

## ASX Announcement

ASX: AND

27 January 2022

### ASX:AND Ansarada Annual General Meeting - 27 January 2022

#### Annual General Meeting Chairman's Address FY21

Welcome to the 2021 Ansarada Annual General Meeting.

We are holding our AGM in January this year to take advantage of the regulatory relief in response to the Covid-19 situation. We are conducting this meeting virtually to ensure everyone's safety and wellbeing.

I am pleased to report Ansarada has performed very strongly in financial year 2021 (FY21) delivering record results in a challenging environment. Your Company's performance improved as each quarter progressed, ending the year with record levels of growth in customers and subscribers.

We reported revenue of \$33.4m and adjusted EBITDA of \$5.9m. These results reflect the focused execution of our growth strategy. We are responsibly investing in increased marketing, product innovation, new channel development and operational improvements to deliver a strong and sustainable growth model.

2021 was a year of other achievements too. We are clearly a different company now to the one we were a year ago. One of the most significant achievements was the combination with thedockyard and the successful completion of the capital raise to fund the transaction. We appreciate the support of shareholders for both approving the renaming of the dockyard to Ansarada Group Ltd and for contributing to the capital raise.

The combination of these two businesses extends the suite of solutions we can offer to clients and expands our addressable market. The Board is extremely pleased with the integration of the two businesses under the leadership of Sam Riley as Chief Executive Officer and Stuart Clout as Chief Revenue Officer.

The other major milestone in 2021 worth highlighting is the acquisition of TriLine GRC which completed in October. TriLine is a market leading Governance, Risk and Compliance SaaS company with customers in Australia, New Zealand, the UK and Ireland. It provides a single end-to-end GRC solution with live reporting and dashboard and ten proprietary modules covering GRC and ESG across an organisation. Added to the Ansarada platform, it radically extends the solutions we can offer to both TriLine's and Ansarada's customer base and accelerates our growth in the \$53bn growing GRC market<sup>1</sup>.

With these enhanced capabilities, the Ansarada Group is now a global provider of cloud-based SaaS information governance solutions. We enable clients to achieve critical outcomes with confidence

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through secure document management, workflow and collaboration tools. We are trusted to deliver high quality solutions and services by leading corporates, governments, investment banks, financial institutions, and private equity firms. Our best of breed, trusted software has enabled a large and increasing number of clients to execute over 26,000<sup>ii</sup> critical business transactions.

We are carefully building Ansarada for scale. We have the vision, capability and opportunity to become a much larger and more profitable business in the future. As reported in our Q2 update today, we currently have over 3,559 active customers<sup>iii</sup> across a diverse range of industries. We also now have over 600,000 unique users<sup>iv</sup>, up from 460,000 Sept 2020 across 183 countries that have accessed the Ansarada platform. Our employees number over 157 across offices in Sydney, Chicago, London, Amsterdam, Johannesburg and Vietnam. We operate in very large global, addressable markets with structural growth trends and increasing regulatory and compliance requirements. With our market leading technology, and deep expertise across the team, our business is robust and well placed to build market share and deliver sustainable growth.

To scale our company, it is critical we have the right leadership and talent in place across the team. In my 30 years' experience in the Australian technology sector, I have not seen such a competitive labour market as we operate in today. As a true technology company with global growth aspirations, we need to be able to attract, retain and incentivise the best people. I am pleased to put before shareholders at today's meeting a new Remuneration structure designed to achieve these aims. It is an essential part of our ability to execute and outperform.

We have many reasons to have a confident and positive outlook in FY22. As you will have seen today, we have continued our strong momentum into the new financial year with positive growth in Q2. The rising trends of transformation, compliance and governance support our growth. With continuing new product enhancements and innovation, we can provide even more value to clients domestically and offshore. While macro uncertainty is likely to prevail for some time, we will remain focused on executing our own growth strategy to support clients around the world that rely on our critical financial market technology infrastructure for information governance.

In closing, I would like to thank our passionate and inspirational CEO Sam Riley for his leadership, my fellow directors for their wise counsel, the rest of the executive team for their contribution, and the entire team at Ansarada for their dedication and commitment during unprecedented times.

We are privileged to hold the trust of our clients and we thank them for their support. Thank you also to our loyal shareholders for endorsing our growth strategy. I am very proud to be part of the team at Ansarada and I look forward to reporting on our continued success in the months and years ahead.

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

-ENDS-

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### 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/blog](http://www.ansarada.com/blog)

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

<sup>ii</sup> Based on the number of deal rooms (excluding demos and deleted rooms) executed on the Ansarada platform since being founded in 2006 through December 2021

<sup>iii</sup> 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>iv</sup> Period ending December 2021, includes unique user profiles (excluding disabled or deleted)



# Chairman's Address

Peter James

Chairman of Ansarada Group Limited



# 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 and Advisory firms.
- Trusted best-in-class SaaS products depended upon for collaboration and information governance with a track record of +24,000<sup>1</sup> 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\$ 52bn+ TAM<sup>2</sup> with multiple established solutions and channels active in markets globally.
- Disciplined evaluation of M&A opportunities to complement organic growth.

Footnotes on page 16.

## Key statistics – FY21

ARPA <sup>3</sup>	REVENUE <sup>4</sup>	EBITDA (ADJ) <sup>5</sup>	CASH <sup>6</sup>	Cashflow (ADJ) <sup>7</sup>	DEBT
\$1,043	\$33.4m	\$5.9m	\$23m	\$9.1m	\$0

## Active Customers<sup>8</sup>: Continuous and accelerating growth

