

# Investor Webinar FY25 Full Year Results

27 August 2025



Discover how we're leading the pack towards our future

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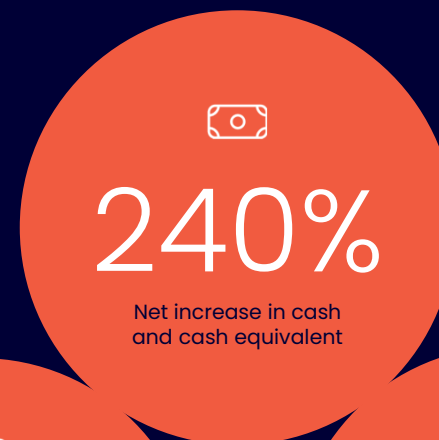
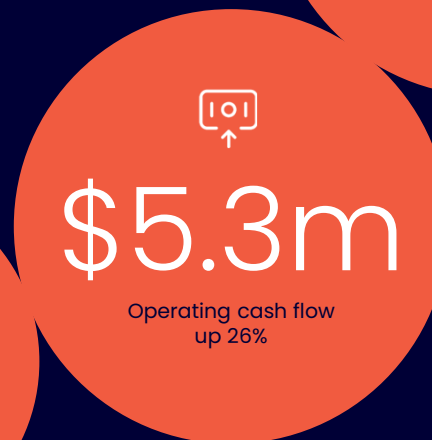
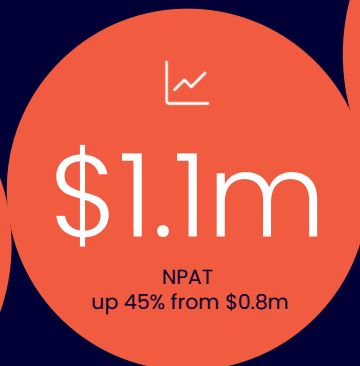
Kinatico acknowledges the Traditional Owners of the land on which we work throughout Australia and New Zealand. We recognise Aboriginal and Torres Strait Islander peoples' continuing connection to land, place, waters, and community.

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 endeavor to implement bicultural policies and practices that incorporate and value cultural concepts and values.

# FY25 focused on strategic execution underpinned by financial excellence

Our disciplined growth strategy has delivered sustainable revenue expansion with strong cash generation, enabling consistent shareholder value creation while maintaining the financial flexibility to deliver our innovative product offering, with the launch of Kinatiko Compliance



Kinatiko Compliance (CX) now live and in market  
funded out of business cash flow



# Record Growth in Revenue combined with effective financial management

Multi-year comparison

	Consolidated Revenue 12% Increase from FY24	SaaS Revenue 54% Increase from FY24	SaaS % of Total Revenue 38% Increase from FY24	SaaS CAGR 57% Since commencement FY22	Annualized SaaS –Q4 57% Increase from FY24
FY25	\$32.1m	\$14.9m	46.5%	57.3%	\$17.5m
FY24	\$28.7m	\$9.7m	33.8%	58.5%	\$11.1m
FY23	\$27.7m	\$5.1m	18.4%	44.8%	\$7.9m
FY22	\$26.4m	\$2.4m	9.2%	–	\$2.4m

# Resulted in profitable growth in key metrics across the board

Multi-year comparison

	EBITDA 19% Increase from FY24	NPAT 45% Increase from FY24	Return on Equity 48% Increase from FY24	Earnings per Share 45% Increase from FY24	Current Ratio 4% Increase from FY24
FY25	\$4.3m	\$1.1m	4.5%	0.27 cents	2.1%
FY24	\$3.7m	\$0.8m	3.0%	0.19 cents	2.0%
FY23	\$2.6m	\$0.2m	1.9%	0.06 cents	1.9%
FY22	\$1.1m	Loss (\$1.5m)	2.2%	Loss (0.35 cents)	2.2%

# Coupled with disciplined Capital and Cash Management for future strategic growth

Multi-year comparison

	Cash and Cash Equivalents  5% Increase from FY24	Cash flow from operations  26% Increase from FY24	Cash Used in Investing Activities  23.1% Increase from FY24	Net Cash and Cash Equivalents  240% Increase from FY24	Cash Conversion Rates  1% Increase from FY24
FY25	\$10.2m	\$5.3m	-\$3.9m	\$0.4m	110%
FY24	\$9.8m	\$4.2m	-\$3.2m	\$0.1m	109%
FY23	\$9.6m	\$3.6m	-\$4.0m	-\$2.3m	112%
FY22	\$11.9m	\$3.1m	-\$3.5m	-\$1.0m	109%



