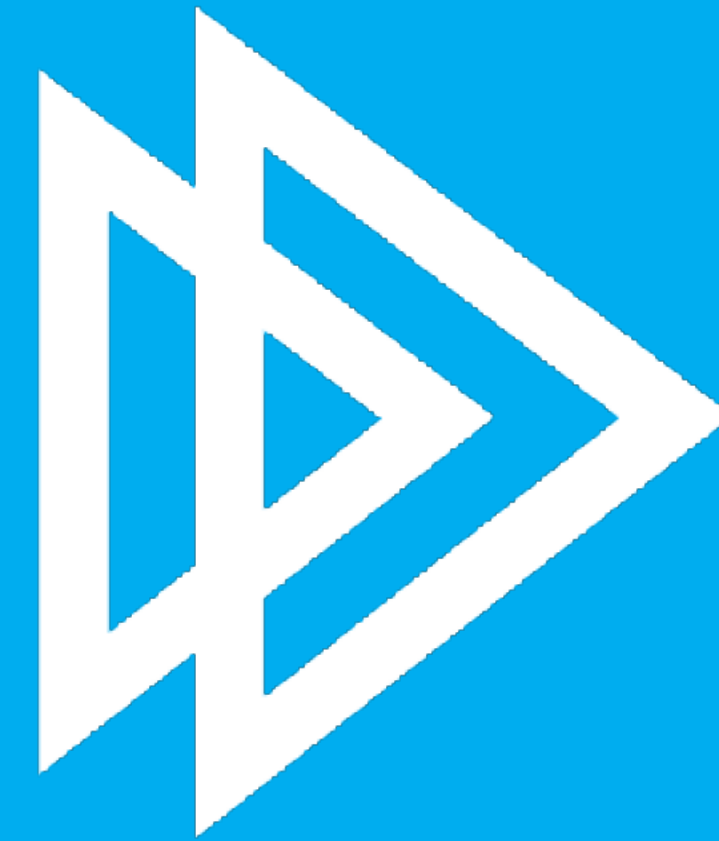


Straker STG:ASX

Bells Decoded Conference
8 Sept 2022



Positioning us well for our next growth phase

\$55.9m

Revenue up 78%

\$63.7m

