



# Ansarada Group AGM 2020 CEO Presentation





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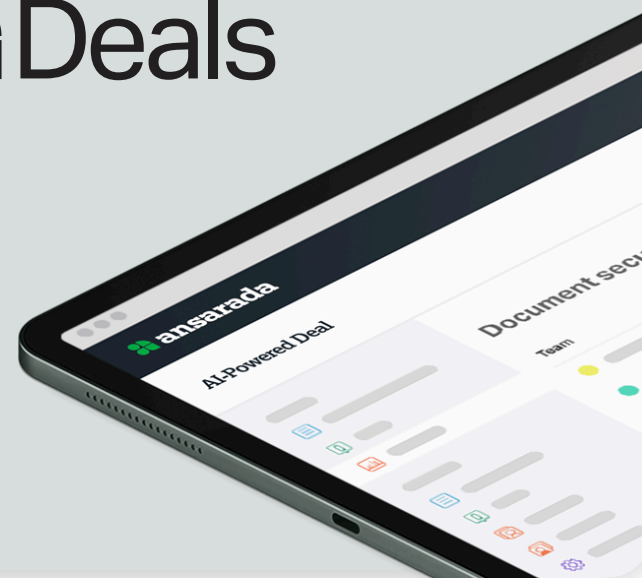
*This presentation contains certain 'forward-looking statements'. Forward-looking statements include those containing words such as: 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'likely', 'intend', 'should', 'could', 'may', 'target', 'plan', 'consider', 'foresee', 'aim', 'will' and other similar expressions. Any forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice and involve known and unknown risks and uncertainties and other factors which are beyond the control of the Company. This includes any statements about market and industry trends, which are based on interpretations of current market conditions. Forward-looking statements may include indications, projections, forecasts and guidance on sales, earnings, dividends, distributions and other estimates. Forward-looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such statements and any projections and assumptions on which those statements are based. These statements may assume the success of the Company's business strategies. The success of any of these strategies is subject to uncertainties and contingencies beyond the Company's control, and no assurance can be given that any of the strategies will be effective or that the anticipated benefits from the strategies will be realised in the period for which the forward-looking statement may have been prepared or otherwise. Readers are cautioned not to place undue reliance on forward-looking statements and except as required by law or regulation, the Company assumes no obligation to update these forward-looking statements.*



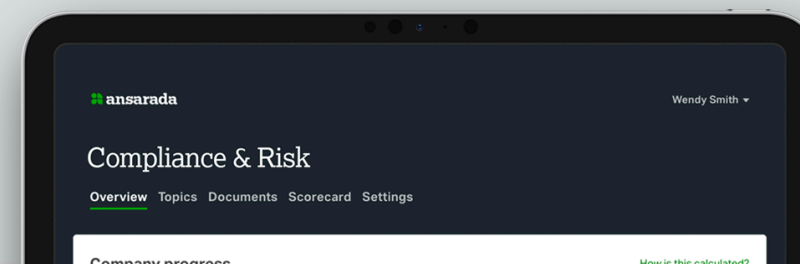
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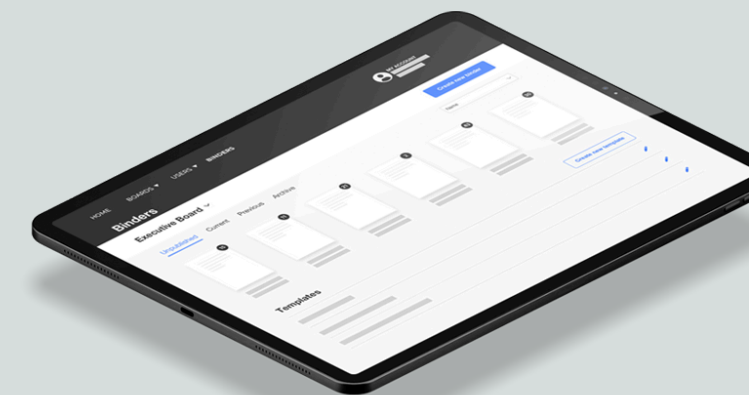
 Deals



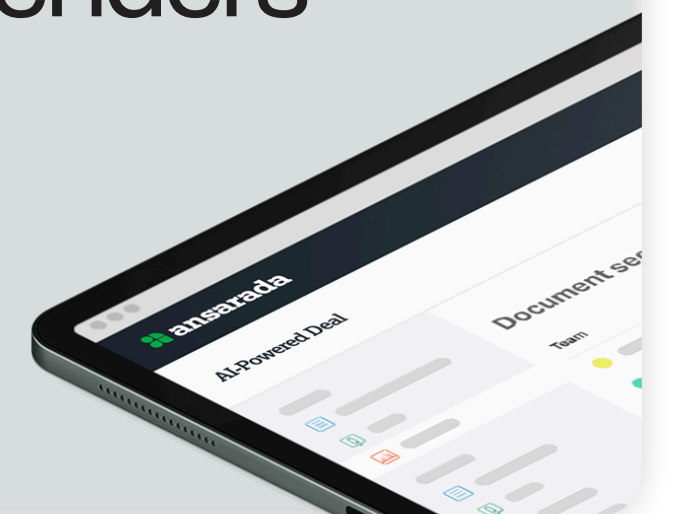
 Governance



 Board



 Tenders







# 01 About Ansarada Group

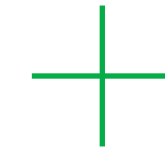
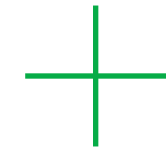




**Ansarada** is the **information governance platform** that ensures **confidence in making decisions** and managing critical outcomes.



# Recently formed through the merger of:



**ATHENA BOARD**

Combines a shared set of values and a vision  
to help companies realise their full potential.



