



The **LIVE DATA** Company

Full Year Results 2017

David Richards

Chairman & Chief Executive Officer

Erik Miller

Chief Financial Officer



FINANCIAL HIGHLIGHTS

- Total bookings for the year up **45% to \$22.5m** (2016: \$15.5m)
 - Big Data bookings rose **121% to \$15.7m** (2016: \$7.1m)
- Revenue for the year up **73% to \$19.6m** (2016: \$11.4m)
- Cash overheads contained at **\$24.5m** (2016: \$23.4m) a reflection of our ongoing cost focus
- Adjusted EBITDA loss of **\$0.6m** (2016: \$7.5m loss)
- Cash at year-end of **\$27.4m** following successful placing, including \$4.0m from the new growth capital facility (31 Dec 2016: \$7.6m)
- Cash burn reduced to **\$5.3m** (2016: \$8.3m)



OPERATIONAL HIGHLIGHTS: A YEAR OF DELIVERY

PRIORITY IN FY 2017		RESULT
Demonstrate Fusion could be deployed at significant enterprise scale		Deployed with significant customers at scale & released WANDisco Fusion 2.11 with up to 75% throughput improvement.
Deepening our product integration with cloud		Integrated with AWS S3, Microsoft Azure and HD Insights
Expand partner ecosystem and attract further global corporations		New OEM partnership with Virtustream, a Dell Technologies company Two record contract awards with financial institutions via IBM OEM
Become a referenceable part of standard data platform architecture		WANDisco Fusion adopted Oracle's Maximum Availability Architecture
Further grow the Big Data customer base		13 new Big Data customers - gaining traction in new sectors
Continued focus on SCM sales		Healthy recurring revenues in-line with expectations
Maintaining efficient cost structure		Cash overheads contained while making targeted investments Ongoing cost focus, benefits from indirect sales strategy



The **LIVE DATA** Company

FINANCIAL RESULTS



FINANCIAL HIGHLIGHTS

		2017	2016
<i>Strong growth in bookings</i>	Commercial strategy delivering Big Data ramp	\$22.5m	\$15.5m
<i>Growth in revenue</i>	Recognized revenue	\$19.6m	\$11.4m
<i>Cost base contained</i>	Cash overheads	\$24.5m	\$23.4m
<i>EBITDA loss reduced significantly</i>	Adjusted EBITDA*	(\$0.6m)	(\$7.5m)
<i>Cash position strong</i>	Successful placing, debt draw \$4.0m	\$27.4m	\$7.6m

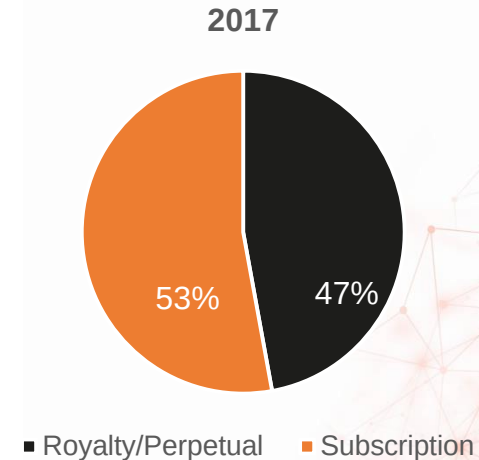
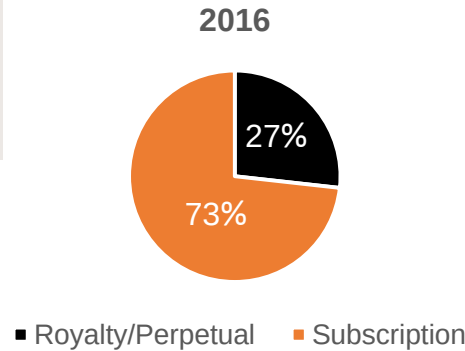
* Adjusted EBITDA loss excludes exceptional items, share-based payments, capitalised product development costs and acquisition-related items



BIG DATA BOOKINGS METRICS

- New sales bookings more than doubled from \$7.1 million in 2016 to \$15.7 million in 2017
- Average bookings value increased from \$286,000 in 2016 to >\$1 million in 2017

