

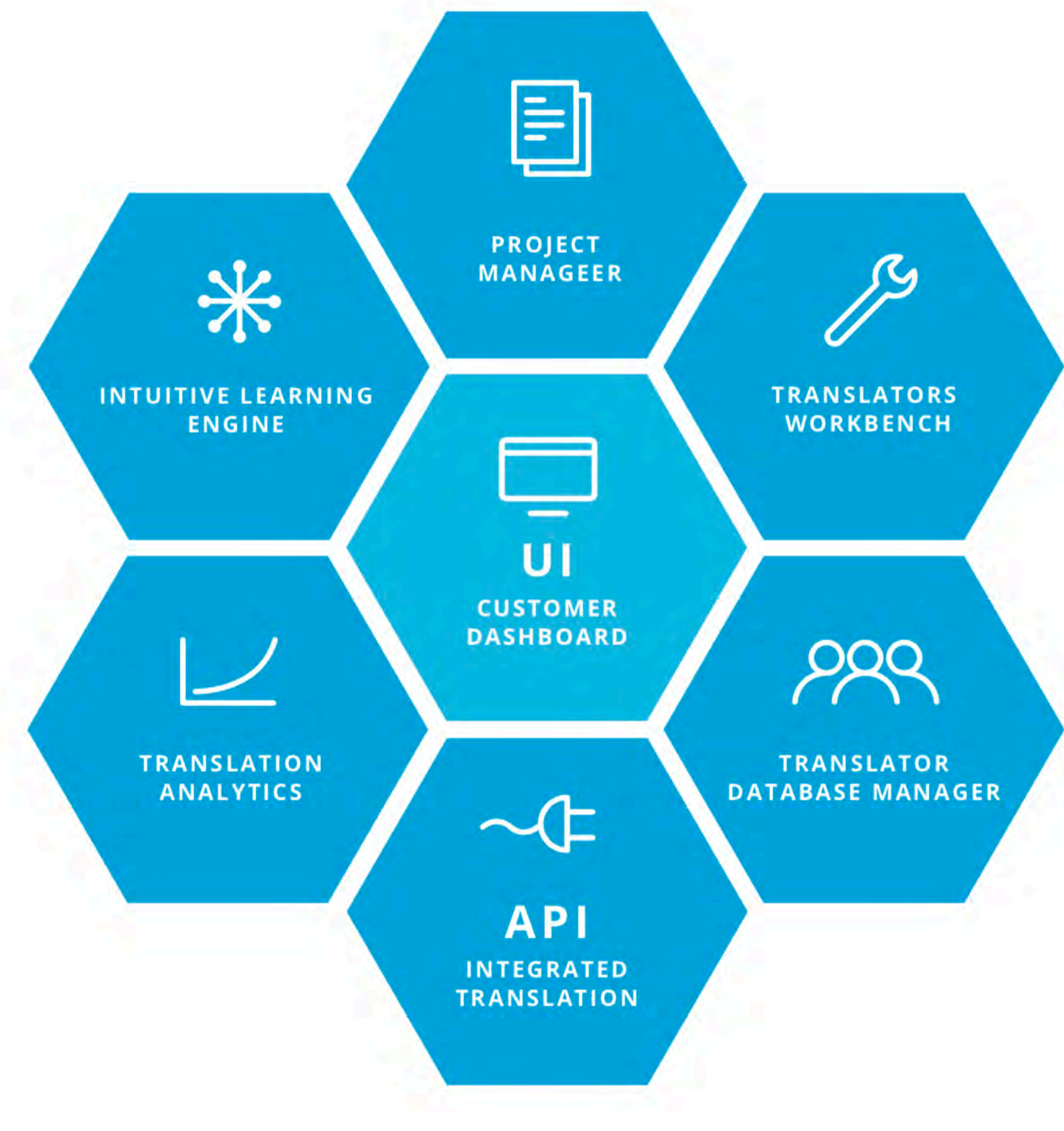
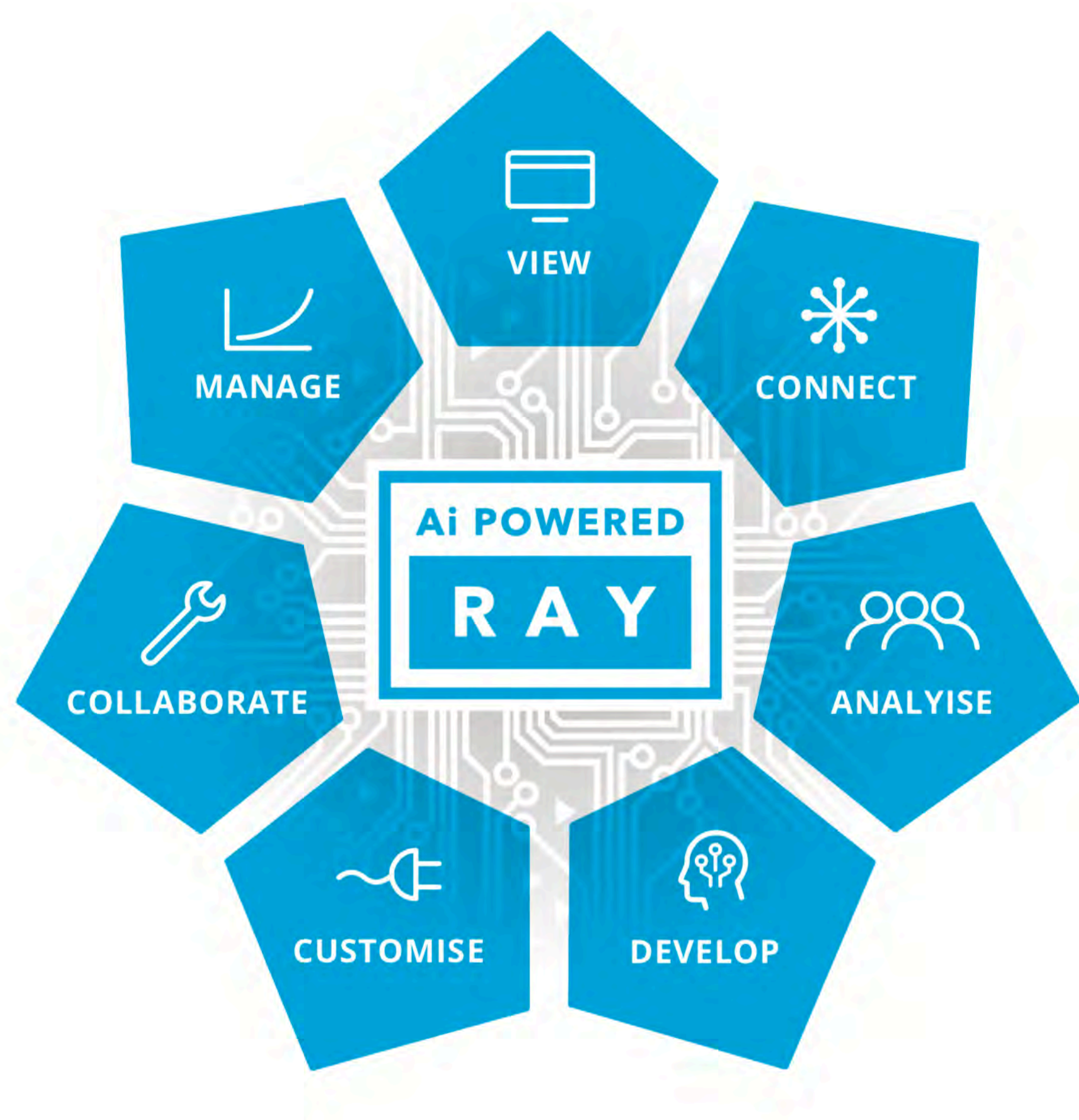
FY19 Results Presentation Straker Translations (ASX.STG)

28 May 2019

**Straker is a world leading A.I.
data driven language translation
platform powering the global
growth of businesses**



OUR ADVANTAGE THROUGH PROPRIETARY RAY PLATFORM



Delivering what we promised

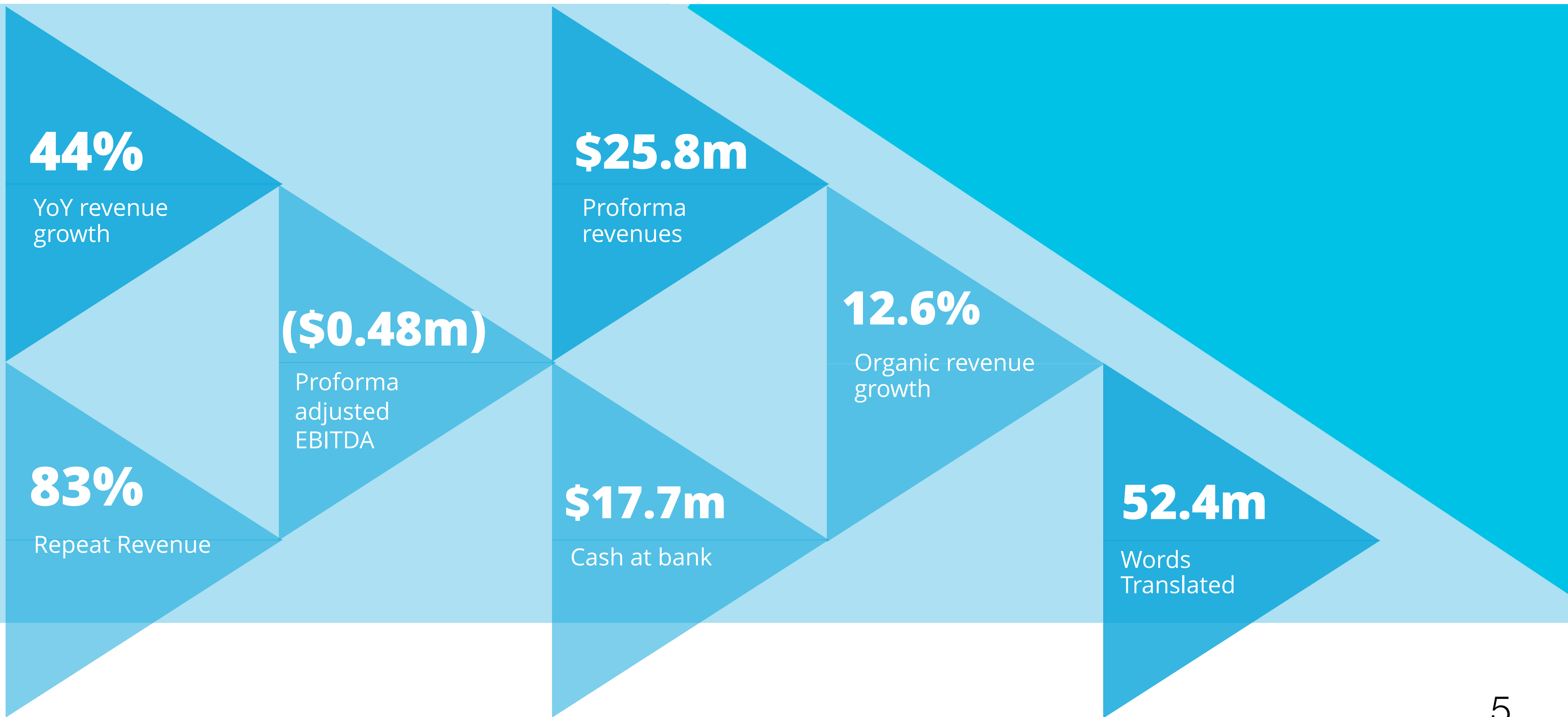
Key operational achievements

- ▶ Acquired three strategic bolt-on businesses
- ▶ Completed IPO, raising \$20m (gross proceeds) for growth initiatives
- ▶ Setup Hong Kong Office focused on lucrative Asian Legal market
- ▶ Using our unique technology advantage to push into enterprise customers
- ▶ Exceeded Prospectus FY19 forecasts

