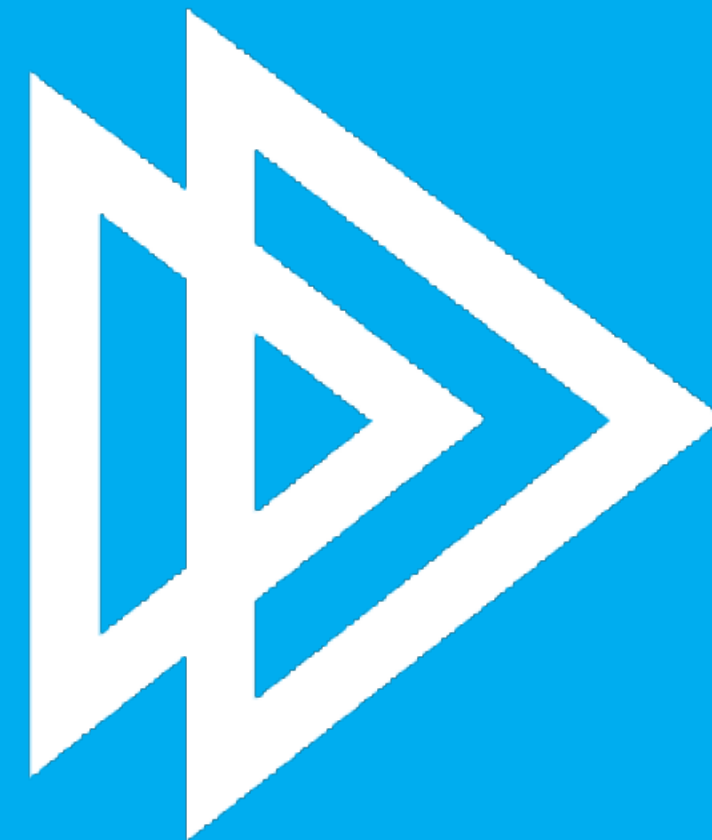


Straker Translations

Annual Meeting
24 August 2022



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 Final Report for the period FY22 ended 31 March 2022, 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 31 March 2022, unless otherwise stated.

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

Phil Norman

Chairman



Directors



Grant Straker

Chief Executive
Officer and
Managing
Director



Amanda Cribb

Independent
Non-Executive
Director



Steve Donovan

Non-Executive
Director



Tim Williams

Independent
Non-Executive
Director



Paul Wilson

Non-Executive
Director

Chairman's address



A year of growth and consolidation

Straker has transitioned to quarter-on-quarter positive earnings as revenue grows faster than operating expenses

\$55.9m*

Revenue up 78.5% on FY2021 lifted by acquisitions and strong organic growth

\$0.2m

Adjusted EBITDA of \$0.2m up 194% on FY 2021 and now steadily positive

54.3%

Gross margin, increase of 90 basis points compared to prior year

\$15.1m (\$11.4m 30 June 2022)

Strong cash balance following A\$25m capital raising in Q1 2022

**All figures are in \$NZ unless otherwise stated*



**THE FUTURE
OF GLOBAL
COMMUNICATION**



A focus on sustainability

We have a focus on being a good corporate citizen and ensuring that our Environmental, Social and Governance foundations are strong. We are working towards B-Corp accreditation.

Environmental	Social	Governance
<ul style="list-style-type: none">✓ 90% reduction in travel carbon emissions in FY22 from FY19✓ Once borders fully reopen we expect travel to be around 40% of the FY20 level✓ Embraced and facilitated remote working long before Covid✓ Ensured our head office was next to a major public transport hub	<ul style="list-style-type: none">✓ More than half of all staff female✓ 1/3 of the executive female✓ Living wage✓ ISO 27001 Data Security✓ High customer satisfaction scores✓ Invested in regional offices to support the regional communities✓ Support local communities through sponsorships	<ul style="list-style-type: none">✓ 2 Indigenous Directors✓ 1 Female Director✓ Executive pay market rates with any upside linked to company performance✓ Anti-bribery and corruption policy✓ All Board charters and policies freely available on our website

Board transition as Straker evolves



Heith Mackay-Cruise

Experienced professional director with 25 years in media, education and technology.



