

## ASX:AND Ansarada Announcement - 21 October 2021

### Record quarterly results - Strategic acquisition strengthens position in multi-billion GRC market

#### Quarterly Report Q1 FY22

##### Q1 Highlights

- **Record Customer Growth**
  - Record customer<sup>1</sup> numbers of 3,550 total, up 23% year over year (YoY)
  - Record subscriber<sup>2</sup> numbers of 2,707 total, up 37% YoY, and up 5% on Q4 FY21
  - Significant growth in the ecommerce channel<sup>3</sup>, ending with 354 active customers up 378% YoY
- **Record Revenue Growth**
  - Total revenue<sup>4</sup> of \$10.2m in Q1, up 44% YoY and 13% quarter on quarter (QoQ), \$9.0m in Q4 FY21
  - ARPA<sup>5</sup> increase QoQ, to \$1,118 in Q1 up from \$1,058 in Q4
- **Profitable Growth**
  - Cash flow positive with strong cash flow from operations (ADJ)<sup>6</sup> of \$2.5m
  - Zero debt with cash balance of \$23.0m ending September 30, 2021
- **Positive outlook for FY22**
  - Continuing to invest in growth via investment in digital channel and expanding products to serve multiple use cases and ensure long term sustainable growth
  - Complete and integrate the TriLine GRC acquisition which adds a full suite of Governance, Risk and Compliance (GRC) modules that organisations need every day.

**Ansarada Group Limited (ASX: AND)**, a global information governance software provider, is pleased to report on its quarterly activities and cash flows for the three-month period to 30<sup>th</sup> September 2021 as well as growth momentum in the new quarter.

Sam Riley, CEO said, "We are delighted to produce another record quarter of results, improved operating metrics capped off with an announcement of a highly strategic acquisition in the fast growing \$52.5bn GRC market<sup>7</sup>. In Q1 we also took great leaps forward evolving our core products and customer experience. We now have a business that is highly differentiated and positioned strongly for sustainable growth.

Our Q1 versus prior quarter (Q4 FY21) and prior year (Q1 FY21) results highlight the effectiveness of our strategy and our team's execution capability.

**Record results with higher revenue per customer**  
Continued growth in leading indicators drives sustainable growth



Our e-commerce channel continued to improve its key metrics from acquisition to conversion, delivering +378% customer growth YoY. With a fast payback on customer acquisition costs, positive cash flow and a strong balance sheet we are well placed to continue scaling in FY22.

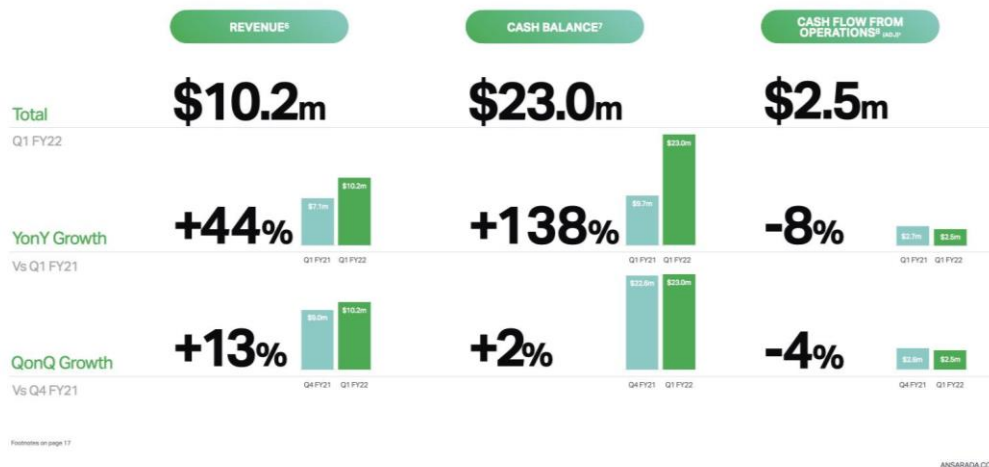
### Operational Performance

The Group saw a 23% increase in pro forma customer numbers compared to Q1 FY21, and 3% QoQ, with total customer numbers reaching a record 3,550. Subscription customer numbers grew to a record 2,707 up 37% YoY from 1,973 in Q1 FY21, and up 5% QoQ.