Key technology achievements

- ▶ Built new platform connectors including Magento where we now have the industry leading plugin
- ▶ RAY translator workbench version 4 released
- ▶ 100 Billion new A.I. data points collected
- ▶ New translator workbench using A.I. driven translator selection

Exceeded Prospectus FY19 forecasts



Successfully acquiring and integrating strategic acquisitions

MSS

Enterprise customer access with larger footprint in Spanish market with easy integration given location to Straker team in Barcelona.

Barcelona

EULE

Enterprise customer access with larger footprint into Europe's largest market.

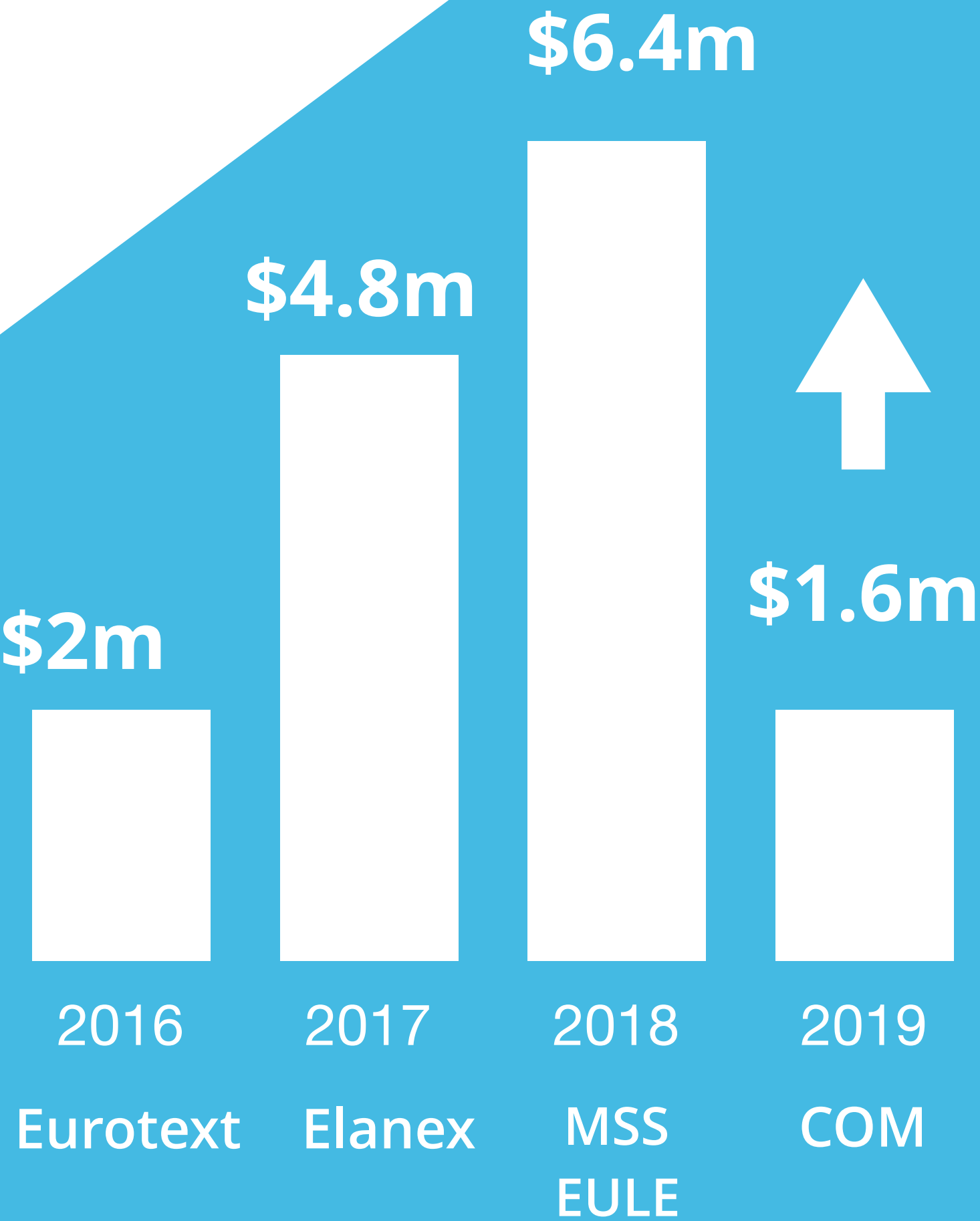
Kiel

COM

Key entry into the fast-growing audio visual market for localisation. Access to major media companies in US/Europe

Madrid

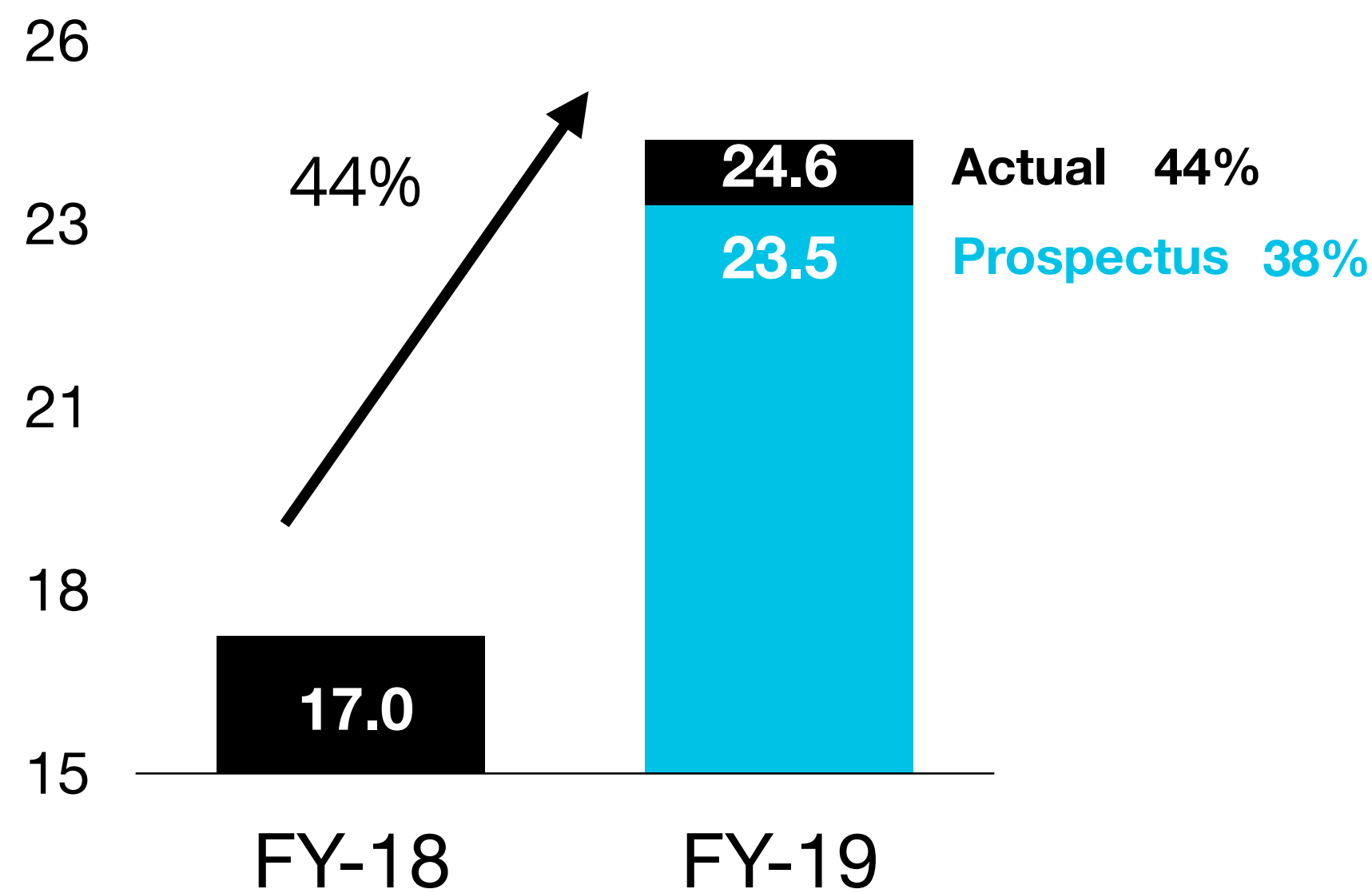
Total Revenue of acquired companies per calendar year



