

ASX Announcement

ASX: AND

9 December 2020

Ansarada Group Commences Trading on the ASX

Highlights

- Trading in shares of the newly merged Ansarada Group set to recommence today
- Global provider of cloud-based SaaS information governance solutions
- Four core products offering increased productivity, efficiencies and better decision making
- Customer growth since June, reaching more than 2,900 customers including global corporates and advisors up from 2,700 at the end of June
- Combined FY20 proforma revenue of \$34.0m, diversified across geographies and industries
- Strong proof points for the combined business as evidenced via PwC agreement announced on 2 October
- Large addressable markets, valued at US\$5.8bn¹ and US\$1.4bn²

Ansarada Group Limited (ASX: AND), a global information governance software provider, will recommence trading on the Australian Securities Exchange (ASX) today at 10am under the ASX ticker AND. The relisting follows the successful merger of thedocyard Ltd with Ansarada Ltd, a related \$45 million capital raise and a name change to become Ansarada Group Limited.

Ansarada Group CEO Sam Riley commented, “The merger of thedocyard and Ansarada made complete sense due our shared set of values and vision to see companies realise their full potential. Leveraging the natural synergies between our SaaS products helps us solve more information governance challenges from different customer angles: thedocyard brings strong advisor workflow technology, while Ansarada is deeply embedded with leading advisory firms and corporate customers across the globe. We will be focused on becoming the information governance platform that company boards, management teams and advisors rely on to be confident in decisions and managing critical outcomes. We are really excited about what’s ahead.”

Ansarada Group is a global provider of cloud-based SaaS information governance solutions, enabling businesses to achieve critical outcomes with confidence through secure document management, workflow and collaboration tools.

¹ MarketsandMarkets, Enterprise Governance Risk and Compliance Market (2020).

² MarketsandMarkets, “Virtual Data Room Market” (2020).

The Group has more than 140 full-time employees and is headquartered in Sydney, Australia with offices in Chicago, London, Amsterdam, Johannesburg and Ho Chi Minh City.

“Good information governance increases productivity, enables efficiencies and better decision making, while also ensuring compliance and reducing risks. Ansarada’s information governance solutions are highly valuable for supporting critical decisions and events for organisations throughout their lifecycle, including capital raises, audits and M&A activity,” said Ansarada Group Chairman, Peter James.

Ansarada’s market-leading solutions are scalable and serverless and leverage artificial intelligence and machine learning. Its solutions have supported more than 23,000 critical events for a diverse and global customer base of large corporates, small businesses, advisers (including investment banks, legal and accounting firms), State Governments, Local Councils and financial sponsors (including asset managers, private equity firms and venture capital firms). Currently more than 40% of the Group’s \$34.0 million FY20 proforma revenue is generated outside of Australia.

“There is significant activity in equity and debt capital markets and M&A now and we are pleased to see Ansarada continues to resonate well with new customers. We are already starting to see the benefits of our combined offering through our new enterprise contract with PwC. Since the end of June, we’ve grown customer numbers from more than 2,700 to more than 2,900 by the end of October 2020. This momentum validates the value of our solutions in the information governance market,” Peter James concluded.

Ansarada Group is positioned well to continue to compete and grow in two key segments of the information governance market:

- *Enterprise Governance Risk and Compliance* sector which provides workflow, collaboration, security and analysis tools for organisations across policy, risk, incident, audit and compliance, representing a US\$5.8 billion opportunity in 2020.
- *Transaction Management* which includes virtual data room (VDR) software that enables the secure curation, distribution and collaboration of critical information for corporate transactions and outcomes. The global VDR market is expected to grow significantly from US\$1.4 billion at approximately 14.4% per annum through to 2025.

Growth in these markets will be driven by continuing to win new customers, expanding its existing customers across products, as well as entering into new strategic partnerships and white label distribution arrangements. In addition, growth will also be pursued through further international expansion and strategic acquisitions.

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

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About Ansarada Group (ASX:AND)

Ansarada is a global provider of cloud-based AI-powered virtual data rooms and material information platforms for secure end-to-end document and process management, supporting material transaction and governance outcomes for businesses throughout their lifecycle.

Ansarada's innovative and purpose-driven virtual data rooms enable the hosting, exchange and management of confidential material information between parties during critical events such as M&A (mergers and acquisitions), fundraising, tenders and IPOs.

For more information please visit www.ansarada.com/blog