Kinatico

# FY26 H1 Results Webinar

Kinatico Ltd. (ASX: KYP)
17th February 2026
Michael Ivanchenko (CEO), Jason Margach (CFO/COO),
Chantal Walker (CXO), Geoff Hoffmann (CRO), Odelia Sarre (CPO)

# Disclaimer

This presentation has been prepared by Kinatico. The information in this presentation is of a general nature and does not purport to be complete, nor does it contain all the information which would be required in a prospectus prepared in accordance with the requirements of the Corporations Act. This presentation may contain statements, opinions, projections, forecasts and other material (forward looking statements), based on various assumptions. Those assumptions may or may not prove to be correct. None of Kinatico, its respective officers, employees, agents, advisers or any other person named in this presentation makes any representation as to the accuracy or likelihood of fulfilment of any forward-looking statements or any of the assumptions upon which they are based.

The information contained in this presentation does not take into account the investment objectives, financial situation or particular needs of any recipient and is not financial product advice. Before making an investment decision, recipients of this presentation should consider their own needs and situation and, if necessary, seek independent, professional advice.

To the extent permitted by law, Kinatico and its respective officers, employees, agents and advisers give no warranty, representation or guarantee as to the accuracy, completeness or reliability of the information contained in this presentation. Further, none of Kinatico and its respective officers, employees, agents and advisers accept, to the extent permitted by law, responsibility for any loss, claim, damages, costs or expenses arising out of, or in connection with, the information contained in this presentation. Any recipient of this presentation should independently satisfy themselves as to the accuracy of all information contained herein.

# Agenda

- Strategic Context
- H1 FY26 Financial Performance
- Kinatico Compliance (KC) Launch Update
- Go-to-Market Strategy
- AI as Competitive Advantage
- FY26 Outlook
- Q&A

Kinatico

# 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

Kinatico

## 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


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

# Executing Our Strategy

Kinatico

## 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

Kinatico

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


| FY23-FY25: | Oct 2025: | H1 FY26: | H2 FY26: | FY27-FY28: |
|---|---|---|---|---|
| Proved enterprise SaaS model | Launched next-gen platform (KC) | Expanded into untapped markets | Convert pipeline, scale deployment | Category leadership, 80% SaaS mix |

# SAAS Customer Wins in H1 FY26

Kinatico

## No slow-down in demand

CLEAR

ServiceStream

Westpac New Zealand

ODPP New South Wales

City of Melton

MGM BULK

UTS College

City of Perth City of Light

Lester Blades executive search & board advisory

rexroth A Bosch Company

Atlantis Group

UGL

Ramelius Resources

NSW Government Premier & Cabinet

Premier Investments Limited

# Financial Performance

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

Kinatico

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

Kinatico

Multi-half year comparison

| | Consolidated Revenue<br>13%<br>Increase from 31 December 2024 | SaaS Revenue<br>49.5%<br>Increase from 31 December 2024 | SaaS % of Total Revenue<br>13.5pp<br>Increase from 31 December 2024 | SaaS CAGR<br>52%<br>Since start FY22 | Q2 Annualised SaaS<br>57%<br>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

Kinatico

Multi-half year comparison

| | EBITDA<br>30.3%<br>Increase from 31 December 2024 | NPAT<br>106.9%<br>Increase from 31 December 2024 | Return on Equity<br>1.5pp<br>Increase from 31 December 2024 | Earnings per Share*<br>102%<br>Increase from 31 December 2024 | Current Ratio<br>16.9%<br>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

Kinatico

Multi-half year comparison

| | Cash and Cash Equivalents<br>5.7%<br>Increase from 31 December 2024 | Cash flow from operations<br>8.1%<br>Decrease from 31 December 2024 | Cash Used in Investing Activities<br>14.3%<br>Decrease from 31 December 2024 | Free Cash Flow<br>12.7%<br>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 |

Kinatico

# Kinatico Compliance (KC) Launch update

# 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

Kinatico

**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

Kinatico

**"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

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

**Previous SAM** :

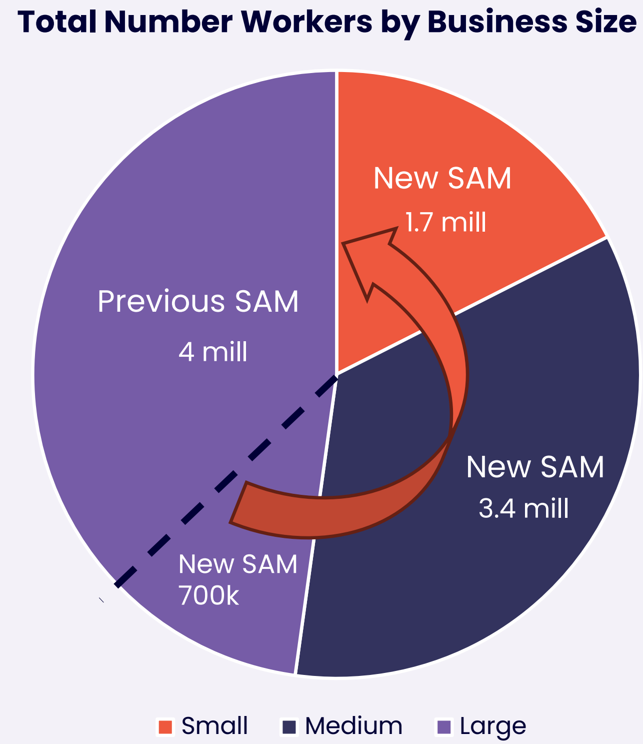
- **Enterprise (500+)**: ~2,000 organisations
- **SAM: ~$200m- $250m in AU/NZ**

