



knosys

Connecting People and Information

AGM Presentation

John Thompson, Managing Director

30 November 2023

(ASX:KNO)



Disclaimer

The information contained in this presentation has been prepared by Knosys Limited ACN 604777862 (the "Company" or "Knosys"). The information in this presentation is an overview and does not contain all information necessary for investment decisions. In making investment decisions in connection with any acquisition of securities, investors should rely on their own examination and consult their own legal, business and/or financial advisers.

This presentation is not an offer, invitation, solicitation or other recommendation with respect to the subscription for, purchase or sale of any securities in the Company. This presentation has been made available for information purposes only and does not constitute a prospectus, short form prospectus, profile statement, offer information statement or other disclosure document. This presentation is not subject to the disclosure requirements affecting disclosure documents under Chapter 6D of the Corporations Act 2001 (Cth). The information in this presentation may not be complete and may be changed, modified or amended at any time by the Company, and is not intended to, and does not, constitute representations and warranties of the Company. The Company does not have a significant operating history on which to base an evaluation of its business, securities or business prospects. Therefore, the information contained in this presentation is inherently speculative.

While the information contained in this presentation has been prepared in good faith, neither the Company nor any of its directors, officers, agents, employees or advisors gives any representation or warranty, express or implied, as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. Accordingly, to the

maximum extent permitted by law, none of the Company and its directors, officers, agents, employees or advisers nor any other person accepts any liability whether direct or indirect, express or limited, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the information or for any of the opinions contained in this presentation or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this presentation. This presentation may contain statements that may be deemed "forward looking statements". Such forward looking statements involve risks, uncertainties and other factors, many of which are outside the control of the Company, which can cause actual results to differ materially from such statements. Such risks and uncertainties include, but are not limited to, commercialisation, technology, third party service provider reliance, competition and development timeframes; limited operating history and acquisition and retention of customers; reliance on key personnel; maintenance of key business partner relationships; brand establishment and maintenance; the Company's products may contain programming errors, which could harm its brand and operating results; competition; changes in technology; data loss, theft or corruption; security breaches; liquidity and realisation; and additional requirements for capital.

The Company makes no undertaking to update or revise such statements, but has made every reasonable endeavour to ensure that they are fair and reasonable at the time of making the presentation. Investors are cautioned that any forward-looking statements are not guarantees of future performance and that actual results or developments may differ materially from those projected in any forward-looking statements made.



 **knosys**

A Software-as-a-Service (SaaS) Company
Connecting People and Information

BUSINESS SNAPSHOT

Knosys (ASX:KNO) is a leading information and knowledge technology Company providing industry with Software as a Service (SaaS) solutions to boost productivity, collaboration and connectivity in the digital workplace. We provide new ways to find, use and share information, which allows organizations to better deliver to their end customers, employees and stakeholders

Knosys solutions are founded on enterprise grade data management, automation and search, that enable businesses to make the most of information assets that sits within their business. This allows them to engage with end customers whilst at the same time minimizing operation costs.

