

Q2 FY22



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Record results

Delivering consecutive quarters of growth since listing



Ansarada at a glance

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

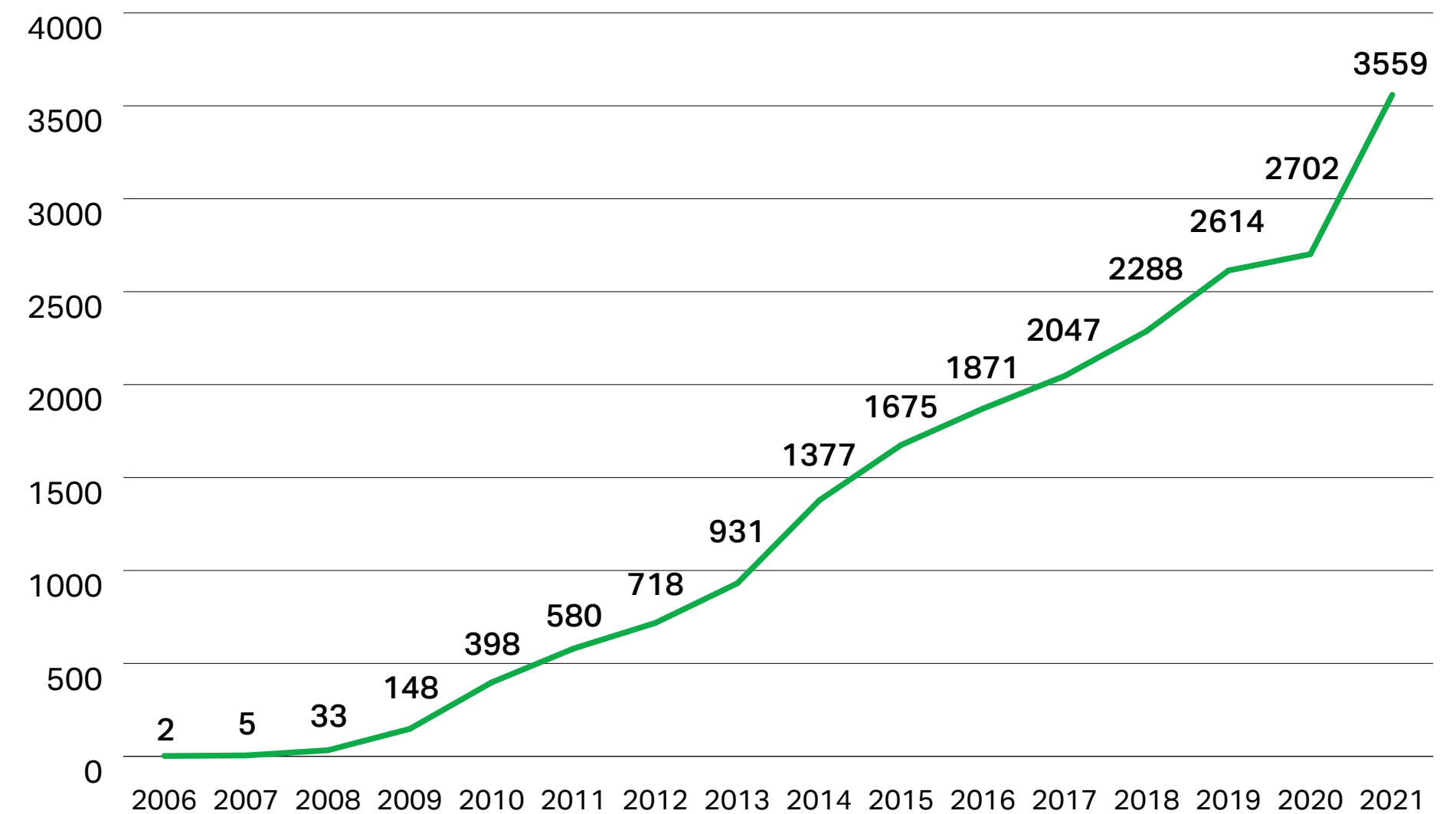
Highlights

- Growth and positive cash flows delivered every quarter since listing on the ASX in December 2020.
- Globally diverse revenue streams (44% international¹).
- Diverse and consistently growing customer base of Companies, Governments, Investment Banks, Legal and Accounting Firms.
- Deals product is used prolifically across economic cycles. M&A, Capital Raising, Infrastructure development, IPOs, Debt Financing, Insolvency, restructuring and more.
- Leading GRC solution acquired in October 30, 2022 for \$5.5m to position Ansarada in a US\$ 35bn+ market².
- Cash balance \$20.9m and zero debt as at December 2021.

