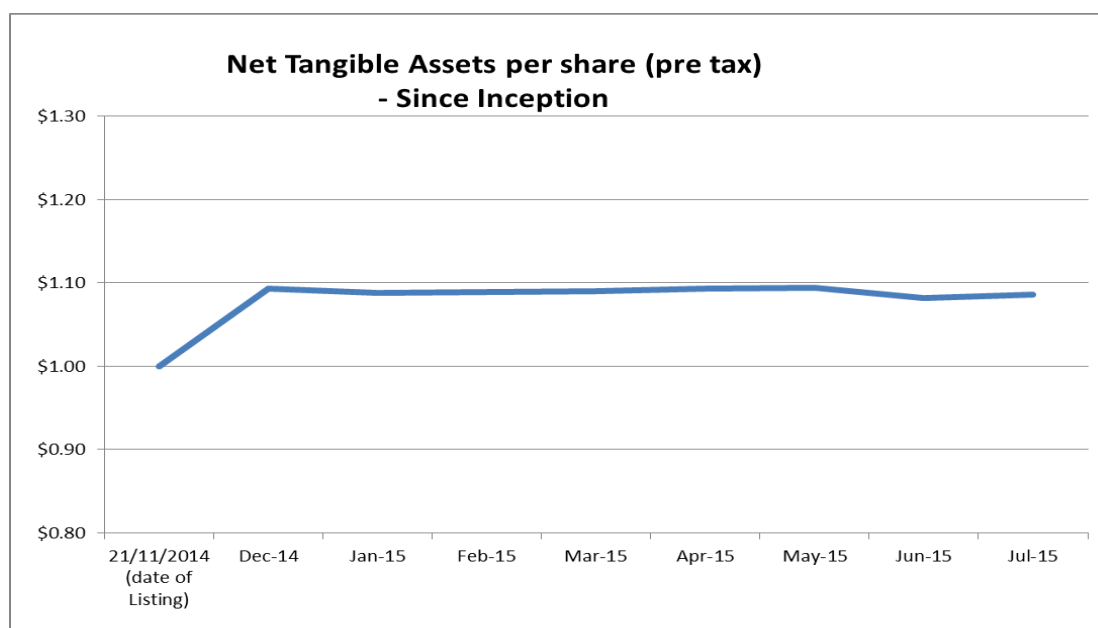


## NET TANGIBLE ASSETS – AS AT 31 JULY 2015

Net Tangible Assets (NTA) per share (pre tax) \$1.086

Net Tangible Assets (NTA) per share (post tax) \$1.013

*Notes: NTA figures in this report are unaudited & no adjustments have been made for future exercises of the BTIO options (exercise price \$1.00 per option). The pre-tax NTA would be approximately \$1.043 per share if all of the BTIO options had been exercised on 31 July 2015.*



## COMMENTARY





- BTI made no new investments during July 2015, however has committed to invest NZ\$4m (\$AUD 3.6m) in a new investment to be funded in August. As such, the investment does not appear in the Summary of Investment Portfolio at 31<sup>st</sup> July 2015, but will appear in the Summary of Investment Portfolio at 31<sup>st</sup> August 2015. An overview of this NZ\$4m (\$AUD3.6m) investment in Straker Translations Limited is attached to this monthly report.
- There is no revaluation of investments in portfolio companies as at 31 July 2015 other than to recognise the interest revenue accruing on convertible loans to Viocorp International Pty Ltd and iPRO Solutions Pty Ltd.
- Bailador has been invited to present at the 2015 **Australian Shareholders Association Big Day Out Roadshow**. If you are a shareholder, investor, stockbroker or financial planner and you would like a BTI representative to speak to you or visit your office, please contact [investorservices@bailador.com.au](mailto:investorservices@bailador.com.au) or call our Sydney office on (02) 9223 2344.

Canberra	Thursday	20th August
Melbourne	Friday	21st August
Adelaide	Wednesday	26th August
Perth	Friday	28th August
Sydney	Friday	4th September
Gold Coast	Saturday	5th September

CLICK HERE FOR DETAILS OF  
THE ASA BIG DAY OUT

**Important Notice:** Bailador Investment Management Pty Ltd A.C.N. 143 060 511 ('Manager') has prepared the information in this announcement. This announcement has been prepared for the purposes of providing general information only and does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any securities in BTI nor does it constitute financial product or investment advice nor take into account your investment, objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this announcement in making an investment decision but must make its own assessment of BTI and conduct its own investigations and analysis. Past performance is not a reliable indicator or future performance.