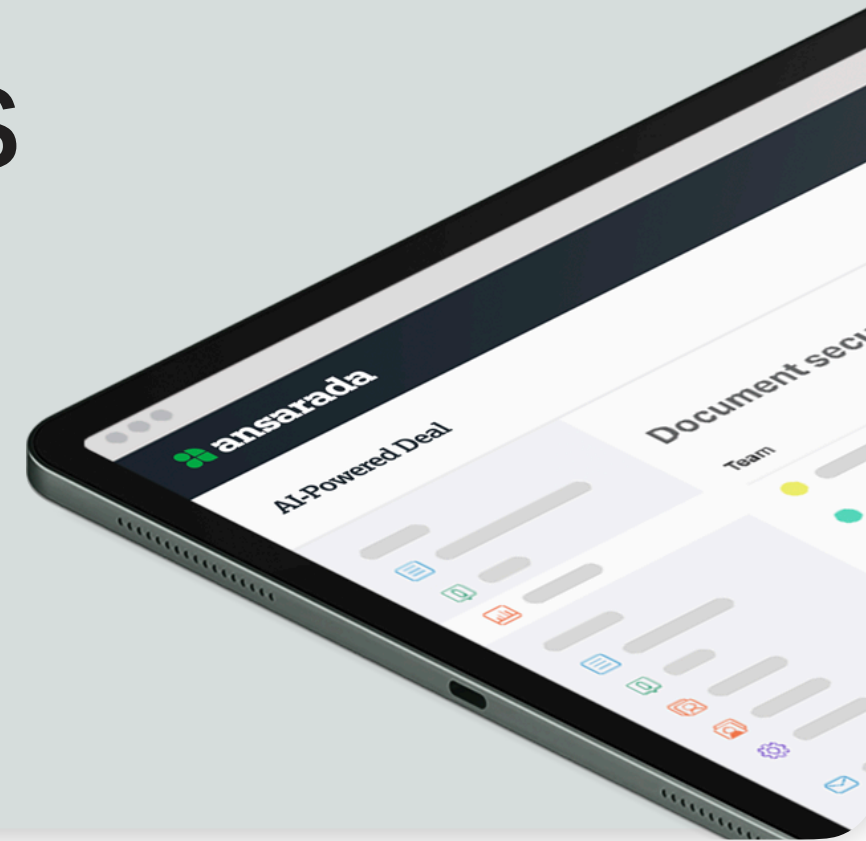
Successful \$45m  
capital raise and  
relisting on the ASX  
in December 2020