Annualised run-rate at 31 March 2022

54.3%

Gross margin increase of 1%

\$0.186m

Adjusted EBITDA

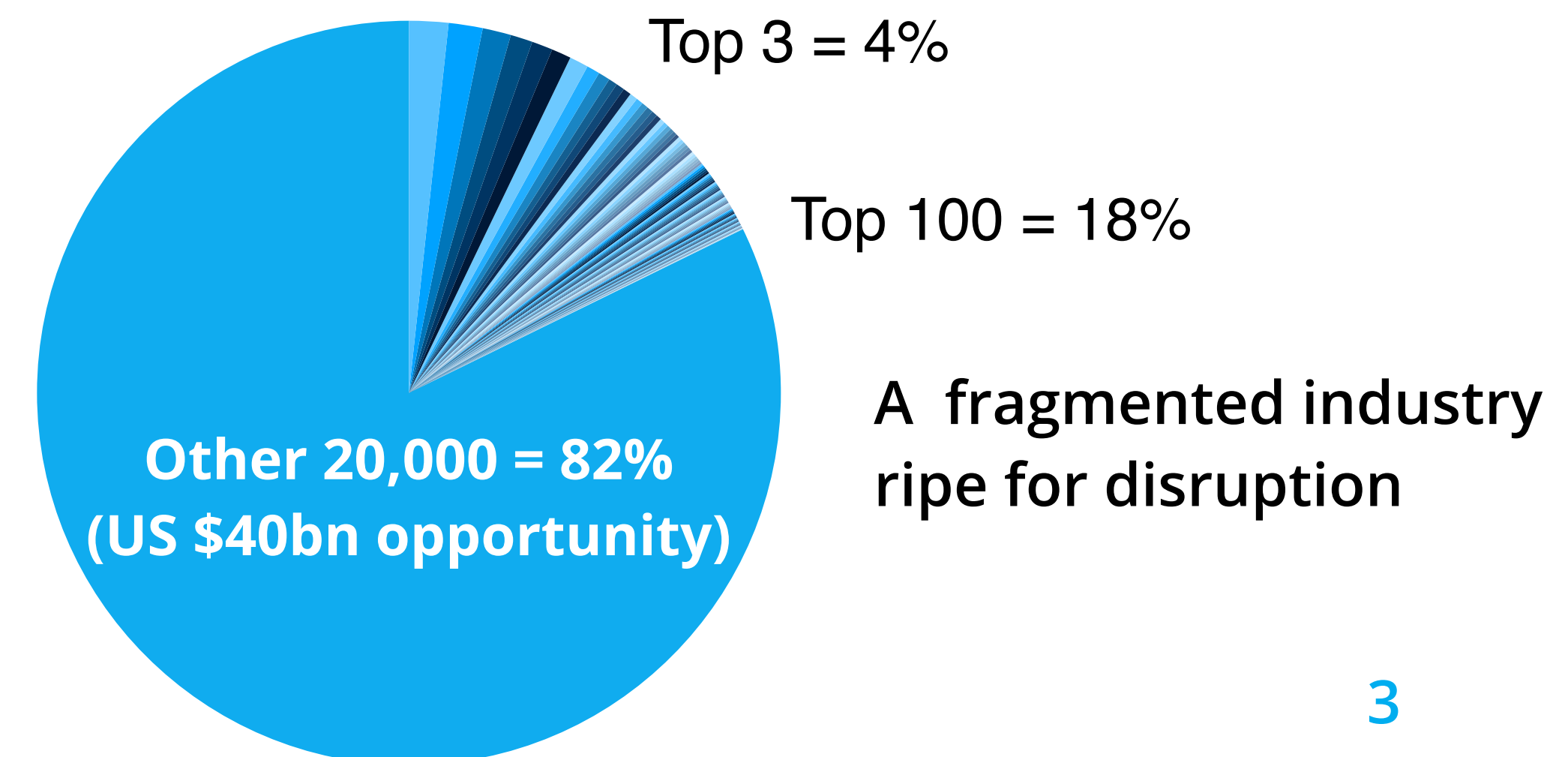
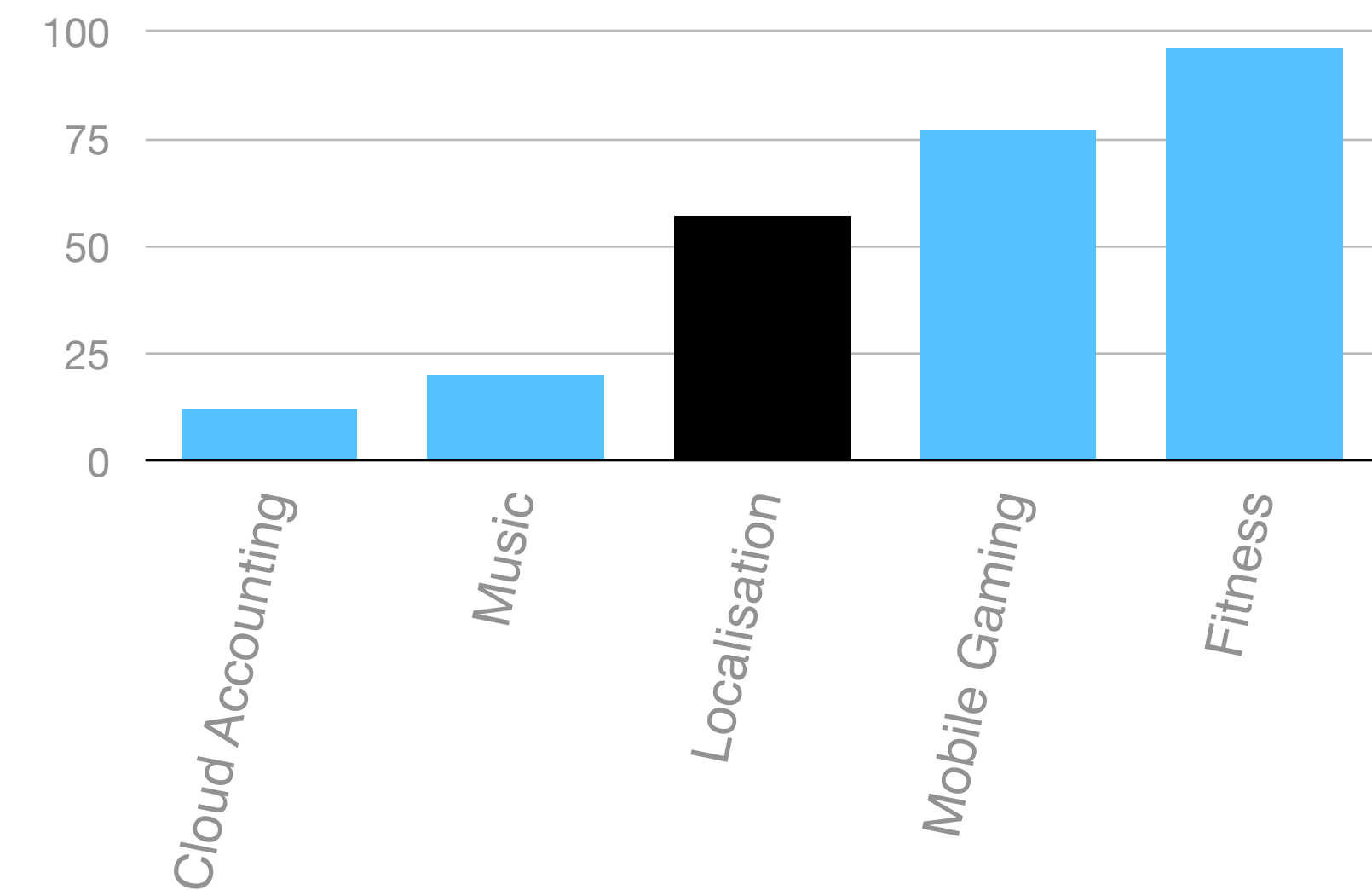
\$15.1m

