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ASX: KYP





Chairman's address to 2023 Annual General meeting of Kinatico Ltd

Good afternoon all

My name is Ivan Gustavino. I am the Chairman of Kinatico Ltd. Welcome to the 2023 Annual General Meeting of the Company.

Highlights of FY23

Last year, the members approved a change of name of the company. This is our first annual report published under our new name Kinatico and includes the following highlights:

-  A maiden net profit after tax of \$236,556
-  An increase of 110% in SaaS revenue, to \$5.1 million for the year
-  Total revenue lifted to \$27.7 million, a 5% increase on FY22
-  Earnings per share rose by 116% on the previous financial year

Delivering the strategic vision

Each of these highlights are important markers of success in Kinatico's journey to becoming a leading aggregator of Reg Tech. Through that journey, the Company is delivering on the strategic vision set by the Board of Directors.

In late 2020, the Board reimagined the vision for the Company. As a first step of realising that vision, the Company acquired Bright People Technologies. The stated investment thesis was to leverage the combination of our experience, listed status and significant customer base with Bright's technology, mining sector experience and its own smaller, but blue-chip customer base, to create a SaaS business capable of growth at scale.

Shortly after the acquisition, we recruited Michael Ivanchenko as CEO to lead the necessary transformation.

As we know, in FY23, the Company delivered its first annual profit since listing. The key factors in achieving that result were growth in overall revenue and strengthening growth in SaaS revenue. The latter was enabled in part by Kinatico's ability to leverage the large customer base established under our traditional CVCheck transactional business model.

Under Michael's leadership, Kinatico is successfully transforming as an aggregator of Reg Tech. The Company focus is shifting from transactional verification of credentials to higher-value software providing *know your people* compliance solutions. Our comprehensive service offering will continue to provide simplified solutions for organisations who need to manage their own compliance requirements.



Whilst compliance requirements are typically unique to each customer, our industry-agnostic solutions will provide a simplicity and certainty, every day.

Following this meeting, Michael will give a short presentation exploring more of our comprehensive compliance solution.

Finally, I would like to thank our shareholders for their continued support, and Michael and the team for their work and focus on excellence in innovation and customer service.

-ENDS-

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

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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