

Sydney, Australia – Bailador Technology Investments (ASX: BTI) today announced an additional \$2.0M investment in Viocorp International Pty Ltd (“Viocorp”), a cloud based video management platform for corporate and government enterprises.

The funding will be used by the company to continue its rapid growth in Australia and to drive sales in the large US market.

David Kirk, Co-Founder and Partner at BTI, commented, “About a year ago Viocorp hit a growth inflection point and we are delighted to be able to support Viocorp in the next stage of its growth.”

“The team has done a great job developing and taking to market a globally competitive cloud based video management and delivery platform. Legacy services contracts have been exited and repeating revenue now accounts for more than 90% of total revenue. The last year’s recurring revenue growth rate was well above 60%.”

Greg Miner, Viocorp CEO added, “We are excited to continue our relationship with Bailador, Australia’s leading technology venture fund.”

“Viocorp’s market growth over the past year has been terrific, and we’re capitalising on that momentum to enhance our product, expand our capabilities and scale our customer base. 2016 is set to be a very exciting year for our business.”

About Viocorp: Based in Sydney, Viocorp is a leading cloud-based platform for creating, managing and distributing streaming video content securely on internal corporate networks and externally to audiences globally at scale. Viocorp’s end to end video solutions are used by a blue chip customer base across the world. For further information, visit www.viocorp.com.

About BTI: BTI is an expansion capital fund focused on the information technology sector in Australasia. BTI invests through minority positions in companies that have a proven business model, established revenue base and excellent growth prospects. BTI always secures board representation and works closely with management and founders to support execution and expansion. BTI listed on the ASX in November 2014 (ASX:BTI).

FURTHER INFORMATION

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Important Notice: Bailador Investment Management Pty Ltd A.C.N. 143 060 511 (“Manager”) has prepared the information in this announcement. This announcement has been prepared for the purposes of providing general information only and does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any securities in BTI nor does it constitute financial product or investment advice nor take into account your investment, objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this announcement in making an investment decision but must make its own assessment of BTI and conduct its own investigations and analysis. Past performance is not a reliable indicator of future performance.

FOLLOW-ON INVESTMENT: VIOCORP

February 2016

Bailador Technology Investments Limited (ASX:BTI)

BTI's recent investment in Viocorp

Viocorp has put in place the foundations for the company to scale rapidly and has raised \$3m to fund the next stage of growth

- ▶ Viocorp has in place the right business model, a market leading product that is attracting blue chip customers, all underpinned by a strong management team
- ▶ In January Viocorp raised \$2m from Bailador and \$1m from Partners for Growth to fund the next stage of growth
- ▶ The additional funding will be used by Viocorp to:
 - Continue its rapid growth in the Australian market
 - Drive sales in the very large US market

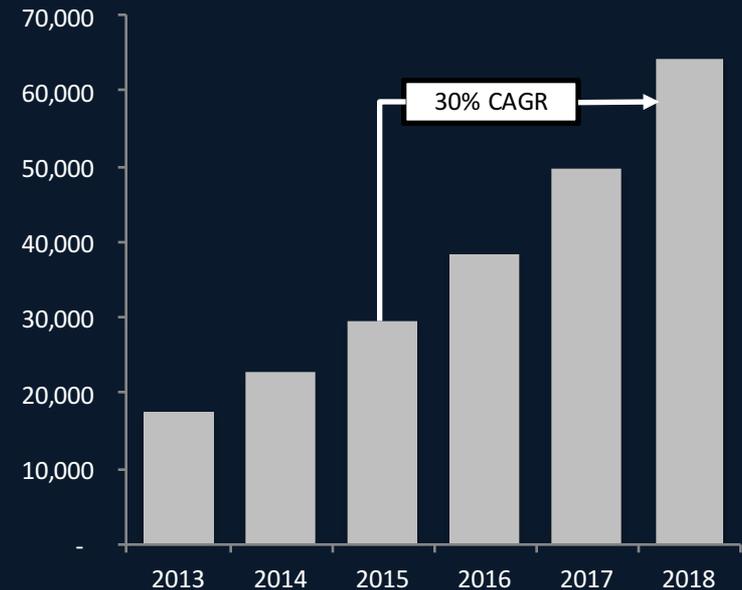
Viocorp product and market overview

Viocorp is the leading cloud-based video management, storage, transcoding and broadcasting platform for enterprises

Viocorp Product Overview

- Viocorp has developed and brought to market a globally competitive SaaS video management platform for enterprises
- The platform is used by enterprises to manage the transcoding and distribution of video content across the web and internet connected devices
- Viocorp is well positioned in a growing market as enterprises increasingly use video as the communication platform of choice

Global Growth in Online Video Use (Peta Bytes)



Viocorp's successful migration to Enterprise

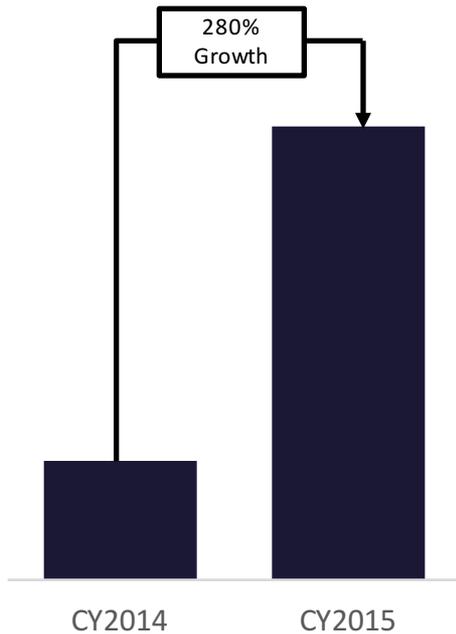
BTI investment has supported Viocorp's migration from an on-premise and bespoke solution to a fully cloud-based enterprise solution

	Historically	Today
Business Model	<i>Bespoke product development and professional services</i>	<i>Enterprise SaaS video management platform</i>
Customers	One-off projects	✓ Ongoing long term relationships
Pricing	One-off contracts with pricing dependent on project scope	✓ Attractive pricing levels and recurring licence fees
Margins	Low margin and at the risk of scope changes	✓ High margin
Ability to scale	Capped by staffing levels	✓ Highly scalable

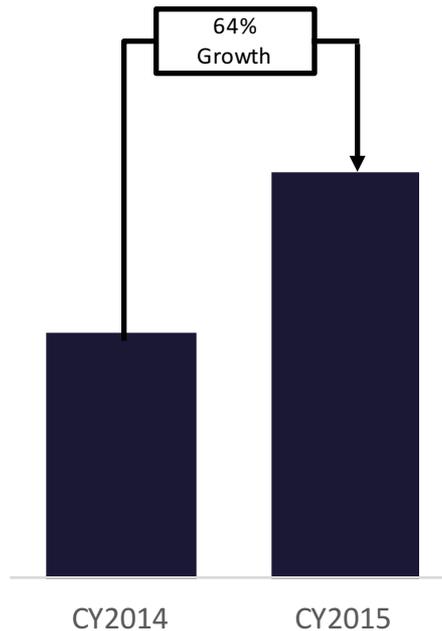
Impressive growth in Viocorp's key metrics

Viocorp's SaaS model is producing strong recurring revenue and new contract value growth from a blue-chip customer base

Average New Contract Value
(AUD)



Enterprise Licence Fee Revenue
(AUD)



Recurring Revenue
% of total revenue

