

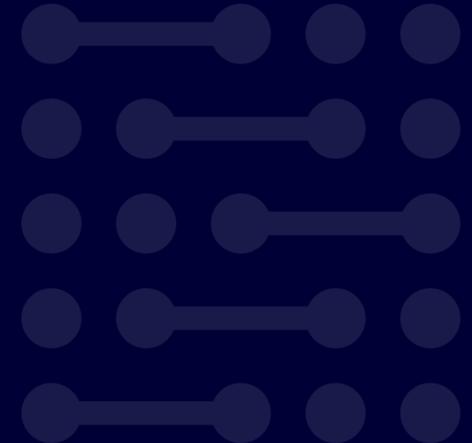


ASX Small and Mid-Cap Conference

Simplifying the process of managing daily compliance for organisations

ASX: KYP

Michael Ivanchenko, CEO
March 2024



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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 rangatiratanga 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.



• Kinatico

Software solutions that simplify the daily burden of compliance management for organisations.

- Industry Agnostic
- ISO 9001 Accredited
- SaaS / Cloud Based

Half Year FY24

\$14.3m	Total Revenue
\$4.4m	SaaS Revenue (31% of Total Revenue)
\$1.9m	EBITDA (13% Margin)
\$0.4m	Net Profit
\$1.5m	Positive Cashflow from Operating Activities
\$9.1m	Cash in Bank
68%	Gross Margin
1.94	Current Ratio (Balance Sheet)

KYP

ASX Code

433,591,984

Shares on issue

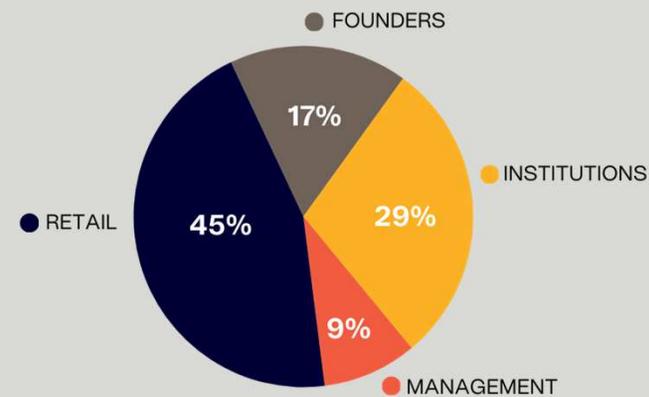
Offices and support teams located across Australia and New Zealand

\$44m

Market cap

(21/3)

Large and varied corporate customer base (>10,000)



Institutions include:

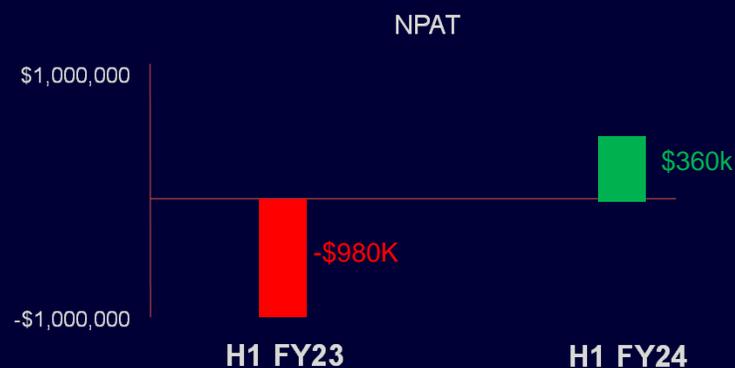
- Australian Ethical Super
- Hancock and Gore
- DMX
- Microequities
- Moelis
- Shaw and Partners
- Baza Capital

Shareholding



• SaaS Compliance Simplification Driving Profitable Growth

Launched July 2022.



• The opportunity across Healthcare, Industrial and Education

We are at the start of the opportunity with our primary targets



Healthcare Industry

- Predicted Spending on Admin and compliance each year for the next 3 years ²
 - **\$3,600M**



Industrials

- Woodside spent \$300m in compliance and infrastructure improvement FY 22-23 ³
- \$35m in penalties imposed on compliance breaches in 21-22 ³



Education Industry

- General Administration Expenses:
 - 21-22: \$358 million
 - 23-24 Projection: \$374 million ¹
- Compliance Costs per institution:
 - : \$1.3 million per year

Kinatico Sector Revenue H1 FY24

\$3.22M

Kinatico Sector Revenue H1 FY24

\$4.04M

Kinatico Sector Revenue H1 FY24

\$540K

Baptcare

"99% employee compliance achieved! 6 months + 1 week after launching with Kinatico with a starting point of 91.7%, employee compliance has just hit 99.0% for the first time"

- Craig Smith, Head of Workforce, Compensation and People Systems, Baptcare



¹ <https://www.ibisworld.com/au/market-size/education-training/>

² <https://www.aihw.gov.au/reports/health-welfare-expenditure/health-expenditure>

³ <https://www.industry.gov.au/news/australias-resource-and-energy-exports-forecast-reach-450-billion>

• FY24 Contract Win Highlights

Adding >\$3m annualized SaaS Revenue



Australian Government
Department of Health and Aged Care





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Investors@kinatico.com

Visit Our Website

www.kinatico.com

Keeping your workforce active.

