

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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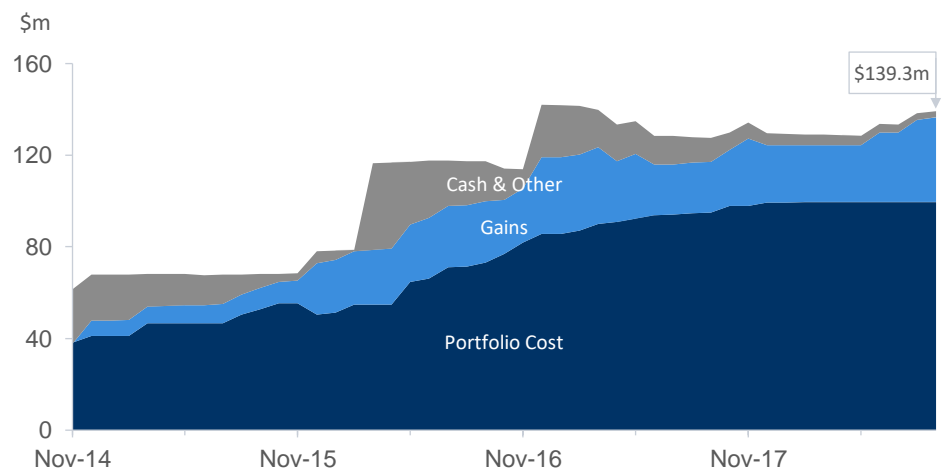
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Bailador Technology Investments [ASX:BTI] Shareholder Update

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

Straker Translations Valuation Uplift and Initial Public Offering

The valuation of BTI's holding in Straker Translations has increased by 11.4% (\$1.3m or 1c per share) over the prior month's carrying value. BTI has entered into an agreement to sell 10% of its position in Straker Translations, realising \$1.2m in gross proceeds.

This month marked an important milestone in the development of the Bailador portfolio strategy.

On Wednesday 26th September 2018, Bailador portfolio company, Straker Translations, lodged a prospectus with the Australian Securities and Investments Commission in relation to the initial public offering of fully paid ordinary shares. Straker is offering to issue approximately 12.2 million new shares at a price of AU\$1.51 with a further 1.9 million shares offered for sale by existing shareholders, for gross cash proceeds from the offer of \$21.2m. The offer is fully underwritten by the Lead Manager.

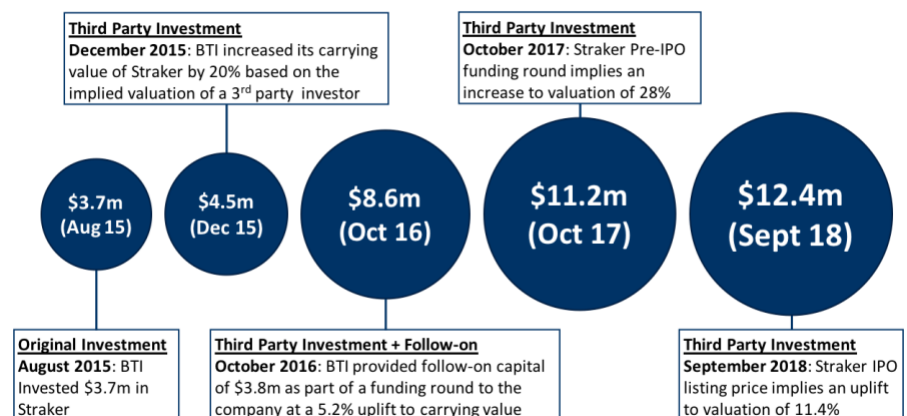
Straker provides a cloud-based 'hybrid' translation platform that uses a combination of both machine translation and human refinement to rapidly speed up language translation. The Company uses its proprietary 'RAY Translation Platform' which has been developed in house over eight years and is an enterprise-grade, end-to-end cloud-based platform that allows human translators to deliver faster and more accurate translations.

The Auckland-based company now has approximately 120 employees, with 8,400 customers globally and 88% of pro forma revenues sourced from outside Australia and New Zealand.

The funding provides Straker with capital to fund future growth including, but not limited to, acquisitions and other growth initiatives such as marketing and product development. Straker has a range of ongoing organic growth initiatives and has undertaken four acquisitions over the last two years. The Company believes there exists a significant potential market for future acquisitions following the Offer.

