

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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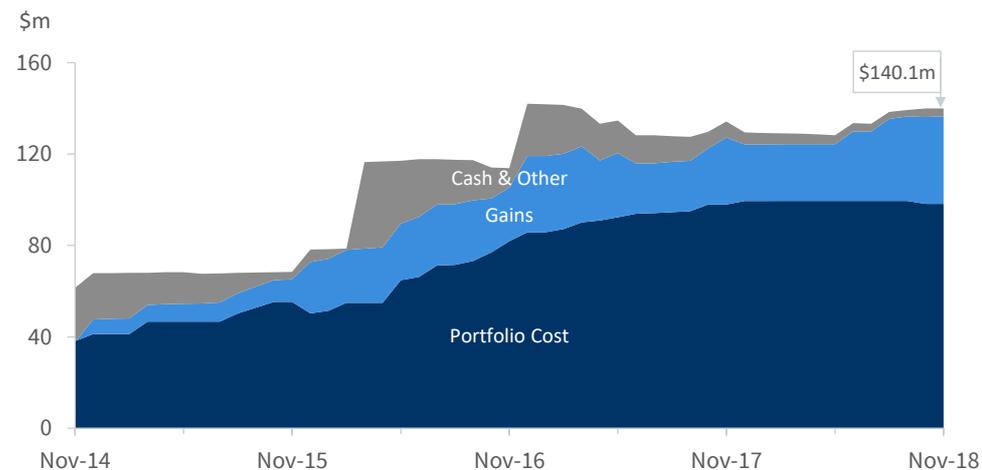
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Bailador Technology Investments [ASX:BTI] Shareholder Update

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

Lendi Valuation Uplift, Partial Cash Realisation & Recent Funding Round

The valuation of BTI's holding in Lendi has increased by 18% over October's carrying value as a result of the company's recent \$40m capital raise and share buyback. Further, BTI has agreed to realise cash for a small portion of its stake in Lendi during December, which will represent 2.2x BTI's original investment cost.

During November Lendi raised \$40m from a large financial institution and existing shareholders. Alongside the capital raising the company is conducting a share buyback. These third party transactions will result in an 18% uplift in BTI's valuation of Lendi. BTI will sell down a small portion of its stake in Lendi as part of the share buyback. The amount of the buyback is being finalised during December, so will result in a reduction in the Lendi holding value and an increase in BTI cash at 31st December.

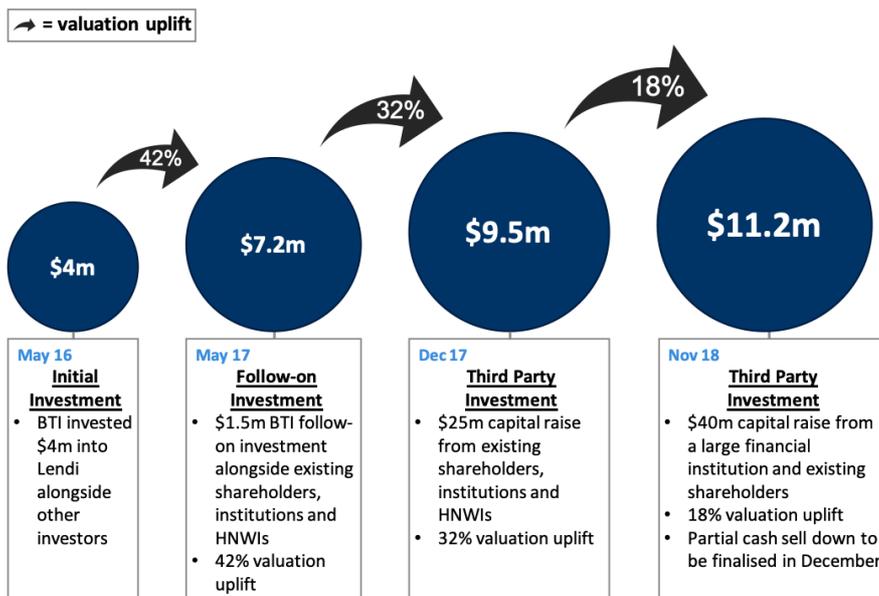
Lendi is a disruptive business that has utilised technology to deliver an end-to-end online mortgage platform that compares 37 lenders and fundamentally improves the process of obtaining a home loan. Lendi operates its own brand, Lendi, and also powers the Domain Loan Finder product which gives it access to Domain's 3m+ property audience.

