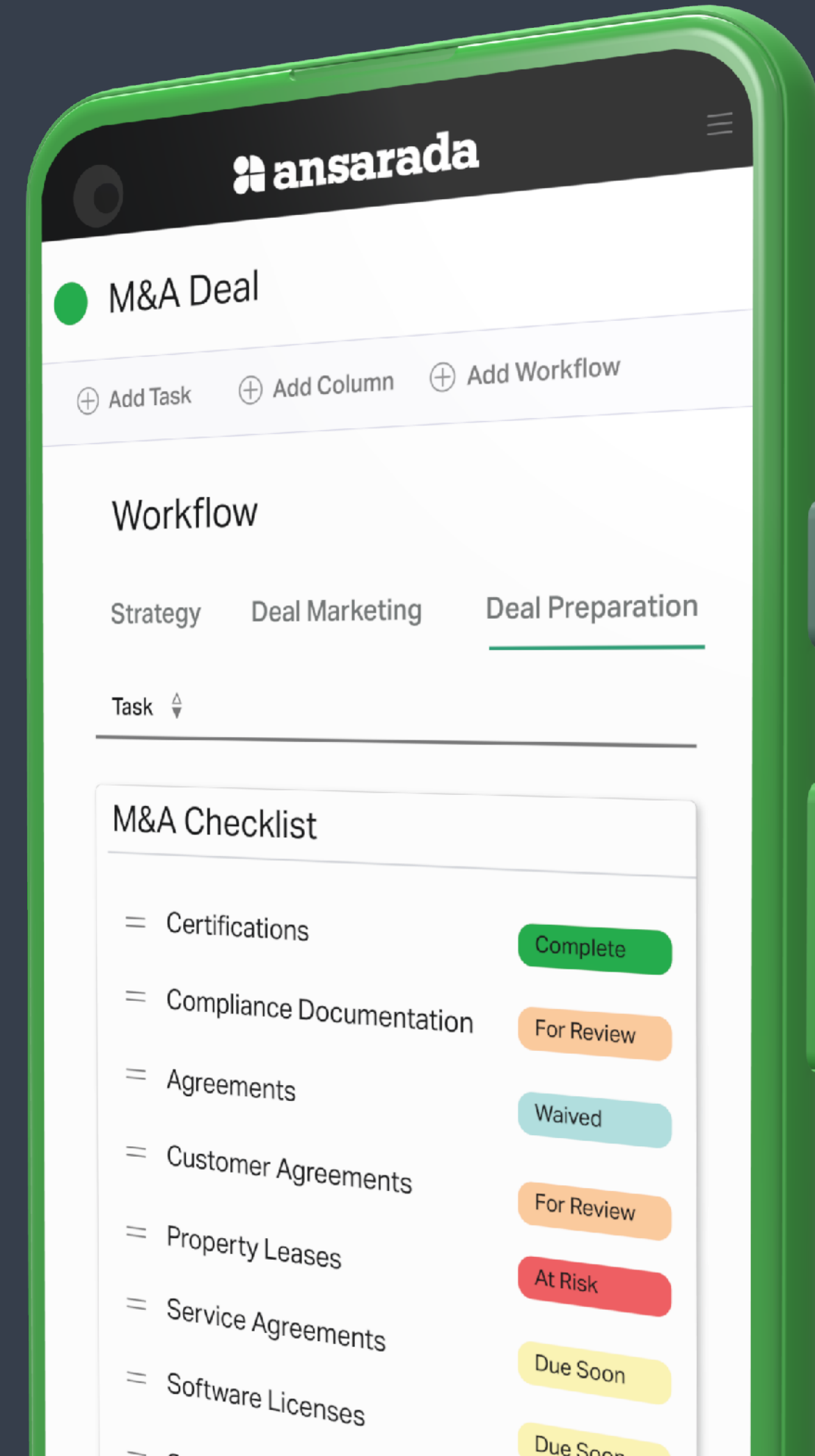


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Executing growth strategies delivers record results and momentum



Ansarada at a glance

Ansarada is the leading SaaS platform organisations use to confidently achieve critical outcomes in deals, tenders, compliance and board management.

