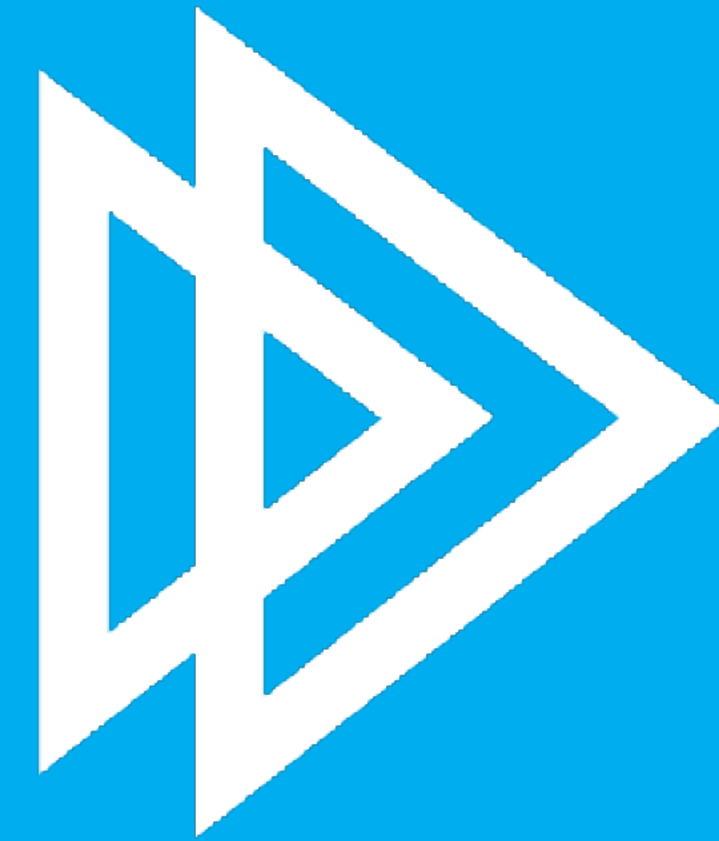


# Straker STG:ASX

AGM Presentation  
25 August 2021



# Managing Director's address



# FY21 Highlights

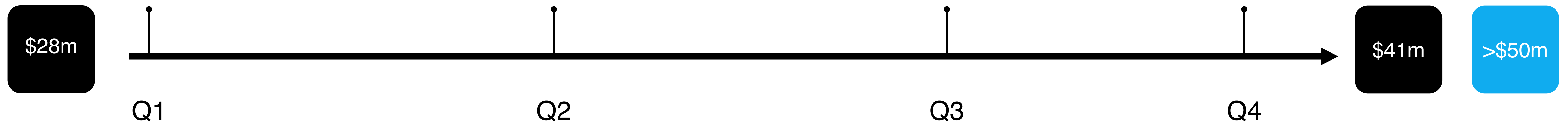
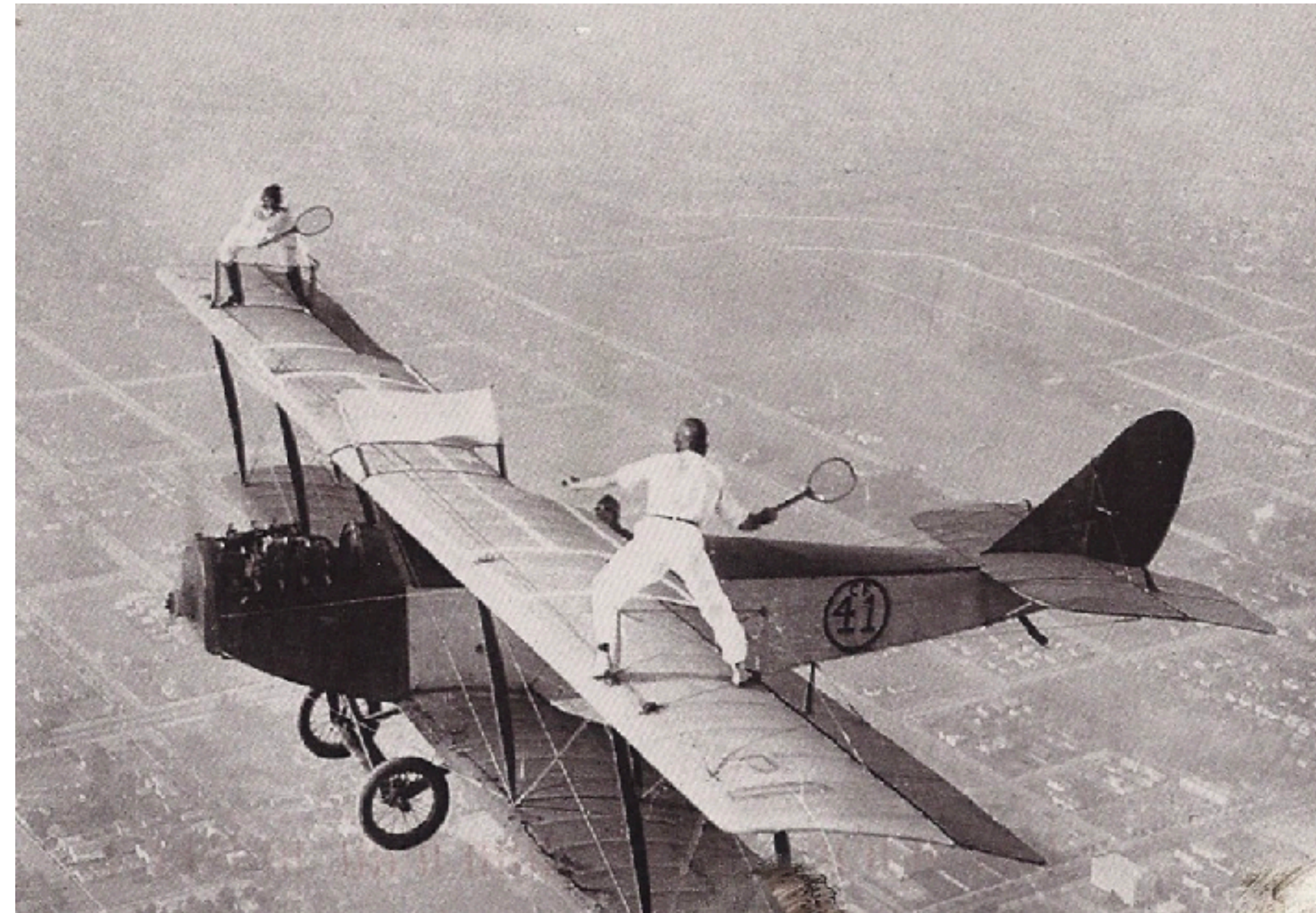
- ✓ One of the most challenging years in the company's history has turned out to be a transformational year of growth and delivery on our long term strategy.
- ✓ The hard work and innovation by our team has positioned the company to take advantage of an enormous industry, ripe for disruption from the unique technology and services platform we have developed over the past decade.
- ✓ We went from \$28m in FY20 to pro-forma revenue of \$41m in FY21 to giving guidance of >\$50m at the start of FY22. 78% growth comparable with the leading tech companies on the ASX.





