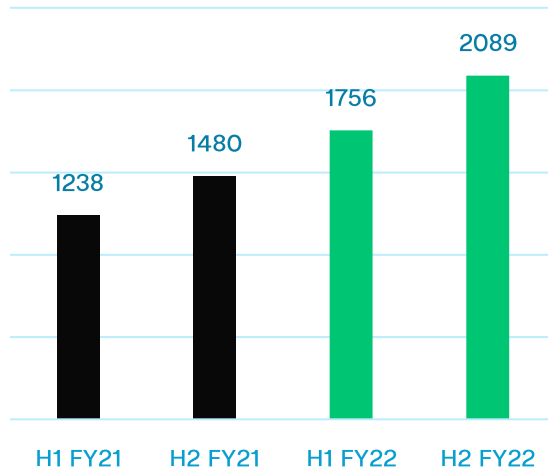


# (ASX: KYK) FY22 Investor Presentation

23 August 2022

# Kyckr delivers record annual results...

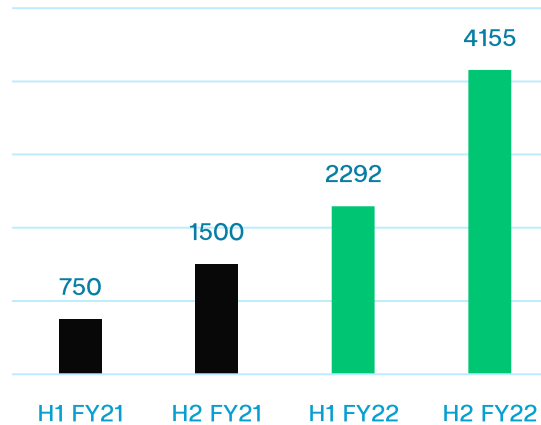
Revenue (\$'000)



*Record revenues...*

↑ 41% PCP  
\$3.85M

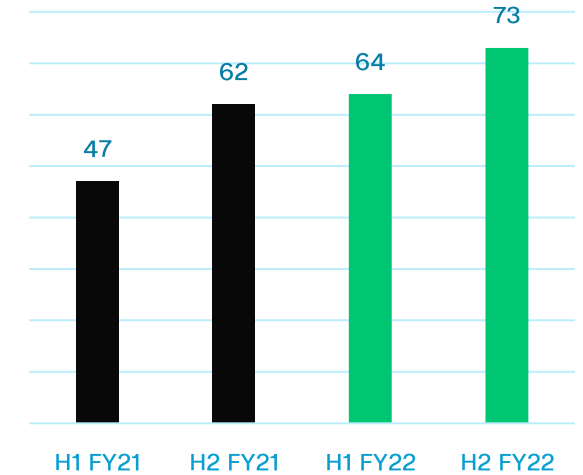
Annual Recurring Revenue (\$'000)



*...and record ARR...*

↑ 177% PCP  
\$4.2M

Logos (#)

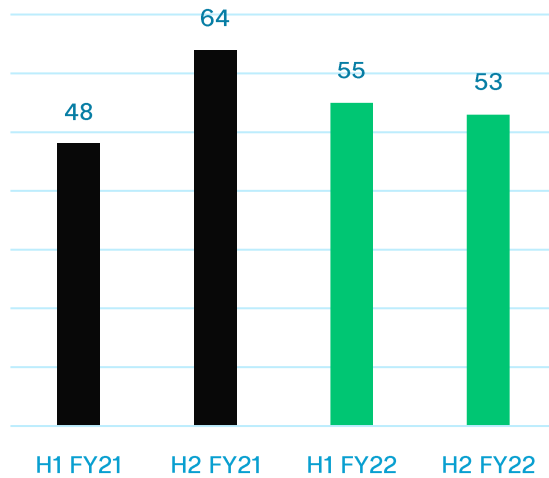


*...and record clients.*

↑ 18% PCP  
73 logos

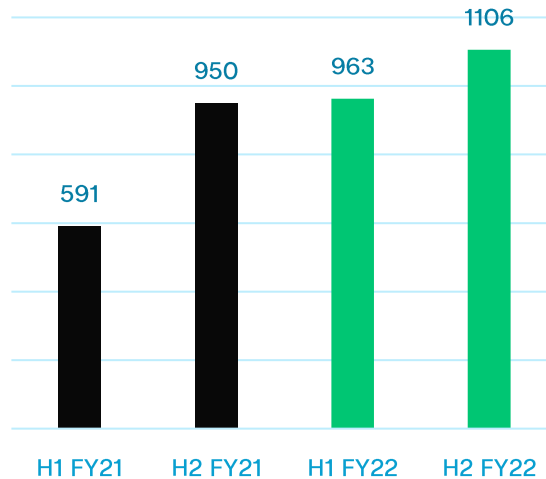
...as well as record gross profit and increased investment.

