



Connecting People and Information

Coffee Microcaps Presentation

2 May 2023

(ASX:KNO)



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Our Mission

To Be a Leading Software-as-a-Service (SaaS)
Company Connecting People and Information

knosys Investment Opportunity



Multi solution digital workplace
SaaS solution vendor



Innovative Technologies -
Natural Language Processing
(NLP), Intelligent Search,
Machine Learning (AI)



Strong Industry Trends driving
demand



Diversified revenue by product
and geography

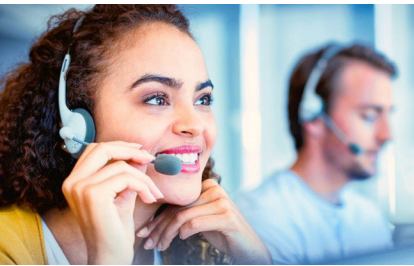


Low volatility recurring revenue
base



Business operations fully
funded

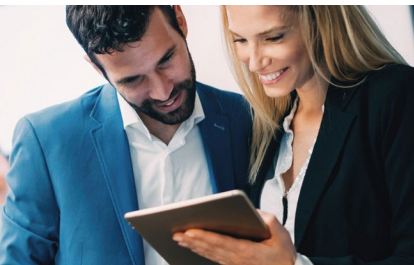
Our Portfolio of SaaS solutions



Knowledge Management Intuitive Platform

KnowledgeIQ
A solution by Knosys

KnowledgeIQ - Helping employees and customers find answers and information quickly when they need it. Trusted single source of truth for everyone.



Intranet - Employee Communication Solution

GreenOrbit
A solution by Knosys

GreenOrbit - Empowering the digital workplace with the best employee tools to communicate, collaborate and engage through an intelligent intranet.



Library Management Innovative Solution

Libero
A solution by Knosys

Libero - enabling library employees and members to discover and access library information and external content for personal use.

A decorative background on the left side of the slide. It features a portrait of a smiling woman with dark hair, wearing a white tank top. Behind her are several concentric, glowing blue circles and swirls that create a sense of motion and technology.

1

REMOTE WORKERS

The growth in number of remote workers who are either fully remote or in a hybrid office/home work model.

2

CONSISTENCY OF DELIVER INFORMATION

Increased customer expectation of consistent information across all channels - front line offices, contact centres, websites or chat bots

3

INFORMATION GOVERNANCE

Need for high quality governance and compliance processes in highly regulated industries such as banking, finance and telecommunications

4

INFORMATION OVERLOAD

Content explosion and information overload for employees and customers needs solutions to which simplify and prioritise information presented.

Implementing a SaaS Vertical Strategy



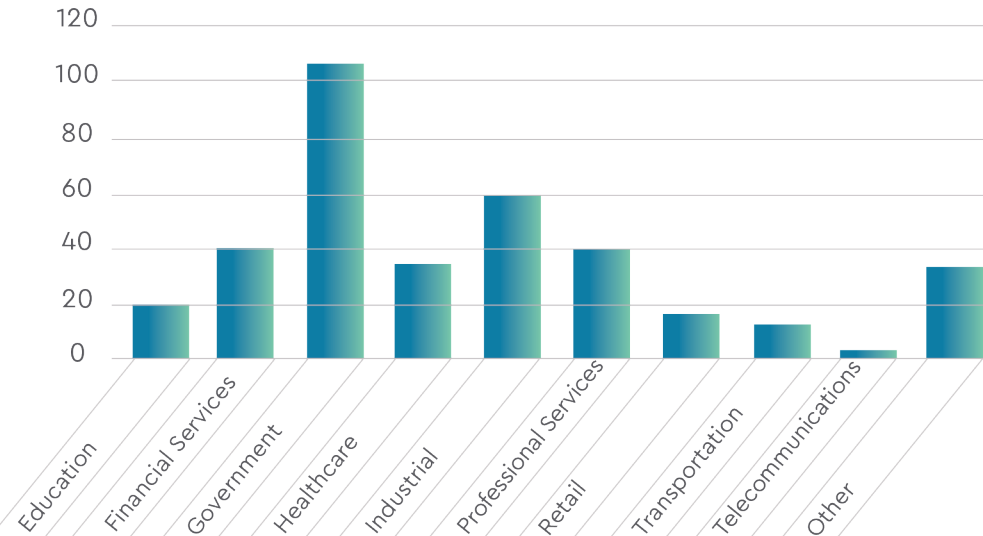
Delivering business critical solutions to key verticals