Number of new deals	Total bookings	Average selling price
13	\$15.7m	>\$1m

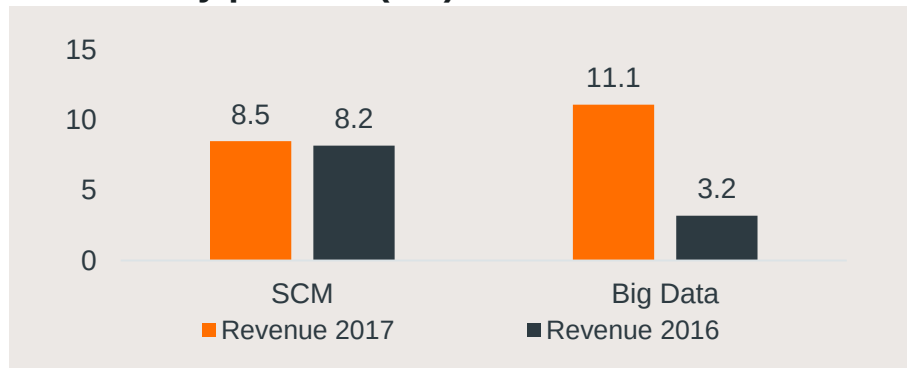




RECOGNIZED REVENUE

- Recognized revenue increase due to Big Data royalty flow from IBM and perpetual bookings
- Average deal size continues to increase, with several bookings valued above \$1m

Revenue by product (\$m)



Bookings to revenue (\$m)	2017	2016
Sales Bookings	22.5	15.5
New deferred revenue	(13.1)	(12.0)
New recognised revenue	9.4	3.5
Deferred revenue release from prior years	10.2	7.9
Revenue	19.6	11.4

Breakdown of revenue (\$m)	2017	2016
Deferred revenue release from prior years subscriptions	9.1	7.9
Perpetual licenses/royalties	8.3	1.0
Other recurring subscriptions	2.2	2.5
Revenue	19.6	11.4



PROFIT & LOSS

\$m	2017	2016	\$m change	
New sales bookings	22.5	15.5	7.0	Ramping Big Data significantly improved bookings
Revenue	19.6	11.4	8.2	New sales + deferrals
Cost of sales	(2.0)	(1.4)	(0.6)	Sales commissions
Gross profit	17.6	10.0	7.6	
"CASH OVERHEADS"	(24.5)	(23.4)	(1.1)	Headcount increased from 118 to 132 at 31 December 2017
Profit pre-SBP & Capitalisation	(6.9)	(13.4)	6.5	
Capitalised portion of R&D	6.3	5.9	0.4	Increased in line with Engineering staff
Adjusted EBITDA	(0.6)	(7.5)	6.9	EBITDA loss significantly reduced



Continued focus on efficient cost structure

- Strong cost discipline has resulted in an efficient cost structure
 - Reduced cash overheads from \$34.6m in 2015 to \$24.5m in 2017
- Indirect sales model with global cloud vendors offers significant operating leverage
- Targeted investments in engineering and go-to-market resources during 2018 to capitalise on market opportunity
- Cash overheads expected to increase at a lower rate than bookings



SUMMARY CASH FLOW

Cash flow statement (\$m)	2017	2016
Statutory loss	(13.5)	(9.3)
Adjustments for non-cash items	12.8	2.5
Working capital movements	1.4	3.9
Tax received/interest paid	1.0	0.5
Net cash used in operating activities	1.7	(2.4)
Capex/development costs capitalized	(7.0)	(5.9)
Equity proceeds	21.2	13.5
Net debt draw-down	3.9	-
Net increase in cash and cash equivalents	19.8	5.2
Cash and cash equivalents at the start of the year	7.6	2.6
Retranslation of opening cash and cash equivalents	-	(0.2)
Cash and cash equivalents at the end of the year	27.4	7.6



SUMMARY BALANCE SHEET

Balance sheet (\$m)	31 Dec 2017	31 Dec 2016
Non-current assets	8.5	6.5
– Trade and other receivables	6.0	6.1
– Cash and cash equivalents	27.4	7.6
Current assets	33.4	13.7
TOTAL ASSETS	41.9	20.2
– Trade and all other payables	(5.9)	(3.5)
– Current deferred income	(7.1)	(5.8)
– Current borrowings	(1.0)	(0.1)
Current liabilities	(14.0)	(9.4)
– Non-current deferred income	(7.1)	(6.7)
– Non-current borrowings	(3.3)	(0.3)
Non-current liabilities	(10.4)	(7.0)
TOTAL LIABILITIES	(24.4)	(16.4)
NET ASSETS	17.5	3.8

