Kinatico

FY26 FULL YEAR RESULTS
The momentum continues

Kinatico Ltd. (ASX: KYP)

6th August 2026

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Acknowledgement of Country

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

We recognise the unique role of Māori as Tangata Whenua and embrace Te Tiriti o Waitangi.

We pay our respects to cultures, country and elders past, present and emerging.

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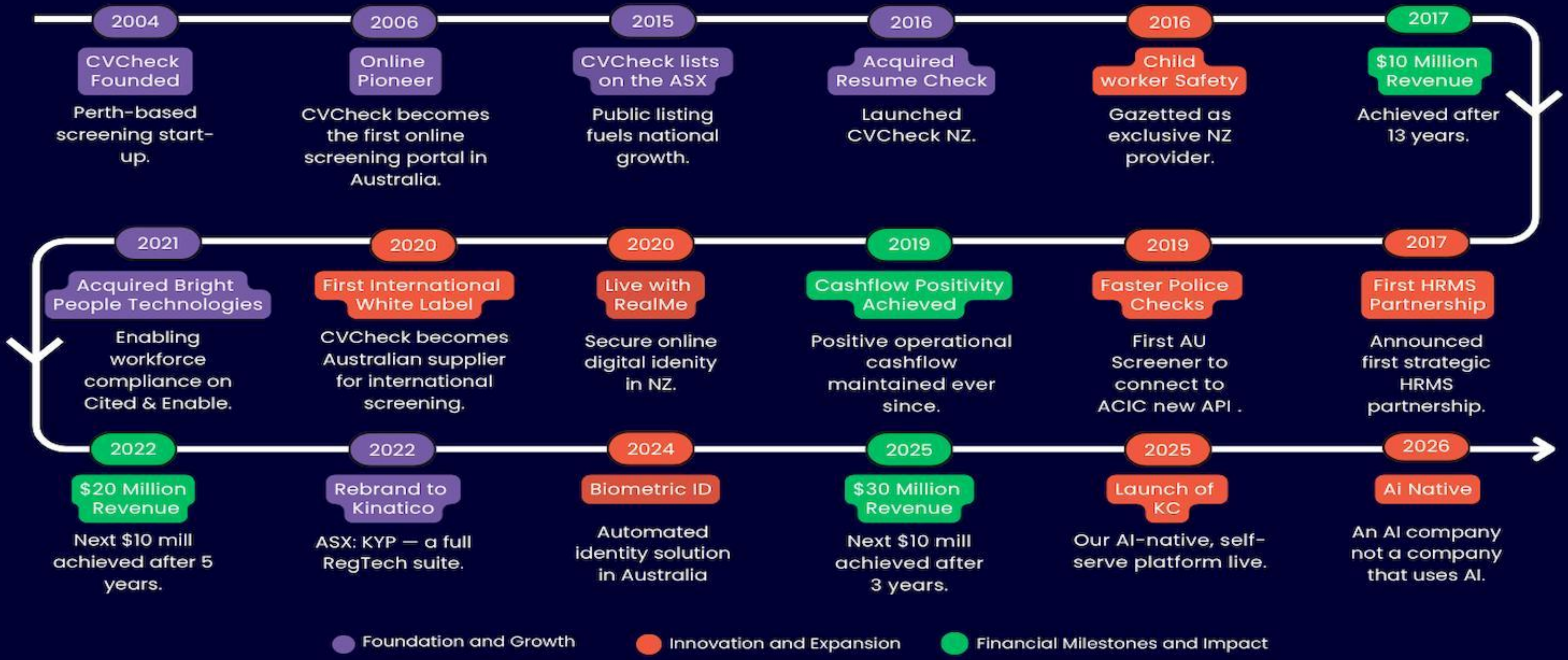
Agenda

Our Story built on two decades of trust

Kinatico

From a humble screening platform to a world-class AI-native workforce compliance platform.