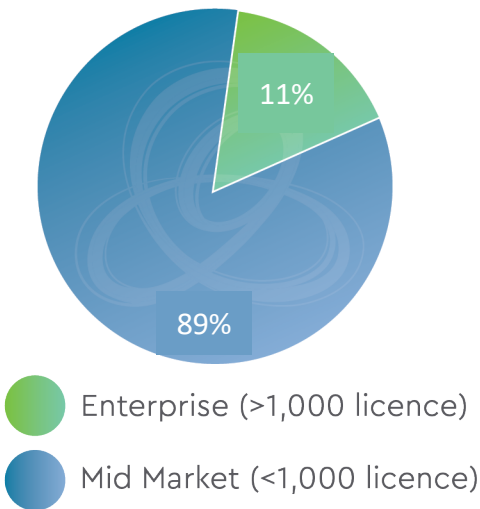
Industry Traction



Customers by Industry



Customers by Size



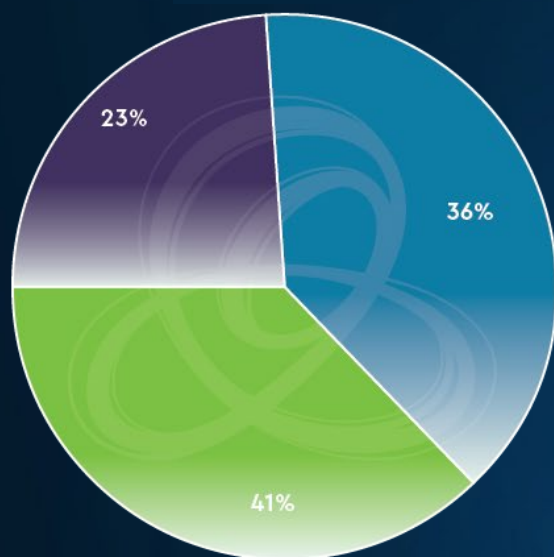
Customers Numbers






Diversifying revenue by product and geography

Revenue by Product

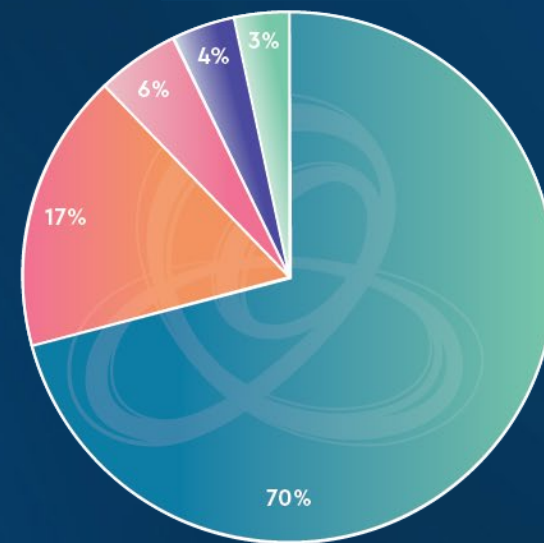
YTD MAR 23



 KM  GO  LIB

Revenue by Geography

YTD MAR 23

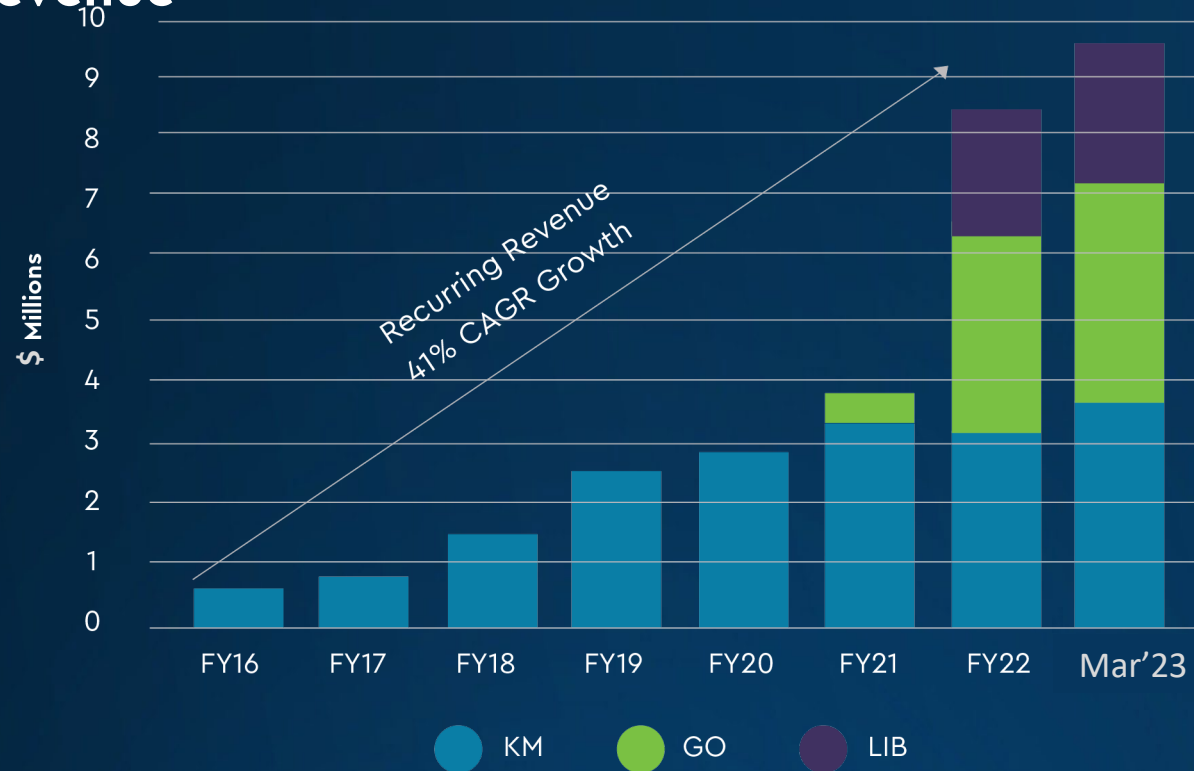


 AUS & NZ  US  ROW  EU  ASIA

1H FY23 Results Snapshot

Solid Growth in SaaS Recurring

Revenue



\$5.3M

Operating
Revenue

19% PCP ↑

\$4.8M

Recurring
Revenue

25% PCP ↑

\$9.5M

Projected ARR
Mar-23

8% PCP ↑

86%

Gross
Margin

-\$670K#

Adj Net
Loss

-\$160K

Cash
Outflow

*Mar'23 ARR reflects Mar-23 month's recurring revenue annualized to give an annual run rate

Excludes acquisition transaction costs, non-cash charges and tax

A dark blue circle containing the text "Future Direction" in white, sans-serif font.

Future Direction



Investment in Growth

1

Product – Market Fit

Strengthening
portfolio value
propositions to drive
new customer
acquisition and
retention

Rebalancing our technology team
and R&D investment towards
selected revenue enhancement
opportunities

Strategic focus on selected
development plans to address
specific needs of target market
verticals

2

Go-To-Market

Targeting high value mid
market and enterprise
customers

Implementing a vertical strategy
