Filed by Ascendant Digital Acquisition Corp.
Pursuant to Rule 425 under the Securities Act of 1933
and deemed filed pursuant to Rule 14a-12
under the Securities Exchange Act of 1934
Subject Company: Ascendant Digital Acquisition Corp.
Commission File No. 333-254720
Date: June 24, 2021

The investor presentation set forth below was filed by Ascendant Digital Acquisition Corp. on June 24, 2021 as Exhibit 99.1 to a Current Report on Form 8-K in connection with the proposed business combination between Ascendant Digital Acquisition Corp. and MarketWise, LLC.



# IMPORTANT INFORMATION

### About this Presentation

This investor presentation (this "Presentation") is for informational purposes only to assist interested parties in making their own evaluation with respect to a proposed business combination (the "Business Combination") between Ascendant Digital Acquisition Corp. ("ACND") and MarketWise, LLG (the "Company"). The information contained herein does not purport to be all-inclusive and none of ACND, the Company or their respective affiliates makes any representation or warranty, express or implied, as to the accuracy, completeness or reliability of the information contained in this

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### Forward Looking Statement

Certain statements in this Presentation may be considered forward-looking statements. Forward-looking statements reparding anticipated growth in the industry in which the Company operates and anticipated growth in demand for the Company's products, and projections of the Company's future financial results and other metrics are forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as "may."
"should," "respect," "intend.", "will," "estimate," "articipate," "between" or "continue," or office in the presentations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements.

These forward-looking statements are based upon estimates and assumptions that, while considered reasonable by ACND and its management, as the case may be, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to: the occurrence of any event, change or other circumstances that could give rise to the termination of negotiations and any subsequent definitive agreements with respect to the Business Combination due to the failure to obtain approval of the shareholders of ACND, to obtain financing to complete the Business Combination or to satisfy other conditions to closing; changes to the proposed structure of the Business Combination that may be required or appropriate as a result of applicable laws or regulations or as a condition to obtaining structure of the Business Combination that may be required or appropriate as a result of applicable laws or regulators or propriet or the Business Combination of the subsection of t

Nothing in this Presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. Neither ACND nor the Company undertakes any duty to update these forward-looking statements.

### Financial Information; Non-GAAP Financial Measures

The financial information and data contained in this Presented differently in the registration is unaudited and does not conform to Regulation 5-X. Such information and data may not be included in, may be adjusted in or may be presented differently in the registration statement to be filed by ACND and the proxy statement/prospectus contained therein.

# IMPORTANT INFORMATION

This Presentation also includes certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP") including, but not limited to, Adjusted CFFO Conversion, Adjusted Free Cash Flow, and Adjusted Free Cash Flow, and Adjusted Free Cash Flow, and Adjusted Free Cash Flow Margin and certain ratios and other metrics derived therefrom. The Company defines Adjusted CFFO as net cash provided by operating activities glux profits distributions to Class 8 unithiciders included in stock based compensation. The Company defines Adjusted CFFO Conversion as Adjusted Free Cash Flow divided by \$\frac{1}{2}\$ such as Adjusted Free Cash Flow as Adjusted Free Cash Flow

The Company believes these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to the Company's financial condition and results of operations. The Company believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends in and in companing the Company's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. These non-GAAP financial measures are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded in determining these non-GAAP financial measures. For a reconciliation of these non-GAAP financial measures determined under GAAP, please see the appendix to this Presentation.

This Presentation also includes certain projections of non-GAAP financial measures. Due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from these projected measures, together with some of the excluded information not being ascertainable or accessible, the Consequently in a disclosure of estimated comparable GAAP measures is included and no reconciliation of the ferovard-looking non-GAAP financial measures in included and no reconciliation of the ferovard-looking non-GAAP financial measures in sincluded and no reconciliation of the ferovard-looking non-GAAP financial measures in sincluded and no reconciliation of the ferovard-looking non-GAAP financial measures in sincluded and no reconciliation of the ferovard-looking non-GAAP financial measures in sincluded.

