



Hidden Gems Webinar June 24

Simplifying the process of managing daily compliance for organisations

ASX: KYP

June 2024



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• **Recognition of country**

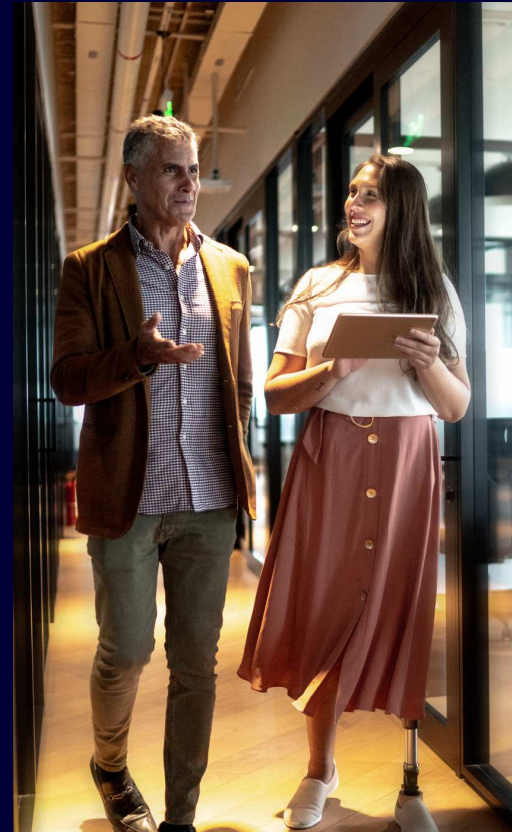
Kinatiko acknowledges the Traditional Owners of the land on which we meet and work throughout Australia and New Zealand. We recognise Aboriginal and Torres Strait Islander peoples' continuing connection to land, place, waters and community. Kinatiko recognises the unique role of Māori as Tangata Whenua 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.



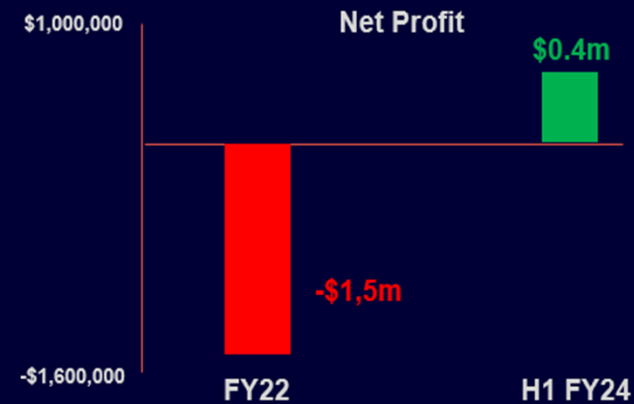
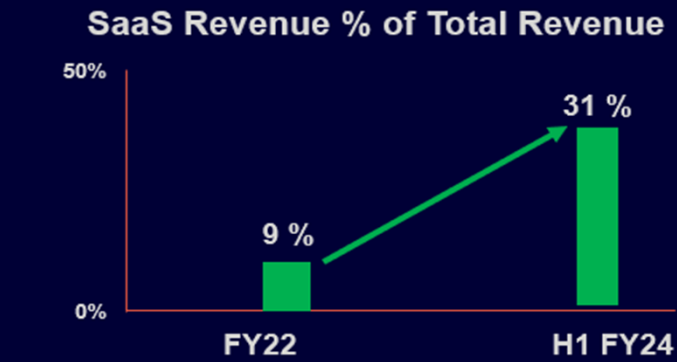
• A story of company transformation

- Australia's leading screening and verification business now evolved into a provider of simplified compliance management.
- Existing client base of over 10,000 AUS/NZ businesses providing the base of a strong sales pipeline.
- ISO 27001 Certified. Just renewed.
- Simplified compliance launched July 2022, marking the start of the transformation of the company.
- Since then :
 - Company Renamed
 - SaaS revenue has grown by more than 300%. Now over \$10m annualized.
 - Gross margin has increased from 64% to 68%.
 - Profitable.



