

Bailador Technology Investments [ASX:BTI] Shareholder Update

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.

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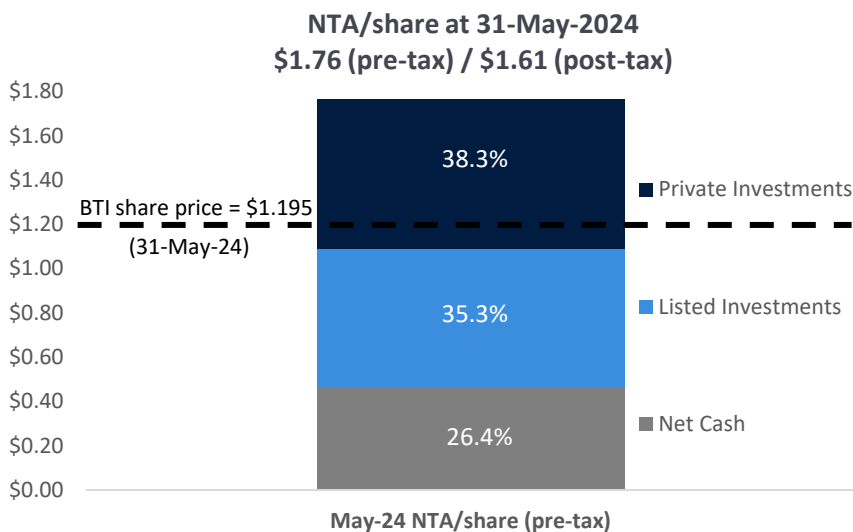
Notes:

¹Portfolio return post-tax calculated as the compound annual growth in NTA per share (post-tax) plus dividends paid.

²Shareholder return calculated as the compound annual growth in BTI share price plus dividends paid.

This report was authorised for release to the ASX by Helen Foley, Company Secretary & Chief Financial Officer, on 12 May 2024.

Net Tangible Asset Snapshot



Fund Performance

Annual returns to 31-May-24	1-Year	2-Years	3-Years
Portfolio Return post-tax (%pa) ¹	12.0%	2.6%	10.0%
Shareholder Return (%pa) ²	16.2%	-0.4%	0.8%
Performance vs Benchmark			
S&P ASX All Tech Index [ASX:XTX]	29.6%	20.5%	4.6%
Shareholder Return vs Benchmark	-13.4%	-20.9%	-3.8%

Notes: Refer left margin.

Founders' Commentary

Rapidly Emerging Digital Healthcare is Benefitting All Stakeholders

Digital healthcare was thrust into the spotlight during covid lockdowns. That experience was a revelation to many people that certain elements of healthcare could be delivered effectively, and in fact more efficiently, by utilising digital technology. A number of businesses are developing which allow patients to more efficiently address some routine health matters, while maintaining in-person General Practitioner ("GP") consultations as central to the healthcare ecosystem. This is benefitting patients, doctors, and the health care system itself.

Benefitting Patients

Ultimately the North Star. Patients have wholeheartedly embraced digital healthcare, because it works for them. Many patients are finding significant benefit in the convenience and efficiency of telehealth, including:

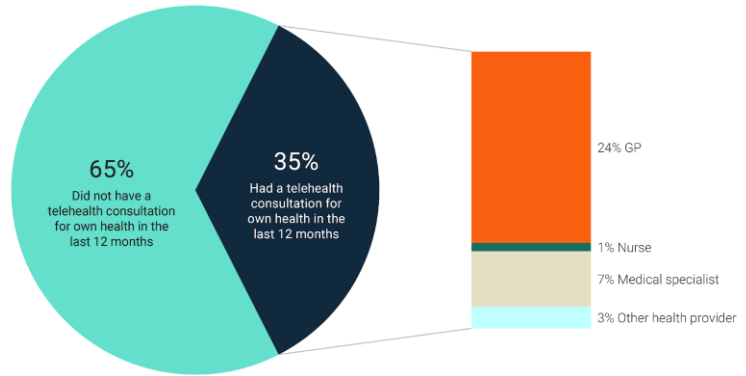
- Shorter wait times to get an appointment;
- Eliminating travel time to and from a clinic;
- Less time in clinic waiting rooms;
- Less exposure to other sick patients; and
- More connected access to referrals and follow-ups

For many people living in regional communities, or requiring after hours care, it is not just a question of convenience, but critical access to medical attention.

