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FY26 H1 Results Webinar

Kinatico Ltd. (ASX: KYP)

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Agenda

Strategic Context

H1 FY26 Financial Performance

Kinatico Compliance (KC) Launch Update

Go-to-Market Strategy

AI as Competitive Advantage

FY26 Outlook

Q&A

Strategic Context

Kinatico Strategy

The Challenge:

- Pre-employment screening is a finite, seasonal market with limited opportunity facing increasing commoditisation. Market for compliance is proven but traditional software takes too long to deploy, making it only suitable for larger organisations.

The Solution:

- Release a next generation platform that is easy to deploy, relevant to all business sizes, simple to use, secures customer data and leverages AI.

The differentiator:

- Combining sector knowledge, data models and AI with a focus on the people performing compliance tasks delivering certainty, time savings and distraction avoidance.

- When laws or requirements change, we help our customers adapt in hours, not months

The Opportunity

- Drive faster top line revenue growth

- Strong revenue retention (service value), embedding into daily workflows

- Margin expansion

- Any increase in regulatory compliance requirements increases the opportunity

- Expanding addressable domestic market and opening international markets

- Unlock all sectors of the market: SMB to Large

- Native AI platform in the market at the right time

Growth Since Strategy Commenced

Annualised Saas

	Jul-22	Dec-26
	$2.4m	$19.2m

y-axis: 0, 4, 8, 12, 16, 20

KC is a **service** with ongoing value to customers not just a licensed toolset.

Executing Our Strategy

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Now in market with Kinatico Compliance (KC) to drive faster top line revenue growth

Strong financial momentum:

- 50% SaaS growth, expanding margin

- Adapting & scaling with disciplined cost management

Real customer traction:

- New solution launched

- Need for KC validated

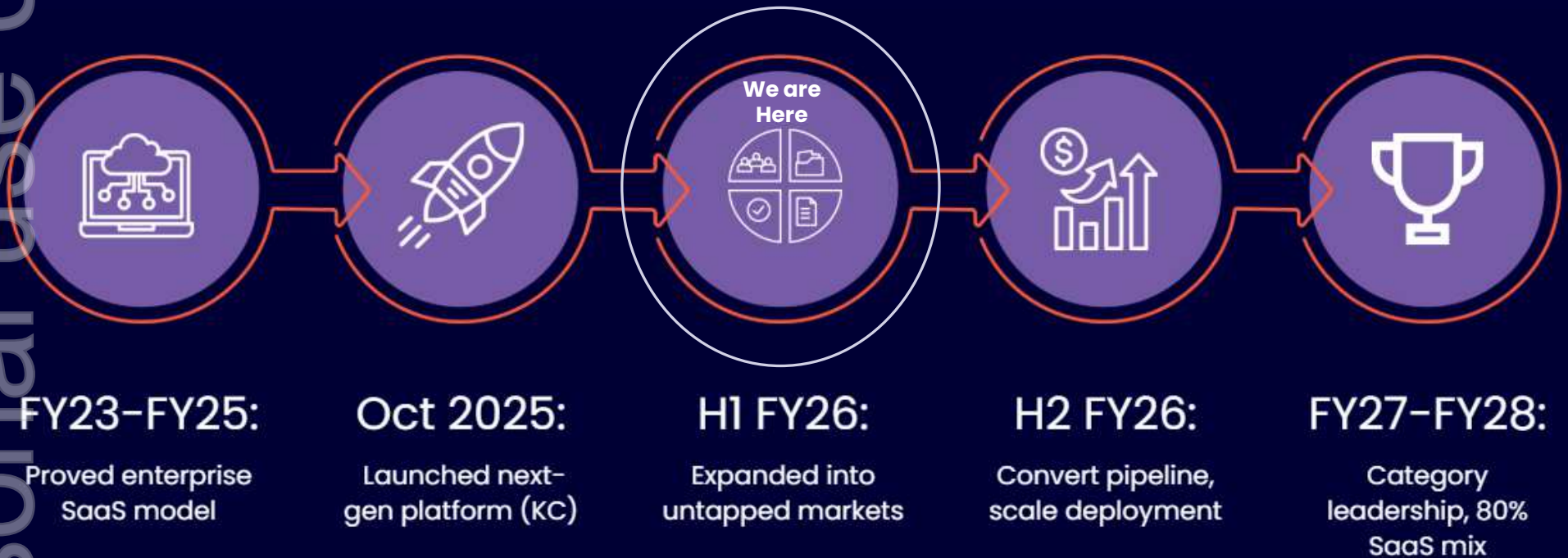- Resonating with SME & Strong Large business pipeline