This Presentation contains financial forecasts for the Company with respect to certain financial results for the Company's independent auditors have not auditors, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this Presentation, and accordingly, they did not express an opinion or provide any other form of assurance with respect thereto for the purpose of this Presentation. These projections are forward-looking statements and should not be relied upon as being necessarily indicative of future results. The assumptions and estimates underlying the prospective financial information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. Accordingly, there can be no assurance that the prospective results are indicative or company or that actual results will not differ materially from those presented in the prospective financial information in this Presentation should not be regarded as a representation by any person that the results contained in the prospective financial information will be achieved.

In this Presentation, ACND and the Company rety on and refer to certain information and statistics obtained from third-party sources which they believe to be reliable. Neither ACND nor the Company has independently verified the accuracy or completeness of any such third-party information

Additional Information
ACRION has filed, ACRION has filed with the SEC, which includes a proxy statement/prospectus, that is both the proxy statement to be distributed to holders of ACRIO's ordinary shares in connection with its solicitation of proxies with respect to the proposed Business
Combination and other matters as may be described therein, as well as the prospectus relating to the offer and sale of the securities to be issued in the Business Combination. This Presentation does not contain all the information that should be considered concerning the proposed Business
Combination and in not intended to form the basis of any investment decision or any other decision in or any other decision in or any other decision or any other decis

ACND and its directors and executive officers may be deemed participants in the solicitation of prostes from ACND's shareholders with respect to the proposed Business Combination. A list of the nam contained in the proxy statement/prospectus contained in ACND's registration statement on Form S-4, which was filed with the SEC and is available free of charge at the SEC's web site at www.sec.go

# PRESENTERS & MANAGEMENT



MARK ARNOLD CEO EDWARDS WILDMAN Holland & Knight



DALE
LYNCH
CFO
LEHMAN
BROTHERS
FARMER MAC



MARCO GALSIM CIO Aol

# Ascendant

MarketWise













4

# ASCENDANT TEAM'S EXPERIENCE AND CAPITAL WILL BENEFIT MARKETWISE

# Achievements Running Jagex<sup>1</sup>

- Carefully curated and managed IP to create \$1 billion+ revenue long-term franchise
- Created a premier publisher and developer driven by community engagement
- Successfully introduced new sustainable monetization channels and methods
- Continued and sustained community engagement created >1M paying members
- · Generated significant long-term shareholder value

### Jagex Revenue Performance Over Time (\$M)2 Continuation of Exec Shareholder team's initiatives \$140 change post-departure \$120 Revenue New Exec team \$100 **X** EBIT running Jagex \$80 \$60 EBIT = \$59mm \$40 \$20 EBIT = \$3.5mm \$0 2017

### Benefits to MarketWise

- Leverage a team of data scientists and AI specialists in addition to user acquisition, monetization, churn, predictive behavior and community building veterans
- Proven success in interactive digital experiences in very high traffic online environments and knowledge in conversion and sustaining community engagement can accelerate increase in scale
- Actively working on implementing leading-edge solutions and ROI improvement initiatives
- Help with prototyping and implementation of solutions along with recruitment of talent and upscaling and expanding internal capabilities for long-term sustainable knowledge gains
- International relationships, particularly in Europe and Asia, bring potential M&A and growth opportunities
- Additional capital infusion will help add editors and accelerate M&A activity to help build greater long-term shareholder value

Sources: Jagex Ltd. UK public disclosures

Execteam leading Jagex from 2008 to 2015, except for the period following the sale of Jagex in 2011, when new management team ran business on behalf of purchasers. Past performance of the members of Ascendant's management team is not indicative of future performance

GBP to USD 1.26 as of 7/16/2020

# ASCENDANT WAS LOOKING FOR A GREAT ACQUISITION, IN THE ATTENTION ECONOMY

1	Significant and growing "attention economy" TAM	<b></b>	\$191B TAM with significant tailwinds, ripe for disruption
2	Scalable, digitally delivered IP	✓	Market leading tech platform with scalable, high-value content, data & analytics
3	Large, thriving community		11M+ self-directed investors, growing at a 77% CAGR from Q1 2019 to Q1 2021
4	Diversified product suite		12 primary customer facing brands offering 160+ products
5	Best in class financial profile	✓	"Adjusted Rule of 50" financial profile: Scale, Growth, Recurring Revenue, High Adjusted FCF2 (Low Capex)
6	Experienced leadership team	✓	Deep, long-tenured & proven team
7	Sustained growth outlook	✓	Multiple organic & inorganic avenues to potentially drive sustained profitable growth at scale

Adjusted Rule of 50 equals annual GAAP Revenue Growth Rate plus Adjusted FCF Margin. Adjusted FCF Margin = Adjusted FCF / Billings
 Adjusted FCF is calculated as Adjusted CFFO (Cash Flow From Operations) - Capital Expenditures. Adjusted CFFO is calculated as net cash procompensation expense.



