

## ASX:AND Ansarada Announcement - 27 April 2021

### Continued Growth and Positive Cash Flow Quarterly Report Q3 FY21 & Appendix 4C

#### Q3 Highlights

- **Record Customer Growth**
  - New contract wins<sup>1</sup> in Q3 FY21 up 29% year on year (YoY)
  - Record customer<sup>2</sup> numbers of 3,210 total, up 18% YoY
- **Continued Revenue Growth**
  - Total revenue<sup>3</sup> of \$9.0m, up 13% YoY and 7% quarter on quarter (QoQ), \$8.4m in Q2 FY21
  - ARPA<sup>4</sup> stable QoQ at \$1,032 amongst significant growth
- **Positive Cash Flow**
  - Cash flow positive with return to strong cash flow from operations of \$2.1m, up 69% YoY (-\$2.3m in Q2 FY21)
  - Zero debt with cash balance of \$21.7m
- **Additional growth contributors**
  - Significant growth in the ecommerce channel, contributing 26% of the total increase in active customers in Q3 FY21.
  - Major new features to be launched including workflow and project management coming in Q4

*Webinar for investors to be held today at 11am AEDT, details below*

**Ansarada Group Limited (ASX: AND)**, a global information governance software provider, provides an update on its quarterly activities and cash flows for the three-month period to 31<sup>st</sup> March 2021 as well as growth momentum in the new quarter.

“We are seeing growth right across the business”, said Ansarada CEO, Sam Riley. “Quarterly revenue was up 13% YoY and 7% QoQ. We added active customers at a record rate, ending with a new record of 3,210 customers. A leading indicator of future growth for us is new contract wins, which we’re pleased to say we increased by 29% YoY.

“We will be ramping up marketing investment in Q4, further simplifying our customers’ experience, shipping major product releases and fueling further rapid growth in our global ecommerce channel. We are very confident about our continued strong performance in Q4 and beyond into FY22.”

<sup>1</sup> A win represents Ansarada closing a paying subscription/contract customer. Prior year comparisons to Ansarada NewCo Pty Ltd.

<sup>2</sup> Customers refers to pro forma active customers and includes consolidated customer numbers for both Ansarada NewCo Pty Ltd and Ansarada Group Limited (formerly thedocyard) including periods prior to the merger. 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.

<sup>3</sup> AASB Revenue with prior year comparisons to Ansarada NewCo Pty Ltd.

<sup>4</sup> Subscription Average Revenue per Account (ARPA) represents the average monthly revenue generated from customers on subscription based contracts in Q3 2021.

## Webinar Details

Ansarada CEO Sam Riley and CFO James Drake will provide an update for investors during a webinar at 11:00am AEST today, Tuesday 27<sup>th</sup> April 2021.

Investors can join the live audio webcast at:

[https://zoom.us/webinar/register/WN\\_9ljgnfaQQ6y9CNI4FiBx2A](https://zoom.us/webinar/register/WN_9ljgnfaQQ6y9CNI4FiBx2A)

