



Connecting People and Information

Annual General Meeting 2025

26th November 2025

ASX:KNO



knosys.co

Annual General Meeting 2025

AGM Presentation

John Thompson, Managing Director

26 November 2025

(ASX:KNO)

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Knosys Overview

About Us

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.

Our Portfolio of SaaS solutions

Libero



Library Management

100 customers
Markets:
• Public
• Academic
• Special Libraries

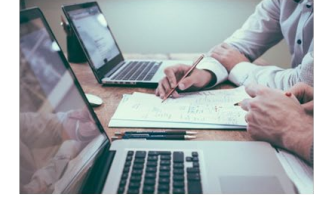
KnowledgeQ



Knowledge Management

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

GreenOrbit



Intranet

100 Customers
Markets:
• Retail
• Health
• Finance
• Government
• Telco

Our Global Footprint



TOTAL REVENUE
>\$10m

ARR of A\$9.4m

250 Customers

Highlights FY25: Year of Investment

Revenue stability, new product investment and disciplined expenditure management

	FY25	FY24	Δ
Revenue	\$9.8m	\$9.6m	Up 2.1%
EBITDA*	\$(0.6)m	\$1.1m	Down \$(1.7)m
Net Profit/(Loss) After Tax	\$(1.5)m	\$0.2m	Down \$(1.7)m
Operating cash (out) flow	\$(1.2)m	\$2.3m	Down \$(3.5)m
Cash balance	\$2.8m	\$4.2m	Down \$(1.4)m

*EBITDA represents earnings before interest, tax, depreciation and amortization.

- **Successful execution of strategy:** In FY25, Knosys' strategy was to invest in its library management solutions. Accelerating enhancements to the current Libero 6 library management solution, adding new features sought by libraries, such as Discovery, Events, and Resource Booking, to drive new sales and customer renewals in Australia and Germany.
- **Stable revenue and Annual Recurring Revenue (ARR):** Revenue of \$9.8 million and ARR of \$9.8 million at July 2025, reflecting the group's stable customer base, new business and licence fee increases over the year.
- **Higher cost base and decreased EBITDA:** Increased investment led to an EBITDA loss of \$0.6m and a net loss after tax of \$1.5m in FY25. This decrease in profitability was in line with expectations, as the company invested in the development of its future product suite.
- **Higher cash outflow:** Knosys reported net operating cash out flow of \$1.2m and a cash balance of \$2.8m as at 30 June 2025. The cash balance increased to \$4.2m as at the end of July 2025.
- **Build on capability in key markets:** Investing in Go To Market activities in preparation of launch of next generation Libero library solutions.



Growth Strategy - LibTech

Executive Summary

Company Overview

Knosys is focusing on being a leading Libtech software company that provides public, academic and specialty libraries with a modern library services platform and mobile experience.

Key Highlights

- Continue Libero growth
- Proven market fit as demonstrated by low churn
- Long customer lifetime engagement
- Established, experienced team
- Library technology is a stable counter cyclical market
- Invest further in Sales and Marketing as we focus on further improving our organic growth opportunities in multiple regions.