Key statistics – Q2 FY22

	CUSTOMERS ³	SUBSCRIBERS ⁴	ARPA ⁵ (monthly)	REVENUE ⁶	CASH FLOW OPERATIONS ⁷
FY22 Q2	3,559	2,738	\$1,408	\$13.2m	\$4.4m
%YoY	17%	32%	43%	58%	153%

Active Customers: Continuous and accelerating growth



 Ansarada is the go-to platform used by business pros

Law firms

10 OF THE
top 10

Investment Banks

10 OF THE
top 10

Accounting Firms

4 OF THE
big 4

Public Companies

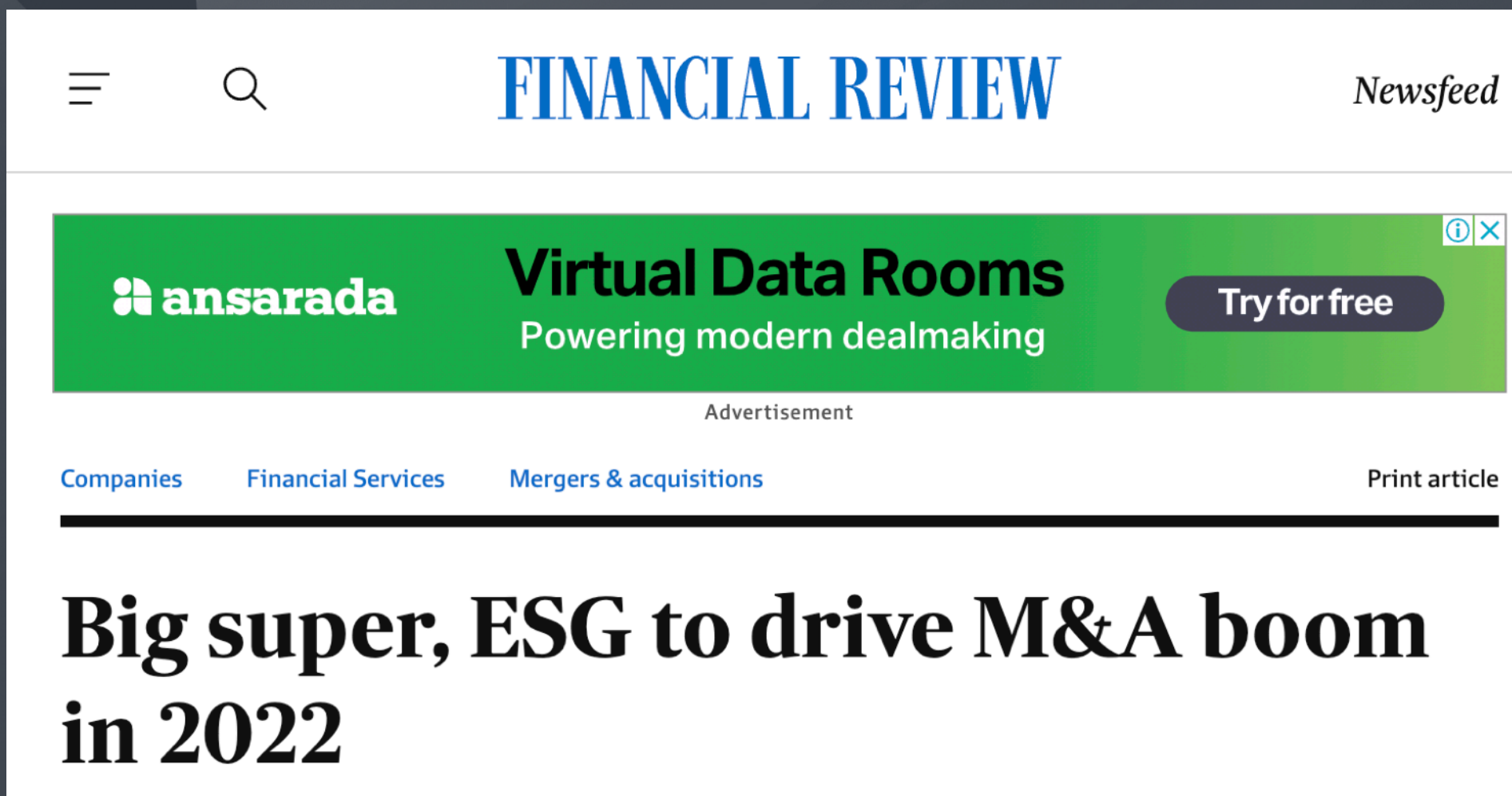
87 OF THE
ASX 100

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<https://whoswholegal.com/analysis/australia-2020-leading-firms>
<https://worldscholarshipforum.com/wealth/best-investment-banks-in-australia/>

 Ansarada is the go-to platform used by business pros

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The screenshot shows the top of the Financial Review website. At the top left is a menu icon, followed by a search icon. The site title "FINANCIAL REVIEW" is in blue, and "Newsfeed" is on the right. A green banner for Ansarada features the text "Virtual Data Rooms Powering modern dealmaking" and a "Try for free" button. Below the banner are navigation links for "Companies", "Financial Services", and "Mergers & acquisitions", along with a "Print article" link. The main headline reads "Big super, ESG to drive M&A boom in 2022".



The screenshot shows the top of the Bloomberg website. It includes a "Menu" icon, a search bar, the "Bloomberg" logo, and links for "Sign In" and "Subscribe". Under the "Markets" section, the headline reads "High Confidence, Low Rates Mean M&A Boom Will Persist, BMO's Top Dealmaker Says".

2021 was a blowout year for M&A -
2022 could be even bigger

In a KPMG survey, business leaders expect deal making and valuations to rise again in 2022

CFO

SIGN UP

Menu

M&A

2022 M&A Outlook: Deal Market Expected
to Continue Hot Pace

Buyers will hunt for targets that improve their talent bases, supply chains, and sustainability strategies.