Founded with a mission to level the playing field for self-directed investors

Today we are a Leading Subscription Services

Platform serving millions of self-directed
investors

A diverse portfolio of operating brands serving as a trusted source for financial research, education and actionable ideas

















8

# **MARKETWISE AT A GLANCE**

A market leader in delivering high-value and actionable financial research, easy-touse technology, as well as financial education and a social connection with worldclass experts to help selfdirected investors meet their financial goals

11M+ Digital Platform Members<sup>1</sup> at 3/31/21

1M+ Paid Digital Subscribers at 3/31/21

\$825 Industry Leading ARPU as of Q1 '212

\$687M TTM Q1 '21 Billings<sup>3</sup> +83% YoY Growth

30% TTM Q1 '21 Adjusted Free Cash Flow Margin<sup>4</sup>

99.9% TTM Q1 '21 Adjusted CFFO Conversion<sup>5</sup> (Low Capex)

<sup>1.</sup> Includes free and paid subscribers
2. Based on trailling four quarter net billings / average number of trailling four quarter paid subscribe
3. Billings represents amounts invoiced to customers
4. Adjusted FCF Margin = Adjusted FCF / Billings. Adjusted FCF is calculated as Adjusted CFFO - Cap to Class B unitholders included in stock based compensation expense
5. Adjusted CFFO Conversion = (Adjusted CFFO - Capital Expenditures) / Adjusted CFFO

# KEY DRIVERS OF OUR SUCCESS



### POWERFUL CONTENT PLATFORM

- Compelling content fosters relationships between readers and editors, creates customer loyalty and brand goodwill
- Insightful and engaging content drives conversion users from free to paid subscribers
- Focus on proven formula to launch & scale new products in a low-risk capital way



### **CUSTOMER FOCUS**

- Customer centricity through every stage of a subscriber's journey
- Emphasis on developing long-term relationship with the subscriber
- Consistent 90%+ revenue retention



### SCALABLE MODEL

- Industry-leading ROI on new customer acquisition
- Upsell to higher ARPU products with almost all of the upsell revenues falling to the bottom line



### DATA / TECHNOLOGY

- Real-time campaign feedback, Al and rapid scalability
- Machine learning and advanced analytics drive increased upsell yield

# FINANCIAL WELLNESS SOLUTIONS HAVE A HUGE TAM



63M

2020 US Self-directed Investors<sup>4</sup>

19%

2017-2019 CAGR for Online Revenue from Global Self-directed Investors<sup>5</sup>

As per BMO research report, October 2018

Represents an estimated 33.3% of the 63M U.S. self-directed investors (Celent, U.S. Self-Directed Market Study, 2019) x MarketWise's 2020 ARPU of \$759. The remaining 67% is believed to be covered in the Asset Managers and
Financial Information market sizes

Reflects addressable market of asset management customers becoming self-directed investors, based off of management fees for 2019 global active core and active specialties per BCG Global Asset Management Research Report, 2021 Colors. 11.5. Schild Directed Market Study. 2019 6-MI representant Colors is entirely and the Colors of the Colo

Maia Research, 2015-2027 Global Self-Directed Investors Implications for Wealth Managers Industry Market Research Report, Segment by Player, Type, Application, Marketing Channel, and Regio

"...the markets are no longer reserved for institutional investors or HNWI. The goal of democratizing the financial markets is becoming a reality"

**CELENT** 



# PERSONAL INVESTING IS CHANGING IN FAVOR OF MARKETWISE

### AGING POPULATION

- 17% of U.S. population is 65+1
- 10,000 Americans retiring every day, creating consistent demand velocity<sup>2</sup>

