



Compliance Reimagined

Shaw and Partners TechRise Conference

Michael Ivanchenko, CEO Kinatico

Kinatico Overview – ASX:KYP

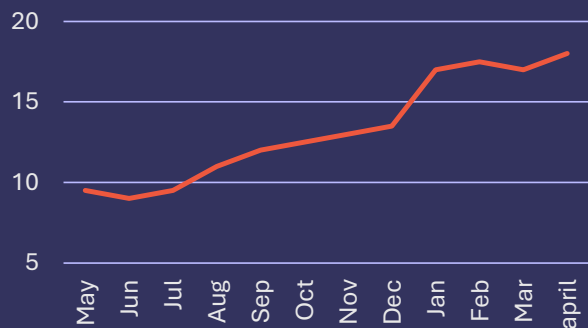


- Employment screening and credential validation
- 600k verifications annually
- 27k organisations across AU & NZ
- >80% recurring corporate customers
- ~\$19m transactional revenue FY24
- Strong brand and a ready-made pipeline for our SaaS solutions

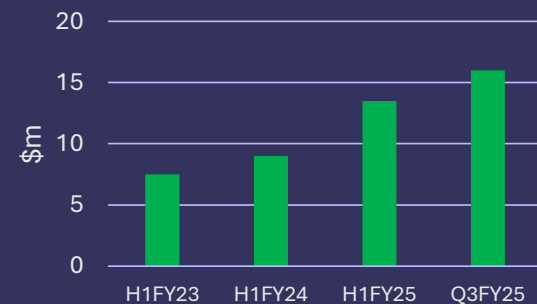


- Solving problems including multiple compliance systems not being integrated, multiple logons, manual errors, and time wasted
- Putting the tasks into the hands of the workers – making easy to complete
- Strong market demand driving SaaS growth.

Share Price (c)