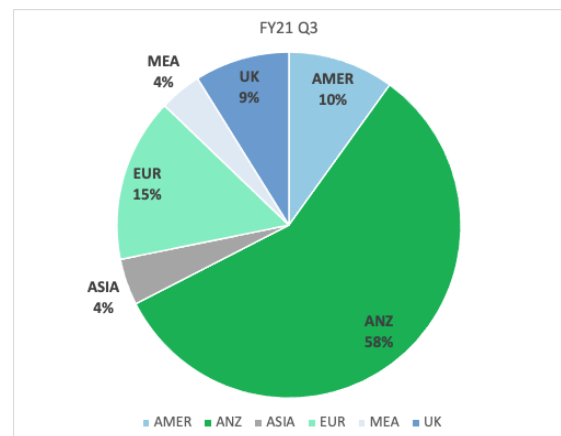
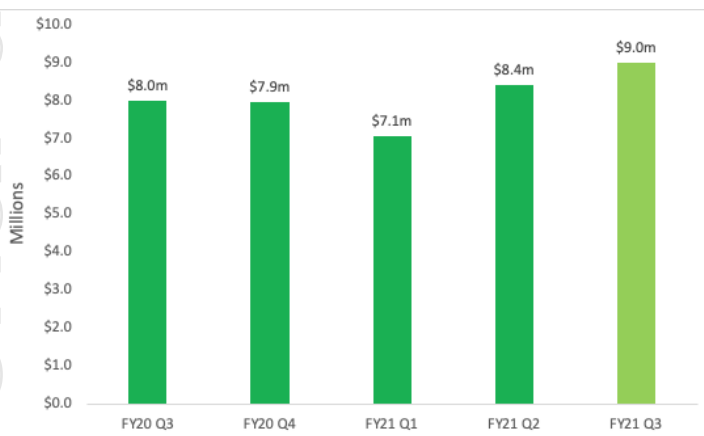
Meeting ID: 986 7546 4124

## Operational Performance

During the quarter revenue reached a new high of \$9.0 million, up 13% YoY and 7% QoQ.

58% of revenue during Q3 was from ANZ, slightly increasing from 55% in Q3 FY20 and maintaining geographic revenue diversity. A strong revenue contribution also came from Europe, which represented 15% of total revenue, up from 12% in Q3 FY20.

### Graphs 1 and 2 - Total AASB Revenue and Regional Revenue Mix



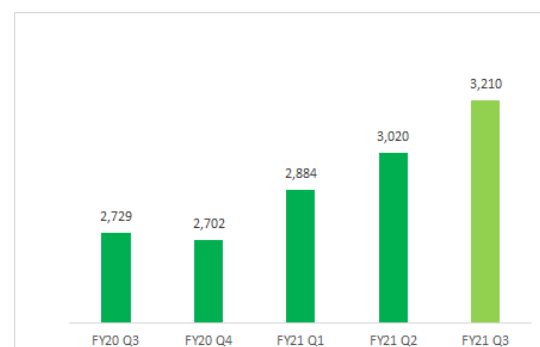
The Group saw an 18% increase in pro forma customer numbers compared to Q3 FY20, and 6% QoQ, with total customer numbers reaching a record 3,210. Subscription customer numbers grew to a record 2,285 up 26% YoY from 1,813 in Q3 FY20, and up 10% QoQ. There was 18% growth in customers on annual contracts versus 7% growth in monthly contracts compared to Q3 FY20. The growth in annual contracts increases revenue predictability as well as longer relationships with customers.

New wins (including ecommerce) in Q3 were up 29% YoY, reflecting the continued strong growth in the M&A market during the third quarter. New wins are a leading indicator of revenue.

### Graph 3 - Total Active Customers (pro forma)

Following a targeted marketing program, Ansarada Group also had significant growth in the ecommerce acquisition channel, with 89 new customers acquired through online sales in the quarter. The ecommerce channel contributed 26% of the increase in active customers from the December 2020 quarter.

The Group has \$2.1 million cash flow from operations, up from -\$2.3 million in Q2 FY21, with a cash balance of



\$21.7 million up 149% YoY. Cash collections reached \$9.8 million, up 10% YoY and 5% QoQ.

Cash flow from operations less capex (free cash flow) was also positive in Q3 at \$1.0 million. The Group generated positive cash flows with a cash balance of \$21.7 million at 31<sup>st</sup> March 2021.

### SaaS Solution Portfolio and Update on Integration Progress

The launch of Ansarada Workflow™, Ansarada's workflow technology, within the Ansarada platform in Q4 will enable customers to fully operationalise and standardise all aspects of project management that underpins all their critical events across the Ansarada product suite. The workflow technology allows customers to reduce risk, increase efficiency and improve speed and quality of decision making.