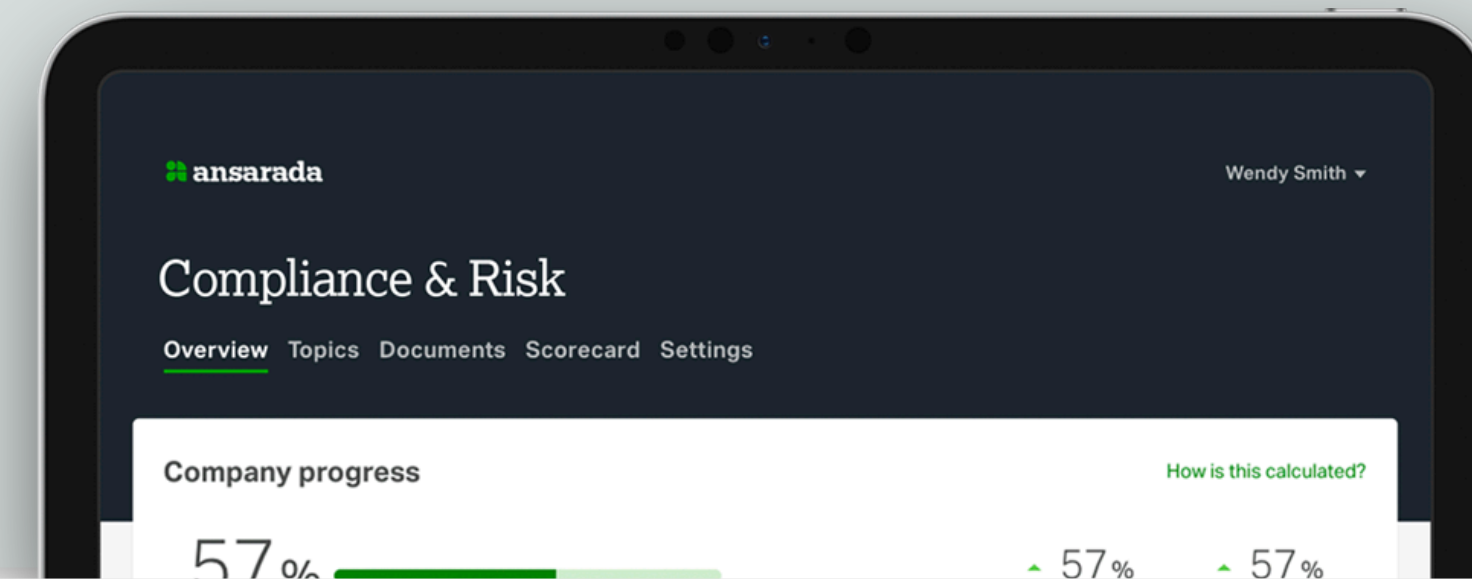


# Our portfolio of SaaS solutions

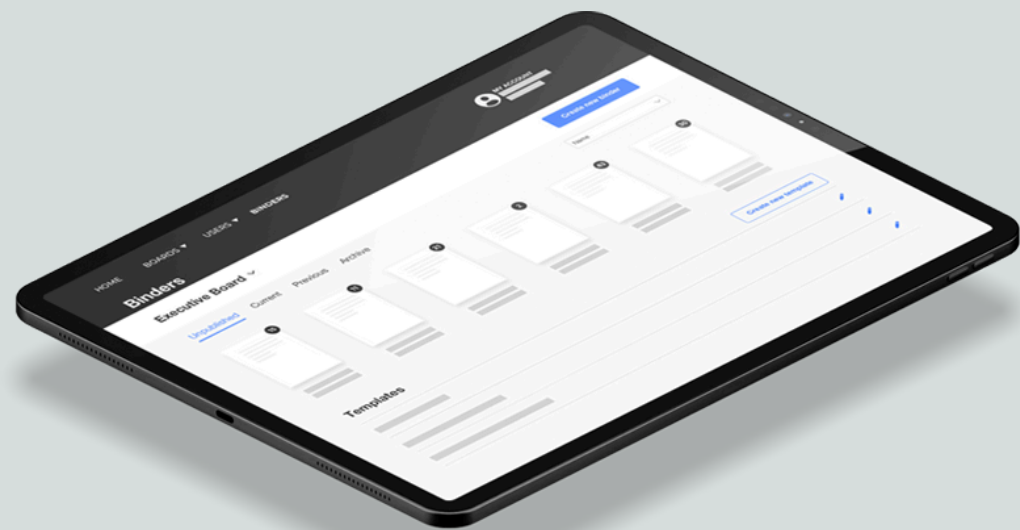
 Deals



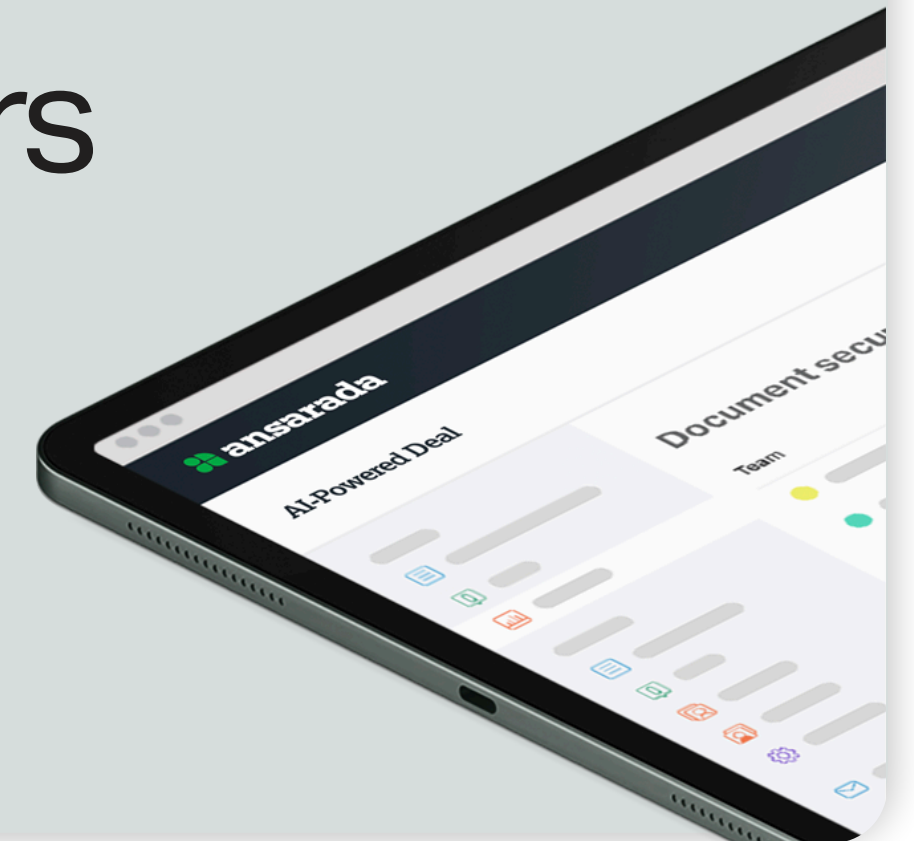
 Governance



 Board



 Tenders





# Today Ansarada Group is a global SaaS business

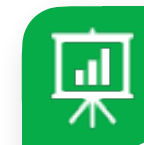


**+3.0k active customers<sup>1</sup>**

Across a diverse range of industries

**+460k unique users<sup>2</sup>**

Across 153 countries



**+24k transactions<sup>3</sup>**

Executed on the Ansarada platform since being founded in 2006

**+15 years of deal data**

Helped create leading technologies and AI capabilities



**+70% win rates and strong market share<sup>4</sup>**

In key Australia and New Zealand (ANZ) markets



**+US\$20bn TAM<sup>5</sup>**

Significantly expanded following development of workflow solutions and expanding use cases into information governance

<sup>1</sup>Active customers includes any subscription/contract with an active platform. Customers may have more than one deal platform, board portal or governance solution open at any given time.

<sup>2</sup>As at December 2020. Refers to unique data room user profiles (unique profiles excludes those deleted or disabled)

<sup>3</sup>Based on number of customer data rooms (excluding demo's and deleted rooms) as at 31 December 2020.

<sup>4</sup>For the 12 months ending 30 June 2020. Win rate calculated as the total number of proposals submitted and subsequent wins by Ansarada and TDY in aggregate, when invited to submit a proposal.