## Q1 - Covid Reaction

- Working from home
- Salary sacrifice
- Staff reductions
- Paused marketing
- Focus on cash
- Paused M&A





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- Positive cashflow
- Strong YoY growth
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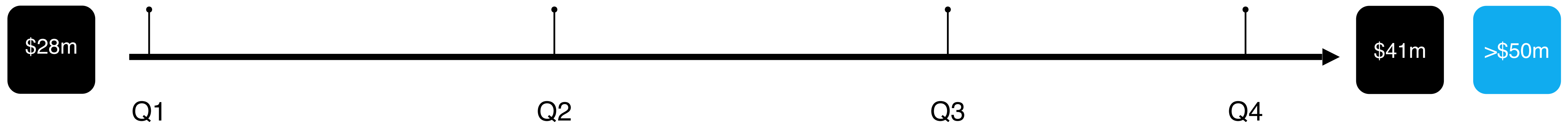
## IBM

- Transformational deal
- 1 to 55 languages
- Primary provider
- Based on advanced productivity of the RAY platform
- Sales Growth investments



***“What you have accomplished is absolutely amazing and a clear over-achievement of the goals we set,”***

- IBM Global Translation Leader



# FY21 Highlights

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## Lingotek

- Largest acquisition to date
- \$11m revenue
- Closed deal without travel
- \$5m SaaS revenue
- Enterprise clients