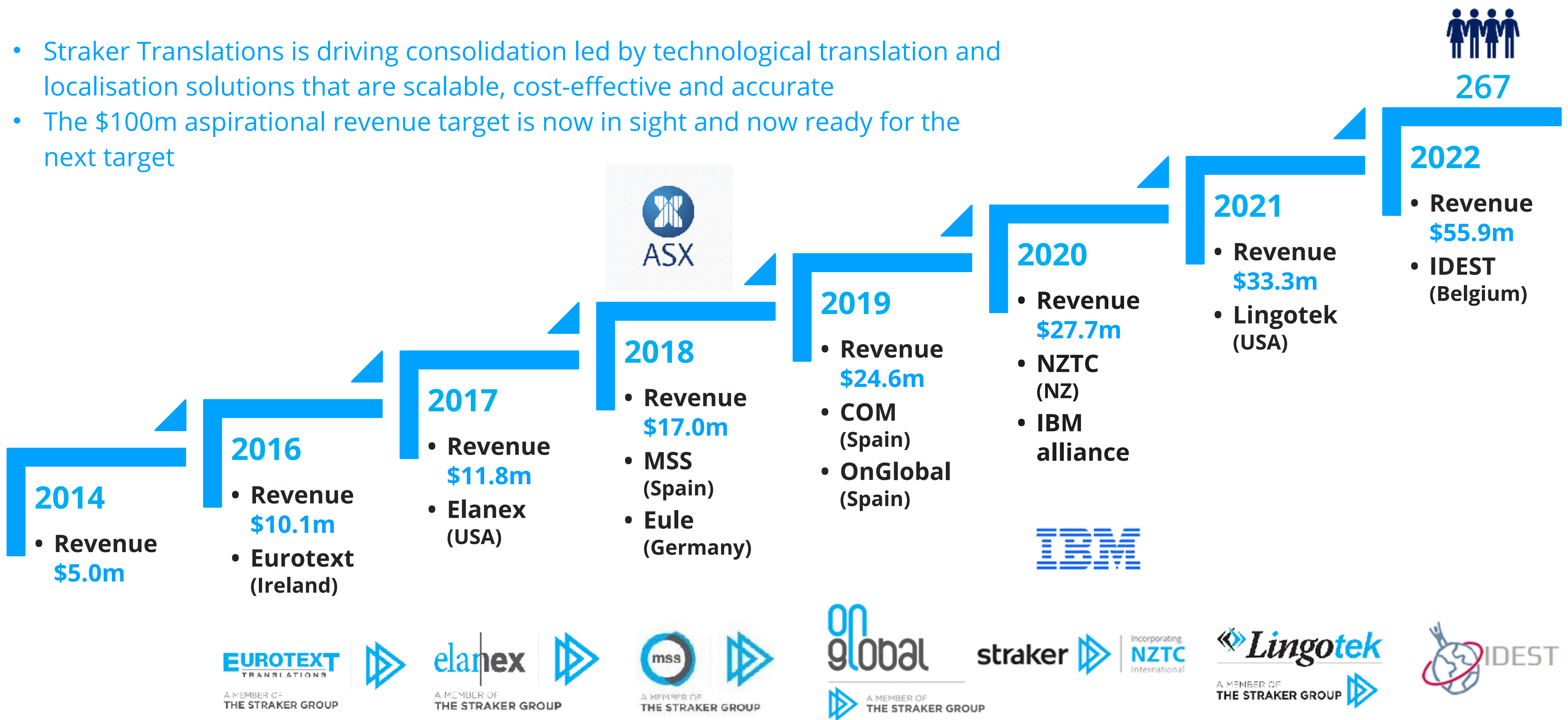
Steve Bayliss

Experienced marketing professional in FMCG transport and media

Straker - a translations change maker



- Straker Translations is driving consolidation led by technological translation and localisation solutions that are scalable, cost-effective and accurate
- The \$100m aspirational revenue target is now in sight and now ready for the next target



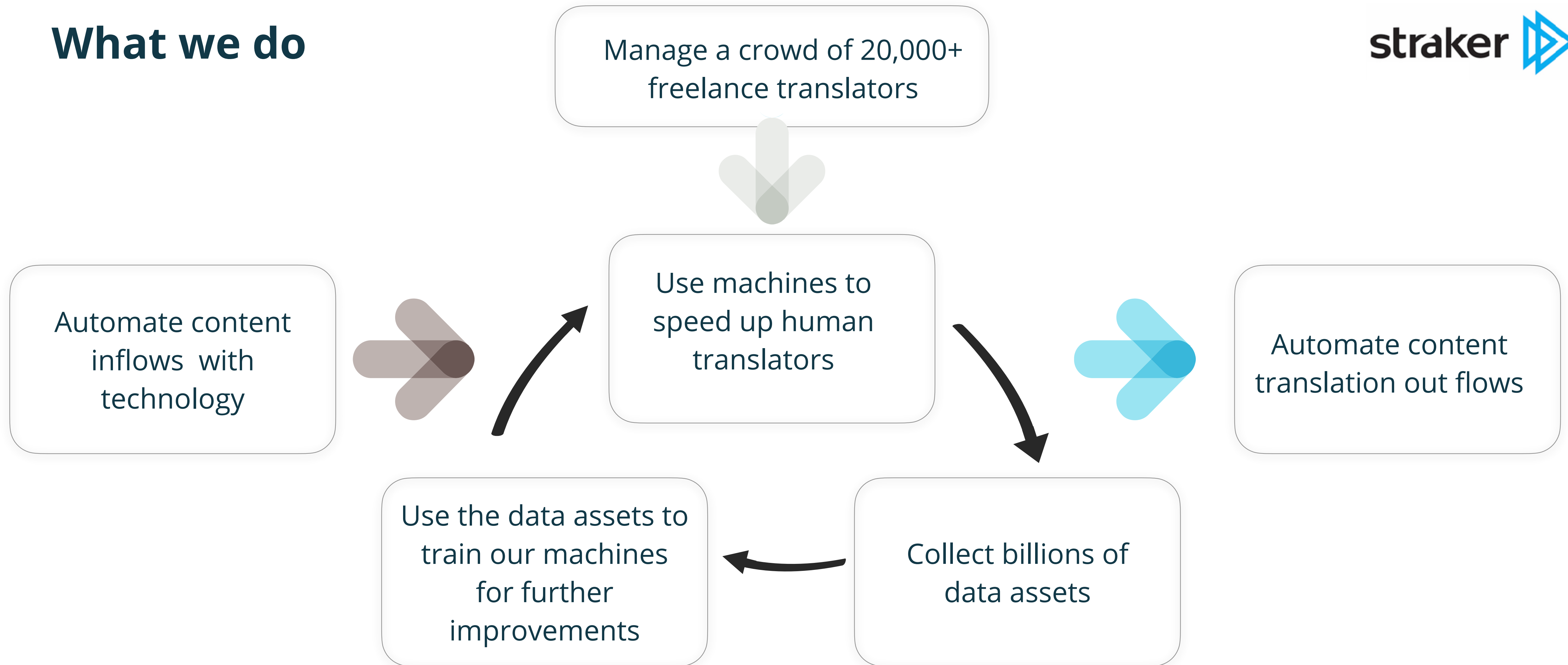
Summary

- Well positioned to deliver on strategic goals
 - strong sales pipeline of enterprise and governance organisations and latent opportunities still to be realised from recent acquisitions
- Targeting earnings accretive growth for FY23 of 20% with gross margins exceeding 54% achieved in FY22
- Thanks to my fellow directors - past and present, our hard-working staff across the globe and to our loyal shareholders for your ongoing support