The outcome we are striving for in 2022:

Strengthen sustainable growth with diversified and defensive revenue streams based on long term structural business trends

Sam Riley
CEO & Co Founder



Q2 Records and milestones

We're always focused on "what's next" at ansarada but as we closed out our first year as a public company we reflected on the outcomes we achieved. Every quarter since our December 2020 IPO we delivered consistent growth in customer numbers, revenues and ARPA all whilst maintaining cash flow positivity.

Our results are driven by our team, mission and values

Behind great numbers is delivery of exceptional customer experiences. It's achieved by designing and building remarkable products. That is only possible with a passionate team of people all focused on critical objectives. I'm really proud of our team and energised by our mission, which is to help people and organisations realise their potential. In pursuit of that we have a set of values that guide how we think and act.

Our values are Care, Curiosity, Courage and Change. They are very customer, innovation and growth

orientated. Our mission and our values are fundamentally what drives execution of our strategy.

Generating sustainable growth via long term structural business trends

We've now established revenues from three markets that are forecast to rise over the long term and underpin major structural business trends. We are very early in the adoption lifecycle for all of them and positioned stronger than ever to capture more of the \$52.5bn² opportunity they represent.

1. Deals and Advisor OS

Deal volumes hit records in 2021 and are forecast to continue. Advisors in the deal industry must improve their operational efficiency, customer experience and their GRC proficiency. The leaders are changing from adhoc methods to standardised SaaS operating systems (OS) and the rest are starting to follow.