AI competitive advantage:

- 12 months deployment maturity

- AI already driving both operating leverage and product evolution

Strategic Milestones Achieved

"We transform compliance from constraint to competitive advantage.
People-led AI, amplifying expertise and creating lasting customer value. "

We are Here

FY23-FY25:
Proved enterprise
SaaS model

Oct 2025:
Launched next-
gen platform (KC)

H1 FY26:
Expanded into
untapped markets

H2 FY26:
Convert pipeline,
scale deployment

FY27-FY28:
Category
leadership, 80%
SaaS mix

SAAS Customer Wins in H1 FY26

No slow-down in demand

Financial Performance

Strong Financial Performance in H1 FY26: SAAS Growth, Expanding Profitability

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SaaS Revenue

49.5% ↑

On pcp

Existing Customer SaaS

26.4% ↑

Increase YoY For H1 FY26

NPAT Growth

106.9% ↑

On pcp

Free Cash Flow

12.7% ↑

On pcp

Revenue Transformation Accelerates Growth and Profitability

Multi-half year comparison

	Consolidated Revenue	SaaS Revenue	SaaS % of Total Revenue	SaaS CAGR	Q2 Annualised SaaS
	13% Increase from 31 December 2024	**49.5%** Increase from 31 December 2024	**13.5pp** Increase from 31 December 2024	**52%** Since start FY22	**57%** Increase from 31 December 2024
31 Dec 2025	$17.6m	$9.7m	55.2%	52.0%	$19.7m
31 Dec 2024	$15.6m	$6.5m	41.7%	52.6%	$13.9m
31 Dec 2023	$14.3m	$4.4m	30.5%	54.0%	$9.5m
31 Dec 2022	$13.6m	$1.7m	12.5%	18.8%	$3.9m

Operating Leverage Delivers NPAT Growth and Margin Expansion Across the Board

Multi-half year comparison

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	EBITDA	NPAT	Return on Equity	Earnings per Share*	Current Ratio
	30.3% Increase from 31 December 2024	**106.9%** Increase from 31 December 2024	**1.5pp** Increase from 31 December 2024	**102%** Increase from 31 December 2024	**16.9%** Increase from 31 December 2024
31 Dec 2025	$2.7m	$0.9m	3.0%	0.20c	2.33
31 Dec 2024	$2.1m	$0.4m	1.6%	0.10c	1.99
31 Dec 2023	$1.9m	$0.4m	1.4%	0.09c	1.94
31 Dec 2022	$0.4m	Loss -$1.0m	-4.0%	-0.23c	1.84

* Diluted earnings per share

Strong Cash Generation Funds Growth While Maintaining Financial Flexibility

Multi-half year comparison

	Cash and Cash Equivalents	Cash flow from operations	Cash Used in Investing Activities	Free Cash Flow
	5.7% Increase from 31 December 2024	**8.1%** Decrease from 31 December 2024	**14.3%** Decrease from 31 December 2024	**12.7%** Increase from 31 December 2024
31 Dec 2025	$10.4m	$2.4m	-$1.7m	$0.7m
31 Dec 2024	$9.9m	$2.6m	-$2.0m	$0.6m
31 Dec 2023	$9.1m	$1.5m	-$1.6m	-$0.1m
31 Dec 2022	$10.4m	$0.9m	-$2.1m	-$1.2m

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Kinatico Compliance (KC) Launch update

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KC Expands Our Potential Target Markets

Allowing them to deploy faster

"Where We are Strong":

- Enterprise customers (500+ workers)
- Complex compliance requirements
- High-touch sales & implementation
- ~2,000 potential customers in AU

"Where We Couldn't Compete":

- SMB (5-199 workers) & Large (200 – 499 workers)
- Simpler compliance needs
- Can't afford long implementations
- ~300,000+ potential customers in AU

KC increases our appeal to ALL businesses, regardless of size.