Managing Director's address



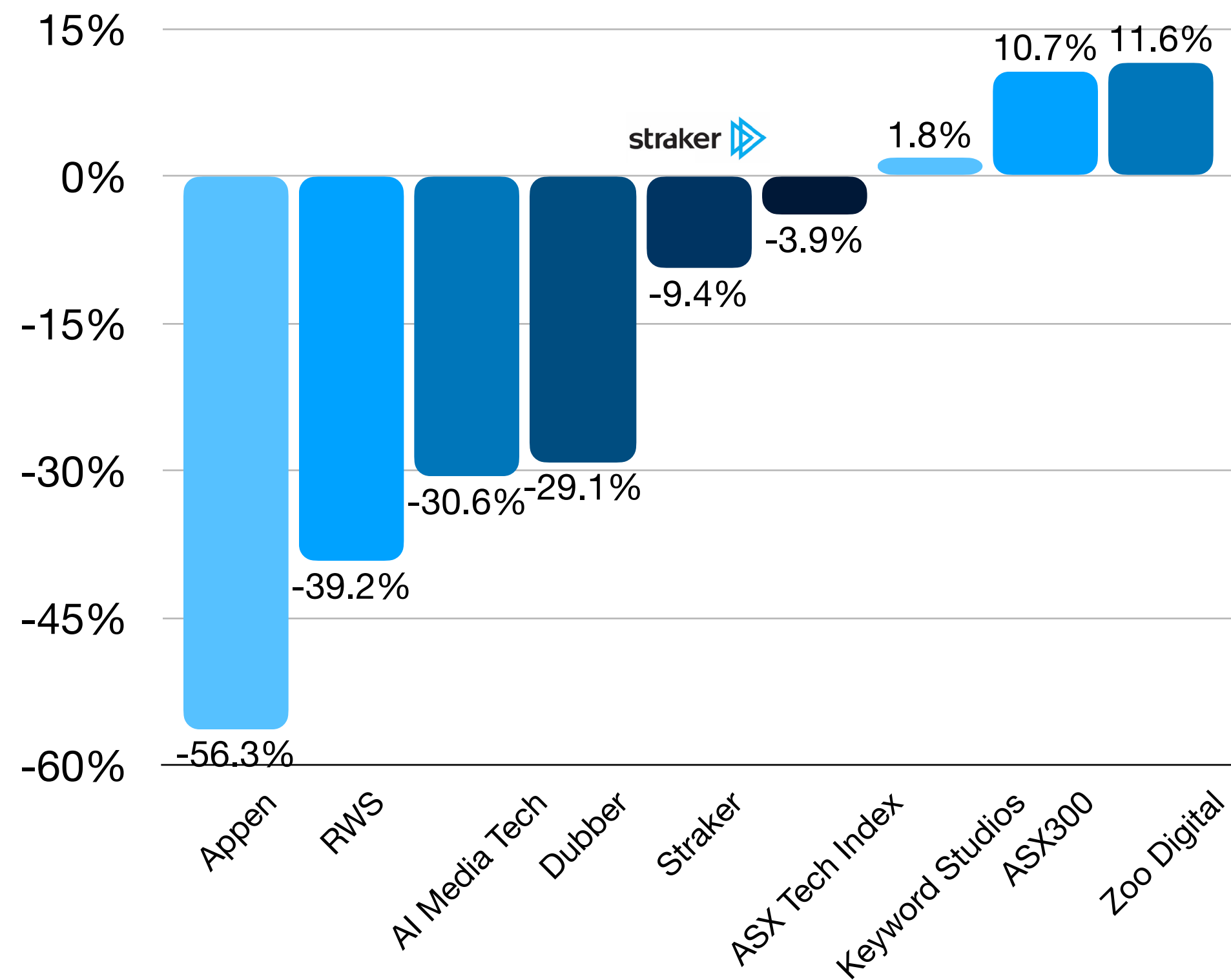
What we do



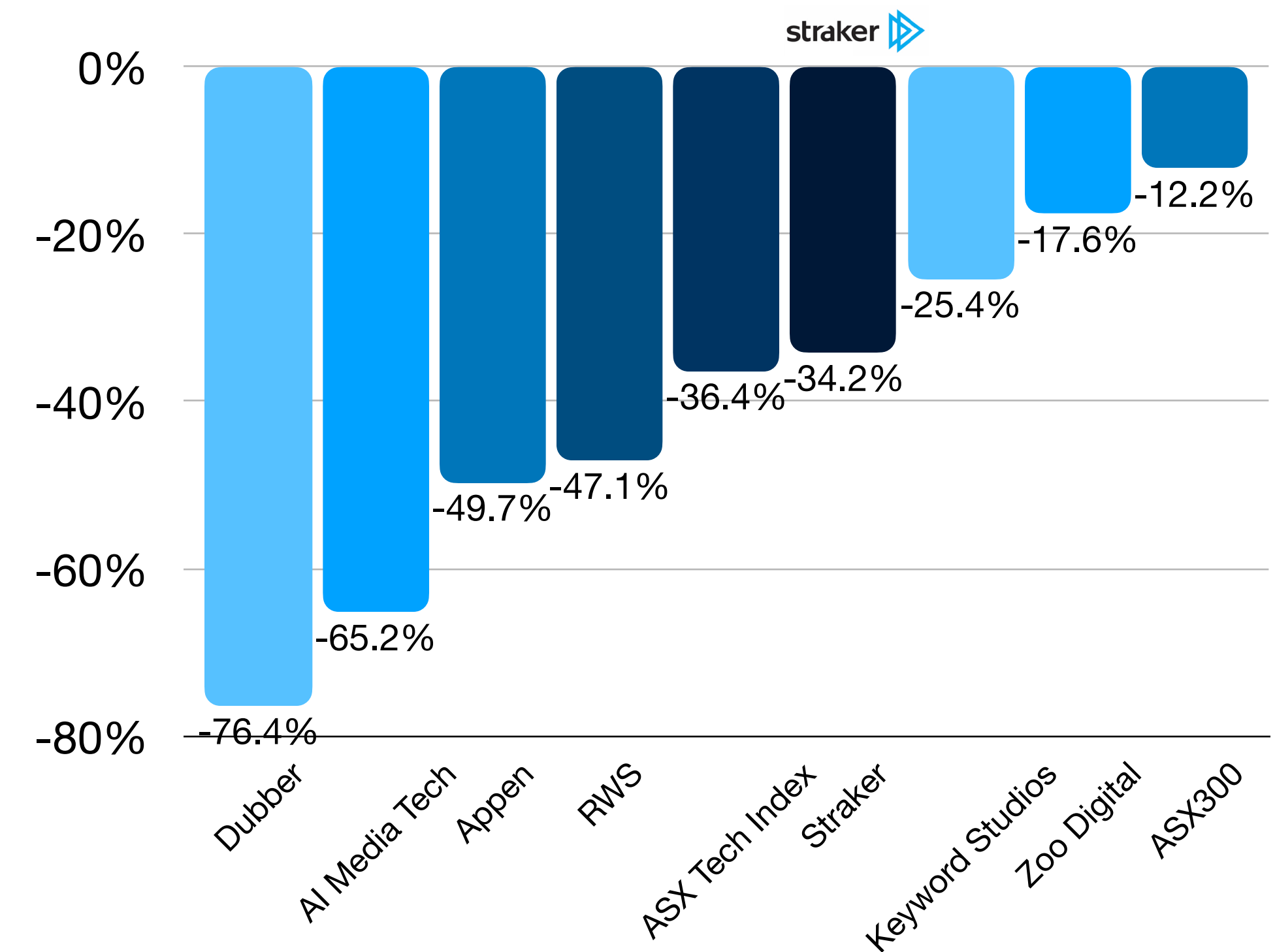
Our enterprise translation management platforms to manage the process