In addition, the integration of Ansarada Board into the Ansarada platform will allow customers to access the Deals and Board management on one platform with one login. For executives who work across both, this will meaningfully contribute to efficiency, control and improved corporate governance.

Following the successful merger with thedocyard in 2020, the Ansarada Group portfolio consists of:

1. **Ansarada Deals** - an end-to-end transaction management solution (including project management workflow and virtual data room)
2. **Ansarada Governance** - a governance and compliance platform that assists companies through their lifecycle through a range of events where the accuracy and security of information is critical
3. **Ansarada Board** - a secure SaaS online board management solution which facilitates simple and secure board meeting preparation and execution; and
4. **Ansarada Tenders** - a purpose-built solution to securely run complex, high value tenders.

**Table 1. Key Performance Metrics**

Metric	QoQ Comparison to Q2 FY21	YoY Comparison to Q3 FY20	Q3 FY21
Group Revenue	\$8,390,846	\$7,995,609	\$8,995,888
Active Customers	3,020	2,729	3,210
Subscribers <sup>5</sup>	2,082	1,813	2,285
ARPA	\$1,028	\$1,084	\$1,032

### Financial Summary

During the quarter, the Group recorded cash receipts from customers of \$9.8 million.

Cash payments during the quarter were primarily directed towards staff costs (\$5.5 million), research & development (\$0.1 million), product and operating costs (\$0.7 million), advertising & marketing (\$0.8

<sup>5</sup> Subscriber refers to pro forma active subscription contracts/customers at period end. Pro forma includes consolidated subscriber numbers for both Ansarada NewCo Pty Ltd and Ansarada Group Limited (formerly thedocyard) including periods prior to the merger.

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million) along with administration & corporate costs (\$0.5 million). Net operating cash flows for the quarter was \$2.1 million.

The Group's closing cash balance was \$21.7 million as at 31<sup>st</sup> March 2021.

The Group funded operations through operating cash flows and cash reserves and will be strategically deploying the net funds from the capital raised in line with the Group's stated objectives in the prospectus relating to capital and growth. Additionally, Ansarada remains open to pursuing strategic, technologically aligned and culturally compatible acquisitions to accelerate growth.

## Annexure

In accordance with ASX Listing Rule 4.7C, Ansarada Group provides the following information:

Proceeds from the issue of shares related to the merger totalled \$45.0 million. The Group recorded one-off cash payments relating to the repayment of the Convertible Notes of \$25.0 million and transaction costs related to the issue of equity securities of \$6.8 million. The Company's closing cash balance was \$21.7 million as at 31<sup>st</sup> March 2021.

Net funds received by Ansarada were approximately US\$14.3 million after the repayment of Convertible Note holders and transaction related costs from the issue of shares.

Q4 is a period which is covered by the Use of Funds statement as outlined in the Prospectus dated 8 December 2020. A summary of the expenditure to date is outlined below:

Use of Funds	Funds allocated under Prospectus	Funds used in the Dec 20 quarter	Funds used in the March 21 quarter	Year to date
<b>Redemption of Ansarada Convertible Notes<sup>1</sup></b>	\$25 million	\$25 million	\$0	\$25 million
<b>Product Design and Development<sup>2</sup></b>	\$3.5 million	\$0	\$0	\$0
<b>Sales and Marketing</b>	\$4.0 million	\$0	\$0.1 million	\$0.1 million
<b>Integration Costs</b>	\$0.5 million	\$0	\$0	\$0
<b>Transaction Costs<sup>3</sup></b>	\$8.7 million	\$7.6 million	\$0	\$7.6 million
<b>Additional working capital</b>	\$10.3 million	\$0	\$0	\$0
<b>Total</b>	<b>\$45 million</b>	<b>\$32.6 million</b>	<b>\$0.1 million</b>	<b>\$32.7 million</b>

<sup>1</sup> Prospectus outlined \$21 million plus an additional \$4 million out of existing cash held by Ansarada will be used to fund the redemption of Ansarada Convertible Notes

<sup>2</sup> Includes costs associated with the exercise of Ansarada's option to acquire 100% of the share capital in Pyramid Vietnam SPV under the PYCO MSA

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<sup>3</sup> Prospectus outlined Transaction costs of approximately \$5.7 million in costs relating to the Offer, with the remaining \$3.0 million related to transaction costs associated with the merger which will be paid out of the Company and Ansarada's existing cash balances.

