



# CEO Post-AGM Presentation

Simplifying the process of managing daily compliance for organisations

ASX: KYP

AGM  
October 2024



## • **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.



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- **Optimising the legacy while growing the future**  
**The year in review - two businesses in one**

### Leveraging the legacy into a bigger market while optimising its efficiency

- X Verification services and screening is challenged globally.
- X Digital access to information is removing the need for pure screening companies.
- X Smaller players play the price game lowering the bar for everyone.
- X Screening revenue is directly tied to hiring activity.

### But for Kinatico

- ✓ The strong brand (CVCheck) leads to high rates of customer return.
- ✓ Over 10,000 repeat corporate customers provide a pipeline for upsell to Kinatico Compliance.
- ✓ Ongoing digital advances have enabled improved productivity and cost out.
- ✓ The CVCheck brand will be maintained in the future but will increasingly be a sales acquisition tool for Kinatico Compliance.

**NPAT Up 230%**  
**\$0.8m<sup>+</sup>**

**Free Cashflow from**  
**Operations \$4.2m <sup>+</sup>**

**Cash\***  
**\$10m <sup>+</sup>**

### The Future Growth Engine **Compliance**



Simplifying the daily burden of managing compliance

**59% - CAGR SaaS Growth from launch**

**38% - SaaS as a percentage of revenue (Q4 FY24)**

**80% - Target of revenue from SaaS within 3 years**

**\$3.2m - Invested in ongoing platform enhancement funded from Cashflow for FY25 Release**

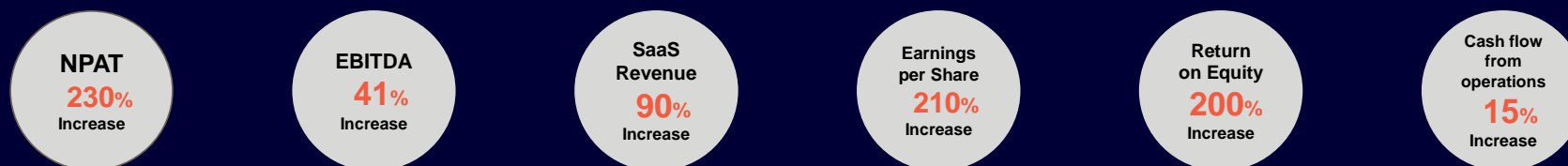
**SaaS Revenue up 90%**  
**\$9.7m <sup>+</sup>**



\*Cash and cash equivalents  
<sup>+</sup> FY24 numbers

- **Our numbers confirm the performance**

**Ongoing improvement, the outcome of our commitment to transformation**



**FY24**

\$0.8m	\$3.7m	\$9.7m	0.186 cents	3%	\$4.2m
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**FY23**

\$0.2m	\$2.6m	\$5.1m	0.060 cents	1%	\$3.6m
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**FY22**

Loss (\$1.5m)	\$1.1m	\$2.4m	Loss(0.35) cents	Loss (6%)	\$3.1m
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Growing profitability

Sustained improvement in operational performance

Repeated strong SaaS growth

Confirming ongoing focus on shareholder return

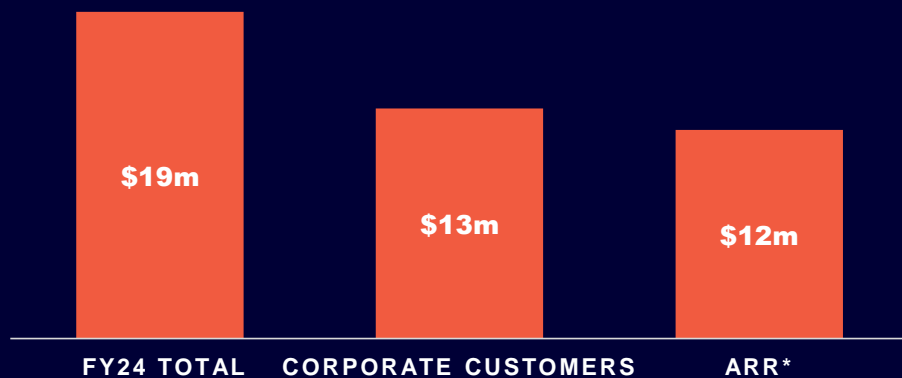
Shareholder value driven by transformation

Self-funding future growth strategy.