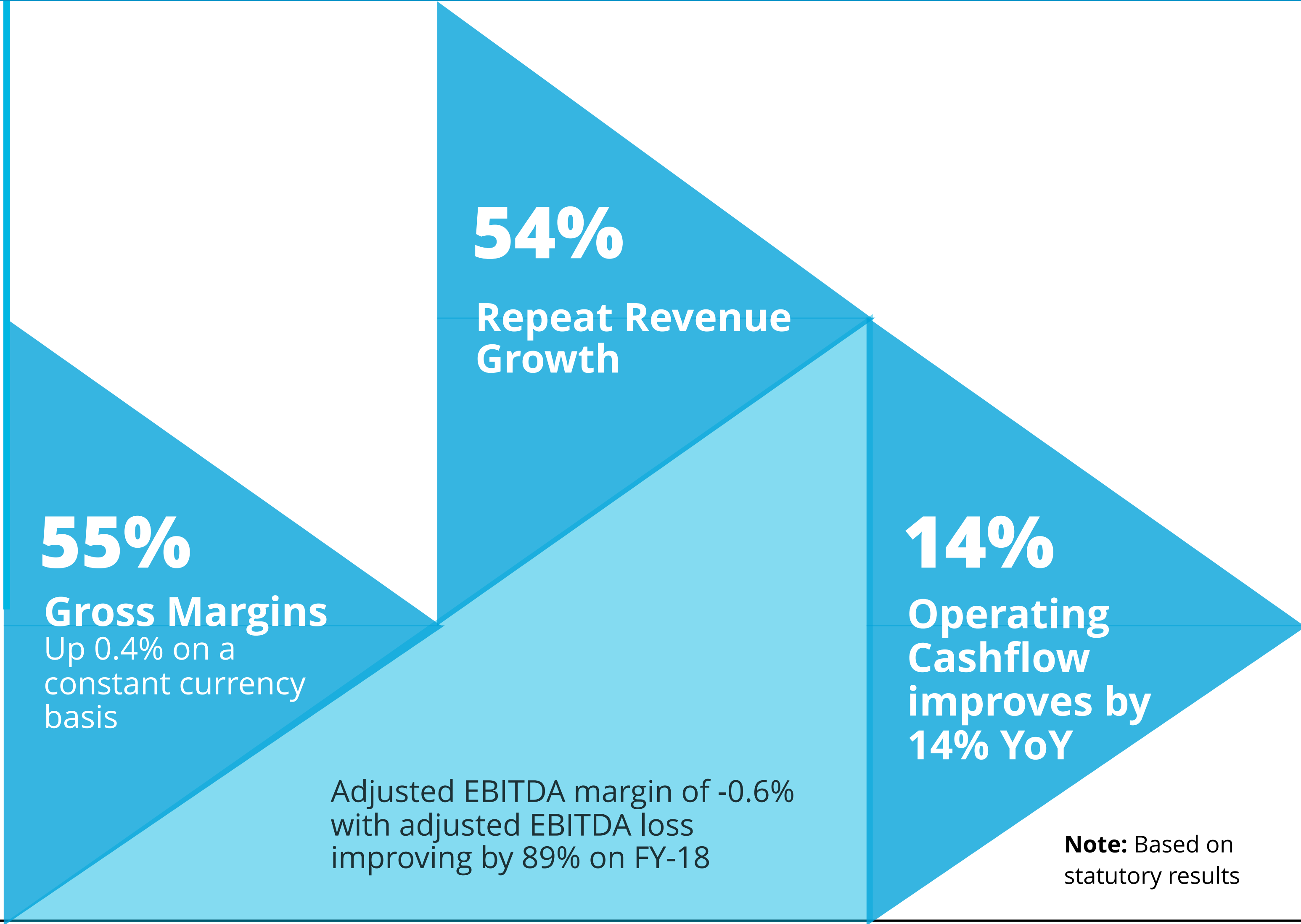
**FY19 delivered a strong
financial performance**

CONTINUED TO DELIVER STRONG GROWTH

44% YOY Revenue Growth (NZ \$m)



YoY revenue growth of 44%, driven both strong organically and by acquisition contributions



Note: Based on statutory results

Exceeded Prospectus Forecast

- ▶ Revenue growth of 10.2%, driven organically from enterprise customers in EMEA and APAC
- ▶ Revenues ahead of Prospectus Forecast by 3.7%
- ▶ Gross margin 55%, up 0.7% on FY-18 on a constant currency (CCY) basis, **due to leverage gained from processing further work via Ray platform**
- ▶ Gross margin down on prospectus forecast by –1.1% on CCY basis, due to delays of integrating additional work via workbench and due to the mix of work processed
- ▶ Costs under control and up by 2.6%. **Scale benefits flowing with cost growth below revenue growth rate**
- ▶ Adjusted EBITDA loss of (\$0.48m) ahead of Prospectus Forecast by 9.9% and improving by 69% on FY18
- ▶ Adjusted EBIT loss of (\$0.95m) ahead of Prospectus Forecast

	Pro-forma FY18	Pro-forma FY19	Prospectus FY Mar-19	PF ^ v FY18	PF ^ v Prospectus
Revenue	23.42	25.81	24.89	10.2%	3.7%
Gross Margin	12.71	14.08	13.96	10.8%	0.8%
Gross Margin %	54%	55%	56%	0.3%	-1.5%
Operating Costs	(14.24)	(14.61)	(14.47)	2.6%	1.0%
Other Income / Costs	0.01	0.06	(0.02)		
Adjusted EBITDA	(1.52)	(0.48)	(0.53)	68.8%	9.9%
Adjusted EBITDA Margin %	-6.5%	-1.8%	-2.1%	4.7%	0.3%
D&A	(0.37)	(0.47)	(0.44)		
Adjusted EBIT	(1.90)	(0.95)	(0.97)	50.0%	2.2%
Adjusted EBIT Margin %	-8.1%	-3.7%	-3.9%	4.4%	0.2%

Note: Earnings adjusted for non recurring costs and amortisation on acquired intangibles. Excludes Com acquisition which was not included prospectus forecast

Operating Cashflow Improves 30% YoY

- ▶ Operating cashflow ahead of prospectus forecast
- ▶ Straker continues to invest in the RAY platform, with 15% of total costs R&D related and of this \$0.8m is capitalised
- ▶ DSOs strong at 63 days
- ▶ Closed with \$17.7m in bank and in **strong position to fund growth strategy**

	Pro-forma FY18	Pro-forma FY19	Prospectus FY Mar-19
Adjusted EBITDA	(1.52)	(0.48)	(0.53)
Non-cash items in EBITDA	0.05	-	-
Non-operating expenses	(0.24)	-	(0.06)
Changes in working capital	0.27	(0.53)	(0.51)
Operating cash flow	(1.44)	(1.01)	(1.10)
Payments for capitalised software development	(0.66)	(0.80)	(0.72)
Payments for plant & equipment	(0.11)	(0.06)	(0.04)
IPO costs	-	-	-
Free cash flow	(2.20)	(1.86)	(1.86)
Income tax paid	0.07	0.12	0.22
Net interest income / (expense)	0.03	(0.04)	0.02
Payment of deferred consideration	-	-	-
Ordinary shares redeemed	(3.08)	-	-
Proceeds from issue of shares	11.27	-	-
Cost of share issue	(0.49)	-	-
Net cash flow	5.59	(1.78)	(1.61)

PF ^ v FY18	PF ^ v Prospectus
68.8%	9.9%
29.8%	8.2%
15.5%	-0.1%
131.7%	-10.0%

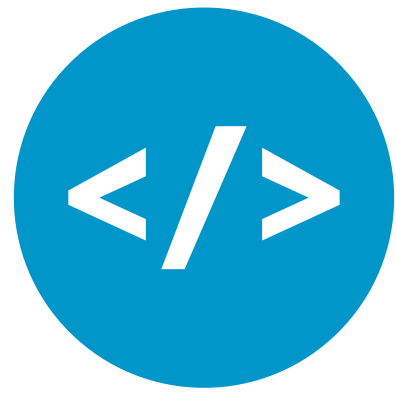
Cash & cash equivalents	7.8	17.7
DSO	57	63

DSO: Days Sales Outstanding

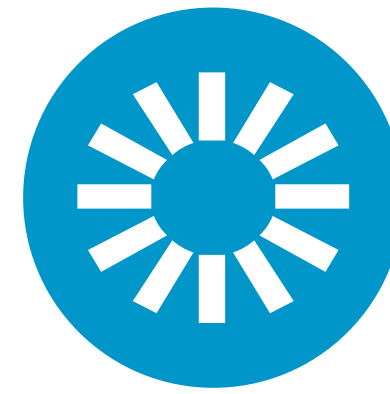
**Well placed to continue
growth trajectory**

TECHNOLOGY INVESTMENT IN OUR PLATFORM

We have made significant investments in our technology and R&D



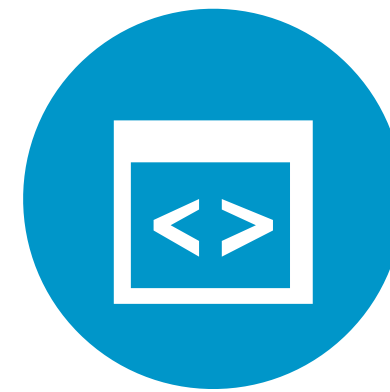
We have more than 20 highly efficient technology staff. Currently looking to grow tech team by 20% in FY20



Setup an office in Gisborne to give talented staff with families a lifestyle choice location



52m words translated, 100 billion A.I. data points added to platform



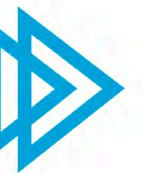
A.I. driven customer and translator segmentation engines built and deliver A.I. driven process decisions with 95% accuracy



