s Q3 revenue was \$7.0m, an increase of 2% on pcp and a record for a quarter. SaaS for the quarter contributed 21% of the total reported revenue compared to 9% in pcp, a positive shift of 12 percentage points.

The effect of the previously announced automation and process improvements resulted in the Company improving its underlying cash position (excluding buy-back expenditure) by \$240k over previous quarter. During the quarter, Kinatico spent \$384k on the on-market share buy-back (\$60k was spent in Q2 FY23). This meant the Company finished the quarter with a closing cash balance of \$10.4m.

**Kinatico CEO Michael Ivanchenko said:** *“It has been tremendously pleasing to see the ongoing transformation of Kinatico continue to gather pace. Despite the problematic macro-economic environment, this past quarter has demonstrated an ability to grow revenue, increase our booked SaaS revenue at a higher rate, and grow the Company’s cash (after normalising for the share buyback).*

*I look forward to providing a more detailed report next week.”*

-ENDS-

This announcement was authorised by the Disclosure Committee of Kinatico Ltd.

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**About Kinatico Limited:**

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Kinatico Limited (ASX: KYP) is a leading provider of know your people solutions – comprising pre-employment screening, verification services and workforce compliance management - internationally.

Kinatico provides real-time workforce compliance management via its core software-as-a-service RegTech solution Cited. By combining certifications and compliance data with business policy and legislative requirements, Cited enables scalable compliance monitoring spanning pre-employment to real-time requirements related to geo-location, roles and tasks applicable across a wide range of industries.

The company also provides a wide range of pre-employment checks via its CVCheck solution. This is delivered via its proprietary technology platform, which has over time evolved into a best-of-breed employment screening and verification offering with a track record of customer service excellence.

Kinatico continues to grow its position as the pre-eminent background screening brand in Australasia and is planning its global expansion of its growing suite of RegTech solutions.

To learn more please visit: [www.kinatico.com](http://www.kinatico.com)