

# thedocyard (ASX:TDY)

Next generation deal technology

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Investor Presentation – Post IPO Update  
April 2020



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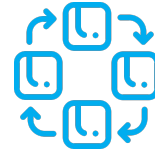
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workflow



collaboration

DEALS  
CONTINUE TO  
FLOW

**Cloud-based** deal space built specifically for managing the entire lifecycle of any **corporate** or **commercial transactions**



project  
management



secure file  
sharing

A blue-tinted photograph of a modern office interior. In the foreground, the silhouettes of several people are visible, standing and looking out of large floor-to-ceiling windows. The windows offer a panoramic view of a city skyline under a cloudy sky. The office has a high ceiling with exposed structural elements.

# DEAL TEAMS ADJUST TO VIRTUAL WORKING

**> 10% increase in revenue**

**over the last month** in response to COVID-19 there has been an increase in demand for secure virtual deal management tools

*“thedocyard’s virtual solution for the times we are in now, allowing transactions to keep moving forward as people are dispersed, by providing a collaborative virtual working ecosystem - this flexibility was a key driver in our decision to partner with thedocyard”*

Nigel Phelan, CEO CapRaise Financial



**TDY perfectly  
positioned to  
help facilitate  
global economic  
turnaround**

**Strategic  
Outcomes**

Capital raising and  
Corporate  
Development

**Transparent,  
Secure,  
Effective**

interaction among  
financiers, investors  
& potential  
purchasers

**Single Integrated  
Solution**

to help achieve these  
strategic outcomes



# PLATFORM ACTIVITY SINCE IPO PROCESS LAUNCH

**169% increase**

in net new companies that have interacted with TDY

**315% increase**

in net new users that have interacted with TDY

**257% increase**

in number of net new deals flowing through TDY platform per month

**500% increase**

in number of net deals active on the platform per month

**255% increase**

in user interaction through TDY Website

**15% increase**

in net Monthly Recurring Revenue (MRR)

A blue-tinted photograph of three people in business attire standing in a modern office with large windows overlooking a city skyline. The text "NETWORK EFFECT IN PLAY" is overlaid in white.

# NETWORK EFFECT IN PLAY

## 1696 Unique Organisations

untapped target customer base that has utilized the TDY platform as an invited member

## 8041 Unique Registered Users

that have used the TDY platform

## 300 + Deal Rooms

unique transactions have flowed through the TDY platform

## \$0 spend on Marketing

to still achieve usage in capital markets like New York, Singapore and London



# TDY HAS LANDED IN SINGAPORE

*"With the near-term headwinds all businesses are currently experiencing, being responsive and agile is more critical than ever.*

*With a number of mergers & acquisitions ("M&A") and capital raising transactions in process across the region currently within our team, our deal-makers, clients and counter-parties demand we use transaction management tools that ensure deal status and transaction documents are delivered in a timely and very secure manner, and I have been impressed by the platform thedocyard has delivered.*

*We expect significant improvements in our internal processes and ability to be the catalyst for deal success as a result of using thedocyard"*

**Michael Gethen managing partner of Gethen Capital**



# ACTIVATING GROWTH THROUGH CHANNEL

TDY achieved **Microsoft Co-Sell Ready** Status - **1 of 294 companies globally** - giving special access to the worldwide Microsoft sales team that are incentivized to work with TDY and add to the **US\$8 billion partner revenue** currently created by the program



# DIVERSE SET OF CLIENTS SINCE IPO

- ❑ An **international healthcare** provisioning and multi-insurance group, serving 32 million customers in 190 countries
- ❑ An **cloud-based software** solutions provider for the **international and domestic logistics** industries
- ❑ The **second largest multinational professional services** firm in the world.
- ❑ **Multinational law firm** with offices in more than **40 countries**
- ❑ **Cloud-based accounting software platform** for small and medium-sized businesses
- ❑ **Scientific and Industrial Research** governmental agency responsible for scientific research
- ❑ **One of the largest financial consulting firm** in the world specializing in the fields of corporate finance and restructuring

The letters "TDY" in a large, white, bold, sans-serif font, positioned over a blue-tinted photograph of three people in a modern office setting with large windows overlooking a city skyline. A white arrow points from the text towards the right.

Empowering businesses for deal success

# Contact

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**Authorised for release by the Board**