Payments to related parties and their associates during Q3 was \$0.2 million. These payments were related to gross salaries, super ex gratia and option cancellation payments to S. Riley, S. Clout, D. Pullini and P. James.

-ENDS-

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

**About Ansarada (ASX:AND)**

Ansarada is a SaaS Platform with products used by the world's top companies, advisors and governments to govern their most critical information and processes in Deals and Transaction Management, Board Management, Compliance and Tenders. Ansarada enables organisations across the globe to be run more efficiently, with reduced risk and an increased ability to make fast confident decisions.

Ansarada is purpose-driven with a mission to help organisations be confident in every critical decision throughout their lifecycle so they can fully realise their potential.

For more information please visit [www.ansarada.com](http://www.ansarada.com) or email at [investors@ansarada.com](mailto:investors@ansarada.com)

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## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Ansarada Group Limited

**ABN**

19 602 586 407

**Quarter ended ("current quarter")**

31 March 2021

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	\$9,773	\$27,017
1.2 Payments for		
(a) research and development	(\$85)	(\$620)
(b) product manufacturing and operating costs	(\$703)	(\$2,659)
(c) advertising and marketing	(\$796)	(\$2,038)
(d) leased assets	(\$49)	(\$128)
(e) staff costs	(\$5,547)	(\$17,610)
(f) administration and corporate costs	(\$500)	(\$2,175)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	\$3	\$7
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	\$855
1.8 Other (provide details if material)	-	(\$739)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>2,096</b>	<b>1,910</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(15)	(13)
(d) investments	-	-
(e) intellectual property	(\$1,105)	(\$3,884)
(f) other non-current assets	-	-

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (cash acquired in acquisition net of transaction costs)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(\$1,120)</b>	<b>(\$3,897)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	\$45,000
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	(\$6,888)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	(\$25,000)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material) – Cash received from business combination of \$1,988 & IFRS lease payments	(276)	1,631
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(\$276)</b>	<b>\$14,743</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	\$21,021	\$9,069
4.2	Net cash from / (used in) operating activities (item 1.9 above)	\$2,096	\$1,910
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(\$1,120)	(\$3,897)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(\$276)	\$14,743

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

4.5	Effect of movement in exchange rates on cash held	(\$6)	(\$110)
4.6	<b>Cash and cash equivalents at end of period</b>	<b>\$21,715</b>	<b>\$21,715</b>

5.	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	\$21,715	\$21,021
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (term deposits)		
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>\$21,715</b>	<b>\$21,021</b>

6.	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	\$231
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

Payments included in section 6.1 represent payments to directors during the quarter on a cash basis.

7.	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A</b>	<b>Amount drawn at quarter end \$A</b>
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	<b>Total financing facilities</b>	-	-

7.5	<b>Unused financing facilities available at quarter end</b>	-
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7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.



8.	Estimated cash available for future operating activities	\$A
8.1	Net cash from / (used in) operating activities (Item 1.9)	\$2,096
8.2	Cash and cash equivalents at quarter end (Item 4.6)	\$21,715
8.3	Unused finance facilities available at quarter end (Item 7.5)	-
8.4	Total available funding (Item 8.2 + Item 8.3)	\$21,715
8.5	<b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	<b>10.4</b>

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer:

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 27 April 2021

Authorised by: The Board of Ansarada Group Limited  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the

[name of board committee – eg *Audit and Risk Committee*]. If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.