Gross Profit Margin (%)



*Stabilised margins...*

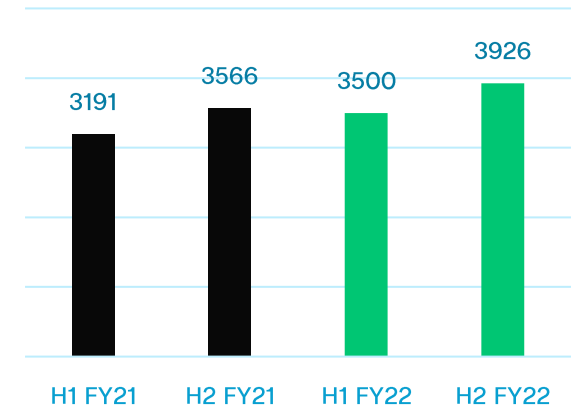
Gross Profit (\$'000)



*...helped deliver a record gross profit...*

↑ 34% PCP  
\$2.07M

Other Operating Expenses (\$'000)



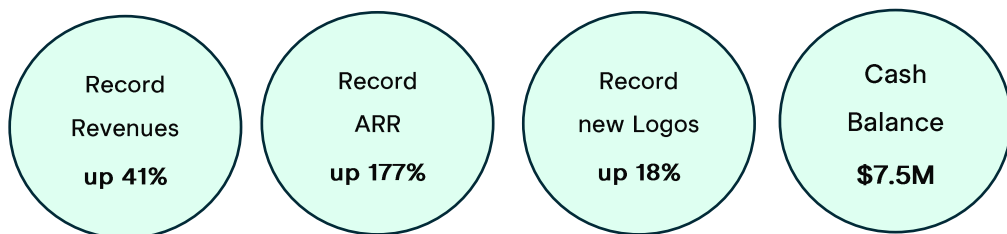
*...and increased business investment.*

↑ 10% PCP  
\$7.43M

# Record annual revenues, ARR and Logos ...

## Financial

- **Revenue** \$3.844M, up 41% PCP (previous corresponding period).
- Ending **Annual Recurring Revenue** (ARR) \$4.2M, up 177% PCP.
- 11 net new **Enterprise Clients/Partners** (incl. mergers/business closures) in FY22 with ending key client/partner **Logos** at 73 (up 18% PCP).
- 100%+ **Net Revenue Retention** (NRR) with margins stabilised
- Continued careful management of costs – **other operating costs** up 10%, with majority of increase relating to technology investments continuing to support growth.
- Ending cash balance for FY22 is \$7.5M.



## Operational

- Major Technology and Operational projects all on time and on budget:
  - Keystone (New Generation APIs)
  - Sunrise ('Follow the Sun' operations)
  - Symphony (New Enterprise Portal)
- Technology and Customer Service Centres now up and running in Philippines.
- Brand refresh completed and launched.

## Outlook

- Continued focus on product and revenue mix optimisation, with enhanced data solutions for Enterprise clients and Partners expected to deliver in FY23.
- Revenue acceleration has continued, with further record months anticipated in Q1FY23.
- Geopolitical issues in Europe continue to be closely monitored by management, and while there have been no adverse direct business impacts noted to date the current economic slowdown could have implications for the speed of future growth.

## ... delivered strongest ever revenue and gross profit.

\$	FY21	FY22	Change %
<b>Total Operating Revenue</b>	2,718,169	3,844,179	41%
Direct costs and consumables	(1,177,009)	(1,774,563)	
<b>Gross Profit</b>	<b>1,541,160</b>	<b>2,069,616</b>	34%
Gross Profit Margin	57%	54%	
Other operating expenses	(6,756,457)	(7,425,119)	10%
Share-based payments expense	(159,960)	(343,506)	
Foreign exchange gains/(losses)	8,352	(19,776)	
<b>Underlying EBITDA</b>	<b>(5,366,905)</b>	<b>(5,718,785)</b>	7%
Government grants	46,338	-	
<b>EBITDA</b>	<b>(5,320,567)</b>	<b>(5,718,785)</b>	7%