Strong cash balance and no debt

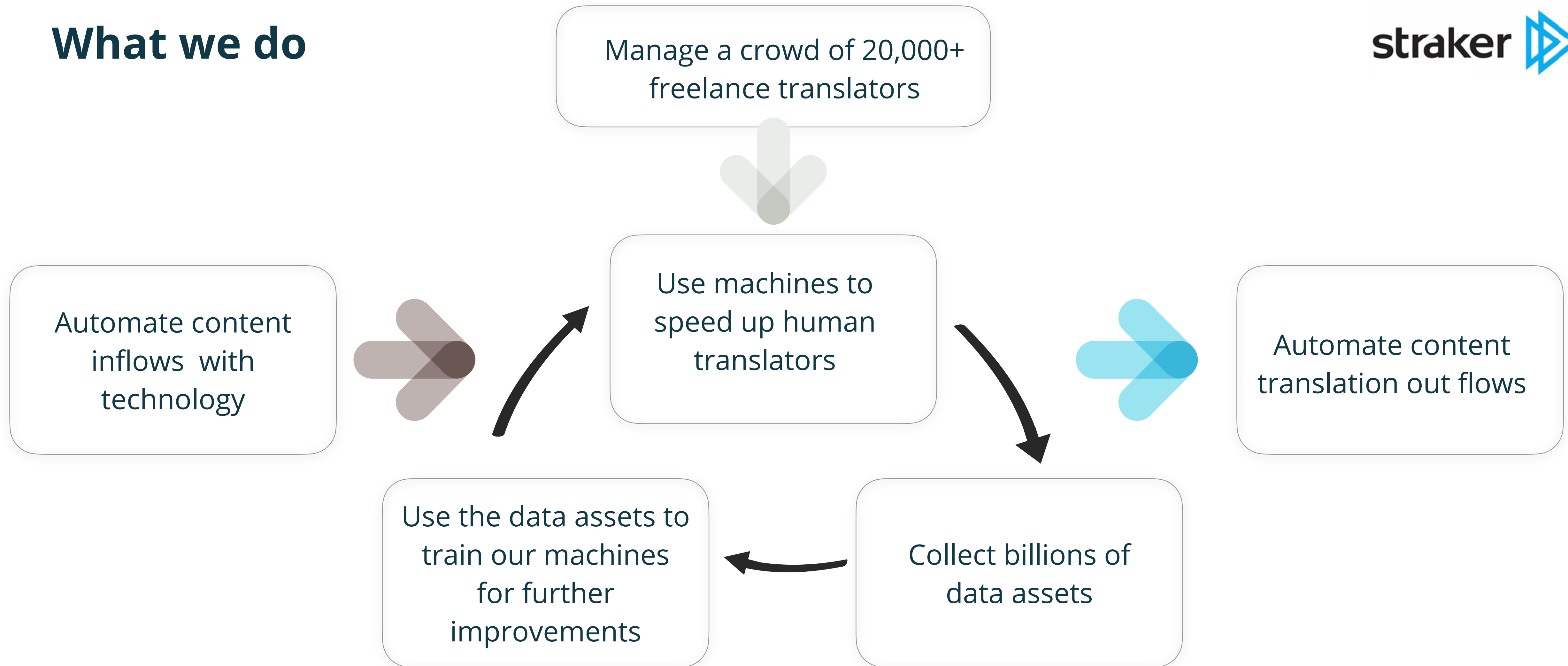
The Localisation Industry Opportunity

- Market remains ripe for **consolidation**
- **Strong organic growth** forecast through Enterprise sales
- **M&A** market active
- **SaaS** opportunity with existing translation customer base

Industry Size (US Billions)



What we do



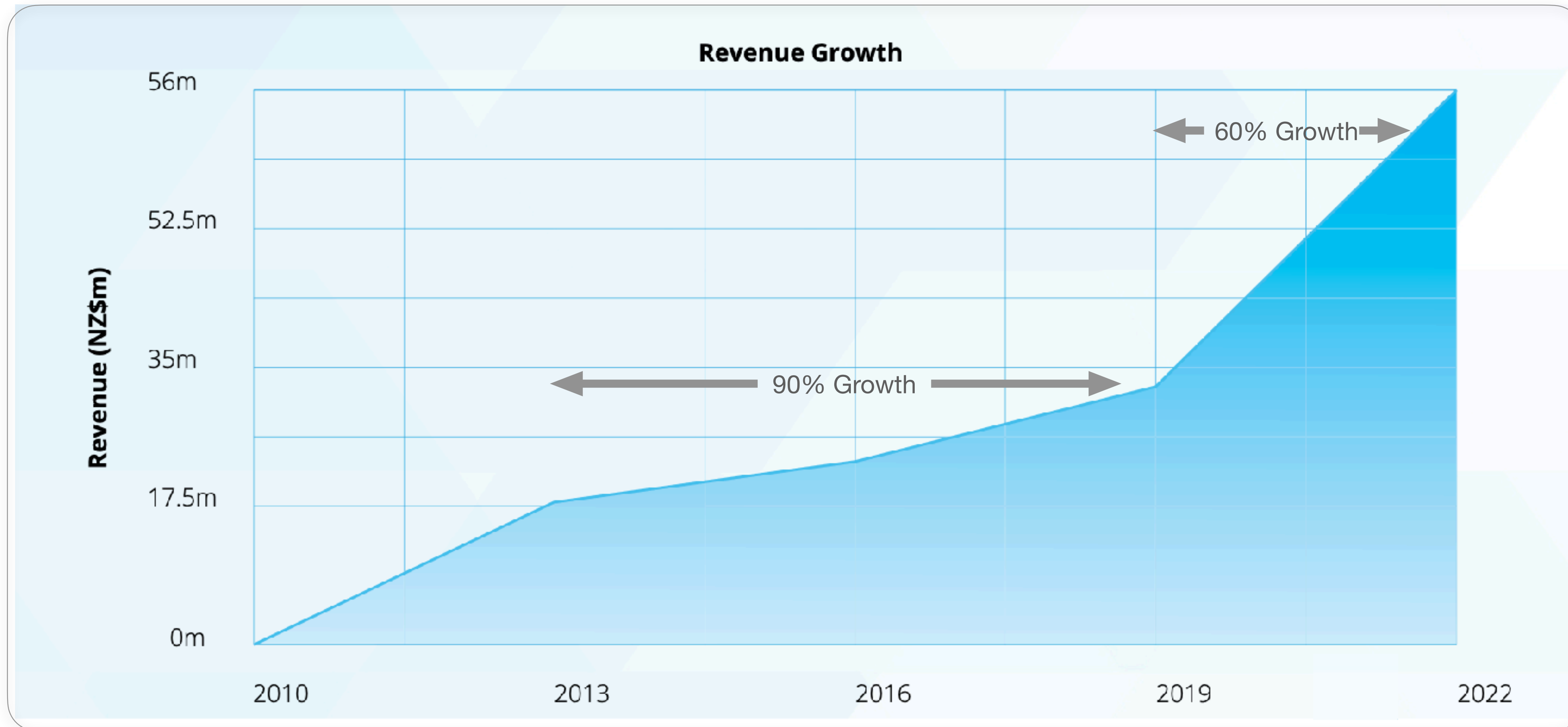
Our enterprise translation management platforms to manage the process

Strong customer and underlying revenue base

We have a strong base of global customers across a range of verticals. There is significant untapped customer wallet inside many of these customers that would gain from our technology solutions.