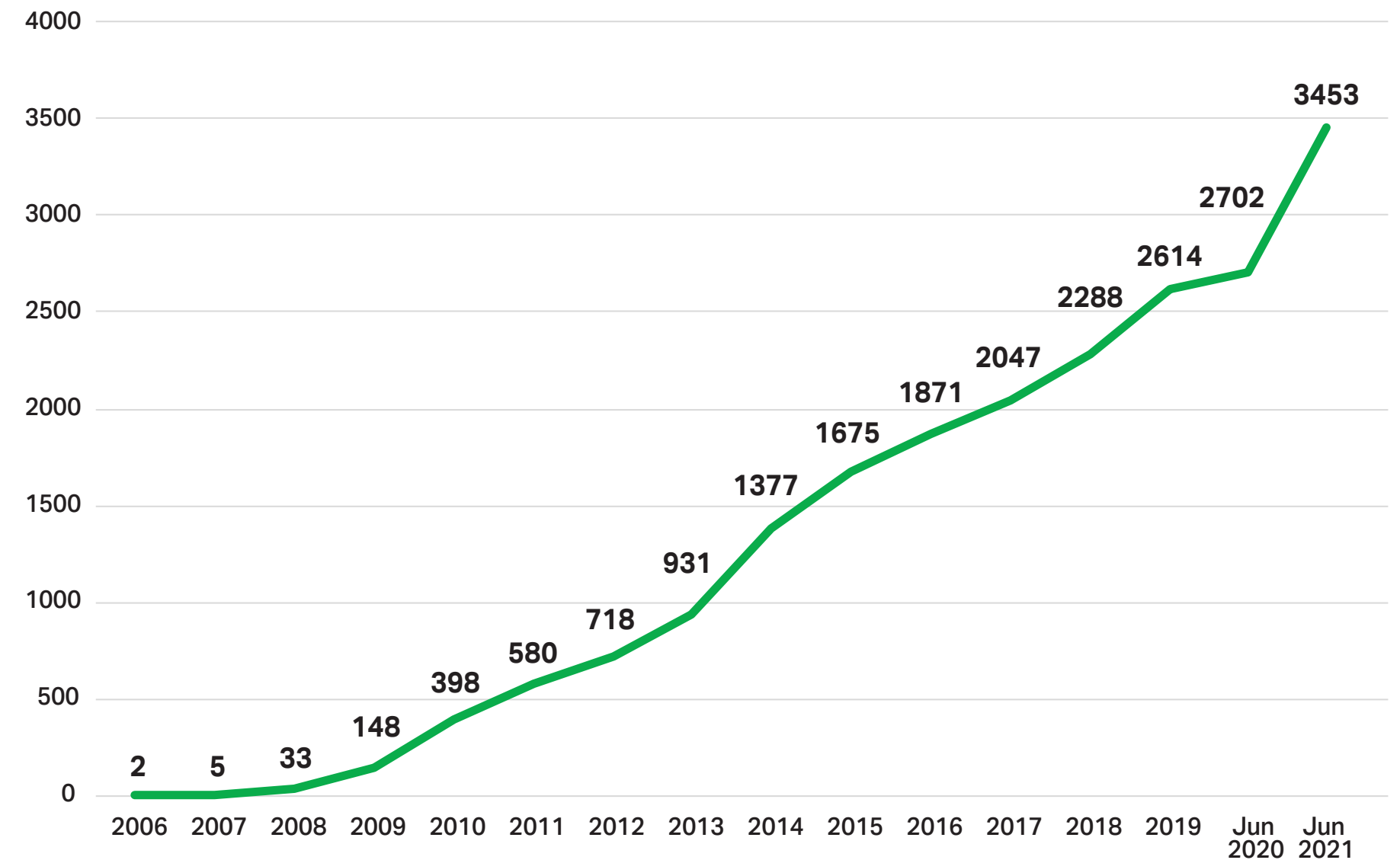
Highlights

- Profitable with a growing and diverse global customer base of Companies, Governments, Investment Banks, Legal and Accounting Firms
- Trusted best-in-class SaaS products depended upon for collaboration and information governance with a track record of +24,000¹ transactions run globally across M&A, Capital Raising, Tenders IPOs, SPAC's, Debt Financing and more
- World first, industry leading proprietary artificial intelligence, security and other technology for automation, eliminating risks and improved decision making
- Demand is growing in US\$ 35bn+ TAM² with multiple established solutions and channels active in markets globally

Key statistics

ARPA ³	REVENUE ⁴	EBITDA (ADJ) ⁵	CASH ⁶	Cashflow (ADJ) ⁷	DEBT
\$1,043	\$33.4m	\$5.9m	\$23m	\$7.4m	\$0

Active Customers⁸: Continuous and accelerating growth



Footnotes on page 15.

"I've been doing deals with Ansarada now for going on 12 years. From the first deal I'd ever done; being able to have that visibility, see what bidders are doing and share information very seamlessly and securely – it's amazing how something so simple can change your life, just in terms of being able to manage the process."

Alex Jordan
Partner, Deloitte



To hear more on how we serve our customers, [click here to watch the whole interview.](#)



Record results with 3 big trends driving sustainable long term growth

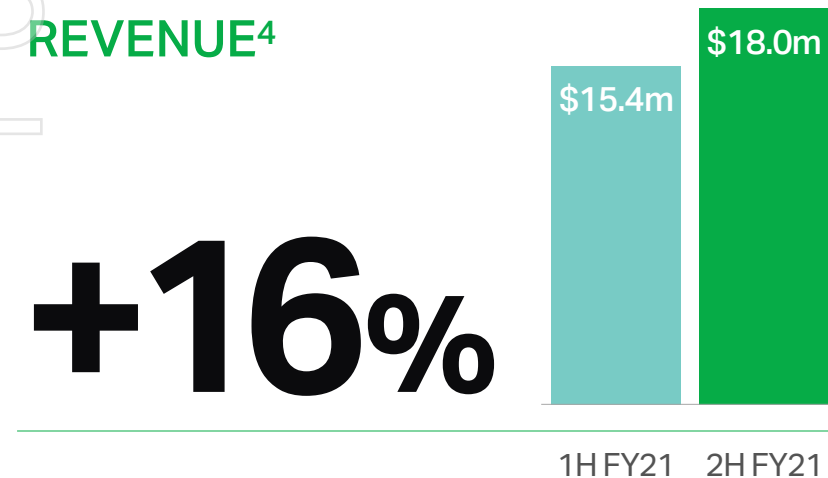
Sam Riley
CEO



Strong foundations to continue momentum

I'm excited about our future and proud of what our team achieved in FY21. There's never been a better time in history to be building software to help business outcomes flow faster online with reduced risks.

It was a transformative year for Ansarada. We evolved our strengths and core business significantly, grew at record pace and simultaneously improved our operating leverage. The first half of the year we responded to the pandemic and completed a merger and listing on the ASX. Since then we've been adding more to customers than ever before. A look at our first half vs second half highlights the effectiveness of our strategy and our teams execution capability.



Developing a rapid growth digital channel

A key strategy is to increase growth and scalability by simplifying the journey for customers, getting them more value faster and optimising our product led growth execution.

Our e-commerce channel improved its key metrics from acquisition to conversion, which resulted in us increasing our spend on marketing to further accelerate growth, especially internationally.

We achieved all this in FY21 and maintained positive cashflow and healthy CAC payback of less than 4.5 months. Strong foundations are in place for continued scaling in FY22.

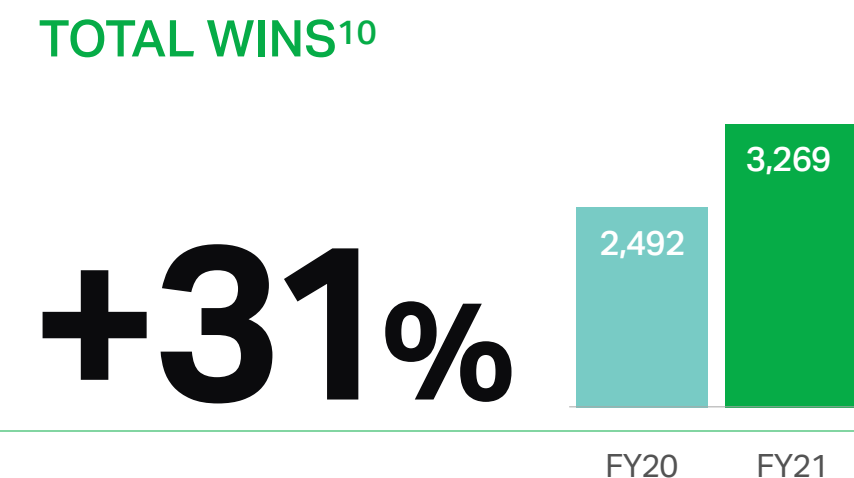


Three big trends increasing demand for Ansarada

Our Deals product benefits from the M&A, Capital Raising, IPO and other deal volumes that are at record levels with more growth forecasted by dealmakers.

