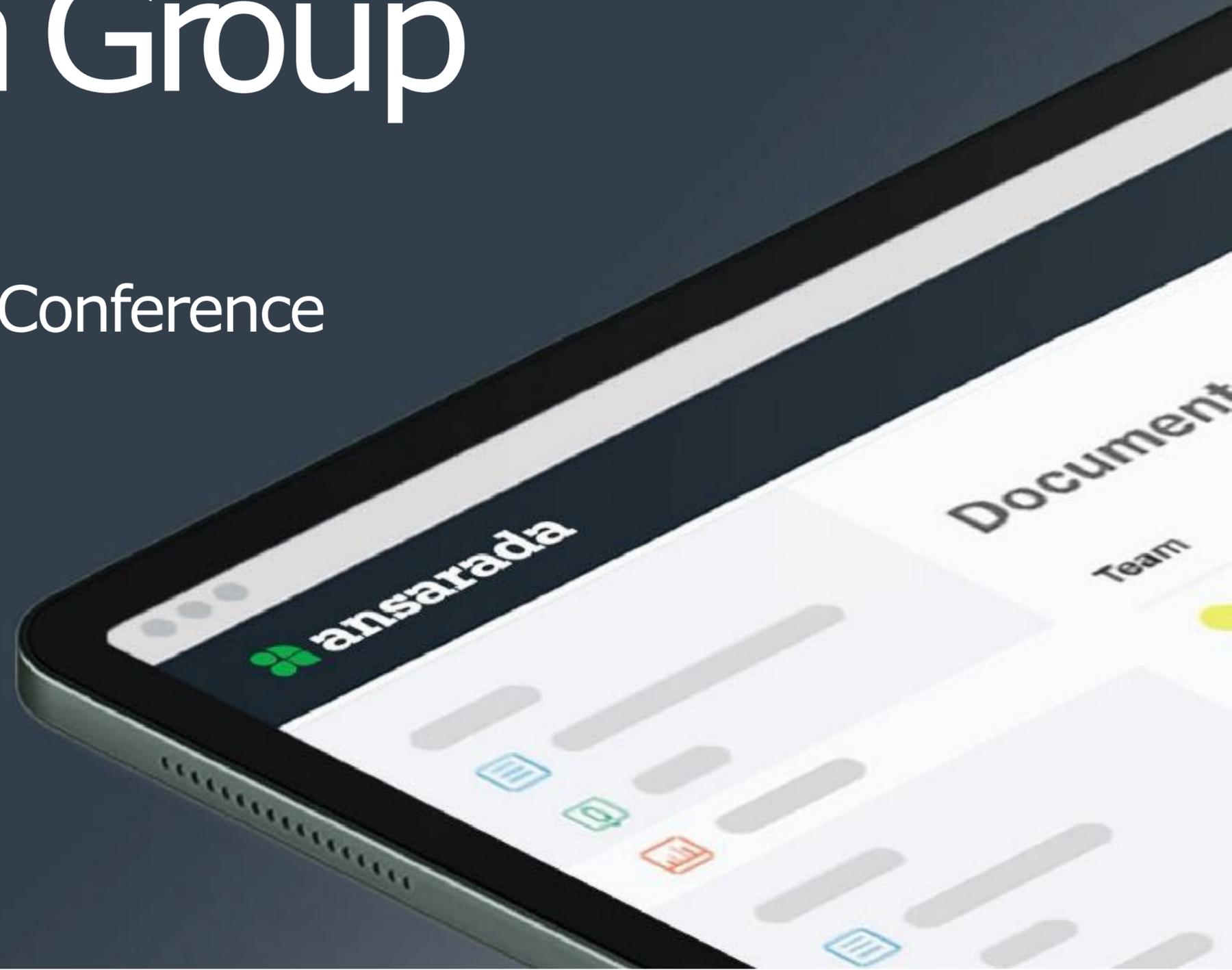




Ansarada Group

ASX Small & Mid-Cap Conference
16 March 2021





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



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 bn global market¹



Transaction
Management

US\$1.4 bn global market¹

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

GRC is the integrated collection of capabilities that enable an organization to:

