



2023 AGM

Powering insights for better, safer workplaces

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• **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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• FY23 In Review

A year of successful transformation



\$5.1m

SaaS Revenue
↑ 110%



\$27.7m

Total Revenue
↑ 5%



\$2.6m

EBITDA
↑ 133%



\$0.2m

Net profit after tax
↑ 116%



↑ 91%

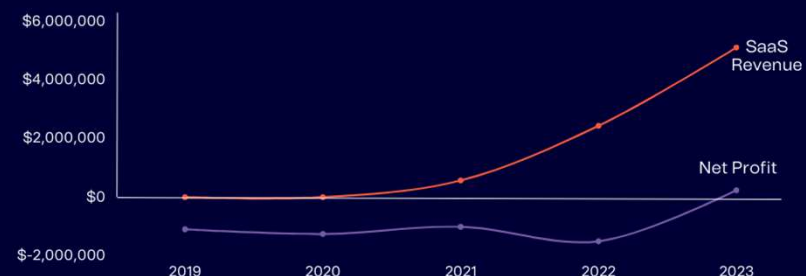
SaaS Customer
increase



↑ 6%

Employee
Engagement

Kinatico's SaaS Revenue vs Net Profit



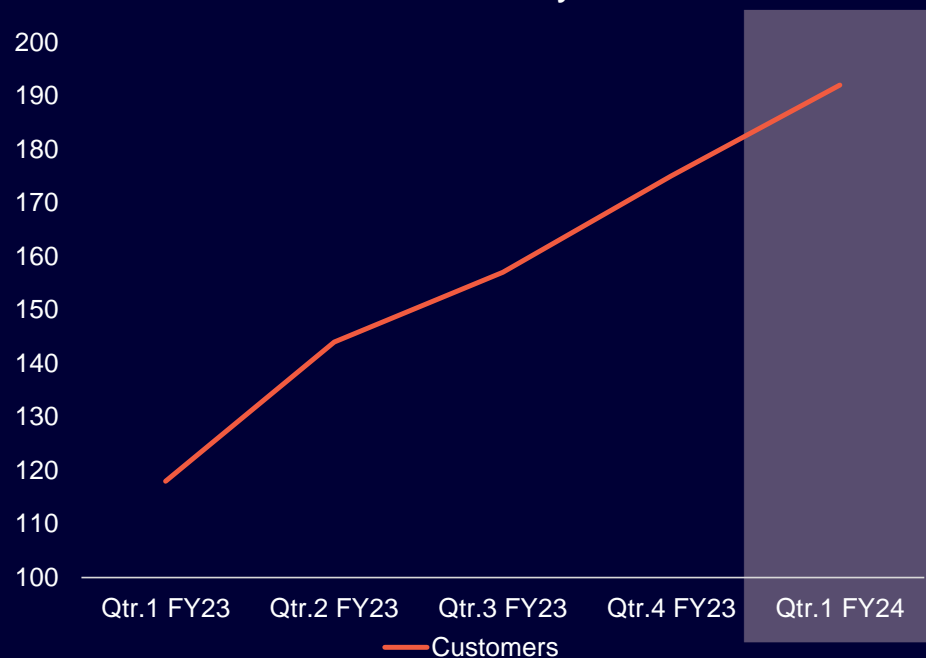
Number of Kinatico Employees



• Q1 FY24 Results

Continued SaaS Growth

SaaS Customers By Quarter



✓ \$7.25m Revenue (PCP: \$6.92m) an increase of 5%

✓ \$2.02m SaaS (PCP: \$0.73m) an increase of 176%

✓ SaaS Revenue 28% of total (PCP: 11%)

✓ 10% increase in SaaS customers Qtr1.FY24 V Qtr.4 FY23

84%
Found us
easy to
use

+51
Net Promoter
score



• Market Demand Confirmed

Moving beyond Healthcare, Energy and Industrials

Healthcare



abano
healthcare group

Australian Government
Department of Health
and Aged Care

MercyAscot

Energy & Utilities

cleanCO queensland sunwater

Ausgrid

Energy
Queensland

Jemena
bringing energy to life

Education



WODONGATAFE

WARAKIRRI
COLLEGE
MTC Australia

Professional and Financial Services



amentum >

JOHNS LYNG GROUP

Latest Wins

Chisholm

Chisholm (Institute, TAFE)
>\$600k 3 Year agreement



Families,
Fairness
and Housing

Victoria Families Fairness and Housing
>\$540k (3 Year agreement)