\$	30 June 21	30 June 22
Cash Balance	\$5,340,332	\$7,524,503

- Record FY22 revenues of \$3.844M, driven by increased demand from existing clients and new client/partner wins.
- Strong starting platform for FY23 with momentum building on the back of recent record ARR results.
- Gross profit \$2.070M up 34% on PCP with FY22 margins impacted by sales mix and management actions in place to improve in FY23.
- Careful cost management enabled P&L 'cost outs' to be redeployed to product and technology investment to accelerate future growth opportunities – other operating expenses up 10%.
- EBITDA loss widened slightly (7% versus PCP) to \$5.719M.
- Ending cash balance of \$7.5M giving ~ 8.6 quarters of runway based on June quarter net cash used in operating activities of \$871K.

# RealWise Proposed Scheme of Arrangement

## 7 Proposed Scheme of Arrangement with RealWise

Background	<ul style="list-style-type: none"><li>On 10th June 2022, Kyckr received an unsolicited, indicative, non-binding and confidential proposal from RealWise KYK AV Pty Ltd (<b>RealWise</b>)</li><li>RealWise, an entity associated with Mr Richard White (CEO WiseTech), who has a relevant interest representing approx. 23% of issued capital. At the time of the receipt, the Board was advised that a substantial shareholder (approx. 19.9% of issued capital) was also supportive of the proposal.</li><li>Following negotiations, an improved best and final in the absence of a competing proposal offer for 100% of Kyckr at <b>8.0 cents per share</b> (equity value approx. \$43.5M<sup>1</sup>) was received.</li><li>Aware that all substantial shareholders would support this revised offer, the Board agreed to proceed as being in the best interests of all shareholders.</li></ul>
Agreed Scheme	<ul style="list-style-type: none"><li>On 6<sup>th</sup> July 2022, Kyckr and RealWise entered into a <a href="#">Scheme Implementation Deed (SID)</a> under which RealWise will acquire 100% of Kyckr for cash consideration of 8.0 cents per share by way of a scheme of arrangement (<b>Scheme</b>)</li></ul>
Recommendation	<ul style="list-style-type: none"><li>Kyckr's Board unanimously recommends shareholders vote in favour of the Scheme and each Director intends to vote all of the Kyckr shares controlled or held by, or on behalf of them in favour of the Scheme, in the absence of a Superior Proposal and subject to an Independent Expert concluding and continuing to conclude that the Scheme is in the best interests of Kyckr's shareholders</li></ul>
Exclusivity	<ul style="list-style-type: none"><li><b>Significant Premium:</b> The Scheme consideration of 8.0 cents per Kyckr share provides a significant premium for control:<ul style="list-style-type: none"><li>premium of 63.3% to the closing price of Kyckr shares on 5 July 2022 of 4.9 cents, being the last price prior to the announcement of the Scheme</li><li>premium of 53.1% to the 1-month volume weighted average price up to and include 5 July 2022 of 5.2 cents; and</li><li>premium of 77.8% to the undisturbed share price of 4.5 cents, being the closing share price on 4 April 2022 (the day prior to Mr White's notice of change of substantial interest dated 5 April 2022 reflecting an increase in his holding to above 20%)</li><li>the offer implies an enterprise value to FY22 revenue multiple of 9.4x<sup>1</sup> and an equity value of \$43.5m<sup>2</sup></li></ul></li><li><b>Certainty of value:</b> Provides Kyckr shareholders certainty and opportunity to sell 100% of their shareholdings for cash</li><li><b>Limited conditionality:</b> Including Court approval, Kyckr shareholder approval, prescribed occurrences and no material adverse change</li></ul>
Shareholder approval	<ul style="list-style-type: none"><li>Kyckr shareholders will have the opportunity to vote on the Scheme at a Court-convened Scheme meeting, expected to be held in or around October 2022</li></ul>



1. Based on Kyckr's FY22 revenue of \$3.84 million and an enterprise value of \$36.0 million (calculated as equity value of \$43.5 million less net cash of approximately \$7.5 million).  
2. Assuming 537,599,849 current shares on issue and 6,140,350 performance rights.

## 8 Proposed Scheme of Arrangement with RealWise

- Kyckr shareholders do not need to take any action at this stage
- Subject to Court Approval, a Scheme Booklet is expected to be provided to Kyckr shareholders in mid-September 2022
- This will include information relating to the Scheme; the reasons for the Kyckr Board's unanimous recommendation; details of the Scheme Meeting an updated timetable; and an Independent Expert's Report providing an assessment as to whether the Scheme is in the best interests of Kyckr shareholders.