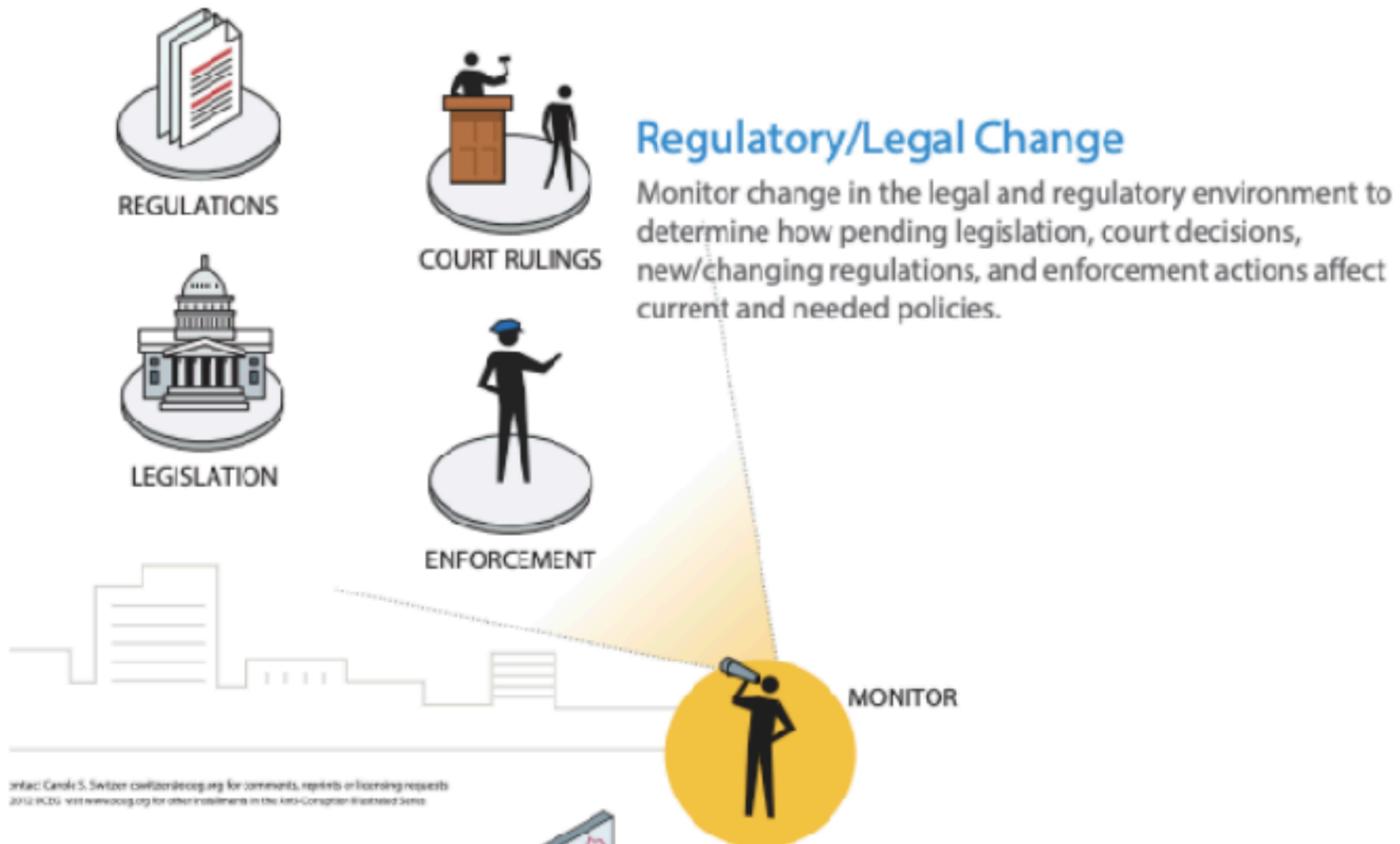
(G) reliably achieve objectives,

(R) address uncertainty, and

(C) act with integrity

The acronym 'GRC' was invented in 2003 by the [OCEG](#) (originally called the "Open Compliance and Ethics Group")

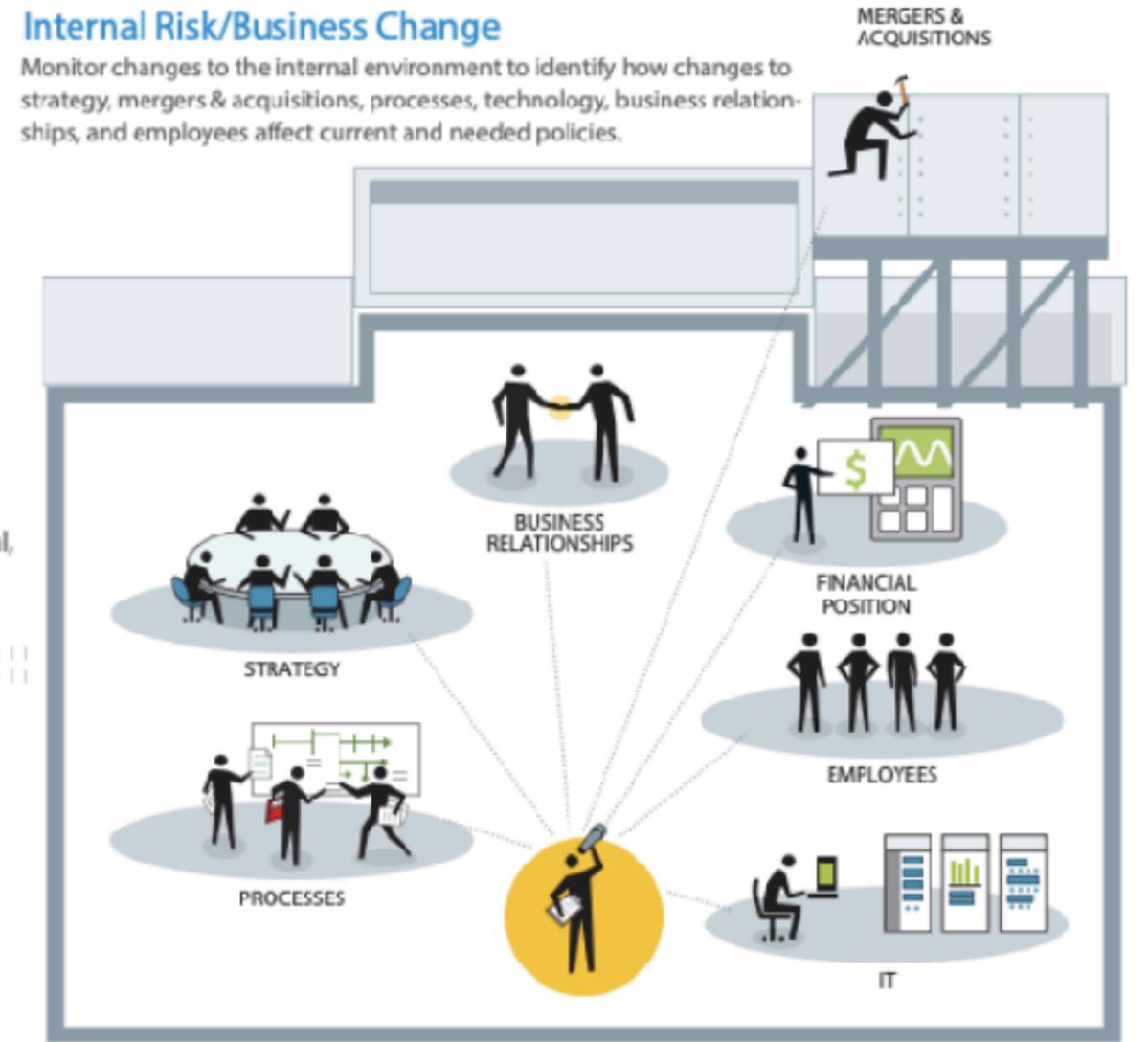
Continuous Change is the Greatest Challenge Affecting Corporate Governance



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What Leads to Chaos?

- Wasted resources through redundancy & overlap
- Excessive emails, documents, and paper trails
- Poor visibility & reporting
- Files and documents out of sync. Multiple versions
- Fragmented systems
- Overwhelming complexity
- Lack of accountability

