

ASX RELEASE

ASX: KYP





Chairman's address to 2024 Annual General meeting of Kinatico Ltd

Good morning all

My name is Ivan Gustavino. I am the Chairman of Kinatico Ltd. Welcome to the 2024 Annual General Meeting of the Company.

Highlights of FY24

As reported in our Annual Report published in August, in FY24, Kinatico achieved the following highlights:

-  SaaS revenue grew by 90%, to \$9.7 million for the year
-  Net profit after tax grew by 230% to \$780,723
-  Total revenue lifted to \$28.7 million, a 4% increase on FY23
-  Earnings per share rose by 210% on the previous financial year

Realising the strategic vision

Each of these highlights evidence our ongoing success in Kinatico realising the Company's strategic vision.

Throughout the year, all levels of the Company have continued to maintain a disciplined focus on execution of the strategy to establish Kinatico as a leading provider of simplified compliance management software-as-a-service. Furthermore, they have pursued this transformation whilst also continuing to increase efficiency and productivity within the legacy "business as usual."

Following the close of the formalities of the AGM, I will invite our CEO, Michael Ivanchenko, to the podium to talk more about the achievements of FY24, the success of the first quarter of the current financial year, and a little of plans for the balance of this financial year.

Retirement of Mr Cameron-Dow

Before moving on, though, I must note that this meeting marks the retirement of long-standing director, George Cameron-Dow.

George joined the board of directors in early 2017, almost eight years ago, or (I'm told) 2,808 days ago.

Needless to say, the Company was a very different Company back then. It had a different name, address, Chairman, board, and CEO. There was a different product offering. Revenue was a fraction of what it is now, the Company was running at a significant loss, and the Company never spoke of SaaS.

George has been an integral part of the Board that has led the Company's transformation over that time.



George has chaired Kinatico's Audit and Risk committee since its inception, and has served on the Remuneration Committee as well. Of the 116 board and committee meetings that have been held during his tenure, George has attended 115 of them, a statistic that is emblematic of his diligence.

On a personal note, from when I joined the board as Chairman some 18 months after George had joined, I found George's contribution was of enormous help to me. His extraordinary attention to detail, patient and methodical approach, fine judgement, plain speaking, and dry sense of humour were often invaluable.

Please join with me in thanking George in the usual manner.

In conclusion

In conclusion, the Board remains confident that Kinatico Ltd is pursuing the right path to ensure the best return for shareholders.

As you will shortly hear from Michael, our industry-agnostic solutions will provide a simplicity and certainty, every day to allow each of our customers to manage their specific compliance requirements.

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.

For further information, please contact:

Michael Ivanchenko
Chief Executive Officer
investors@kinatico.com

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