KNOSYS LIMITED · ASX: KNO

# Annual General Meeting 2026

Managing Director's Address: FY26 review and outlook

**John Thompson**

CEO & Managing Director

Melbourne · 25th November 2026

FY26 AT A GLANCE

# A stable, cash-generative year

**$9.7m**

**Operating revenue**

Broadly maintained (FY25: $9.8m)

**$9.0m**

**Annual recurring revenue**

Underpinned by multi-year contracts

**+$2.2m**

**Operating cash flow**

A turnaround from –$1.2m in FY25

**$4.9m**

**Cash at 30 June 2026**

Up from $2.8m a year earlier

Source: Knosys Annual Report FY26

FY26 HIGHLIGHTS

# Customers who stay, and new ones joining

**$3.8m**

ANZ Bank two-year contract extension for KnowledgeIQ

**60**

Libero customers renewed their annual subscriptions

**4**

New Libero cloud customers, including Oberon Council and Fliedner University

**5**

Existing customers added the new Libero mobile library app

**Done**

Next-generation Libero development program largely complete

**Leaner**

A structurally lower cost base going into FY27

Source: Knosys Annual Report FY26

OUR STRATEGY

# From three products to one clear mission

GROW

## Libero

Library management, proven with around 100 libraries in Australia and Germany. All company focus on winning in the US.

MAINTAIN

## KnowledgeIQ

Enterprise knowledge management with 40,000+ licensed users in banking, government and telco. Profitable, stable and self-funding.

EXIT

## Intranet

GreenOrbit customers moving to Oak Engage, with Knosys earning commissions as they migrate. Transition completes in FY27.

Source: Knosys Annual Report FY26

LIBERO

# Proven at home, ready to scale

A cloud-native, mobile-first library platform that brings discovery, the member app, events and bookings into one system.

**~100**
Libraries using Libero in Australia and Germany

**$2m**
Recurring revenue established before US entry

**10 wks**
To deploy, versus 6–12 months for legacy systems

**20–30%**
Lower total cost of ownership over 5 years

**2–5**
Separate systems one platform can replace

Source: Knosys Annual Report FY26

THE OPPORTUNITY

# The US is the world's largest library market

**40%**

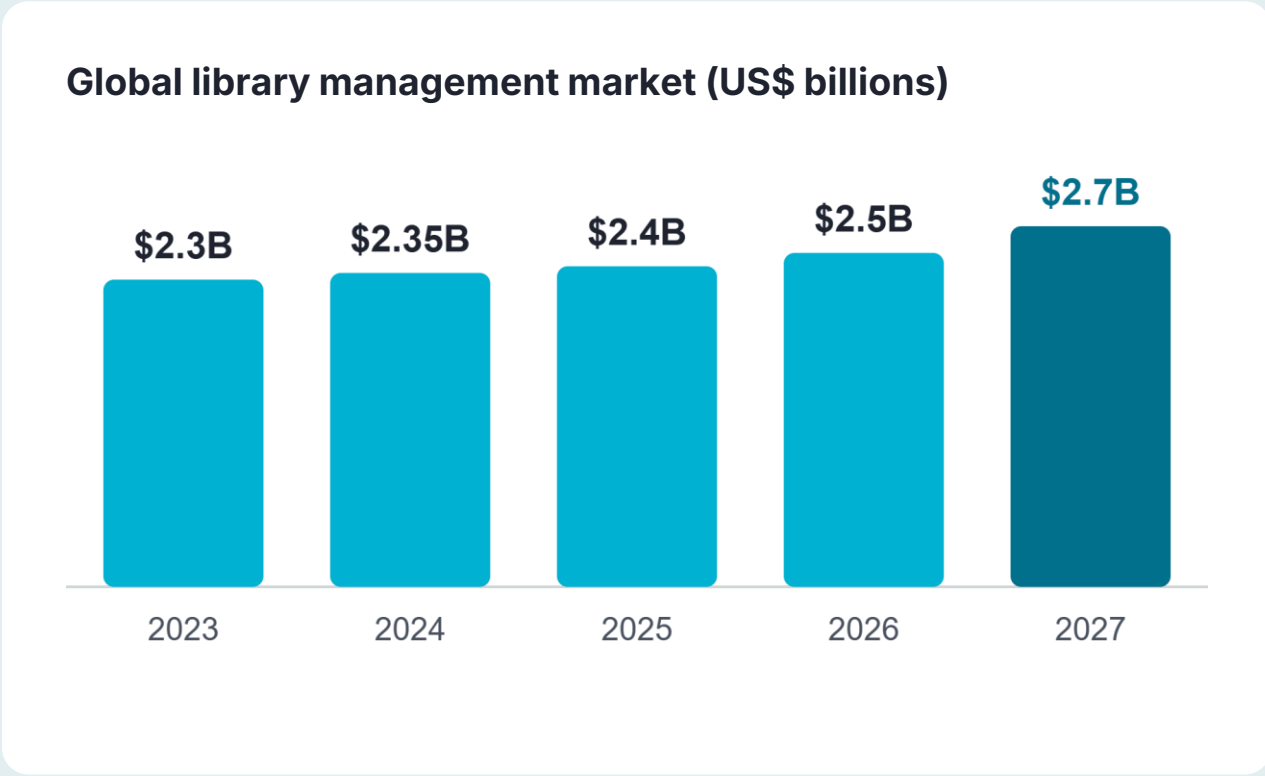
of the global library management market is US public and academic libraries

**10x**

the size of the Australian market

**Ripe**

for change: legacy systems built before the cloud, and libraries actively switching




© Technavio 2023 - Global Library Management Software Market 2023-2027

OUTLOOK

# FY27: taking Libero to the US

Q2 FY27

### Launched in the US

New US website and a US-based telemarketing team introducing Libero

NOW

### Prospecting

Already prospecting for US library contracts

Q3 FY27

### On the ground

Team relocating to the US to support sales, with our existing office in Raleigh, North Carolina

Q3 FY27

### Libero 7

Commercial release expected, with US anchor customers to be deployed on it

**First 12 months**

US anchor customers, plus early adopter libraries won through fast-track procurement with a paid pilot or a subscription within their purchasing threshold

Targets only and not guaranteed.

SINCE YEAR END

# Rights Issue to fund our US entry

**1 for 1**

**Non-renounceable offer**

Eligible Shareholders in Australia and New Zealand on the Record Date, 23 November 2026

**$0.02**

**Issue price per New Share**

Up to approximately 216.1m New Shares

**$4.3m**

**Up to, before costs**

Not underwritten

**11 Dec**

**Offer closes**

5.00pm Melbourne time, Friday 11 December 2026

**A staged US entry**

Capital committed progressively. First 12 months: anchor customers, Libero 7 (expected March 2027), US procurement access and a qualified sales pipeline.

Not an offer. The offer is made only under the Offer Document, to be dispatched by 26 November 2026. Source: ASX announcement, 18 November 2026.

OUR PEOPLE

# A small team with a global reach

| 34 | 12 | 172 | 15+ | 4 |
|---|---|---|---|---|
| Employees | R&D staff | Customers | Countries | Offices |

Thank you to our team for their hard work through a year of change, to our customers for their loyalty, to my fellow Directors, and to you, our shareholders, for your continued support as we grow Libero internationally.

Source: Knosys Annual Report FY26

KNOSYS · CONNECTING PEOPLE AND INFORMATION

# A stronger foundation. A bigger market.

We enter FY27 with steady revenue, positive operating cash flow, a leaner cost base and a proven product ready for the world's largest library market.

## Questions