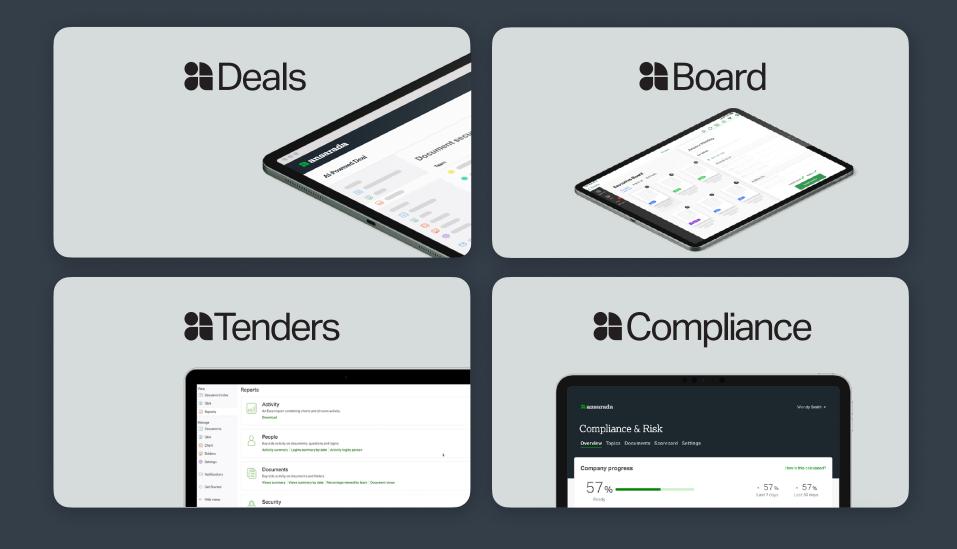
FY21 Q4 Update

Record Quarter. Strong Growth. Increasing Demand.

Ansarada is a SaaS Platform that organisations use to govern their most critical information and processes in Deals, Board Management, Compliance and Tenders.





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FY Q4 CEO Commentary Record results and momentum going into FY22

Our performance in Q4 was a record for Ansarada. Compared to Q4 prior year we had a 99% improvement in new customers wins¹, 28% increase in total customers² and a 41% increase in subscribers³.

As the 2H progressed our performance accelerated across all products and channels with international revenue⁴ growing 30%. Our e-commerce channel continued growing rapidly, ending in a 49% uplift of active customers⁵ from Q3.

Last year during the onset of the pandemic we focused and innovated across the business. Throughout FY21 we executed strategies to improve our product, customer experience, scalability and performance metrics.

We are positioning Ansarada to benefit from long term structural growth trends and cyclical uplifts in markets.

We are maximising the opportunity for our tenders product in Infrastructure with Total Contract Value⁶ increasing by 31% in FY21.

Pages 6 and 7 details further how we serve the lifecycle of large scale infrastructure projects, such as the ~\$30bn Sydney Metro program⁷. Governments globally are pouring trillions of dollars into infrastructure development and utilising methods like PPP's and asset recycling to fund it. The dual deal and tender aspects of Infrastructure development is a key growth area for us and one that we have an established track record and deep expertise in.





We have also taken advantage of the continually increasing amount of M&A deal activity occurring globally. The volume of wins, logins and users all increased for our Deals product.