Faster Deployment Enables Revenue Acceleration
Simplifying Software Adoption

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Traditional Deployment:

- **STEP 1 :** Scoping & discovery
- **STEP 2:** Configuration & integration
- **STEP 3:** Testing & training
- **STEP 4:** Rollout and change management

Timeline

Months

Customer effort

100+ hours

KC Benefits:

SMB

- **STEP 1 :** Sign up
- **STEP 2 :** Guided setup with Live Chat support

Timeline

Hours

Customer effort

1-10 Hours

Large and Enterprise

- **STEP 1 :** Scoping and signup
- **STEP 2:** Deployment, training, change management.
- **STEP 3:** Rollout

Timeline

Weeks

Customer effort

<40 hours

Early Outcomes Since October Launch

"SMB Segment" (New Market):

- **~35** organisations signed up

- **Diverse Industries:** Financial & Professional Services, Construction, Healthcare & Community Services, IT, Mining, Aged Care & Manufacturing

STATUS: ✅ Market access validated

"Large Segment" (Expanded Market):

- **~$10 million** pipeline (50% uplift since launch KC)

- **Sales cycle:** 3-6 months (in process)

- **Revenue:** Converting H2 FY26

STATUS: ✅ Product preference validated

We marketed to SMB. Large Businesses responded too.

Go-To-Market Strategy

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Serviceable Addressable Market (SAM) has increased 4-5 times
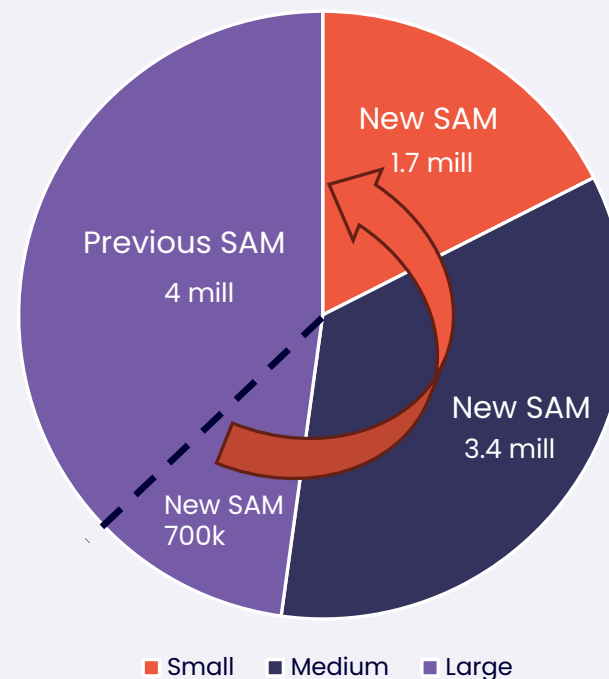
Previous SAM :

- **Enterprise (500+)**: ~2,000 organisations
- **SAM: ~$200m- $250m in AU/NZ**

New SAM (enabled by KC):

- **All Large (200+):** ~5,000 organisations
- **Small & Med (5-199):** ~300,000 organisations
- **Total New SAM:** ~$1.2B in Australia

Market Expansion

Total Number Workers by Business Size

Pie chart:
- New SAM 1.7 mill
- Previous SAM 4 mill
- New SAM 3.4 mill
- New SAM 700k

Legend: ■ Small ■ Medium ■ Large

Source: ASB. (2025) Contribution to Australian employment, ASBFEO.