Lendi has performed well over the last 12 months. This is a strong validation of Lendi's technology-centric operating model and superior proposition relative to the traditional home loan broker service.

The business has spent 2018 successfully scaling up its operations and growing the Domain Loan Finder joint venture. The business has now written over \$7.3bn in home loans and grown to a team of over 350 across offices in Sydney, Melbourne and Brisbane.

The business will utilise the newly raised funds to continue scaling up its operations, investing in customer acquisition and delivering its product roadmap.

BTI's carrying value of Lendi over time



Bailador's Investment Philosophy: Lendi

Our investment in Lendi gives a good insight into Bailador's investment philosophy. Outlined below are some of the hallmarks that attracted us to Lendi and what we look for in a potential portfolio company.

Strong Founder-led management team: The Lendi founding team are extremely well credentialed. The team started Lendi having had experience in building businesses and efficiently acquiring customers at scale at Living Social and the TSA Group. The original founding team of David Hyman, Mark Kalajzich, Sebastian Watkins and Martin Lam all remain intimately involved in the leadership of Lendi across key functional areas.

Revenue scale, product market fit and clear product roadmap: When Bailador made its original investment in 2016 the team had established a home loan lead generation business, ACF, and a white label home loan offering, Click Loans. These businesses were already generating more than \$5m in revenue and growing rapidly. As an investor we could see proven revenue scale, product/market fit and supported the founder's product roadmap for the Lendi platform.

Tech first platform with a superior customer experience: Lendi have developed a very simple, intuitive online platform that allows customers to easily compare 37 lenders, select and then apply for a home loan online. The company has taken a technology first approach in the development of its platform which has enabled it to deliver a market leading consumer proposition.

Large market opportunity with favourable competitive dynamics: The Australian home loan market is a huge market with over \$1.7 trillion in home loans outstanding as at September 2018. Despite Lendi's strong growth it still has less than 1% market share and ample room to grow. The home loan market has historically been slow to innovate resulting in poor consumer experiences and a clear market gap. This presented an opportunity for Lendi to launch its online platform and fill this market gap.

Highly scalable business with attractive unit economics: Lendi's founders have a strong background in efficient customer acquisition and they have leveraged this experience to develop a highly efficient customer acquisition model at Lendi. The efficient customer acquisition model, combined with the efficiency delivered by the Lendi tech platform, allows the business to generate increasingly compelling unit economics as it scales.

Since Bailador first invested in Lendi we've been impressed by the team's ability to execute and scale the business. This recent funding round will allow the business to continue its impressive growth and capitalise on the opportunities that are likely to emerge in the wake of the Banking Royal Commission.

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

The valuation of BTI's holding in Lendi will increase by 18% over October's carrying value as a result of the company's recent \$40m capital raise and share buyback. In December BTI will realise cash for a small portion of its stake in Lendi which will represent 2.2x BTI's original investment cost.

CEO David Hyman [appeared in the Australian Financial Review](#) discussing Lendi's customer-centric approach, commitment to compliance and how it is well positioned to capitalise on any mortgage broker reforms that may emerge from the Royal Banking Commission.



Straker Translations

The Straker Translations (ASX:STG) share price declined 11% to \$1.46 in the month to 30 November 2018.

Straker Translations announced an [exciting result for its first half year](#) as a public company as the business tracks toward its full-year prospectus forecast. For the six months to 30 September, Straker generated revenue of NZD\$12.0m, growth of 39% over the prior corresponding period.

The Straker platform now averages 1,000 words per hour when translating English to French.

Straker also made the number one spot in Tapscape's list of Top 10 Translation Companies You Should Know Of.



SiteMinder

SiteMinder CEO Sankar Narayan discussed the [untapped potential of the hotel technology industry](#) and the massive opportunity ahead for SiteMinder.



DocsCorp

Sales of DocsCorp's data loss protection software, cleanDocs, have [gone up 69%](#). Human error is reported to be the leading cause of data breaches according to data released by the Australian Government. DocsCorp's cleanDocs product enables users to secure emails before they have been sent to ensure that the right information is being sent to the right person.



Instaclustr

Instaclustr demonstrated the newest additions to its Instaclustr Managed Platform at the recent AWS re:Invent conference in Las Vegas. Instaclustr has achieved [300% revenue growth](#) over the

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	11.2	103%	▲	0.09	✓	November 2019
Straker Translations	10.8	72%	▲	0.09	✓	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	3.2			0.03		
Other	0.3			0.0		
Net Asset Value / Net Asset Value Per Share (Pre Tax)	140.1			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	Brosas
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