Ansarada Group AGM
2020 CEO Presentation
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About Ansarada Group
Ansarada is the information governance platform that ensures confidence in making decisions and managing critical outcomes.
Recently formed through the merger of:

Antharada + thedocyard + ATHENA BOARD

Combines a shared set of values and a vision to help companies realise their full potential.
Successful $45m capital raise and relisting on the ASX in December 2020
Our portfolio of SaaS solutions
Today Ansarada Group is a global SaaS business

- **+3.0k active customers**
  Across a diverse range of industries

- **+460k unique users**
  Across 153 countries

- **+24k transactions**
  Executed on the Ansarada platform since being founded in 2006

- **+15 years of deal data**
  Helped create leading technologies and AI capabilities

- **+70% win rates and strong market share**
  In key Australia and New Zealand (ANZ) markets

- **+US$20bn TAM**
  Significantly expanded following development of workflow solutions and expanding use cases into information governance

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1 Active customers includes any subscription/contract with an active platform. Customers may have more than one deal platform, board portal or governance solution open at any given time.

2 As at December 2020. Refers to unique data room user profiles (unique profiles excludes those deleted or disabled)

3 Based on number of customer data rooms (excluding demo’s and deleted rooms) as at 31 December 2020.

4 For the 12 months ending 30 June 2020. Win rate calculated as the total number of proposals submitted and subsequent wins by Ansarada and TDY in aggregate, when invited to submit a proposal.

The problem we solve

Information is an ever increasing asset to companies, which continues to grow in size, volume and complexity presenting potential risks and opportunities.
Ansarada’s products allow a company to achieve consistent optimal information governance

Ansarada provides tools for good information governance, which increases productivity, enables efficiencies and better decision making, while also ensuring compliance and reducing risks across the business lifecycle.

For personal use only
How we want our customers to feel

Reduce Risks
I feel more in control
Ansarada keeps me safe while being super easy to use.

Increased Productivity
I feel more efficient
Ansarada lets me get on with my work as everything I need is right where I need it.

Better Decisions
I feel more informed
Ansarada helps me action what’s important and enables me to make good calls on what’s needed.
Customers

Serving multiple customer segments and a variety of job roles

- Companies
- Advisors
- Public Sector
- Financial Sponsors

Advisory & Investment Banking teams
Lawyers/ Legal firms
Corp Development & Corp Finance teams
Asset Manager
Private Equity & Venture Capital
C-Suite CEO, CFO, CIO, CRO, CLO
Chairman & Board Members
Co-sec/admin To the Board
Ansarada Information Governance Platform
Reduced Risks + Increased Productivity + Better Decisions

Use cases

- Transactional lifecycle management
- Board management
- Asset lifecycle management
- Compliance management
- Tenders lifecycle management
- Funds lifecycle management

Critical Information Management

1. CREATE+EDIT
2. COLLABORATE
3. CONTROL+PROTECT
4. TRACK+AUDIT+REPORT
5. STORE
6. REVOKE+DESTROY

Products

- Deals
- Board
- Governance
- Tenders
Customer Story - 86 400 Australia’s first smart bank

Christina Seppelt,
General Counsel & Company Secretary for smartbank 86 400

“The transition and onboarding to Athena Board was exceptional. The experience for our board members has been seamless since day 1, allowing each and every board member to get on with the job at hand rather than navigate clunky systems and reams of paper. Combined with the Ansarada Deals product this has allowed 86 400 to manage commercially sensitive information in a timely, productive and importantly secure manner.”

“As a homegrown start-up ourselves, it’s fantastic to see Australian companies leading the way when it comes to these types of innovations that can raise the potential of businesses around the globe.”
Multiple Growth Strategies
Carefully designed growth strategies to capture our various growth horizons

- Grow transaction management platform
- Expand customer usage across the platform suite
- Grow the international business
- Strategic acquisitions
Information Governance Market

Serviceable addressable market (SAM) of +$7bn (TAM of +$20bn and growing at 14% p.a.)

Governance Risk & Compliance Software
US$5.8 billion\(^1\) global market

Transaction Management
US$1.4 billion global market\(^1\)

\(^1\) Marketsandmarkets(2019). Addressable market includes global VDR and Enterprise Governance, Risk & Compliance Markets
Q2 FY21 Achievements
First combined deal as Ansarada Group
ASX 100 listed public energy company

The M&A team wanted to automate and streamline the full deal lifecycle; our Deal Workflow tools are now helping them work smarter for better and faster outcomes.

Being familiar with our best-in-class Deal Execution Platform, the team was confident moving forward with the full lifecycle Deal suite to move faster with greater efficiency and control.

Ansarada Annual subscription

- Access to the Deal Platform for the 12-month period for multiple transactions, inclusive of unlimited users and data
- Access to management tools for the Deals and Governance solutions
Integration roadmap - Deals
Previously TDY advisor end-to-end deal management

1. Advisors to access the core workflow components integrated into Ansarada Deal Platform.
2. Advisors to purchase subscriptions and deploy end-to-end deal management under one brand.
3. Continued feature enhancements to allow advisors to standardise their end-to-end deal workflow process on the platform.
Integration update - Board

Previously Athena Board

1. Ansarada Board will be released to our customers.

2. Ansarada will integrate Ansarada Deals and Ansarada Board, allowing customers a seamless experience.

Quarter on Quarter growth across key metrics

Recovery growth from COVID effects mid 2020

Graph 1 - Total Active Customers

- Total pro forma active customers increased to 3,020, 5% growth QoQ
- Pro forma subscription customer numbers reached 2,082 (Q1 FY21 1,907), 9% growth QoQ, continuing our transition to increased subscription contracts and longer term contracts\(^1\)
- 7% increase in Subscription/Contract Wins QoQ to 732, includes significant 3-year enterprise-wide contract with PwC UK and in tenders business.

Graph 2 - Total Revenue\(^3\)

- 17% total pro forma revenue growth, despite an historically seasonally quieter period
  - Reflects strong recovery in the Debt, Capital and M&A markets & continued customer expansion across products and geographies
  - Revenue rapidly approaching pre-COVID levels of $8.8m in Q2 FY20.

\(^1\)Subscription customer numbers include thedocyard and E-commerce channels
\(^2\)Pro forma comprises the historical combination of the merged companies
\(^3\)Unaudited
Key Financials

$8.5 million
Group pro forma revenue, up 17% QoQ ($7.3m in Q1 FY21)

$45.0 million
Successful capital raise, with $25.0 million repayment of borrowings, leaving $0 debt

$21.0 million
Cash in bank as at 31 December 2020

1Unaudited
Outlook

The Merger has created information governance platform with a compelling portfolio of SaaS solutions.

Group pro forma revenue up 17% QoQ and customer numbers over 3,000.

Products & strategy resonating strongly – growing customer wins.

Reflects rapid recovery from COVID impact in a buoyant global environment for M&A, equity and debt capital markets.

COVID uncertainty continues to impact global economy but Ansarada well positioned.

Strong cash position, with $21m plus cash flow to fuel continued growth.
04
Questions and Answers
THANK YOU