2. Infrastructure and Tenders

The demand for Infrastructure globally is estimated to be \$3.9 trillion per year⁸. Similar to Advisors, governments too are adopting SaaS operating systems, evidenced by the \$1.2m agreement we signed with the NSW Department of transport.

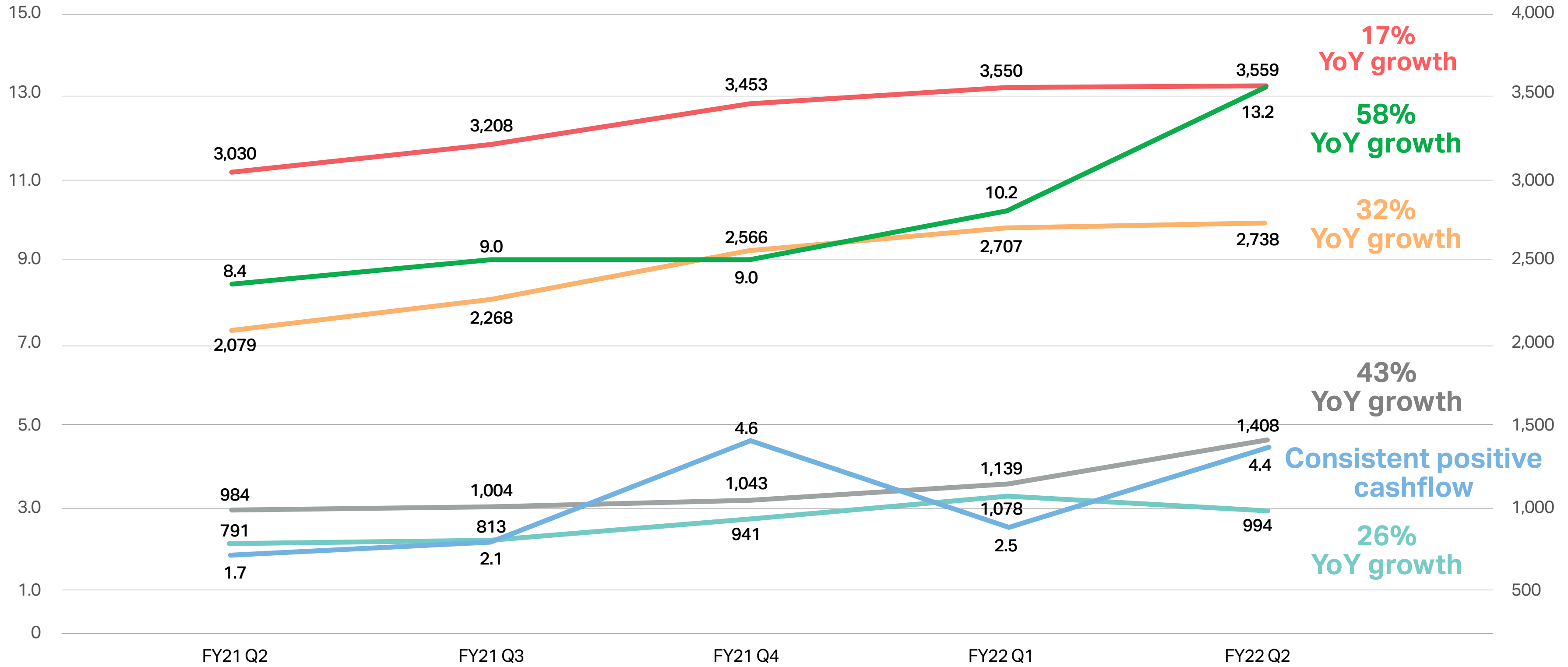
3. Governance, Risk & Compliance (GRC)

In today's world, managing risks and ensuring compliance is an imperative. In a PwC survey⁹, 61% of businesses said they use paper/spreadsheets to track how they manage GRC with 64% of them saying they believe GRC specific technologies would support their requirements. A clear indication of the early adoption cycle and growth opportunity.

We are extremely customer focused and consistently deliver great products and amazing service to them. This is ultimately what powers sustainable growth in these three markets.