People are continuing to access care in ways that suit them.

Around one-third of people had a telehealth consultation in 2021–22, with over 80% of these consultations occurring with a GP (Figure 7).⁷ This reflects the widescale adoption of telehealth across Australia in 2021 and its permanent integration into the health system during and post-pandemic.

Proportion of telehealth consultations provided by GPs



Source: The Royal Australian College of General Practitioners. General Practice: Health of the Nation, November 2023.

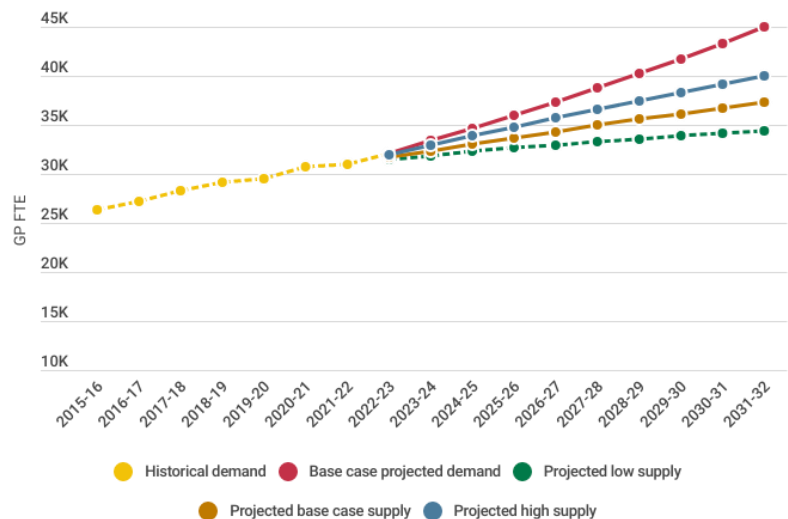
Benefitting Doctors

Telehealth consultations are typically conducted by registered GPs, just utilising video or phone, instead of an in-person consultation. This allows doctors flexibility in the hours that they work, and the location that they work from. Overwhelmingly doctors who consult by telehealth also consult in person at clinics. By re-allocating some of their time to telehealth consults, doctors benefit from greater flexibility with their schedule, improving the efficiency of their care, or to earn some additional income.

Benefitting the Health System

The issue: A major issue facing the Australian healthcare system is a shortage of GPs. Demand for medical services has been growing at a rate faster than the availability of GPs, and this is projected to get worse, putting strain on the medical system.

The shortage of GPs in Australia is projected to widen.



Source: The Australian Medical Association. The General Practitioner Workforce: Why Neglect Must End, November 2022.

*“While demand for GP services has increased, the supply of services has not kept pace. **This research report estimates that there will be an undersupply of around 10,600 GP FTEs by 2031–32, if GP training places continue to remain unfilled, and the rate of retirement and attrition from the profession escalates, which is not an unlikely scenario (Figure 2).**”*

Source: The Australian Medical Association. The General Practitioner Workforce: Why Neglect Must End, November 2022.

Telehealth is part of the solution

One way to address the shortage of GPs is to train and recruit more GPs. This is a lengthy process, and cannot keep up with the rate of demand and the backlog of growing health issues being experienced by the general public. In the meantime, another more immediate part of the solution is to help GP consultations to be more efficient.

There are a number of matters which might not always require a full standard 15-minute face-to-face consult, such as basic script renewal, medical certificates, or referrals to specialists, imaging, or for blood tests. Oftentimes, these 15 minutes can include superfluous administrative time and history taking that can be captured through an optimised technological platform and shared in advance with practitioners.