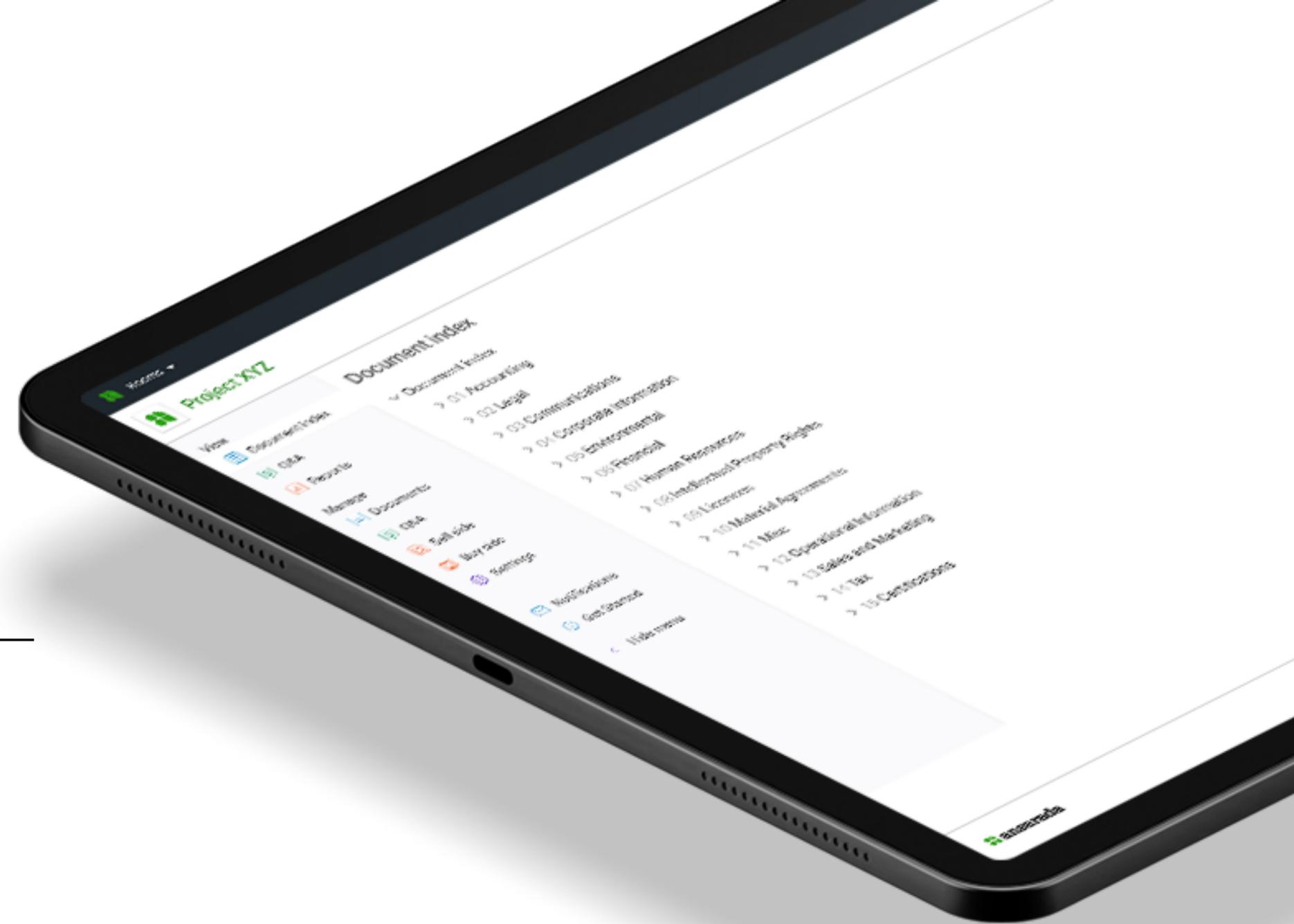




The problem we solve

Information is an ever increasing asset to companies or a liability.

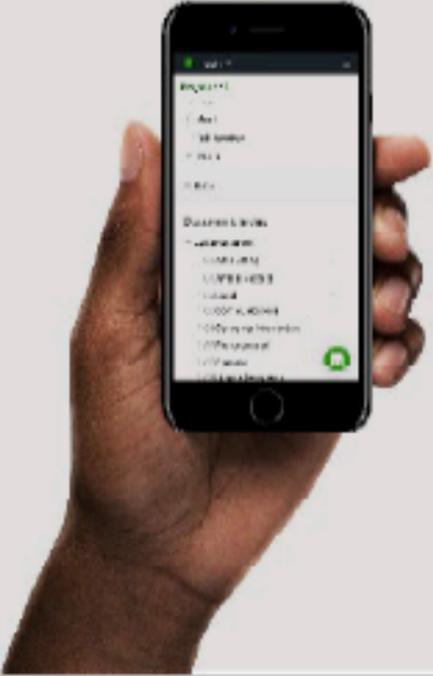
Information continues to grow in size, volume and complexity presenting potential risks and opportunities.



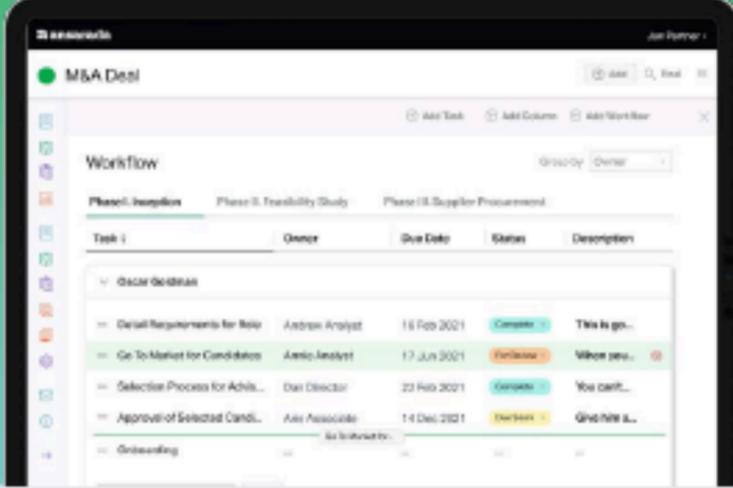


3 Benefits we deliver to customers

Reduce risk

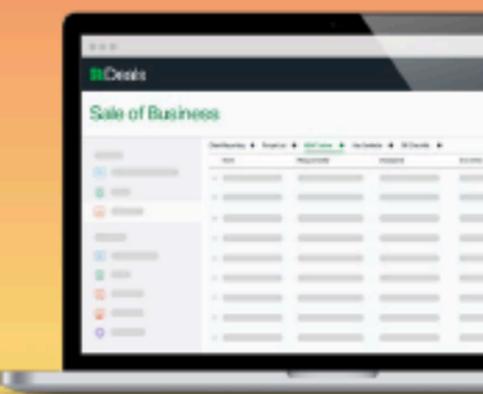


Boost efficiency



Task	Owner	Due Date	Status	Description
Detail Requirements for Role	Andrew Analyst	16 Feb 2021	Complete	This is go...
Go To Market for Candidates	Americ Analyst	17 Jun 2021	On Track	Will be pro...
Selecting Process for Achil...	Das Director	23 Feb 2021	Complete	You cert...
Approval of Selected Candi...	Alex Associate	14 Dec 2021	On Track	Give him a...
Onboarding				