In a tough market cycle, we have held up well against our peers. Directors, Executive and Management control around 25% of the company stock and there is strong alignment in delivering results for shareholders

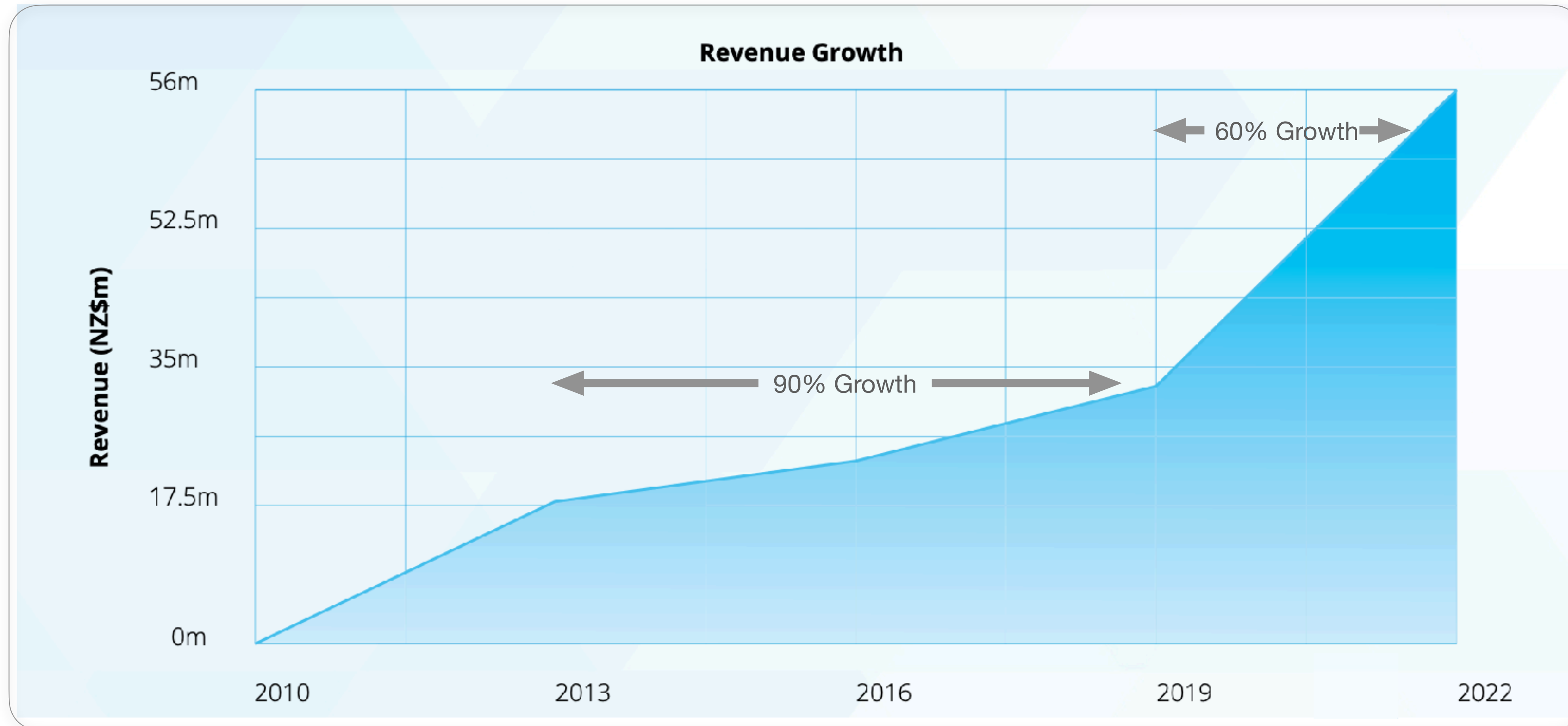