● Kinatico's Financial Transformation

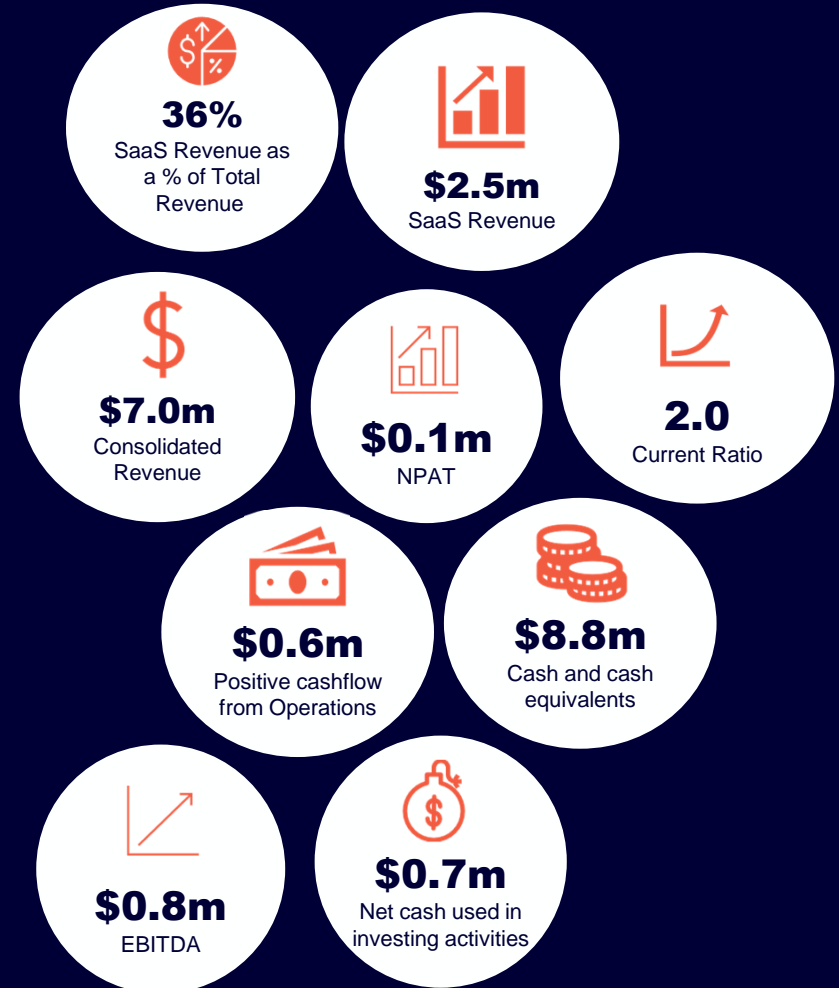
From inception of the simplified compliance Launch Q1FY23.



Financial Highlights Q3 FY24

Unaudited

- ✓ Consolidated Revenue: \$7.0m
- ✓ SaaS Revenue: \$2.5m
- ✓ SaaS Revenue-as a % of Total Revenue: 36%
- ✓ EBITDA: \$0.8m
- ✓ NPAT: \$0.1m
- ✓ Cash and cash equivalents: \$8.8m
- ✓ Current Ratio: 2.0
- ✓ Positive cashflow from operations: \$0.6m
- ✓ Net cash used in investing activities: \$0.7m
- ✓ No Debt



• The company strategy



- ✓ Transactional Revenue (much of it recurring)
- ✓ Strong Customer base providing revenue foundation
- ✓ Provides enviable Sales pipeline for the compliance product
- ✓ FY25 plan to achieve desired automation level, driving greater profitability
- ✓ As credential validation business increases in commoditization, value is absorbed into the compliance product



- ✓ Contracted SaaS revenue
- ✓ Delivering on the increasing market demand for secure, current, easily accessible compliance information including verification where necessary
- ✓ The speed of newly introduced requirements is overwhelming legacy, often manual organizational processes.
- ✓ The value of the product is in delivering simplicity of data management not industry specific compliance adherence.
- ✓ Embeds Kinatico at an operational level, further reducing churn
- ✓ Opportunity to be the central conduit of organizational comms to workers for all systems leveraging the ecosystem of systems.