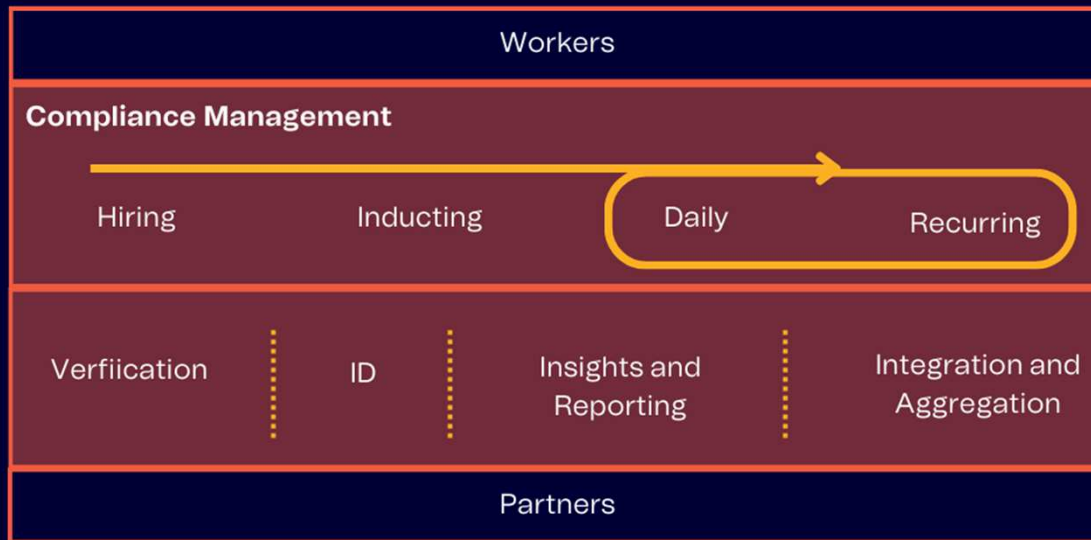


Victorian Builders Association
>\$800K (2 Year agreement)



• Delivering the Strategic Vision

Building an Ecosystem for simplified daily compliance



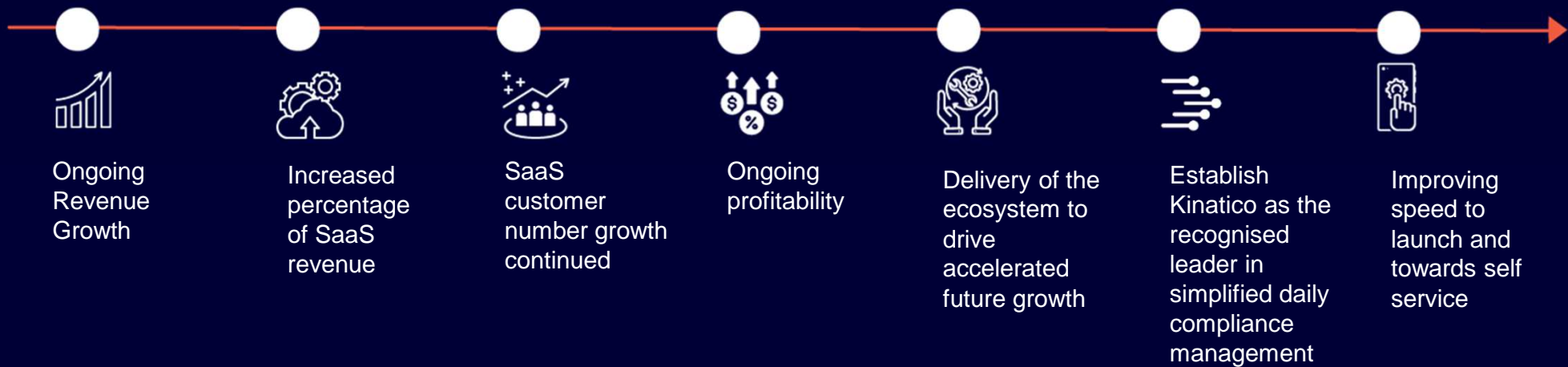
 **Kinatico**

- ✓ Real time transparency of compliance status
- ✓ Secure communication and information transfer – manage data privacy risks
- ✓ Reduce compliance costs in meeting increasingly complicated obligations
- ✓ Free workers' and managers' time to focus on their jobs
- ✓ Insights and forecasting of compliance requirements
- ✓ Simplify the complexity of integrations and data sources



• FY24 Outlook

Making it easier to ensure compliance requirements are met for every role for every workplace, every day.