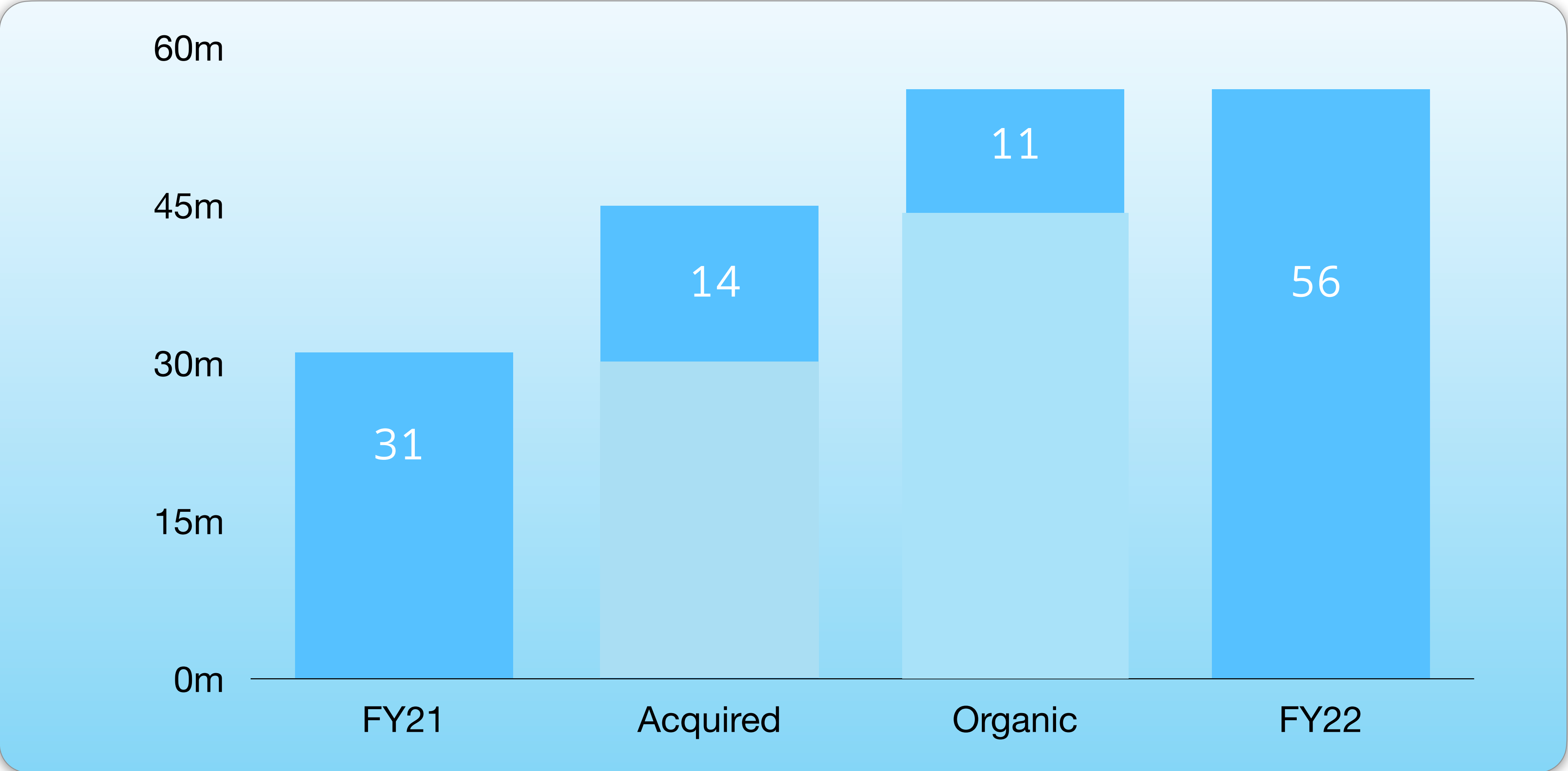
Engineering & Manufacturing	Other	Media	Technology	Services	Retail
SaaS 	SaaS 	SaaS 	SaaS 	SaaS 	SaaS

Revenue growth delivering ahead of expectations ASX?