Straker's Relative Performance in FY22



Straker's Relative Performance 6 months to June 30, 2022

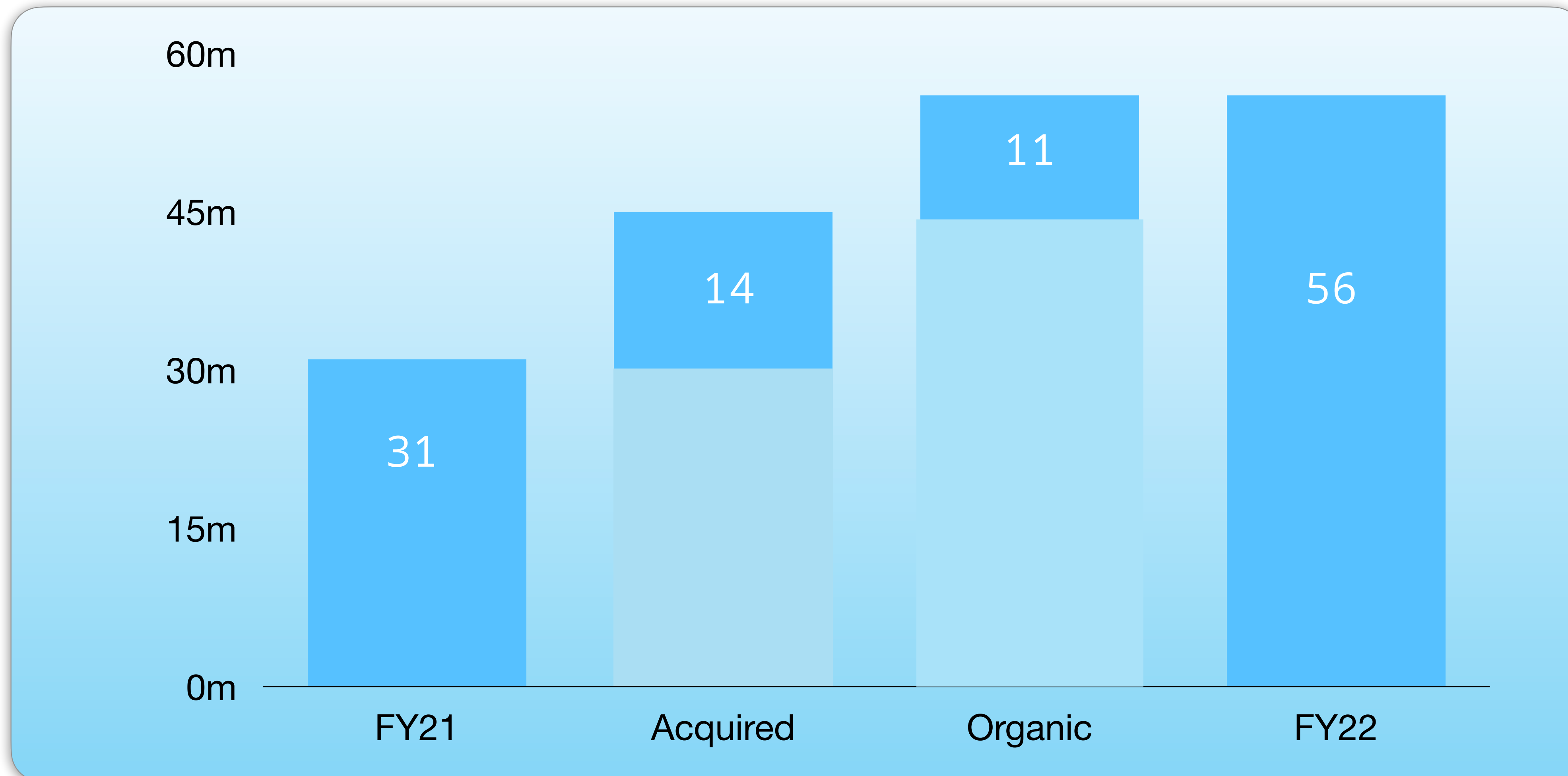


12 years of consistent growth



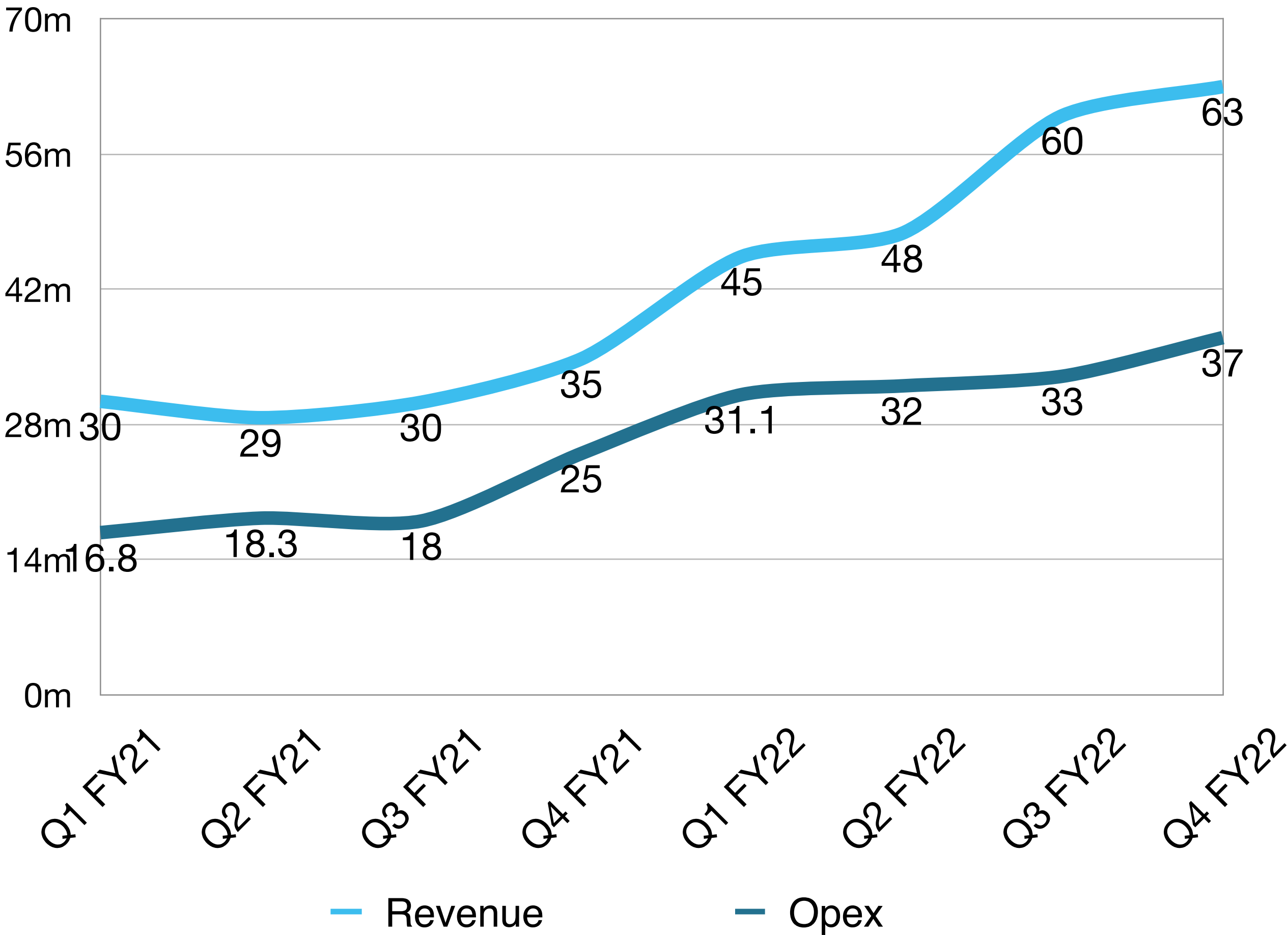
Revenue Growth mix of Acquired and Organic

