

About Bailador

Bailador Technology Investments is a growth capital fund focused on the information technology sector, actively managed by an experienced team with demonstrated sector expertise.

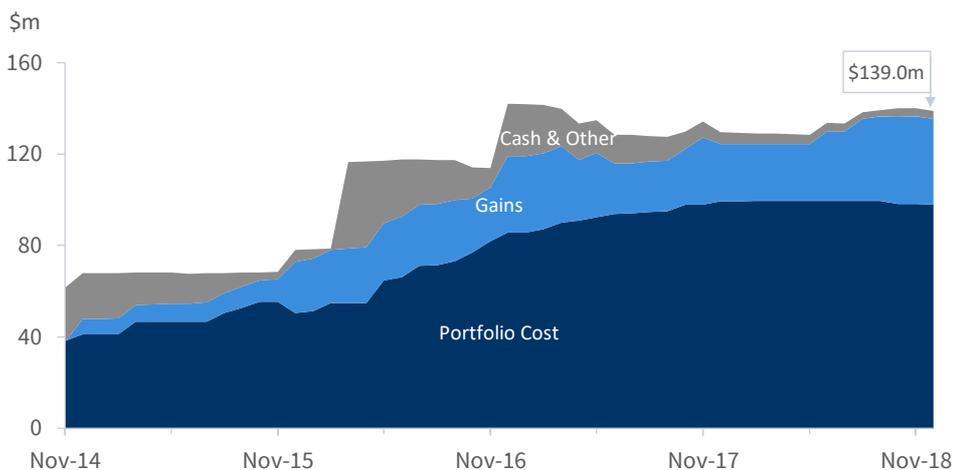
Bailador provides exposure to a portfolio of information technology companies with global addressable markets. We invest in private technology companies at the expansion stage.

Bailador Technology Investments [ASX:BTI] Shareholder Update

Net Tangible Asset Snapshot

	Current month
NTA per share pre-tax	\$1.16
NTA per share post-tax	\$1.10

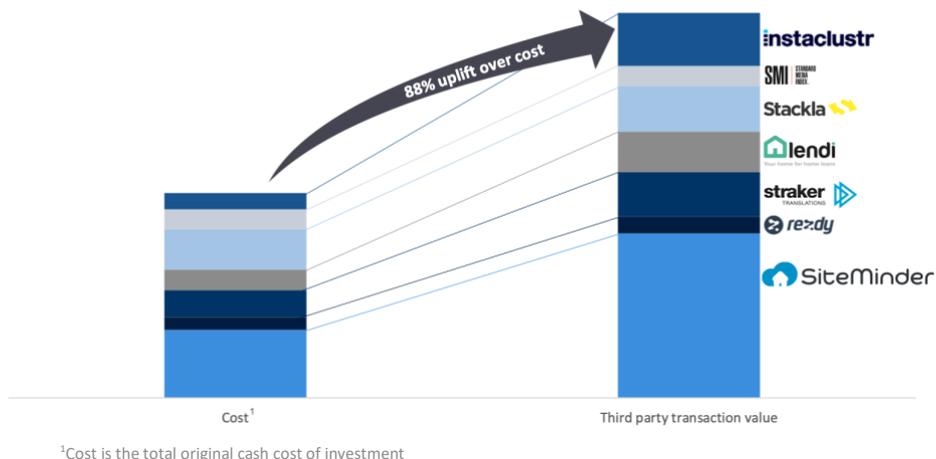
Net Tangible Asset Breakdown Since Inception



Founders' Commentary

There have now been 16 third party transactions across seven BTI portfolio companies. All of these transactions have been at a valuation at or above BTI's prior carrying value.

This is strong empirical evidence that Bailador conservatively values its portfolio, validated by third party transactions.



These third party transactions (material investment by a third party or sale of shares) represent a 88% uplift above cost in those portfolio companies.

No third party transactions in our portfolio companies have been below the BTI carrying value, although we have on two occasions voluntarily taken a write

Connect to Bailador

[@bailadorvc](#)

[Bailador Technology Investments](#)

[medium.com/bailador](#)

[www.bailador.com.au](#)

investorservices@bailador.com.au

+61 2 9223 2344

[Subscribe to get Bailador updates](#)

down in the value of investments, emphasising our approach to hold investments only at valuations we are confident of achieving or beating on realisation.

We have been quietly achieving results in the portfolio companies, as validated by these third party transactions. We thought it useful to call out the fact that all 16 of the third party transactions have been at or above carrying value, as we are not sure that the market has been fully aware of this statistic.

The closing share price for the year of \$0.76 reflects a 35% discount to the pre-tax NTA of \$1.16 per share at 31 December 2018. This discount seems inconsistent with the transaction evidence.

