Kinatico Limited

CEO Presentation

AGM Oct 2025

ASX: KYP

Important Notice

Forward-Looking Statements: This presentation contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from those expressed or implied.

Investment Advice: This presentation does not constitute investment advice. Investors should seek independent professional advice before making investment decisions.

Financial Information: All figures are in Australian dollars unless otherwise stated. Past performance is not indicative of future results.

Today's Journey

01

Q1 Performance

Q1 FY26 Results

02

Capturing the Opportunity

Growth Strategy

03

Our Growth Engine

Kinatico Compliance Marketing Launch

04

The Path Ahead

The Investment Case

Strong Momentum in Q1 FY26:

Quarter 1 Financial Highlights

- ✓ Pre-Marketing KC Launch Sign ups = 7
- ✓ Consolidated Revenue +13% =$9.1M (FY25: $8M)
- ✓ SaaS Revenue +58% =$4.8M (FY25: $3.0M)
- ✓ SaaS Revenue as a % of Total Revenue = 53% (FY25: 38%)
- ✓ Annualised SaaS Revenue +58% =$19.2M (FY25: 12.1M)
- ✓ EBITDA +21% = $1.4M (FY25: $1.2M)
- ✓ No Debt

7
Sign Ups Pre-Marketing

$9.1M
Consolidated Revenue

$4.8M
SaaS Revenue

$19.2M
Annualised SaaS Revenue

$1.4M
EBITDA

53%
SaaS Revenue as a % of Total Revenue

Key Message: Momentum building, not just maintaining

Operational Discipline: Growing Efficiently

The Balance: Growth AND Profitability

We're not choosing between growth or margins. We're investing in Kinatico Compliance while improving operational performance through a disciplined approach to scaling.

Gross Margin Expansion

- SaaS mix driving higher gross margins
- KC has superior margin profile vs legacy products
- Target: Continue expanding as SaaS mix increases

Operating Leverage

- Revenue growth outpacing cost growth
- Technology investments enabling automation
- Scalable platform reducing unit economics
- Efficiency gains funding growth investments

Profitability Commitment: Ongoing profitability, demonstrating we can grow AND be profitable while reinvesting profits to accelerate growth with a clear path to expanding EBITDA margins.

Our Vision & Strategic Direction

A world where data is trusted and organisations are freed to focus on opportunities

Digital access to untapped SME market

Targeting Revenue with establishment digital channel
Targeting SME

Self-Service Compliance Solutions

Empowering customers with intuitive, automated tools

Drive Operational Efficiency

Scaling smartly while improving margins

Sustainable Profitability Growth

Balancing growth investments with financial discipline

Giving our customers the one thing they can't buy – TIME

Our Growth Playbook: Strategy & Execution

Dual-Track Growth Strategy

Primary Focus: SMB Segment

<200 employees

- Highest likelihood conversion segment
- Time-poor with limited resources
- Same compliance obligations as larger companies
- Can't afford dedicated compliance teams
- CX's self-service model perfectly suited
- Faster sales cycles, lower CAC
- Volume play driving topline revenue growth
- Digital-first go-to-market approach

Parallel Track: Mid-Market & Enterprise

200+ employees

- Mid-market: 200-5000 employees
- Enterprise: 5000+ employees
- Higher ACVs and multi-year contracts
- Account-based sales approach
- Longer sales cycles but stronger expansion opportunities

Geographic Focus

1

Near-Term

Australia (primary), New Zealand (secondary)

2

Initial International

Replicate internationally once AU/NZ momentum is proven
South-east Asia - similar regulatory environments, growing economies

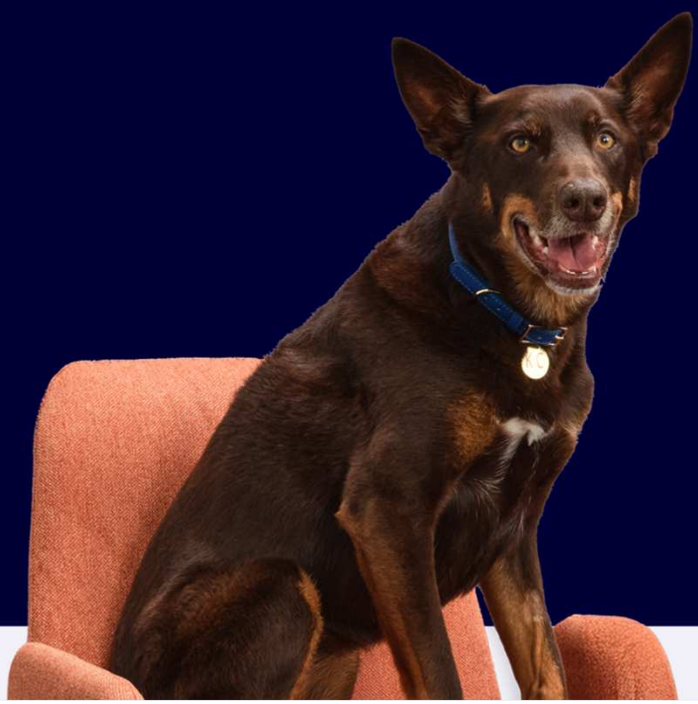
Kinatico

Meet KC - Your Trusty Compliance Companion

Instead of talking like every other RegTech company, we're bringing compliance to life with a character that embodies what we stand for. KC is a Kelpie - a working dog breed known for being trustworthy, highly trainable, alert and hardworking - perfect as "your trusty compliance companion"

Why KC Works:

- Embodies "trusty companion" positioning
- Humanises complex compliance topics
- Reliable and focused – Trained for Business
- Creates emotional connection with decision makers
- Memorable in B2B compliance space



KC Comes to Life

30-second hero video (15-second version) featuring KC in office scenarios, deployed across LinkedIn, BVOD, and digital.