FY23

- Establish Strategy
- Launch compliance product
- Commence SaaS transformation
- Rebrand Company
- Move to profitability

FY24

- Confirm market fit for Compliance
- Implement Biometric ID and processing automation plans
- Design of next gen Compliance UX and next gen platform
- Grow SaaS and resulting Profitability

FY25

- Launch next gen platform/UX
- Implement scale efficiencies from automation increasing profitability
- Increase new SaaS revenue
- Grow cash contribution

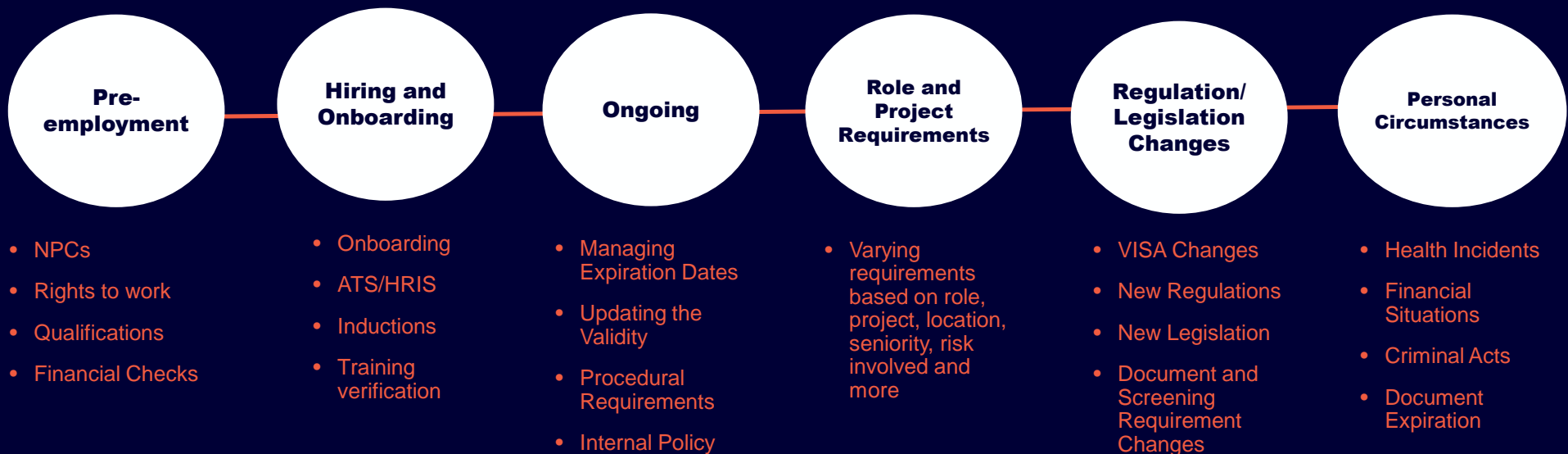
Beyond

- Publish APIs to enable the ecosystem and providing organisations with a singular view.
- International expansion
- Grow



• Our Space Organisational Compliance, Simplified.

From hiring to onboarding, through to daily compliance. The services we specialise in speak to every stage of the employee compliance lifecycle.



Our Product

Full Workforce Compliance Solution Vision

Kinatico's smart platform extinguishes the manual burden and create's more time for strategic and value-adding tasks.

