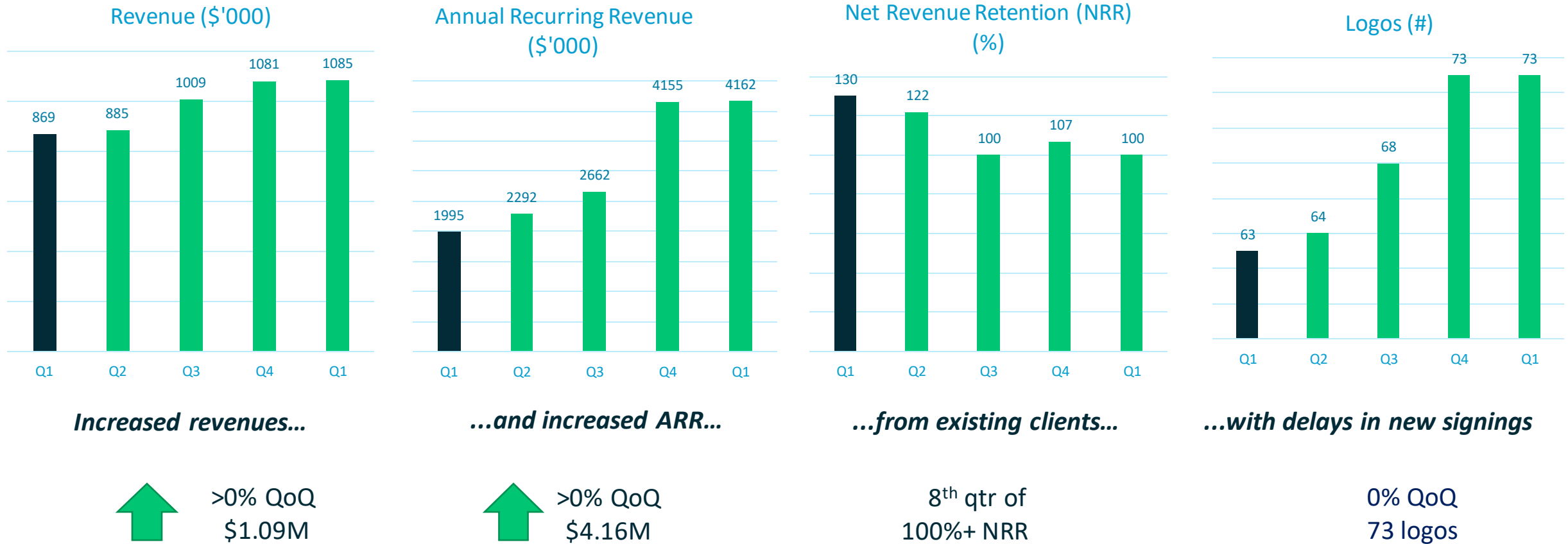


(ASX: KYK)

Q1 FY23 Business Update & 4C

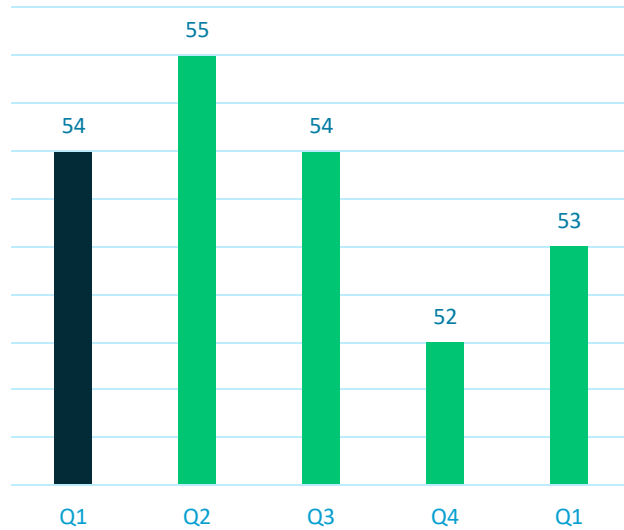
14 October 2022

7th consecutive record quarter was impacted by new logo signing delays...