### **VOLUME OF ACTIVITY**

Retail investors now represent ~20% of trading on any given day, up from ~10% in 2010<sup>4</sup>

### **PERFORMANCE**

- Individual investors have a 3year return performance lag versus the S&P 500<sup>5</sup>
- 1. Statista
- 2. Deutsche bar
- 3. Deloitte stud
- 5. realinvestmentadvice.com

### **GROWING THE PIE**

- 72% of millennials identify as selfdirected investors<sup>3</sup> (-\$22T of net worth)<sup>3</sup>
- Rise of self-directed 'Robinhood' investors provides huge future upside

### COMPLEXITY

 Increasing number and complexity of investment instruments (e.g., ETFs, options, crypto, et al)

### **EDUCATION**

Increased emphasis on financial literacy - knowledge & skill to effectively manage wealth

12

# MARKETWISE PROVIDES DIVERSE, ACTIONABLE & AFFORDABLE CONTENT

	MarketWise	INSTITUTIONAL INFO SERVICES	INSTITUTIONAL RESEARCH	SPECIALTY FINANCIAL RESEARCH	ONLINE BROKERS	ONLINE NEWSLETTERS	GENERAL FINANCIAL PUBLICATIONS	ONLINE TOOLS	SOCIAL MEDIA COMMUNITIES
ACTIONABLE CONTENT		•						$\bigcirc$	
DATA & INFO	•	•							
DIVERSIFIED PRODUCT OFFERING		•						$\bigcirc$	$\bigcirc$
FULL RANGE OF PRICES		•							$\bigcirc$
		Bloomberg FACTSET  MANUSTR SREUTER  Sell Side Platforms  MOODY'S	Wall Street Research	MORNIGSTR AZACKS	Fidelity Robinhood P  Ameritrade	Seeking Alpha <sup>CL</sup> The Motley Fool	BARRON'S WSJ Interded Barry	yahoo! finance MarketWatch	© reddit ≶Stocktwits

# PREMIUM SUBSCRIPTION CONTENT, SOFTWARE AND TOOLS

# **ACTIONABLE IDEAS**

# **SOFTWARE & TOOLS**



# It's Time to Buy the World's Most Shareholder-Friendly SPAC

Update

Here's What You Need to Know About Blockchain Decentralization

**UNVEILING THE 2021 PORTFOLIOS** 

THE MONTHLY BRIEFING, EXPLAINED For never subscriber, I encourage you to read the following opening commensation to help familiant











# **BUILDING RELATIONSHIPS AND HELPING SUBSCRIBERS**

MAINTAINING MARGIN OF SAFETY IN AN UNSAFE INVESTING WORLD

BY AUSTIN ROOT

For each of your investment, what's you usking?

As a salesofter to Standardy Particle Is assess to make of our company's top put means pools high your disk some of the company's top put means pools high your disk some of the Company of the Compa

Investment Report

A 'FinTech' Solution for an Unexpected

A 'FinTech' Solution for an Unexpected

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Corner of the Market

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credit card.

Condit cards are known as a "two-way platform." To be effective, acceptance as two sales — two look merchans and consumers. It starkes because it advantages that.

For merchans, who often provided their men individual could be

The New Bull Market Outside of the Melt Up

Accept No. 2001 | Monthly South
 Accept Monthly South
 Accept Monthly South
 Accept Monthly South
 Accept Monthly South

Our Shot at Hundreds-of-Percen Gains in Just Three Years

key area of its business.

That might surprise you. The Melt Up is underworther all, initial public offerings (\*IPOs\*) are

position to benefit from what's going on.

So what given? Where is the company making out

Surprisingly, it is in a part of the marker that it used to dominate. Back in the day, Goldman used to have one of the top-commodity trading desks. But thanks to a multiyear bear marker, in-commodities,

Too see, two nails can seal the coffin of any commodity trading des

best traders to weather the storm.

"You guys talk about 'life changing results'... I am actually taking pride in managing our investments. That is a big life change."

- Nick F.

"...you folks have become my teachers and a true resource... educating me on how to invest for the long term. WHAT A GIFT!"

- Joe D.