## • A deeper look tells an even better story

Underlying transactional revenue ARR value as at FY24



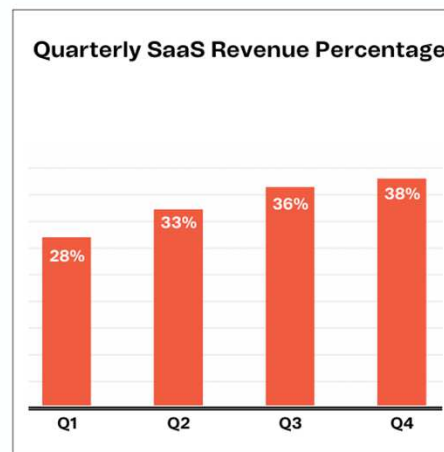
**91%**

of corporate customers

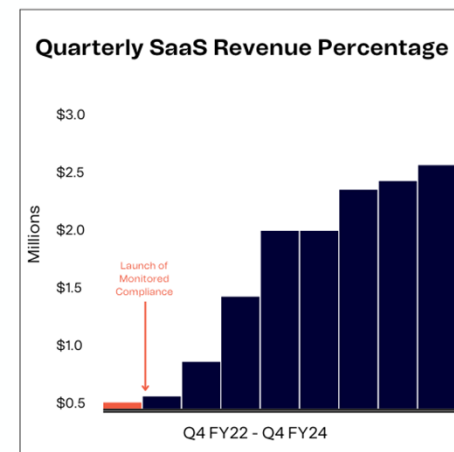
- are recurring customers
- are the existing customer pipeline for simplified compliance