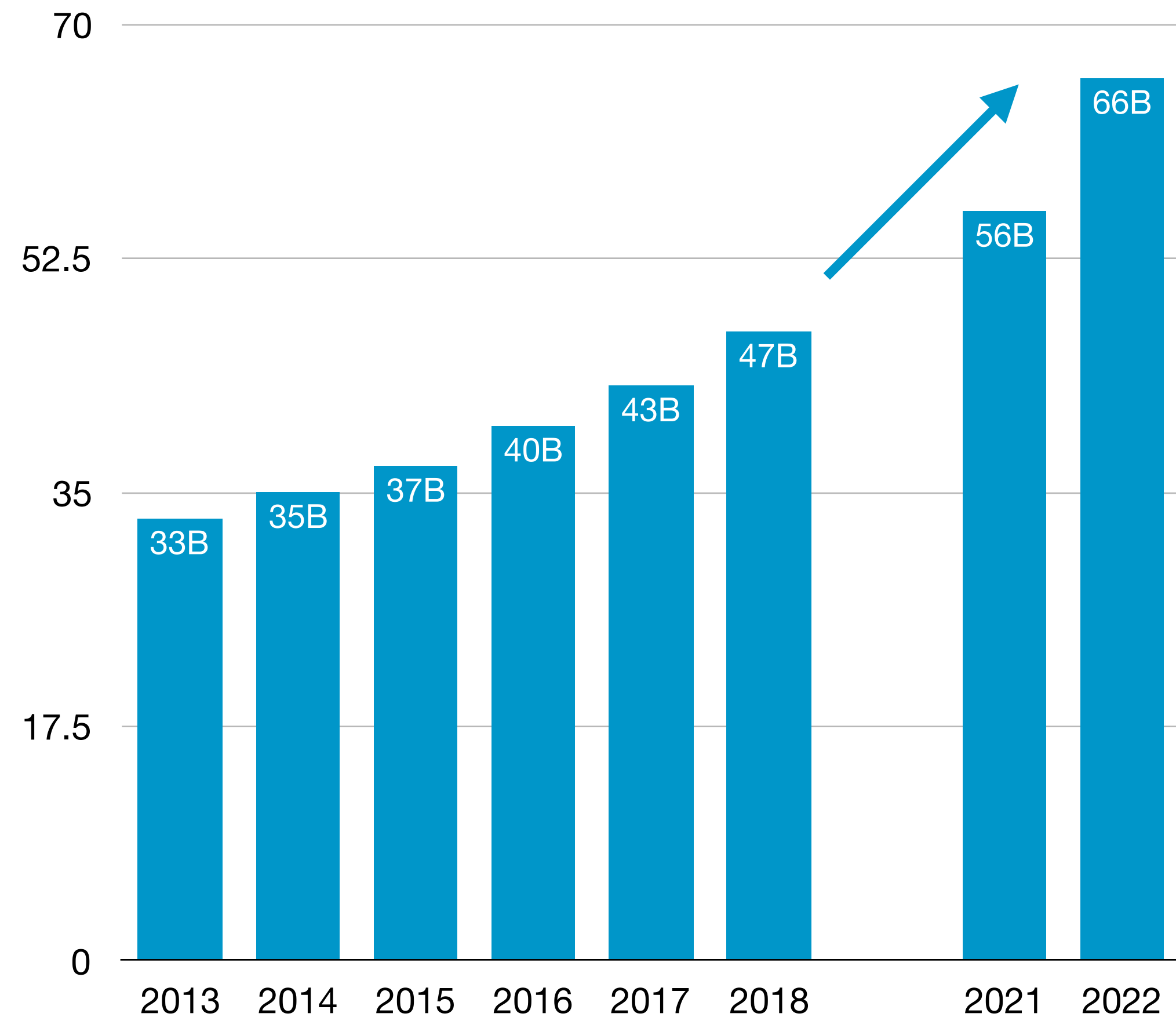
Platform has scaled effortlessly as load has increased with growth



R&D investment focused on increasing margins, simplifying content flow, unique offerings for Enterprise customers and speed of integration of acquired companies.



THE INDUSTRY THAT WE OPERATE IN



Industry Size USD\$

Forecast to reach 66 Billion by 2022

2018 - 2022 CAGR 7%*

The translation industry facilitates trillions of dollars of global trade annually

*nimdzi 2018 Language services market analysis



OUR GROWTH STRATEGY

Five Point Growth Strategy



Winning new
enterprise
customers



Transactional
Revenue



Integration into
content platforms



Increased
penetration with
existing customers



Acquisitions

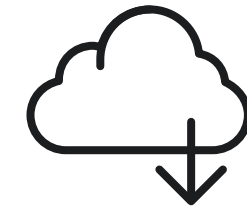
Straker raised funds at its October 2018 IPO to continue its inorganic growth strategy and the acquisition of COM Translations is the continued execution of this strategy

ORGANIC GROWTH



Winning new
enterprise customers

- Secure large volume enterprise customers
- Straker invested in global enterprise sales team over the previous two years
- 20 enterprise salespeople across seven countries
- Using our data-driven unique platform benefits



Transactional
revenue

- Provides cash flow benefits
- Drives smaller jobs that provide a range of ancillary benefits
- Driven by online advertising and content marketing



Integration into
content platforms

- Directly market to platforms' broad customer bases
- Continue to invest in new integrations / refining the integrations
- Medium term revenue targets

Increased penetration
with existing customers

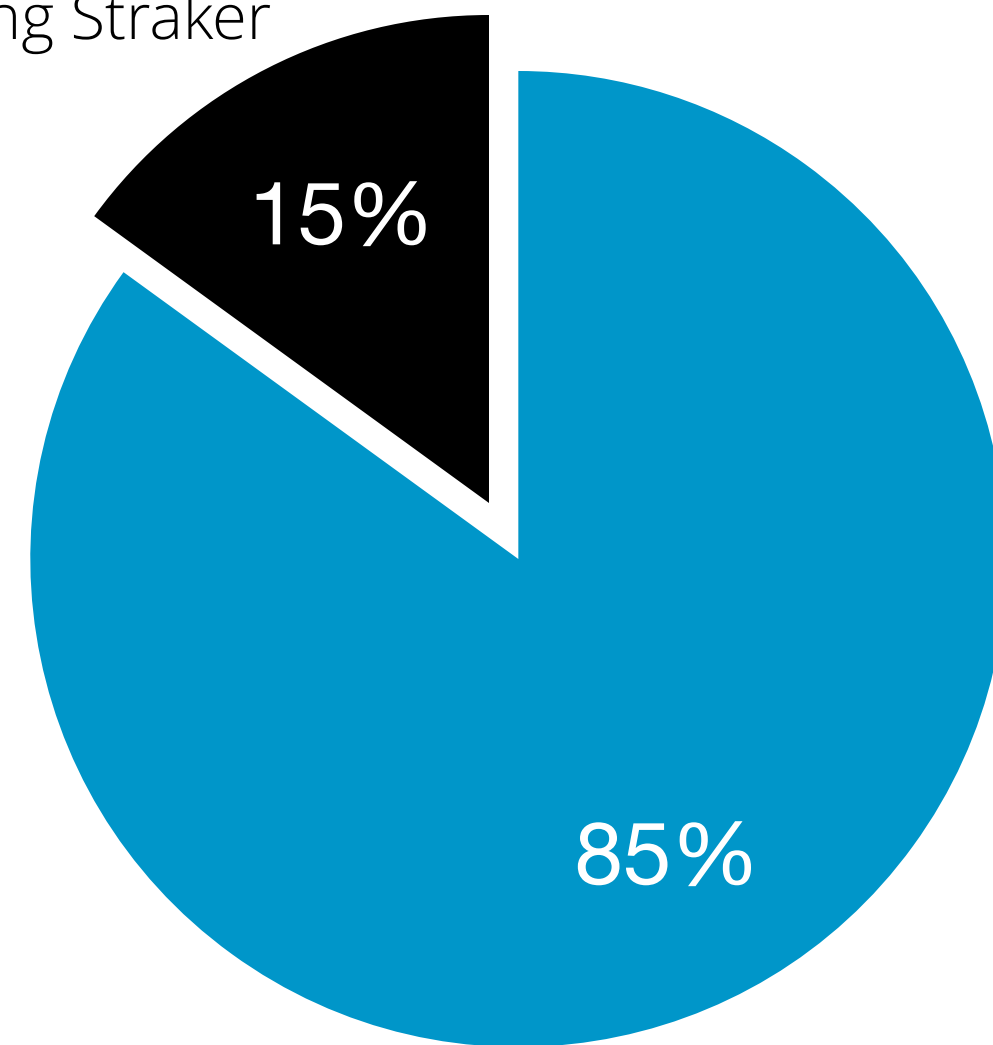
- Winning new divisions of existing customers
- Expanding our relationships into other geographies we have a presence

ACQUISITION OPPORTUNITY

Fragmented Industry

Language services market revenue – over 18,500 language service providers

Top 100 service providers = 15% including Straker



Increase EBITDA %

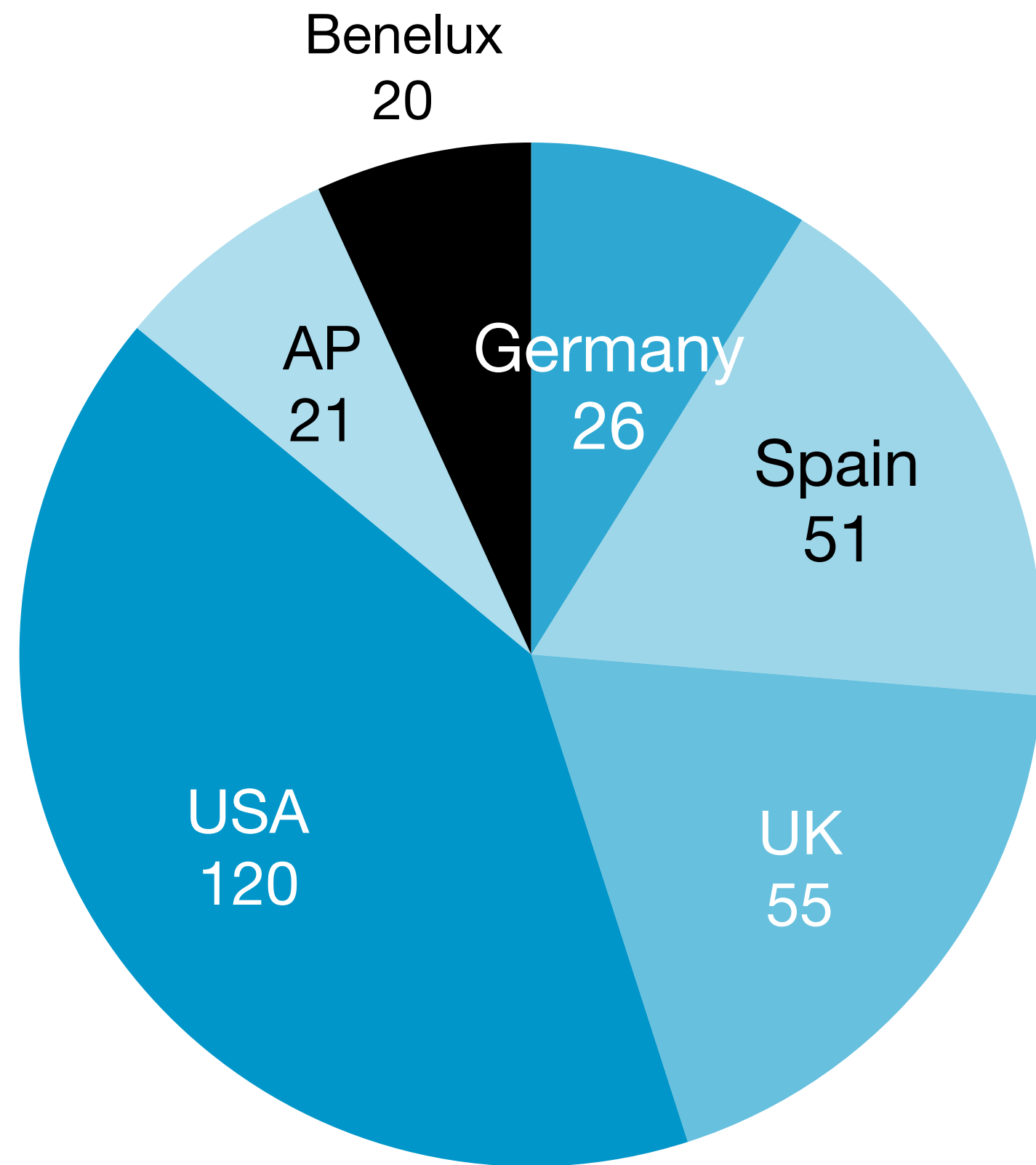
- Improve the target's gross margins
- Grow target's customer base and revenues
- Cost synergies
- Geographical footprint
- Economies of scale