Drive decision making

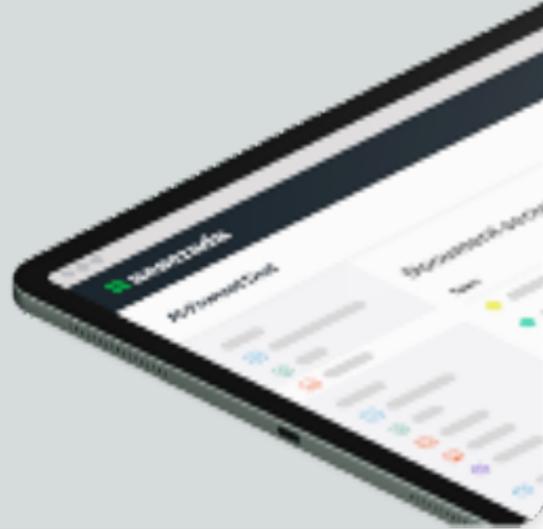




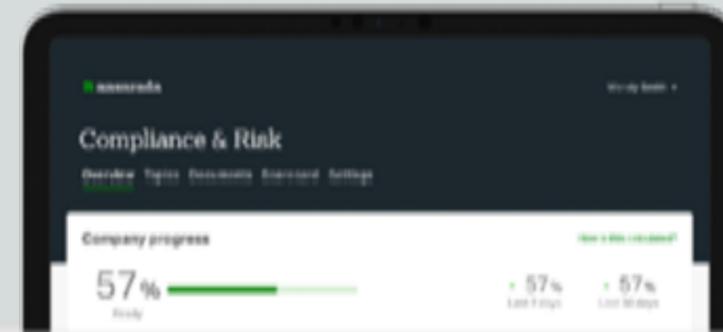
Ansarada is the information governance platform that ensures confidence in making decisions and managing critical outcomes.