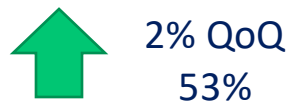


...but improved gross margins and cost control delivered business uplift

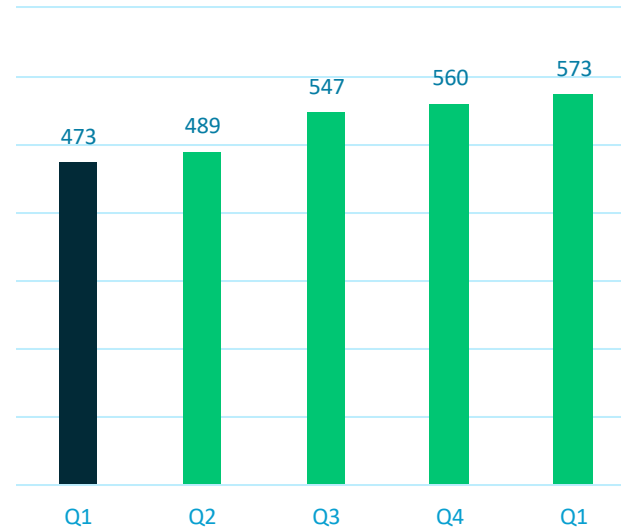
Gross Profit Margin (%)



Consistent margins...



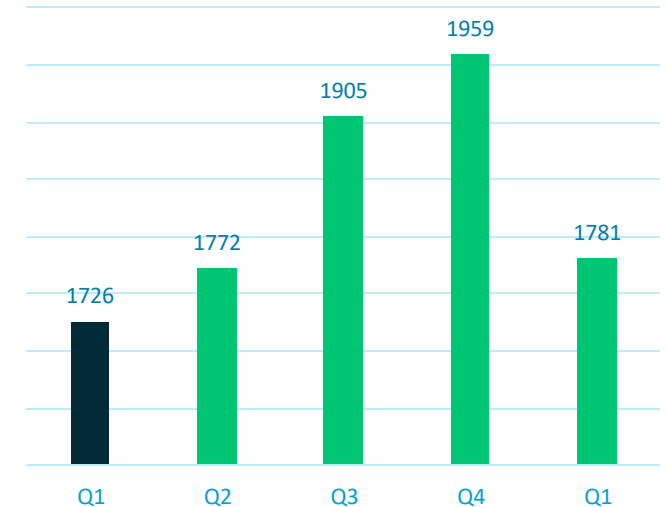
Gross Profit (\$'000)



...delivered improved gross profit...



Other Operating Expenses (\$'000)



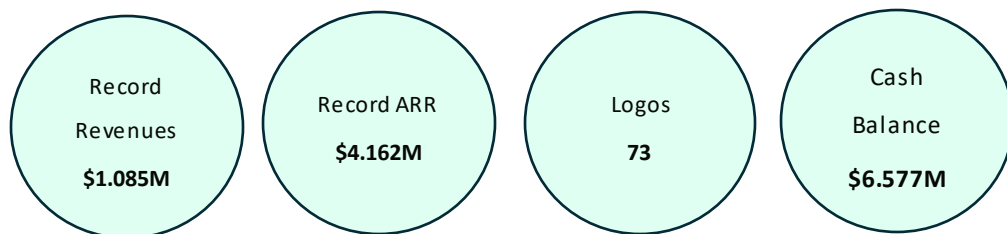
...with continued cost control.



⁴ 7th consecutive record quarter impacted by delays in signings...