For our Tenders product, \$3.9tn¹¹ is the annual estimated global spend required for infrastructure development, which we are strongly positioned to continue capitalising on.

The third trend is the increased focus on ESG and the subsequent demand for Information Governance solutions, like Board and Compliance management. The Global GRC Software market is estimated to reach \$52.5 billion² by 2025, growing at a CAGR of 12.8%.



Footnotes on page 15.

“The AI Bidder Engagement Score that I’ve seen in transaction processes I’ve been involved in has actually been very effective in predicting who the future successful party in the [bidding] process will be. It’s had an almost 100% hit rate.”

Julian Garratt

Director at Perella Weinberg Partners in New York



To hear more on how we serve our customers, click here to watch the whole interview.

Record results with strong 2H momentum

Growth in leading indicators drives record customer adds

NEW WINS¹⁰

3,269

CUSTOMERS⁸

3,453

SUBSCRIBERS¹²

2,566

Total

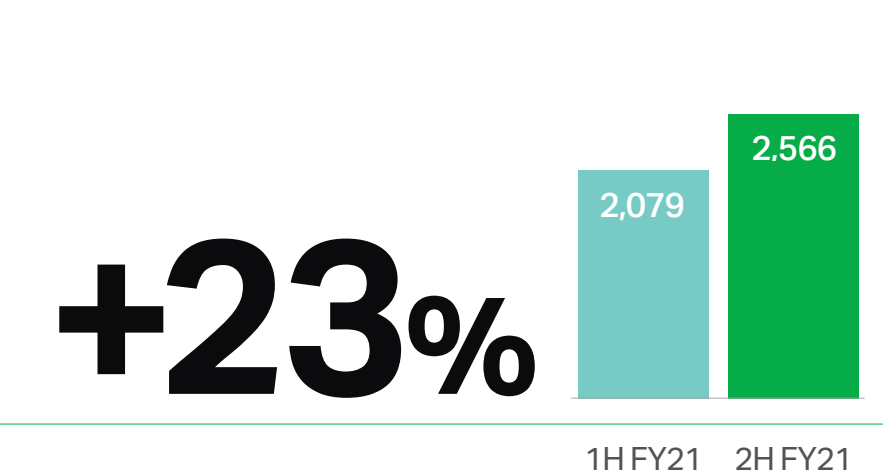
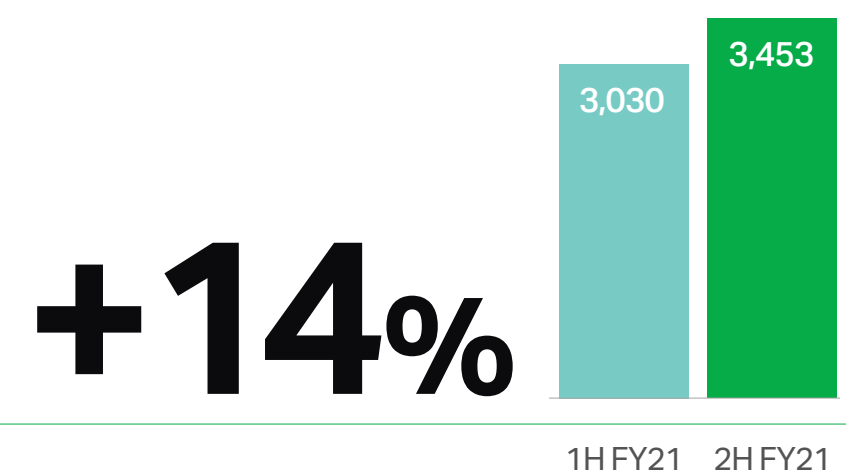
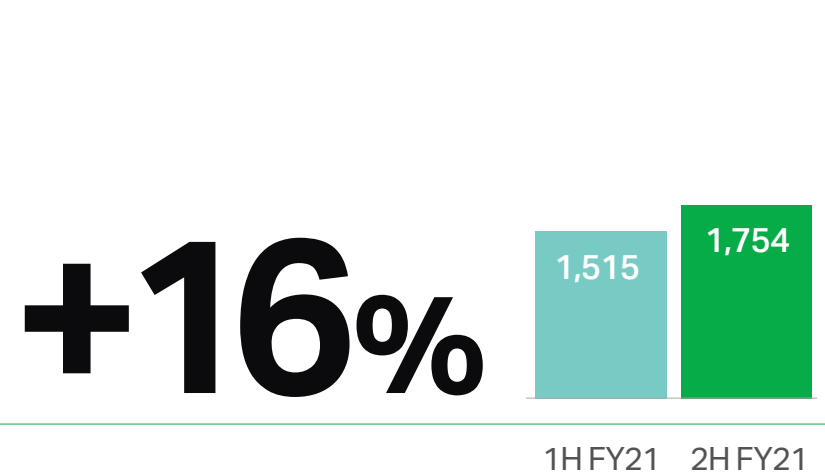
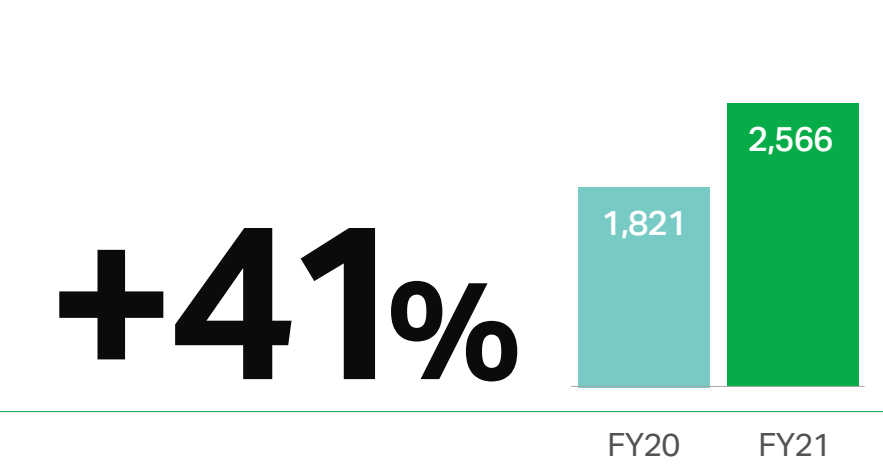
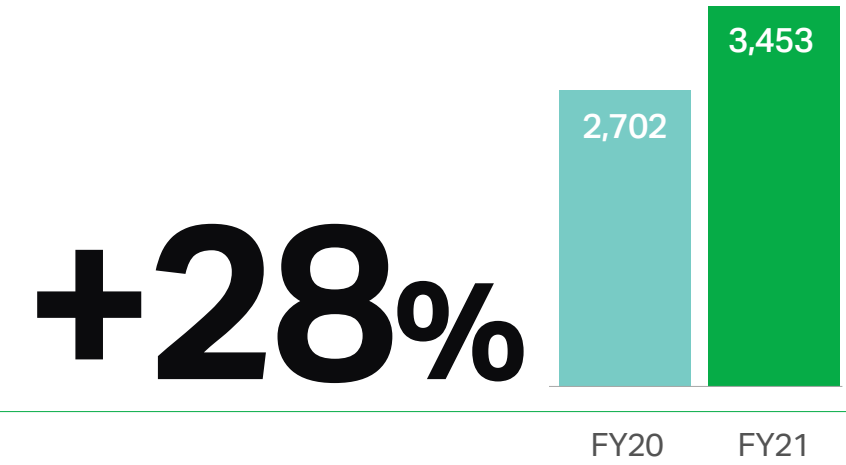
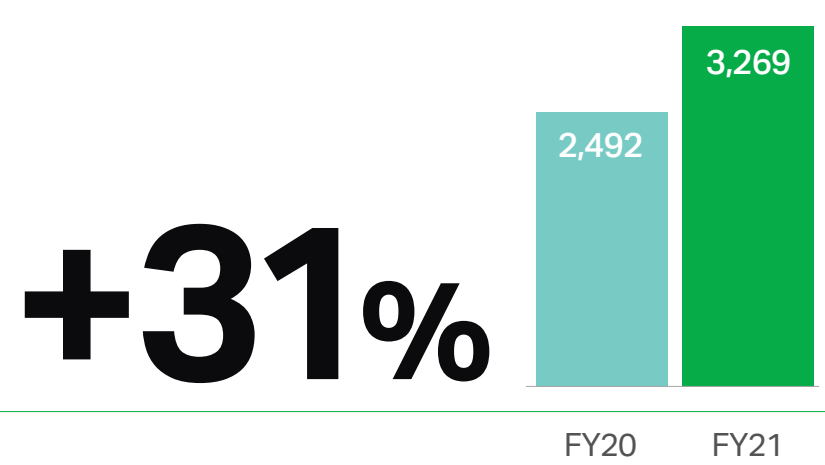
FY21