Our portfolio of SaaS governance solutions

 Deals



 Compliance



 Board



 Tenders





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

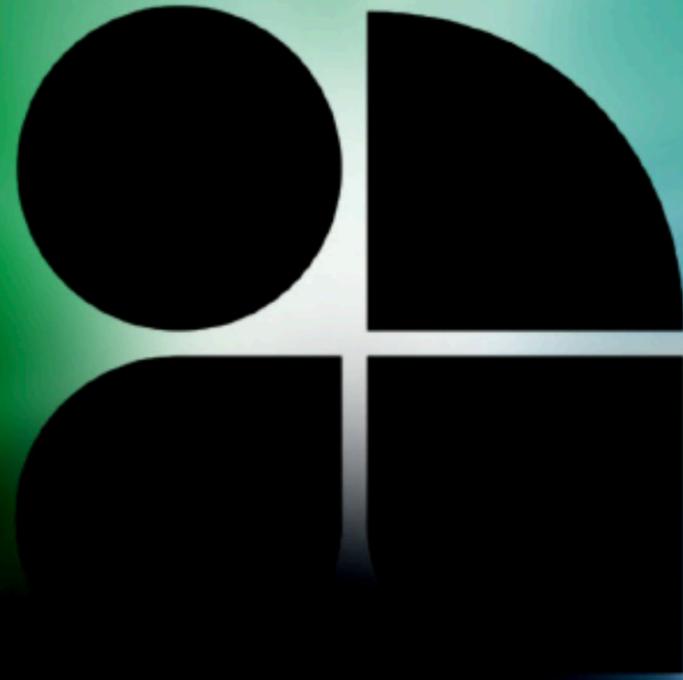


Chairman &
Board Members



Co-sec/admin
To the Board

 **ansarada**



Deal technology re-imagined

Confidence and control at every stage of your deal



Strategy



Deal
Marketing



Deal
Preparation



Due
Diligence



Negotiation



Closing



PMI

WORKFLOW™

AI-POWERED VIRTUAL DATA ROOM™

DOCUMENT SECURITY

ANSARADA Q&A™

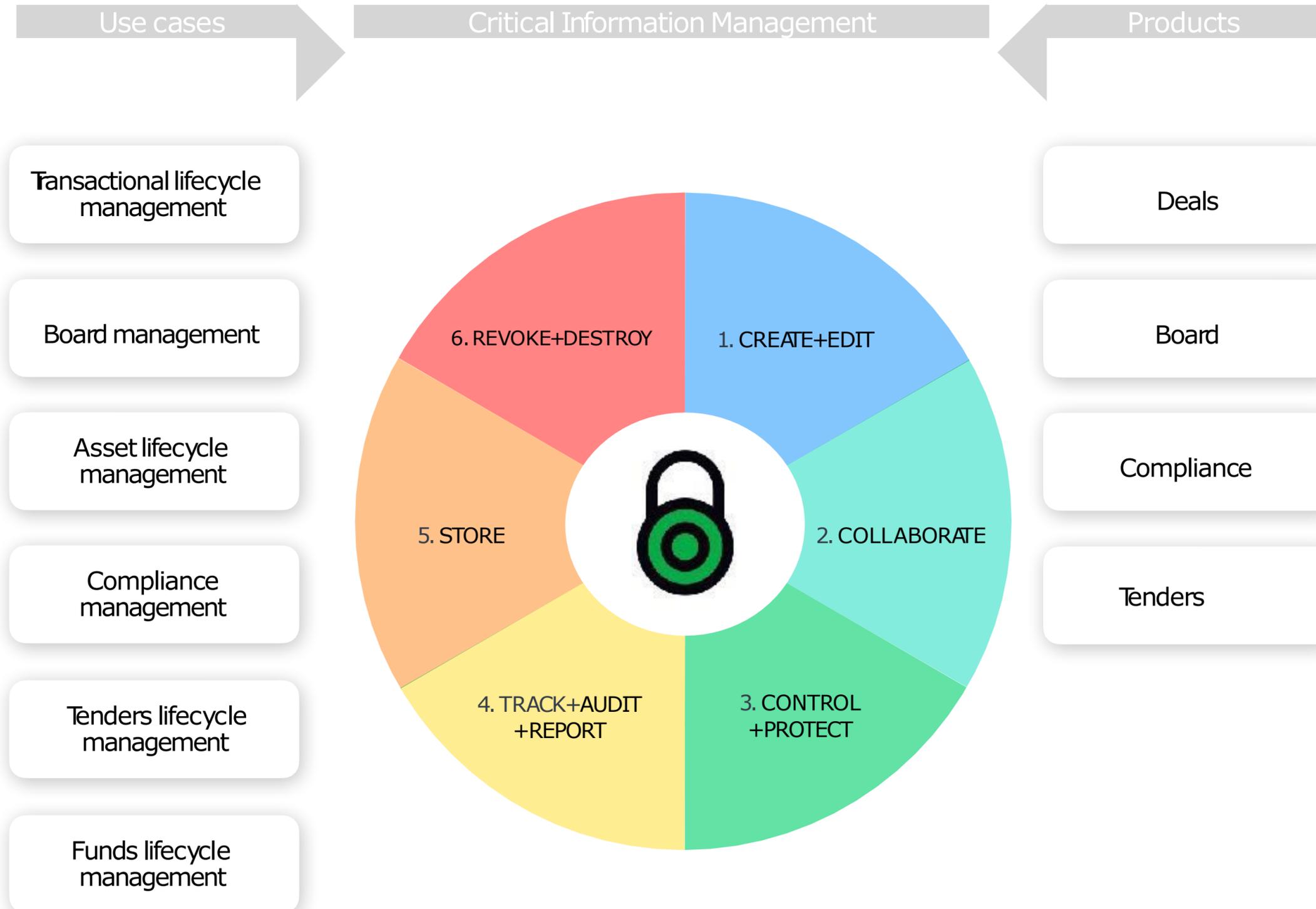
ADVANCED REDACTION™

AI-BIDDER ENGAGEMENT™

PMI WORKFLOW

Ansarada Information Governance Platform

An end-to-end platform. One place to reduce risks, increase productivity and improve decision making



Document index

Q&A

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Manage

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Q&A

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Edit security for Pendant Publishing

Documents Q&A subjects

	Access	Security controls ⓘ	Watermark
Document Index	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 01 Accounting	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 02 Certifications	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 03 Communications	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 04 Corporate Information	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 05 Environmental	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 06 Financial	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 07 Human Resources	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 08 Intellectual Property Rights	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
 08.01 Worldwide MM M&A Insider	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 09 Licences	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 10 Material Agreements	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 11 Misc	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 12 Operational Information	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 13 Sales and Marketing	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential
> 14 Tax	<input checked="" type="checkbox"/>	On   	<input checked="" type="checkbox"/> Confidential

 Access denied

Reset Save





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



Access to management tools for the Deals and Compliance solutions





Ansarada journey & highlights



Highlights

Recent merger with thedocyard and 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, with \$25m repayment of borrowings leaving \$0 debt
- Operational efficiencies implemented in 1H FY21 to focus on profitability and responding to the COVID-19 impact
- 5% of customers acquired via E-commerce, up from 0% since launch in February 2020
- 3-year enterprise-wide contract with PwC UK and contract wins in tenders business

>3000

Record total customers
Significant customer growth including 2,082 subscription customers

79%

Platform subscription revenue



Global diversified and established business

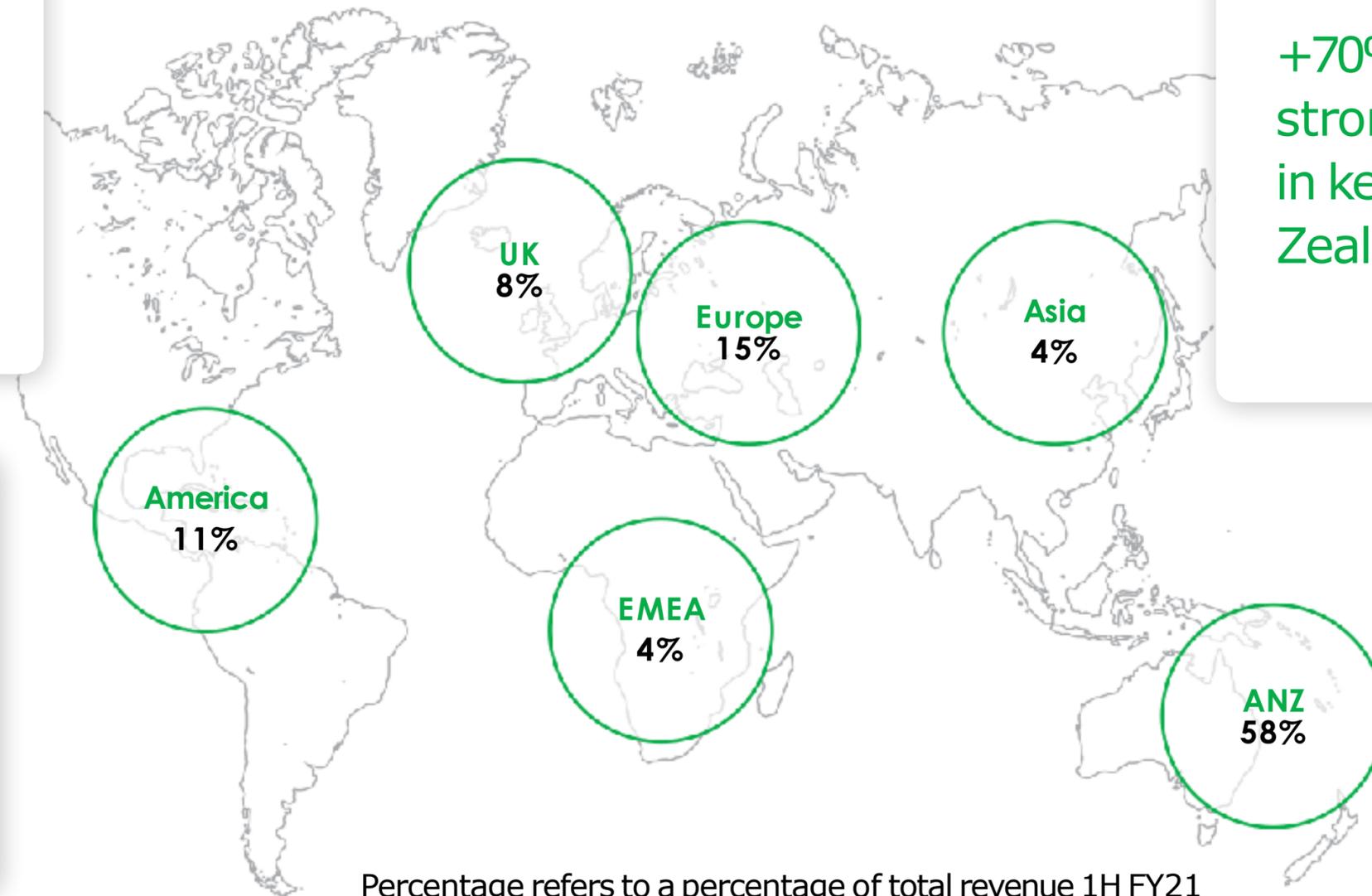
Ansarada's worldwide customers are supported via 130 employees across offices in Sydney, Chicago, London, Amsterdam, Johannesburg and Ho Chi Minh.