Bailador intends to sell approximately 10% of its holding in Straker at the IPO which would deliver gross proceeds of \$1.2m at the offer price. The proceeds are fully underwritten by the lead manager. Bailador will retain 90% of its holding. As per the details in the Prospectus, 20% of Bailador's existing holding will be escrowed until Straker's FY19 results announcement. The remaining 70% of Bailador's holding will be escrowed until Straker's FY20 half year results announcement.

BTI's carrying value of Straker over time



The realisation of 10% of Bailador's position in Straker Translations represents a multiple of 1.9x original cost. The cash proceeds and valuation of Bailador's continued holding represents a gain to date of \$4.9m.

Bailador's investment in Straker is an excellent example of how we provide access for Australian and New Zealand investors to high growth technology businesses at attractive valuations before they become publicly accessible.

Bailador made its first investment in Straker in August 2015 and provided follow-on capital in October 2016. The carrying value of Straker in the Bailador portfolio has been increased three times over the last three years to reflect the implied uplift in valuation from third party investment.

As part of the Straker IPO, Bailador shareholders are able to purchase shares in Straker through a Priority Offer. Please see more information regarding this offer [here](#). Following the listing of Straker on the ASX, Bailador will mark its carrying value to Straker's listed share price at the end of each month.

Listing on the ASX is an important milestone for Bailador's investment in Straker. We look forward to continuing our involvement with the Straker team as they pursue their international growth strategy.

David Kirk & Paul Wilson
Bailador Co-Founders

Please Note

Facts and figures relating to Straker Translations referred to in the Founders Commentary of this report are sourced from the Straker Prospectus. BTI's carrying value of Straker over time is on an actual currency basis.

Important Notice

Bailador Investment Management Pty Ltd CAN 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.

Highlights

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.



Straker Translations

On Wednesday 26th September 2018, Bailador portfolio company, Straker Translations, [lodged a prospectus](#) with the Australian Securities and Investments Commission in relation to the initial public offering of fully paid ordinary shares. The valuation of BTI's holding in Straker Translations has increased by 11.4% (\$1.3m or 1.1c per share) over the prior month's carrying value. BTI has entered into an agreement to sell 10% of its position in Straker Translations, realising \$1.2m in gross proceeds.



Rezdy

Rezdy has [partnered with Google](#) to allow customers searching for tours and activities to purchase directly within Google Search, Google Maps and the Google Assistant. Available products, dates and times will appear in real time using Rezdy's live availability functionality and customers can pay without going to the tour operator's direct website. A pilot of the new feature is due to begin in the next few months.



SiteMinder

SiteMinder has announced partnerships with two new companies.

[Reserve Direct](#) is an online travel agency featuring over 2,000 shows, attractions, theme parks, activities, tours and hotel packages. Reserve Direct operates in 20 destinations throughout the US and Canada and is used by 2.5 million travellers each year. Users of the SiteMinder platform will now be able to incorporate Reserve Direct into their online distribution strategies. A connection between their hotel management system and Reserve Direct account will allow management of dynamic online rates, inventory and reservations in real time.

SiteMinder has also [partnered with TOTVS](#), which is the 250th property management system (PMS) to connect to SiteMinder's guest acquisition platform. TOTVS is the largest enterprise technology company in Latin American and has 2,500 users of its PMS platform CMNet. Its hotel users can now enhance and automate the distribution of their rooms to the vast sales channels available through SiteMinder's platform.



Instaclustr

Following a successful [USD15 million capital raise](#), Instaclustr continues to kick goals winning the [Emerging Exporter category](#) in the ACT Chief Minister's Export Awards, the territory's most prestigious business awards. The programme acknowledges the innovation, hard work and success of businesses in reaching new global markets.



Bailador

- Bailador Partner and Co-Founder Paul Wilson wrote about [adding technology to your investment portfolio](#) for the Australian Investors Association's Investors Voice magazine

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
Straker Translations	12.4	65%	▲	0.10	✓	Mark to market from October 2018
Lendi	9.5	73%	▲	0.08	✓	December 2018
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 2018
Cash	2.9			0.03		
Other	-0.1			0.0		
Net Asset Value / Net Asset Value Per Share (Pre Tax)	139.3			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	Straker Translations	Lendi
Type:	SaaS/B2B	DBaaS/B2B	SaaS/B2B/UGC	Marketplace/Machine Learning	Fintech
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	Digital translation services provider and one of the world's fastest growing translation companies	Australia's #1 home loan provider disrupting the multi-billion-dollar mortgage industry
HQ:	Sydney	Canberra	San Francisco	Auckland	Sydney
Staff:	550-600	50-100	50-100	100-150	250-300



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