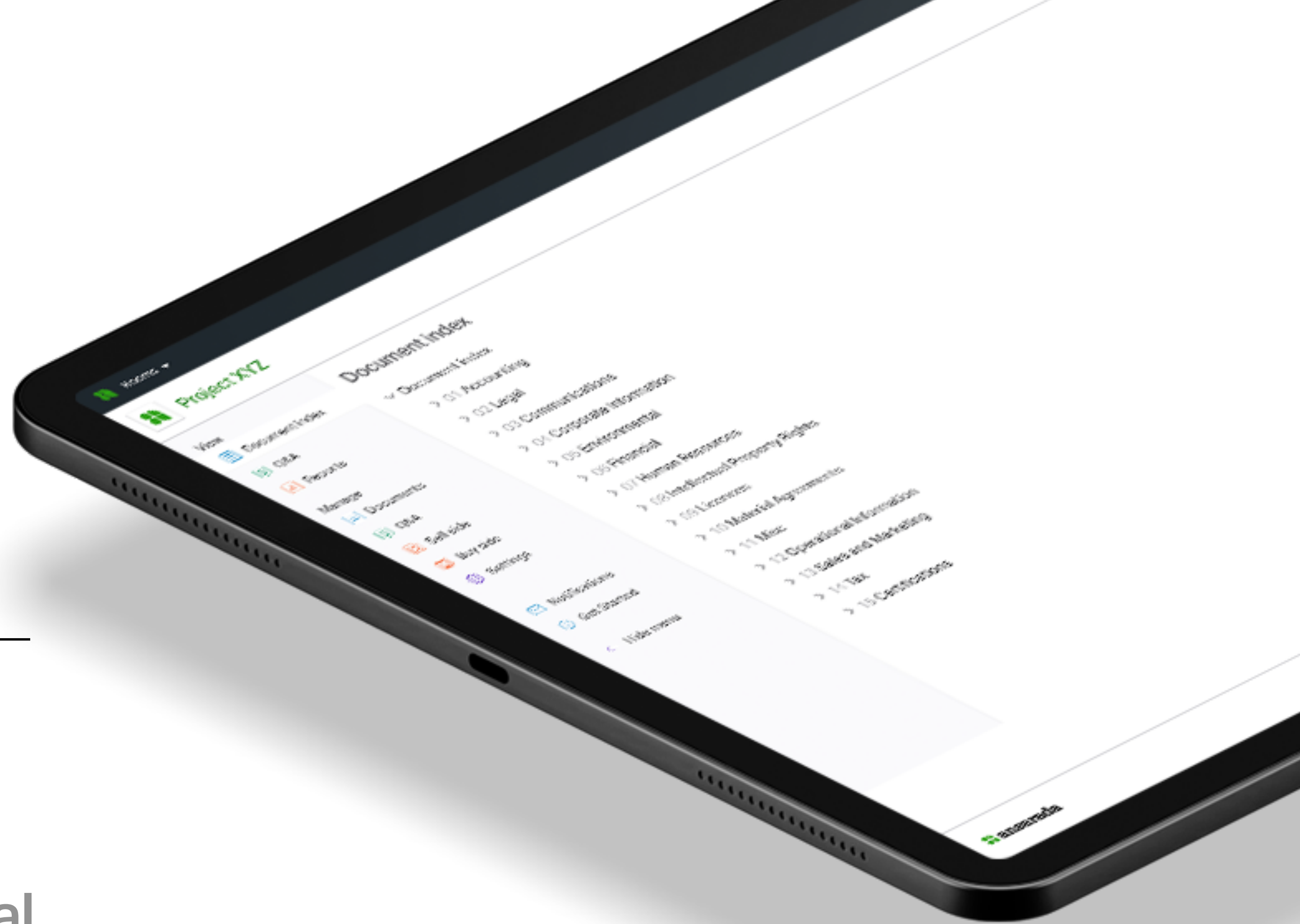
<sup>5</sup>Marketsandmarkets(2019). Addressable market includes global VDR and Enterprise Governance, Risk & Compliance Markets.



# The problem we solve

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Information is an ever increasing asset to companies, which continues to grow in size, volume and complexity presenting potential risks and opportunities.