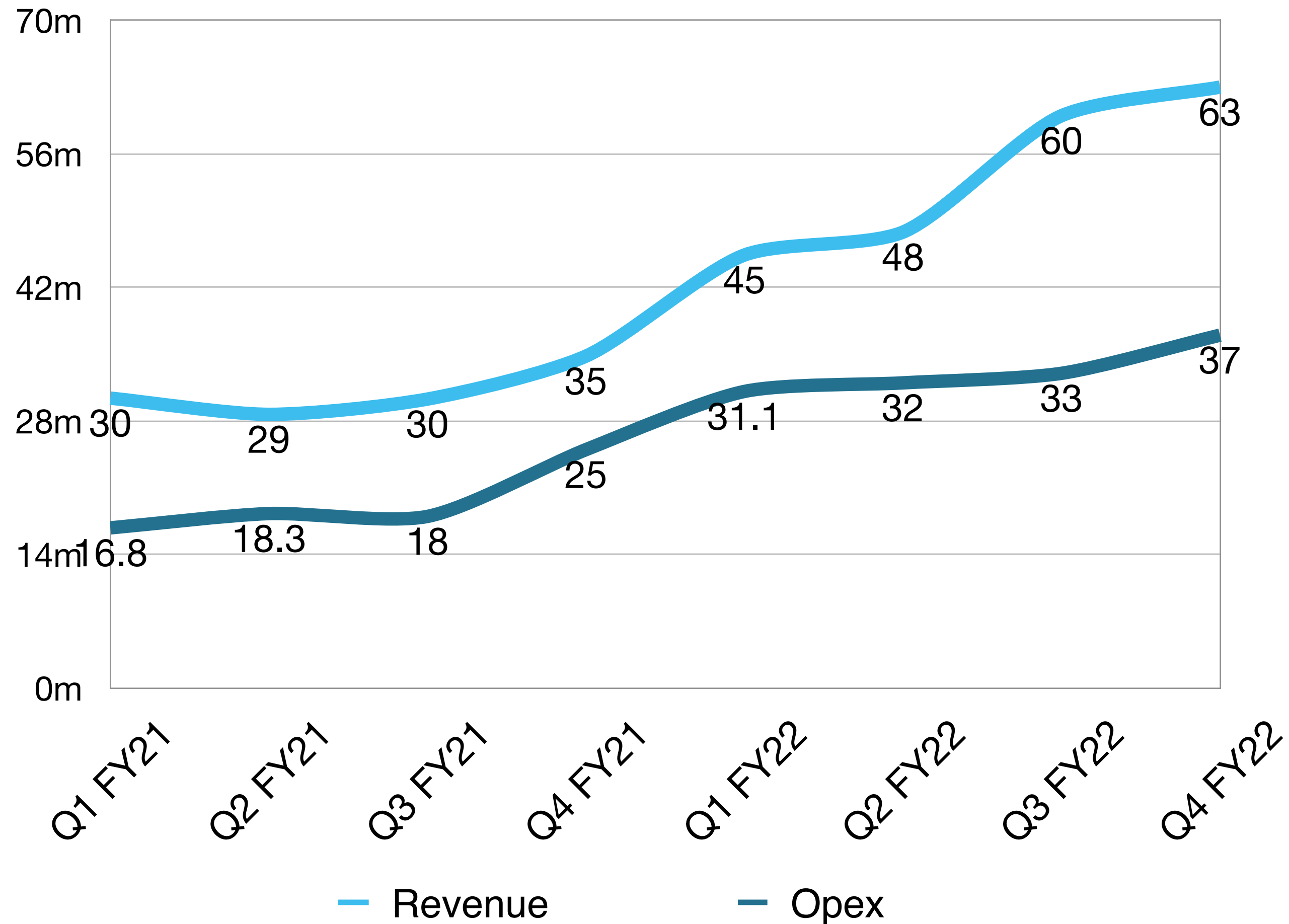
Revenue Growth mix of Acquired and Organic

Exiting Q4 run-rate of 63m driven by higher organic revenue



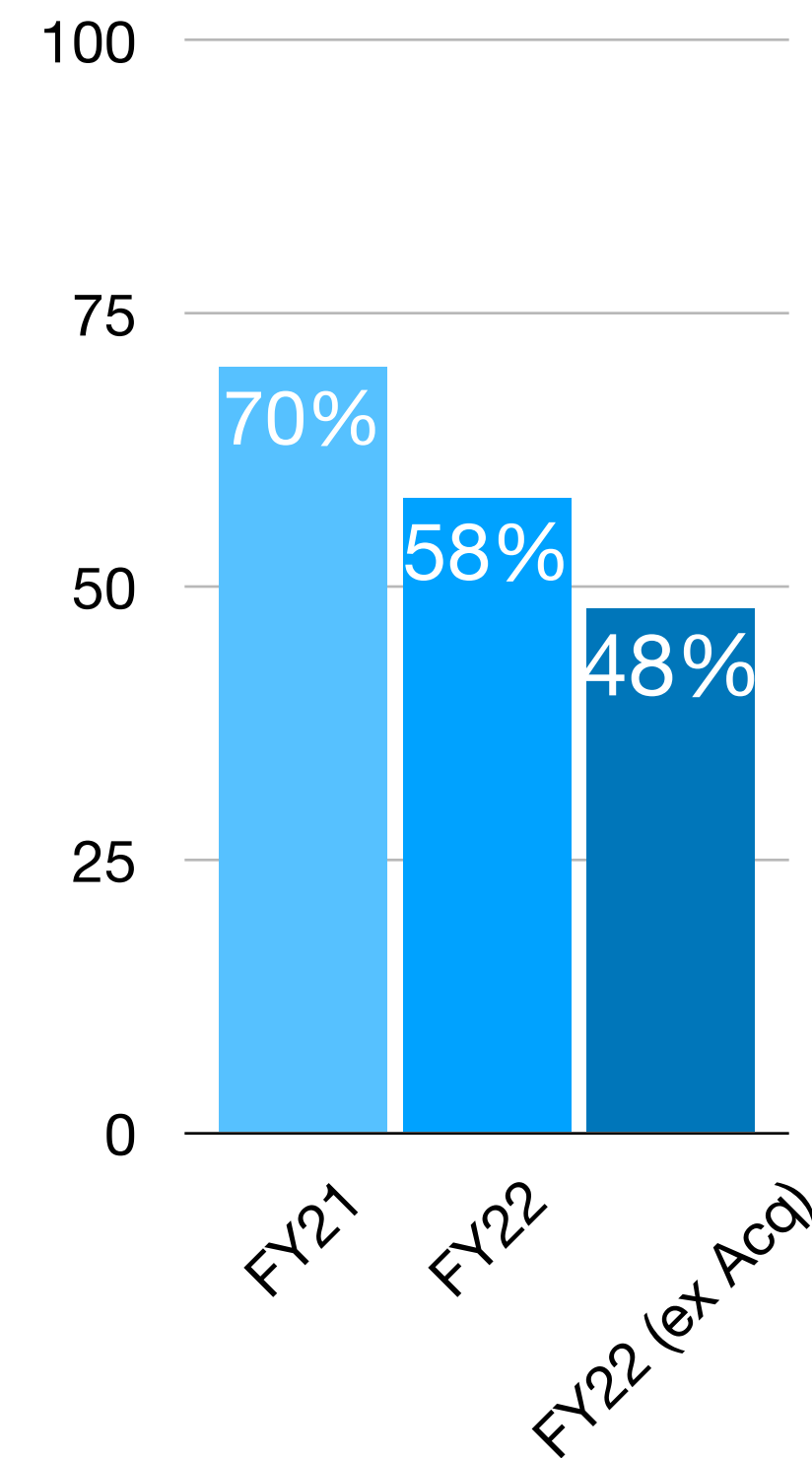
Operating leverage delivered from our technology