FY21 Growth

Vs FY20

Growth: 2H vs 1H

FY21



Footnotes on page 15.



Increasing growth with strong base going into FY22

Growth in customer contract value drives deferred revenue to be recognised over FY22

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DEFERRED REVENUE¹³

REVENUE⁴

INT'L REVENUE¹⁴

Total

\$13.2m

\$33.4m

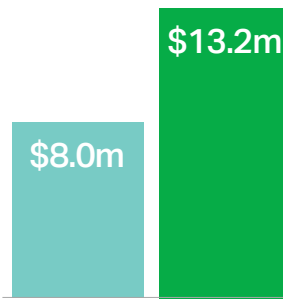
\$15.2m

FY21

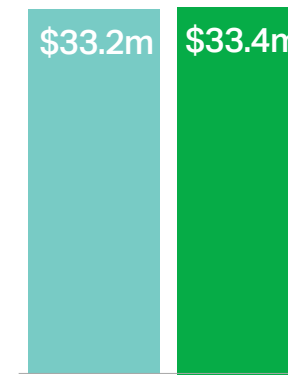
FY21 Growth

Vs FY20

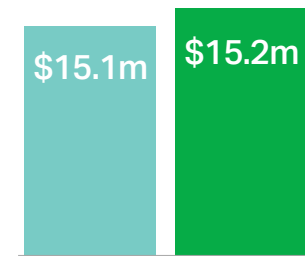
+66%



+1%



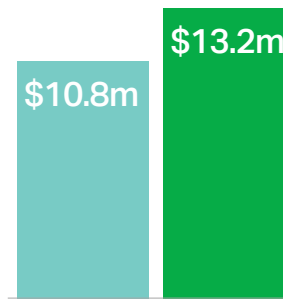
+1%



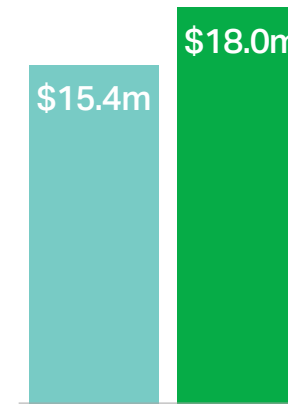
Growth: 2H vs 1H

FY21

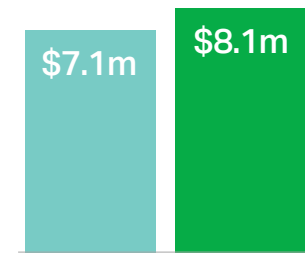
+23%



+16%



+15%



Footnotes on page 15.

Growing profitability and cash flow positive

Marketing investment in top of funnel growth drives customer acquisitions with strong margins