Financial

- **Revenue** \$1.085M, up marginally on previous quarter on quarter (QoQ).
- Ending Annual Recurring Revenue (**ARR**) \$4.162M, up marginally QoQ.
- 8th consecutive quarter of 100% Net Revenue Retention (**NRR**)
- Logo signings negatively impacted by European holiday season, client availability etc. with a backlog of contracts in negotiations
- Continued careful management of costs with **other operating costs** down 9% QoQ, with continued increases in investment to support growth.
- Net quarterly cash used in operating activities of \$943K comprising:
 - operating outflows of \$594K (vs. \$871K previous quarter)
 - additional \$349K in transaction costs associated with the proposed Scheme of Arrangement, with an ending cash balance of \$6.577M.



Operational

- Business operations/decisioning for quarter continued business as usual i.e. undertaken independent of current Scheme of Arrangement before shareholders
- Major Technology and Operational projects all on time and on budget:
 - Keystone (New Generation APIs)
 - Symphony (New Enterprise Portal)
- Sunrise ('Follow the Sun' operations) providing 24/5 global service and IT support

Outlook

- Continued focus on product and revenue mix optimisation, with enhanced data solutions for enterprise clients and partners expected to deliver in FY23.
- Strong sales pipeline heading in Q2FY23, with a backlog of contracts in negotiations.

...but continued positive performance across other key metrics

\$000	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23 ¹	PCP ²
Annual Recurring Revenue (ARR)	1,955	2,292	2,662	4,155	4,162	177%
Net Revenue Retention (NRR)	130%	122%	100%	107%	100%	N/A
Enterprise Clients and Partners	63	64	68	73	73	16%
Revenue	869	885	1,009	1,081	1,085	25%
Gross Profit ³	473	489	547	560	573	21%
Gross Profit Margin	54%	55%	54%	52%	53%	N/A
Other Operating Expenses ⁴	1726	1772	1905	1959	1,781	3%
Adjusted EBITDA ⁴	-1,253	-1,283	-1,358	-1,399	-1,208	4%
Net cash used in Operating Activities ⁵	-1,386	-771	-2,032	-871	-594	N/A

1. Unaudited, unless otherwise stated.

2. Previous corresponding period (PCP) is Q1FY22. NRR is measured quarter on quarter.

3. After deducting fees and costs related to documents/registry data.

4. Excludes FX, depreciation, amortisation, share-based payment expenses, one-off data costs of \$300k incurred in 1HFY22 which were waived in Q4FY22, and \$63k and \$545k of transaction costs incurred in Q4FY22 and Q1FY23 respectively.

5. Net cash used in Operating Activities, excludes \$349K of outgoings relating to the proposed Scheme of Arrangement.

- 3rd consecutive \$1M revenue quarter, driven by previous ARR growth.
- Positive performance across key business metrics including:
 - ARR of \$4.162M (up 177% PCP)
 - NRR of 100% (8th consecutive quarter 100% or more).
 - Logos unchanged at 73 (up 16% PCP).
 - Gross Profit of \$0.57M (up 21% PCP)
- P&L 'cost outs' redeployed for product and technology investment to accelerate product growth opportunities - Other Operating Expenses up just 3% PCP.
- Net cash balance negatively impacted by \$349K of outgoings relating to the proposed Scheme of Arrangement.
- Approx. 11 quarters of funding remaining based on \$594K net cash used in operating activities for Sept quarter (i.e. excluding transaction costs associated with the proposed Scheme of Arrangement)
- Related third-party payments of \$66K in relation to Non-Executive Directors' fees were paid in the quarter.

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 more than 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