The year the plan became the numbers

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Four years building a SaaS-first, AI-native compliance platform, FY26 is where it shows up

NPAT
$2.0m
⬆ 78.5%

NPAT Per Employee
⬆ 105%

EBITDA
$5.6m
⬆ 28.2%

Revenue
$35.2m
⬆ 9.4%

SaaS 58.4% of revenue
⬆ 11.9 pp

Cash
$11.8m
⬆ 15.8%

Allowing us the opportunity to reinvest in the business

Achieved while increasing staff engagement 18 points to EES of 74.

The headlines for the year:

- The foundation built is showing increased quality revenue driving increased operating leverage
- Kinatico Compliance in market and winning customers
- A two-door go to market strategy that is working
- A successful transformation to an AI organization
- AI as an operating system for the company showing benefits
- A strong roadmap of upcoming features and enhancements to take advantage of increasing regulatory tailwinds

Our proof, and why we believe

The result. The AI advantage behind it. The market pulling us forward

Regulatory and market tailwinds are increasing our TAM

The financial results speak for themselves

Our AI platform and agents are showing their benefits

"It's the intelligence behind it. It's almost like a resource for us that we use to take away all the laborious and manual labour part of keeping track of something and managing a, super complex spreadsheet." – People & Culture Manager

On a five-year march towards achieving the Rule of 40 – and accelerating.

Operational efficiencies achieved in parallel to customer feature innovation

We have the knowledge. We have the product.
We've shown we can execute — and the market is expanding

Profit growing faster than revenue

Kinatico

Growth in revenue. Material step up in Profitability. Five years of operating leverage

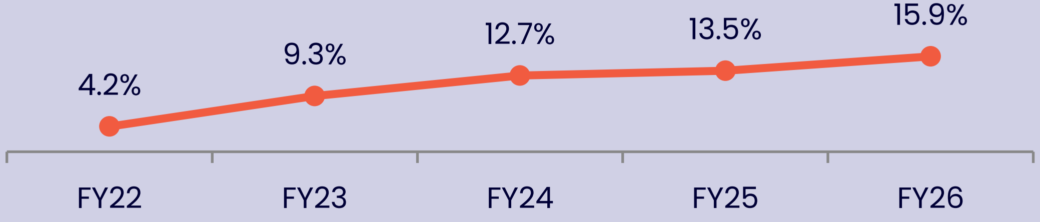
Revenue Growth
+9.4%.

EBITDA Growth
+28.2%

NPAT Growth
+78.5%

NPAT grew ~ 8x faster than revenue
= Operating Leverage

EBITDA Margin %



The mechanism:

Rising SaaS mix expands margin without matching rise in cost.

Total operating expense is now 50.2% of revenue (FY25: 51.3%).

	FY26	FY25	FY24	FY23	FY22
Revenue	**$35.2m**	$32.1m	$28.7m	$27.7m	$26.4m
EBITDA	**$5.6m**	$4.3m	$3.7m	$2.6m	$1.1m
NPAT	**$2.0m**	$1.1m	$0.8m	$0.2m	Loss ($1.5m)
Basic EPS	**0.48c**	0.27c	0.19c	0.06c	Loss (0.35c)

Note: Growth figures calculated on unrounded figures

Kinatico

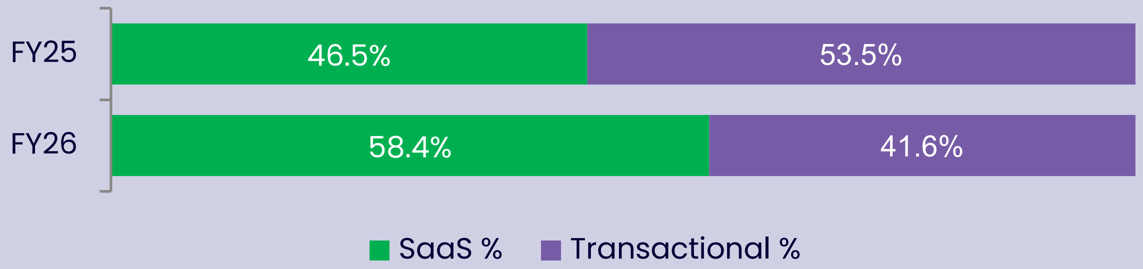
The revenue mix has flipped

SaaS driving Operating Leverage at 58.4% of Revenue

$20.5m SaaS Revenue
58.4% of group revenue ⬆️ 37.5% (FY25: $14.9m)

$14.6m Transactional Revenue
Performing as expected (FY25: 17.2m)

SaaS crossed the 50% line for the first time



Structural, not cyclical

SaaS carries higher gross margins, expanding margin without a proportionate cost increase.