+

Our SaaS Revenue Growth



In FY24, we achieved a 56% increase in SaaS customers



SaaS Revenue FY24  
**\$9.7m**



\*Transacting more than twice in FY24, and at least once in FY23

- **The trajectory has continued for Q1 FY25**

Q1 Performance

+

Our Ongoing SaaS Revenue Growth

**\$8m**

Total Revenue

**\$3m**

SaaS Revenue

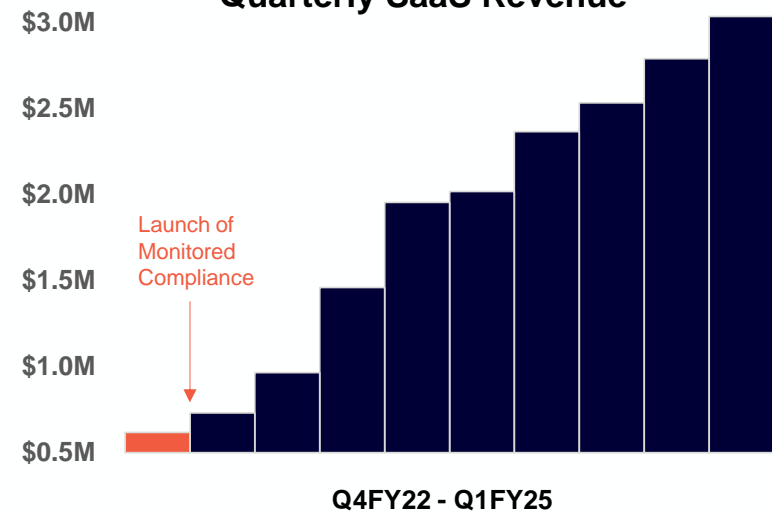
**\$2.7m**

New Annualised SaaS  
Revenue added

**38%**

SaaS % of total

**Quarterly SaaS Revenue**



Annualised SaaS now **\$12.1m**



## • **The FY25 Vision**

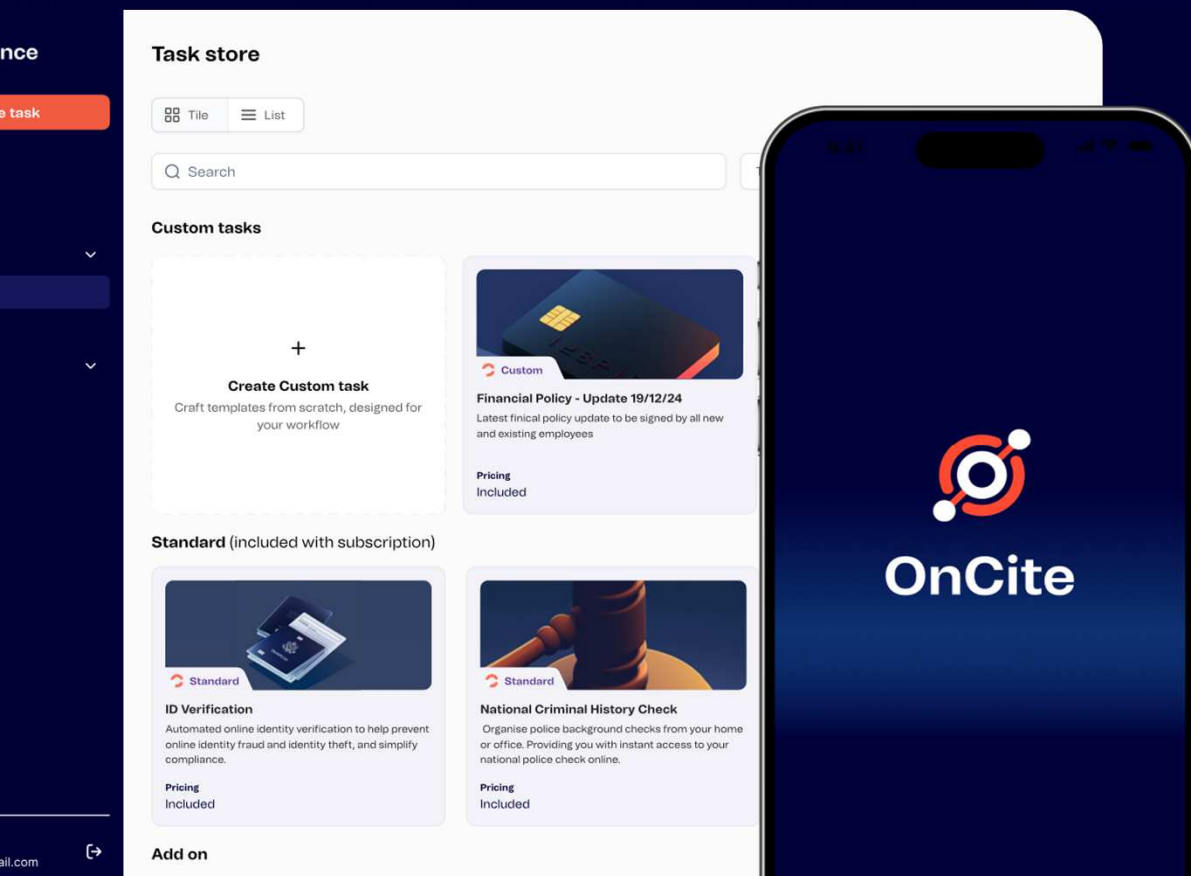
- Delivering self service and self configuration of simplified compliance.
- Adding value to our SaaS product.
- Cementing the company as the leading provider of simplified compliance solutions.
- Ongoing SaaS growth increasing margins and profitability
- Ongoing efforts to increase internal efficiency and automation

Announcing.....