Knosys operates across three software product suites



Libero

100+ customers
Markets:
Public, Academic,
Special Libraries



KnowledgeIQ

40,000+ users
Markets:
Finance,
Government, Telco



GreenOrbit

160+ customers
Markets:
Retail, Health,
Finance,
Government, Telco

In Three Target Regions



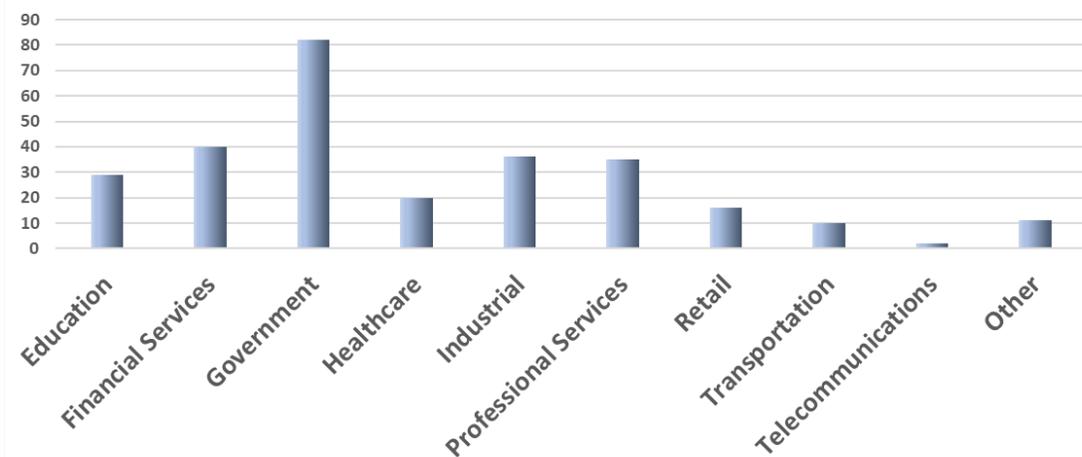
ARR of A\$9.5 m

281 Customer
Sites

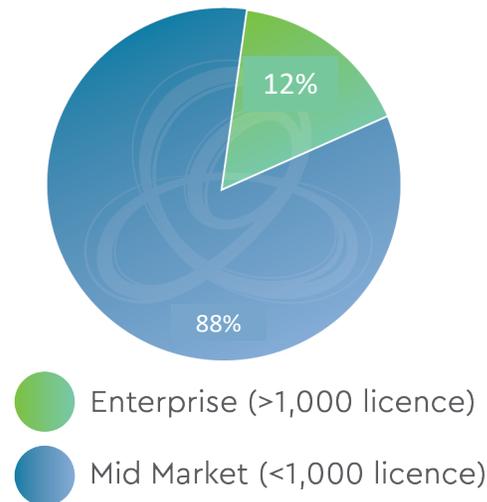
knosys Customer Dashboard



Customers by Industry



Customers by Size



Customer Numbers



knosys Highlights FY23: Year of Expansion



License and support fee revenues increased by **16%** to \$9.6m (FY22: \$8.3m);



Total operating revenue increased by **12%** to \$9.9m (FY22: \$8.9m);



The loss for the consolidated entity after providing for income tax was \$2.2m (FY22: Loss of \$3.1m)