Telehealth consultations by registered practitioners can be an appropriate method to allow these types of consults to be performed more efficiently, thus facilitating more consultations overall, and helping to address the GP shortage. This can allow additional time for in-person GP clinics to focus on more complex consultations. Telehealth also means that there are less people carrying viruses such as influenza onto public transport on their way to see a GP in person.

Not the whole solution

Telehealth is not intended to be utilised for every type of medical situation. In-person consultations with GPs will remain the gold standard at the centre of the health system.

There is room for a number of participants

A number of participants in digital health have emerged, often with differing focus and specialisations. Some facilitate GP access, some service aged care or regional areas, some offer access to specialists that patients would otherwise not have been able to physically get to. It is healthy to have multiple participants addressing the needs of patients who are rapidly adopting digital healthcare as one part of their overall healthcare.

Bailador \$20m Investment in Updoc

Bailador recently announced a \$20m investment in Updoc, a digital healthcare platform that connects consumers who need medical services with registered health practitioners via a telehealth platform.

This is Bailador’s fourth investment in the digital healthcare sector. We enjoyed a successful investment with InstantScripts, as that business scaled rapidly and was sold to Wesfarmers, generating a 61% IRR for BTI. We continue our successful involvement with Access Telehealth and Mosh, as those businesses also scale rapidly, driven by very strong patient demand.

We have been extremely impressed by the efficient business that the Updoc founders, Cliffe Hodgkinson and Dylan Coyne, have built so far. Updoc have certainly found a strong product market fit, as indicated by the business achieving the #1 spot in the Rising Star Category of the Deloitte Australia 2023 Tech Fast 50 awards. Bailador co-founder, Paul Wilson, will join the board of Updoc, aiming to leverage our sector expertise to assist the Updoc team on their journey.

David Kirk & Paul Wilson
Bailador Co-Founders

Highlights

Investment Focus

Bailador typically invests \$5 - 20 million 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

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

Movement in NTA

BTI's NTA per share (pre-tax) at close of May 2024 was \$1.76 (April 2024 \$1.81). Key movements in NTA are noted below.

Movement in NTA per share (pre-tax) May 2024

Decrease in SiteMinder (ASX:SDR) share price to \$5.19 (April 2024 \$5.71)	-5.9c per share
Operating expenses and interest	0.9c per share

Operating expenses include provision for performance pay not yet payable. Positive movement in operating expenses and interest is due to the reduction in performance fee accrual in line with reduction in NTA for the month.

SiteMinder [ASX:SDR]

Jason Lugo, SiteMinder's Vice President for Americas, [spoke to Hotel Management Magazine](#) about how mobile technology is on the rise in hospitality with staff using devices for tasks such as housekeeping, revenue management and direct bookings.

Michael Tuton, SiteMinder's Director of Security, spoke at the Google Cloud Summit to share how the company works to safeguard big data.

Leah Rankin, SiteMinder's Chief Product Officer, [wrote for AccomNews](#) about how technology can help small hotels to find savings in tough economic times.

RC TopCo

RC TopCo

It has been 12 months since Bailador last valued RC TopCo. As detailed in Bailador's March 2024 NTA Statement, we are pleased with the significant progress made and feel confident the business is set for continued strong growth in all markets. We have maintained a conservative approach to our valuation in the absence of a third-party transaction and held flat at \$25.8m.

updoc Updoc

Per [BTI's announcement to the ASX on 28 May 2024](#), Bailador invested \$20.0m in new portfolio company, Updoc, a digital healthcare platform that connects consumers who need medical services with registered health practitioners via a telehealth offering. Since its inception in 2021, Updoc has served over 200,000 consumers and is a leading player in the rapidly growing telehealth sector.

Updoc appointed Dr Jamie Phillips to its team as its new Medical Officer. Dr Phillips is a former Surgeon Commander and Royal Navy Commando in the UK Armed Forces, and Lieutenant Colonel in the Australian Army. He was Chief Medical Officer on the tv programme Special Forces: The World's Toughest Test, and works regularly as a Senior Medical Officer in emergency medicine.

