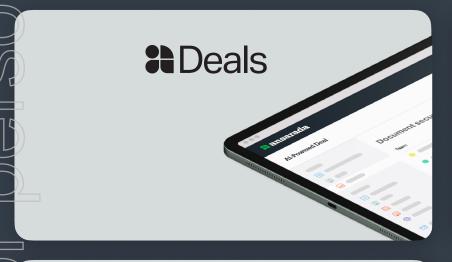
FY21 Q4 Update

ansarada

Record Quarter. Strong Growth. Increasing Demand.

Ansarada is a SaaS Platform that organisations use to govern their most critical information and processes in Deals,

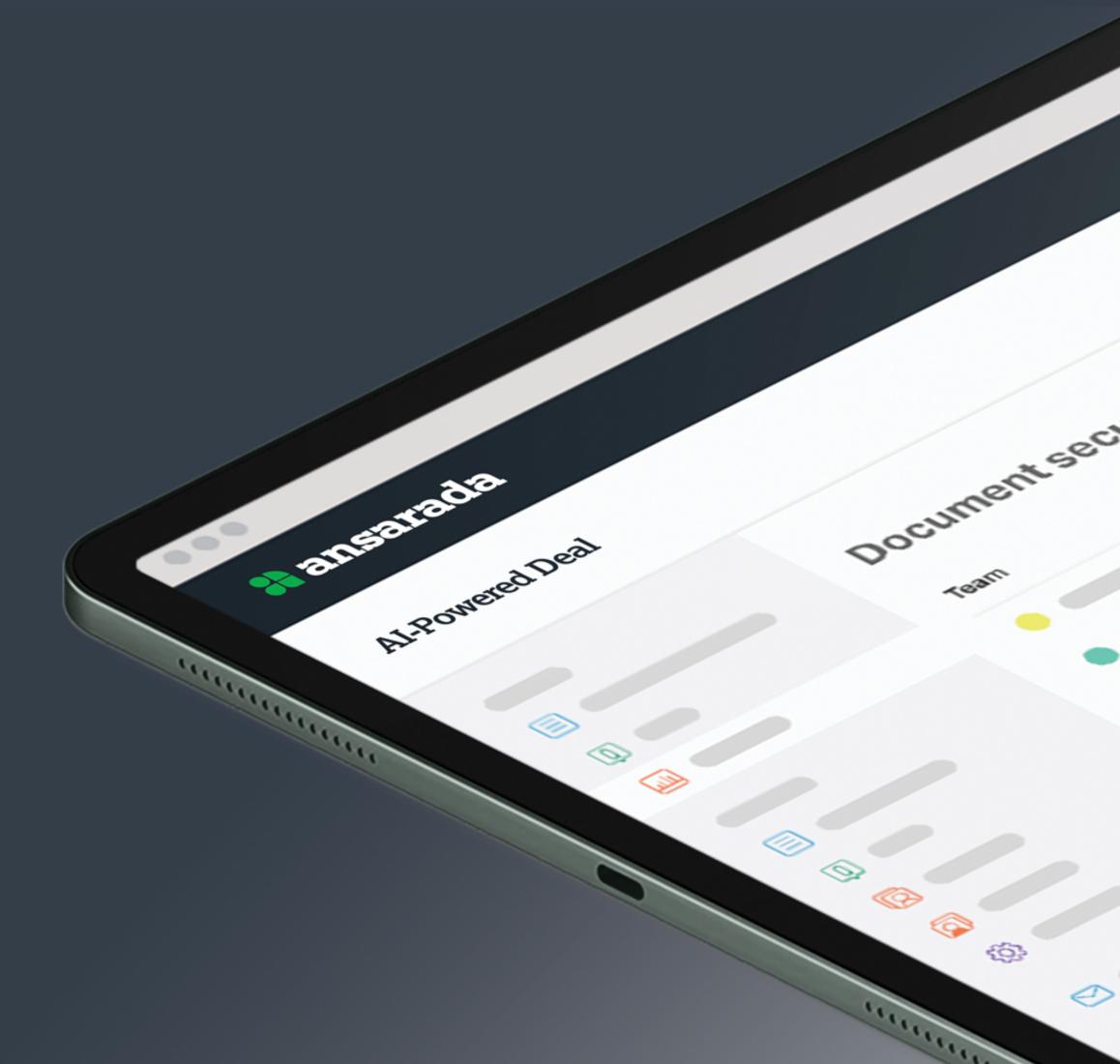
Board Management, Compliance and Tenders.











FY Q4 CEO Commentary

Record results and momentum going into FY22

Sam Riley CEO



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.