GROSS MARGIN¹⁵

96%

EBITDA (ADJ)⁵

\$5.9m

CASH FLOW FROM OPERATIONS (ADJ)⁷

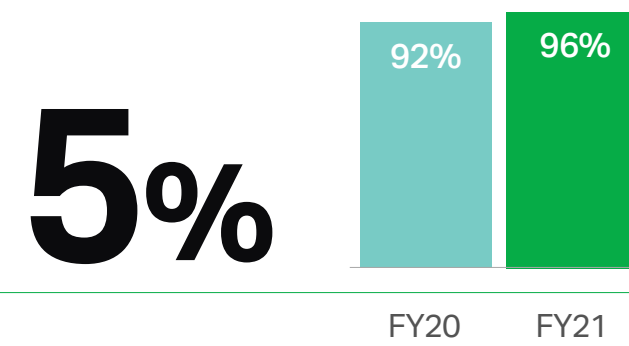
\$7.4m

Total

FY21

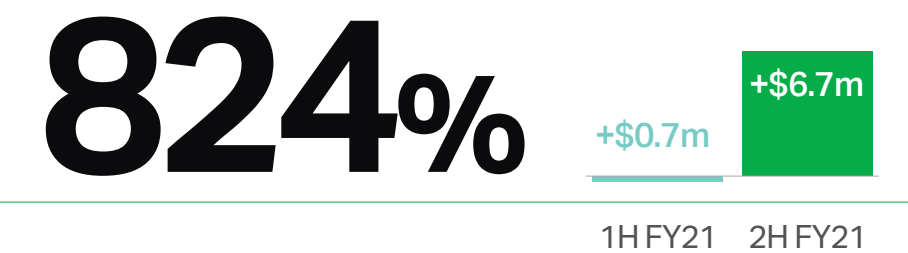
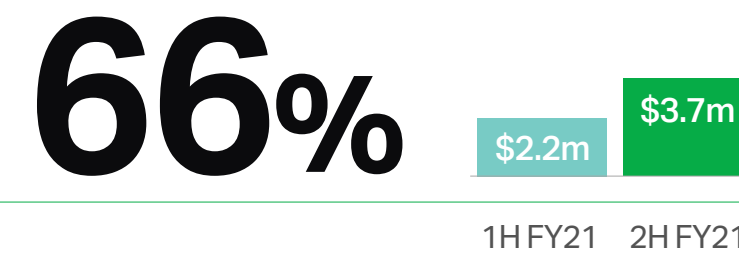
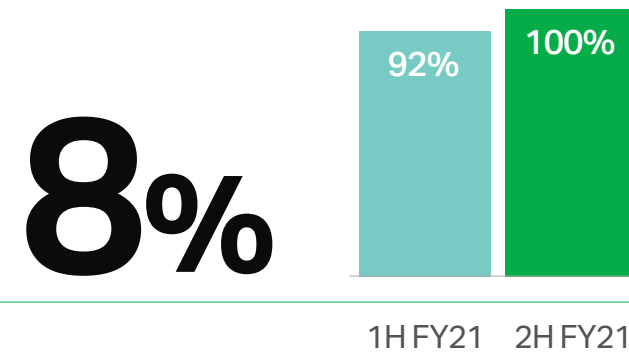
FY21 Growth