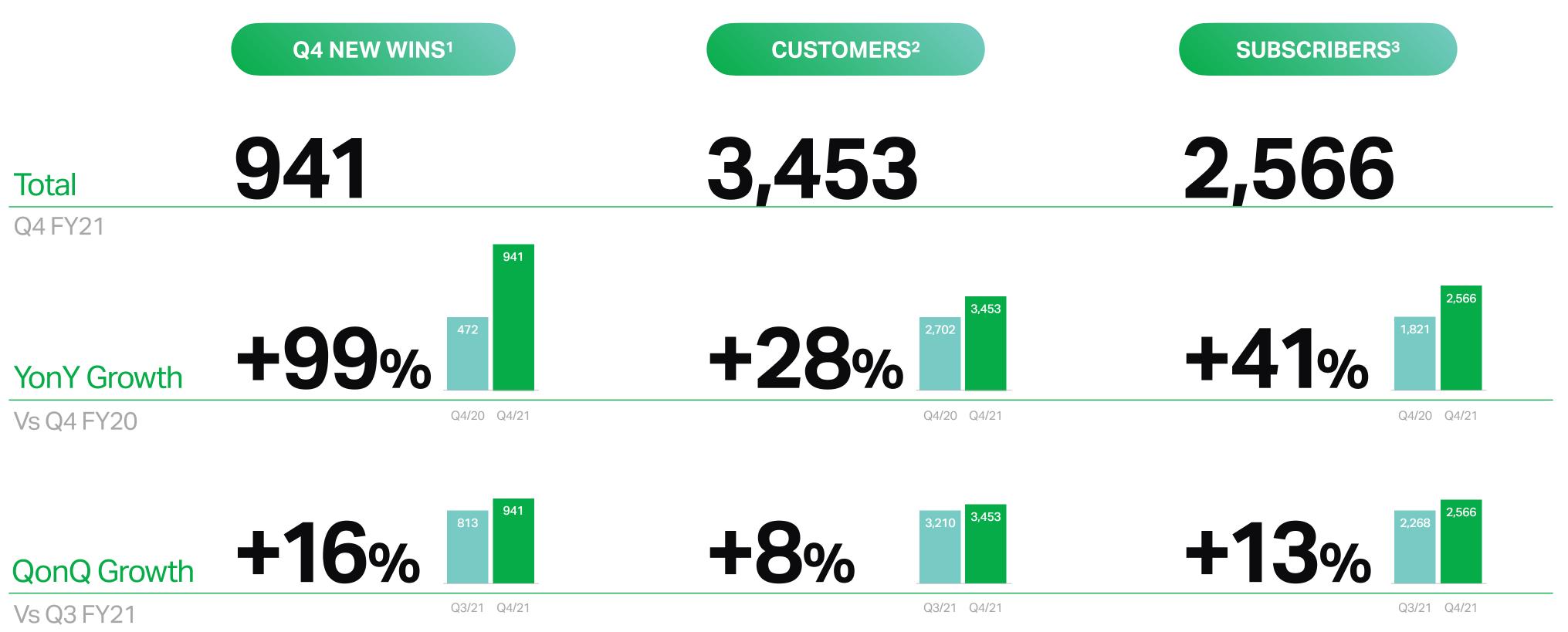
These results showcase the strength of our brand, the return on recently increased marketing spend, the appeal of our products and the growing demand for our solutions.

Since listing 7 months ago we've consistently improved the key metrics in our business, including growth rates and profitability.

On page 5 we have included a progress report on our FY21 execution and status. Having grown our cash balance during Q4⁸ and successfully executed on our key priorities we enter FY22 with momentum and confidence.



Record results with strong leading indicators



Growing revenue and international momentum going into FY22

DEFERRED REVENUE⁹

\$13.6м





Q4 FY21



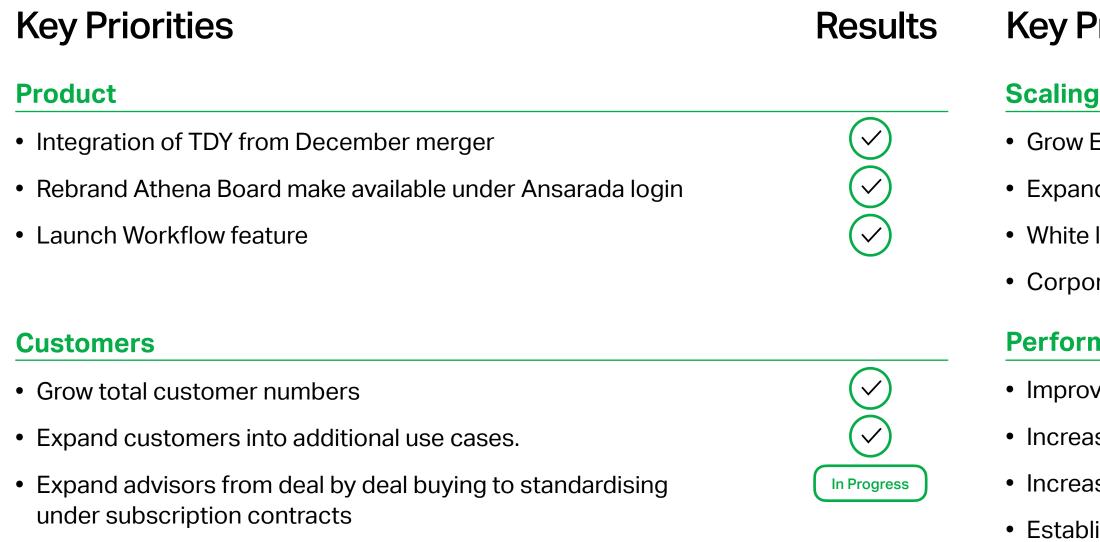
INTERNATIONAL REVENUE⁴



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FY21 Progress Report

Delivering on strategy and commitments in our Prospectus and results reports throughout FY21. Achieving these puts us in a strong position with significant momentum heading into FY22.



