

ASX RELEASE

ASX: KYP

Doubling of SaaS revenue drives tripling of Kinatico profit

Flash highlights

-  Profit for the 2024 financial year (FY24) of **\$0.8m** (up 225% from \$0.2m in FY23)
-  FY24 SaaS revenue of **\$9.7m** (up 90% on FY23)
-  FY24 revenue of **\$28.7m**, including 34% from SaaS revenue

Leading Australian “Know Your People” RegTech company, Kinatico Limited (ASX:KYP) (Company or Kinatico) is pleased to provide the following unaudited flash results for the 2024 financial year reporting period.

SaaS performance

Kinatico continues to transform to a provider of simplified daily compliance management delivered through Software-as-a-Service (SaaS) from being only a credential checking business. As a result of this transformation, the Company expects to report a profit for FY24 of \$0.8m, more than triple the reported FY23 profit of \$0.2m.

Kinatico’s profit has been driven by its continued success in growing SaaS revenue. Revenue from SaaS customers over the year was \$9.7m (up 90% on \$5.1m in FY23) and representing 34% of the total revenue (in comparison, SaaS revenue was 18% of FY23 revenue).

Kinatico’s total revenue was \$28.7m, an increase of 4% on FY23.

Q4 performance

During Q4FY24, Kinatico earned \$2.8m in SaaS revenue, an increase of 43% on the prior corresponding period (pcp).

SaaS revenue for the quarter comprised 38% of Kinatico’s total Q4 revenue of \$7.3m.

Cash performance

As at 30 June 2024, Kinatico’s closing cash and cash equivalents, inclusive of long-term deposits, was \$10.1m.

Kinatico CEO Michael Ivanchenko said: *These results reaffirm that Kinatico’s vision of becoming a provider of simplified daily compliance is resonating with our chosen markets, and that our combined efforts to transform of the business towards that clear goal are delivering results. In the ongoing uncertainty of this macro-economic environment in which we find ourselves, Kinatico has once again*



grown revenue and increased our booked SaaS revenue at an impressive rate independent of seasonal or employment market impacts.

I want to thank all Kinatico staff for their valued commitment to our common goal.

The Company's annual report will be released 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:

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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. By combining certifications and compliance data with business policy and legislative requirements, Kinatico 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