100

Customers across the world

2500

Licensed users worldwide

600,000

Registered members on our platform

<5%

Customer churn over last 3 years

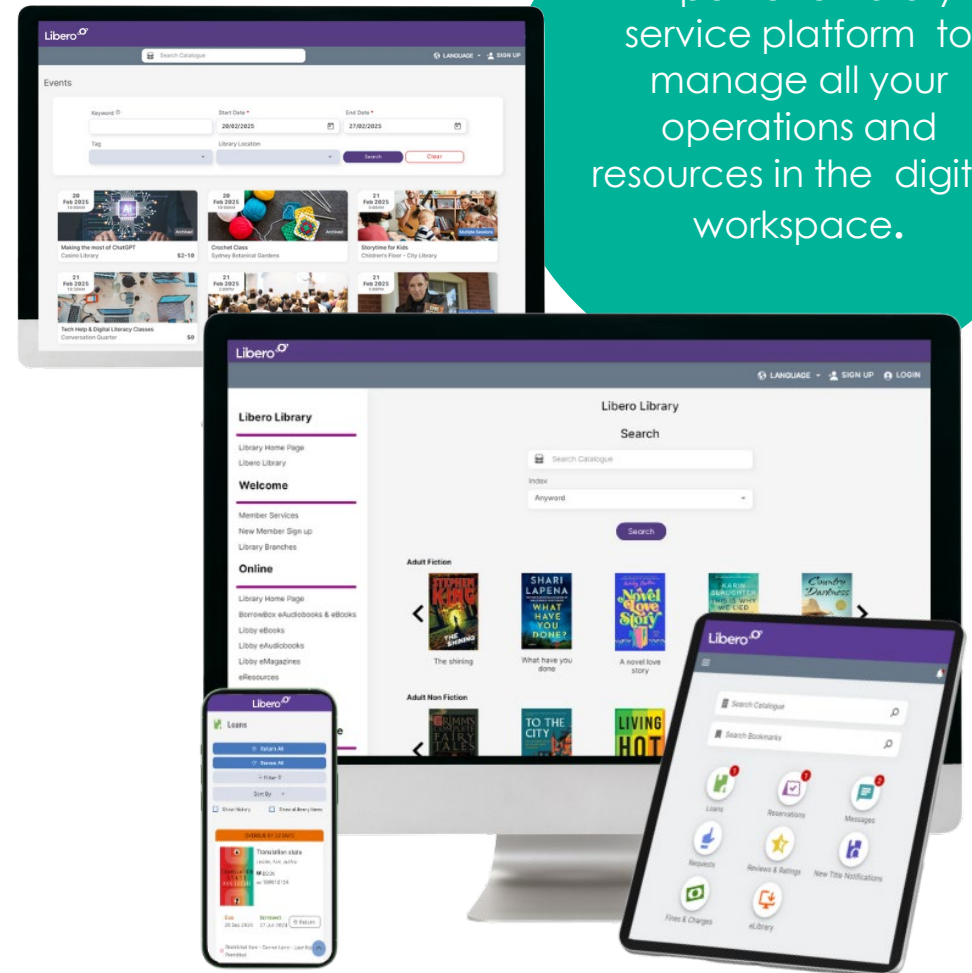
30+

Employees across AUS and Germany

Introducing Libero

- Libero is a growing library management (LibTech) software provider used by public and academic library employees and members
- Libero's main Libtech offerings are a library management system and mobile platform (Library App); used by libraries to keep track of their assets, inventory and loans, as well as member subscriptions and profiles.
- It also provides, via the web portal or mobile application, a gateway to a library's online ecosystem and is a key part of their members' digital experience
- The Libero platform is supplied on a Software as a Service (SaaS) basis and is accessible from any modern device
- Though applicable globally, the primary target markets for Libero are Australia, Germany, and the US (future)
- For more information go to www.libero.com.au

A powerful library service platform to manage all your operations and resources in the digital workspace.



Mega Trends Driving Growth

Our strategic priorities and the resultant Libero development program is premised on aligning with global trends to deliver transformational growth.



Integration of **Artificial Intelligence (AI)** and **Machine Learning**



Increasing focus on regulatory, data, **privacy and security**

Mega Trends



Rising **adoption of** open-source library management systems



Mass adoption of **mobile** and **cloud-based solutions** for remote accessibility

Strategic Execution – On Track

Optimise

Stage 1 – FY24 (completed)

Completed Strategic Portfolio Review

Identified solution with greatest market opportunity – Library Management System (LMS)

Drove margin contributions of core solutions to create business efficiency and preserve business value.

Executed retention plans on existing Libero customers

Commenced allocating investment capital into growth LMS solution

Focus

Stage 2 – FY25 (completed)

Prioritise development efforts on multiple next generation LMS offerings

Increase capital investment in LMS stream in FY25

Expand existing product set with new features and mobile capabilities

Take advantage of strong LMS market position in Aust/Germany and explore growth opportunities for Libero

Expand

Stage 3 – FY26

Examine opportunities to accelerate investment in **AI and open source** LMS software development programs (Public and Academic Libraries)

Review opportunities to monetize non-core business assets

Expand and develop Go To Market (GTM) commercialisation activities in Germany and US for Libero launch

Accelerate

Stage 4 – FY27 onwards

Continue development efforts on LMS Libero X (Public and Academic)

Explore and expand marketing and sales activities (GTM) for LMS Libero X in US Academic Libraries

Aggressively expand geographic markets in US and EU

Look at M&A opportunities in LMS, archive and adjacent collection markets

Thank-you

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