All Business Sizes Now Targeted

Expanded SAM

- **Target:** ~ 3k Large (200-499 workers) & ~300k SMB market (5-199 workers)

- **Model:** Self-service, product-led growth

- **Cycle:** Days to weeks

Status   ~35 signups, model validated

Migration

- **Target:** ~8,000 existing active customers

- **Model:** Quarterly business reviews, upgrade conversations

- **Cycle:** 2-4 months

Status   Program launched

Large Direct:

- **Target:** Health, industrials, government, resources (500+ workers)

- **Model:** Account-based marketing, direct sales

- **Cycle:** 3-6 months
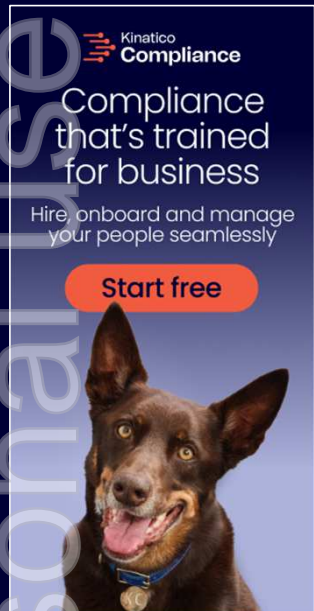
Status   ~$10m pipeline active

Freemium plan available to 700k Micro Australian businesses (2-5) workers

Digital Media Spend Optimised for KC

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New media agency partnership
- Achieved increased SEM ROAS for legacy in H1
- Enabled optimisation of existing budget for KC launch
- For H2 ATL launch, adapted messaging based on what resonating in market

High Impact Outdoor - Commuter Corridors

SYD T3

Military Road

SYD T3

OOH Sydney & Melbourne

Contextualised Press & BVOD amplified with Owned & Earned Media

AFR Valentines Day

Forbes

NineNow

Email signature

Email signature

AI Competitive Advantage

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People-led AI Partnership
Our Competitive Advantage

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Kinatico Responsible AI Principles

Amplify People Power

- AI recommends, People Decide

Transparent and Fair Intelligence

- Every decision traceable, inclusive and comprehensive

Privacy by Design

- Appropriately accessing, using and protecting data

Accountable AI Governance

- Clear ownership, measurable performance

Sustainable Value Creation

- Responsible innovation, competitive advantage

Governance Implementation:

- ISO 42001 implementation underway (International AI Management System standard)

- Secureframe automated governance platform implementation managing responsible development and use

- Our existing ISO27001 accreditation means that we have the management system DNA. We're adding AI to a framework that already works.

- Same governance rigor, same operational discipline, same audit-ready culture. ISO42001 is a natural extension.

Disrupting With AI, Not Being Disrupted

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We transform compliance from constraint to competitive advantage.
People-led AI, amplifying expertise and creating lasting customer value

Early 2025 ── **Now**

ANTHROP\C

Claude selected as primary LLM deployed across every function, including development teams

Proprietary KC AI models developed within the product

Leveraging our learnings simultaneously improving CVCheck experience

AI fully embedded in end–to-end product development process

Kinatico Compliance AI support models released

Development velocity of features increased by >50%

Responsible AI framework established

88% of employees confidently utilising AI in day-to-day work

ISO42001 accreditation process underway

Leveraging AI while always protecting and securing customer data

Kinatico AI Moat –Helping Deliver Results

Expertise + Experience + AI = Market Advantage

**Layer 1 Deployment Model – Outcome-Based Positioning**

- Self-service set-up and configuration, including AI support
- Unlimited, no charge for Admin users (the more the better)
- We charge for the data/outcomes generated by workers
- Applicability for all business sizes

Layer 2 AI Native and Embedded AI – Capturing the AI budget

- Kinatico Compliance foundationally enabled with AI making it AI native.
- AI deployed and embedded across the organisation for over 12months
- Utilisation of licensed and proprietary LLMs
- CVCheck integrated with AI
- ISO 42001 certification underway
- Responsible AI framework deployed. The privacy of data is our highest priority.