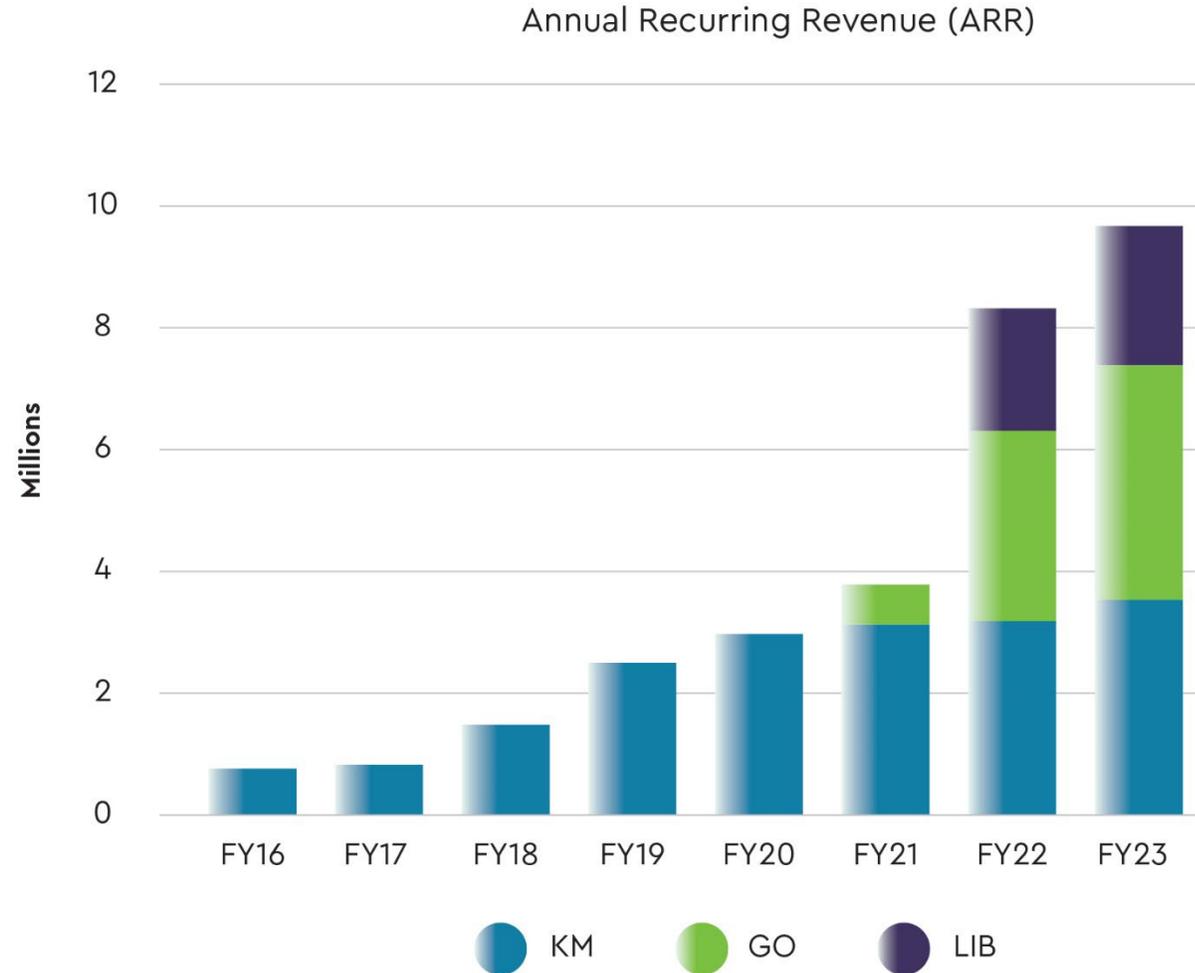


Net cash outflow from operating activities was \$0.8m (FY22 outflow: \$0.3m)





Solid growth in SaaS Recurring Revenue



FY16 - FY23 reflects actual licence and support fee revenue for the year

	Q1 FY24*	Q1 FY23*	▲
Cash Receipts	\$4.2m	\$4.3m	Down 2%
Operating Revenue	\$2.5m	\$2.5m	0%
EBITDA	\$0.2m	-\$0.3m	Up 180%
Net cash from operations	\$1.6m	\$1.1m	up 42%
Cash balance	\$3.5m	\$4.1m	Down \$600k

