

## ASX / Media Release

26 November 2020

ASX code: **K2F**

### **K2fly wins SAP Endorsed Apps Certification**

#### Highlights:

- **SAP has confirmed the certification of K2fly Solutions (Land Access, Communities and Heritage, Ground Disturbance and Rehab) as “Endorsed Apps”**
- **K2fly is one of only 12 companies globally to achieve this SAP certification and the first in the Mining Industry Business Unit**
- **SAP global sales force are now compensated directly by SAP to sell K2fly solutions**
- **Go To Market (GTM) plans being finalised to roll out sales capability for SAP sales teams globally**
- **Initial focus is via the Mill and Mining Industry Business Unit but will expand across industry groups**
- **David Glynn appointed as K2fly’s Director of Strategic Partnerships for SAP and Esri**

K2fly Limited (ASX: K2F) (**K2fly** or **the Company**) is extremely pleased to announce that it has completed its final certification as an SAP Endorsed App. SAP Endorsed Apps are a new category of solutions from SAP’s partner ecosystem to help customers become best-run, intelligent enterprises. Endorsed Apps complement and extend SAP products and are designed to deliver value with desired outcomes – quickly, easily, and with support from SAP. The solutions are tested and premium certified by SAP with added security, in-depth testing and measurements against benchmark results.

The Endorsed Apps partnership program is by invitation only and to date, only 12 companies have been certified globally. Due to the high level of certification, the solutions are available for all SAP sales to market into their accounts and be recognised and compensated alongside SAP products.

The initial focus will be via the SAP Mill Products and Mining Industry Business Unit but will extend from there. SAP can boast 98 of the world’s top 100 mining companies as customers.

Stefan Weisenberger, Global VP and Head of Industry Unit Mill Products and Mining commented. “We are very excited to partner with K2fly for SAP’s roadmap towards the SAP Industry Cloud – specifically for the mining and resources industry. K2fly’s current solution set for enterprise land management is very complementary to SAP implementations and something our customers are increasingly in need of.”

He added, “SAP’s global mining advisory council was instrumental to kick off the development of K2fly’s new solution for Tailings Reporting and Governance which is due for release at the end of this year.”

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K2fly is also pleased to announce the appointment of David Glynn as Director for Strategic Partnerships based in Brisbane. David has had a long and distinguished career with IBM in senior global product sales and marketing roles before joining K2fly. David will manage the Strategic Partners program with a focus on our key partnerships with SAP and Esri. He will work directly with the global Account Teams in SAP for major mining companies.

Commenting on this development, Nic Pollock, K2F Chief Commercial Officer said, "This is a very important announcement for K2fly as we look to scale out Software as a Service (SaaS) offerings globally. The SAP invitation to join their Endorsed Apps program required us to undertake rigorous technical testing with SAP engineers to ensure that our product suite was compliant in every aspect. I'm thrilled to say that our technical colleagues worked tirelessly to achieve this certification and we are now looking forward to working with SAP sales executives around the world to promote our SaaS solutions to their existing clients."

Announcement released with authority of K2F board.

**ENDS**

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**About K2fly**

K2fly Ltd (K2F) is an ASX listed technology company providing enterprise-level technical assurance and reporting solutions across all aspects of the Environmental, Social and Governance functions.

Servicing the mining, oil & gas, utilities and agriculture sectors, K2fly delivers a suite of solutions in governance and compliance, stakeholder engagement and permits and obligations services for clients covering:

- Land Access
- Community and heritage
- Rehab
- Dams & Tailing
- Resources Inventory and Mine Geology Systems
- Ground Disturbance

Underpinning K2Fly's Software as a Service (SaaS) offering are its proprietary technologies: RCubed, Infoscope and the SATEVA Suite.

K2fly has strategic alliances with global technology companies such as Esri (USA), SAP (Germany) and ABB (Switzerland).

In addition, K2fly provides cutting edge business consultancy services with subject matter experts across Rail, Electricity, Gas, Water, Mining, Oil & Gas, and Facilities Management.

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