Layer 3 Domain expertise. System of Record Advantage

- 17 years of domain expertise and proprietary data source access
- Proprietary compliance intelligence engine
- Compliance is a complex ever-changing workflow that requires precision
- 27,0000+ active customer relationships
- Data Sovereignty
- Owning the data layer means an irreplaceable system of record
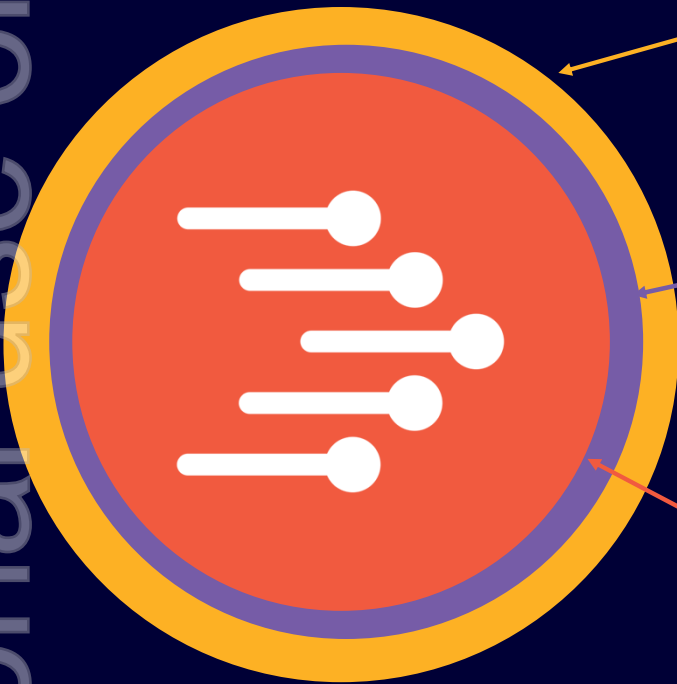
KC has AI in the DNA not just a feature

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KC is built with an agent enabled architecture.

Investment to build an AI compliance platform has already been made.

Pricing model is not disrupted by an AI agent ecosystem.

- No charge for admin users which is where agents are used.
- Charged on data generation and value provided by workers activity (per worker monthly fee).

Product Management:

- Market Analysis and monitoring
- Requirements gathering and documentation
- Coding support
- QA and testing

AI Agents

Proprietary models:

- Compliance calculations and insights
- Requirements comparisons
- Requirements inheritance
- Outcome monitoring

Licensed LLMs:

- Customer support and help
- Performance feedback and analytics
- 3rd party system integrations

Ongoing Operations:

- Customer support
- Verification management and processing
- Analytics and reporting

Upcoming AI features

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AI Reporting and analysis:
- Natural language queries
- Instant report generation
- Example prompt:

