



**Smarter, more efficient  
people, fixed assets &  
buildings**

**Q2 2024**

**LON: CKT**



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# — Company Snapshot

Enterprise SaaS driving operational business value.

- **99% customer retention**
- **Growing recurring revenue:** 93% of total revenue
- **Total ARR/US\*:** £13.3MM/3.4MM
- **Strong growth outlook**, further enhancement due to AI/ML (beta, with select customers)
- **Increasing gross margin**, profit margins, on to profitability
- **Top management team** with clear vision for the future

\* FY24, ending Jan. 31





# — Why Invest



Well-placed to deliver on profitability and growth.

- 1. Enterprise SaaS Operating in multiple billion-dollar markets\***: ~350 sticky customers, land & expand strategy demonstrating YoY growth, entering new verticals
- 2. Executing attractive long-term growth strategy**: prudent resource allocation toward highest return (existing customers) and highest growth segment (US)
- 3. Focused on scaling ARR**: 3+ years steady growth, ARR £3.9m to £13.3m FY24
- 4. Accelerating path to profitability**: improving gross margins and US-focused growth strategy to usher in break-even Q4 2025

\*Global Smart Sensor Market: USD\$125.3B\* 18.1% CAGR (2023-2030)



# — Market Opportunity

## GROWTH DRIVERS

- **Challenges of the deskless worker:**  
80% of global workforce, 70-80% attrition rate, knowledge loss
- **Synergy between People, Fixed Assets & Buildings:**  
Increasing need for efficiency
- **Smart IoT Integration:** Massive shift in managing buildings, assets, tasks and knowledge
- **Compliance & Sustainability:**  
Predictive operations, maintenance and costs driving savings



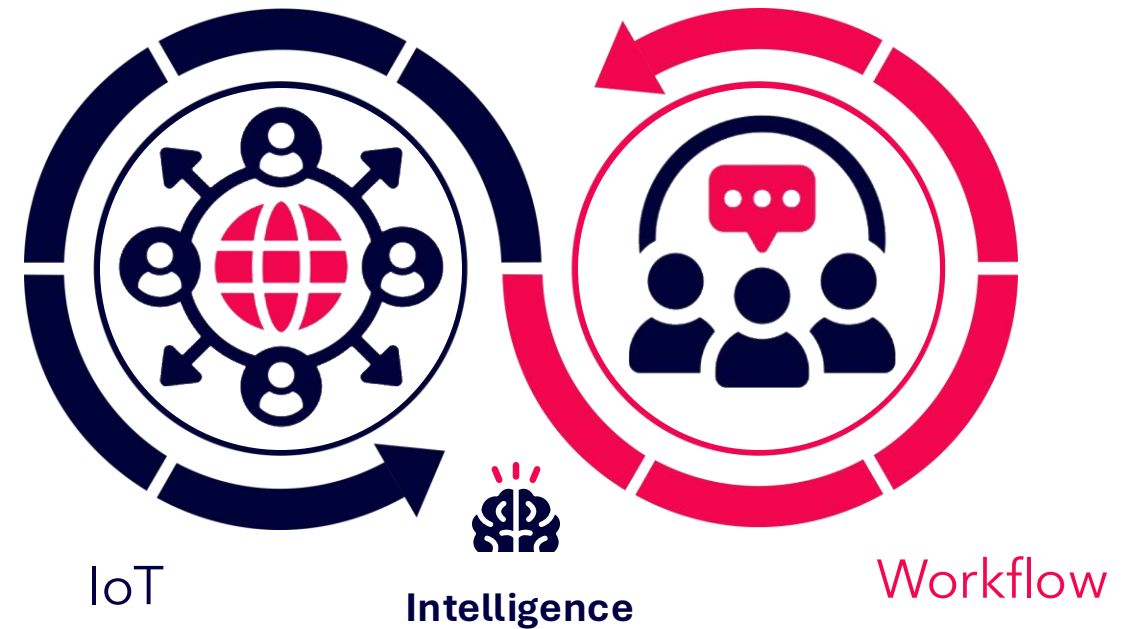
# — Our Solution

## Enterprise SaaS Empowering Workers

- **Automated Digital Workflows**, IoT sensors and data analytics
- **Remote, Real-time Advanced Data**, analytics and intelligence
- **Secure, End-to-end Managed Solution** driving qualitative and quantifiable value



## Optimizing Daily Workflow & Operations





# — Growth Strategy

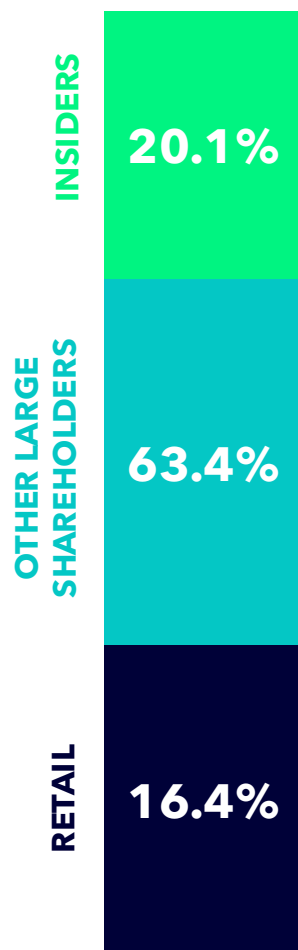
- 1. Accelerating US market growth**, scaling existing customers (upsell, cross-sell) and pivoting to new markets (food manufacturing, biotech)
- 2. Driving operating efficiency** to accelerate path to profitability
- 3. Investing in R&D** to drive value creation opportunities

octapharma  
GRIFOLS

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# Capital Structure



Cash	£15.6MM
Market Cap	£22.7MM
Shares Outstanding	108MM
Warrants	Zero
Options	6.7MM
RSUs	n/a
Fully Diluted	108MM
Convertible Notes	n/a
52 wk H/L	£31.00 - £18.10



# — Senior Team



**Kit Kyte**  
CEO



**Greg Price**  
CFO & COO

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**David Davies**  
Chief Product  
Officer



**Steve Tonks**  
VP Sales  
SVP & GM EMEA



**Ryan Lucas**  
VP Sales,  
North America



# — Thank You!



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# — Appendix





# — Success Stories



**"Checkit's monitoring system is working 24/7 across our Cambridge site, providing comprehensive data and allowing us to respond in real time."**

Edward Mole - Logistics and inventory Manager at ABCAM



**"Checkit ensures the right team are doing the right checks in the correct time"**

Steven Brine- Estates Manager



**"Checkit was chosen not only because it provides a single-vendor solution, from temperature monitoring to food safety, but it can also scale to our needs. This allows us scope to diversity into front-of-house and business intelligence reporting."**

Gavin Riley - Operations Programme Manager at Center Parcs