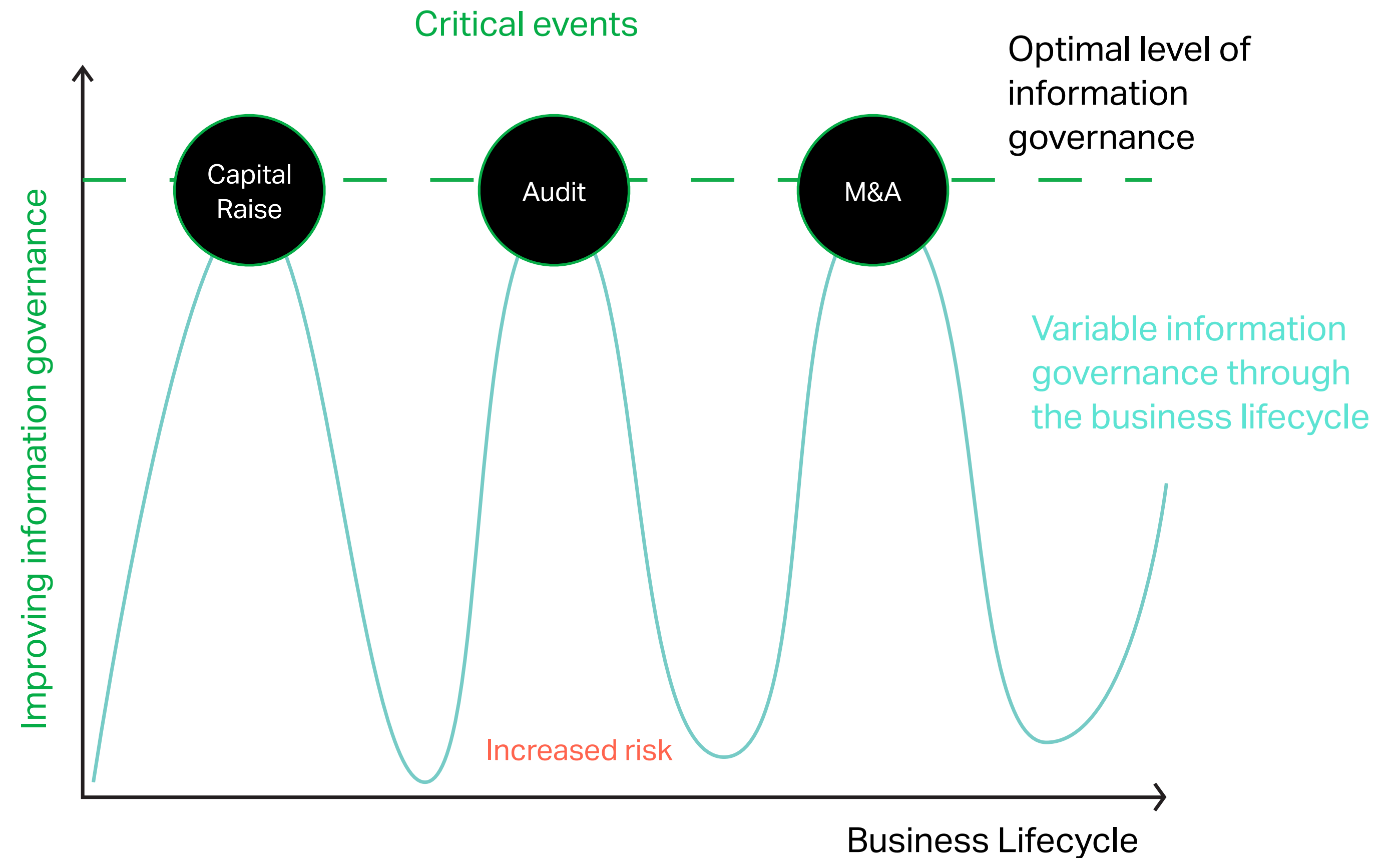






## Ansarada's products allow a company to achieve consistent optimal information governance

Ansarada provides tools for good information governance, which increases productivity, enables efficiencies and better decision making, while also ensuring compliance and reducing risks across the business lifecycle.





# How we want our customers to feel

## Reduce Risks



I feel more  
in control

Ansarada keeps me safe while being  
super easy to use.

## Increased Productivity



I feel more  
efficient

Ansarada lets me get on with my  
work as everything I need is right  
where I need it.

## Better Decisions



I feel more  
informed

Ansarada helps me action what's  
important and enables me to make  
good calls on what's needed.



# Customers

Serving multiple customer segments and a variety of job roles

Companies

Advisors

Public Sector

Financial Sponsors



Advisory &  
Investment  
Banking  
teams



Lawyers/  
Legal firms



Corp  
Development  
& Corp Finance  
teams



Asset Manager



Private Equity &  
Venture Capital



C-Suite  
CEO, CFO,  
CIO, CRO,  
CLO



Chairman &  
Board Members



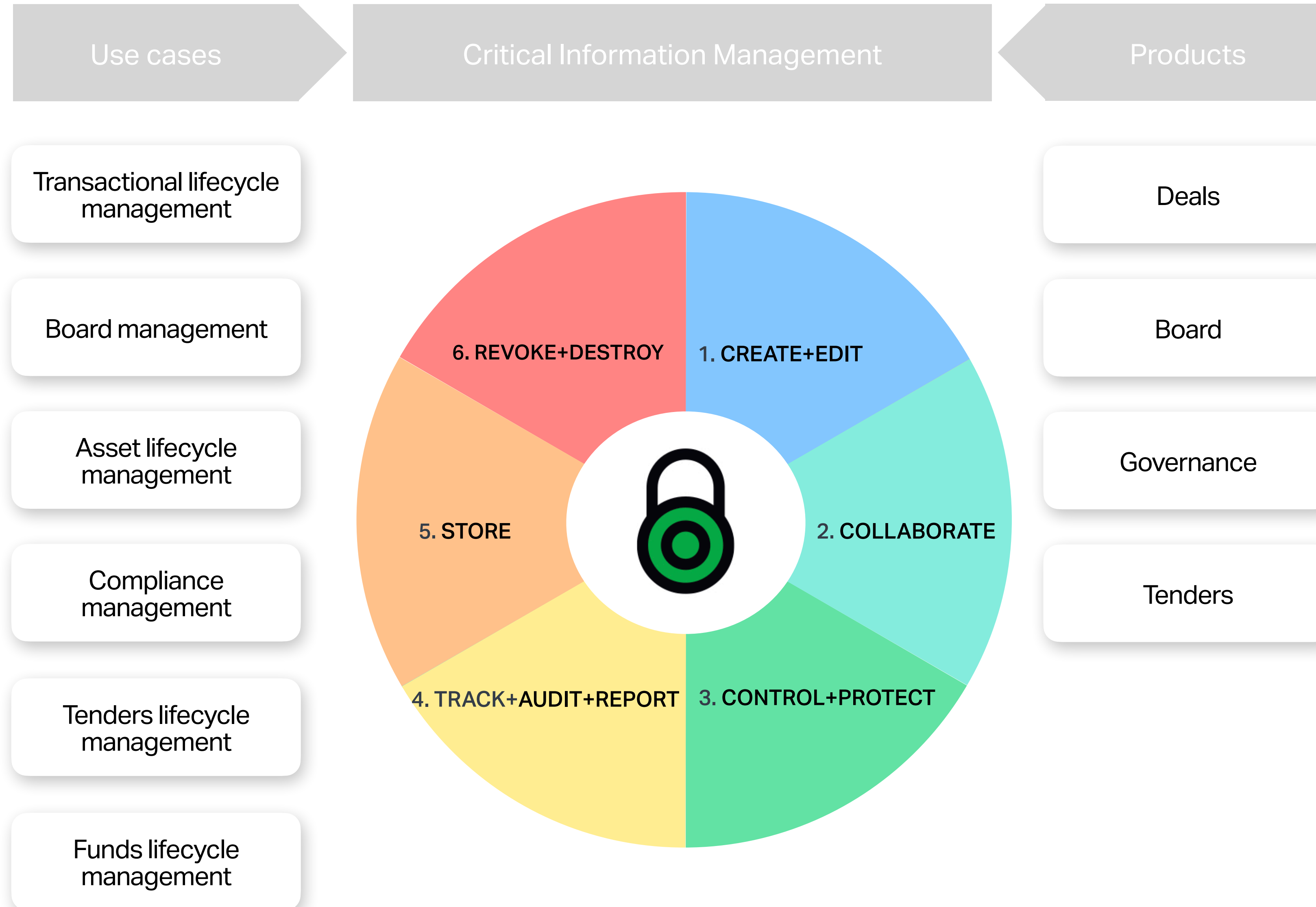
Co-sec/admin  
To the Board





# Ansarada Information Governance Platform

Reduced Risks + Increased Productivity + Better Decisions





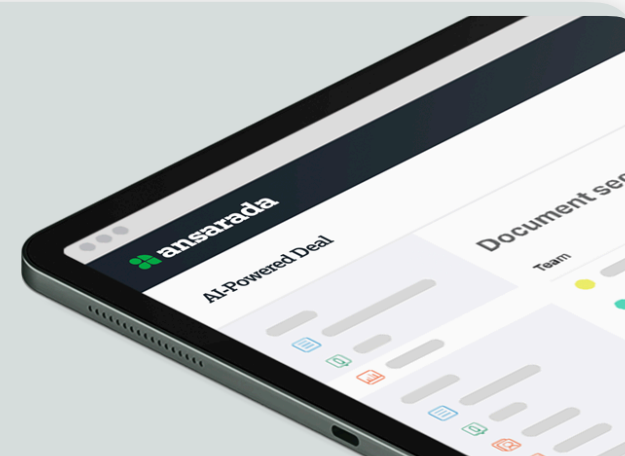
# Customer Story - 86 400 Australia's first smart bank

