



ASX Release

15 November 2021

Ms Ramona Seeto
Adviser, Listings Compliance
ASX Market Announcements Office
Australian Securities Exchanged Limited
20 Bridge Street
Sydney NSW 2000

Dear Ramona,

Kyckr Limited 2021 Annual General Meeting

Kyckr Limited (ASX: KYK) (Kyckr) advises that its Annual General Meeting (AGM or Meeting) will be held today, 15 November 2021, at 9:00 am (AEDT).

Please find attached:

- 1) Chairman's Address;
- 2) CEO Update; and
- 3) Accompanying presentation slides

Shareholders can participate in the Meeting via the Lumi platform through the following URL: <https://web.lumiagm.com/393-725-761>.

Participating in the Meeting virtually will enable shareholders to view the Meeting live, ask questions and cast votes in the real time poll during the Meeting. Shareholders will be able to log in to the online platform from 8:00 am (AEDT).

More information about using the online platform (including how to vote and ask questions online during the AGM) is available in the Online Meeting User Guide available on Kyckr's website at <https://www.kyckr.com/about/investors>.

The Directors of Kyckr encourages shareholders to participate in the AGM via the online platform.

This announcement is made with the Authority of the Kyckr Board of Directors.

Yours Sincerely,

Glenn Day
Company Secretary



Chairman's Address *(slide 7)*

Good morning everyone and welcome to the Annual General Meeting of Kyckr. My name is Rajarshi Ray and I am delighted to speak to you as Chairman of the company.

Before I begin, I would like to acknowledge the traditional owners and custodians of the lands on which we meet today – including the Wodi Wodi of the Dharawal and the Gadigal of the Eora Nation.

Our business transformation and progress has been outlined in detail in our Quarterlies and Annual Report throughout this financial year via our market announcements. Accordingly, as discussed earlier, I plan to keep my comments brief to allow maximum time for questions.

FY21 Performance

The last year marked a significant milestone in the transformation of Kyckr from a transactional, document-based business to a SaaS like data business.

Clearly, the COVID pandemic continued to present a challenging (and often recurring) set of circumstances during the year. Notwithstanding, the consolidated entity started to see the first positive financial and operational outcomes progressively throughout the financial year. In fact, we were pleased to report to shareholders three consecutive quarterly record results - albeit from a small base.

For shareholders, your current Board acknowledges that this progress has been a long time coming. However, as Ian our CEO will outline in more detail, we now have momentum across all the key pillars of our business, all the while significantly increasing investment in our solution sets to take advantage of the market opportunity. Key metrics for FY21 included:

- revenues to \$2.7m (up 13% YOY) despite the substantial COVID impact
- increases in key metrics of enterprise contracts with an Annual Recurring Revenue ('ARR') value of \$1.5m (up 300% YOY)
- significant progress in securing new ARR Enterprise (4) and Partner (5) clients
- an increase in expenses to \$5.5m (up 12%) as we ramped up spend in technology to \$1.7m (up 41%).

Board Restructure & Working Capital

This year, we bid farewell to Benny Higgins and Jacqueline Kilgour, both Non-Executive Directors. Instrumental in initiating the first steps of the Kyckr transformation journey, they remain committed shareholders. Management and the Board sincerely thank them for their contributions.



We also welcomed George Venardos, the former CFO of the Insurance Australia Group Limited ('IAG') and Chair of numerous ASX listed companies, whose deep experience will support the acceleration of the Kyckr business.

A little later today, George and I are offering ourselves for election, along with our colleague Karina Kwan, who retires by rotation provisions.

Karina has been a Non-Executive Director of Kyckr since 2018. Her experience in financial services as well as an advisory board member of several fintechs are highly valued by Kyckr as we navigate the Reg Tech market opportunity.

All our credentials are provided in the Annual Report and Notice of Meeting, and I will also ask the Director's to make a brief statement prior to the resolution relating to their election.