Helping organisations to know their people

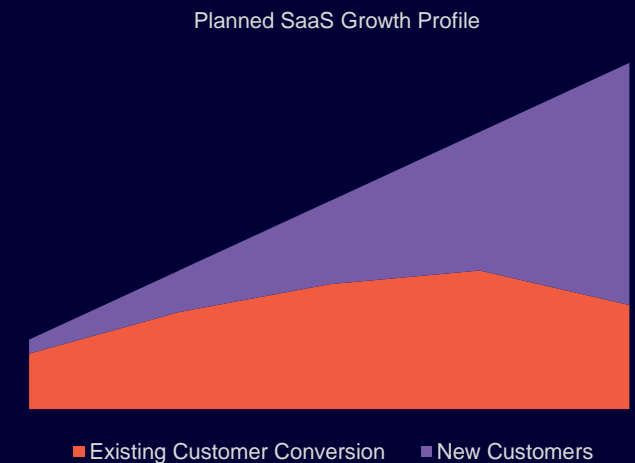
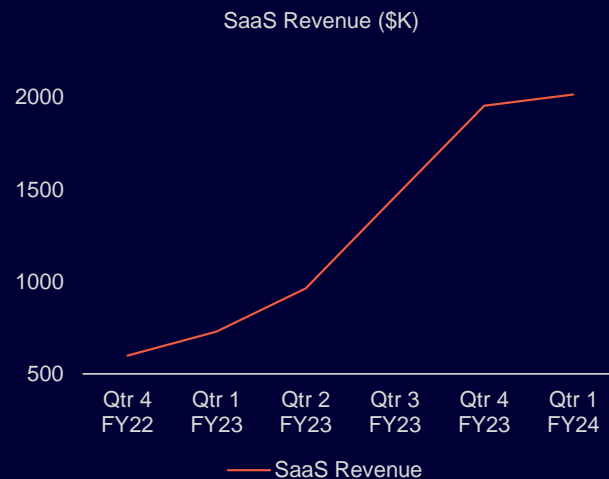
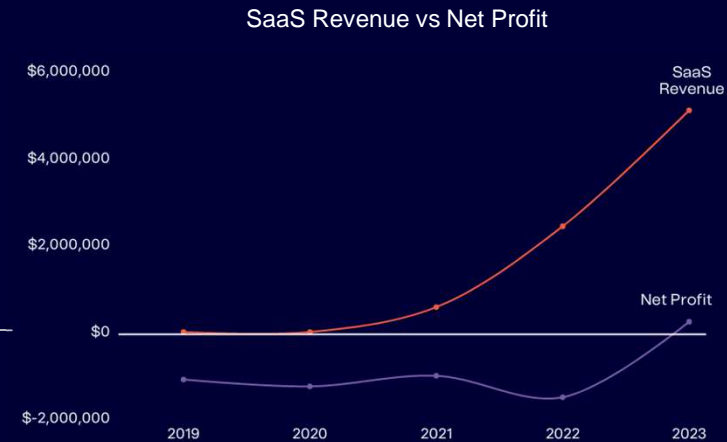
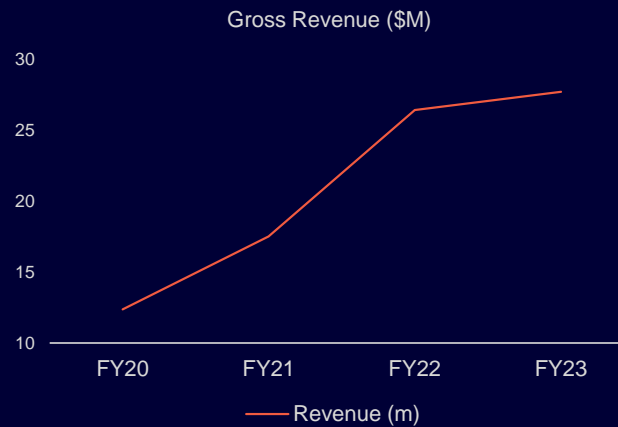


● Investment Thesis

Establishing a strong position in the Compliance Management Software Market

- ✓ Profitable
- ✓ Growing
- ✓ \$10m Cash in bank
- ✓ Debt free
- ✓ Proven and expanding solutions
- ✓ At the start of a strong existing customer base as the foundation of our pipeline.

Global Market Potential
Global Value 2028 - \$74.8B¹
10.9% CAGR



1. Verified market research Global Compliance Management Software Market size by offering report ID:105059
<https://www.verifiedmarketresearch.com/product/compliance-management-software-market/>





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