Quarterly Annualised Revenue & Opex Run-Rates



Opex as a percentage of revenue

- 70% Q4 FY21
- 58% Q4 FY22
- 48% Q4 FY22 (ex IDEST/LTK)



R&D Focused on revenue growth and higher margins

R&D Spend

\$9m

FY22

R&D Spend

16%

of revenue

R&D Team

56

people

Non Capitalised R&D

\$6.5m

FY22

R&D areas of focus

Translator Productivity

Production Productivity

Integration

Dev ops



SaaS

Connectors and automation

Phases of Growth and Innovation

Focus back on customer facing innovation for FY23

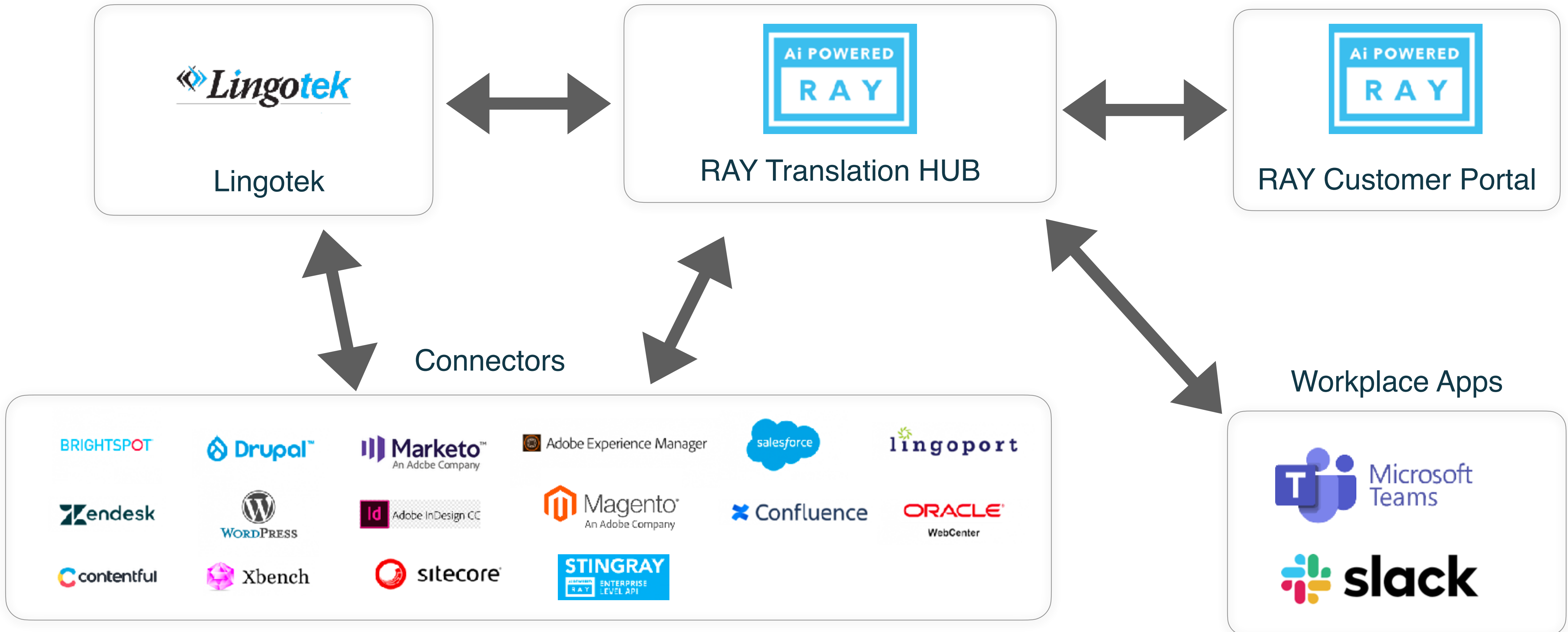


- **Internal**
Work on our internal platform and systems to bring improved margins, streamline systems and integration of acquired companies
- **External**
Work on customer facing apps, tools and features to drive new sales by bring added value directly to customers

Next gen innovation & product strategy

Covid has changed the workplace and accelerated the change to “Workplace Apps”

No one in an organisation wants “Another App”, they want to manage processes through existing apps



Huge opportunity in the “new workplace”