5 Year Trend	FY26	FY25	FY24	FY23	FY22
Revenue	**$35.2m**	$32.1m	$28.7m	$27.7m	$26.4m
SaaS Revenue	**$20.5m**	$14.9m	$9.7m	$5.1m	$2.4m
SaaS % of Total	**58.4%**	46.5%	33.8%	18.4%	9.2%
SaaS CAGR	**53.2%**	57.3%	58.5%	44.8%	SP

Note: Growth figures calculated on unrounded figures

Growth we funded ourselves

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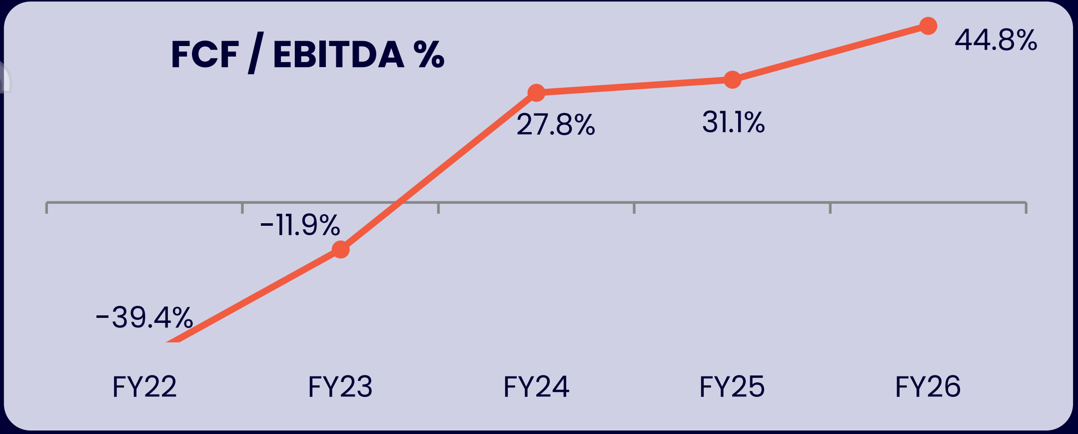
Fourth consecutive year of rising profit. No capital raised, no dilution, no debt.



FCF / EBITDA now 44.8%

FCF conversion of EBITDA moved from negative in FY22 to 44.8% in FY26.
Clear single measure of how much reported profit converts to cash.

$2.5m Free Cash Flow
⬆️ 84.9% (FY25: $1.4m)

$1.6m Net Cash Generated
Over the year

	FY26	FY25	FY24	FY23	FY22
Cash & Equivalents	**$11.8m**	$10.2m	$9.8m	$9.6m	$11.9m
Operating Cash Flow	**$6.3m**	$5.3m	$4.2m	$3.6m	$3.1m
Investing Cash Flow	**($3.8m)**	($3.9m)	($3.2m)	($4.0m)	($3.5m)
Net Cash Generated	**$1.6m**	$0.5m	$0.1m	($2.2m)	($1.0m)

Note: Growth figures calculated on unrounded figures

An AI organisation. Not an organisation that uses AI.

Kinatico

Businesses that merely pass data along are exposed. Much of the sector sits here, uncomfortably.

22 years of proprietary compliance data,
Follow-Me compliance built
on our technology.

We originate the verification, the result, and
the ongoing monitoring.
Not a reseller of someone else's.

