

## ASX Release

ASX code: K2F

10 March 2022

# K2fly Signs Expanded Contract with South32 and Passes \$5m ARR

## Highlights

- South32 Group Operations, a subsidiary of South32 Limited (South32), has expanded its use of our Dams and Tailings Solution (Decipher) to roll out additional modules across 6 Mine Operations
- 3-year contract with a Total Contract Value (TCV) of AU\$781k and Annual Recurring Revenue (ARR) of AU\$180k
- K2fly surpasses AU\$5m in ARR following signing of the expanded solution

**K2fly Limited (K2F, K2fly or the Company) (ASX: K2F)**, is a provider of 'net positive impact' solutions in Environmental, Social and Governance (ESG) compliance, disclosure and technical assurance, to operations of mining and asset intensive industries through its platform-based SaaS cloud solutions.

The Company is pleased to announce the expansion of an existing contract with South32 Group Operations (South32) for K2fly's Dams and Tailings Solution (Decipher) following signing up for additional modules within the solution across 6 mine site operations (Australia and South America).

The 3-year contract has a Total Contract Value (TCV) of AU\$781k and Annual Recurring Revenue (ARR) of AU\$180k.

The Dams and Tailings Solution sits within K2fly's Natural Resource Governance area. Read more about this solution [here](#).

**Nic Pollock CEO of K2fly said** "We are delighted to expand our relationship with South32 across Dams and Tailings solutions. This extends our significant relationship with South32 who are also existing customers of solutions within our Mineral Resource Governance area and join a growing list of our clients who work with K2fly across multiple solution areas. A key milestone has also been marked in our growth by surpassing AU\$5m, representing YOY ARR growth of 73%."

## About South32

South32 is a globally diversified mining and metals company. Our purpose is to make a difference by developing natural resources, improving people's lives now and for generations to come. We are trusted by our owners and partners to realise the potential of their resources. We produce commodities including bauxite, alumina, aluminium, copper, silver, lead, zinc, nickel, metallurgical coal and manganese from our operations in Australia, Southern Africa and South America. With a focus on growing our base metals exposure, we also have two development options in North America and several partnerships with junior explorers around the world.

Announcement released with authority of K2fly Board.

## For further information, please contact:

Brian Miller, Executive Director, K2fly Limited. T: +61 422 227 489. E: [brian@k2fly.com](mailto:brian@k2fly.com)

Glen Zurcher, Investor Relations. T: +61 420 249 299. E: [glen.z@k2fly.com](mailto:glen.z@k2fly.com)

**K2fly Limited ACN 125 345 502**



[www.k2fly.com](http://www.k2fly.com) | [info@k2fly.com](mailto:info@k2fly.com)



(08) 6333 1833



4/502 Hay Street Subiaco WA 6006

More on K2fly: [Website](#) | [Investor centre](#) | [Subscribe to investor updates](#)

### About K2fly

**K2fly Limited (ASX: K2F)** is an ASX listed technology provider of enterprise-level **'net positive impact'** solutions in Environmental, Social and Governance (ESG) compliance, disclosure and technical assurance, to operations of mining and asset intensive industries through its platform-based SaaS cloud solutions.

Our solutions address many industry challenges and help manage risk around clients' social license to operate concerning reporting & governance, reputation and disclosure demands.

**Product & service offering:** We deliver a suite of solutions across three key areas on a single platform:

- Natural Resource Governance
- Mineral Resource Governance
- Technical Assurance

**Customers:** Spanning all continents, our customer base includes Australian and overseas tier-1 clients operating in 54 countries.

**Strategy:** Through acquisition, development, and partnerships, K2fly have assembled a unique platform that generates high margin SaaS recurring revenues, being rolled out globally. Our strategy is to 'land and expand' our offering with clients over time whereby additional solutions are rolled out to support central operational management and efficiency gains.

K2fly works closely with peak industry bodies, regulators, and our own industry advisory groups on ESG topics that are driven by rapidly changing regulations, community and investor expectations to build fit for purpose industry solutions that adhere to recognised codes and standards.

**Strategic alliances:** K2fly has strategic alliances with global technology companies such as Esri (USA), SAP (Germany), Hitachi-ABB (Japan), Descartes Labs (USA) and Cyient (UK).

### Platform

Area	Solution	Related Acquisition
<b>Natural Resource Governance</b>	<a href="#">Community &amp; Heritage</a>	Infoscope
	<a href="#">Land Access &amp; Monitoring</a>	Infoscope
	<a href="#">Ground Disturbance</a>	Infoscope
	<a href="#">Dams &amp; Tailings</a>	Decipher
	<a href="#">Rehabilitation &amp; Closure</a>	Decipher
<b>Mineral Resource Governance</b>	<a href="#">Resource Inventory &amp; Reconciliation</a>	RCubed
	<a href="#">Block Model Management &amp; Governance</a>	RCubed, Sateva
<b>Technical Assurance</b>	<a href="#">Automated Ore Blocking</a>	Sateva
	<a href="#">Mine Geology Data Management</a>	Sateva