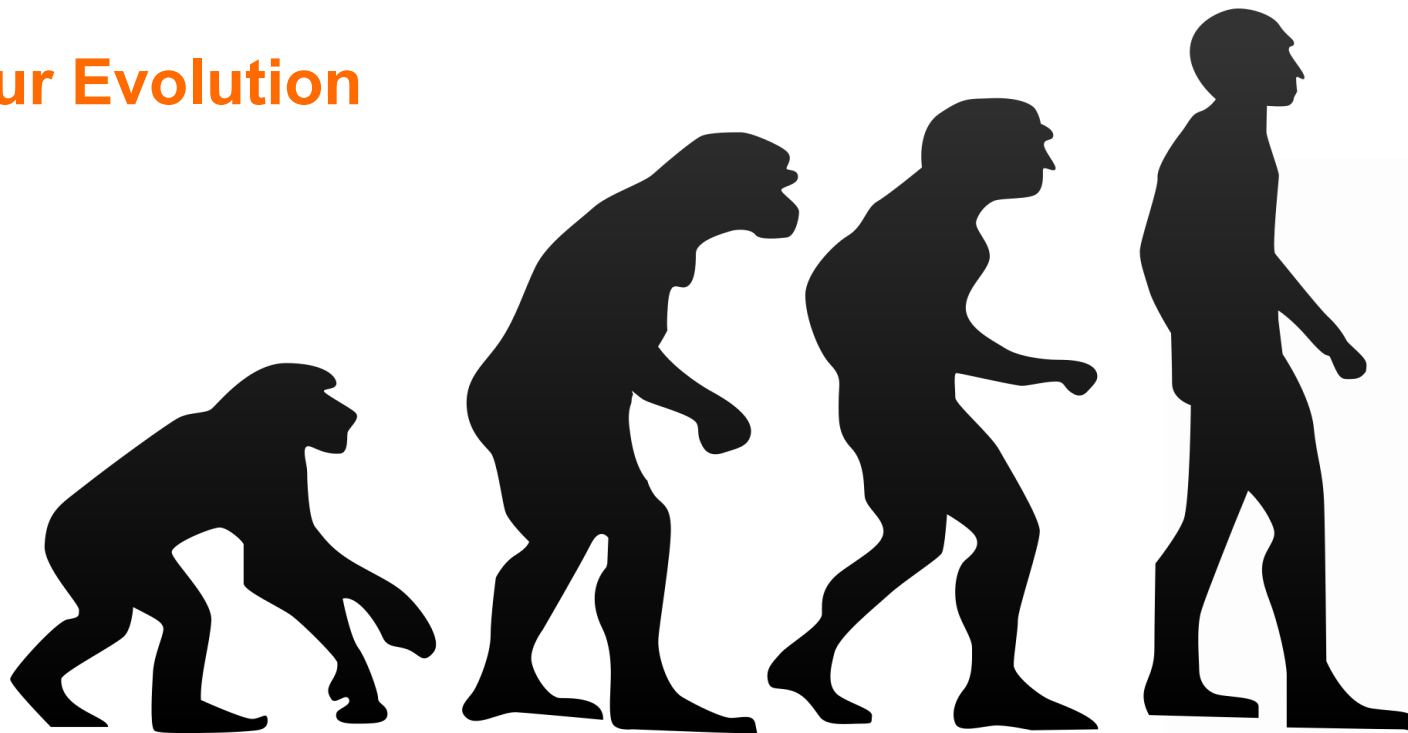


The **LIVE DATA** Company

OPERATIONAL HIGHLIGHTS



Our Evolution



Paxos

Active-Active WAN
scope replication

Active
Transactional
Data Replication

Live Data



THE REQUIREMENTS: LIVE DATA

Put ALL your data to work for your company, at every moment



always
AVAILABLE

shared logical
pool of data



always
ACCURATE

full integrity with
mathematical consistency



always
PROTECTED

no single
source of failure



always at
HYPERSCALE
ECONOMICS

fundamentally
lower cost structure

New LIVE DATA platform

FORWARD-THINKING EXECS HAVE FIGURED IT OUT

Realizing the LIVE DATA future

FORTUNE 50
Motor Vehicle
Company

100%

uptime while moving massive,
continuously changing sets
of vehicular data for
driverless car initiative