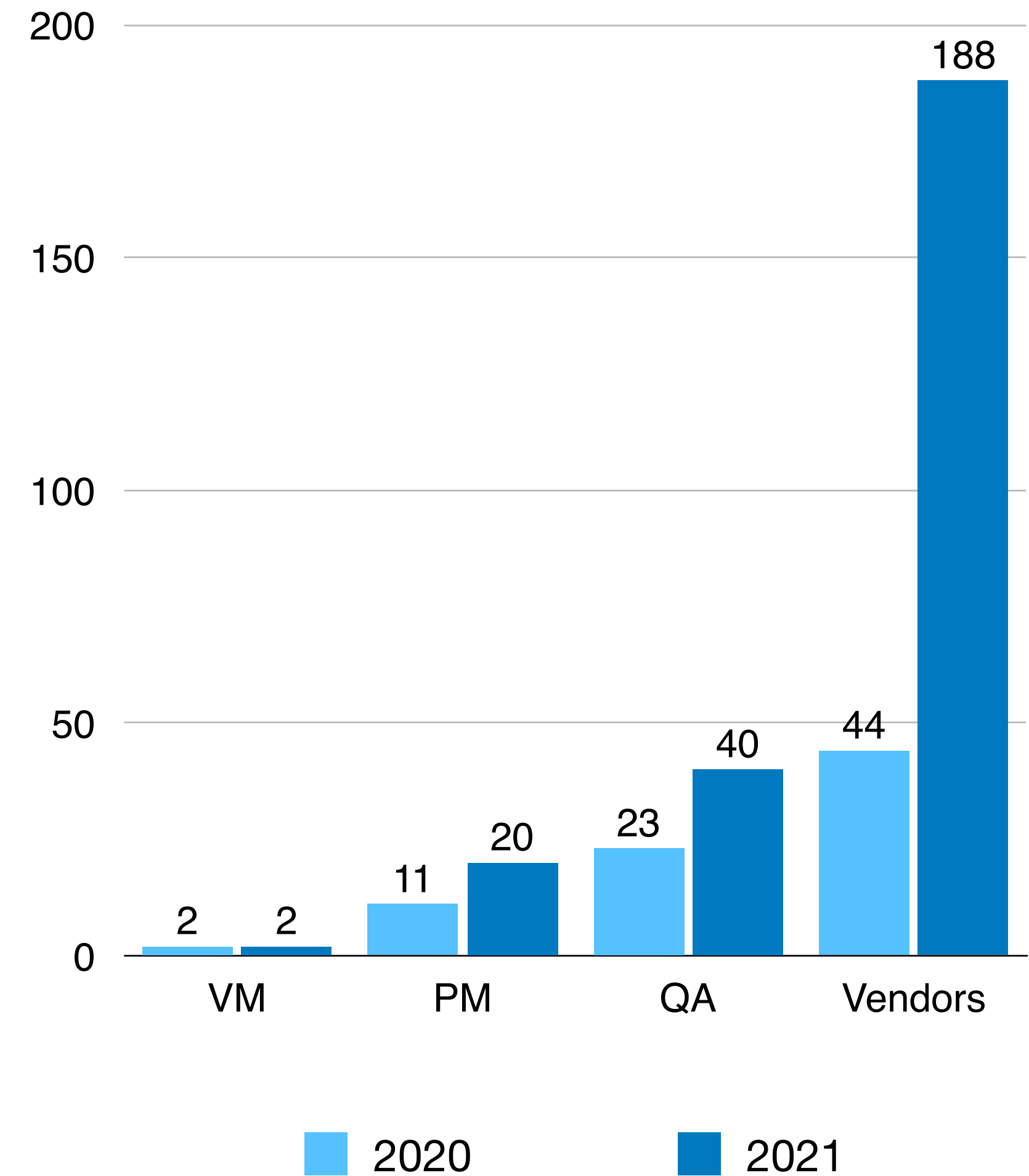


# Major Media Project

## Project Data Comparison

	2020	2021
Videos	220	334
Languages	1	7
Turnaround (days)	10	7
Minutes	5,988	8,790
Words	146,000	1,500,000
Internal Hours	376	1,100
Minutes/Day	461	10,034

We gained significant operating leverage with 10x the work to do and it only took ~2x the resources to deliver in 70% of the previous time



## Resources Comparison




What the year's performance says about our business

1

## We have a strong Enterprise Technology market fit

- Our **technology** has appeal to large enterprise customers
- **Productivity** through AI is a focus for many procurement departments
- Our **global** footprint ticks a significant box for global companies looking to consolidate suppliers