As part of the business transformation, your Board has also focused on increasing the level of transparency and communication to investors and would-be investors alike. The first tangible results of this was to reduce the size of the Board; cut in Board Fees to a nominal \$1 (until 1 January 2022); increase the tempo of Board engagement and communication to investors and an increased the levels of support to the Executive Management team in strategy delivery.

The Company also recently raised capital of \$7.75m (before costs) from placements to institutional, professional and sophisticated investors, as well as a share purchase plan that was eight times oversubscribed. Following the capital raise, the Board considers the Kyckr business to have sufficient funding and direction to deliver on our core opportunity and invest in selected opportunities for the benefit of our shareholders and customers alike.

FY22 Outlook

The potential for Kyckr, as always, is significant. Our product set has only scratched the surface of the Know Your Customer (KYC) market opportunity, while our capabilities lend themselves easily to new use cases and product offerings in adjacent markets. Our CEO, Ian Henderson, will provide more details on this shortly.

It is also appropriate that the Board acknowledges your long term support as shareholders. It has been a long journey, and we trust that recent results indicate to you the positive future prospects of the business.

On behalf of the Board, I would like to thank our CEO, Ian Henderson, and the whole team at Kyckr. The Executive and staff are deeply committed to the business, and by in large, act as owners rather than just employees. In a competitive employment landscape, not only did they accept little or no pay rises, pivoted to working from home for large parts of the year and many became shareholders in a personal capacity. Your investment could not be in safer or more committed hands.

Thank you again for your support, and I will now hand over to Ian.



CEO Update *(slide 8)*

Good morning.

I would like to give a short strategic update covering the progress we have made in the last year.

Our Proposition *(slide 9)*

As you are aware, Kyckr's core capability has been built around its global network of corporate registry connections. Through this network, Kyckr is able to give its clients and partners access to up-to-date company information from legally authoritative sources. This is a core requirement in the fulfilment of Know Your Business/Know Your Customer obligations.

Anti-Money Laundering was Kyckr's original go-to-market Use Case and remains central to what we do. But as we have enriched this data we have been able to extend the addressable market to cover areas such as e-commerce, investment management and supply chain management. The key deliverable here is up to date company information – but for entity validation purposes, rather than know your customer. The most exciting aspect of this extension is it moves Kyckr beyond the world of regulated financial services, with its extended sales cycles.

Where we are going: the new Kyckr *(slide 10)*

In 2020 Kyckr changed strategic direction. Previously, Kyckr's data-oriented value proposition was simple – the provision of corporate registry documents for a mark-up via a simple web portal, typically on a pay-as-you-go basis.

Last year we pivoted to a B2B Business Information SaaS model. The plan was to move away from pay-as-you-go to Annual Recurring Revenue, with its reduced volatility and revenue certainty. The first part of the plan has been delivered – the establishment of the infrastructure and value proposition to enable this – fit for purpose API capability with additional product functionality and a new pricing model.

In addition, the sales approach has been re-oriented towards our established and prospective partner pool, which gives us access to a broader potential client base.

FY22 Q1 Update *(slide 11)*

We are seeing the strategy starting to pay off – revenue and ARR were up strongly on prior year. It is pleasing to see new client wins being complemented by existing customers doing more business with us and on a pre-pay basis. 100% client retention in a crowded and competitive market is a testament to Kyckr's value.

The clear delineation by business line is now well established with the data team focusing on additional data sources to build out and strengthen our business information credentials and the ongoing data enrichment work to enable us to pass on productivity benefits to our clients.



The software and automation team is focusing on the development and delivery of our UBO Verify service beyond the current MVP, for which we are seeing significant client and prospect interest. Ultimate Beneficial Ownership discovery is the hottest regulatory topic in the world of AML. The new Kyckr Enterprise Portal development is now nearing completion with a phased roll out anticipated from early next year.