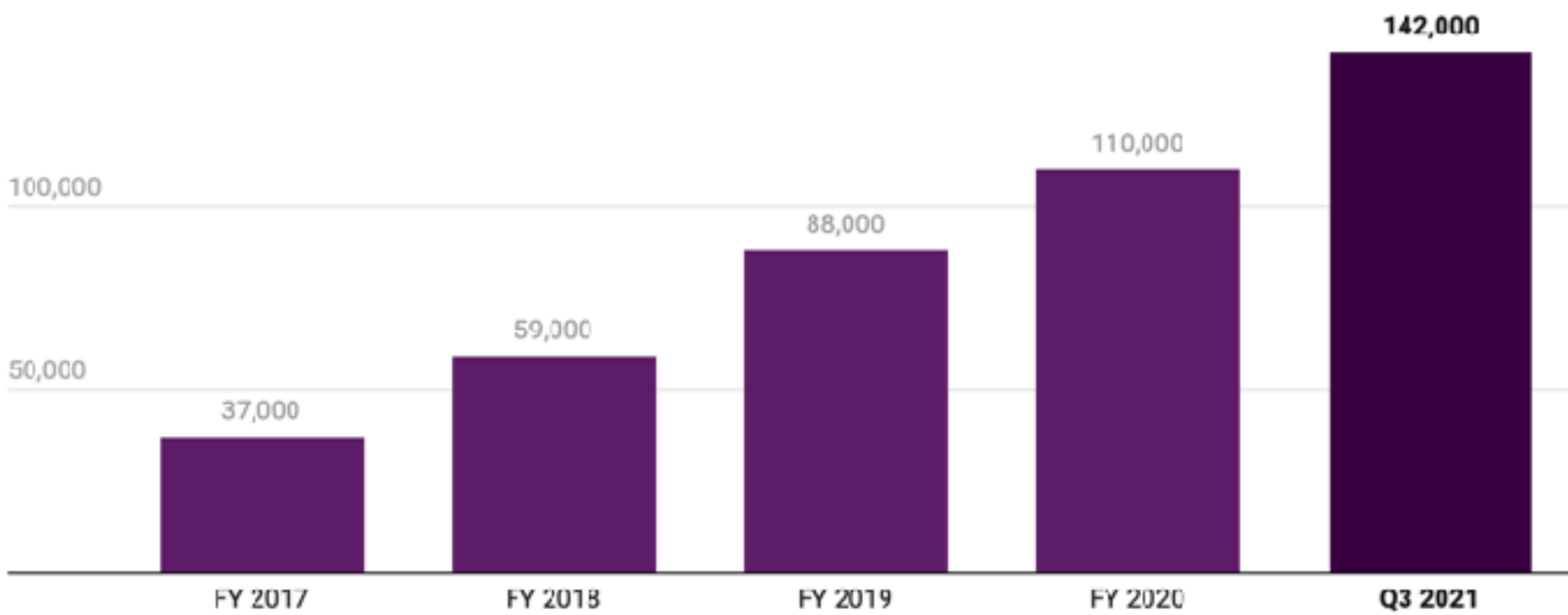
Covid lockdowns have accelerated workplace app usage and have significantly changed workplace behaviour



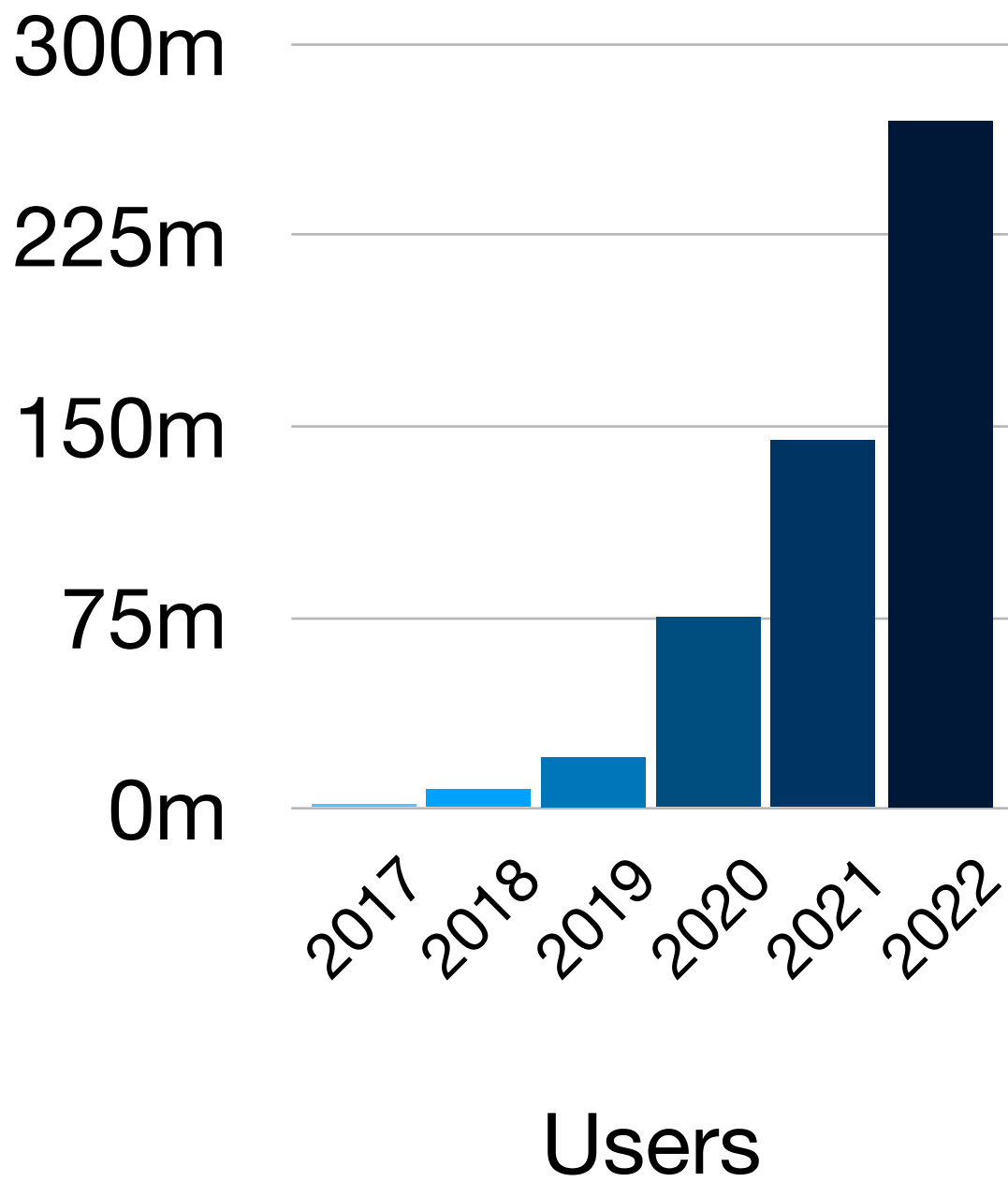
- 85,000 companies
- 10m+ users daily users
- 65 of the fortune 100 companies