 Global reach with offices in 10 countries

 More than 120 languages covered

 Translation

 Interpreting

 SaaS TMS

 Media

 Connectors

 Free Dashboards

 Post Edit Engine

 ISO Security

# FY21 Highlights

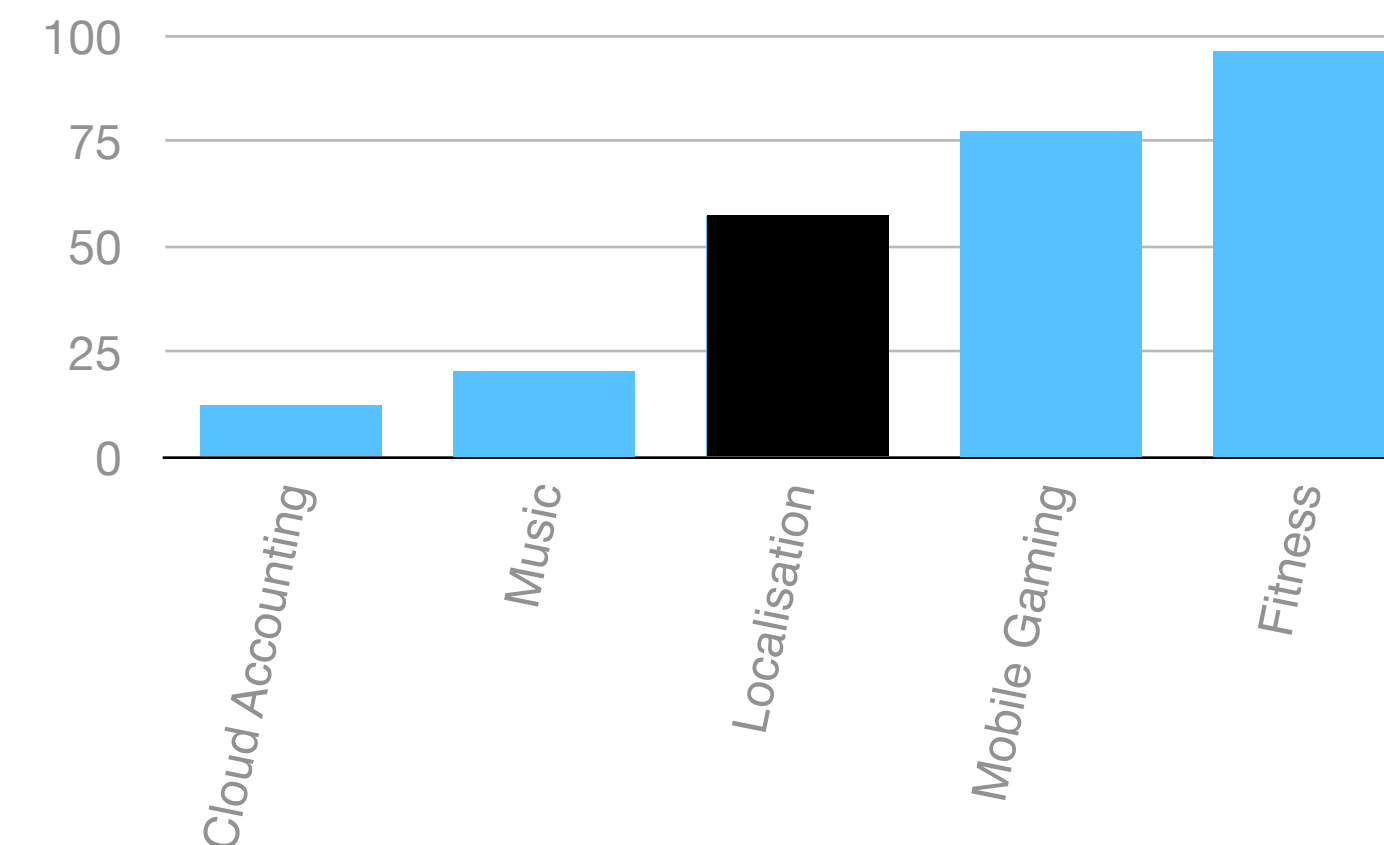
What the year's performance says about our business