Event	Indicative Date
Scheme Implementation Deed executed	6 July 2022
First Court Date (to obtain orders from the Court to convene Scheme Meeting)	Mid-September 2022
Despatch Scheme Booklet to Kyckr Shareholders	Mid-September 2022
Scheme Meeting	October 2022
Second Court Date (to obtain approval of the Scheme)	October 2022
Effective Date – (date on which the Scheme is binding on Kyckr Shareholders)	Late October 2022
Scheme Record Date	Late October 2022
Implementation Date: Pay Scheme Consideration to participants in the Scheme. Reconstitute boards of each Kyckr Group company	Early November 2022

*Note: Above dates are indicative only and subject to change.*



# Appendix



# About Kyckr

- Kyckr (ASX: KYK) is a B2B data and software company listed in Australia.
- We aggregate, organise and structure the world's company data to reduce the business risks associated with counterparty relationships such as fraud, money laundering and financial crime.
- We are the leading global provider of real-time company registry information on over 120 million businesses, from 300+ regulatory sources across 100+ countries.
- Through the combination of accurate data and innovative technology, our solutions help businesses to succeed in fighting terrorism finance, trafficking, money laundering and other types of financial crime.
- Our solutions are also being used increasingly beyond regulatory compliance (e.g. simple entity verification), extending us beyond regulated financial services.

## Employees (FTE)\*



## Global Operations – Dublin, London, Manila, Munich, Sydney



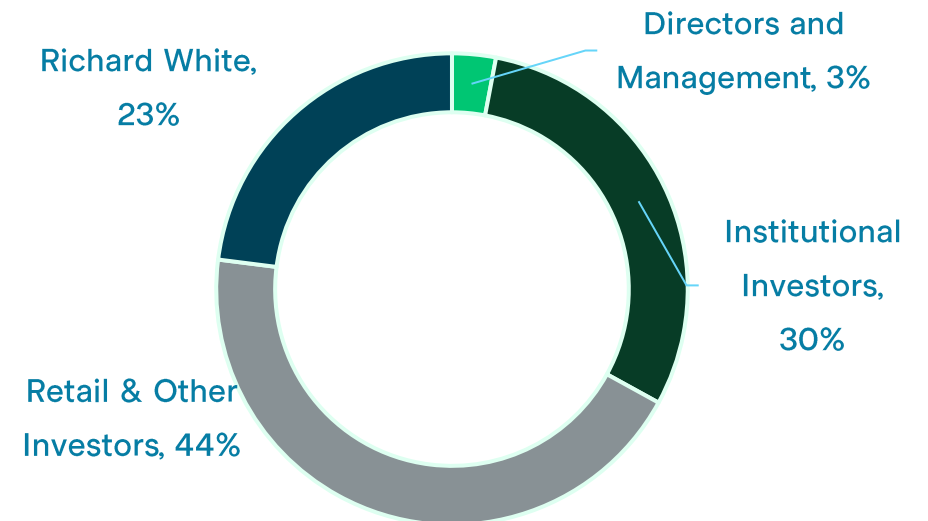
# Investor Information

ASX Code: KYK

Holdings Ranges*	Holders	Total Shares	%
1 – 10,000	649	3,897,417	0.73%
10,001 – 100,000	910	34,134,087	6.35%
100,001 – 10,000,000	359	193,604,357	36.10%
> 10,000,000	5	305,963,988	56.91%
Total	2,052	537,599,849	100.00%

Upcoming Investor Calendar	
Despatch Scheme Booklet to Kyckr Shareholders	Mid-September 2022
September Quarter Update and Appendix 4C	14 October 2022
Scheme Meeting	October 2022

Ownership by investor type\*



\* 2 August 2022.

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

# Disclaimer

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# Disclaimer – contd.

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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.

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*This ASX announcement was authorised for release by the Kyckr Limited Board of Directors.*

To learn more about Kyckr, visit [www.kyckr.com](http://www.kyckr.com).

**For further enquiries, please contact:**

Ian Henderson, Chief Executive Officer

Phone: +44 7733 806 750

Glenn Day, Chief Financial Officer & Company Secretary

Phone: +61 404 851 630

Email: [investor.relations@kyckr.com](mailto:investor.relations@kyckr.com)

