



Coffee Microcaps

Simplifying the process of managing daily compliance for organisations

ASX: KYP

Investor Update
August 2024



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• **Recognition of country**

Kinatico acknowledges the Traditional Owners of the land on which we meet and 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.

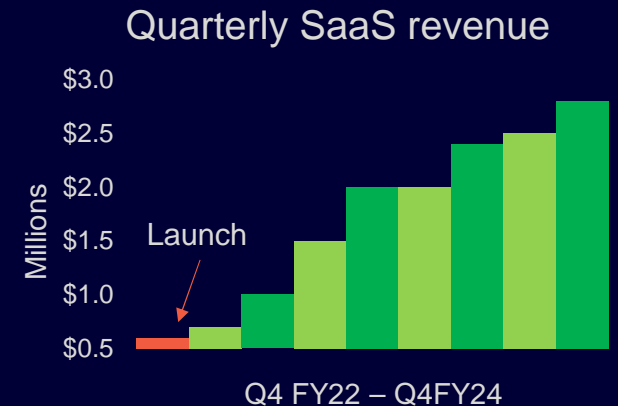
We pay our respects to their cultures, country and elders past present and emerging and will endeavour to implement bicultural policies and practices that incorporate and value cultural concepts and values.



● SaaS growth driven by meeting customer current and future needs

Kinatico has transitioned to the attractive SaaS market, focusing on simplifying compliance management

- ✓ Every business or organisation has compliance obligations
- ✓ Requirements for compliance management are multiplying and becoming more complicated
- ✓ Consequences of compliance failure are increasing
- ✓ Existing software (e.g. HR or payroll) may have some compliance feature, but only as a limited add-on
- ✓ Kinatico Compliance brings focus on minimising overhead and maximising simplicity, reducing time and money spent on compliance tasks whilst increasing visibility
- ✓ Aggregation of enterprise platform data and securing digital connection to workers simplifies workflows and protects data
- ✓ The need for simplifying compliance is global



58%

CAGR
in SaaS revenue
since launch*



* Compound Annual Growth Rate from 1/07/22 to 30/6/24

FY24 was the best Kinatico result ever across financial and non-financial metrics

\$11.2m

Annualised
SaaS Revenue

89.9%

SaaS revenue
increase.
\$9.7m for FY24

\$2m

In contract
value from **new**
customers

34%

of FY24
Revenue was
SaaS revenue.
83% up on pcp

225%

NPAT increase

\$800k

NPAT

\$28.7m

Total Revenue

\$3.7m

EBITDA.
43% increase

Some of our Customers



63

Net Promoter
Score.
Industry average
55.5

Announcing new SaaS customer



Percentages are FY24 versus FY23

• Kinatico is well positioned for ongoing SaaS growth

Saving administrative time and cost while increasing visibility and immediacy

- ✓ Over **10,000** existing corporate data verification customers generating **~\$20m** in legacy revenue provide a ready-made pipeline of conversion prospects for our SaaS product
- ✓ Experience and relevance across all sectors
- ✓ Extensive and growing list of integrations
- ✓ Deployed, proven technology
- ✓ Specific Compliance requirement agnostic



- ✓ Profitable
- ✓ \$10m Cash holdings
- ✓ 100% SaaS growth over consecutive years
- ✓ Strong uptake across government departments



The growing network of API partners as an ingredient to growth



● In FY25, Kinatico is planning to increase our market share by expanding our offering

- ✓ Ongoing expansion of the solution offering
 - Self-service configuration
 - ✓ User creation of procedural compliance templates
 - ✓ Drag and drop compliance requirements to roles and workers
 - ✓ Dashboards that are configurable by customer
 - Expansion of our native app, OnCite
 - ✓ Geolocation
 - ✓ Alerts and alarms
 - ✓ Incident reporting
 - Integrate with customer's risk matrix to track mitigations automatically
 - Further integrations with distribution partners and collaborating platforms

✓ Adding simplified configuration to simplified compliance management

▶▶ Accelerating growth by making it faster to bring new customers live

Strong performance + proven execution = Time to invest to accelerate





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Keeping your workforce active.