+15 years of deal data

Helped create leading technologies and AI capabilities

+24k transactions¹

Executed on the Ansarada platform since being founded in 2006



Percentage refers to a percentage of total revenue 1H FY21

+70% win rates and strong market share² in key Australia and New Zealand (ANZ) markets

42% 1H FY21 revenue non-ANZ

¹Refers to critical events that have been managed through Ansarada's products since inception

² Refers to the combined pro forma Ansarada Group for 1H FY21. Australia and New Zealand Sales Accepted Leads (when asked to submit a proposal converted to wins).



Trusted Relationships

Serving multiple segments and a variety of job roles

Companies

Rhipe, VMware, Virgin, BPAY, CBRE, Westpac,
Stockland, BHP Billiton, CBA, Qantas

Advisors

Citi, Deloitte, PWC, Credit Suisse, EY, Goldman
Sachs, UBS, Macquarie, Allen & Overy

Public Sector

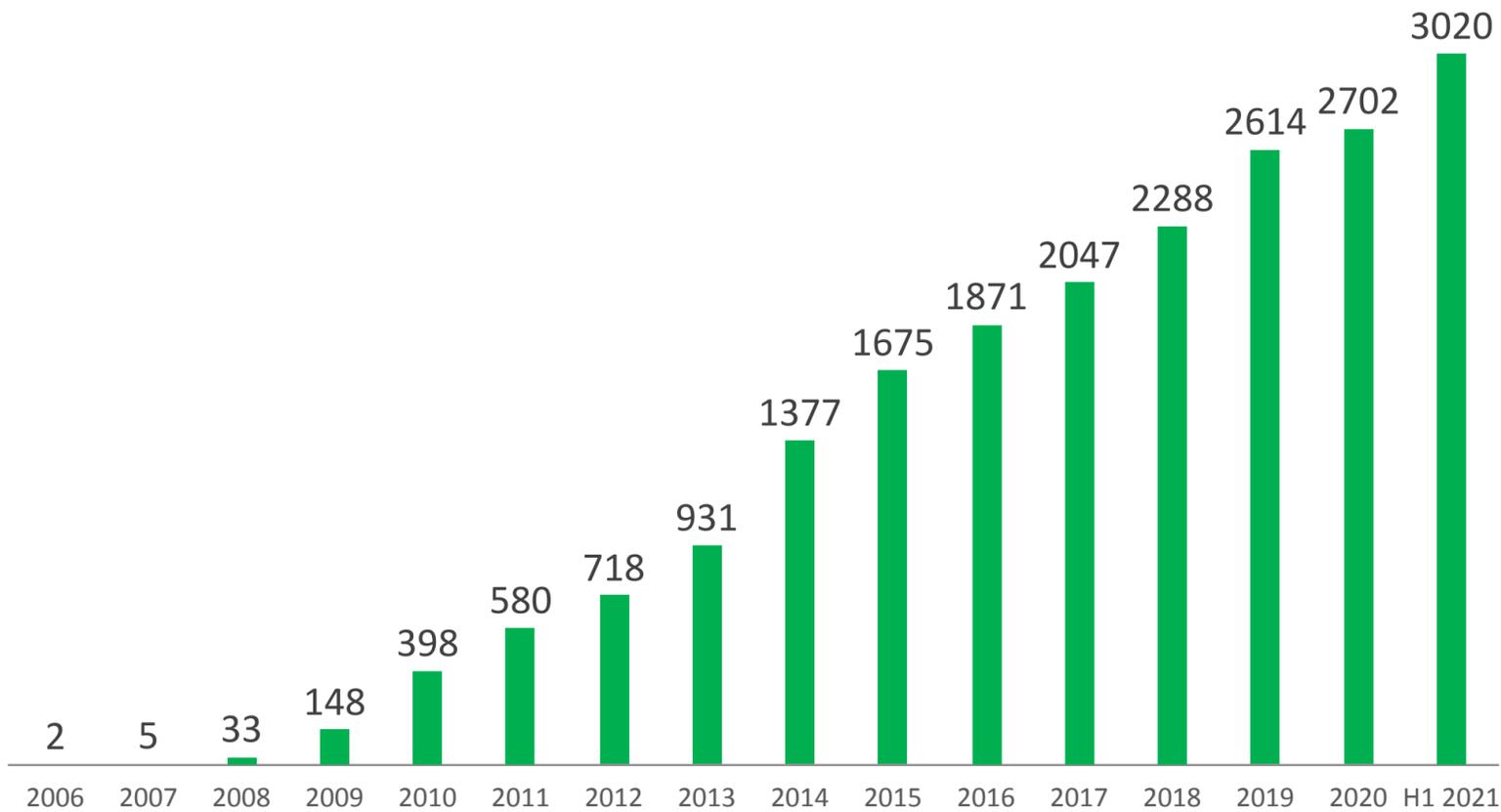
State Government - NSW, VIC, QLD,
New Zealand Govt, Singapore Govt, Etihad
Rail, Virginia Department of Transportation

Financial Sponsors

Blackstone, KKR, The Carlyle Group, Quadrant
PE, Anchorage Capital Partners, Pacific
Equity Partners, Bain Capital