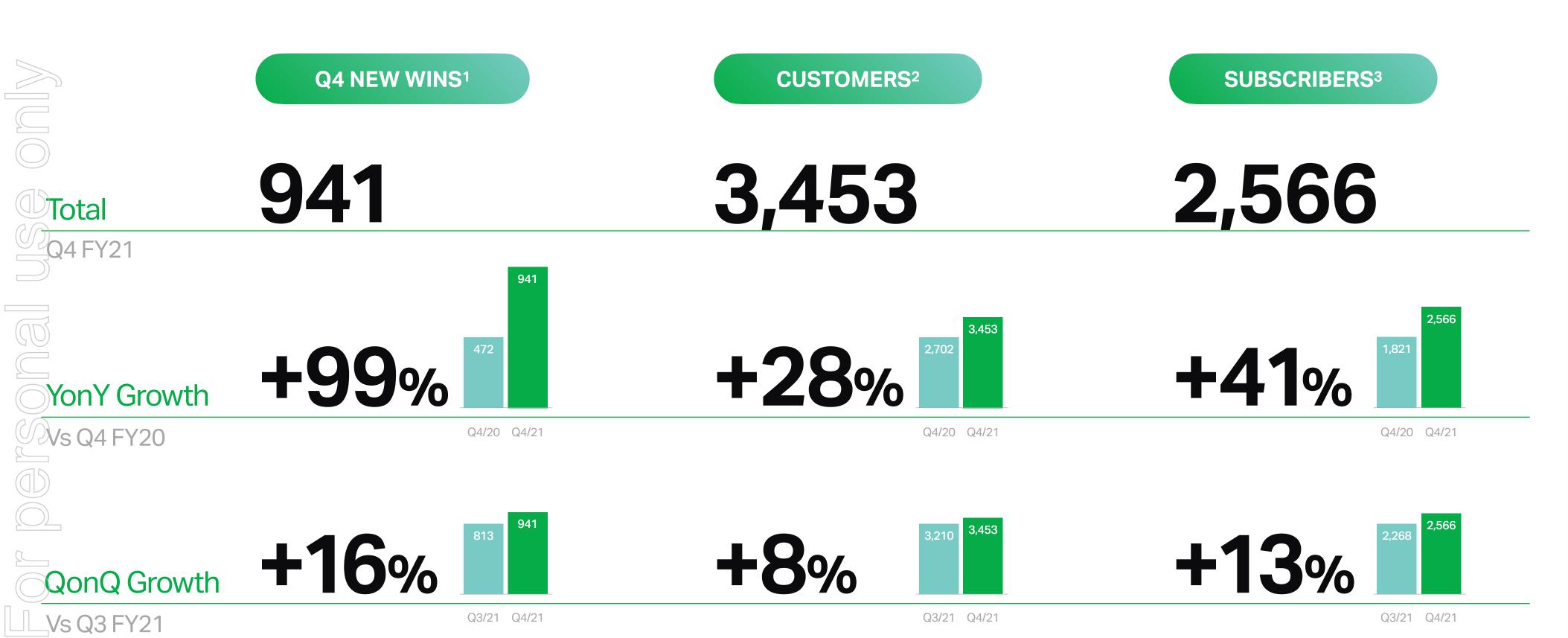
These results showcase the strength of our brand, the return on recently increased marketing spend, the appeal of our products and the growing demand for our solutions.

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



Footnotes on page 8.

ANSARADA.COM

Growing revenue and international momentum going into FY22



DEFERRED REVENUE⁹

REVENUE¹⁰

INTERNATIONAL REVENUE⁴

\$13.6м

\$9.3м

\$4.5_M









Vs Q4 FY20

Q4/20 Q4/21

Footnotes on page 8

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	Results	Key Priorities	Results
Product		Scaling	
Integration of TDY from December merger		Grow E-commerce channel	\bigcirc
Rebrand Athena Board make available under Ansarada login	\bigcirc	 Expand Tenders and grow market share internationally 	\bigcirc
Launch Workflow feature	\bigcirc	White label agreements	X
		 Corporate development: Ongoing review of M&A opportunities 	In Progress
Customers		Performance Metrics	
Grow total customer numbers	\bigcirc	Improve E-commerce conversion rates	\bigcirc
Expand customers into additional use cases.		 Increase volume growth and maintain CAC Payback 	\bigcirc
 Expand advisors from deal by deal buying to standardising under subscription contracts 	In Progress	Increase ARPA	\bigcirc
		Establish positive cashflow	$\overline{(}$



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

The Ansarada Tenders product grew by 31% in FY21 and is trusted by governments internationally for governing information in high value high risk projects.

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.

Customers now add in our Board product to govern information and at Board and Committee level in major projects too.

Our unique offering enables increased efficiency, reduced risks and improved decision making.

We have increased our sales and marketing investment in Tenders and are focused on growing our market share of Infrastructure projects globally.