Kinatico

15 Second Audio spots

Podcast content across

- ARN
- LisTNR,
- Acast
- Spotify

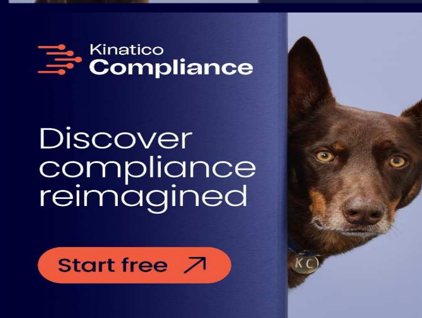
KC in Action: Our Creative Across Channels

Print Media:

- Australian Financial Review
- Forbes Magazine editorial

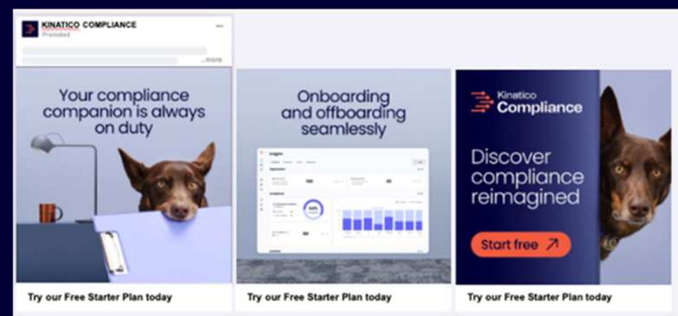
Digital Display:

- Forbes (featured article, LinkedIn, weekly e-newsletter)
- Nine/AFR network sites (billboards, mobile banners, desktop formats)



Social media:

- LinkedIn (static posts and carousel)



Programmatic Digital Advertising:

- Premium sites across Australia

Kinatico Compliance

Take the complexity out of compliance

Compliance is fragmented and complex–costing time, money, and productivity. Kinatico simplifies the process by bringing everything together in one place.

Your compliance companion, turning reactive tasks into proactive intelligence

Simple: Unify compliance activities into a single platform.

Secure: Make data security and integrity a core part of your process.

Seamless: Automate, monitor, and manage compliance anywhere.

Synchronised: One view of your workforce, with added custom compliance activities.

Swift: Take action with immediate, reliable, real time data.

Strategic: Make informed decisions with real-time risk mitigation tracking and reporting.

Streamline compliance across the employee lifecycle

Onboarding and induction

- ID verification
- Working rights validation
- Policy acceptance
- Induction activities

Ongoing compliance management

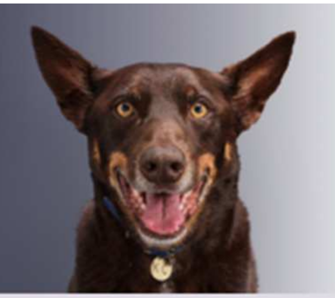
- Procedural verification and reminders
- Recurring policy acceptance
- Insight and audit reporting

Offboarding

- Exit documentation
- Asset recovery
- Access termination

Kinatico Compliance

Compliance that works for businesses and people



Accelerate workforce availability
Significantly reduce the time it takes to onboard your people.

Instant compliance visibility
Real-time dashboards show exactly where you stand.

Reduce manual errors
Eliminate duplicate data and inconsistencies.

Minimise administration
A self-service mobile app makes it easy for people to complete tasks, reducing the need for follow-ups.

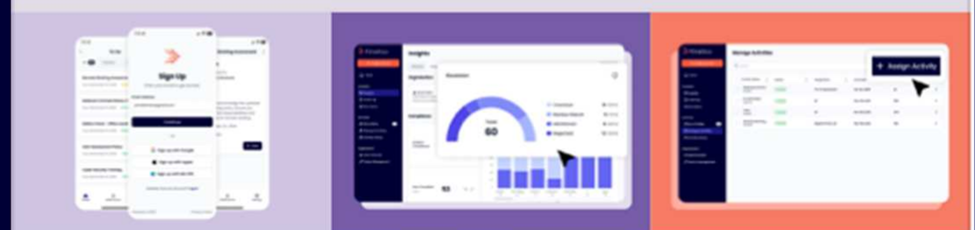
Support clearer decisions
Use data to eliminate guesswork and guide confident choices.

Easily customise tasks
Adapt to your unique processes with a drag-and-drop workflow builder.

Intuitive insights
Translate complex compliance data into actionable intelligence with smart analytics.

Integrated security
Protect your data without compromising efficiency with end-to-end encryption and access controls.

Smart compliance alerts
Secure long-term compliance with automatic notifications about upcoming changes and expiries.



The Investment Case

Execution + Platform + Timing

Proven Execution
- Ongoing years of growth and profitability
- Delivery on commitments
- Experienced management team
- Strong operational discipline and margin focus

Growth Platform
- KC represents step-change in value proposition
- Large obtainable market opportunity
- Dual-track strategy: SMB volume + Enterprise value
- Scalable, high-margin SaaS model
- Superior unit economics vs legacy business
- Multiple expansion vectors
- International expansion opportunity (SEA and beyond)

Market Timing
- Regulatory tailwinds
- Digital transformation acceleration
- Competitive landscape favorable
- Customer demand validated
- SMB segment underserved and ready for solution

Financial Strength
- No debt, cash accretive
- Profitable and self-funding growth
- Clear path to continued margin expansion
- Commitment to operational excellence

Thank You

Questions?

We appreciate your continued support as we enter this exciting growth phase. Our team is committed to delivering on our promises and creating long-term shareholder value.

Contact Information

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