Governance built in, not bolted on

Principles
Responsible AI, Operationalised

Certification
ISO 42001 underway

Governing Rule
AI recommends. People decide. Always

Amplify People Power

Transparent and Fair Intelligence

Privacy by Design

Accountable AI Governance

Sustainable Value Creation

We are not a business at risk of being disrupted by AI – we are one of the disruptors

Dual AI: leaner inside, smarter outside

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The result. The AI advantage behind it. The market pulling us forward

Virtuous cycle of growth

INWARDS

Today's Business Made Better

Leaner operations, increased efficiency

24/7 Virtual Verification Officer

Immediate benefits after first 30 Days

- **Annualised savings of ~$300,000** in operational costs while achieving **100% audited accuracy**
- **Instant results** for customers

OUTWARDS

Tomorrow's Business Made Possible

Smarter products

AI Software Development Lifecycle

+50% faster feature delivery and development.

Shipping more, with less rework

AI embedded across end-to-end product development process, not bolted on

Virtuous cycle of growth

AI is embedded across our end-to-end product development process — not bolted on.
The same architecture that drives inward efficiency is what makes our products smarter for customers

AI recommends. People decide. Always.

Kinatico

Our AI in production — and a workforce backing the strategy

CHATREF
LIVE

Our **Reimagined reference process**, replacing laborious, time-consuming, uninspiring web forms with an interactive AI assistant that gathers everything required, engaging, efficient, and fast.

IRIS
LIVE

Our AI Intelligent Reader Input System (IRIS) reads any identity or credential document in minutes, inputting information directly, avoiding manual errors in onboarding and lifecycle worker compliance activity.

AGENT VERA
LIVE

24 X 7 operating leverage in action. As volume grows, the architecture absorbs it, our people move up the value chain instead of headcount scaling to match.

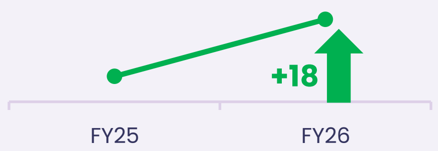
And many more agents in development across the business.

Our people aren't adapting to AI. They're driving it.

While there are global claims that AI is disengaging workforces everywhere. Kinatico's is soaring and now 3 points above global benchmark.

74

Employee Engagement



Human-in-the-loop is not a policy. Considered Confidence and Governance

Recommendation
AI output

→

Confidence Score
Low score to human specialist

→

Audit Trail
Reconstruct any ADM

→

Accountable Person
Human Supervisor

One platform, two front doors

Kinatico

Dual go-to-market. Digital self-serve for SME. Direct sales for enterprise.

One Platform. Two very different customers. Both onboarding successfully.

Self-Serve

Digital, low-friction sign-up
Small and mid-sized organisations
No sales process required to get started
Guided self configuration
One of our most effective customer-acquisition channels into the platform

One platform

Direct Sales

Enterprise-led sales motion for large, complex organisations
Multi-stakeholder buying, tailored onboarding and account management
Same underlying platform and compliance engine as self-serve

Why They Are Signing Up – The Intelligence Compliance Platform

- Kinatico Compliance ensures everything that carries a risk has a mitigation in place — problems get caught before they become a real issue.
- Stand out Features: **Follow-Me Compliance & Mobile interface** enabling efficient worker engagement
- **Follow-Me Compliance** = Every activity a worker completes follows them if they change roles or location. KC fills in the gaps, automatically assigning any genuine new requirements. Simple, Swift , Seamless, Secure and Synchronised.

KC Digital Sales from broad array business

Kinatico

75+ digital sign-ups in FY26 across multiple industries and business size.