I was delighted to welcome Glenn Day as CFO/CoSec and Richard Barber as global head of sales. This has significantly enhanced the Kyckr management team and positions us well as we move into calendar 2022.

Finally, I would like to add my thanks to our shareholders for your ongoing support. 2022 is going to be an exciting year for Kyckr.

I will now hand back to our Chair for the formal business of the meeting.

- End.



Kyckr Limited

2021 ANNUAL GENERAL MEETING

15 November 2021



Welcome to the Kyckr Limited ANNUAL GENERAL MEETING

**The meeting will commence shortly
15 November 2021**

Rajarshi Ray – Chair

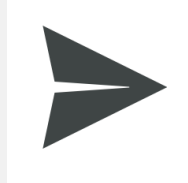


Online Attendees – Text Question Process

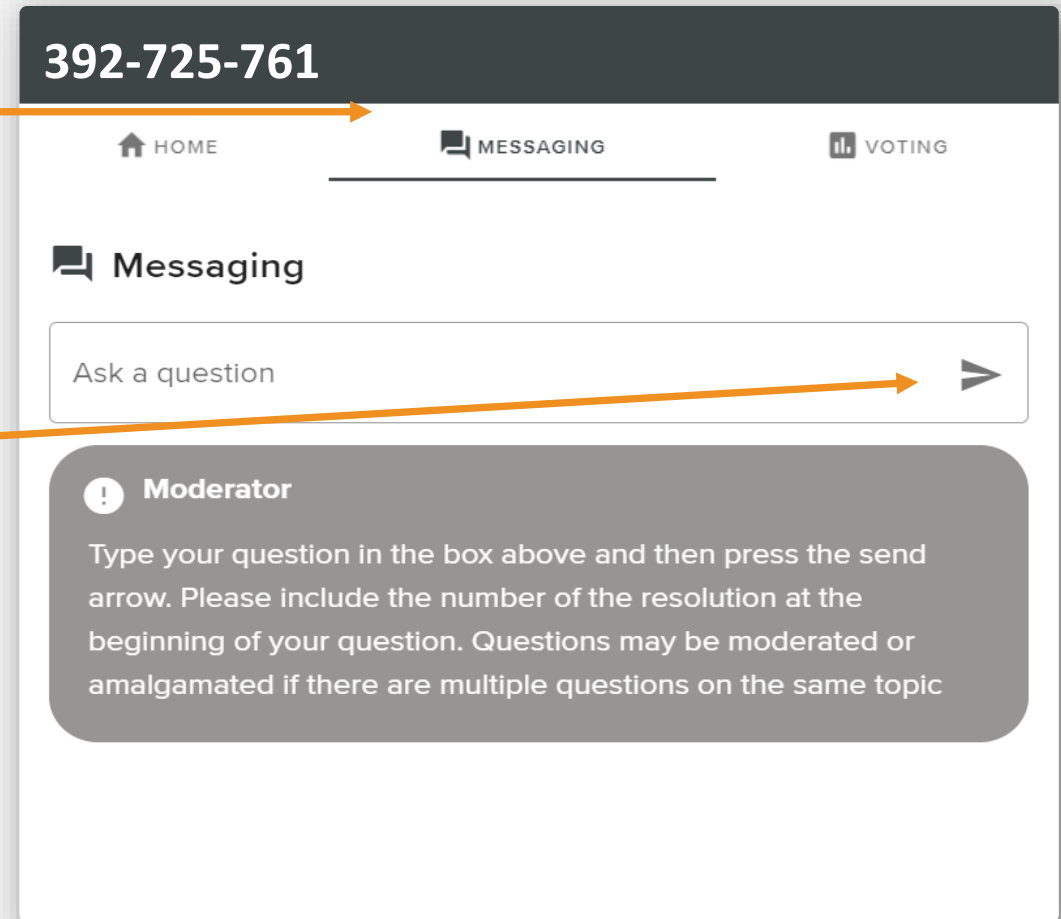
- When the Question function is available, the Q&A icon will appear at the top of the app.



