

Investor Webinar FY25 Full Year Results

27 August 2025



Discover how we're leading the pack towards our future



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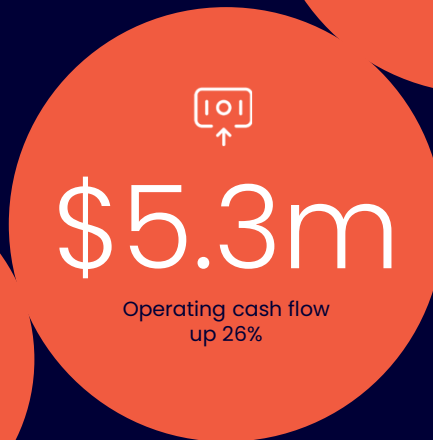
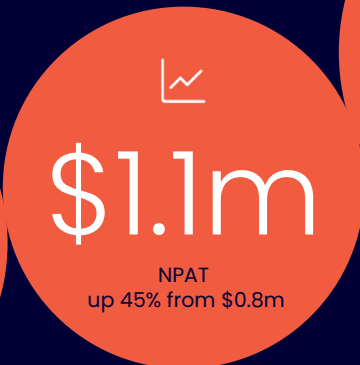
Kinatico acknowledges the Traditional Owners of the land on which we work throughout Australia and New Zealand. We recognise Aboriginal and Torres Strait Islander peoples' continuing connection to land, place, waters, and community.

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 Kinatico Compliance



Kinatico 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	SaaS Revenue	SaaS % of Total Revenue	SaaS CAGR	Annualized SaaS -Q4
	12% Increase from FY24	54% Increase from FY24	38% Increase from FY24	57% Since commencement FY22	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	NPAT	Return on Equity	Earnings per Share	Current Ratio
	19% Increase from FY24	45% Increase from FY24	48% Increase from FY24	45% Increase from FY24	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	Cash flow from operations	Cash Used in Investing Activities	Net Cash and Cash Equivalents	Cash Conversion Rates
	5% Increase from FY24	26% Increase from FY24	23.1% Increase from FY24	240% Increase from FY24	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



↑4.3%

Average Volume Per Account

↑113.1%

Professional, Scientific and Technical Services Industry

↑116.6%

Growth in New Enterprise Accounts

↑9%

Financial (excluding banks) and insurance services industry

↑116.5%

Average Revenue Per Account

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

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Kinatico reimagined Compliance to take advantage of growing market needs

August 2025 – Michael Ivanchenko, CEO – Kinatico Compliance



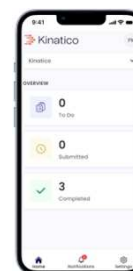
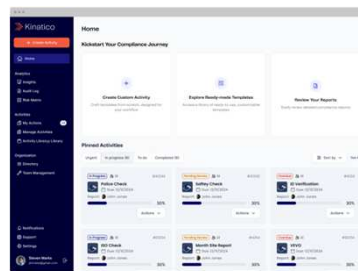
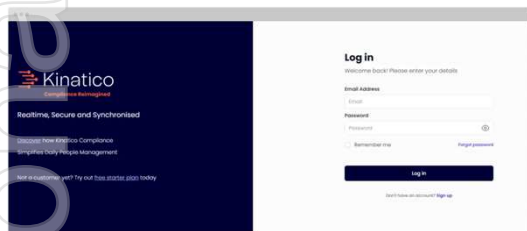
Providing solutions adapted to needs of existing and future customers

 Kinatico

 Kinatico
Compliance

 Kinatico
CVCheck

 Kinatico
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



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Keeping your workforce active.