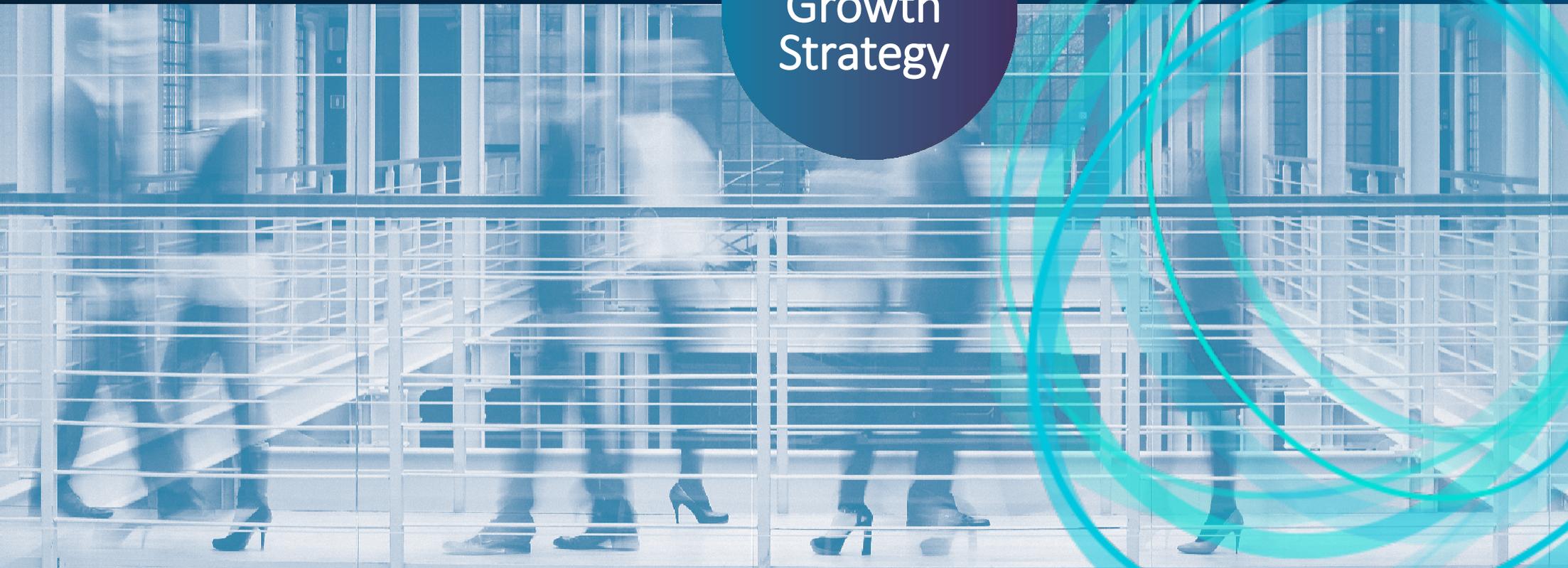
* All figures are from unaudited Management Accounts

Q1 FY24 Key Highlights

- **Cash Receipts:** Q1 is seasonally the strongest cash flow quarter due to the high level of annual license renewals across all product lines. Q1 FY24 is consistent with previous corresponding period FY23.
- **Operating Revenue:** Remained stable at \$2.5m for the quarter.
- **Positive EBITDA of \$0.2m:** Significant improvement compared to previous corresponding period FY23, up 180% due to expense reductions from restructure in Q4 FY23.
- **Outlook for FY24:** Continued focus on operational efficiencies whilst investing in strategic product development initiatives for our Library management and Knowledge management suite of solutions.

A dark blue circle containing the text "Refined Growth Strategy" in white, sans-serif font.

Refined
Growth
Strategy





Focus on business-critical SaaS solutions in portfolio

- Knosys currently supports three SaaS solutions with a shared services model for sales, product development and customer support
- Following a comprehensive strategic review in Q4 FY23, Knosys has identified its Library Management Solutions (LMS) as its most business-critical customer solution, with the highest growth potential over the next 3-5 years
- Knosys is focusing its product development efforts into the Libero LMS
- We continue to manage operational efficiencies while pursuing the refined growth strategy



Intranet - Employee
Communication
Solution



Library Management
Solution



Knowledge Management
Intuitive Platform



knosys FY24 Outlook



Targeting
10% organic
revenue
growth in
FY24



Increased
investment in
pipeline of
Library
Management
Solutions



Increased
operating
efficiency in
FY24



Approaching
operating
cash flow
breakeven
in FY24



Favourable industry
trends expanding
market
opportunities and
supporting a 3-5
year growth plan



Contact Details

John Thompson

Managing Director

✉ jthompson@knosys.it

Katie Mackenzie

Investor Relations

✉ kmackenzie@bellevueir.com.au

Level 8, 31 Queen Street, Melbourne, Victoria, 3000

🖥 www.knosys.co

🖥 www.knoiq.com

🖥 www.greenorbit.com