- To send in a question, simply click in the 'Ask a question' box, type your question and then press the send arrow.



- Your question will be sent immediately for review.

A mockup of the app interface showing the 'MESSAGING' screen. At the top, the phone number '392-725-761' is displayed. Below it are three tabs: 'HOME', 'MESSAGING' (selected), and 'VOTING'. The 'MESSAGING' screen has a header 'Messaging' and a text input box labeled 'Ask a question' with a send arrow icon to its right. Below the input box is a grey box with a warning icon and the text: 'Moderator: Type your question in the box above and then press the send arrow. Please include the number of the resolution at the beginning of your question. Questions may be moderated or amalgamated if there are multiple questions on the same topic'. Two orange arrows point from the text in the first two bullet points to the Q&A icon and the send arrow icon respectively.

Online Attendees – Audio Question Process



- To ask a question verbally please dial the number shown on the main information page.
- Enter your meeting ID followed by #.
- You will be asked for a participant pin however simply press # to join the call. To ask a question press *9 to signal the moderator.
- Once your question is answered your line will be muted. Feel free to either hang up or stay on the line. For additional question press *9 to signal the operator.

Please ensure your webcast is muted before joining the call.

392-725-761

HOME

MESSAGING

Kyckr Limited Annual General Meeting 2021

Watching the webcast
To view/listen to proceedings please select the 'Broadcast' bar, then press **play** to begin the presentation. The broadcast can be minimised, audio will continue to play.

Asking a question
If you are a shareholder or proxy you can submit a question. Select the **speech bubble** icon, then type your question in the 'Ask a question' panel and click the submit button.

Asking a question verbally
If you are a shareholder or proxy you can ask a verbal question. Please dial the relevant number below:

Dial by your location
+61 7 3185 3730 Australia
+61 8 6119 3900 Australia
+61 8 7150 1149 Australia
+61 2 8015 6011 Australia
+61 3 7018 2005 Australia
Find your local number: <https://boardroom-media.zoom.us/j/acqWmpYciu>

Once dialled in you will be asked to enter a meeting ID. The meeting ID is below:
(Changes each event)

Please ensure your webcast is muted before joining the call.

You will be asked for a participant pin however simply press # to join the meeting. You will be muted upon entry. To ask a question press *9 to signal the moderator. Once your question has been answered your line will be muted. Feel free to either hang up or stay on the line. For additional questions press *9 to signal the operator.

Voting
When voting starts, a **polling** icon will appear. Select this icon and the resolutions will be displayed on screen, you can then select **For**, **Against** or **Abstain** to cast your vote.

Online Attendees – Voting Process



- When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen.



- To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.
- There is no submit or send button, your selection is automatically recorded. You can change your mind or cancel your vote any time before the poll is closed.

123-456-789

HOME MESSAGING **VOTING**

Poll Open

You have voted on 0 of 2 items

Resolution 1

Select a choice.

For ☐ Against ☐ Abstain ☐

CANCEL

Question 2

Select a choice.