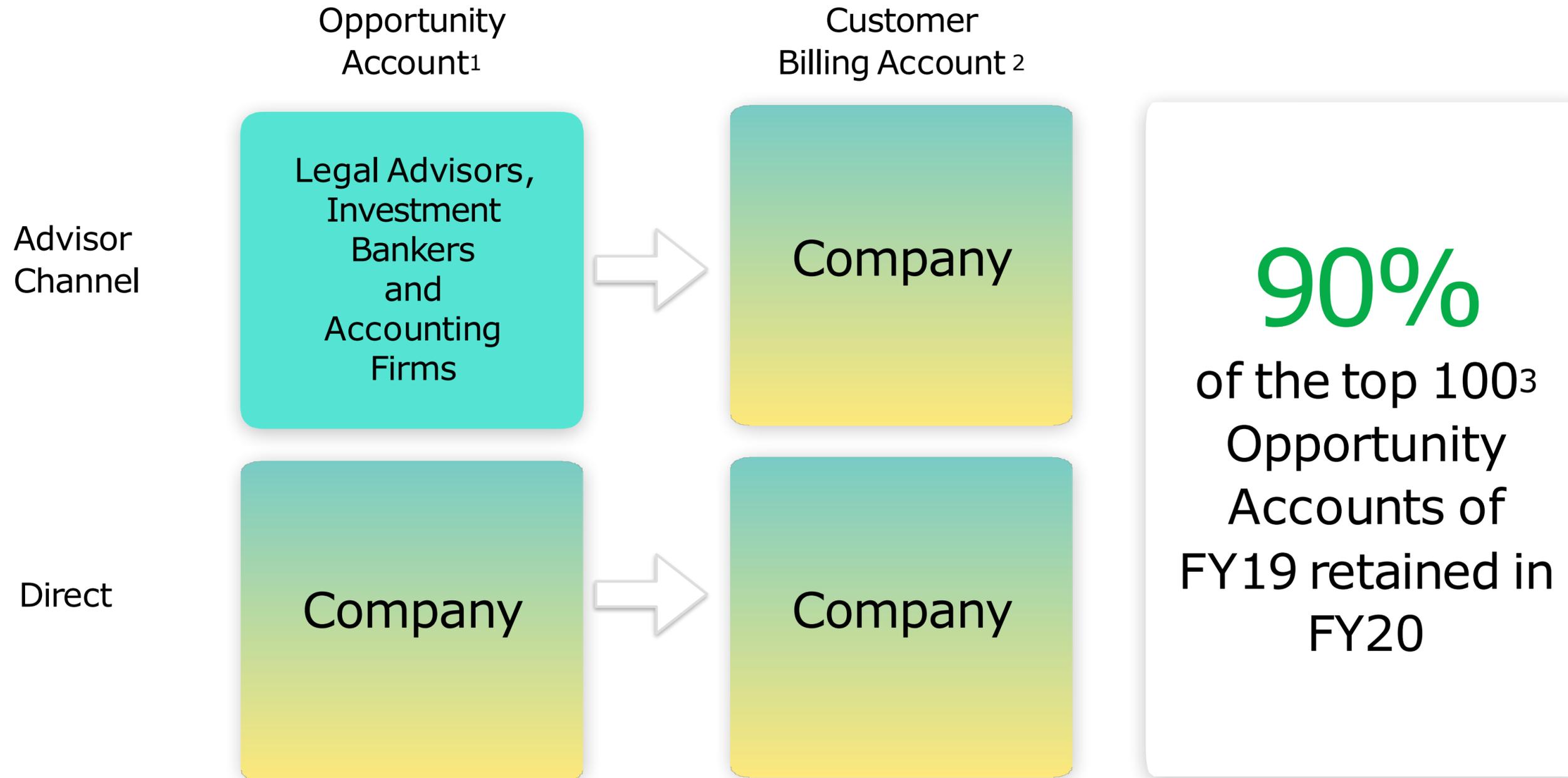
Strong History of Customer Growth



- 3,020 active customers as at 1H 2021
- Continued transition to increased subscription contracts and longer term contracts¹
- Continued improvement in annual subscription contract renewals
- Efficiencies in E-commerce channels
- 61% increase in customers over last 5 years

Sourcing of Customers

Our customers come from Advisors referring companies and also from companies directly.

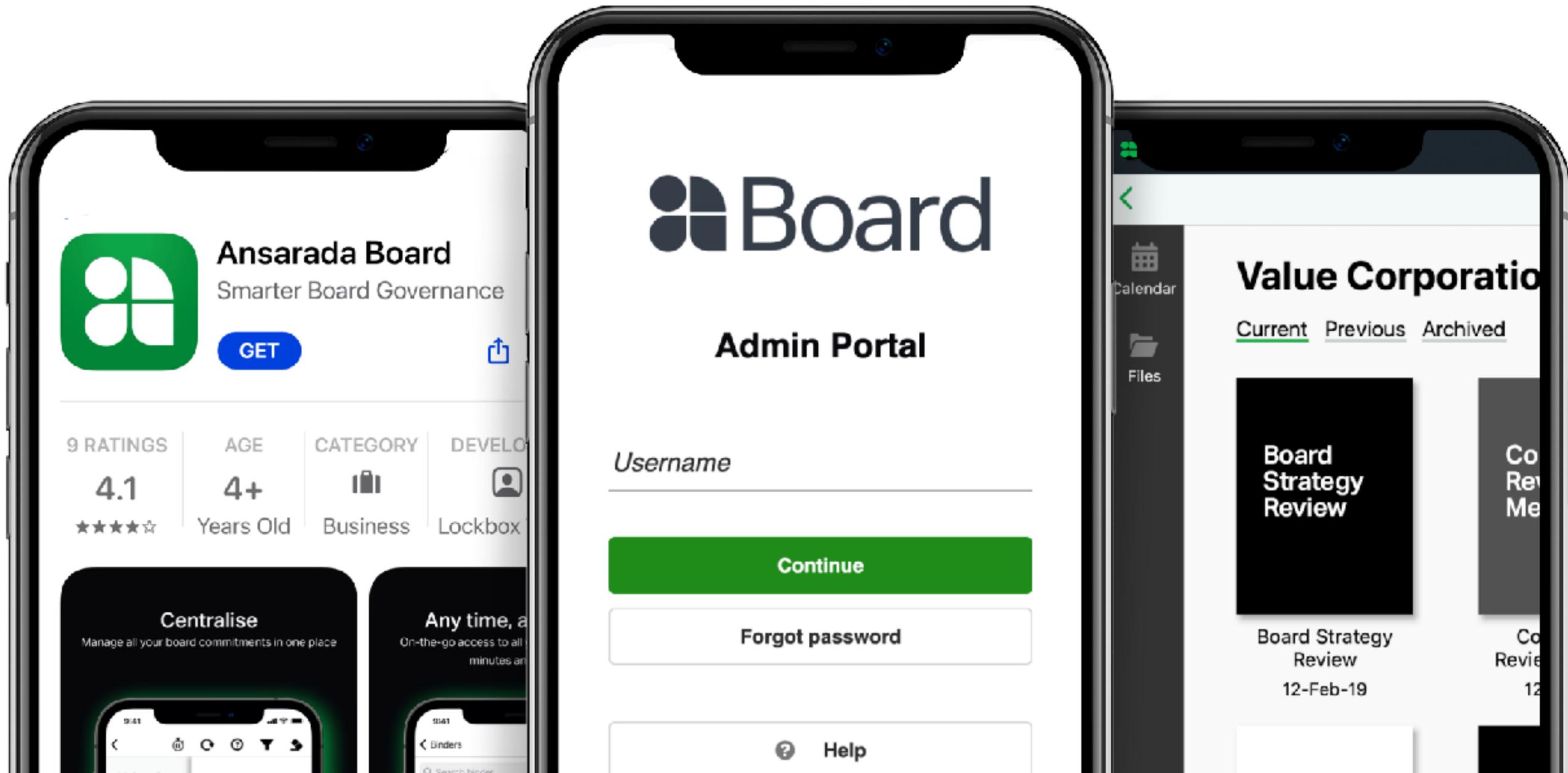


¹ Opportunity is defined as a sales qualified lead that results in a win and invoiced customer contract. Opportunity Account refers to the source of the opportunity e.g. an investment bank with a Sydney office and a London office may both be Opportunity Accounts generating leads

² Customer billing account refers to an invoiced customer as a result of an executed contract.