Christina Seppelt,  
General Counsel & Company Secretary for smartbank 86 400

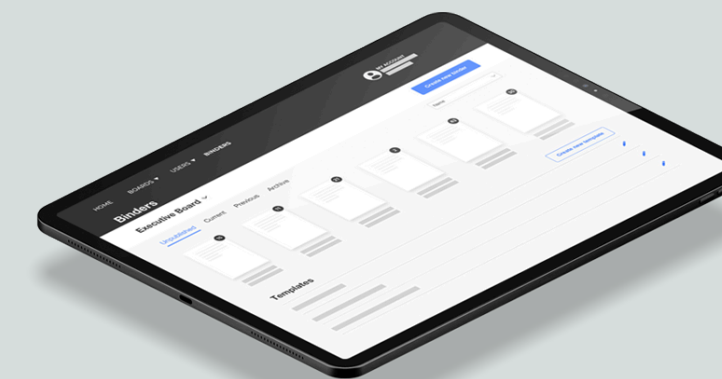
*"The transition and onboarding to Athena Board was exceptional. The experience for our board members has been seamless since day 1, allowing each and every board member to get on with the job at hand rather than navigate clunky systems and reams of paper. Combined with the Ansarada Deals product this has allowed 86 400 to manage commercially sensitive information in a timely, productive and importantly secure manner."*

*"As a homegrown start-up ourselves, it's fantastic to see Australian companies leading the way when it comes to these types of innovations that can raise the potential of businesses around the globe."*

 Deals



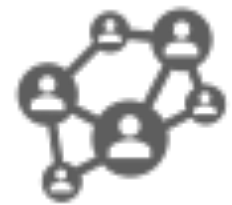
 Board





# Multiple Growth Strategies

Carefully designed growth strategies to capture our various growth horizons



**Grow transaction  
management platform**



**Expand customer usage  
across the platform suite**



**Grow the international  
business**



**Strategic acquisitions**





# Information Governance Market

**Serviceable  
addressable  
market (SAM)**

**of +\$7bn**

(TAM of +\$20bn and growing at 14% p.a.)



**Governance Risk  
& Compliance Software**

**US\$5.8 billion<sup>1</sup>** global market



**Transaction  
Management**

**US\$1.4 billion<sup>1</sup>** global market<sup>1</sup>

<sup>1</sup> Marketsandmarkets(2019). Addressable market includes global VDR and Enterprise Governance, Risk & Compliance Markets



# 02 Q2 FY21 Achievements

# First combined deal as Ansarada Group

ASX 100 listed public energy company

The M&A team wanted to automate and streamline the full deal lifecycle; **our Deal Workflow tools** are now helping them work smarter for better and faster outcomes.

Being familiar with our best-in-class **Deal Execution Platform**, the team was confident moving forward with the full lifecycle Deal suite to move faster with greater efficiency and control.

## Ansarada Annual subscription



Access to the Deal Platform for the 12-month period for multiple transactions, inclusive of unlimited users and data



Access to management tools for the Deals and Governance solutions







# Integration roadmap - Deals

Previously TDY advisor end-to-end deal management



Advisors to access the core workflow components integrated into Ansarada Deal Platform.

1

Advisors to purchase subscriptions and deploy end-to-end deal management under one brand.

2

Continued feature enhancements to allow advisors to standardise their end-to-end deal workflow process on the platform.

3



# Integration update - Board

Previously Athena Board

Ansarada Board will be released to our customers.