Yes ☐ No ☐ Unsure ☐

Rajarshi Ray – Chairman's Address



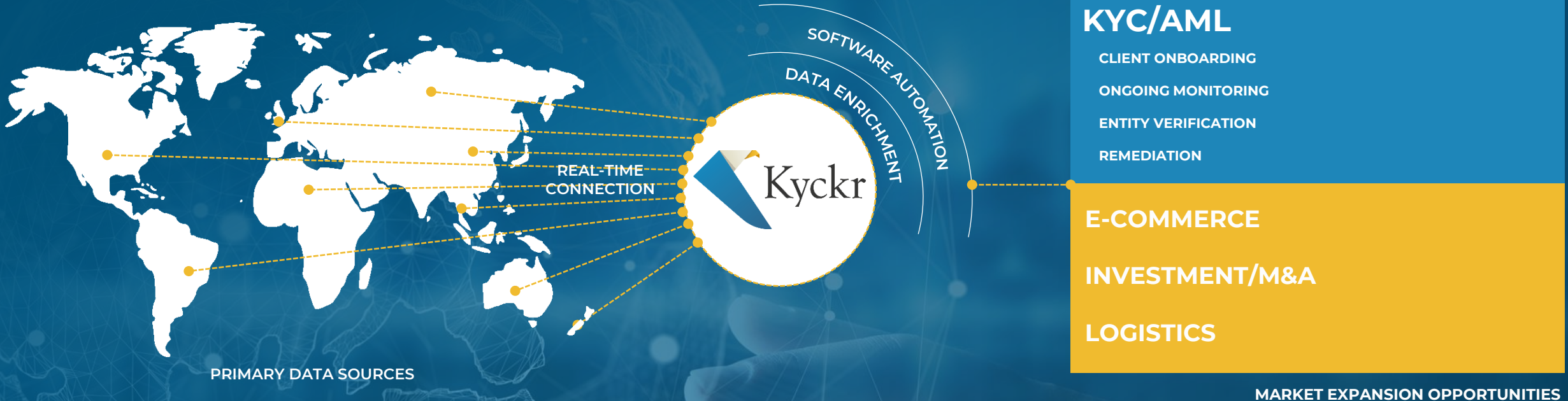
Ian Henderson – CEO Update



Our Proposition

Kyckr has built a unique network of over 180 international corporate registries in 120 countries, providing a single access point for regulated businesses to access company information that is current, accurate and compliant.

CURRENT GTM FOCUS



We create value for enterprise customers through three primary activities:

1. Aggregation of primary data sources, with real-time connection.
2. Data enrichment – standardising structured data and combining multiple sources into a single customer view.
3. Embedding our network into enterprise processes through software automation.

Where we are going: the new Kyckr



In 2020, the strategic decision was taken to pivot Kyckr towards an Enterprise SaaS model.

Our goal was to drive transformative growth in annual recurring revenue (ARR) by innovating Kyckr's service offering and business model – from commoditised data vendor to a modern, technology-enabled B2B Information business.

Nearly every aspect of Kyckr's strategy has been significantly overhauled, including; pricing model, sales approach, product strategy and commercial model.

Value Proposition



API-first
Development
Approach



Focus on Value-
add Productivity
Solutions



Data Enrichment
& Normalisation



Simplified Product
Hierarchy &
Naming

Business Model



Value-based Pricing



ARR Focus



Subscription
Revenues



Higher Margin

GTM Approach



Partnerships



Diversified Targeting



Clear
Enterprise
Focus



Repeatable, Process-
Driven Sales

FY 22 Q1 Update



- Revenue \$869K, up 32% on prior year
- ARR \$1.95M, up 291% on prior year
- Clear separation of business lines:
 - Data Sourcing & Enrichment
 - Software & Automation
- Product Development progressing well:
 - UBO Verify
 - Enterprise Portal
- Management Team strengthened

Formal Business



Annual Financial Statements



The Kyckr Limited Annual Financial Statements, Directors' Report and Auditors' Report for the year ended 30 June 2021 are laid before the meeting in accordance with s317 of the Corporations Act 2001 (Cth)

Resolution 1

Remuneration Report

“That, for the purposes of section 250R(2) of the *Corporations Act 2001* (Cth) (**Corporations Act**) and for all other purposes, the 2020 Remuneration Report as published in the Directors’ Report of the Annual Financial Report of the Company for the year ended 30 June 2021 be adopted.”

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
106,440,950	584,077	234,248	3,057,000
99.24%	0.54%	0.22%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 2



Re-election of Director – Mr Rajarshi Ray

"That, Rajarshi Ray, a director of the Company, who having been appointed by Directors under Article 4.2(a)(i)(1) of the Company's Constitution, retires and, being eligible, offers himself for re-election, be re-elected as a director of the Company."