Vs FY20



Growth: 2H vs 1H

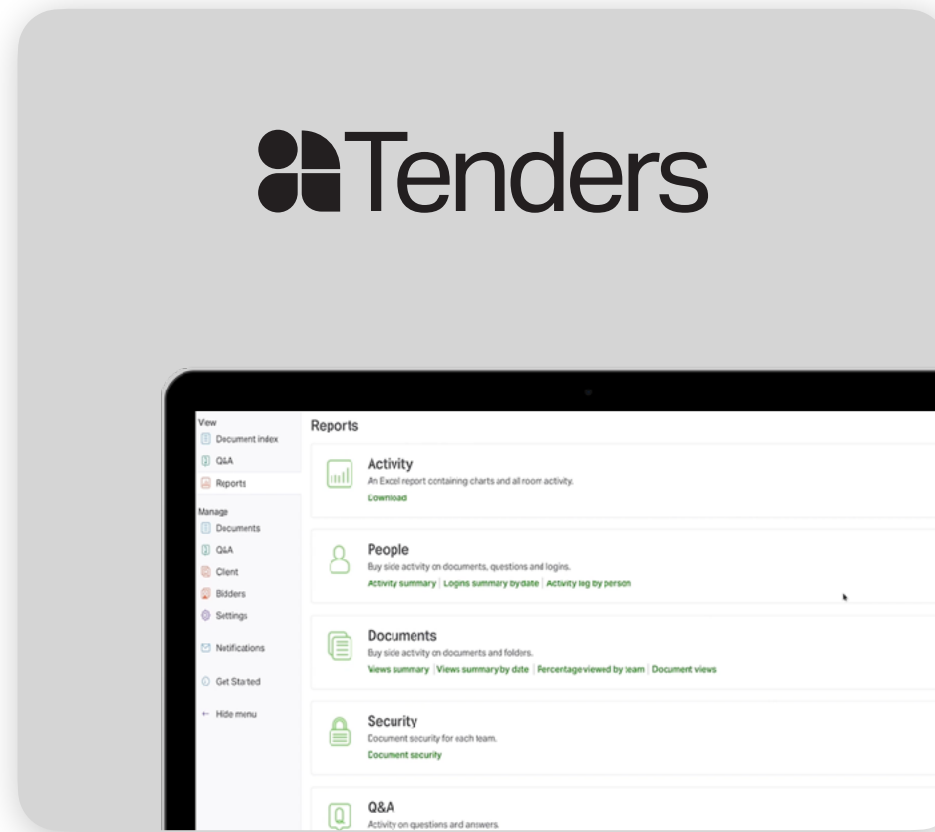
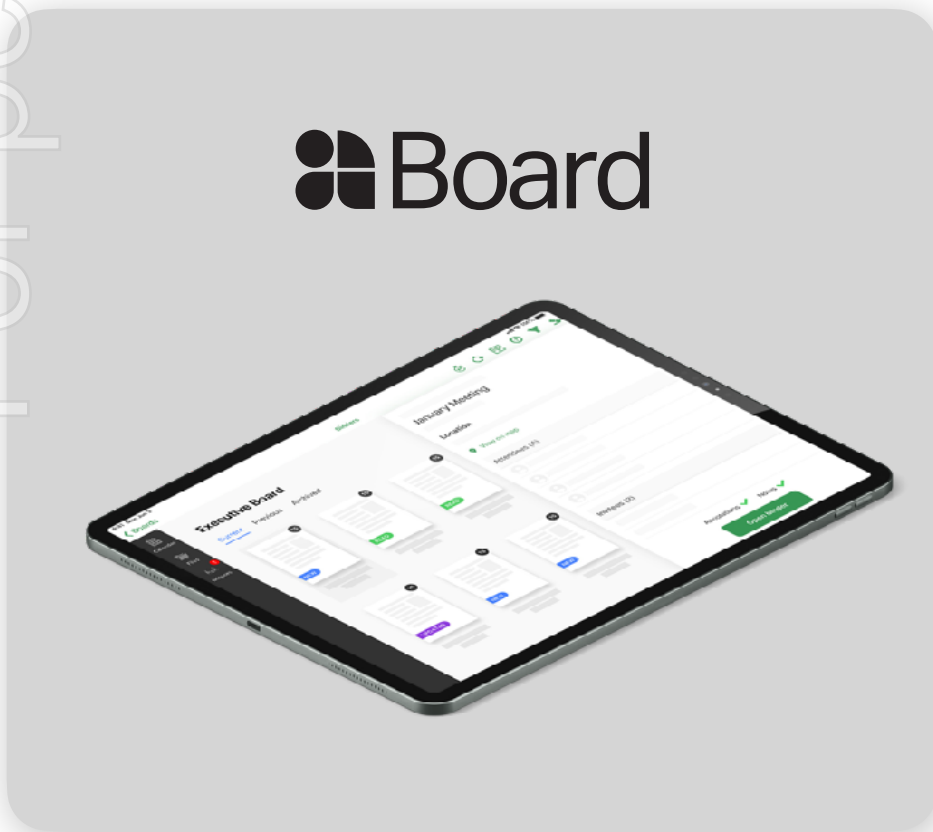
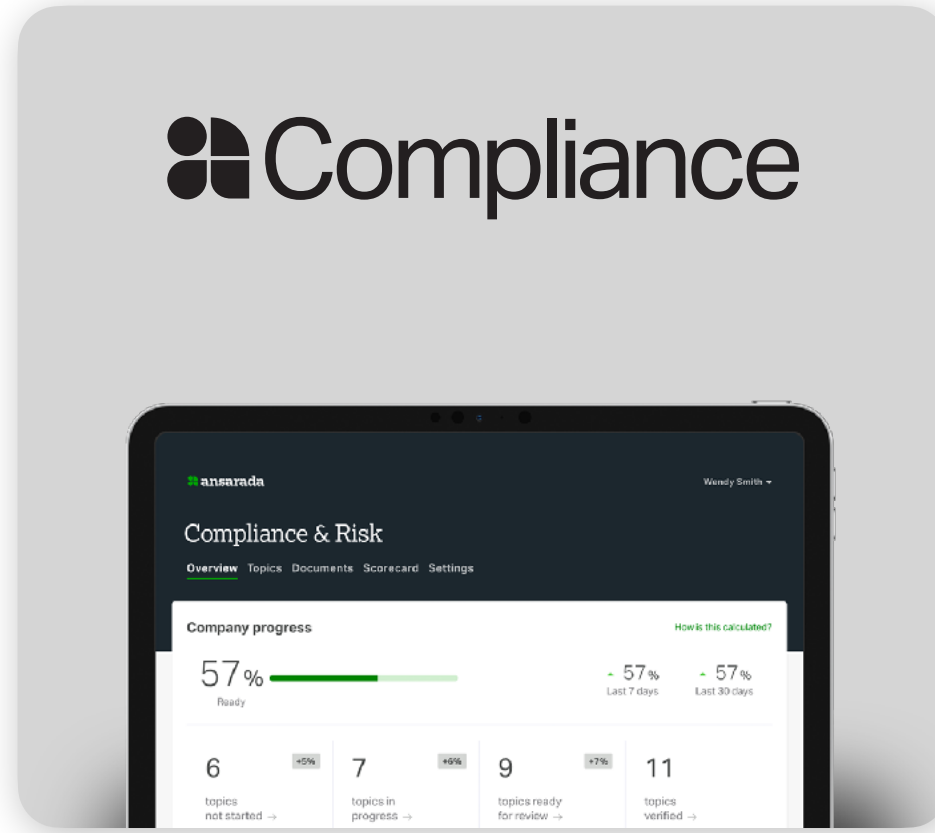
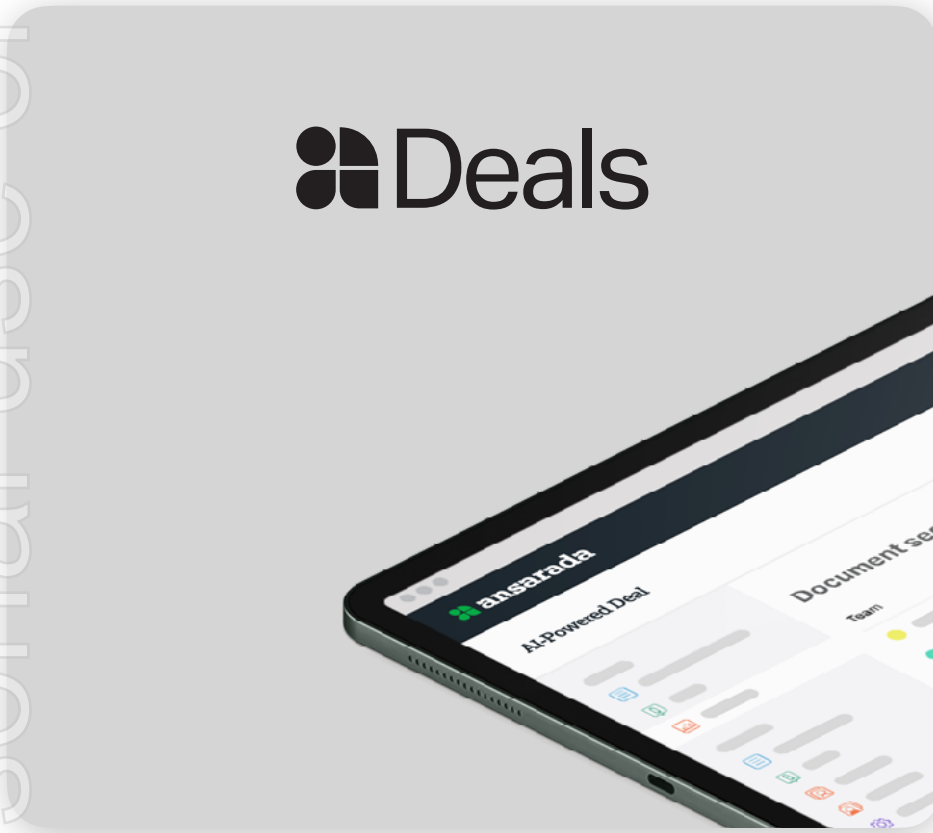
FY21



Footnotes on page 15.

Unique Integrated platform trusted by the world's leading organisations

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COMPANIES

BHP Stockland CBRE

QANTAS Westpac

Google vmware®

ADVISORS

citi CREDIT SUISSE

Deloitte. MACQUARIE

EY UBS

PUBLIC SECTOR

Australian Government

New Zealand Government

الاتحاد للقطارات ETIHAD RAIL ofgem

FINANCIAL SPONSORS

BainCapital KKR

PEP PACIFIC EQUITY PARTNERS

QUADRANT PRIVATE EQUITY

“The Ansarada Tenders Platform is all-encompassing; from when you start, right through to the transaction process, you ensure that all the information is captured. You’ve got permissions on who can access and who can do what within the process. You can then manage bottlenecks in your process by reporting on what needs to be done.”

Phil McLuckie

Senior Consultant at RPS Advisory

Advisor on Sydney Metro – City & South West, Western Sydney Airport



To hear more on how we serve our customers, [click here to watch the whole interview.](#)

“Ultimately, having everything you need for both the executives and the board in one platform makes sense. The less effort it is to provide, collate and structure the right information to executives and the board, the better. It means that the management team is not wasting time on non-value adding tasks, which in turn means they can spend more time on executing strategy.”