Feb 2026

Sydney & Melbourne campaign brand awareness

Q4 FY26

Shift to acquisition media CTA Sign up for Free

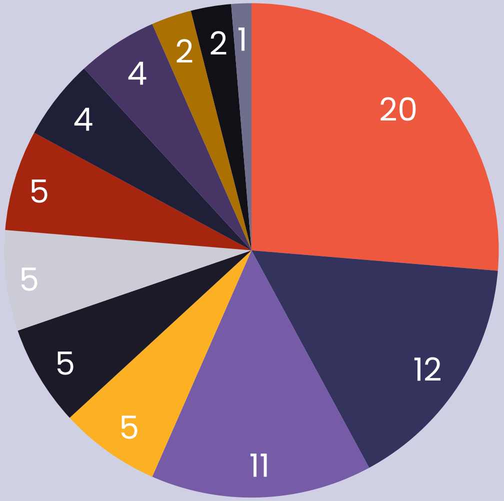
75 Sign ups

Optimised acquisition strategy with test & learn approach

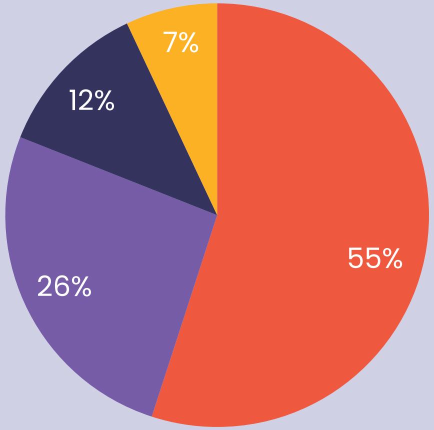
FY27

Refining marketing for best-fit industries & market conditions

Digital Sign ups by Industry



By Headcount



Dual Door recent sales have reinforced new SAM opened up with KC

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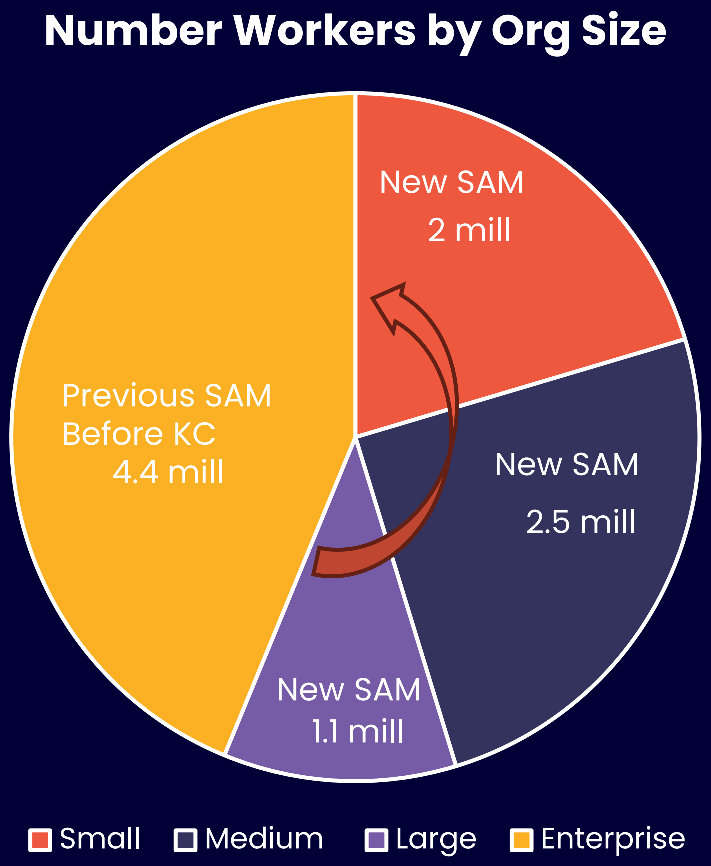

NEW Serviceable Addressable Market (SAM) 5.6mill workers

- **Large** (200 – 499 workers) ~3,000 organisations
- **Med** (20 -199 workers) ~300,000 organisations
- **Small** (5-19 workers) ~232,000 organisations

PLUS

Previous SAM before KC 4.4 mill workers

- **Enterprise** (500+ workers) ~ 2000 organisations

PLUS

Recurring Revenue Base

- Kinatico CVCheck is now the front door, not the foundation
- **~ 8,000** Organisations already rely on us each year

Total New SAM: ~$1.2B in Australia

Source: ABS March'26 Business data and Labour Hire & Gartner

Enterprise Proven

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Signed Civeo — with a qualified pipeline behind it

In Australia, Civeo (NYSE:CVEO) has a national footprint of approximately 10,000 rooms across twelve villages in Queensland, New South Wales, and Western Australia. In addition, Civeo also operates approximately 16,500 rooms in client-owned properties in remote regions of Western Australia, South Australia and Queensland. Civeo have ~2500 staff and a larger number of contractors and is part of a much larger global group — Civeo Corporation operates across Australia, Canada and the United States. We've signed their Australian business initially.