# Kinatico Compliance



## Compliance

### For administrators

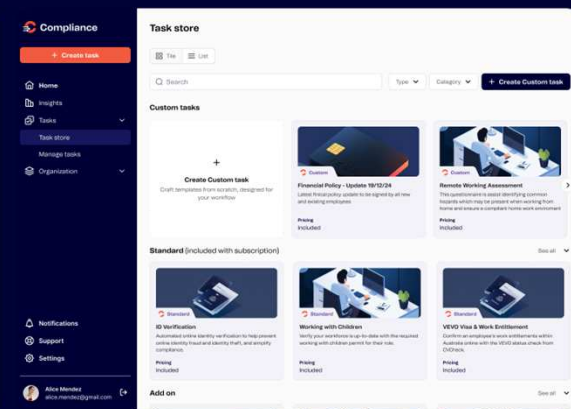
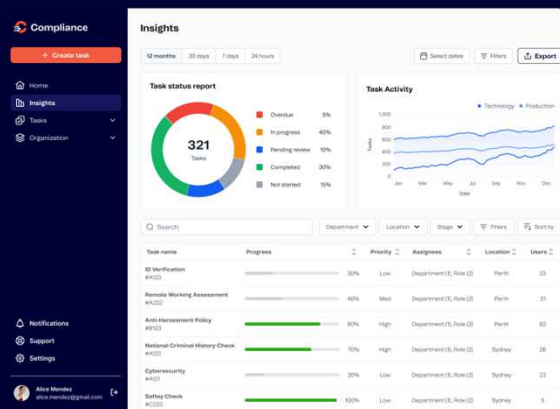
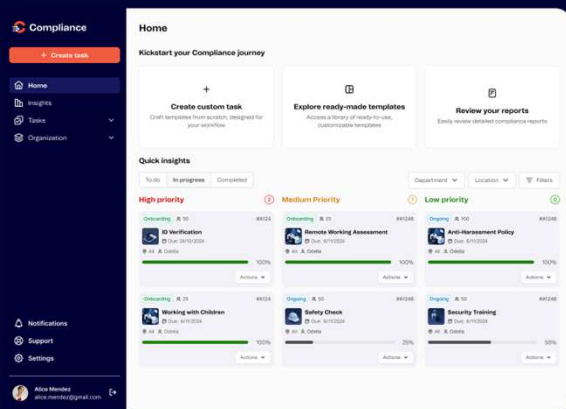
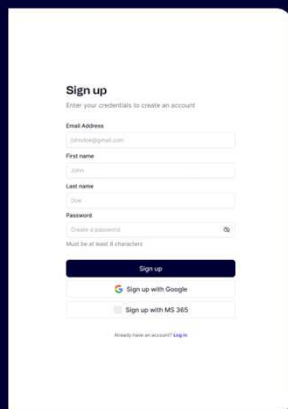
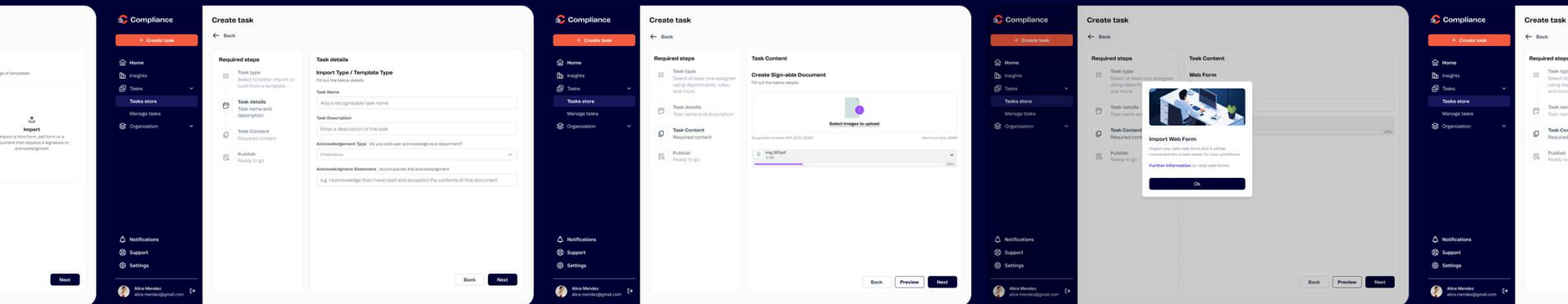
- Manage all compliance across the organization
- Drop compliance task requirements onto workers profile (department, role, individual)
- Build custom tasks and requirements
- Roles and permissions control access to information
- Customisable dashboards and reports

## OnCite

### For Workers

- One stop for all compliance requirements
- Secure (no private data over the open internet)
- Fulfill any requirements on the spot
- Access to other company enterprise platforms from a single app.

