



ASX RELEASE

28 October 2019

## KYCKR FUNDED FOR FUTURE GROWTH

### Highlights

- Quarterly revenue of \$551k, up from \$532k in the June quarter, and steady y-o-y.
- Successful \$5.2m Placement. Proceeds to fund global commercialisation opportunities.
- Prominent technology entrepreneur, Richard White, buys 19.6% stake in company as part of Placement, becomes cornerstone investor.
- New reseller agreement with leading data provider illion to support Kyckr's technology across Australia and New Zealand.
- 2-year data provider agreement signed with global data platform DemystData
- Continued focus on strategic partnerships to boost global growth of Kyckr technology applications
- Cash at end-quarter \$5.5 million

Regulatory technology company, **Kyckr Limited (ASX:KYK)** (Kyckr or the Company), is pleased to provide its activities update for the quarter ended 30 September 2019.

**Kyckr CEO, Ian Henderson, said:** *"During a busy quarter for Kyckr, we announced our successful \$5.2m placement and welcomed entrepreneur Richard White as a cornerstone investor.*

*"We delivered progress on our partnership strategy, highlighted by our recent reseller agreement with leading data and analytics provider, illion, which is supporting clients in Australia and NZ. Our agreements with insurer AXA in Singapore will see expansion of services across Asia, which reinforces the quality of our technology and its potential global reach. These agreements align with our strategy of building networks with global data providers and commercial credit bureaus, and we look forward in progressing opportunities within these partnerships.*

*"We are grateful for the continued support of our shareholders in validating our commercialisation plans, technology and business proposition, and we are in a good position to enable our global expansion plans."*

### Financial Overview

Revenue recorded for the quarter was \$551k, which is a slight increase on the prior September quarter, and a 4% increase on the June 2019 quarter.

The Company's enterprise revenue increased 10% year-on-year.

Total cash receipts were \$503k, and cash at the end of 30 September 2019 was \$5.5 million.



## Operational Update

### Completion of A\$5.2m Placement, welcomes Richard White as cornerstone investor

Kyckr announced the successful completion of a A\$5.2 million (before costs) Placement through the issue of approximately 78.35 million new fully paid ordinary shares at 6.6 cents per share to new and existing institutional and sophisticated investors. Tranche 2 of the Placement resulted in the issuance of 46 million fully paid ordinary shares, raising A\$3.1 million and was approved by shareholders at the Extraordinary General Meeting (EGM) held on 13 September 2019.

The capital raising was led by prominent technology entrepreneur Mr Richard White who participated in both Tranche 1 and Tranche 2 of the Placement. Kyckr welcomes Richard as a cornerstone investor with a substantial holding of 19.6%.

Richard is the founder and CEO of WiseTech Global Limited (WiseTech), which develops and provides software solutions to the logistics execution industry. He has led WiseTech's to become one of Australia's largest software companies, with more than 12,000 logistics firms globally employing the software.

Proceeds from the Placement will be used to accelerate the Company's global commercialisation activities and will be applied towards additional resources (Business Development and Account Management), continued investment of Kyckr's products and general working capital purposes.

Bell Potter Securities Limited acted as the Lead Manager to the Placement.

### Reseller agreement with illion

In the quarter, Kyckr signed a reseller agreement with leading Australasian data and analytics services provider illion Australia Pty Ltd (illion).

illion leverages its consumer and commercial credit registries, which comprise data on more than 25 million individuals and 2.5 million active companies.

The agreement enables illion to resell Kyckr's market-leading technology and solutions to new and existing customers across Australia and New Zealand. Kyckr's Verify & Validate and Company Watch solutions will complement illion's existing propositions, adding enhanced functionality through data cleansing, remediation and ongoing customer monitoring from over 200 global registries.

In addition, the Kyckr API will integrate into illion's Decision Engine API and partner Ultimate Beneficial Owner (UBO) platform, Simple KYC. illion currently delivers data and analytics services to major and mid-tier banks across a broad range of sectors, and coupled with Kyckr's unique technology, the agreement will aim to accelerate collaboration within these sectors.

Global high-profile incidents have led regulators from across the world to improve Know Your Customer (KYC) and Anti-Money Laundering policies. The total market for KYC solutions is growing and is expected to reach \$16.4 billion in 2023.



## Kyckr continues strategic partnership focus

Kyckr continues to focus on collaborating with firms across the financial, data and technology space, to leverage its expertise and unique access to real-time registry data. This strategy aims to collaborate exclusively with firms looking to transform the quality of their data and accelerate the development of automation onto their clients and suppliers.