As the market becomes more aware of the third party transactions validating the portfolio valuations, it is reasonable to expect the discount to narrow and the share price to increase to reflect actual performance.

David Kirk & Paul Wilson
Bailador Co-Founders

Investment Focus

Bailador typically invests \$3-5m in businesses within the technology sector that are seeking growth stage investment.

Companies we invest in typically share the following characteristics:

- Run by the Founders
- Two to six years in operation
- Proven business model with attractive unit economics
- International revenue generation
- Huge market opportunity
- Ability to generate repeat revenue
- Require capital to grasp this opportunity

Important verticals we seek to invest in within the technology sector include: SaaS and other subscription-based internet businesses, online marketplaces, software, eCommerce, high value data, online education, telecommunication applications and services.

Highlights



Lendi

In November, BTI revalued its stake in Lendi up by 18% to \$11.2m as a result of the company's \$40m capital raising and share buyback. In December, BTI realised cash proceeds of \$0.4m by selling a small portion of its investment in Lendi. This cash realisation was part of the company's previously announced share buyback. As a result of the cash realisation Lendi's carrying value is \$10.7m (note differences due to rounding) and the BTI cash balance increased \$0.4m.



Straker Translations

The Straker Translations (ASX:STG) share price closed at \$1.35 at the end of December. This was an 8% decline compared to November. The carrying value of BTI's investment in Straker is valued at \$10m as at December.



Instaclustr

Instaclustr announced the launch of [three Open Source projects](#) purpose-built to expand developers' capabilities using Apache Cassandra and address user pain points.



SiteMinder

SiteMinder continues to pursue its end-to-end platform strategy, providing a range of solutions for hotel operators worldwide. Most recently, SiteMinder [partnered with OpenKey](#) via its SiteMinder Exchange Platform. OpenKey delivers automated mobile-based key access to improve hotel guest experience.

Important Notice

Bailador Investment Management Pty Ltd ACN 143 060 511 ('Manager') has prepared the information in this announcement. This announcement has been prepared for the purposes of providing 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. Any 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 of future performance.

BTI Portfolio Net Tangible Asset Summary

	Valuation (\$'m)	Gain (%)		NTA per share (\$)	Third Party Event Valuation	Next Valuation Review ¹
SiteMinder	55.9	305%	▲	0.47		June 2019
Instaclustr	14.6	225%	▲	0.12	✓	August 2019
Stackla	12.6	13%	▲	0.10	✓	June 2019
Lendi	10.7	112%	▲	0.09	✓	November 2019
Straker Translations	10.0	59%	▲	0.08	✓	Mark to market each month end
DocsCorp	9.2	83%	▲	0.08		June 2019
SMI	7.4	0%	▶	0.06		March 2019
Viostream	7.4	-72%	▼	0.06		June 2019
Rezdy	4.5	25%	▲	0.04	✓	February 2019
Brosa	3.0	0%	▶	0.02	✓	October 2019
Cash	3.5			0.03		
Other	0.2			0.0		
Net Asset Value / Net Asset Value Per Share (Pre Tax)	139.0			1.16		

Denotes change to valuation in current month

Denotes valuation review in next six months

¹ Next valuation review date refers to the period 12 months since the last valuation movement. Valuation events can also occur in a shorter time frame where there is a third-party investment

Please Note

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 3rd October 2014 and available on the ASX website.

Portfolio Company Details



Name:	SiteMinder	Instaclustr	Stackla	Lendi	Straker Translations
Type:	SaaS/B2B	DBaaS/B2B	SaaS/B2B/UGC	Fintech	Marketplace/Machine Learning
About:	World leader in hotel channel management and distribution solutions for online accommodation bookings	Open source data platform for cloud-based solutions that require immense scale	Leading tech platform for brands to leverage User Generated Content (UGC) in their marketing strategy	Australia's #1 home loan provider disrupting the multi-billion-dollar mortgage industry	Digital translation services provider and one of the world's fastest growing translation companies
HQ:	Sydney	Canberra	San Francisco	Sydney	Auckland
Staff:	550-600	50-100	50-100	350-400	100-150



Name:	DocsCorp	SMI	Viostream	Rezdy	Brosa
Type:	SaaS/Document Productivity	SaaS/Big Data	SaaS/Video	SaaS	Online Retail/B2C
About:	Global leader in the rapidly growing Document Productivity segment	Big data aggregation and analysis platform with exclusive access to ad expenditure data	Cloud-based end-to-end platform for the creation, management and distribution of video	Leading, innovative and fast growing online channel manager and booking software platform for tours & activities	Tech-led, vertically integrated furniture brand and online retailer
HQ:	Sydney	New York	Sydney	Sydney	Melbourne
Staff:	100-150	1-50	1-50	50-100	1-50