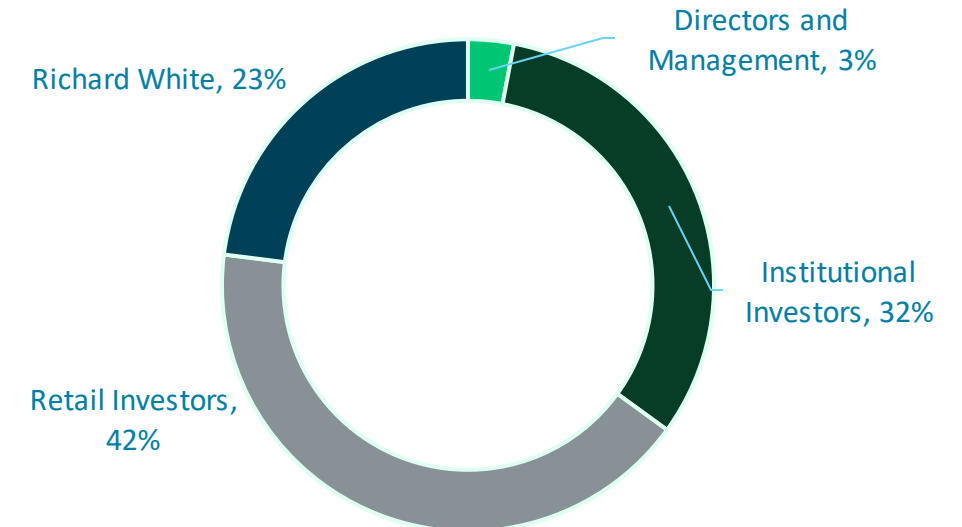
Investor Information

ASX Code: KYK

Holdings Ranges*	Holders	Total Shares	%
1 - 10,000	633	3,762,495	0.70%
10,001 - 100,000	843	31,369,088	5.82%
100,001 - 10,000,000	323	177,956,418	33.00%
> 10,000,000	5	326,149,276	60.48%
Total	1,804	539,237,277	100.00%

Upcoming Investor Calendar	
Scheme Shareholder Meeting	6.00 pm, 19 October 2022

Ownership by investor type*



* As of 30 September 2022.

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 14 October 2022. 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.

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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.

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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.

Disclaimer – contd.

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

To learn more about Kyckr, visit 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



Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Kyckr Limited

ABN

38 609 323 257

Quarter ended ("current quarter")

30-Sep-22

Consolidated statement of cash flows	Current \$A'000	Year to date (3 months) \$A'000
1. Cash flows related to operating activities		
1.1 Receipts from customers	2,010	2,010
1.2 Payments for		
(a) research and development	(295)	(295)
(b) product manufacturing and operating costs	(466)	(466)
(c) advertising and marketing	(100)	(100)
(d) leased assets	-	-
(e) staff costs	(1,157)	(1,157)
(f) administration and corporate costs	(622)	(622)
1.3 Dividends received	-	-
1.4 Interest received	24	24
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes benefit (paid)	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)		
(a) Net GST/VAT (paid)/refunded	12	12
(b) Costs associated with the proposed Scheme of Arrangement	(349)	(349)
1.9 Net cash from / (used in) operating activities	(943)	(943)

2 Cash flows from investing activities		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current \$A'000	Year to date (3 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other noncurrent assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	-	-

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	-	-

4.	Net increase/ (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	7,524	7,524
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(943)	(943)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	(4)	(4)
4.6	Cash and cash equivalents at end of period	6,577	6,577

Quarterly cash flow report for entities subject to Listing Rule 4.7B

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	6,577	7,523
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal 4.6 above)	6,577	7,523

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	66
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities		
7.2	Credit standby arrangements		
7.3	Other (please specify)		
7.4	Total financing facilities		
7.5	Unused financing facilities available at quarter end		
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

Quarterly cash flow report for entities subject to Listing Rule 4.7B

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	(943)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	6,577
8.3 Unused finance facilities available at quarter end (Item 7.5)	-
8.4 Total available funding (Item 8.2 + Item 8.3)	6,577
8.5 Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	7.0
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
<div>N/A</div>	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
<div>N/A</div>	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
<div>N/A</div>	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

1. This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
2. This statement does give a true and fair view of the matters disclosed.

Date 14 October 2022

Authorised by: The Kyckr Limited Board of Directors
(Name of body or officer authorising release – see note 4)

Notes

1. *This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so*
2. *If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, AASB 107: Statement of Cash Flows apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.*
3. *Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.*
4. *If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".*
5. *If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.*