³ The top Opportunity Accounts are determined by the total contract value of the underlying customer contract that results from the opportunity in the specific financial year. In the case of an annual contract, the total 12 month value is included in the calculation (recognised revenue would be spread evenly over the 12 months).

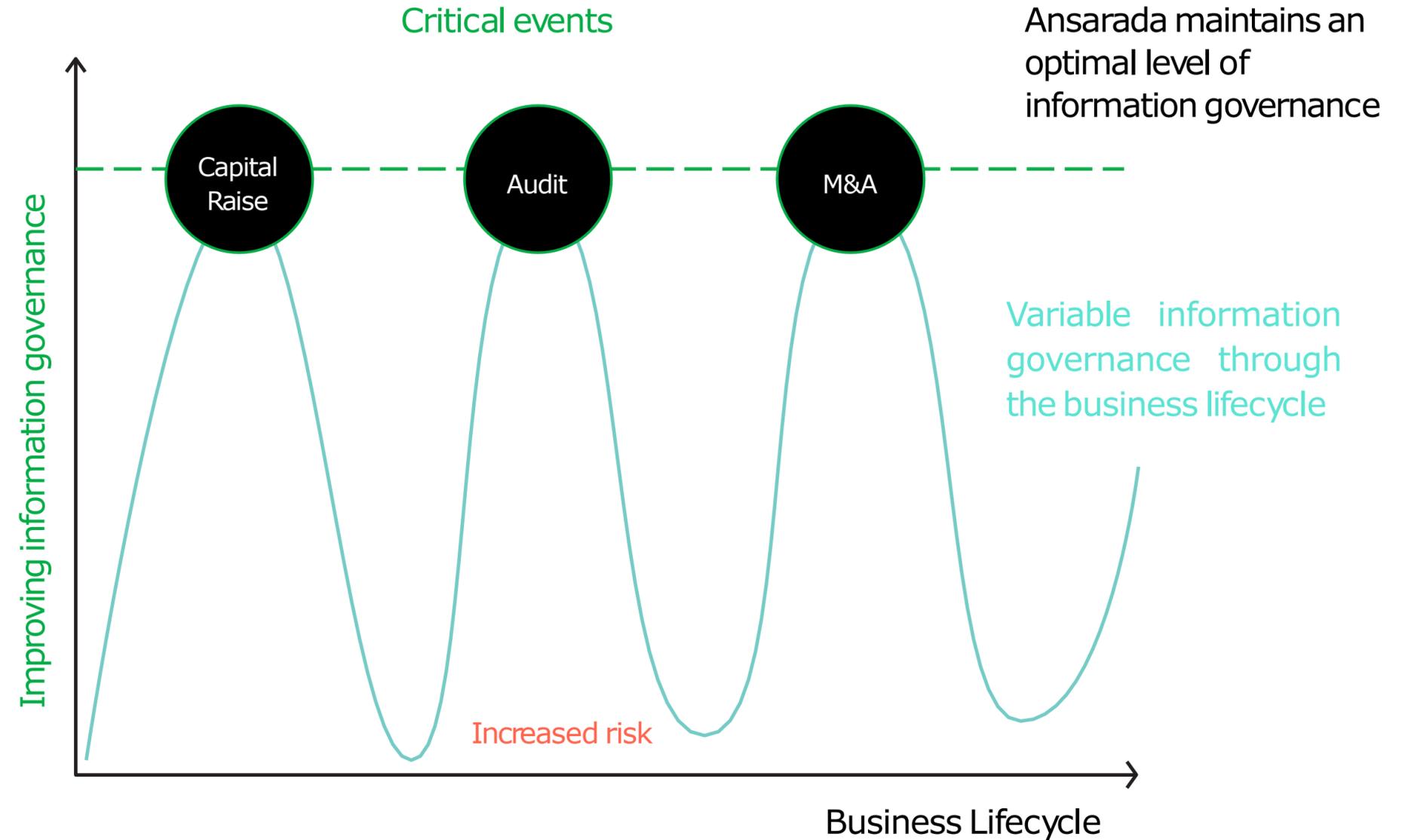
 Ansarada Board - rebranded and launched





Achieving 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.





Multiple Growth Strategies

Carefully designed growth strategies to capture our various growth horizons



Grow Deals platform



Expand customer usage
across the platform suite



Grow the international
business



Strategic acquisitions



Financial Highlights

Pro forma Revenue¹

\$15.8m

Total revenue
Rapidly approaching
pre-COVID levels

\$12.6m

Platform subscription
revenue², 80% of total
revenue, up from 75%

Profitability

92%

Gross
Margin

\$2.2m

Adjusted EBITDA up
from \$0.5m³ 1H FY20

Fuelling Growth

\$21.0m

Cash in bank
Strong financial position

\$1.2m

Operating cash flow⁴

The results for 1H FY21 reflect Ansarada NewCo Pty Limited only for the period from 1 July 2020 to 3 December 2020, and the consolidated results of Ansarada NewCo Pty Limited and Ansarada Group Limited (formerly thedocyard Limited) for the period from 4 December 2020 to 31 December 2020.

¹ Pro Forma includes consolidated results for both Ansarada NewCo Pty Ltd and Ansarada Group Limited (formerly thedocyard). However, the interim financial results for 1H FY21 reflect Ansarada NewCo Pty Limited only for the period from 1 July 2020 to 3 December 2020, and the consolidated results of Ansarada NewCo Pty Limited and Ansarada Group Limited for the period from 4 December 2020 to 31 December 2020. The acquisition was completed December 4 2020. Interim results total revenue and other income of \$15.4m for 1H FY21.

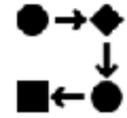
² Platform Subscription revenue comprises recurring annual and monthly fees from customers who subscribe to its cloud based SaaS platform. Interim financial results total platform subscription revenue of \$12.3m.

³ Adjusted EBITDA excludes non-cash share-based payments and restructure costs for 1H FY21. EBITDA was \$0.2m, an improvement of \$0.4m compared to 1H FY20.

⁴ Operating cash flows after operating activities, excluding business combination and restructure costs.



Global provider of cloud-based SaaS information governance solutions



SaaS solutions for end-to-end document, people and process management



4 main products across Deals, Compliance, Boards and Tenders



Strong customer growth across a diverse range of world-leading organisations



Advanced AI capabilities and comprehensive security



Uniquely positioned for growth

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

Group pro forma revenue rapidly approaching pre-COVID levels and record customer numbers of over 3,000

Products & strategy resonating strongly – growing customer wins
Integration on track

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 with strong cash balance



THANK YOU





Disclaimer Page

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