Exiting Q4 run-rate of 63m driven by higher organic revenue



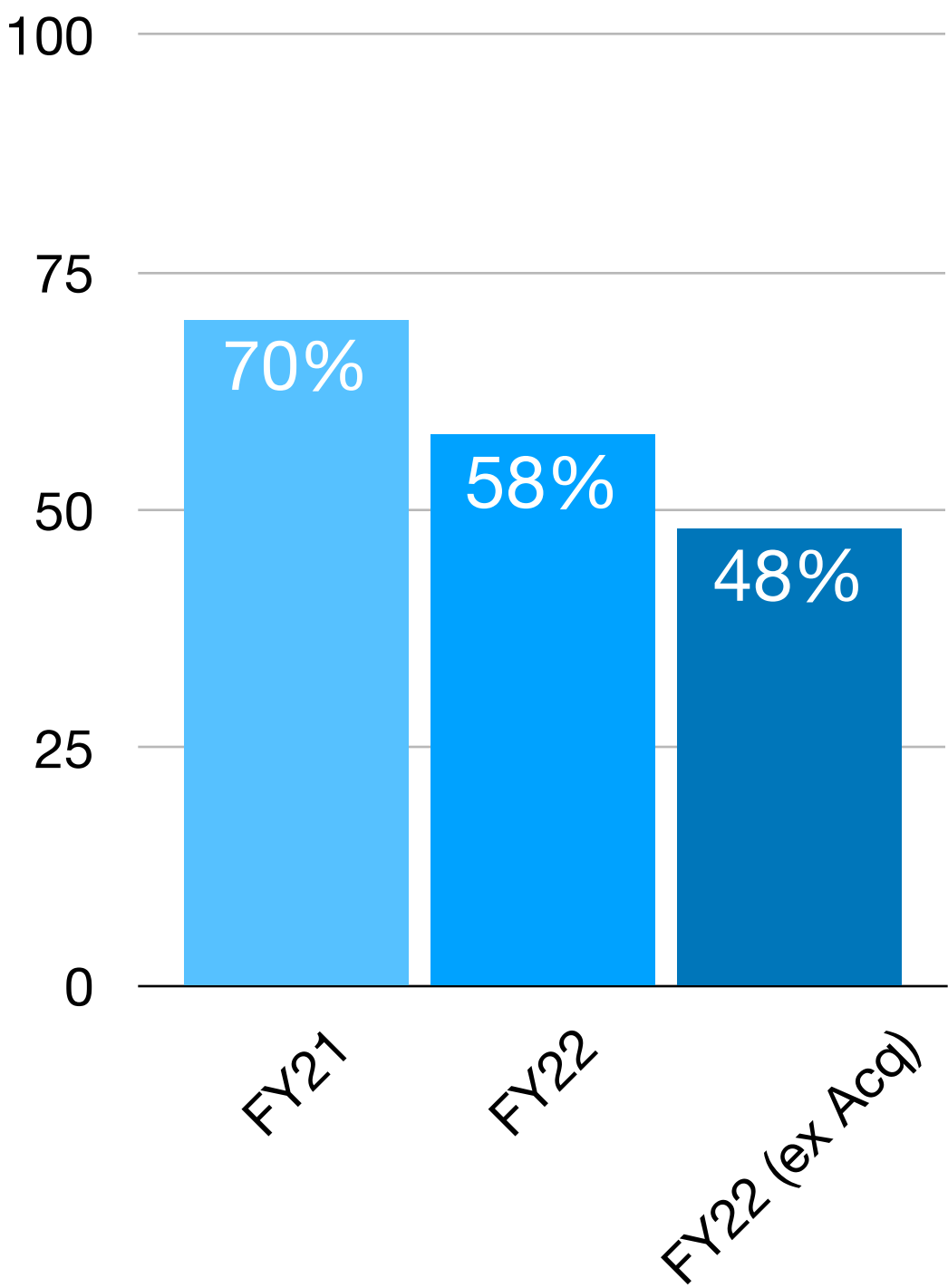
Operating leverage delivered from our technology