Piet Mouton
PSG Group

South Africa: JSE Top 100




“Never before have I come across a tool that is so versatile and can be used by myself on a daily basis; it’s become part of my life.”

Keri Mattingh

Legal and Industry Compliance Manager, Travelstart

Travelstart is Africa’s leading online travel agency with offices in more than 10 countries.



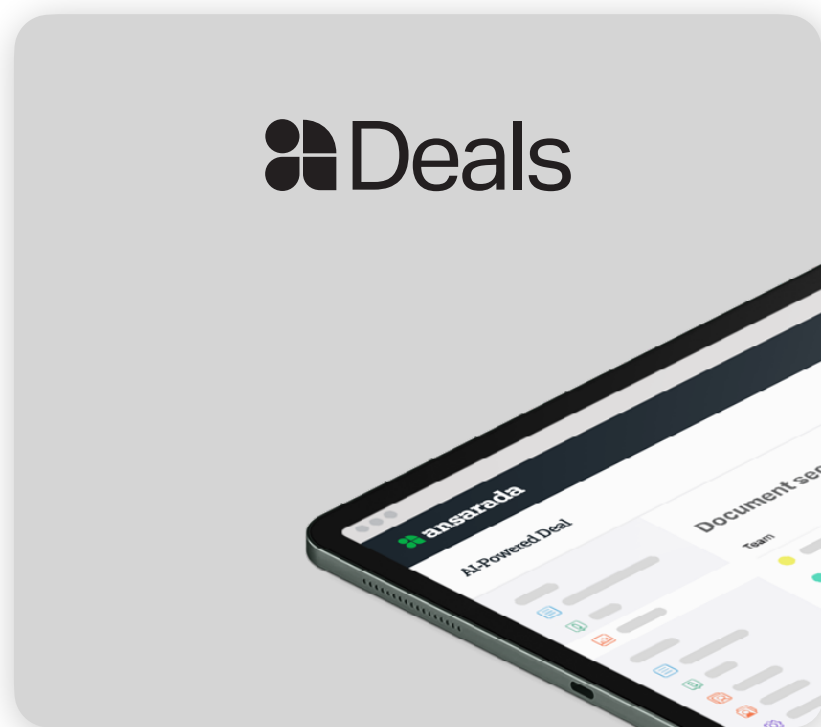
 [To hear more on how we serve our customers, click here to watch the whole interview.](#)

3 big trends for sustainable growth in large global markets

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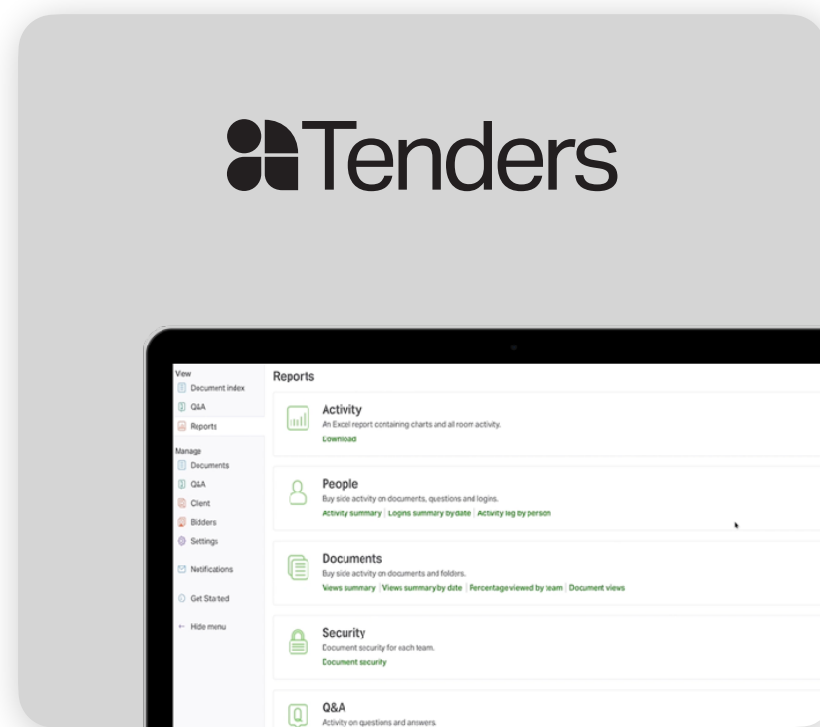
01

Our Deals product benefits from the M&A, Capital Raising, IPO and other deal volume that is at record levels with more growth forecasted by dealmakers.