"We're moving to a new product called Kinatico Compliance because our business can't afford to wait. Civeo provides workforce housing and accommodation, so knowing in real time that the people on our sites are compliant isn't a nice-to-have — it's essential. KC gives us that visibility instantly, which means we can stay agile and keep our workforce safe and compliant at all times. We're excited to make this advancement as our experience with Kinatico has been successful."

Ali Barfoot — National P&C Manager, Talent Acquisition, Civeo

Every new enterprise conversation is larger in scope than the last.

Buying Behaviour, Pipeline $12m+
Multi-stakeholder
RFP-led, across aged care, childcare, healthcare and not-for-profit — bought as a strategic platform.

FY27 Focus
We're building a formal partner program to extend enterprise reach beyond direct sales, with our AWS partnership currently in progress. This creates a scalable channel to complement our direct enterprise motion into FY27

The rules are getting harder & more complex, increasing demand

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Regulatory obligations are tightening across every sector we touch. For example:

- Enhanced CRIMP rules under the SOCI Act
- NSW mandatory WHS Codes of Practice
- AUSTRAC regulation of more entities
- ASIC enhanced beneficial ownership disclosure
- National Early Childhood Worker Register
- Annual minimum wage reviews
- OAIC compliance sweep
- Wage theft criminalisation
- NDIS mandatory registration expansion
- Casual employment redefinition
- Qld Reportable Conduct Scheme
- Statutory tort for privacy invasion
- Modern Slavery law reforms
- Psychosocial safety oversight expansion
- Plus many more…

One thread runs through all of it:

None of these obligations are discretionary, and more contractors and casual workers means more complexity, not less.

We're not dependent on one piece of legislation — we benefit any time the regulatory bar goes up, in any sector.

Why We Believe

Kinatico

The platform is built, the market is expanding, and the regulation expanding it is now law

- The increased operating leverage is showing in the results.
- We have continued to increase revenue, drive innovation and build for the future while still generating increasing generating cash.
- 75 SME signups, Civeo enterprise customer, others in negotiation.
- Our two-door go to market strategy is working with market data driving further refinements.
- Our staff aren't adapting to AI they are driving it.
- Within 30 days of launch our AI verification agent identified annualised operational savings of ~ $300K. Vera expansion underway.
- We have a strong roadmap of upcoming features and enhancements to take advantage of increasing regulatory tailwinds.
- The share price was affected by a global software de-rating while the fundamentals of the company have gone the other way and warrants a re-rate.

'AI is working for us, not against us.'
A proven two-track model gives more ways to grow than ever.

Kinatico

"If I had access to this platform, I could just say, look, can you just bring up Joe Bloggs's current status, everyone's qualifications… I think it would be a time-saving tool."

–Head of Legal, Mining

"It's basically a one-stop dashboard platform that pulls all of this stuff together [compliance records, incident reports, and audit evidence]… it would be making sure that we've got all of our T's crossed, all of our I's dotted.

–Compliance Manager, Facilities Management

"I'm spending 25% of my capacity in lot of these kind of an operational [compliance] activities is not directly impacting my revenue. So, what I would say is if I have this kind of tool in place I would reduce that effort to maybe 5% and a lot of these things are automated by the tool and then I would actually be able to focus more on my other responsibilities."

–Project Manager, IT

Questions…

Transforming compliance from constraint to competitive advantage.

People-led AI, amplifying expertise and

creating lasting customer value.

Kinatico Compliance

Thank you