A sample of Ansarada Tender projects¹²

\$25b | Etihad Rail (UAE)

+5b | Greater Washington Tollroads (USA)

10b GBP | Ofgem Offshore Electricity Transmission (UK Govt)

10b ZAR | Kopanong Precinct PPP (Gauteng Govt, South Africa)

\$20b | Westconnex (NSW Govt)

\$30b | Sydney Metro (NSW Govt)

\$5b | Health Partnerships (NSW Govt)

\$16b | North East Link Project – (VIC Govt)

\$11b | Melbourne Metro Rail Tunnel (Vic Govt)

\$7b | Western Sydney Airport (NSW Govt)

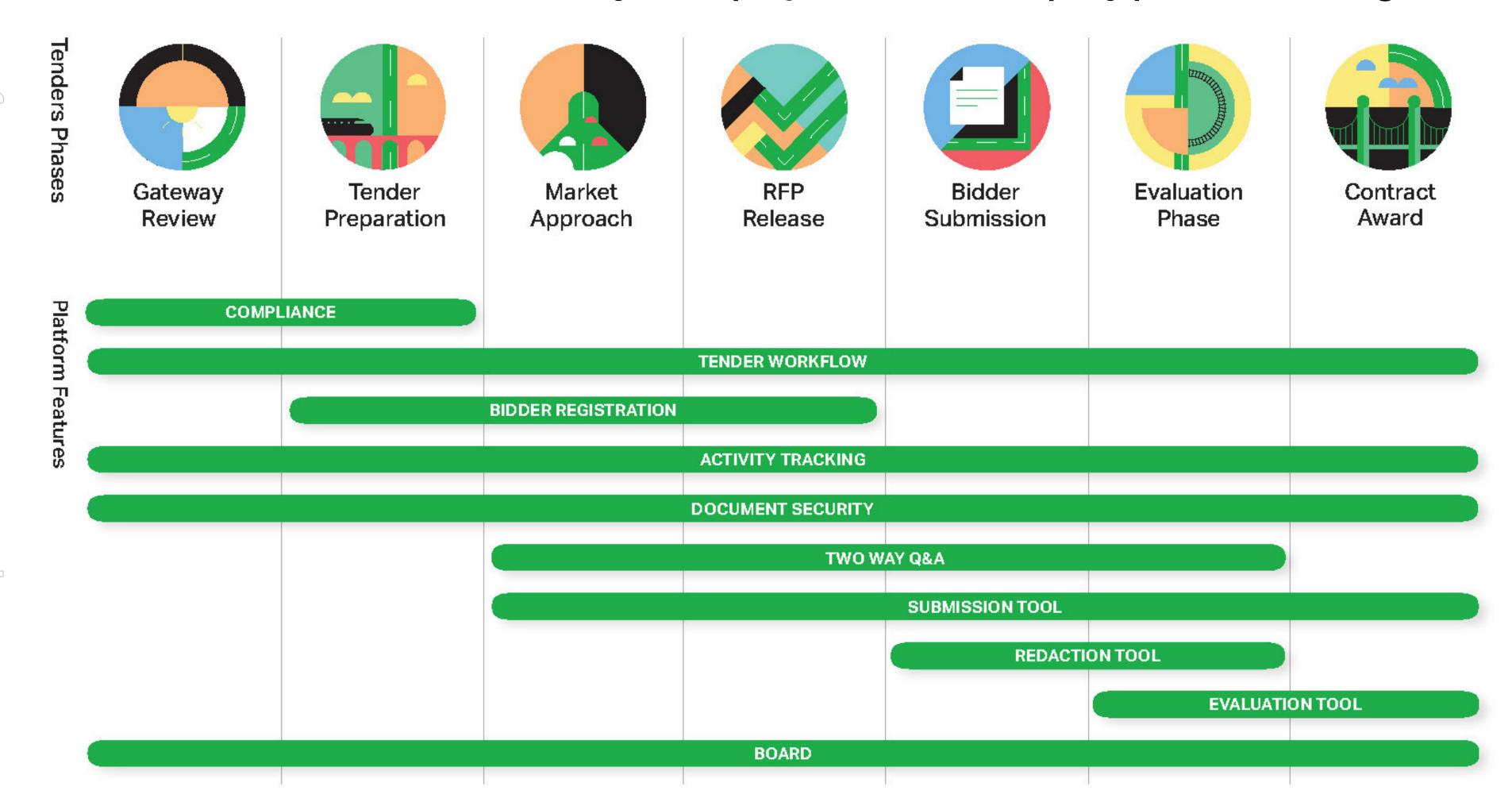
\$1b | Social Housing Management Transfer Program

(NSW Govt)

6 Footnotes on page 8.



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



ANSARADA.COM

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 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.

Total Contracted Value refers to the total dollar value of the customer contract. For the purposes of AASB revenue, the total contract (i.e. an annual duration would have 1/12 of the contracted revenue recognised each month over 12 months).

Thttps://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.

1 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.

8 ANSARADA.COM

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.

ansarada.com