Templated Acquisition Structure

- Compounding gains on each acquisition
- Dedicated integration team
- Standard approach to negotiation
- Continuous identification and engagement of targets

ACQUISITION STRATEGY

The focus of our acquisition strategy is on Asia Pacific (specifically Japan and Australasia), USA, Spain, DACH region, Benelux and the UK. In all these regions (outside of Benelux) we have well functioning business units making integration easier and faster which will have the flow effect of getting operating leverage from our technology earlier.



- ▶ We estimate the total revenue of all the acquisition targets we have identified and validated as being around \$1.5bn
- ▶ Revenue range of target companies between \$3-15m
- ▶ Majority of targets being below the \$10m revenue range
- ▶ Focus still on companies doing majority of translation
- ▶ Some potential in profitable audio-visual localisation related companies

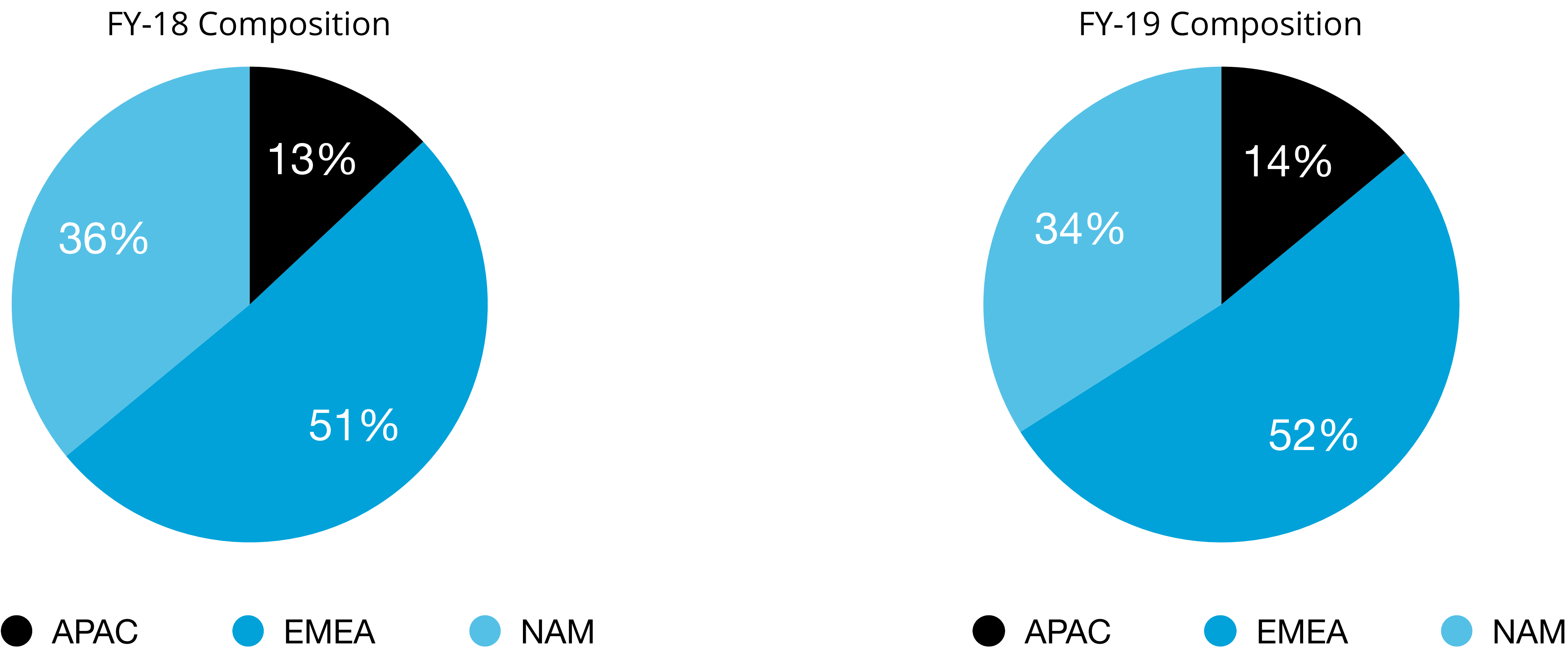
KEY PRIORITIES FOR FY20

- ▶ Work on using our data-driven approach to win new enterprise customers especially around the need for translation data within A.I. engines
- ▶ Rationalise our global infrastructure as we grow and leverage economies of scale
- ▶ Focus on simplifying content on-ramps
- ▶ Continue to proactively look for quality bolt-on acquisitions
- ▶ Simplify the integration of acquisitions

Appendix

PRO FORMA REVENUE BY REGION

Revenue mix in EMEA and APAC increase slightly in FY19



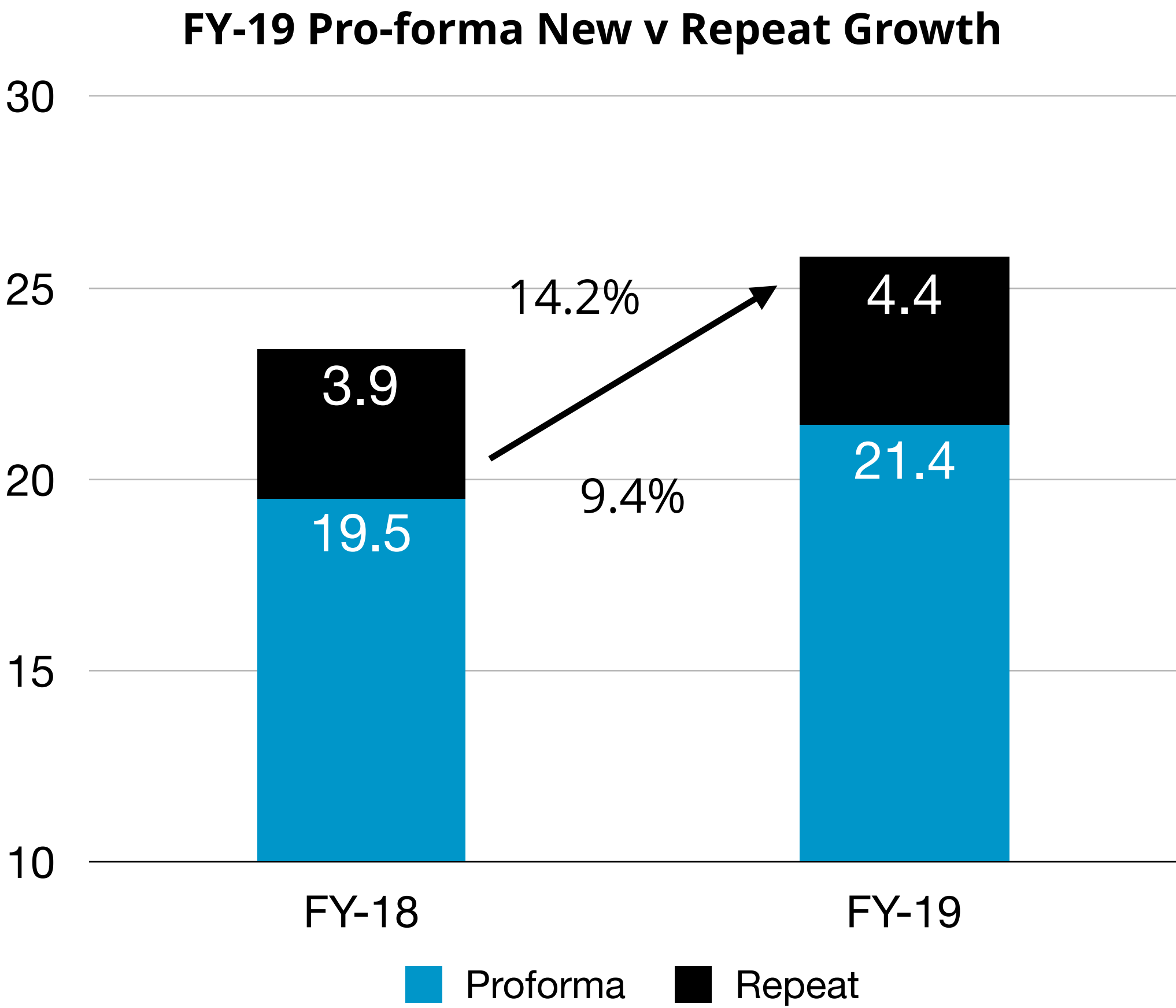
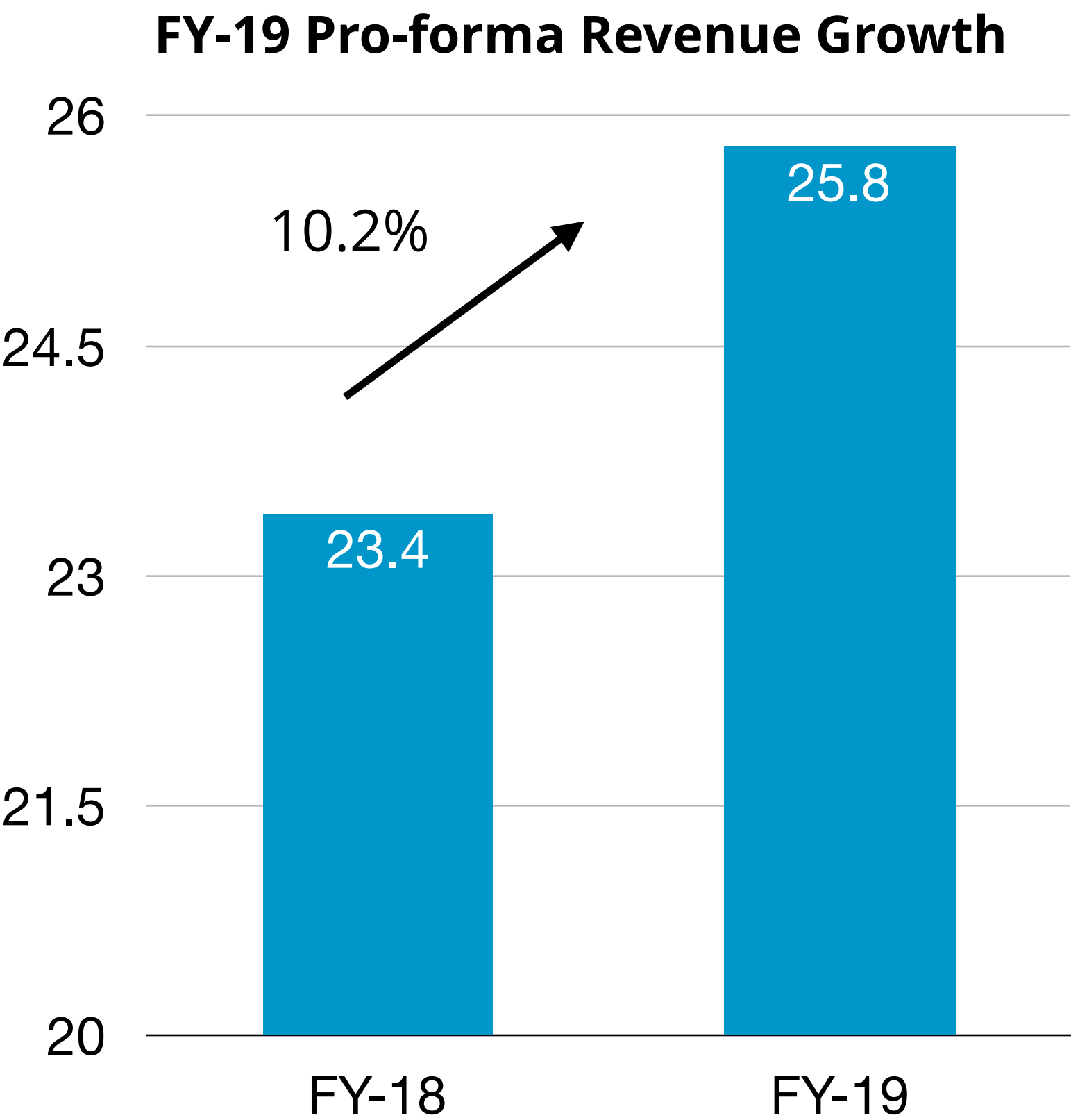
Includes recent acquisition COM Translations