## SUMMARY OF INVESTMENT PORTFOLIO

Investment	Description	Notes	Current Value (\$'m)	% of Portfolio
 SiteMinder	<ul style="list-style-type: none"> <li>The world leader in hotel channel management and distribution solutions for online accommodation bookings.</li> <li><a href="http://www.siteminder.com">www.siteminder.com</a></li> </ul>	<ul style="list-style-type: none"> <li>No change in valuation</li> </ul>	25.0	36.9%
 VIOCORP	<ul style="list-style-type: none"> <li>A leading platform provider for publishing and broadcasting video and audio content through the web, IPTV and mobile services.</li> <li><a href="http://www.viocorp.com">www.viocorp.com</a></li> </ul>	<ul style="list-style-type: none"> <li>The value of the BTI investment in Viocorp has increased due to the continued accrual of interest on convertible loans from BTI</li> </ul>	18.7	27.6%
 SMI   STANDARD MEDIA INDEX	<ul style="list-style-type: none"> <li>An independent source of advertising data aggregation, analysis and sales.</li> <li><a href="http://www.standardmediaindex.com">www.standardmediaindex.com</a></li> </ul>	<ul style="list-style-type: none"> <li>No change in valuation</li> </ul>	5.5	8.1%
 iPRO SOLUTIONS	<ul style="list-style-type: none"> <li>Specialised provider of cloud based contracting vendor management software helping large corporate enterprises or government manage their vendor database.</li> <li><a href="http://www.iprolive.com">www.iprolive.com</a></li> </ul>	<ul style="list-style-type: none"> <li>The value of the BTI investment in iPRO has increased due to the continued accrual of interest on convertible loans from BTI</li> </ul>	5.8	8.6%
Cash at bank			13.3	19.6%
Other			-0.5	-0.8%
<b>TOTAL</b>			<b>67.8</b>	<b>100.0%</b>

Notes: Figures in this report are unaudited and exclude tax. The current value for each investment in the table above is consistent with the BTI investment valuation policy, which may be found in the BTI prospectus lodged with ASIC on 3<sup>rd</sup> October 2014 and available on the ASX website.

**Important Notice:** Bailador Investment Management Pty Ltd A.C.N. 143 060 511 ('Manager') has prepared the information in this announcement. This announcement has been prepared for the purposes of providing general information only and does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any securities in BTI nor does it constitute financial product or investment advice nor take into account your investment, objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this announcement in making an investment decision but must make its own assessment of BTI and conduct its own investigations and analysis. Past performance is not a reliable indicator or future performance.

## **OVERVIEW OF THE INVESTMENT IN STRAKER TRANSLATIONS LIMITED ("STRAKER")**

### ***Business***

Straker is a provider of 24/7 cloud-enabled translation services performed using a combination of its proprietary technology platform and a pool of certified crowd-sourced translators. The company offers translation services in over 80 source languages into more than 100 target languages.

The company provides translation services to customers ranging from SMBs (small-medium-businesses) through to large enterprises. It has more than 10,000 customers in over 20 countries, and generates more than 80% of its revenue outside of Australia and New Zealand. The business has a very strong repeat customer base.

Straker's technology platform has been iteratively developed over 5 years based on actual customer usage with a translation software memory database based on accurate and previously humanly translated text pairs. Straker's technology centralises, simplifies and accelerates the translation process, resulting in cost efficiency.

The business operates in the estimated US\$37B global translation industry, which is forecast to reach more than US\$47B in 3 years. Growth in this industry is underpinned by increased content published online, increasing international expansion of businesses of all origins, and the growing middle class in emerging markets.

Straker is headquartered in Auckland, New Zealand, with 50 global FTEs, sales offices in the US & Canada, Australia, Singapore, the UK, Ireland and Germany, and major production centers in Spain (Barcelona) and Auckland. Straker is the market leader in New Zealand and Australia, and ranks among the Top 100 language service providers globally (out of a total 27,000 vendors worldwide).

The company is operating at a profit, prior to the investment by Bailador. The investment by Bailador will allow Straker to invest in sales resources in core growing markets and drive further product development. Straker is expected to continue to grow rapidly in its very large addressable international markets, leveraging its technology and business model advantages.

Key metrics include:

- Revenue for the year ended 31 March 2015: NZ\$8.0 million
- FY15 Revenue Growth Rate: 45%

**OVERVIEW OF THE INVESTMENT IN STRAKER TRANSLATIONS LIMITED  
("STRAKER") (cont.)**

***Bailador Investment Structure & Valuation***

Investment Amount: NZ\$4.0m (\$AUD3.6m)  
Equity Acquired: 15.0%  
Nature of Instruments Acquired: Convertible Preference Shares

Paul Wilson will represent Bailador on the board of directors, which also includes Founder and CEO, Grant Straker, and Phil Norman, who is the founding Chairman of Xero Limited.

The investment by Bailador has a liquidity preference on all securities. The business has no debt. The convertible preference shares may be converted to ordinary equity at any time at the discretion of Bailador.

Research on trading and transaction multiples observed for companies considered broadly comparable to Straker implies a revenue multiple within the range of 2.0x to 5.0x historical revenue. The value implied for the investment by Bailador is consistent with this range.

For further information, visit [www.strakertranslations.com](http://www.strakertranslations.com).

**FURTHER INFORMATION**

Website: [www.bailador.com.au](http://www.bailador.com.au)  
Investor enquiries: [investorservices@bailador.com.au](mailto:investorservices@bailador.com.au)  
Phone: +61 2 9223 2344