"You have each been instrumental in helping me build wealth... analyses are consistently meticulous, concise and on-point."

- David K.

"...your recommendations had a profound impact on my family and I am very much appreciative."

- Kyle B.

"Empire Financial research articles have taught me a lot and I truly believe that small investors like me have no place in the market without your financial research and investment ideas."

- Sandeep L.

"...despite the world imploding, [you] helped me keep a level head in the early days of the pandemic."

- Nick C.

# PROVEN, AGILE PLATFORM FOR LAUNCHING NEW PRODUCTS QUICKLY WITH LOW RISK

# DETECT

Detect new demand and investment trends in the financial marketplace through observation, research and analysis

# ANALYZE

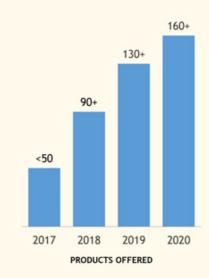
Identify a financial expert that has a personal passion for a specific area of growing customer interest and can provide unique insights

# LAUNCH

Launch new products within weeks. Target offers based on customer behavior and use AI to track and improve results

### SCALE

Grow content team in product area and cross-sell and upsell to build customer lifetime relationship



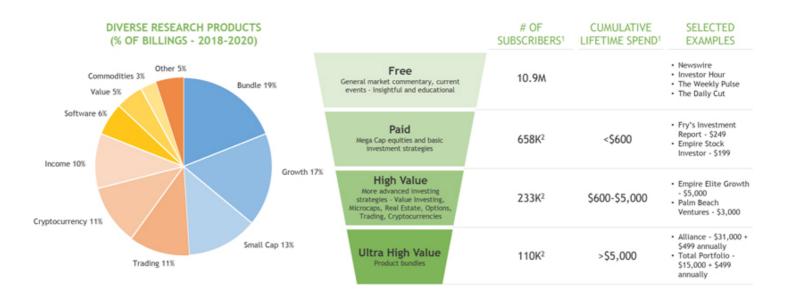
110+ New Products in 3 Years



Helped drive >\$300M of Billings

16

# DIVERSE RESEARCH PORTFOLIO ACROSS DIFFERENT ASSET CLASSES



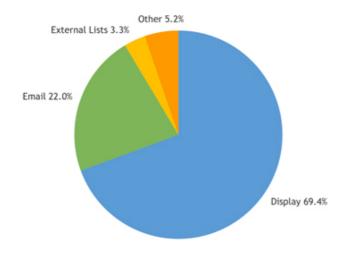
<sup>1.</sup> As of March 31, 2021 2. Number of subscribe

<sup>2.</sup> Number of subscribers indicated correspond with the cumulative lifetime spend to the right (e.g., 658K of the 1,001K+ total paid subscribers have less than \$600 of cumulative lifetime spend

# **EXTERNAL MARKETING - CUSTOMER ACQUISITION**

### MULTI-CHANNEL MARKETING APPROACH

2020 EXTERNAL ORDERS GENERATED



### MARKETING CHANNEL MIX (2020)

**58%** 

vs.

Direct to Paid

Free to Paid

SELECT DIRECT TO PAID DISPLAY CHANNELS

facebook



**CONVERSION STATS (2020)** 

10.1%

Order Form Clickthrough Rate<sup>1</sup>

**Order Form** Conversion Rate<sup>2</sup>

# BEST-IN-CLASS BUSINESS MODEL TAILORED FOR HIGH VALUE SUBSCRIBERS



Subscriber figures shown as of March 31, 2021

Represents cumulative free-to-paid conversion rate for the period April 1, 2018 to March 31, 2021 (calculated as injunities of free subscribers who purchased a subscription during the period) / (average number of free subscribers) and the period april 1, 2018 (calculated as injunities of free subscribers) who purchased a subscription during the period of a subscription of a subscription during the period of a subscription of a

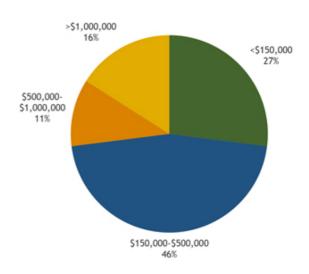
<sup>4.</sup> Represents cumulative ultra-value conversion rate as of March 31, 2021. Calculated as (number of paid subscribers who have purchased >55,000 in aggregate over their lifetime as of March 31, 2021/(number of high value subscribers as of March 31, 2021).

