



# 2019 Corporate Update

Kneat Solutions | June 2019

**Kneat**

# Safe Harbour Statement

This presentation contains forward-looking statements, including statements regarding Kneat's future financial outlook and financial performance, market growth, the release dates for and benefits from the use of Kneat's solutions, our strategies, and general business conditions. Any forward-looking statements contained in this presentation are based upon Kneat's historical performance and its current plans, estimates and expectations and are not a representation that such plans, estimates, or expectations will be achieved. These forward-looking statements represent Kneat's expectations as of the date in this presentation. Subsequent events may cause these expectations to change, and Kneat disclaims any obligation to update the forward-looking statements in the future.

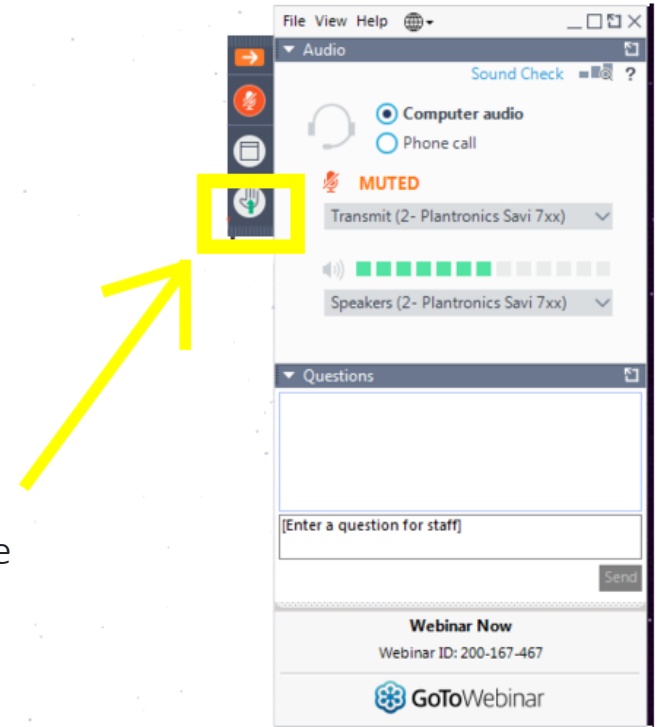
These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially, including (i) our quarterly results and limited operating history, which make it difficult to predict future results; (ii) our expectation that the future growth of our revenues; (iii) unauthorized access to our customers' data; (iv) dependence on revenues from new customers; (v) the rate of adoption of our SaaS model; (vi) acceptance of our applications and services by customers; (vii) loss of one or more key customers; (viii) adverse changes in general economic or market conditions, particularly in the life sciences industry; (ix) delays or reductions in information technology spending, particularly in the life sciences industry, including as a result of mergers in the life sciences industry; (x) the development of the market for enterprise cloud services, particularly in the life sciences industry; (xi) competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors and new applications and marketing initiatives by our competitors; (xii) our ability to manage our growth effectively; and (xiii) changes in sales that may not be immediately reflected in our results due to the revenue recognition criteria under International Financial Reporting Standards.

Further information on potential risks that could affect actual results will be included in other filings Kneat makes on [www.sedar.com](http://www.sedar.com)