New wins<sup>8</sup> (including ecommerce) in Q4 were up 49% YoY, reflecting the continued strong demand for our products. New wins are a leading indicator of revenue.

The strong growth in customers has translated into a 13% QoQ growth in recognised revenue. During the quarter, revenue reached a new high of \$10.2 million, up 44% YoY and 13% QoQ. In addition to our revenue growth, ARPA increased from \$1,058 in Q4 FY21 to \$1,118 in Q1.

**Profitable revenue with positive cash generation**  
Continued investment in growth delivers record revenue and builds momentum in FY22



The Group continues to generate positive cash flows with \$2.5 million cash flow from operations, slightly down from \$2.6 million in Q4 FY21, with a cash balance of \$23 million up 2% QoQ. Cash collections reached \$11.5 million in Q1, up 46% YoY and 3% QoQ.

Cash flow from operations less capex (free cash flow) was also positive in Q1 at \$0.9 million. The Group generated positive cash flows with a cash balance of \$23 million at 30<sup>th</sup> September 2021.

## Financial Summary

During the quarter, the Group recorded cash receipts from customers of \$11.5 million.

Cash payments during the quarter were primarily directed towards staff costs (\$5.2 million), research & development (\$0.1 million), product and operating costs (\$0.9 million), advertising & marketing (\$1.9 million) along with administration & corporate costs (\$0.9 million). Net operating cash flows for the quarter was \$2.5 million.

The Group's closing cash balance was \$23.0 million as at 30<sup>th</sup> September 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.

## TriLine GRC Acquisition

Ansarada will acquire TriLine GRC to accelerate growth in the \$52.5bn GRC market. On October 13, 2021 Ansarada signed binding terms to acquire 100% of the shares in TriLine GRC with expected completion October 29, 2021.

The TriLine GRC acquisition will add a full suite of Governance, Risk and Compliance (GRC) modules that our customers need every day.

## About TriLine GRC – The complete GRC solution

TriLine GRC is a complete governance, risk and compliance (GRC) solution that enables organisations to establish a comprehensive future proof GRC framework and culture.

- Centralise and simplify all of an organisations GRC and ESG requirements
- Easily configurable to suit varied industries and organisation types
- Over 10 integrated modules, including powerful reporting and dashboards



### TriLine GRC Key Statistics

- \$2.2m revenue, cash flow positive business
- Multi year subscriptions with +90% retention rates.
- Over 80 customer across ANZ and UK
- Cashflow positive
- \$5.2m purchase price (represents 2.3x EV/ LTM revenue)

### Customer types

- Financial services - Banks, Building Societies,
- Specialised finance
- Insurance
- Superannuation & investment funds
- Not for Profits

The addition of an end-to-end GRC solution bolsters our value proposition and when combined with our Board and Deals products we have a comprehensive, highly differentiated and unique solution to improve core business practices and solve critical challenges faced by millions of organisations.

-ENDS-

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

### About Ansarada (ASX:AND)

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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.

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<sup>1</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>2</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.

<sup>3</sup> E-commerce customers refers to Customers acquired through the e-commerce channel.

<sup>4</sup> 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.

<sup>5</sup> Subscription Average Revenue per Account (ARPA) represents the average monthly revenue generated from customers on subscription based contracts in the period.

<sup>6</sup> 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 (if any) including business combination costs and restructure payments

<sup>7</sup> <https://www.grandviewresearch.com/industry-analysis/enterprise-governance-risk-compliance-egrc-market>

<sup>8</sup> A win represents Ansarada closing a paying subscription/contract customer. Prior year comparisons to Ansarada NewCo Pty Ltd.