FY-19 PRO-FORMA REVENUE GROWS BY 10.2%

Pro-forma revenues including COM increase to \$27.4 (NZ\$m)

Growth driven organically largely by repeat base (83% of mix) (NZ\$m)



Year on Year Performance Improves

- ▶ After adding back non-operating costs, Straker has an EBITDA loss of (\$0.53m), up 71% on prior year and ahead of prospectus forecast
- ▶ Including amortisation on acquired intangibles the EBIT loss is (\$1.7m), up 34% on FY-18 and up on prospectus forecast

Pro-forma Reconciliation to non-adjusted performance FY-19

	Pro-forma FY18	Pro-forma FY19	PF ^ v FY18	PF ^ v Prospectus
Adjusted EBITDA	(1.52)	(0.48)	68.8%	9.9%
Non-operating	(0.29)	(0.05)		
EBITDA	(1.82)	(0.53)	70.9%	9.9%
EBITDA Margin %	-7.8%	-2.0%	5.7%	0.3%
D&A	(0.37)	(0.47)		
Amortisation on Acq Intangibles*	(0.38)	(0.68)		
EBIT	(2.57)	(1.68)	34.4%	2.4%
EBIT Margin %	-11.0%	-6.5%	4.4%	0.4%

Note: The company has recently valued customer relationship assets acquired from MSS and Eule. As a result, there is an additional \$303k of amortisation on acquired intangibles included in the results that was not forecast in the prospectus. The prospectus forecast has been updated accordingly.

Statutory Financials

- ▶ Revenue growth of 44% on prior year, driven by both acquisitions and organic activity
- ▶ Gross Margin 55%, up 0.4% on FY-18 on a constant currency basis
- ▶ Costs up by 27% due to impact of acquisitions and due to investment in sales and R&D
- ▶ Adjusted EBITDA loss of (\$0.16m) up 89% on FY18
- ▶ EBITDA loss of (\$2.88m) includes cost of IPO and acquisition costs
- ▶ EBIT loss of (\$4.02m) down -58% on prior year due to above plus increased D&A costs
- ▶ Net loss before tax of (\$4.48m) after absorbing FX losses on proceeds of IPO

	Stat FY18	Stat FY19	Stat ^ v FY18
Revenue	17.03	24.59	44.4%
Gross Margin	9.29	13.43	44.5%
<i>Gross Margin %</i>	55%	55%	0.0%
Operating Costs	(10.72)	(13.67)	27.5%
Other Income / Costs	0.01	0.08	
Adjusted EBITDA	(1.43)	(0.16)	88.8%
Adjusted EBITDA Margin %	-8.4%	-0.6%	7.7%
D&A	(0.31)	(0.46)	
Adjusted EBIT	(1.73)	(0.62)	64.3%
<i>Adjusted EBIT Margin %</i>	-10.2%	-2.5%	7.7%
Acquisition costs	(0.20)	(0.59)	
Non-operating	(0.24)	(2.12)	
EBITDA	(1.86)	(2.88)	-54.9%
<i>EBITDA Margin %</i>	-10.9%	-11.7%	-0.8%
D&A	(0.31)	(0.46)	
Amortisation on Acq Intangibles*	(0.38)	(0.68)	
EBIT	(2.54)	(4.02)	-58.3%
EBIT Margin %	-14.9%	-16.3%	-1.4%
Net Financing Costs	0.91	(0.46)	
PBT	(1.62)	(4.48)	-176.1%

Note: Excludes COM acquisition for one month.

Statutory Financials Cont..

- ▶ Operating cashflow improves 14% on prior year
- ▶ Underlying operating cashflow -\$0.7m up 57%*
- ▶ Capitalised \$0.74m of development costs
- ▶ Invested \$2.75m in acquisitions
- ▶ Successfully Executed IPO and raised net \$16.8m
- ▶ Financed \$1.56m of deferred consideration on prior acquisitions

	Stat FY18	Stat FY19	Stat ^ v FY18
Adjusted EBITDA	(1.43)	(0.16)	88.8%
Non-cash items in EBITDA	0.05		
Non-operating expenses	(0.24)	(0.17)	
Changes in working capital	0.37	(0.73)	
Operating cash flow	(1.24)	(1.065)	14.0%
Payments for capitalised software development	(0.63)	(0.74)	
Payments for plant & equipment	(0.05)	(0.10)	
Free cash flow	(1.92)	(1.90)	0.7%
Payments for acquisitions of subsidiaries	(0.20)	(2.75)	
Investing Cash Flow	(0.20)	(2.75)	1308.0%
Proceeds from issue of shares	11.27	20.07	
Ordinary shares redeemed	(3.08)		
Cost of share issue	(0.54)	(3.25)	
Payment of deferred consideration	(1.00)	(1.56)	
Financing Cash flow	6.65	15.27	129.5%
Net cash flow	4.54	10.62	133.9%

***Note:** Excludes Com acquisition for one month.

Financial Position

- ▶ DSOs increase to 67 days
- ▶ Closed with \$17.7m in bank and in strong position to fund growth

	Stat FY18	Stat FY19
Cash & cash equivalents	7.8	17.7
Trade receivables and accruals	2.0	3.9
Other current assets	1.2	1.4
Total Current Assets	11.0	22.9
Intangibles	5.1	10.3
Non current assets	0.1	0.2
Total Non Current Assets	5.2	10.5
Trade payables and accruals	2.3	3.1
Deferred consideration	0.8	1.3
Other current assets	0.2	0.8
Total Current Assets	3.3	5.2
Deferred consideration	0.9	1.8
Total Non current liabilities	0.9	1.8
Net Assets	12.1	26.4
DSO	55	67

STATUTORY TO PRO-FORMA RECONCILIATION

	Actual FY18	Actual FY19	Prospectus FY19
Statutory revenue	17.03	24.59	23.48
Less: impact of Com. acquisition not in prospectus	-	(0.19)	-
Net impact of MSS acquisition	3.25	0.49	0.49
Net impact of Eule acquisition	3.15	0.92	0.92
Po-forma revenue	23.42	25.81	24.89
Statutory Adjusted EBITDA	(1.43)	(0.16)	(0.20)
Less: impact of Com acquisition not in prospectus	-	0.01	-
Net impact of MSS acquisition	0.48	0.00	0.00
Net impact of Eule acquisition	0.12	0.06	0.06
Incremental public company costs	(0.70)	(0.39)	(0.39)
Pro-forma Adjusted EBITDA	(1.52)	(0.48)	(0.53)
Non-operating expenses	(0.29)	(0.05)	(0.06)
Pro-forma EBITDA	(1.82)	(0.53)	(0.59)

STRAKER'S INVESTMENT PROPOSITION

Huge Global TAM

- Huge US\$47 billion addressable market opportunity
- Industry is growing at over 7% pa

Unique Technology

- Artificial Intelligence driven platform using more than 500 billion data points
- Proprietary "RAY Ai Translation Platform"
- Enterprise grade, end-to-end cloud-based platform that allows human translators to deliver faster and more accurate translations via the capture of vast amounts of data and meta data

Global Customers

Large and diverse customer base – approximately 8,400 customers serviced in FY18
88% of revenue is international

Industry High Gross Margins

Leveraging efficiency gains and improved economics from Strakers' online platform