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
120,812,394	20,075	2,925,182	3,025,000
97.62%	0.02%	2.36%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 3



Re-election of Director – Mr George Venardos

"That, George Venardos, a director of the Company, who having been appointed by Directors under Article 4.2(a)(i)(1) of the Company's Constitution, retires and, being eligible, offers himself for re-election, be re-elected as a director of the Company."

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
119,944,799	110,000	2,925,182	3,802,670
97.53%	0.09%	2.38%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 4



Re-election of Director – Ms Karina Kwan

"That, Karina Kwan, a director of the Company, who retires in accordance with Article 4.3(c) of the Company's Constitution and, being eligible, offers herself for re-election, be re-elected as a director of the Company."

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
120,712,469	120,000	1,889,416	4,060,766
98.36%	0.10%	1.54%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 5



Grant of Options to Mr Rajarshi Ray

"That the Company approves and authorises the issue of 2,111,540 Options over 2,111,540 fully paid ordinary shares in the Company to Mr Rajarshi Ray and/or his nominee within 1 month after the date of this Annual General Meeting, on the terms and conditions set out in the Explanatory Notes. The Options are proposed to be issued to or for the benefit of Mr Rajarshi Ray as remuneration for his services as director of the Company in addition to cash remuneration for Director Fees."

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
111,167,193	3,803,575	276,227	1,841,869
96.46%	3.30%	0.24%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 6



Grant of Options to Mr George Venardos

"That the Company approves and authorises the issue of 2,111,540 Options over 2,111,540 fully paid ordinary shares in the Company to Mr Rajarshi Ray and/or his nominee within 1 month after the date of this Annual General Meeting, on the terms and conditions set out in the Explanatory Notes. The Options are proposed to be issued to or for the benefit of Mr Rajarshi Ray as remuneration for his services as director of the Company in addition to cash remuneration for Director Fees."

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
111,162,268	3,796,138	273,589	2,619,539
96.47%	3.29%	0.24%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 7



Grant of Options to Ms Karina Kwan

"That the Company approves and authorises the issue of 703,847 Options over 703,847 fully paid ordinary shares in the Company to Ms Karina Kwan or her nominee, within 1 month after the date of this Annual General Meeting, on the terms and conditions set out in the Explanatory Notes. The Options are proposed to be issued to or for the benefit of Ms Karina Kwan as remuneration for her services as director of the Company in addition to cash remuneration for Director Fees."

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
111,157,268	3,793,500	276,227	2,897,635
96.47%	3.29%	0.24%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 8



Approval of additional capacity to issue shares under ASX Listing Rule 7.1A

“That for the purpose of ASX Listing Rule 7.1A and for all other purposes, the issue of equity securities totaling up to 10% of the issued capital of the Company (at the time of the issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and on the terms and conditions set out in the Explanatory Notes accompanying this Notice be approved.”

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
120,463,678	3,338,500	2,927,473	53,000
95.06%	2.63%	2.31%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Resolution 9



Approval of the reinstatement of the Proportional Takeover Provisions

“That the proportional takeover provisions in Article 2.11 of the Company’s Constitution be renewed and re-instated with effect from the close of this Annual General Meeting for a period of three years commencing on the day this resolution is passed.”

Proxy voting

FOR	AGAINST	OPEN	ABSTAIN
120,572,245	3,229,933	2,924,835	55,638
95.14%	2.55%	2.31%	

The Chair will direct all open proxies held to vote in favour of the resolution.

Poll



Please cast your votes on the proposed resolutions using the voting function in the Lumi screen.

The results of the Poll will be announced to the ASX following the close of the meeting.

Questions

The Chair will call for any general questions from shareholders.