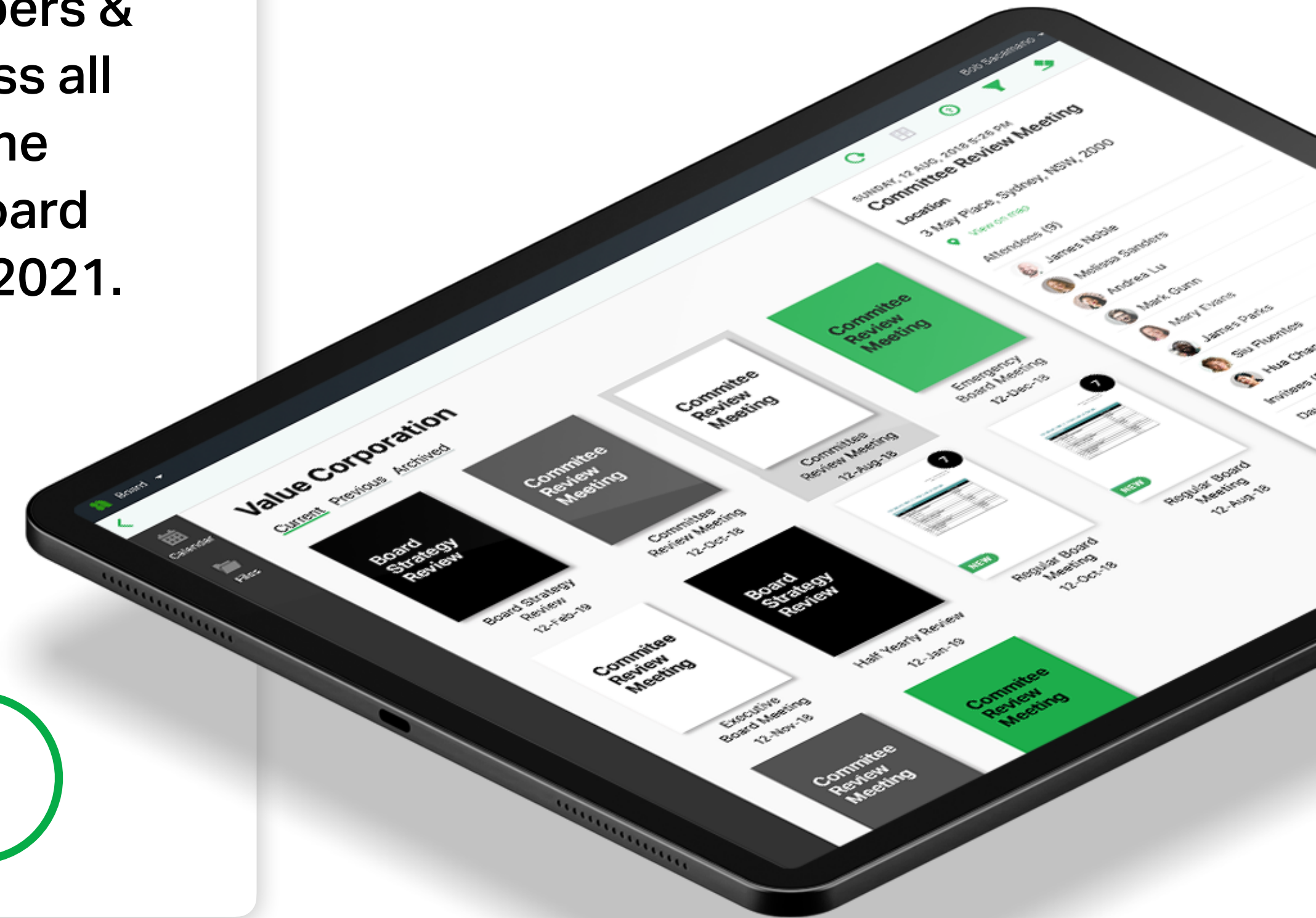
1

Ansarada will integrate Ansarada Deals and Ansarada Board, allowing customers a seamless experience.

2

Continued simplification of experience for board members & co-sec across all aspects of the Ansarada Board throughout 2021.