The Problem

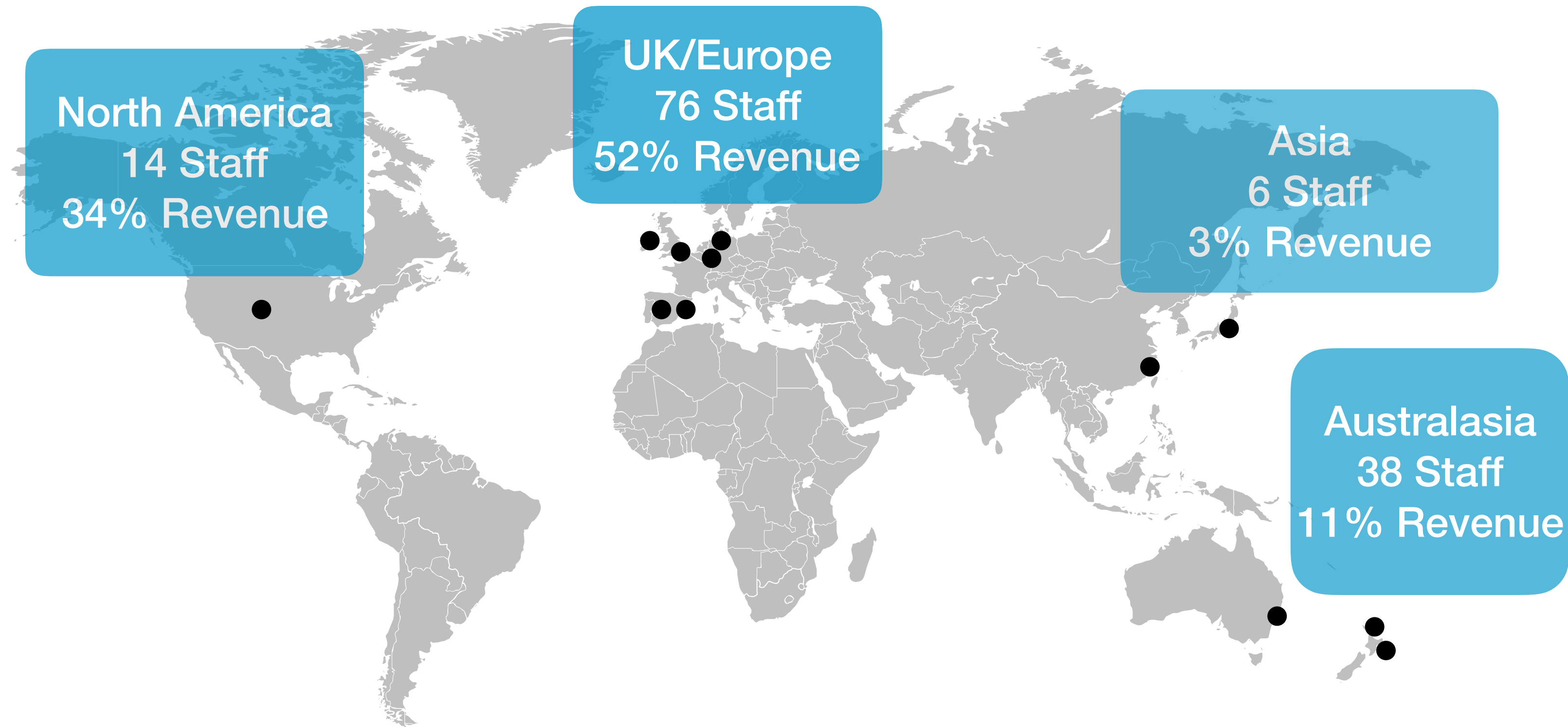
Global content is expanding
at an exponential rate and
traditional translation
processes cannot deliver at
scale for customers

The speed of content change is
also increasing and traditional
translation providers cannot
deliver to customer timeframes

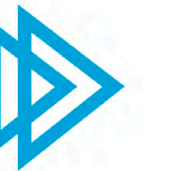
**Content is moving into online
systems** and customers need
solutions to automate the content
flow for translatable content

It's easy for **companies to now push
into multiple regions** but the cost of
large volume content into multiple
languages is prohibitive

WHERE WE DO IT



Straker Group Revenue by region
post COM acquisition



HOW WE DO IT

We have a built a **unique technology platform** (RAY Ai) to leverage the advances in **A.I and big data** to give us a strong competitive advantage in the **US\$47 billion** translation industry.



Automation of
the content
process

A.I Data driven
translation
process using
more than 500
Billion data points

Crowd of more
than 12,000
professionals

Global sales and
solutions team

REVOLUTIONARY DATA-DRIVEN PLATFORM

Ai POWERED

R A Y

Data-driven Speed

Using big data to train machine learning engines, and give insights into human efficiency and continual refinements

Data-driven Quality

Rather than process driven quality control we can use machine learning to identify all the variables to ensure quality at the start of the project

Data-driven Production

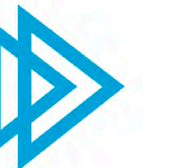
Using data to streamline the production process by using previous project data to identify the most efficient method of processing a job

Data-driven value

Being able to offer alternative structures for pricing and delivering projects

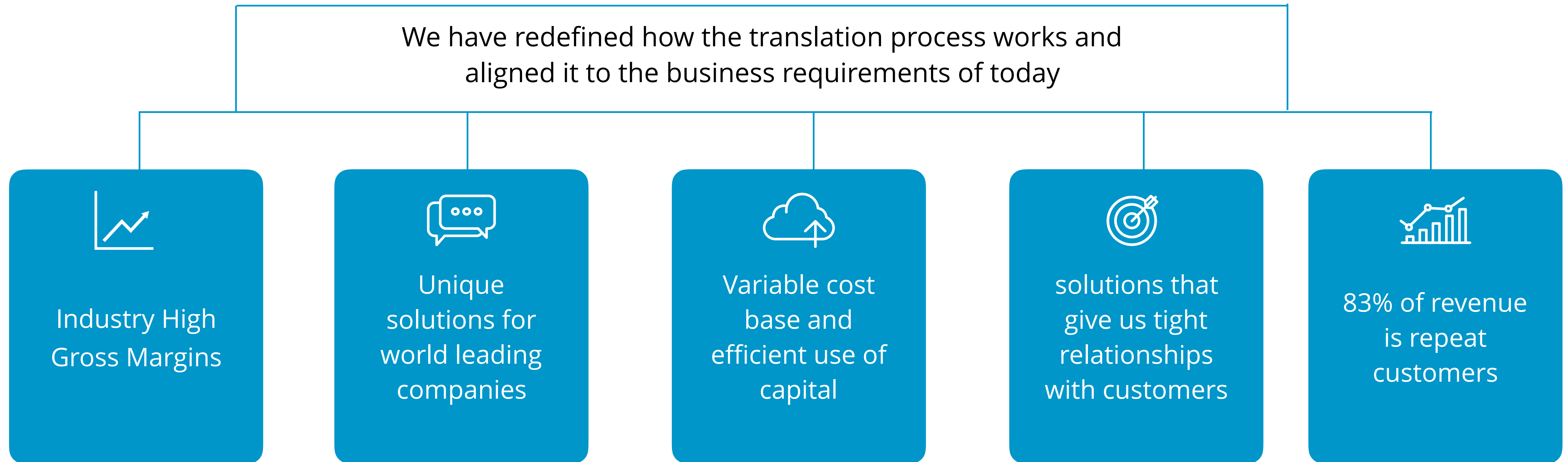
Data-driven security

Using data to provide security and confidentiality to projects even if using a remote workforce

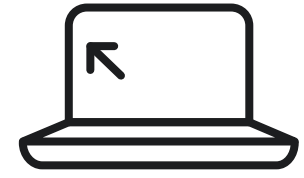


WHAT SUCCESS HAS PROVEN

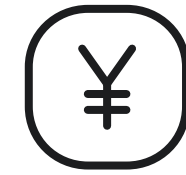
In 2011 we were the first company to develop a data driven approach to translation.



WHAT WE DO



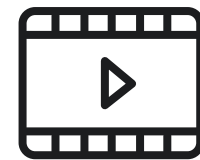
Straker helps leading technology companies streamline and scale the ability to communicate across regions



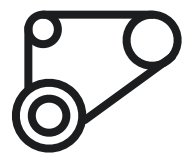
Straker helps major finance institutions deliver quarterly market reports in multiple languages



Straker works with major e-commerce providers to localise their product websites into multiple languages



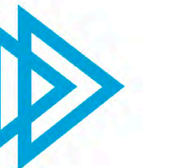
Straker enables global media companies to provide content in multiple languages across multiple platforms



Straker provides leading global manufacturers with the ability to easily push out new products into multiple markets