FORTUNE 50
Retailer

2X

compute capacity fully deployed
by reducing server hardware
requirements by 50%

GLOBAL 50
Bank

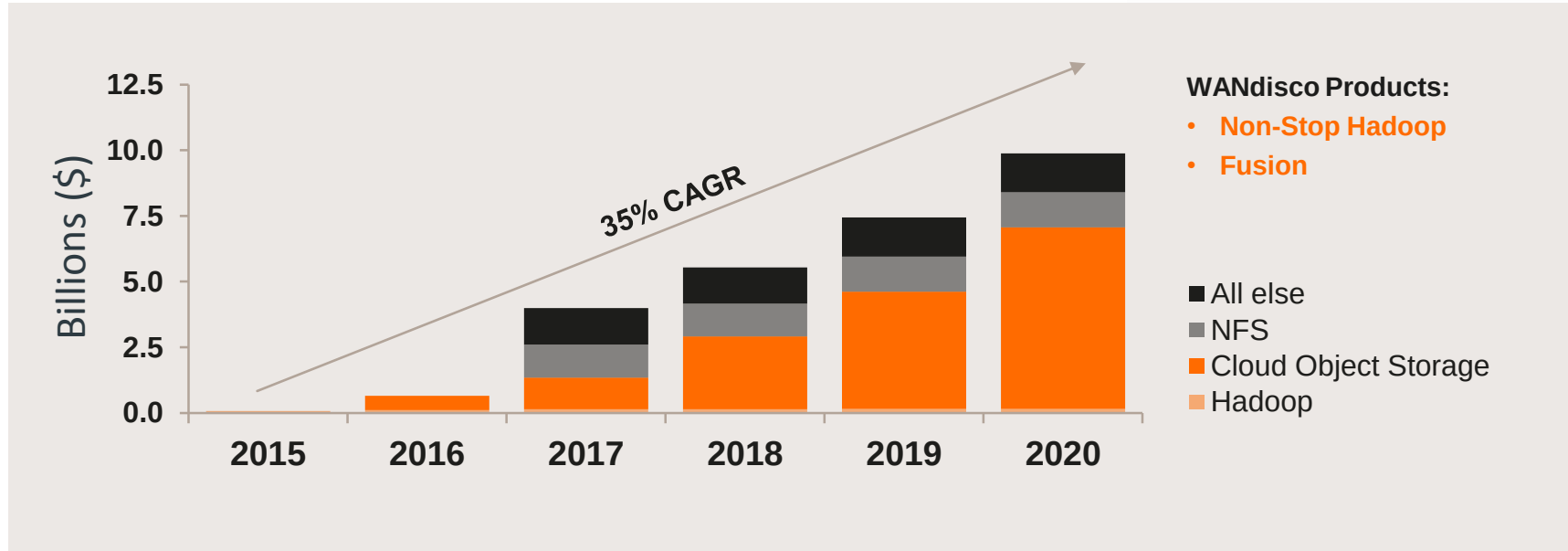
ZERO

planned outages while seamlessly
upgrading key financial applications



Addressable market for WANDisco products

(assuming 10% of all stored data requires continuous replication)