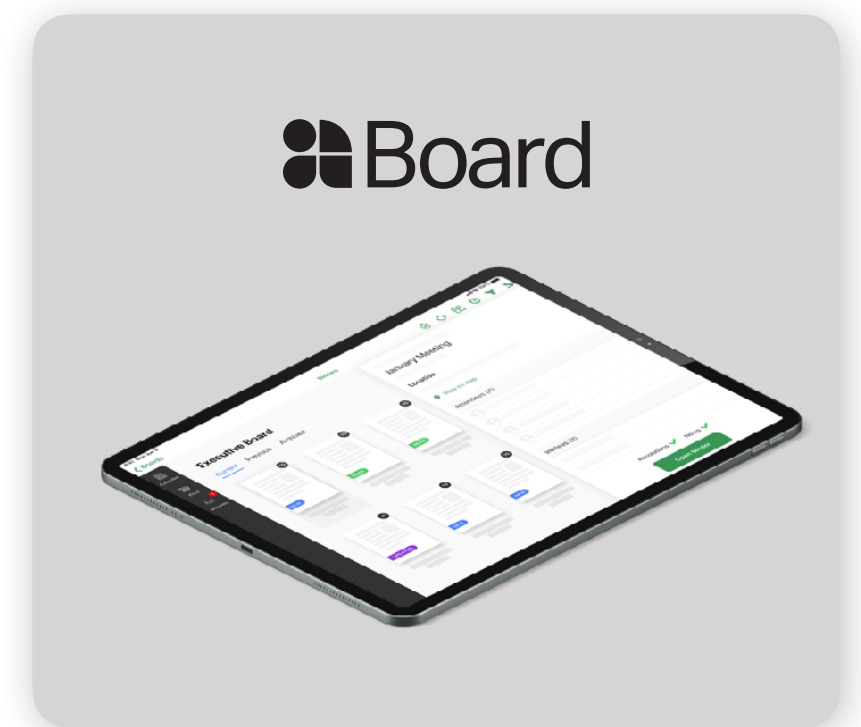
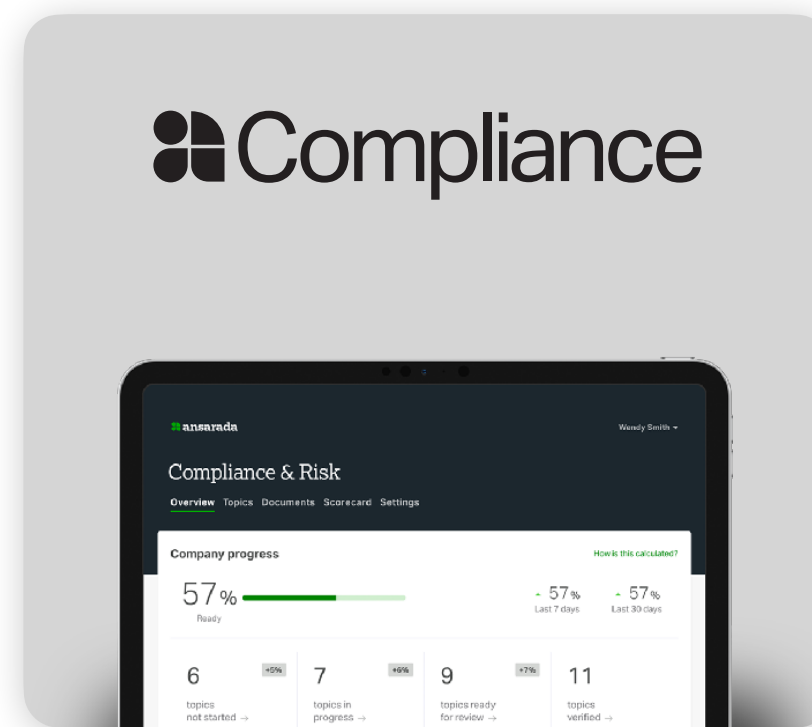
02

For our Tenders product, \$3.9tn¹¹ is the annual estimated global spend required for infrastructure development, which we are strongly positioned to continue capitalising on.



03

The third trend is the increased focus on ESG and the subsequent demand for Information Governance solutions, like Board and Compliance management. The Global GRC Software market is estimated to reach \$52.5 billion² by 2025, growing at a CAGR of 12.8%.



FY21 Achievements build the foundations for a positive FY22 Outlook

Achieving these puts us in a strong position with significant momentum heading into FY22. We're focused on improving product experiences, optimising digital journeys and scaling to reaching more customers internationally.

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FY21 Achievements

- Integration of TDY from December merger
- Rebrand Athena Board and make available under Ansarada login
- Launch Workflow feature
- Grow total customer numbers
- Expand customers into additional use cases
- Expand advisors from deal by deal buying to standardising under subscription contracts
- Grow E-commerce channel
- Expand Tenders and grow market share internationally
- White label agreements
- Corporate development: Ongoing review of M&A opportunities
- Improve E-commerce conversion rates
- Increase volume growth and maintain CAC Payback
- Increase ARPA
- Establish positive cashflow

Results

- ✓
- ✓
- ✓
- ✓
- ✓
- ✓
- ✓
- In Progress
- In Progress
- ✓
- ✓
- ✓
- ✓
- ✓
- ✓

FY22 Outlook

- More intuitive self-serve product features that help customers digitise their processes to standardise their critical workflows end-to-end on Ansarada
- Serve more of the lifecycle of deals, tenders, compliance and board management to increase ongoing subscriptions
- Optimise the customers digital journey into and through our products. Make every experience fast, simple and magical
- Launch more AI and data based features to help customers automate processes, reduce risks and make better decisions
- Increase multi product use on Platform
- Increase partnership and integrations in verticals we already serve
- Increased brand and digital reach to scale internationally
- Grow our Tenders and Infrastructure focused business internationally
- Increase ARPA
- Improved solutions and features for Risk and Compliance use cases
- Corporate development: Ongoing review of M&A opportunities

Results

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Footnotes

1 Based on the number of data rooms (excluding demos and deleted rooms) executed on the Ansarada platform since being founded in 2006 through June 2021

2 <https://www.grandviewresearch.com/industry-analysis/enterprise-governance-risk-compliance-egrc-market>

3 ARPA represents the average monthly revenue generated from customers on subscription-based contracts (excludes Ecommerce)

4 Unaudited AASB Revenue with prior year comparisons to Ansarada NewCo Pty Ltd. Final audited AASB revenue may vary due to year end adjustments and completion of the audit process. Please refer to final 2021 Audited Financial Statements for final figures.

5 EBITDA represents earnings before interest, tax, depreciation and amortisation. Adjusted EBITDA ('EBITDA (ADJ)') equals EBITDA excluding non-cash share-based expense, business combination costs, capital raising and restructure expenses.

6 Ending cash balance of \$22.6m at 30 June 2021.

7 Cash Flow From Operations is the amount of cash generated by the regular operating activities of a business for the specified time period. Adjusted Cash Flow From Operations ('Cashflow (ADJ)') adjusted for one time costs including business combination costs and restructure payments.

8 Customers refers to pro forma active customers as at period end 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.

9 E-commerce customers refers to Customers acquired through the e-commerce channel.

10 A win represents Ansarada closing a paying subscription/contract customer. Prior year comparisons to Ansarada NewCo Pty Ltd.

11 <https://infrastructurepipeline.org/project/sydney-metro#:~:text=The%20Sydney%20Metro%20City%20%26%20Southwest,all%20major%20contracts%20are%20awarded.>

12 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.

13 Deferred revenue consists of Platform Subscription and Transactional Usage which are expected to be recognised on a straight-line basis over the remaining life of the contract or estimated life of the data room which is expected to occur within 12 months. Please refer to AASB for Deferred Revenue.

14 Total worldwide unaudited AASB Revenue excluding Australia and New Zealand with prior year comparisons to Ansarada NewCo Pty Ltd. Final audited AASB revenue may vary due to year end adjustments and completion of the audit process. Please refer to final Audited Financial Statements for final figures.

15 Gross margin represents operating revenue less cost of revenue. Cost of revenue primarily relates to sales commissions for sales employees and third-party fees for software used to provide product features and VDR archive expenses. In FY21 this includes a write-off for legacy ADOBE costs of \$390k as a result of re-negotiations and deferred commission's in accordance with AASB 15.

For more information

Please email investors@ansarada.com

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.

[ansarada.com](https://www.ansarada.com)