3

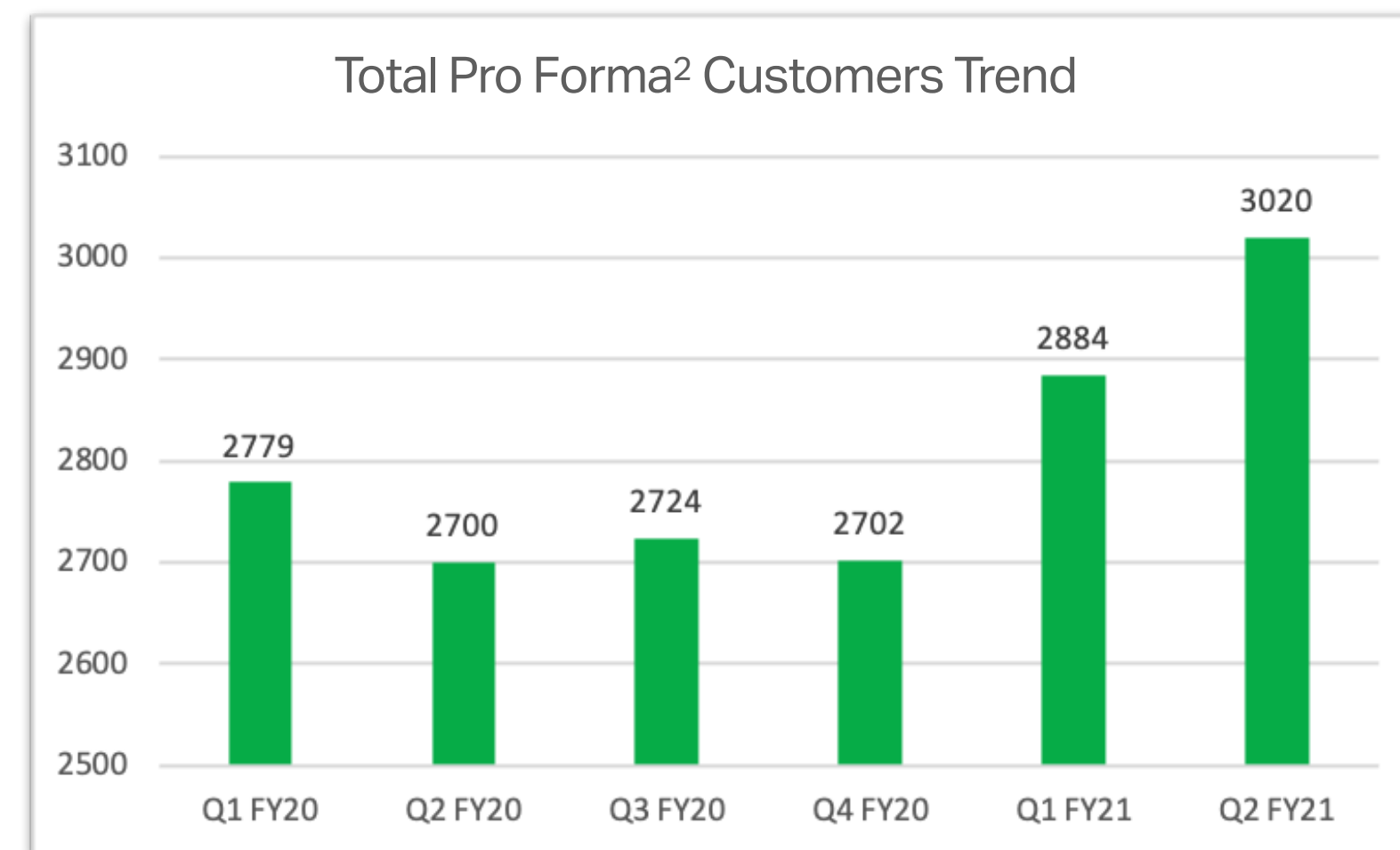




# Quarter on Quarter growth across key metrics

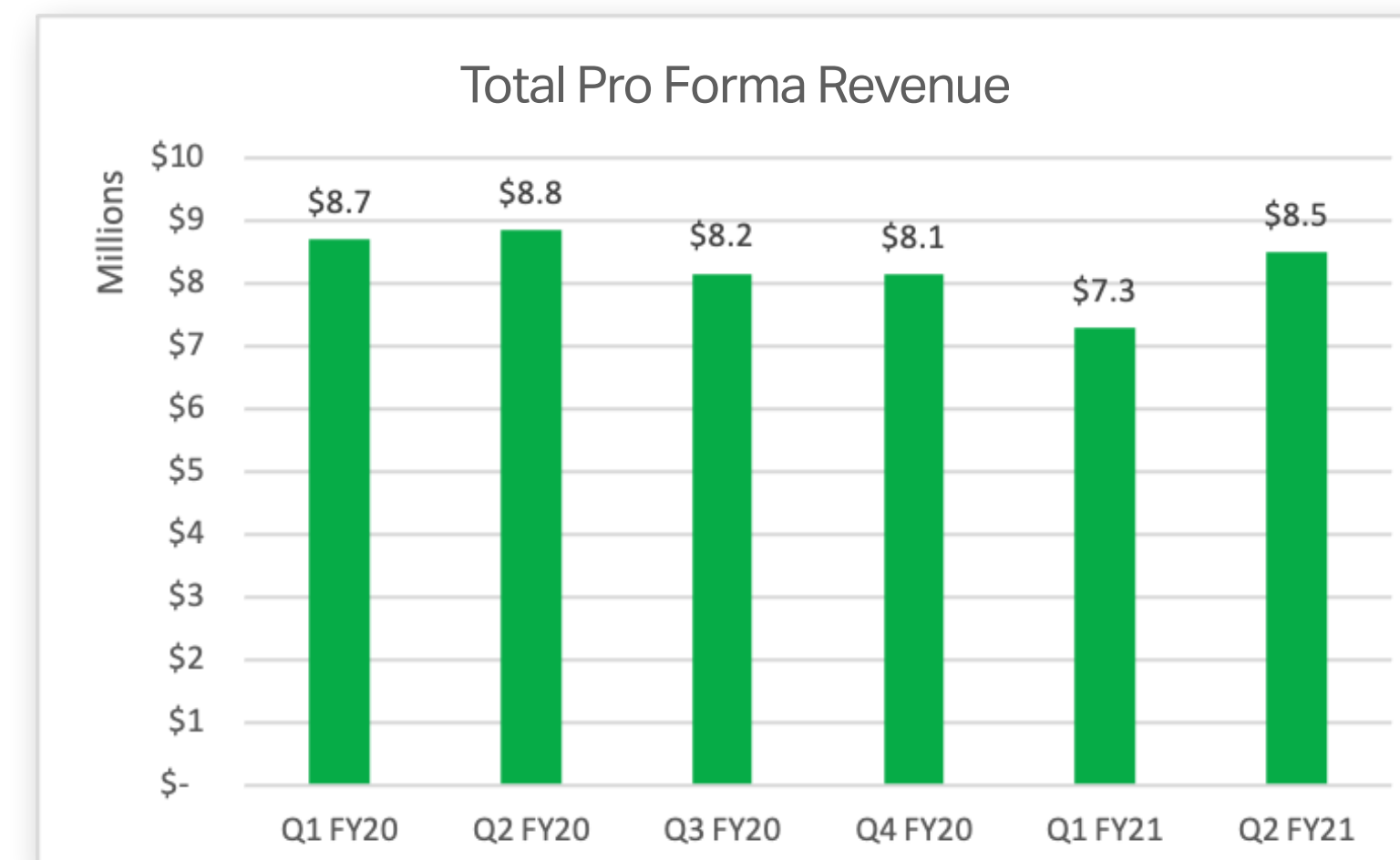
Recovery growth from COVID effects mid 2020

## Graph 1 - Total Active Customers



- Total pro forma active customers increased to 3,020, 5% growth QoQ
- Pro forma subscription customer numbers reached 2,082 (Q1 FY21 1,907), 9% growth QoQ, continuing our transition to increased subscription contracts and longer term contracts<sup>1</sup>
- 7% increase in Subscription/Contract Wins QoQ to 732, includes significant 3-year enterprise-wide contract with PwC UK and in tenders business.

## Graph 2 - Total Revenue<sup>3</sup>



- 17% total pro forma revenue growth, despite an historically seasonally quieter period
  - Reflects strong recovery in the Debt, Capital and M&A markets & continued customer expansion across products and geographies
  - Revenue rapidly approaching pre-COVID levels of \$8.8m in Q2 FY20.

<sup>1</sup>Subscription customer numbers include thedocyard and E-commerce channels

<sup>2</sup>Pro forma comprises the historical combination of the merged companies

<sup>3</sup>Unaudited





# Key Financials<sup>1</sup>

**\$8.5 million**

Group pro forma revenue, up 17% QoQ  
(\$7.3m in Q1 FY21)

**\$45.0 million**

Successful capital raise, with \$25.0 million  
repayment of borrowings, leaving \$0 debt

<sup>1</sup>Unaudited

**\$21.0 million**

Cash in bank as at 31 December 2020





# 03 Outlook and Summary



# Outlook

The Merger has created information governance platform with a compelling portfolio of SaaS solutions

Group pro forma revenue up 17% QoQ and customer numbers over 3,000

Products & strategy resonating strongly – growing customer wins

Reflects rapid recovery from COVID impact in a buoyant global environment for M&A, equity and debt capital markets

COVID uncertainty continues to impact global economy but Ansarada well positioned

**Strong cash position, with \$21m plus cash flow to fuel continued growth**



# 04 Questions and Answers



# THANK YOU