Slack's Customer Growth Accelerates During the Pandemic

Paid customers of Slack at the end of the respective period

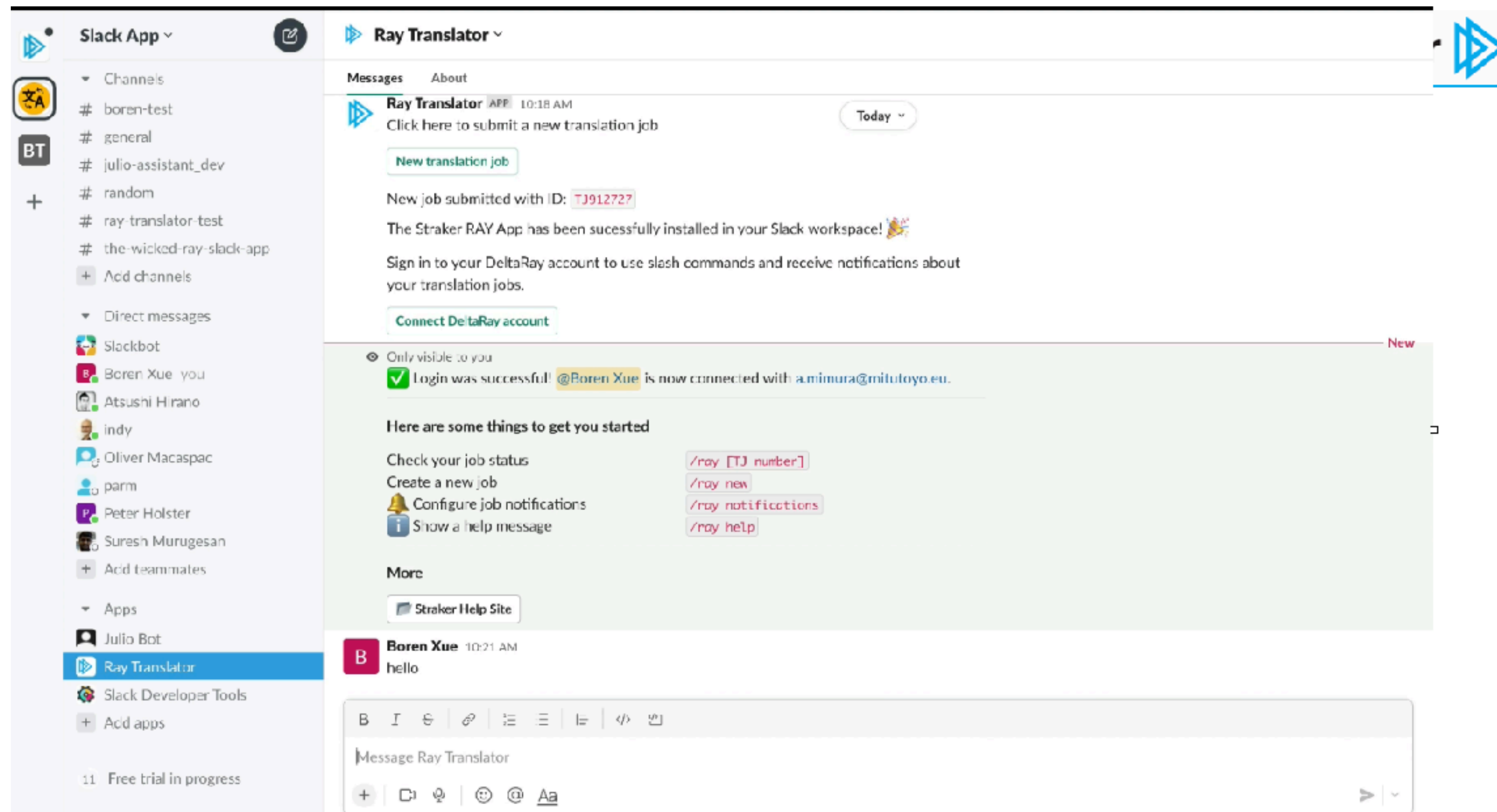


- 1m organisations using Teams
- 270m+ monthly users (100% growth in 12 months)



Huge opportunity in the “new workplace”

Covid lockdowns have accelerated workplace app usage and have significantly changed workplace behaviour



Building blocks for growth in a dynamic world of opportunity

- Forecasting revenue growth of 20% and positive Adjusted EBITDA for the year to 31 March 2023.
- Focus on sustainable profitability
- Focus on 75% of R&D on customer focused innovation
- Leverage enterprise relationships with IBM, Microsoft and others
- Debt free balance sheet with cash in the bank and \$10m annual spend on innovation for growth

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