2

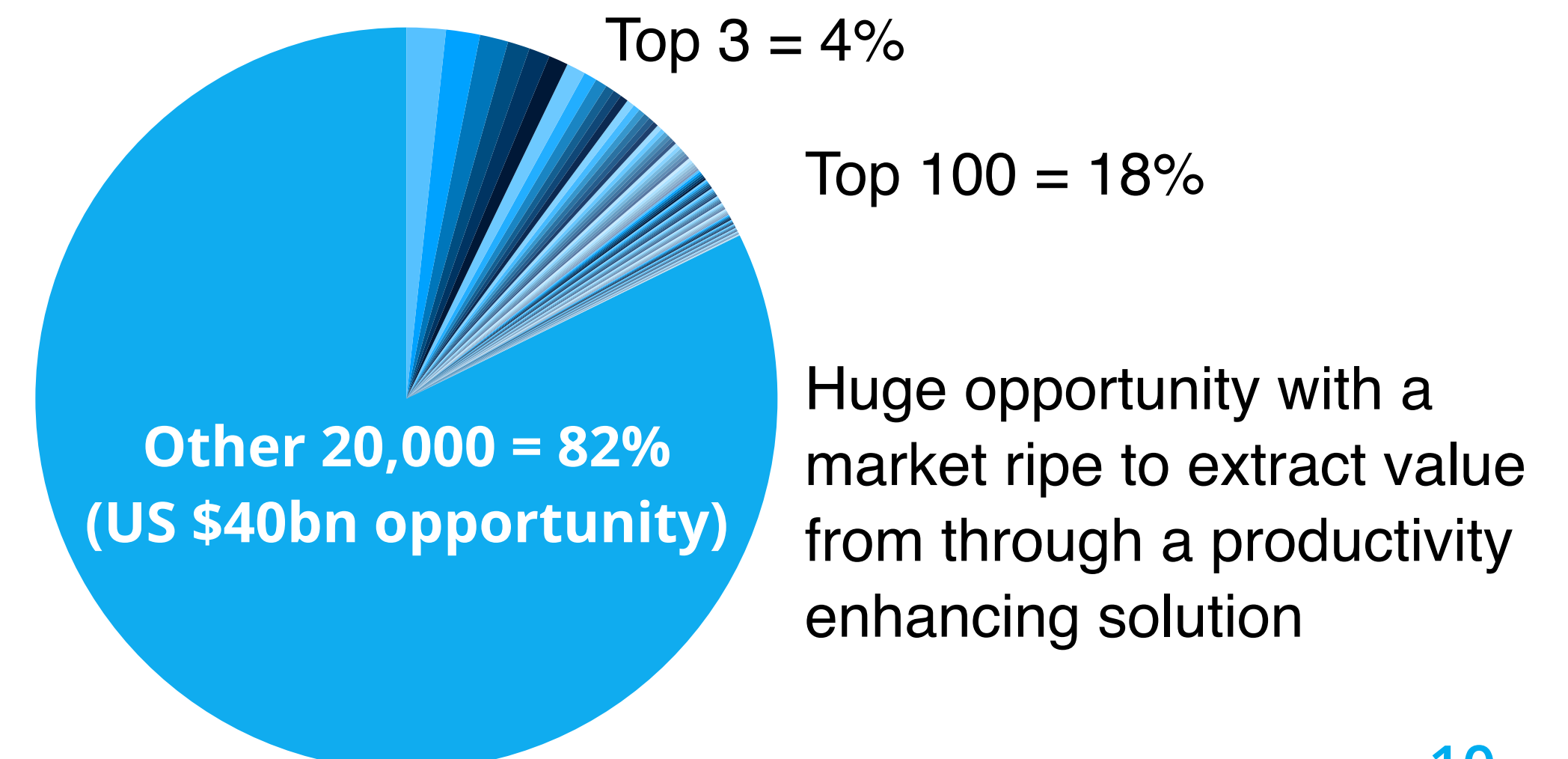
## We have a range of growth opportunities

- **M&A** market active
- Market remains ripe for **consolidation**
- **Strong organic growth** forecast through Enterprise sales
- **SaaS** opportunity with existing translation customer base

Industry Size (US Billions)