In the quarter, Kyckr signed a 2-year data provider agreement with global data platform DemystData, a leading provider and platform for integrating data. The agreement allows Kyckr API to be accessible by Demyst API customers, helping seamlessly evaluate, test and use the Kyckr network of real-time registry information.

For Kyckr, the focus on partnerships is expected to help create market-leading propositions across multiple industries and sectors, underpinned by the Company's global registry connections.

Kyckr is currently in discussions with several enterprise clients and is working to advance its partnerships opportunities.

## Kyckr.com platform seeing growth

Following its May launch, the improved Kyckr.com platform continues to experience an increase in subscriber rates and revenues. The user-friendly platform helps businesses and individuals to find global, real time Know Your Customer information. For firms with multiple users, improved administration features now include allowing users to create administrators, manage teams, set spend limits and create custom permissions.

## Outlook

Kyckr will focus delivering its innovative technology solutions to financial institutions, in support of their ever-increasing KYC and AML obligations. The Company will also focus on bolstering strategic partners to help drive opportunities for further expansion. Recent client successes with illion, AXA Singapore and DemystData agreements, are testament to the increased focus on growing direct enterprise client revenue.

The Company will continue to make enterprise revenue a key strategic priority alongside its partnership strategy. The Company also remains confident in the continued growth of its online offering with the launch of its digital platform.

Kyckr remains focused to providing its customers with advanced products, services and delivery that help them meet the constantly increasing challenges driven by global regulation.

Ends.



## About Kyckr Limited

Kyckr is a global regulatory technology (RegTech) business, providing technology solutions. Kyckr's solutions are connected to over 200 regulated primary sources, in over 120 countries, providing real-time company registry information on over an estimated 170 million businesses globally.

Kyckr delivers real-time access to legally authoritative and always up-to-date information (including company profiles, credit reports and filings). Kyckr provides automated technology solutions to improve the efficiency and effectiveness of Corporate KYC.

Kyckr helps clients manage their Know Your Customer (KYC) and Anti-Money Laundering (AML) requirements through a range of real-time solutions, including the automation of financial background checking processes when approving new customers, and ongoing monitoring of existing customers.

[www.kyckr.com](http://www.kyckr.com).

### Enquiries:

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Company Secretary

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## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity		
Kyckr Limited		
ABN	Quarter ended ("current quarter")	
38 609 323 257	30 September 2019	
Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	503	503
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(184)	(184)
(c) advertising and marketing	(12)	(12)
(d) leased assets	-	-
(e) staff costs	(696)	(696)
(f) administration and corporate costs	(385)	(385)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	8	8
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(766)</b>	<b>(766)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-

+ See chapter 19 for defined terms

1 September 2016

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>-</b>	<b>-</b>
<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	5,171	5,171
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	(358)	(358)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>4,813</b>	<b>4,813</b>
<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	1,449	1,449
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(766)	(766)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4 Net cash from / (used in) financing activities (item 3.10 above)	4,813	4,813
4.5 Effect of movement in exchange rates on cash held	2	2
<b>4.6 Cash and cash equivalents at end of quarter</b>	<b>5,498</b>	<b>5,498</b>

**Appendix 4C**  
**Quarterly report for entities subject to Listing Rule 4.7B**

<b>5. Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	283	106
5.2	Call deposits	5,215	1,333
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>5,498</b>	<b>1,449</b>

<b>6. Payments to directors of the entity and their associates</b>		<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to these parties included in item 1.2	87
6.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3	Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	
Directors' fees at normal commercial rates		

<b>7. Payments to related entities of the entity and their associates</b>		<b>Current quarter \$A'000</b>
7.1	Aggregate amount of payments to these parties included in item 1.2	-
7.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3	Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

<b>8. Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>		<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
8.1	Loan facilities	-	-
8.2	Credit standby arrangements	-	-
8.3	Other (please specify)	-	-
8.4	Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

<b>9. Estimated cash outflows for next quarter</b>		<b>\$A'000</b>
9.1	Research and development	-
9.2	Product manufacturing and operating costs	(218)
9.3	Advertising and marketing	(20)
9.4	Leased assets	-
9.5	Staff costs	(636)
9.6	Administration and corporate costs	(425)
9.7	Other (provide details if material)	-
<b>9.8</b>	<b>Total estimated cash outflows</b>	<b>(1,299)</b>

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>		<b>Acquisitions</b>	<b>Disposals</b>
10.1	Name of entity	-	-
10.2	Place of incorporation or registration	-	-
10.3	Consideration for acquisition or disposal	-	-
10.4	Total net assets	-	-
10.5	Nature of business	-	-

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here: .....  
  
 Company secretary

Date: 28 October 2019

Print name: Karl Pechmann

### Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.