**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

Kinatico

# Market Expansion




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

# All Business Sizes Now Targeted

Kinatico

## 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

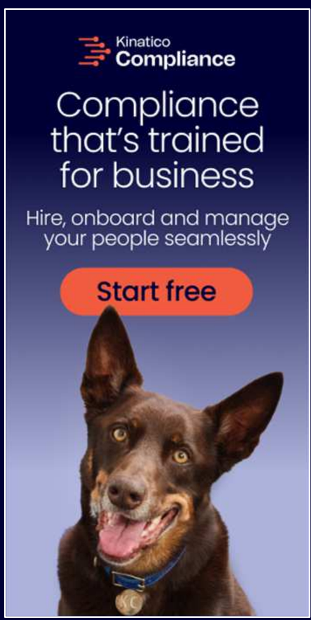
Freemium plan available to 700k Micro Australian businesses (2-5) workers

# Digital Media Spend Optimised for KC

Kinatico

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**


**SYD T3**


**Military Road**

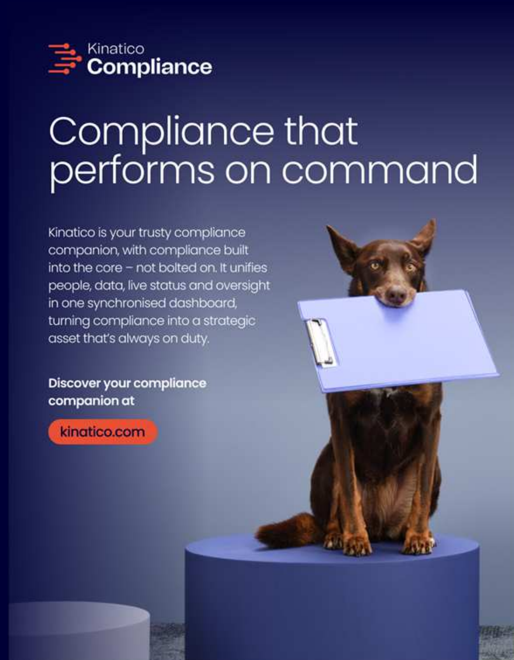

**OOH Sydney & Melbourne**

# Contextualised Press & BVOD amplified with Owned & Earned Media

Kinatico

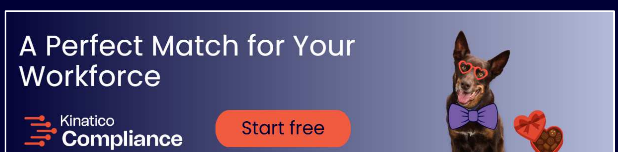
## AFR Valentines Day


## Forbes

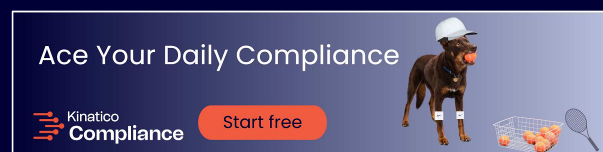



## NineNow

## Email signature




## Email signature



# AI Competitive Advantage

# People-led AI Partnership

# Our Competitive Advantage

Kinatico

**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

Kinatico

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

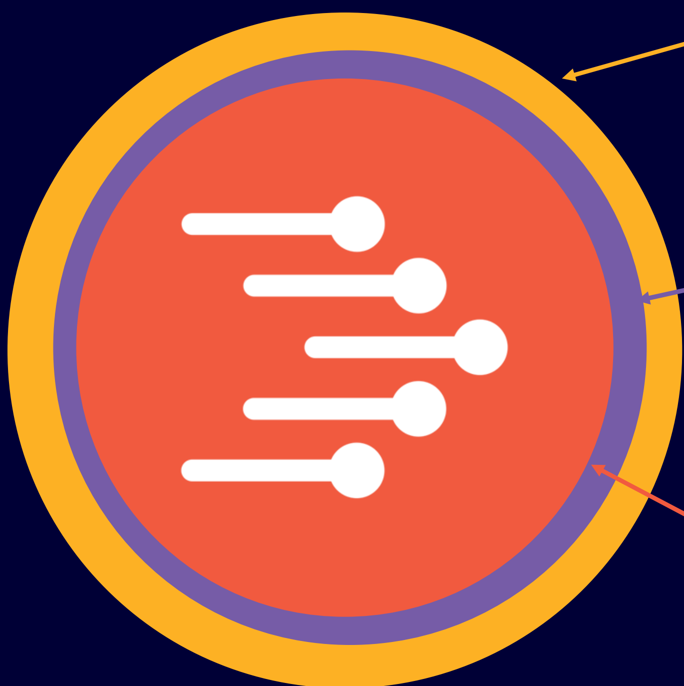
**Early 2025** → **Now**

| ANTHROPIC | | | | |
|---|---|---|---|---|