# Disciplined approach to marketing with credible brand leadership ensured a strong sales pipeline



## Exceptional Sector Diversity

- Strength in across aged care, energy, industrial, education and government
- From SME to Enterprise



## Servicing needs Enterprise to SME & Individuals

- Circa 1 million individuals annually
- Adapts to business needs from 2 -> 10,000+ workers



## Brand Authority

- Credible voice in compliance regtech
- ISO27001 certified, Government Accredited



## Existing Customer Base

- More than 10,000 organisations



# Accelerating SaaS Growth: Driving Predictable Revenue Streams

## Key Performance Highlights

- **Revenue Mix Evolution**  
SaaS now represents 46% of total annual revenue, increasing to 50% in Q4 — demonstrating clear momentum toward our recurring revenue model
- **Exceptional Growth Rate**  
\$14.9m in SaaS revenue delivered 54% year-on-year growth from existing solutions, significantly outpacing industry benchmarks
- **Strong Q4 Performance**  
Annualised SaaS revenue reached \$17.5m based on Q4 run-rate, indicating accelerating quarterly momentum
- **Market-Leading Retention**  
Industry-leading customer retention rates provide foundation for predictable, compounding revenue growth
- **Future Growth Catalyst**  
New SaaS Kinatico Compliance solution positioned to accelerate growth trajectory as market adoption gains momentum

# Multiple new Customer wins with strong growth across all key sectors



# Increasing compliance complexity creates sizeable future opportunity

## Growth drivers present Opportunities

- Rising compliance pressure from an increasingly regulated global economy (data privacy, ESG reporting, wage theft laws, SOCI laws etc etc)
- Digital transformation at rapid pace
- Global suites target large enterprises – SMEs left with siloed solutions and tool fatigue



## Resulting in Sizable market

- Total addressable market of RegTech solutions estimated at \$1.2bn in 2023; projected to grow to \$2.7bn by 2030
- Serviceable addressable market is estimated to be ~60-70% of TAM
- Estimated serviceable obtainable market to be \$10m-\$30m within 3 years and \$200m-\$300m within 10 years

# Kinatico reimagined Compliance to take advantage of growing market needs

August 2025 – Michael Ivanchenko, CEO – Kinatico Compliance





# Providing solutions adapted to needs of existing and future customers



Kinatico



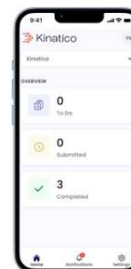
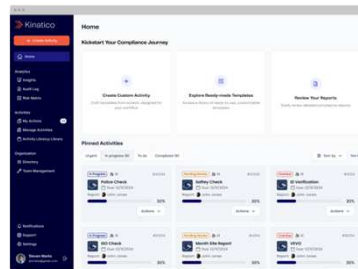
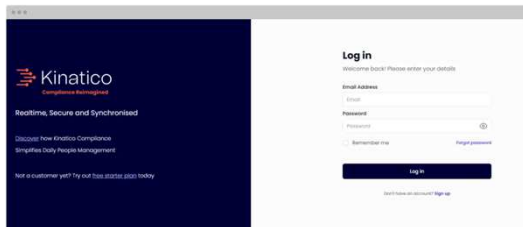
Kinatico  
**Compliance**



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**CVCCheck**



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**Logistics**



## Built on a strong foundation

### Customer-driven development

Investment priorities aligned with market needs and customer feedback

### Scalable platform

Leveraging current latest technology developments for future opportunities

### Affordable investment

Demonstrated ability to fund future growth whilst simultaneously generating positive cash flow

### Targeted products

Product hierarchy built using the voice of the customer

# Model Investment thesis sets foundations for strong profitable future growth



## Proven financial model

- \$32.1m revenue
- \$1.1m NPAT
- Positive cash flow
- Strong Cash Reserves



## SaaS transformation success

- 50%+ y-o-y growth
- 50% of revenue now SaaS
- Predictable revenue streams



## Market leadership position

- Pre-eminent screening brand in market
- Signed top brands and government
- 10,000 customers



## Growth runway

- Large addressable market
- Customer upsell opportunities
- Platform expansion potential



# Questions



# Kinatico

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Keeping your workforce active.