prioritizing one or more verticals
over next 24 months

Exploring strategic partner and
channel referrals to drive new sales
in the future

Growing TCV of Libero by focusing
on securing multi-year contracts

3

Operating Leverage

Consolidating
operations with focus
on efficiency across the
business

Rebalancing our work-force to focus
on most promising vertical or
verticals

Investing in shared code
/experiences for use across the
product portfolio

Focus on customer self service-based
customer onboarding, training and
support

FY24 Outlook



Focusing
on
increasing
TCV in
Libero and
KM
verticals in
FY24



Moderate
pipeline of
significant
commercial
contracts
heading into
FY24



Increased
operating
leverage in
FY24 by
productivity
and
efficiency
initiatives



Preserving
operating
cash in
FY24



Favourable
industry trends
expanding market
opportunities and
supporting long
term growth

| ASX : KNO  | | Share Register  | |
|---|---------|--|-------|
| Share price as at 24 April 2023 | \$0.08 | Substantial holders | 19.1% |
| Shares on issue | 216.1m | Founders | 6.6% |
| Market capitalisation | \$17.3m | Management & Directors | 4.7% |
| Cash as at 31 March 2023 | \$2.7m | Institutional holders | 3.0% |
| Enterprise value | \$14.6m | Retail holders | 66.6% |
| | | Total | 100% |



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