Quarterly Annualised Revenue & Opex Run-Rates

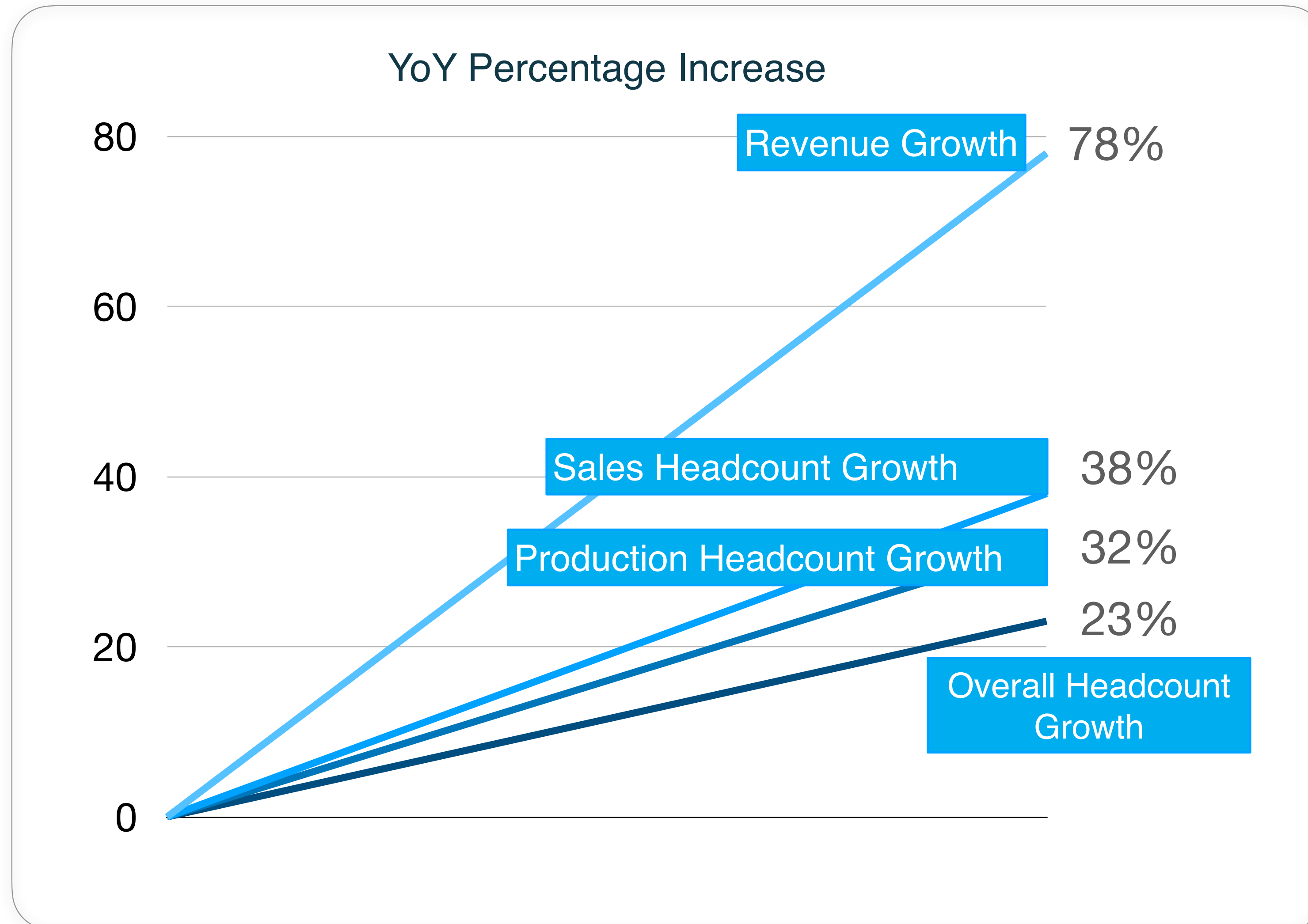


Opex as a percentage of revenue

- 70% Q4 FY21
- 58% Q4 FY22
- 48% Q4 FY22 (ex IDEST/LTK)



Revenue outstripping headcount as we get operating leverage and still invest in growth teams



Production: 38% improvement

- \$340k per prod person Q4 FY21
- \$470k per prod person Q4 FY22
- 15 IDEST
- 14 IBM

Sales: 78% improvement

- \$0.73m per sales person Q4 FY21
- \$1.3m per sales person Q4 FY22
- 8 IBM
- 8 New Business

Systems and platform investments for growth and product led delivery

Data

Global expansion of data centres for customers needing GDPR and redundancy

ISO 27001 expanded to Lingotek platform

Increased security systems and processes

SaaS & Finance System

Upgrade finance stack to Netsuite

Built out the SaaS billing model and engine for RAY

Integration of RAY/ Lingotek

Workplace superapps development

B Corp

The leading global ESG standard



We have had a focus on being a good corporate citizen and ensuring that our Environmental, Social and Governance foundations are strong.

Opens us to a range of new investors with ESG focus

B-corp in FY24

Focus back on customer facing innovation for FY23



- **Internal**
Work on our internal platform and systems to bring improved margins, streamline systems and integration of acquired companies
- **External**
Work on customer facing apps, tools and features to drive new sales by bring added value directly to customers

R&D Focused on revenue growth and higher margins

R&D Spend

\$9m

FY22

R&D Spend

16%

of revenue

R&D Team

56

people

Non Capitalised R&D

\$6.5m

FY22

R&D areas of focus

Product-led

Be where the customer is

SaaS

Connectors and automation

Huge opportunity in the “new workplace”

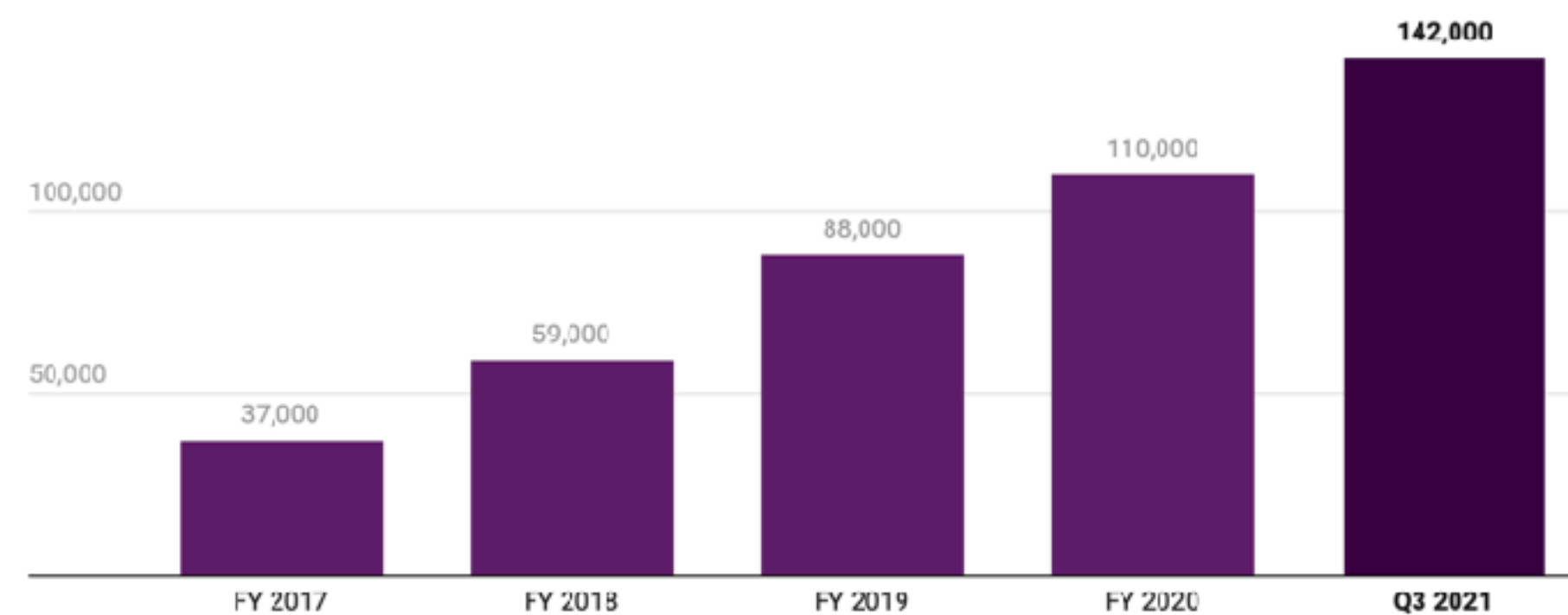
Covid lockdowns have accelerated workplace app usage and have significantly changed workplace behaviour