Key Priorities

\checkmark Grow E-commerce channel \checkmark • Expand Tenders and grow market share internationally x • White label agreements • Corporate development: Ongoing review of M&A opportunities In Progress **Performance Metrics** • Improve E-commerce conversion rates $\langle \rangle \langle \rangle \langle \rangle$ • Increase volume growth and maintain CAC Payback • Increase ARPA • Establish positive cashflow

Results

Ansarada is strongly positioned to capitalise on global infrastructure investment trends

US\$3.9tn. Did you know this is the annual global requirement estimated for infrastructure investment? ¹¹

	Ansarada Tenders product grew by 31% ⁶	A sai				
	The Ansarada Tenders product grew by 31% in FY21 and is trusted by governments internationally for governing					
	information in high value high risk projects.	+5b				
	Customers frequently combine our Tenders and Deals					
	products to facilitate not only the tender but also the lifecycle of financing and M&A activities across the					
	infrastructure asset lifecycle.	\$20b				
	Customers now add in our Board product to govern	\$30b				
	information and at Board and Committee level in major projects too.	\$5b				
	Our unique offering enables increased efficiency, reduced					
	risks and improved decision making.	\$11b				
	We have increased our sales and marketing investment in Tenders and are focused on growing our market share of	\$7b				
	Infrastructure projects globally.	\$1b				

mple of Ansarada Tender projects¹²

- Etihad Rail (UAE)
- Greater Washington Tollroads (USA)
- **GBP** | Ofgem Offshore Electricity Transmission (UK Govt)
- **ZAR** | Kopanong Precinct PPP (Gauteng Govt, South Africa)

Westconnex (NSW Govt)

Sydney Metro (NSW Govt)

| Health Partnerships (NSW Govt)

North East Link Project – (VIC Govt)

- | Melbourne Metro Rail Tunnel (Vic Govt)
- Western Sydney Airport (NSW Govt)

Social Housing Management Transfer Program (NSW Govt)

Ansarada Tenders serves the lifecycle of projects and is uniquely positioned for growth

Tenders Phases	Gateway Review	Tender Preparation	Market Approach	RFP Release	Bidder Submission	Evaluation Phase	Contract Award
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for				TENDER WORKFLOW	1		
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Featu			BIDDER REGISTRATION				
ures				ACTIVITY TRACKING			
	C			DOCUMENT SECURITY			
				TWO W.	ΑΥ Ο&Α		
					SUBMISSION TOOL		
					REDACTIO	ON TOOL	
						EVALUATIO	DN TOOL
				BOARD			

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Footnotes

1 A win represents Ansarada closing a paying subscription/contract customer. Prior year comparisons to Ansarada NewCo Pty Ltd.

2 Customers refers to pro forma active customers as at period end and includes consolidated customer numbers for both Ansarada Group Limited (formerly thedocyard) including periods prior to the merger. 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.

3 Subscriber refers to pro forma active subscription contracts/customers at period end. Pro forma includes consolidated subscriber numbers for both Ansarada NewCo Pty Ltd and Ansarada Group Limited (formerly thedocyard) including periods prior to the merger. 4. Total worldwide unaudited AASB Revenue excluding Australia and New Zealand with prior year comparisons to Ansarada NewCo Pty Ltd. Final audited AASB revenue may vary due to year end adjustments and completion of the audit process. Please refer to final Audited Financial Statements for final figures.

5 E-commerce customers refers to Customers acquired through the e-commerce channel.

6 Total Contracted Value refers to the total dollar value of the customer contract. For the purposes of AASB revenue, the total contracted value is spread over the duration would have 1/12 of the contracted revenue recognised each month over 12 months). 7 https://infrastructurepipeline.org/project/sydney-metro#:~:text=The%20Sydney%20Metro%20City%20%26%20Southwest,all%20major%20contracts%20are%20awarded.

8 Ending cash balance of \$22.5m at 30 June 2021.

9 Deferred revenue consists of Platform Subscription and Transactional Usage which are expected to be recognised on a straight-line basis over the remaining life of the data room which is expected to occur within 12 months. Please refer to AASB for Deferred Revenue.

10 Unaudited AASB Revenue with prior year comparisons to Ansarada NewCo Pty Ltd. Final audited AASB revenue may vary due to year end adjustments and completion of the audit process. Please refer to final Audited Financial Statements for final figures.

11 European International Contractors, Global Infrastructure Outlook to 2040, 17 Nov. 2017: https://www.eic-federation.eu/industry/global-infrastructure-outlook-2040

12 Ansarada Projects is a sample of some Tenders' customers that have or are using the Ansarada platform within the last 36 months. The values listed relate to the total investment required in each project. All investments are public information.

For more information

Please email investors@ansarada.com

This announcement was authorised for release by the Board of Ansarada Group Limited.

About Ansarada (ASX:AND)

Ansarada is a SaaS Platform with products used by the world's top companies, advisors and governments to govern their most critical information and processes in Deals and Transaction Management, Board Management, Compliance and Tenders. Ansarada enables organisations across the globe to be run more efficiently, with reduced risk and an increased ability to make fast confident decisions. Ansarada is purpose-driven with a mission to help organisations be confident in every critical decision throughout their lifecycle so they can fully realise their potential.

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