

13 February 2020

Media Release

Bailador Technology Investments Limited Half Year 2020 Results

ASX-listed technology expansion capital fund, Bailador Technology Investments Limited ("Bailador", ASX:BTI), is pleased to release its audited financial results for the six months ending 31 December 2019 ("HY20").

Key financial highlights:

- Net profit attributable to shareholders totalled \$118k
- Gain on financial assets totalled \$2.4m
- Pre-tax NTA per share up 13.7% over prior year net of all fees to \$1.31
- Cash realisation of a \$9.9m minority position in SiteMinder represented 21.2x initial cost at an IRR of 50.5%
- Cash realisation of a \$2.0m minority position in Straker represented 2.1x initial cost at an IRR of 25.0%
- First special dividend of 2.5 cents per share fully franked represents a 2.3% yield on BTI shares as at 12 February 2020
- A newly established dividend reinvestment plan (DRP) will be available for those shareholders who wish to take advantage of it

Key portfolio highlights:

- SiteMinder valuation increased 27% after raising over \$100m at a valuation of \$1.1bn
- Instaclustr valuation increased 30% following another strong 12-month period of growth
- SiteMinder and Straker cash realisations demonstrate the ability of the fund to monetise gains
- 72% of Bailador's portfolio is now valued as a result of third party transactions
- Valuations remain conservative, with upside opportunity from medium term drivers

The growth in value of the Bailador portfolio was driven by continued strong portfolio metrics as highlighted below:



¹Revenue for the year ended 31 December 2019 for the underlying companies in the BTI portfolio

²Based on revenue for the year ended 31 December 2019 and weighted based on carrying value in the portfolio

Paul Wilson, Bailador Co-Founder and Managing Partner, said: "The first half of FY20 has marked some significant achievements for the Bailador portfolio including SiteMinder raising funds from leading global investors at a valuation over \$1 billion. The partial cash realisations of SiteMinder and Straker demonstrate the ability to monetise gains."

Below is a summary of the revaluation events that occurred during HY20:

SiteMinder:	<u>up 27% to \$92.4m</u> in December 2019 following a \$100m+ capital raise which saw a number of large internationally recognised funds including Blackrock Investments, AustralianSuper, Ellerston and Pental Group become shareholders. The equity round saw SiteMinder valued at \$1.1bn. In January 2020 Bailador successfully realised a \$10m minority portion of its holding at the \$1.1bn valuation, which represented a 21.2x multiple on initial cost at an IRR of 50.5%.
Instaclustr:	<u>up 30% to \$19.0m</u> in August 2019 following another strong year of growth. The revaluation represented a 4.2x multiple on initial cost at an IRR of 68.8%.
Straker Translations: [ASX:STG]	<u>down 11% to \$9.5m</u> following share price fluctuations during the period, gaining early in the first half and eventually closing at \$1.49. Bailador's \$2.0m cash realisation in July 2019 was executed at a share price of \$1.95, which represented a 2.1x multiple on initial cost at an IRR of 25.0%.
Stackla:	<u>down 100% to \$nil</u> (from \$12.6m) in September 2019 following Stackla's temporary suspension from the Facebook/Instagram platform, Bailador reduced the valuation of its holding to nil to be conservative given the uncertainty of the situation at the time. Stackla was reinstated to the Facebook/Instagram platform, and has performed solidly since that time. Notwithstanding Bailador's conservative approach in continuing to hold its investment in Stackla at nil, we believe that there is reasonable prospect of a positive outcome for investors.
Viostream:	<u>down 100% to \$nil</u> (from \$7.8m) in September 2019 following lower than expected revenue growth. However, the business continues to trade solidly with a high-quality group of around 40 government and corporate clients.

Pre-tax NTA per share growth over the 12 months to 31 December 2019 remained solid at 13.7% after all fees. 72% of Bailador's portfolio is currently validated by third party transactions. Furthermore all of the 20 third party transactions in Bailador portfolio companies have been at or above the carrying value ascribed by Bailador at the time.

First fully franked special dividend and DRP

As a result of the recent cash realisations, Bailador has announced its first special dividend of 2.5 cents per ordinary share fully franked, which translates to a 2.3% dividend yield on the closing price of BTI ordinary shares on 12 February 2020.

The DRP announced to the ASX on 13 February 2020 will operate in respect of the special dividend. The DRP price has been set by Bailador's board of directors at \$1.0552 per ordinary share, which represents a 2.5% discount to the volume weighted average price over the five trading days up to and including 12 February 2020. Key dates for the special dividend and DRP are as follows:

Ex-dividend date:	Wednesday, 4 March 2020
Record date:	Thursday, 5 March 2020
DRP election date:	Friday, 6 March 2020
Payment date:	Thursday, 26 March 2020

-Ends-

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Important Notice

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