Consecutive quarters of growth

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17%
YoY growth

58%
YoY growth

32%
YoY growth

43%
YoY growth

Consistent positive cashflow

26%
YoY growth

Revenue (AASB) Cash Flow from Operations (adjusted) New wins⁷ Customers Subscribers Average Revenue Per Account (monthly) (ARPA)

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

CUSTOMERS³

SUBSCRIBERS⁴

ARPA⁵ (MONTHLY)

Total

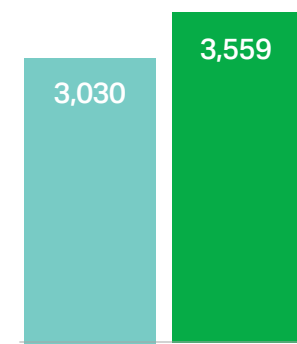
3,559

2,738

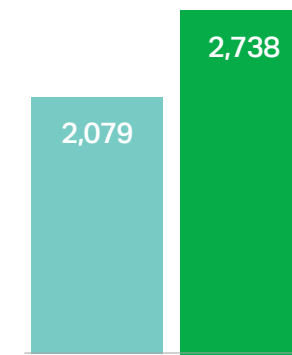
\$1,408

Q2 FY22

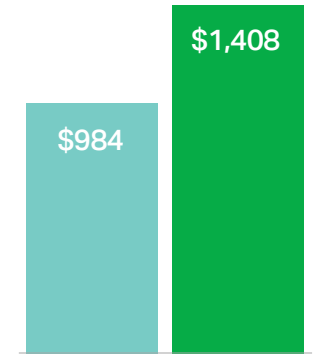
+17%



+32%



+43%



YonY Growth

Vs Q2 FY21

Q2 FY21 Q2 FY22

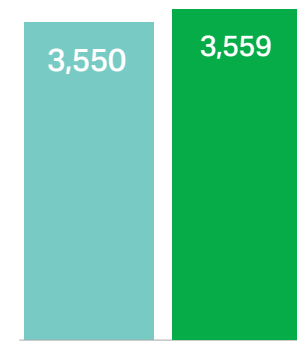
Q2 FY21 Q2 FY22

Q2 FY21 Q2 FY22

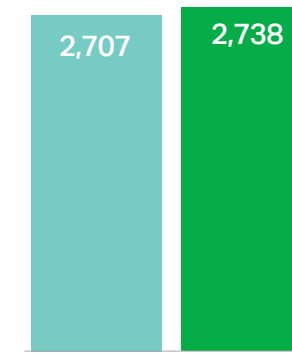
QonQ Growth

Vs Q1 FY22

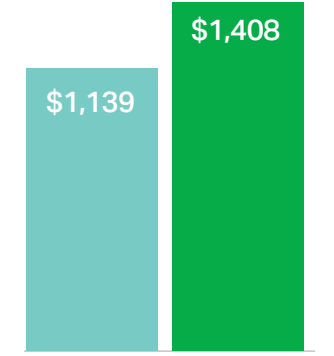
+0%



+1%



+24%



Q1 FY22 Q2 FY22

Q1 FY22 Q2 FY22

Q1 FY22 Q2 FY22

Footnotes on page 10

Profitable revenue with positive cash generation

Continued investment in growth delivers record revenue and cash flows. Cash balance includes TriLine GRC acquisition Oct 2021.