| Claude selected as primary LLM deployed across every function, including development teams | Proprietary KC AI models developed within the product<br><br>Leveraging our learnings simultaneously improving CVCheck experience | AI fully embedded in end–to-end product development process<br><br>Kinatico Compliance AI support models released | Development velocity of features increased by >50%<br><br>Responsible AI framework established | 88% of employees confidently utilising AI in day-to-day work<br><br>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

Kinatico

**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

Kinatico

**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**:

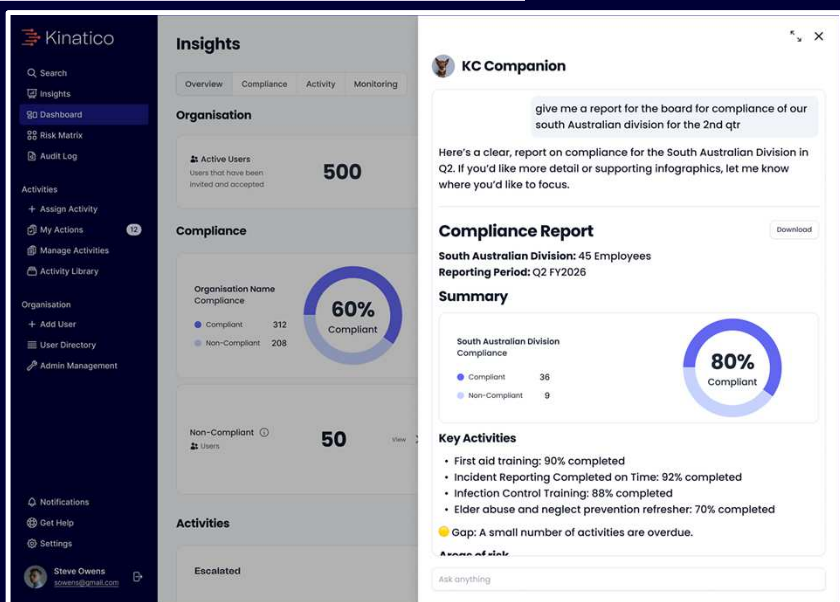
- Tell KC what you need in plain English
- Example prompt:

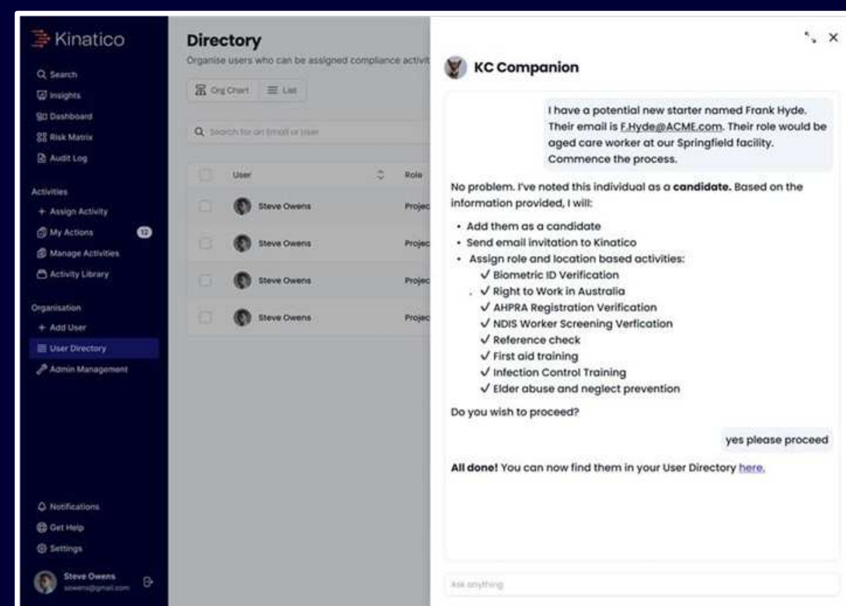
I have a potential new starter Frank Hyde. Their email is F.Hyde@ACME.com. Their role will be aged care worker at Springfield facility. Commence the process.

**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

Kinatico

# Recap

# Continued Focus on Execution

Kinatico

**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

Kinatico

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

# Questions...

Kinatico
**Compliance**

# Thank you