# SUBSCRIBER DEMOGRAPHICS

### PAID SUBSCRIBERS BY GENERATION (AGE 25+)1

# Silent (25-40) Generation & (25-40) & Older (76+) 23% Generation X (41-56) 20% Baby Boomers (57-75) 53%

### PAID SUBSCRIBERS BY NET ASSETS<sup>1</sup>



20

1. Source: Experian data



# STRATEGIC INITIATIVES ARE DRIVING AND ACCELERATING GROWTH

### DRAMATIC SCALING OF ENTERPRISE

- Strategic acquisitions (6 operating subsidiaries)
- Broadened product offerings, including adding 27+ editors & 110+ publications and built or acquired software and tools to complement premium content
- · Upgraded corporate infrastructure with deployment of new systems & applications, including analytics and machine learning
- Improvement in marketing efficiency & customer satisfaction / retention
- Recruited and trained additional talent across organization



# **OUR VISION**

# TO BECOME THE DE-FACTO FINANCIAL WELLNESS SOLUTIONS PLATFORM FOR SELF-DIRECTED INVESTORS















Grow / Optimize Marketing & Customer Acquisition Build/Buy Addt'l Content, Products & Brands Invest in & Deepen Community Network

Invest in Brand Marketing Invest in Technology, Data & Analytics

Expand Internationally Establish Partnerships & M&A

# 1. EXPAND REACH AND DISCOVERABILITY

- Leverage existing financial education loop
- Expand and grow reach via additional channels including videos and live streaming
- · Expand marketing channels

### 2. BUILD DEEP NETWORK EFFECTS

- Provide MarketWise subscribers with a greater ability to cultivate deeper social connections and connect with fellow members
- Generate multi-sided platform with flywheel effects

### 3. ADD ENGINEERING & ML EXCELLENCE

- Focus areas include machine learning, performance marketing, and SaaS product development
- Deepen breadth and depth of targeted offerings

# 4. CONSOLIDATE A FRAGMENTED MARKET

- Opportunities to accelerate and expand product offering, customer base, international
- Drive accretive M&A using cash and public currency

# WE HAVE A TRACK RECORD OF EFFICIENT AND HIGHLY ACCRETIVE CAPITAL ALLOCATION

	YEAR	FOCUS AREA	BUILD OR BUY	ORIGINAL BILLINGS (\$ MILLIONS)	2020 BILLINGS (\$ MILLIONS)
(2) PALM BEACH RESEARCH GROUP	2010	Macro	Build		\$120
TRADESMITH.	2013	Risk Allocation	Buy	\$1	\$30
BONNER & PARTNERS	2014	Macro	Buy	\$5	\$110
CASEY RESEARCH	2015	Commodities	Buy	\$12	\$25
Omnia Research	2016	Trading	Build		\$30
<b>® INVESTOR</b> PLACE	2017	Growth	Buy	\$28	\$67
EMPIRE FINANCIAL RESEARCH	2019	Growth / SPACs	Build	**	\$32
Altimetry	2019	Software	Build		\$7
CHAIKIN 1 ANALYTICS	2021	Software	Buy	\$3	Future
Total				\$49	\$421
				% of Total 2020 Billings	77%

Acquisition completed on January 21, 2021; Original Billings represents billings in 2020; 2020 Billings left blank since acquisition was completed after 202

