

ASX RELEASE

ASX: KYP

Kinatico profitable for full year

Flash highlights

-  **Full year highlight:** Total comprehensive profit of greater than \$200,000 and first profitable full year since listing, including transformative growth in SaaS revenue
-  **Q4 highlights:** \$2.0m revenue from SaaS in Q4, up 217% on pcp; annualised SaaS now \$7.8m
-  Record revenue of \$7.1m in Q4, 28% of which is SaaS revenue
-  \$228k cash positive for Q4, 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 fourth quarter of the 2023 financial year (Q4 FY23) reporting period.

Quarter 4 performance

Continuing 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), during Q4FY23, Kinatico earned \$2.0m in SaaS revenue, an increase of 217% on the prior corresponding period (pcp). Annualised SaaS revenue is now \$7.8m, up from \$2.5m in pcp.

Kinatico’s Q4 revenue was \$7.1m, an increase of 6% on pcp, and another record for a quarter. SaaS for the quarter contributed 28% of the total reported revenue compared to 9% in pcp, a positive shift of 18 percentage points.

The Company improved its underlying cash position (excluding buy-back expenditure) by \$228k over the previous quarter. During the quarter, Kinatico spent \$672k on the on-market share buy-back. This meant the Company finished the quarter with a closing balance of cash and cash equivalents of \$9.9m.

Full year performance

The Company expects to report a full year profit of greater than \$200,000, with the final number to be confirmed as part of the accounting and auditing processes.

Kinatico’s profit has been earned from full-year revenue of \$27.7m, an increase of 5% on the pcp. SaaS revenue over the year was \$5.1m, or 18% of the total revenue. This is an increase from FY22’s \$2.5m and 9%.

Kinatico CEO Michael Ivanchenko said: “Achieving the first profitable year since the Company listed is a landmark achievement of which the whole team should be proud. Despite the problematic macro-



economic environment, Kinatico has demonstrated an ability to grow revenue and increase our booked SaaS revenue at a higher rate.

The Company's next scheduled report to be released to the market will be our annual report, which we will release before the end of August. I look forward to providing a more detailed review of the year and our performance in that document."

-ENDS-

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

For further information, please contact:

Michael Ivanchenko
Chief Executive Officer
investors@kinatico.com

Julia Maguire
The Capital Network
julia@thecapitalnetwork.com.au

About Kinatico Limited:

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