

ASX Announcement

ASX: AND

29 January 2021

AGM Chairman's Address

Dear Shareholders,

It's my pleasure to welcome you to Ansarada Group's Annual General Meeting for the financial year ended June 2020. I am joined at today's meeting in person by our directors, Chief Executive Officer, Sam Riley, Chief Revenue Officer, Stuart Clout, and Independent Non-executive Director, David Pullini. We are also joined by our audit partners from Mann Judd, Aidan Smith and KPMG, Caoimhe Toouli.

Before we commence the formal aspects of today's AGM, I would like to say a few words to give you an overview of the Group and our growth ambitions.

As know, this is our first General Meeting as a newly merged Group following the union of thedocyard Ltd and Ansarada Ltd in December 2020. As part of the merger and with the support of new and existing shareholders, we completed a \$45 million capital raise to fuel the Group's growth initiatives and we changed the company's name to become Ansarada Group Limited.

Our merger creates a global provider of cloud-based SaaS information governance solutions. We enable businesses and advisors to achieve critical outcomes with confidence, through secure document management, workflow and collaboration tools.

We have four market-leading solutions that increase productivity, efficiencies and facilitate better decision-making. They are scalable, serverless and leverage artificial intelligence and machine learning. These important aspects have been key to our growth to date.

On a pro forma basis, Ansarada Group's revenue has grown from \$16.1 million in FY14 to reach \$34 million in FY20, following our transition to a SaaS business model. This growth reflects an impressive CAGR of 13.3%. Importantly, 40% of FY20 pro forma revenue was generated outside of Australia, giving us excellent geographic diversity in our revenue streams.

Growth in customer numbers has been equally strong, more than doubling since FY14 to hit 3,020 at the end of December 2020.

Despite the effects of COVID-19 on the global economy and Ansarada Group during calendar year 2020, the Group has seen quarter on quarter growth across its key metrics including customers and revenue.

Now, with a strong cash position following our recent capital raise, you should expect continued growth over the coming 12 months. This means winning new customers, expanding usage by our existing customers across our products to support them throughout the whole business lifecycle. We will also focus on new strategic partnerships, international expansion and strategic acquisitions form another plank of our growth strategy.

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This ambitious growth strategy will cement our position as the information governance platform that boards, management teams and advisors rely on for managing critical outcomes and confident decision-making.

The uncertainty of COVID-19 impacts on the economy remain, however, we are seeing activity accelerate in the equity and debt capital markets, as well as in M&A. In addition, the pipeline of new M&A deals and IPOs is building. This presents a very exciting environment to pursue growth and broaden awareness of our solutions for the entire business lifecycle, including in between transactions.

Ansarada Group is perfectly positioned to compete and grow in two key segments of the information governance market. These are the US\$5.8 billion Enterprise Governance Risk and Compliance sector, which provides workflow, collaboration, security, and analysis tools for organisations across policy, risk, incident, audit and compliance and the US\$1.4 billion global virtual data room market, which enables the secure curation, distribution, and collaboration of critical information for corporate transactions and outcomes.

I'd like to thank the whole Ansarada Group team who have kept the business moving forward at a strong pace, particularly through the merger and the impacts of COVID. Special thanks go to Sam Riley and Stuart Clout, whose shared vision to see companies realise their full potential was integral to the merger and will be fundamental to our ongoing success.

I would also like to extend our thanks to our shareholders for their continuing support and for sharing our commitment to supporting businesses to make critical decisions with good information governance.

Before I conclude, it's worth noting the business items on our AGM agenda are for the 12-month period to 30 June 2020. As such, they relate to thedocyard's business only, as our merger took place on 4 December 2020, after the end of the financial year.

The team and I look forward to keeping you updated on our progress.

Peter James, Chairman
Ansarada Group Limited

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Investor Enquiries

Catherine Strong
Citadel-MAGNUS
cstrong@citadelmagnus.com
+61 2 8234 0111 / 0406 759 268

Media Enquiries

James Strong
Citadel-MAGNUS
jstrong@citadelmagnus.com
+61 2 8234 0115 / 0448 881 174

This announcement was authorised for release by the Board of Ansarada Group Limited.

About Ansarada (ASX:AND)

Ansarada is a global provider of cloud-based AI-powered virtual data rooms and material information platforms for secure end-to-end document and process management, supporting material transaction and governance outcomes for businesses throughout their lifecycle.

Ansarada's innovative and purpose-driven virtual data rooms enable the hosting, exchange and management of confidential material information between parties during critical events such as M&A (mergers and acquisitions), fundraising, tenders and IPOs.

For more information please visit www.ansarada.com/blog