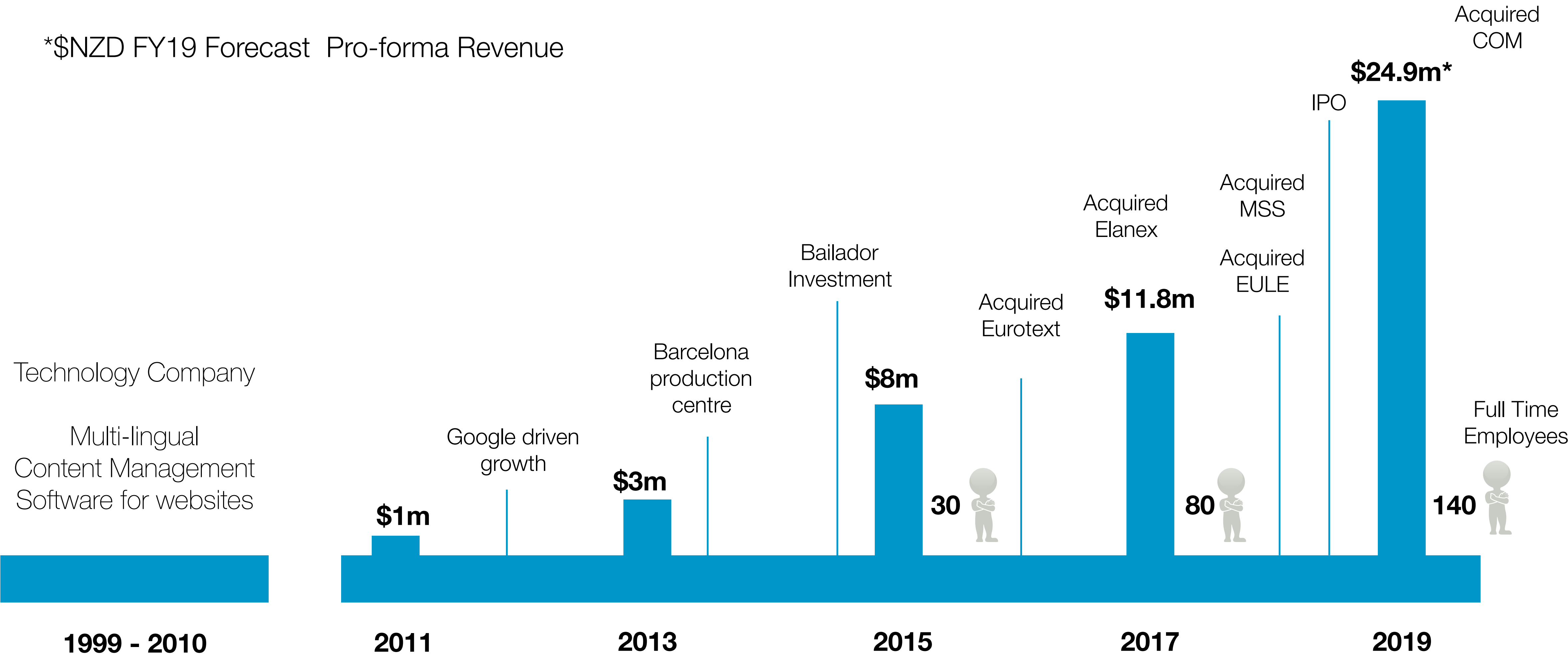


Straker enables thousands of SME's to cost-effectively cross border trade without language as a barrier



COMPANY HISTORY

*\$NZD FY19 Forecast Pro-forma Revenue



Board of Directors



Phil Norman
Independent Non-Executive Chairman

► Phil was appointed the Non-Executive Chairman of Straker on 13 January 2014.

► He was the founding chairman of Xero Limited, one of New Zealand's most successful listed technology companies, and retired from Xero's Board in July 2012 after five years' service.

► Phil's other current director roles include the Independent Chairmanship of Loyalty New Zealand Limited (New Zealand's largest loyalty company and operator of Fly Buys), Chair of NZX listed Plexure Group Limited (NZX:PLX) (a marketing services software company) and Chair of AUT Ventures Limited (the commercialisation arm of AUT University).

► Phil is a past Chairman of the New Zealand Private Equity and Venture Capital Association and was for six years a member of New Zealand Trade and Enterprise's New Zealand Beachheads Advisory Board.

► Phil holds an MBA from the University of Auckland and is a Chartered Member of the New Zealand Institute of Directors.



Grant Straker
Founder and Managing Director

► Prior to founding Straker in 1999, Grant served in the British Army as an elite paratrooper.

► As a co-founder of Straker, Grant has extensive experience in the language translation market.

► Grant was appointed to the board on 21 December 1999.

► Grant's wide ranging technical, sales and business skills, combined with his strong entrepreneurial drive, have placed him in an ideal position to help accelerate the growth of Straker.

► Grant is a member of the NZ Institute of Directors.

► Along with Merryn Straker, Grant was the winner of the 2018 master category for NZ Entrepreneur of the Year.



Tim Williams
Independent Non-Executive Director

► Tim was appointed a Non-Executive Director of Straker on 24 June 2015.

► He founded ValueCommerce Co. Ltd in 1996.

► Tim is one of the original pioneers in the Japanese internet and advertising industry. His vision and record of achievement are demonstrated by the success and growth of ValueCommerce Co. Ltd. Tim founded ValueCommerce, an Internet affiliate marketing company, selling a 49% stake to Yahoo Japan in 2005. Subsequently in 2007, ValueCommerce was listed on the Tokyo Stock Exchange.

► Tim is also a Director of The Icehouse, The University of Auckland's technology incubator, and is a General Partner in The Icehouse linked fund Tuhua Ventures, which invests in high-growth start-ups in New Zealand.

► Tim holds a Bachelor of Science (Hons) in molecular genetics from the University of Canterbury.



Katrina Johnson
Independent Non-Executive Director

► Katrina was appointed a Non-Executive Director of Straker on 3 July 2018.

► Katrina has over 15 years of specialist in-house legal experience within technology

companies, including executive leadership and board member roles.

► Katrina joined Uber in April 2015, after spending 12 years with the eBay group of companies in Australia and the United States. She now leads Uber's Legal Team for Asia Pacific and is a member of Uber's APAC Regional Leadership Team.

► Katrina is also an independent non-executive director of Trade Me Group Limited, and a member of its Audit and Risk Management Committee.

► Katrina holds a Bachelor of Arts and Bachelor of Laws (Hons) from Macquarie University, and a Graduate Diploma of Legal Practice from the College of Law, New South Wales. Katrina is a member of the Australian Institute of Company Directors.



Steve Donovan
Non-Executive Director

► Steve was appointed a Non-Executive Director of Straker on 1 December 2004.

► He is a former partner of Ernst & Young. He qualified as a Chartered Accountant in the UK and has operated within the IT and finance industry in New Zealand for a number of years.

► Steve has significant experience as a director and investor in the SME sector in New Zealand, including a Finance Director role at accounting software provider, Greentree Software Group, which was sold to MYOB in 2016. Other current directorships include, Buro Seating Limited (office chair wholesaler) and New Zealand Pure Dairy Products Limited (infant formula manufacturer).

► Steve is Straker's former Chief Financial Officer and has been working with technology companies across a range of industries.

► Steve holds a Bachelor of Economics from the University of Lancaster and is a qualified Chartered Accountant and a current member of the Institute of Chartered Accountants in England and Wales.



Paul Wilson
Non-Executive Director

► Paul was appointed a Non-Executive Director of Straker on 22 September 2015.

► He is a co-founder of ASX listed Bailador Technology Investments (which is a major shareholder of Straker). He has had extensive private equity investment experience as a director of CHAMP Private Equity in Sydney and New York, with MetLife in London, and as executive director at media focussed investment group, Illyria.

► Paul is a director of SiteMinder, Stackla, Yellow (NZ), the Rajasthan Royals IPL cricket franchise and ASX listed Vita Group Limited.

► Paul holds a Bachelor of Business (Banking and Finance), from Queensland University of Technology and is a Fellow of the Financial Services Institute of Australia, a Member of the Institute of Chartered Accountants of Australia and a Member of the Australian Institute of Company Directors.

Executive Team



Grant Straker
Founder and Managing Director

As per above



David Sowerby
Chief Revenue Officer

- ▶ David was appointed Chief Revenue Officer in 2008 and is based in Ireland.
- ▶ He was an early investor in Straker and has supported the growth of the business globally since the foundation of the Company as a translation provider.
- ▶ David is responsible for global revenue including building out the team that engages with customers, lifting the brand profile of the Company across active markets and ensuring newly acquired staff are retained.
- ▶ David has an MBA from Trinity College, Dublin.



Haydn Marks
Chief Financial Officer

- ▶ Haydn was appointed Chief Financial Officer in October 2016.
- ▶ With more than 18 years' financial management experience, Haydn has worked in and around the technology sector, in London, for global companies such as Temenos (software), Credit Suisse and Visa Europe, as well as PKF (advisory) in NZ.
- ▶ He has a keen interest in all commercial aspects of the business, including pricing and contract negotiations, is involved in planning, board reporting, capital raising, cash management and compliance.
- ▶ He is a member of the Institute of Chartered Accountants Australia and New Zealand and holds a Bachelor of Business from Massey University.



Indy Nagpal
Chief Technology Officer

- ▶ Indy was appointed Chief Technology Officer in 2005.
- ▶ He has over two decades of experience in the information technology industry, during which he has consulted and worked for a range of companies across the globe.
- ▶ At Straker, he is responsible for architecting and maintaining a reliable, scalable and secure platform. This includes building a robust team, web application development, database management, data analytics, hardware, network and security systems.
- ▶ He has a Masters' degree in Applied Psychology and a Post Graduate Diploma in Internet Management.



Merryn Straker
Chief Operating Officer

- ▶ Merryn was appointed Chief Operating Officer in 2000.
- ▶ She was a co-founder of Straker.
- ▶ Prior to co-founding Straker, Merryn worked as a marketing executive in the pharmaceutical industry.
- ▶ She is a board member of the Cerebral Palsy Society of New Zealand with NZ\$28 million worth of assets and a board member of Te Tiro Toi Whakangaio, a NZ Government backed Maori Technology business initiative.
- ▶ Merryn has a Bachelor of Management Studies (majoring in management and HR) from Waikato University.



Kim Andrews
Chief People Officer

- ▶ Kim was appointed Chief People Officer in 2013.
- ▶ Prior to joining Straker, Kim worked in the telecommunications industry for 16 years and has a strong background in leadership, HR and credit management.
- ▶ Kim was in the HR Leadership team at Vodafone prior to joining Straker.

DISCLOSURE STATEMENT

This presentation is given on behalf of Straker Translations Limited ASX:STG (Company number NZ: 1008867 / AU: ARBN 628 707 399)

Information in this presentation:

- Is for general information purposes only, and is not an offer or invitation for purchase, or recommendation of securities in Straker Translations Limited (Straker)
- Should be read in conjunction with, and is subject to, Straker's latest and prior interim and annual reports, including Straker's Appendix 4E Preliminary Final Report for the period ended 31 March 2019, and Straker's market releases on the ASX
- Includes forward-looking statements about Straker and the environment in which Straker operates, which are subject to uncertainties and contingencies outside of Straker's control - Straker's actual results or performance may differ materially from these statements
- Includes statements relating to past performance, which should not be regarded as a reliable indicator of future performance
- May contain information from third parties believed to be reliable; however, no representations or warranties are made as to the accuracy or completeness of such information, and

All information in this presentation is current at 28 May 2019, unless otherwise stated.

All currency amounts are in NZ dollars, unless otherwise stated.

Investor call

An investor call regarding the Company's FY19 results will be held today at 10:30am Australia Eastern Time (12:30pm New Zealand Standard Time).

For those wishing to dial into the call, please dial your respective local number below and provide the conference ID 10000399 to the operator:

AUSTRALIA TOLL/INTERNATIONAL	<u>+61 2 9007 3187</u>
AUSTRALIA TOLL-FREE	<u>1 800 558 698</u>
NEW ZEALAND TOLL-FREE	<u>0800 453 055</u>

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