Source: Cisco Global Cloud Index: 2015-2020. Published 2016, WANDisco estimates

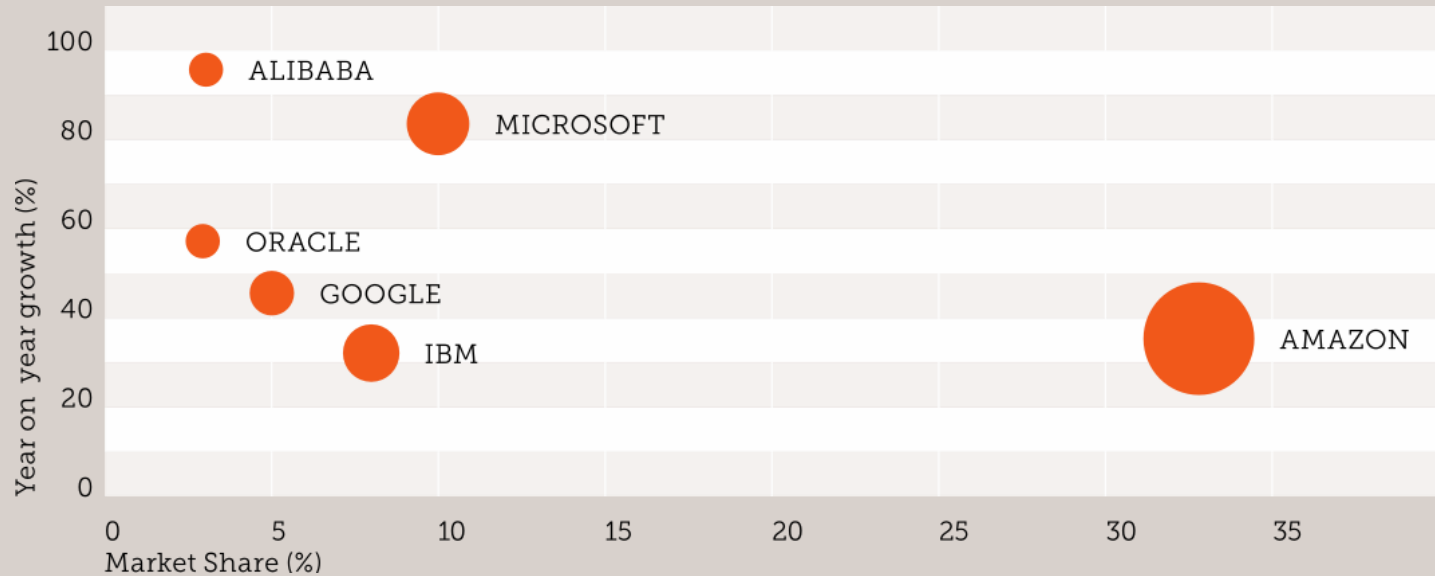


Our Business Model

- Pure software solutions / Intellectual property
 - Very scalable, very high gross margin
- WANDisco Fusion leverages burgeoning Big Data and Cloud markets
- Customer base from the Global 2000 with recurring subscription revenue
- Operational leverage from strategic channel partners:
IBM, Amazon, Microsoft, Oracle, Dell/EMC's Virtustream, Google, HPE
 - Highly efficient distribution model with minimal sales & marketing costs
- Road-tested technology with high profile deployments, at scale
 - Business critical environment including:
automotive, financial services, retail, healthcare



Revenue growth and market share of cloud vendors



Source: Edison Investment Research 2017 and company reports



Status of strategic partners

	OEM white-label as IBM Big Replicate
	OEM into Virtustream* cloud
	Marketplace listing, incentivised sales and product integration
	Strategic co-sell partnership, incentivised sales and product integration
	Highest accreditation based on Oracle proven best practices
	Strategic partnership
	Co-sell and re-sell agreement



POWERED BY
 **wanDISCO FUSION**

OEM deal signed April 2016 for “IBM Big Replicate”

- Non-exclusive agreement
 - Does not preclude WANdisco from signing other OEMs
- Go-to-Market started in late 2016
 - Trained quota carrying IBM sales representatives
- First major deal with automotive multinational
 - \$1m contract win in 2016
- Two record contract wins in 2017 with major global financial institutions
 - Both contracts valued over \$4M



POWERED BY
 **wanDISCO** FUSION



WANdisco launches OEM partnership with Virtustream*

- Non-exclusive agreement
 - Does not preclude WANdisco from signing other OEMs
- Further increase in Total Addressable Market
 - Partnership significantly expands Fusion's addressable market and ability to execute against the opportunity
- Strong endorsement
 - Additional validation of the strength of our technology
- Three-year contract signed
 - Virtustream* has agreed to a minimum contract of \$3.6m over three years

** An affiliate of Dell*



Progress with strategic partners



- WANDisco Fusion sold as standard component on Alibaba Cloud
- First OEM agreement in China, expanding addressable market
- Applications include Live Data migration, disaster recovery and hybrid big data with Alibaba Cloud
- Non-exclusive agreement



WANDISCO

DEEP, UNIQUE IP

11 PATENTS
AND 27 PATENTS
PATENTS PENDING

PROVEN SUCCESS

MORE THAN 300
GLOBAL2000
CUSTOMERS

PARTNER MOMENTUM

THE CHOICE OF
INDUSTRY LEADERS:
OEMs WITH IBM,
DELL/EMC

DOMAIN EXPERTISE

UNMATCHED
ALGORITHM FOR
DISTRIBUTED
SYSTEMS

GLOBAL PRESENCE

OFFICES WORLDWIDE
DUAL HQ: UK, USA
LSE: WAND

OUTLOOK

STRONG PIPELINE
INCREASED
WANDISCO FUSION
ADOPTION



The **LIVE DATA** Company

THANK YOU



CASH FLOW

Working capital (\$m)	2017	2016
Receivables	6.3	4.7
Payables	(4.8)	(3.5)
Deferred revenue	(14.2)	(12.5)
Net working capital	(12.7)	(11.3)



Cash flow (\$m)	2017	2016
Adjusted EBITDA	(0.6)	(7.5)
Net working capital change	1.4	3.9
Currency, interest, tax	0.9	1.2
Cash flow from operations	1.7	(2.4)
Net capital expenditure	(0.7)	-
Product development	(6.3)	(5.9)
Net cash invested	(5.3)	(8.3)



Net cash at 1 January 2017	7.6
Net cash from financing	25.1
Currency movement	(0.0)
Net cash invested	(5.3)
Net cash at 31 December 2017	27.4