Kinatico's full end to end solution supporting all of the customers GRC needs.



Increased accuracy and reliability

Shifting to a digital system with automated data collection reduces errors, improves the quality of data, audit history, etc, supplying leadership teams with decision making tools with confidence that the underlying data is correct.



More productive use of staff time

By using automation to eliminate manual workload, our solution improves productivity, reduces waste and helps the organisation gather valuable data



Autonomy

Customers have the autonomy to view and manage their data, taking ownership of their compliance requirements.



Operate at scale

Access the portal wherever, whenever, and from any device, making this an ideal option for geographically diverse teams.



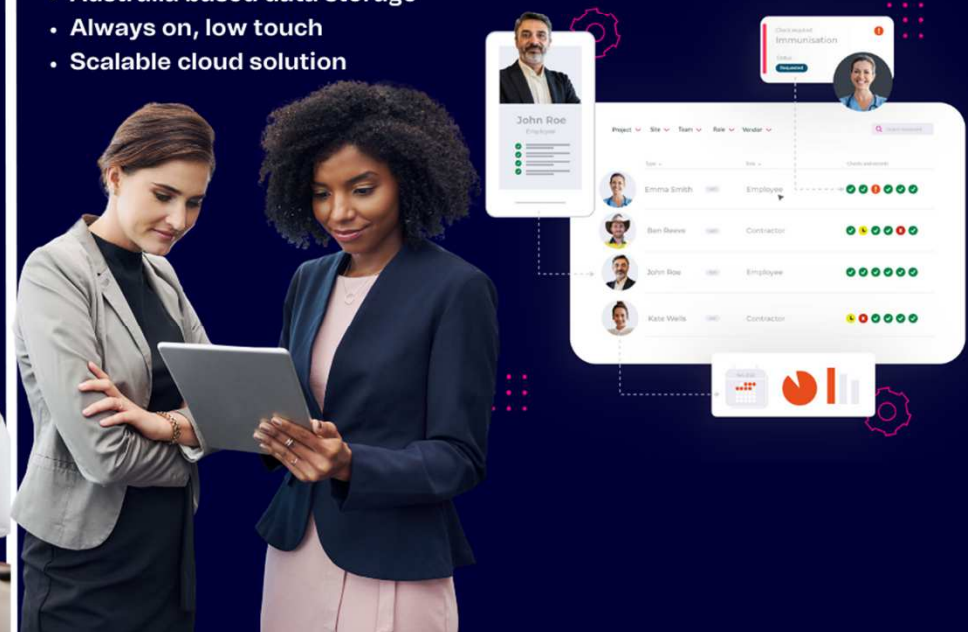
• Simplifying Management of Workforce Data

From...



To...

- Real-time compliance management
- Decreased risk profile
- Automated reminders
- Expiry alerts
- Efficient onboarding
- Secure data and privacy structure
- Live dashboards
- Australia based data storage
- Always on, low touch
- Scalable cloud solution



- **FY24 Contract Win Highlights**
>\$5m annualised SaaS Revenue



Australian Government
 Department of Health and Aged Care



• Summary



Our technology helps your organisation to know your people. Simply. While you focus on opportunities, we connect you to insights that lift your capability and mitigate your risk.

- ✓ A two product Strategy.
 - ✓ Leverage the existing customer base
 - ✓ Convert existing customers to SaaS and win new ones
 - ✓ Continue to build out the required automation components driving increased profitability
 - ✓ Continue to build out the self-service feature set and simplified UX of Kinatico Compliance
 - ✓ Position the product as the central aggregator for secure information transfer and compliance reporting in any organisation
- ✓ Profitable
- ✓ ~\$10m cash reserves
- ✓ SaaS Growing. ~\$10m FY24 (annualized). (up from \$4.8m FY23)
- ✓ Demonstrated product market fit
- ✓ Proven record of delivery
- ✓ Clear plan for the future





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Keeping your workforce active.