Annualised SaaS



• People Management Workflow – Lifecycle Compliance Solutions



Easily customise Tasks



Intuitive insights



Increase productivity



Reduce errors



Accelerate workforce availability



Support clearer decisions



Integrated security



Less risk with higher visibility

Future of People Management Workflow



Simple

Customisation of organisation's tasks

Secure

Risk & Compliance Management

Seamless

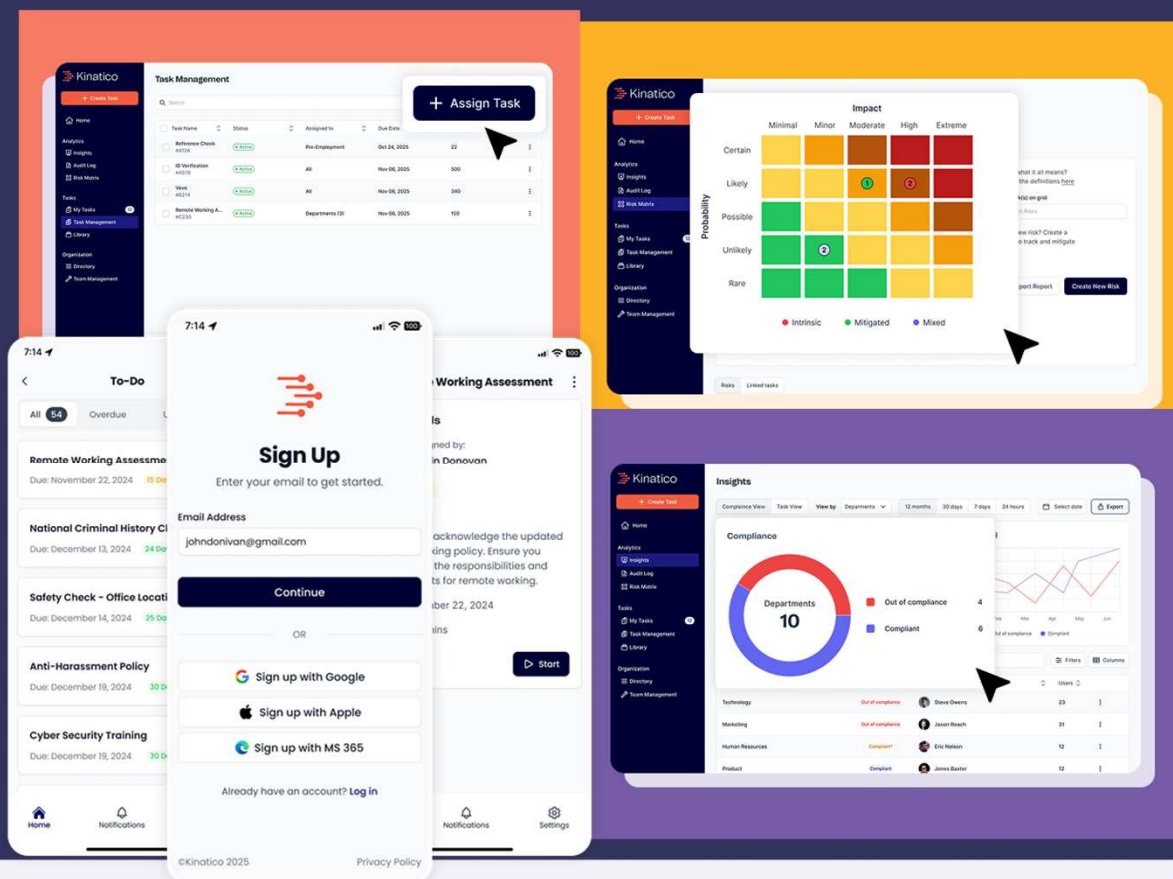
Task management all in one place

Swift

Instant Realtime Completion

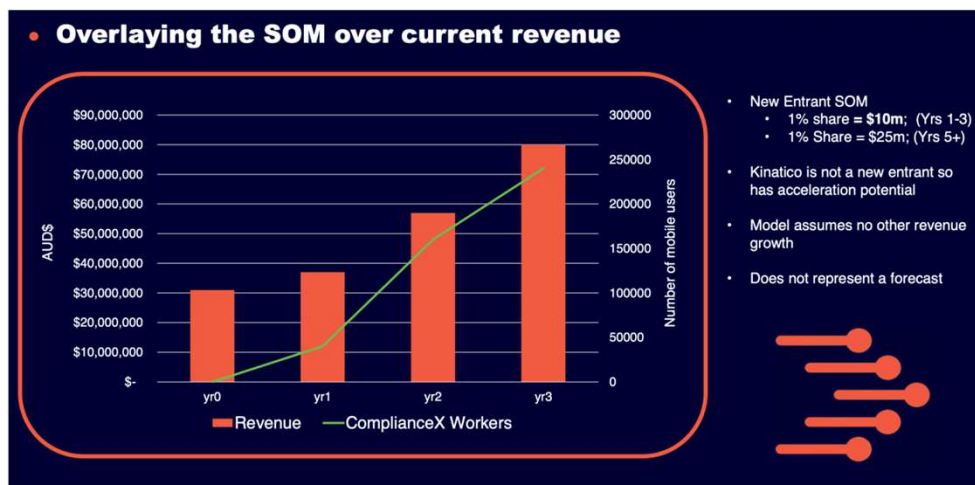
Synchronised

Information of all Your People's Compliance Tasks



<https://www.youtube.com/watch?v=vZ9lwDOUaqE>

Drivers of Revenue



Shaws research highlights

- **Strong SaaS Revenue Growth:** SaaS revenue reached \$4m (+\$2m ARR QoQ), notably strong given KYP is not yet operating at peak sales capacity. Recent hiring of sales personnel and the upcoming ramp-up following the *Kinatico Compliance* launch (April 2025) should further accelerate growth. Quarterly ARR addition has returned to elevated levels (\$2m per quarter over the past two quarters), last seen during the ramp up of BHP.
- **2H25 SaaS Revenue Ahead of Forecast:** Our initial estimate of \$7.3m SaaS revenue for 2H25 appears conservative. We now upgrade our 2H25 SaaS revenue estimate to \$8.3m, allowing some flexibility for conversion timing of the *Kinatico Compliance* pipeline into FY26.
- **Tariff Resilience:** Given the essential nature of compliance and regulatory software solutions, KYP is largely shielded from tariff-related headwinds. Compliance solutions are non-discretionary and difficult to replace, positioning KYP to sustain robust adoption. Furthermore, *Kinatico Compliance* delivers substantial productivity gains (with some processes reportedly reduced from ~35 hours/week to under 10 hours), reinforcing the value proposition even in a weaker macroeconomic environment.

Opportunity Validated by Customer Research

Appeal – Highest with SME which represent 99.7% business in AU* Sweet spot was 100–200 employees

Opportunity – educate small business (97% business in AU) benefits of simple solution

Try before buy – Starter Tier / Core Tier

All in one pricing tier – highest appeal

Doing the Right Thing – Compliance seen as necessary

Time Saver – esp. in Healthcare & Education

One Stop Shop – all info needed at fingertip

Industry agnostic appeal

Driving new logos in addition to existing customer conversion

*Source: ABS Counts of Australian Business, Table 13a, August 2024 and ASBFEO calculations (excludes businesses that are not registered for GST).