

RightCrowd releases FY22 Results

RightCrowd Limited (**ASX: RCW**) ("RightCrowd" or "the Company") a leading global developer of physical security, safety, and compliance software, is pleased to announce the release of its FY22 results, annual report, and accompanying investor presentation.

Virtual investor briefing sessions for investors in Asia, Europe and North America will be hosted by Peter Hill (CEO) and James Stewart (CFO) in early September. Links to these sessions are included in the announcement below.

FY22 Highlights: (All figures are audited and are expressed in AUD unless stated otherwise)

- FY22 sales revenue was \$15.1m for the annual period (1% reduction versus FY21) reflecting challenging trading conditions, particularly for the Presence Control business unit which saw a reduction in demand for its contact tracing solution. Total income reduced by 5.5% YoY to \$18.4m (FY21: \$19.4m).
- Annual Recurring Revenues (ARR) increased by 5.1% to \$8.5m as at the end of FY22 (end-FY21: \$8.1m). RightCrowd added new customers and increased recurring contracts with existing enterprise clients that helped drive the increase in overall ARR, despite churn of Presence Control customers during the period. ARR is measured as the total annualised value of active customer contracts for annual subscription, support, and maintenance services as at 30th of June 2022.
- FY22 net loss of \$14.9m includes an impairment charge of \$8.3m relating to the acquisition of Ticto NV in FY19. Excluding impairment expense, the net loss increased by 44.5% to \$6.7m (FY21: net loss of \$4.6m) over prior year.
- Total expenses, excluding impairment, grew by 4.2% during FY22 reflecting deployment of capital towards key executive and commercial hires during the period.
- Cash and cash equivalents reduced by 53% to \$4.7m at the close of FY22 (end of FY21: \$9.9m). The Company is working with its advisors and lenders to ensure that sufficient cash is available to support FY23 growth objectives.
- RightCrowd successfully restructured the business during FY22 into three revenue generating business units:
 - **Workforce Management:** – develops and delivers RightCrowd's Workforce and Visitor Management solutions. FY22 performance was flat with some major new enterprise sales slipping into FY23.

- **Presence Control:** develop and delivers RightCrowd's Presence Control solutions. Sales reduced in the second half of FY22 reflecting a drop in demand for the contact tracing use-case. The overall result was a reduction in revenue of 2% on prior year to \$4.4m.
- **Access Analytics:** develops and delivers RightCrowd's analytics solutions (formerly known as RightCrowd IQ). Sales activity continues and 3 new customers were added during FY22 with strong pipeline growth to support further growth in FY23.

- As part of the organizational restructure, the Offsite Vision business was consolidated within the Presence Control unit, generating synergies to reduce annual costs by \$1.1m.
- RightCrowd added 19 new recurring revenue customers across all products during the period. This was offset by churn of 28 Presence Control customers who placed their contact tracing solutions on hold due to relaxation of regulations around COVID-19 over the second half of FY22.
- RightCrowd launched its go-to-market for Access Analytics (formerly known as RightCrowd IQ) focused specifically on helping companies identify risks in the management of their physical control processes. RightCrowd Access Analytics was selected as a winner of the prestigious Security Industry Association, New Product Showcase awards at ISC West in FY22, winning the Threat / Risk Management Software category.
- RightCrowd has commenced attending US based security conferences again with travel bans now being lifted. Demand for RightCrowd Workforce Management and Access Analytics solutions is building with strong pipeline addition during the latter half of FY22, including strong upsell opportunities to existing global top-100 customers.
- RightCrowd launched its Cyber Studio program during FY22 having been awarded \$1.1m under the Australian Federal Government's Cyber Security Skills Partnership Innovation Fund. RightCrowd is nearing completion of its first year of a two-year program which delivers high-quality and well-trained industry professionals who contribute towards the Company's growth objectives.

Investor Briefings:

RightCrowd CEO, Peter Hill, and CFO, James Stewart, will host two investor sessions to discuss annual results and take questions. The sessions are set-up to accommodate Asia, Europe, and American time-zones as follows:

- **Session 1:** Wednesday 7th of September at 5:00pm (Brisbane time) – please register using this [link](#)
- **Session 2:** Thursday 8th of September at 7:00am (Brisbane time) – please register using this [link](#)


More information can be found in the FY22 Annual Report and investor presentation lodged with the ASX on the same date of this announcement.

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The release of this announcement was authorised by the Board of Directors.