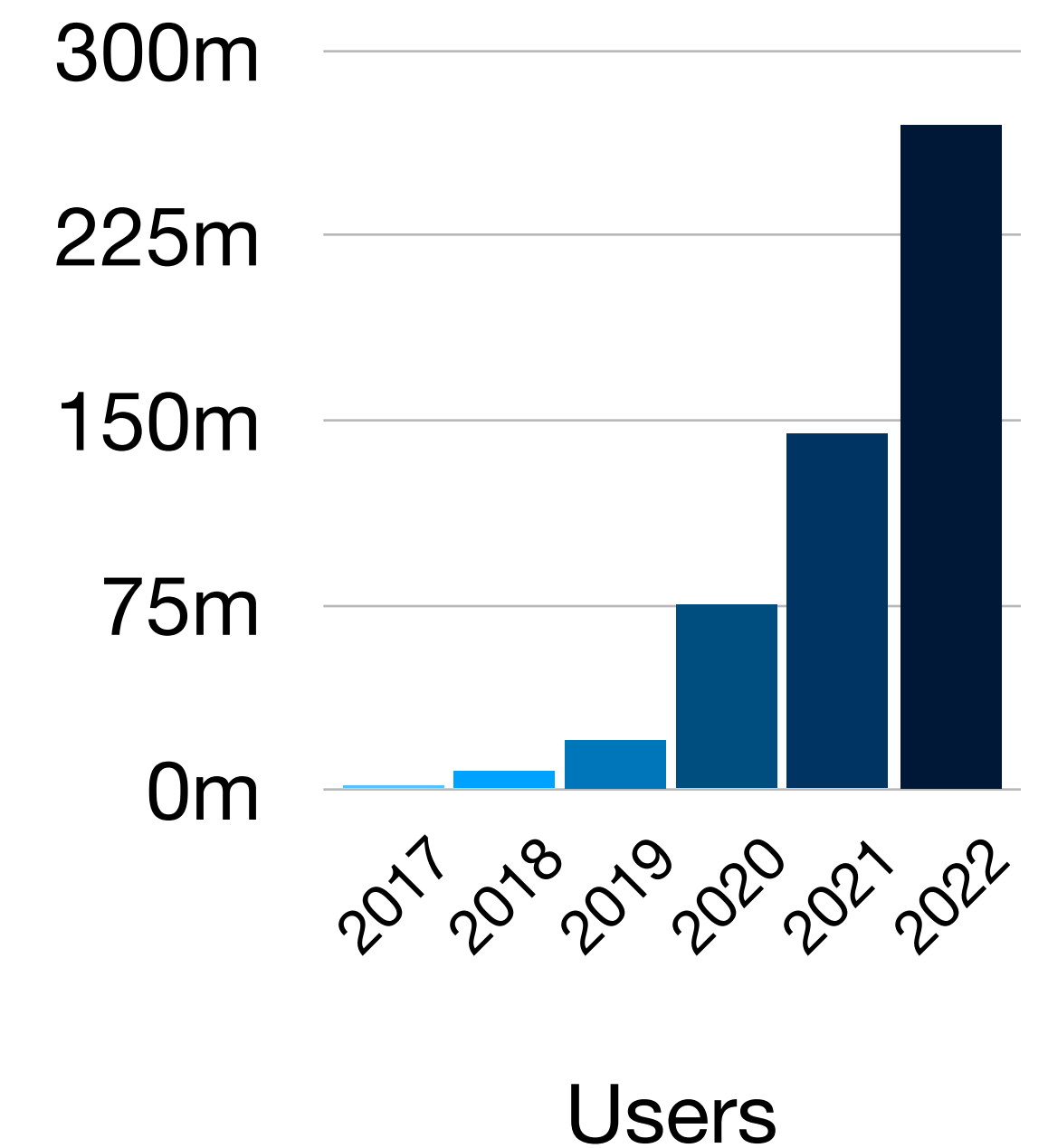
- 85,000 companies
- 10m+ users daily users
- 65 of the fortune 100 companies

Slack's Customer Growth Accelerates During the Pandemic

Paid customers of Slack at the end of the respective period



- 1m organisations using Teams
- 270m+ monthly users (100% growth in 12 months)



Dashboard

Jobs

API Jobs

Memory

Analytics

Payments

People

Validators

Integrations

Groups

Dashboard

🔄 Jobs In Progress 6

🛒 Quotes Ready 1

☑ Completed Jobs 0

🔄 Jobs In Progress

View All

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ECFMG test



11-Apr-22

TJ750198

06-Apr-22



27-Jun-22

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27-Mar-22



29-Mar-22

TJ749502

24-Mar-22



25-Mar-22

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30-Mar-22



\$300

☑ Latest Completed Jobs

View All

No Completed Jobs

📄 DeltaRay News

How machine translation works with the complex and wonderfully unique Japanese language.

<https://www.strakertranslations.com/2019/09/machine-translation-japanese/>

What is Machine Translation, and do you need it?

<https://www.strakertranslations.com/2019/09/what-is-machine-translation/>

"The Limits of my language are the limits of my world."

Outlook

BUILDING ON A RECORD OF GROWTH

- Guidance of 20% growth on FY22 full year revenues with margins exceeding 54% achieved in FY22
- **Focus on sustained profitability and high margins through SaaS**
- **R&D innovation focused on customer and product centric for the changing tech landscape opportunity**
- **Acquisition possibilities as the market adjusts post covid and opportunities arise**
- Well funded with cash reserves at the end of June of \$15m and no debt

The end of an era



PHIL NORMAN

Independent Chairman 2014 - 2022



TIM WILLIAMS

Independent Director 2015 - 2022

Contact:

CEO - grant@strakertranslations.com

CFO - david.ingram@strakertranslations.com

STG:ASX