The news of Bailador's investment in Updoc was covered by publications including [StartupDaily](#), [SmartCompany](#) and [Business News Australia](#).

rosterfy Rosterfy

In May, Rosterfy [celebrated the milestone of 100 million volunteer hours](#) powered by the Rosterfy platform.

Rosterfy [welcomed the World Organisation of the Scout Movement \(WOSM\) to its platform](#) this month. Active in nearly every country

and engaging more than 57 million people and volunteers worldwide, WOSM is the largest international organisation for Scouting and recognises over 170 National Scout Organisations as its members.

straker  **Straker**

Straker announced a new [partnership with Foxit Software](#), a leading provider of innovative PDF products and services. The collaboration will provide on-demand, accurate translation capabilities to Foxit's eSignature services, enabling users to seamlessly translate and sign documents in multiple languages.

Straker released its FY24 full year results achieving revenue of NZD\$50m, Adjusted EBITDA of NZD\$4.5m (up 221%) and NZD\$2.3m of free cash flow. A link to the FY24 results presentation is [here](#).

Straker announced the appointment of its new Chair, Linda Jenkinson, effective 1 July 2024. Ms Jenkinson has founded multiple companies over the last 20 years and is a pioneer as a founder and CEO. A link to the full announcement is [here](#).

The Australian published an [article on how Straker delivered a strong set of results for FY24](#), achieving record profitability and cash flow.

BAILADOR  **Bailador**

Bailador's [latest article with Stockhead](#) looks at how portfolio company Rosterfy was revalued up 27% in April 2024 to reflect the company's strong operating performance over the preceding 12 months.

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 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 or future performance.

BTI Portfolio Net Tangible Asset Summary

	Valuation (\$'m)	Gain (%)		NTA per share (\$)	Third Party Event Valuation	Next Valuation Review ¹
SiteMinder	86.7	520%	▲	0.59	✓	Mark to market each month end
RC TopCo	25.8	91%	▲	0.18	✓	May 2025
Access Telehealth	24.0	22%	▲	0.16		December 2024
Updoc	20.0	0%	▶	0.14	✓	May 2025
Rosterfy	12.4	27%	▲	0.08		April 2025
Nosto	9.2	(18%)	▼	0.06		February 2025
Mosh	7.5	0%	▶	0.05	✓	December 2024
Straker	4.6	(39%)	▼	0.03	✓	Mark to market each month end
Cash	76.7			0.52		
Other ²	(8.4)			(0.05)		
Net Asset Value / Net Asset Value Per Share (Pre Tax)	258.5			1.76		

Denotes change to valuation in current month

Denotes valuation review in next six months

¹ Next valuation review date refers to the date of the next formal valuation review. Valuation events can also occur in a shorter time frame where there is a third-party investment or a valuation change material to BTI.

² Includes provision for performance fee not yet payable.

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	RC TopCo	Access Telehealth	Updoc
Type:	SaaS/B2B	SaaS	Digital Healthcare/B2C	Digital Healthcare/Marketplace/B2C
About:	World leader in hotel channel management and distribution solutions for online accommodation bookings	Leading, innovative and fast-growing online channel manager and booking software platform for tours & activities	Specialist telehealth platform connecting Australian communities to high-quality healthcare	Digital healthcare platform connecting consumers who need medical services with registered health practitioners via a telehealth offering
HQ:	Sydney	Vancouver	Melbourne	Sydney
Staff:	750-1000	250-500	100-250	1-50



Name:	Rosterfy	Nosto	Mosh	Straker
Type:	SaaS/B2B	SaaS/B2B	Digital Healthcare/B2C	Marketplace/Machine Learning
About:	Volunteer management software platform that connects communities to events and causes they are passionate about	Leading AI-powered e-commerce personalisation platform	Digital healthcare brand making men's health and wellness easily accessible via subscription treatment plans	Digital language translation services provider and one of the world's fastest growing translation companies
HQ:	Melbourne	Helsinki	Sydney	Auckland
Staff:	1-50	100-250	1-50	100-250