Give me a Q2 report for the board on compliance of South Australian division
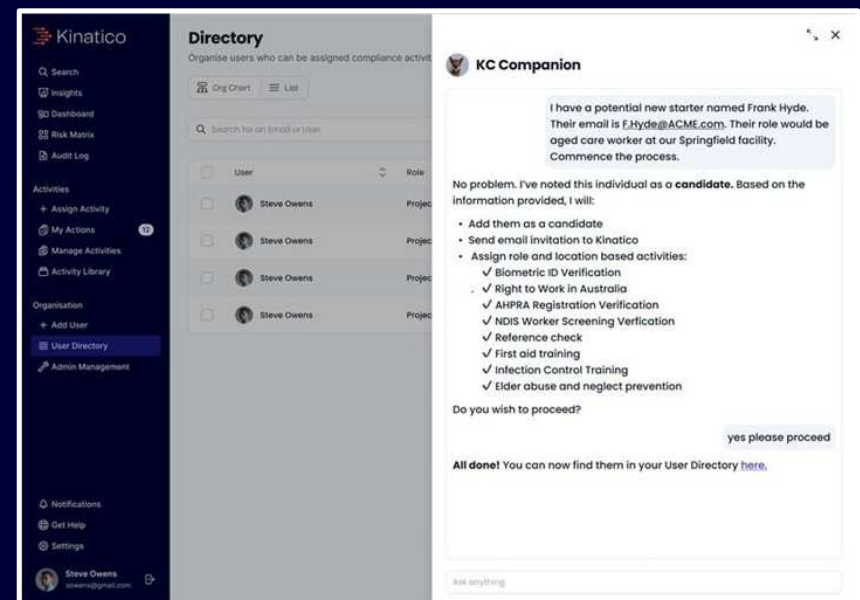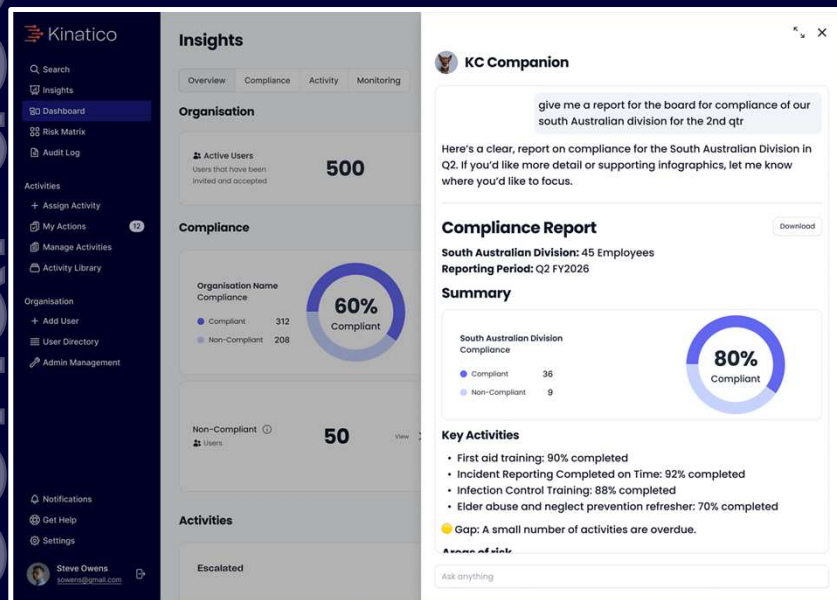
AI as a UI:
- Tell KC what you need in plain English
- Example prompt:

I have a potential new starter Frank Hyde. Their email is F.Hyde@ACME.com. Their role will be aged care worker at Springfield facility. Commence the process.

Intelligent Requirements:
- Recommended configuration based on industry and sector requirements
- Predictive compliance monitoring and proactive alerts
- Example prompt:

Set up my organisation. The name of the company is ACME Pty Ltd, ABN 12 405 999 001

AI Not Only Used in New Products but Enhancing Existing Ones

MCP for Kinatico CVCheck Support

1. Customer
Customer makes a request/ asks question

2. AI Agent
Receives and process the question

3. MCP
Queries CVCheck Systems

4. CVCheck System
Retrieves the data needed

5. Real-Time Response
Answer provided promptly in real time

Expected Results:

- L1 Support Resolution: 60%+ automated

- Response Time: <2 minutes (vs hours previously)

- Cost per Ticket: -40%

- Customer Satisfaction: Improved

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Recap

Continued Focus on Execution

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KC has been built to enable revenue acceleration:

- ☑ AI native architecture
- ☑ Build investment incurred
- ☑ Faster to deploy
- ☑ Easy for customers to meet changing requirements
- ☑ AI agent enabled with appropriate commercial model

What We've Proven in H1 FY26:

- ☑ Maintained profitability through product transition
- ☑ Launched KC
- ☑ Built ~$10m Large pipeline in 3 months
- ☑ Validated SMB market access (~35 sign ups)
- ☑ Matured AI competitive advantage
- ☑ Strong balance sheet, positive cash flow

Our AI Moat

- ☑ 12months of deployed maturity with responsible AI deployment framework and ISO 42001 certification underway
- ☑ Complex segment with challenging requirements
- ☑ Propriety data and functional models and access to restricted data sources.
- ☑ AI native platform developed with strong sector knowledge and experience
- ☑ Strong brand with extensive existing relationships.

What We're Executing in H2:

- ☑ Increase SMB deployments
- ☑ Convert Large businesses pipeline to revenue
- ☑ Deliver next AI product enhancements
- ☑ Continue SaaS growth

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Questions...

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Thank you