# Kinatico Compliance



# Kinatico Compliance

10:00

Login to continue

Email

Password

[Continue](#)

[Forgotten Password?](#)

or

[Continue with Google →](#)


[Continue with Apple →](#)


Do not have an account?  
[Sign Up](#)

10:00



Tasks



To be completed



 Anti-Harassment Policy

 Remote Working Assessment

Completed

 Add Company 

 ID Verification 

 Licence Verification 

10:00

< Remote Working Assessment

Emergency Contacts

Your emergency contact name

Your emergency contact number

Work Environment and Performance Standards

Is the workspace free from distractions e.g. excessive noise?

Do you have access to and understand how to use necessary software/tools to perform your job?

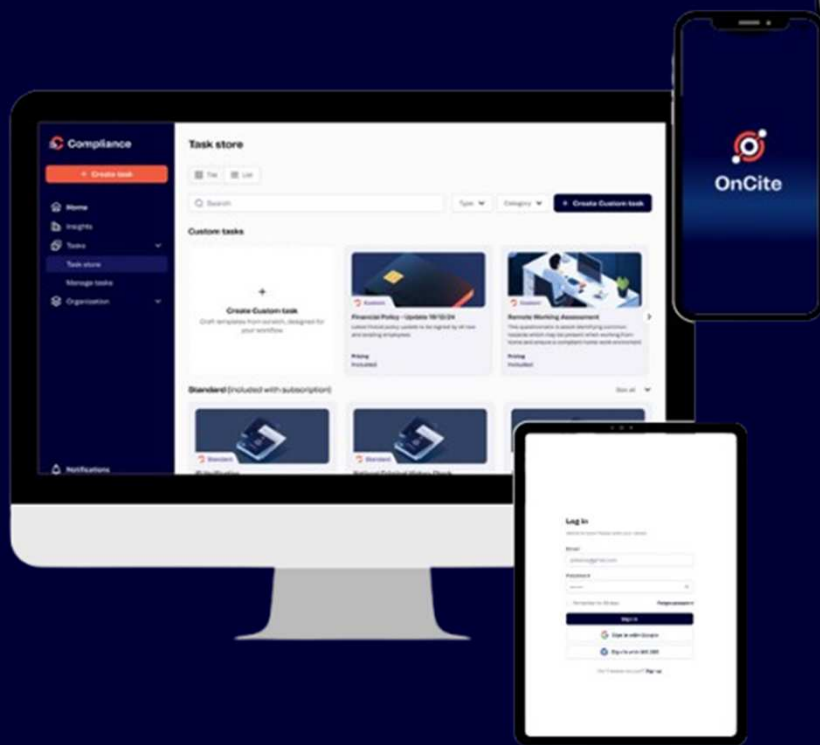


**Available to Customers  
January 2025**



## • Recap

### A look towards the future "Compliance Simplification"



#### Releasing the features our customers are asking for - Driving our growth

- Self Service configuration
- Predictive compliance task suggestions
- Intelligent dynamic dashboards and reporting
- Geolocated triggering of compliance requirements.



#### Continue to optimise the legacy to increase operating cashflow

- Further automation
- Partner to continue to drive efficiencies and growth
- Productivity improvements



#### Growth opportunity with low downside risk

- Proven execution team
- Profitable
- \$10m in cash reserves.
- Consecutive years of strong SaaS growth
- Strong balance sheet
- Operations generating >\$4m in cash funding our investment in development of customer driven roadmap





## Email Us

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## Visit Our Website

[www.kinatico.com](http://www.kinatico.com)

Keeping your workforce active.