A fragmented industry ripe for disruption

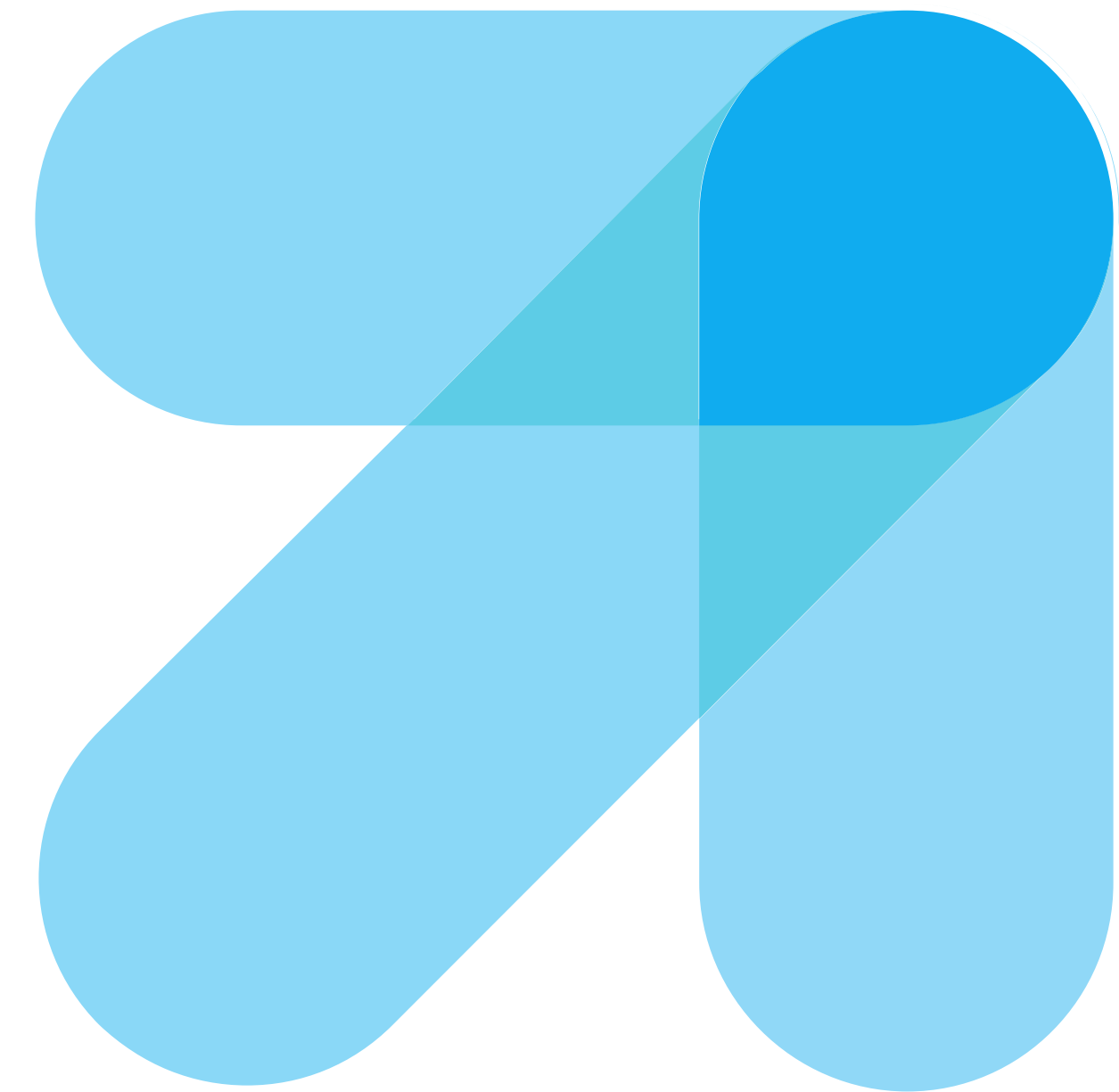


What the year's performance says about our business

3

## At a positive inflection point

- Scale to support significant growth without adding costs
- SaaS and repeating revenue giving solid base
- >90% of revenue repeating
- Margins remain strong and are indicative of the high margins seen in technology enabled businesses
- \$20m+ to deploy for growth to drive towards \$100m target





- ▶ Growth on par with the leading unicorns on the ASX
- ▶ Industry leading margins in a US\$57bn industry through our technology platform showing we are one of the leading challengers
- ▶ IBM proof we can service even the largest Enterprises at a global level
- ▶ Investment in sales teams as EU/US opening up
- ▶ M&A active with a range of opportunities
- ▶ Inflection point where opex can remain steady as revenue grows

## Contact:

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**STG:ASX**