REVENUE⁶

CASH BALANCE¹¹

CASH FLOW FROM OPERATIONS^{7 (ADJ)⁷}

\$13.2m

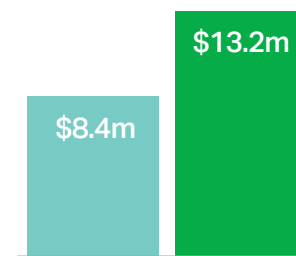
\$20.9m

\$4.4m

Total

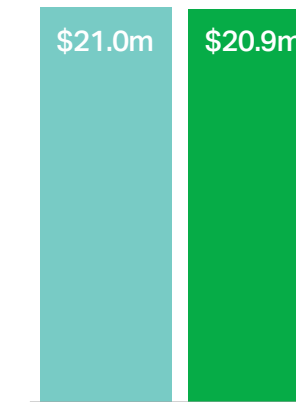
Q2 FY22

+58%



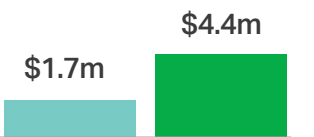
Q2 FY21 Q2 FY22

-1%



Q2 FY21 Q2 FY22

+153%

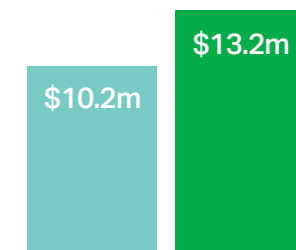


Q2 FY21 Q2 FY22

YonY Growth

Vs Q2 FY21

+30%



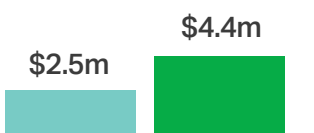
Q1 FY22 Q2 FY22

-9%



Q1 FY22 Q2 FY22

+79%



Q1 FY22 Q2 FY22

QonQ Growth

Vs Q1 FY22



Operational Q3 focus: Stronger brand, people, product and operating leverage

We will continue:

1. Investing more in brand and digital whilst maintaining CAC payback at ~4 months
2. Increasing conversion rates and revenues by delivering more value to customers at less risk via offering freemium versions of all products
3. Increasing enterprise recurring revenues by growing our GTM and product teams capability and capacity
4. Investing into developing our people and strengthening talent attraction and retention
5. Investing into data and tooling that personalise each customers journey and product experience so we can continue increasing our operating leverage and deliver highly scaleable sustainable growth

FY22 Priorities: Q2 Update

We are strengthening the product, processes and people foundations for highly scaleable profitable growth from diversified revenue streams that are perpetually in demand **irrespective of economic cycles.**

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Results Updates



Product – Product led growth methodology

- More AI document analysis features to automate deal and business processes
- Extend Workflow solution for increased deal and business process automation
- Additional solutions for Risk and Compliance use cases



Customer – Personalisation & automation




- Personalisation and optimisation of customer journey
- Targeted expansion of solutions to non customer user base
- Expansion of multi product and multi feature usage



Operational – Investing for growth & scale

- Scale digital acquisition channel
- Highly orchestrated systems and data to power personalisation and automation
- Improved operating leverage
- Corporate development: ongoing review of M&A opportunities

KEY

-  In progress
-  Completed
-  Not Achieved



Q2 launch was pushed back with no negative impacts



V1 of Workflow templates feature to help organisations standardise just launched



TriLine GRC acquisition, integration and plans to modularise



Built and validated for two key customer types, we are now expanding to more



Additional partnerships signed and new customers won via these integrations



Launched Board freemium and commenced work to modularise each GRC solution



Continued record digital channel contribution to customer growth



Several improvements now live, experts hired and momentum building



ARPA increased significantly; customer acquisition costs remain low



Ongoing review of opportunities that accelerates growth

Footnotes

1 International revenue includes all revenue 1H FY22 generated outside of Australia

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

3 Customers refers to 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 plus TriLine GRC in Q2 FY22 only. 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.

4 Subscriber refers to pro forma active subscription contracts/customers at period and TriLine GRC in Q2 FY22 only. Pro forma includes consolidated subscriber numbers for both Ansarada NewCo Pty Ltd and Ansarada Group Limited (formerly thedocyard) including periods prior to the merger.

5 ARPA represents the average monthly revenue generated from customers on subscription-based contracts (includes Ecommerce channel in all periods and Trillne GRC Q2 FY22 only).

6 Unaudited AASB Revenue. Final audited AASB revenue may vary due to year end adjustments and completion of the audit process.

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 (if any) including business combination costs and restructure payments.

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

9 <https://www.pwccn.com/en/services/risk-assurance/publications/asia-pacific-governance-risk-compliance-insights-survey-mar2021.html>

10 A win represents Ansarada closing a paying subscription/contract customer.

11 Ending cash balance of \$20.9m at 31 December 2021.

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