Close of Meeting



*Thank You for participating in the
2021 Kyckr Annual General Meeting*

Disclaimer



Not an offer

The material contained in this presentation is for information purposes only and is intended to be general background information on Kyckr Limited (**KYK**) and its activities and is dated 15 November 2021. It is for information purposes only and is not, and should not be considered to be, an invitation, offer or recommendation to acquire shares or any other financial products.

Summary information

The information in this presentation is supplied in summary form, is of a general background nature and does not purport to be complete or to provide all information that an investor should consider when making an investment decision. It should be read in conjunction with KYK's periodic and continuous disclosure announcements filed with the Australian Securities Exchange.

Not financial product advice

This presentation is for information purposes only and it is not a financial product nor investment advice (nor tax, accounting or legal advice) nor a recommendation to acquire shares and has been prepared without taking into account the objectives, financial situation or needs of recipients of this presentation. It is not intended that it be relied upon as advice to investors or potential investors, who should make their own enquiries and investigations regarding an investment in KYK and in relation to all information in this presentation (including but not limited to the assumptions, uncertainties and contingencies which may affect the future operations of KYK and the value and the impact that different future outcomes may have on KYK) and before making any investment decisions, should consider the appropriateness of the information having regard to their specific investment objectives, financial situation or particular needs and should seek independent professional advice appropriate to their jurisdiction before making an investment decision. Neither this presentation nor anything contained in it forms the basis of any contract or commitment and no agreement to subscribe for securities will be entered into on the basis of this presentation. KYK is not licensed to provide, and this presentation does not constitute the provision of, investment or financial product advice in respect of KYK's shares. Cooling off rights do not apply to the acquisition of KYK's shares.

An investment in KYK shares is subject to investment and other known and unknown risks, some of which are beyond the control of KYK. KYK does not guarantee any particular rate of return or the performance of KYK, nor does it guarantee the repayment of capital from KYK or any particular tax treatment.

Financial data

All amounts are in Australian Dollars (\$) or AUD) unless otherwise indicated. A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

Future performance

Forward-looking statements are statements about matters that are not historical facts. Forward-looking statements appear in a number of places in this presentation and include statements regarding KYK's intent, belief or current expectations with respect to business and operations, market conditions, results of operations and financial conditions, including, without limitation, forecasted economic indicators and performance metric outcomes. This presentation contains words such as 'will', 'may', 'expect', 'indicative', 'intend', 'seek', 'would', 'should', 'could', 'continue', 'plan', 'probability', 'risk', 'forecast', 'likely', 'estimate', 'anticipate', 'believe', or similar words to identify forward-looking statements. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. These forward-looking statements reflect KYK's current views with respect to future events and are subject to change, certain risks, uncertainties and assumptions which are, in many instances, beyond the control of KYK, and have been made based upon KYK's expectations and beliefs concerning future developments and their potential effect on KYK. There can be no assurance that future developments will be in accordance with KYK's expectations. A number of important factors could cause KYK's actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements, including but not limited to, general economic conditions globally in which KYK or its related bodies corporate operate; exchange rates; competition in the markets in which KYK will operate, the inherent regulatory risks in the businesses of KYK and the duration of the COVID-19 pandemic. Assumptions on which forward-looking statements in this presentation are based may or may not prove to be correct and there can be no assurance that actual outcomes will not differ materially from these statements. None of the Associated Persons nor any other person referred to in this presentation makes any representation as to the accuracy or likelihood of fulfilment of the forward-looking statements or any of the assumptions upon which they are based. When relying on forward-looking statements to make decisions with respect to KYK, investors and others should carefully consider such factors and other uncertainties and events. KYK is under no obligation to update any forward-looking statements contained in this presentation, as a result of new information, future events or otherwise, after the date of this presentation. As such, undue reliance should not be placed on any forward-looking statement.

Past performance information given in this presentation is given for illustrative purposes only and is not necessarily a guide to future performance and no representation or warranty is made by any person as to the likelihood or achievement or reasonableness of any forward-looking statements.

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