## Questions

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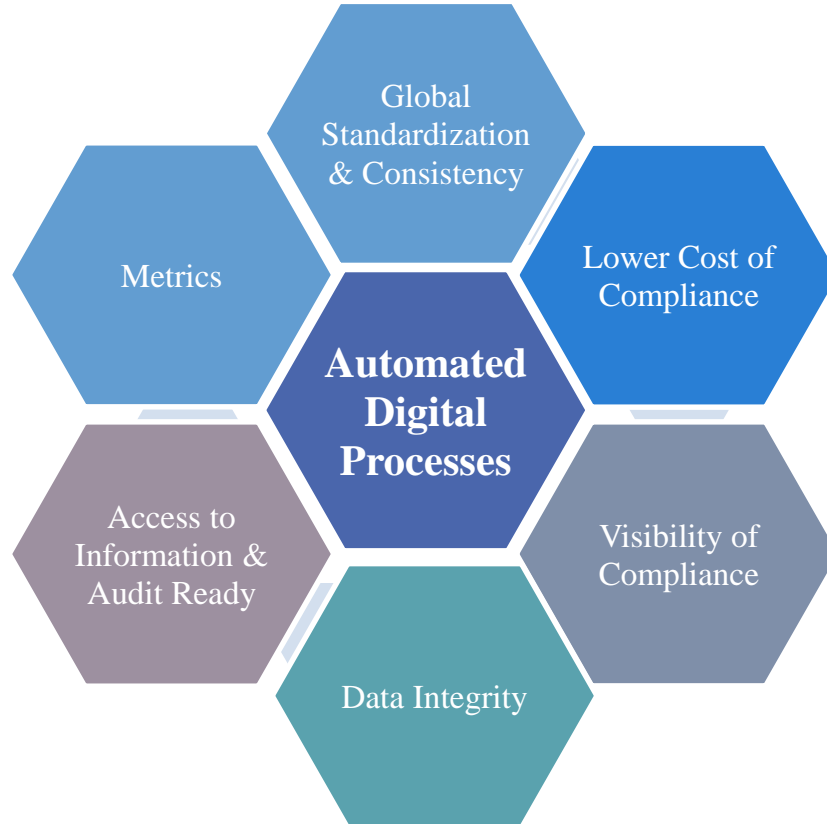
# Agenda

- Kneat Summary
- 2018/2019 highlights
- Priorities for 2019
- Questions



Kneat addresses Productivity, Quality and Compliance, by digitizing work processes for Life Sciences.

# Market Drivers



## Platform for Many Applications



# 2018/2019 Highlights

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## Significant Market Traction

- Signed 9 global companies including several top 10 pharma companies
- 200+ sites within current customer base, up from 15 in early 2018
- All live customers are scaling
- Increasing SaaS installs
- Significant market awareness, excellent customer references driving a healthy pipeline
- We added strategic channel partnerships

# Product Development

- Continue to build out our technology - based on customer feedback and to increase addressable market
- Released powerful new version in Q1 2019
- Enhanced our SAAS model driving increased adoption
- Engaged Customers - Inaugural summit in US

## Building the Team

- 77 staff today compared to 43 in Q1 2018
- Scaling development and services to meet new customer demand
- US Operations Director
- New board director with exceptional SAAS and enterprise software experience

## Financials

- Raised gross proceeds of \$14.7M in 2018/2019
- Revenues tripled in 2018 from 2017
- Increase in annual recurring revenue of 80% to Q1 2019
- Cash balance at March 31, 2019 of \$9.4M

# 2019 Priorities

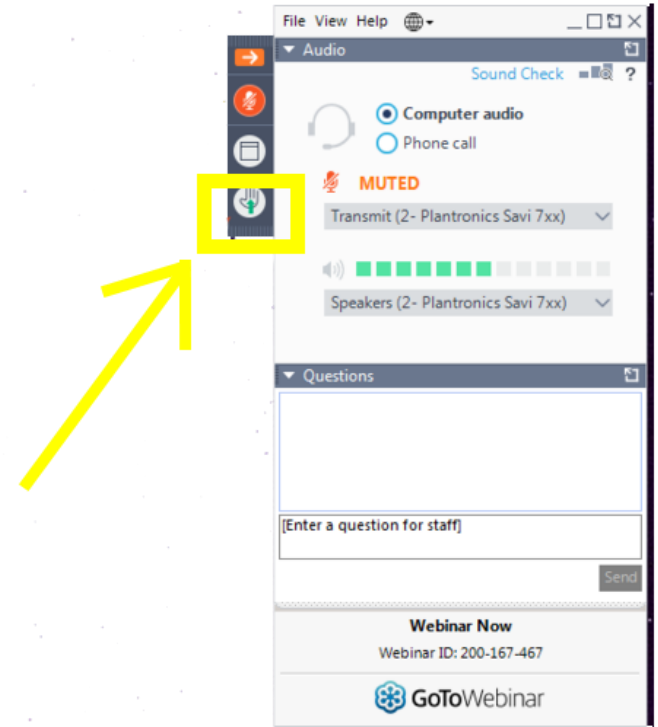
## Priorities for 2019

- Continue to scale existing customers to additional sites & processes
- Maintain a robust sales pipeline
- Add new top tier customers
- Increase product functionality - customer requests, broaden market potential and faster deployment times
- Build out team to support the growing list of customers

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# Questions

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