# **BUSINESS DEVELOPMENT CASE STUDY**

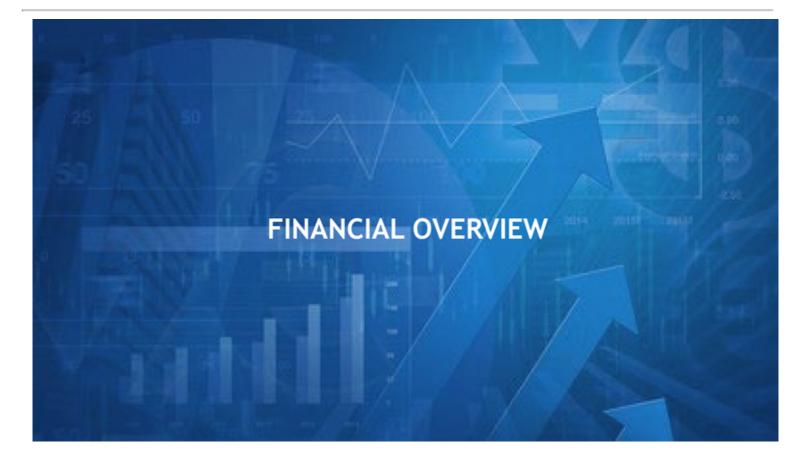




- · First paid publication launched in April 2019
  - Launch generated \$11M in Net Revenue with approximately 3,000 paid subscribers
- · Lower priced product launched in Dec 2019 paving the way to add subscribers to our sales funnel
- · Added two additional editors to launch additional products
- · One year post initiation, both lower priced and premium priced subscriptions fueled growth of paid list and revenues
- · Compelling content combined with effective/efficient marketing delivered outstanding results
- Business was breakeven in calendar year 2019 and turned a profit in 2020
- · By the end of 2020, there were 3 editors and 6 paid products

	Launch	2019	2020
Net Revenues	\$11M	\$15M	\$32M
Paid Subscribers	3K	5K	83K
Free Subscribers	10K	10K	58K

25



# FINANCIAL HIGHLIGHTS

\$687M TTM Q1 '21 Billings	83% TTM Q1 '21 Billings growth	\$825 >5x ARPU as of Q1 '211 LTV/CAC Ratio <sup>2</sup>		
SCALE	TRACK RECORD OF GROWTH	INDUSTRY-LEADING UNIT ECONOMICS		
<b>97%</b> Q1 2019-Q1 2021 Subscription Billings	30% TTM Q1 '21 Adjusted Free Cash Flow Margin <sup>3</sup>	99.9% TTM Q1 '21 Adjusted CFFO Conversion <sup>4</sup> (Low Capex)		
RECURRING REVENUE BASE	STRONG MARGIN PROFILE	PREMIER CASH FLOW CONVERSION (HIGHLY CAPITAL EFFICIENT)		

<sup>1.</sup> Based on trailling four quarter net billings / average number of trailling four quarter paid subscribers
2. Based on average lifetime customer contribution margin divided by customer acquisition costs. Customer acquisition costs include direct marketing spend, external revenue share expense, retention and renewal expenses, copywriting and marketing salaries, tele-sales salaries and commissions and customer service commissions
3. Adjusted FCF Margin - Adjusted FCF / Billings. Adjusted FCF is calculated as Adjusted FCF O. Capital Expenditures. Adjusted CFFO is calculated as net cash provided by operating activities plus profits distributions to Class B unitholders included in stock based compensation expense
4. Adjusted CFFO Conversion - (Adjusted CFFO - Capital Expenditures) / Adjusted CFFO

# SUPERIOR UNIT ECONOMICS - 2020...

"....with an LTV/CAC ratio of 3 or higher, investing an incremental dollar in acquiring new customers has a greater expected return than retaining that dollar as profit..."



Avg. Customer Lifetime Billings \$2,700

High Variable Margin

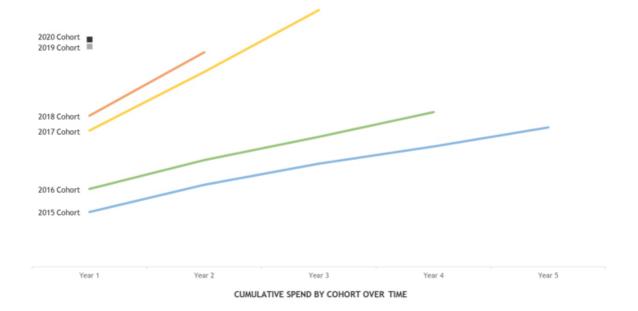
LTV/CAC¹ Ratio >5x

90 Days CPA<sup>2</sup> Breakeven

7-9 Months CAC<sup>1</sup> Breakeven

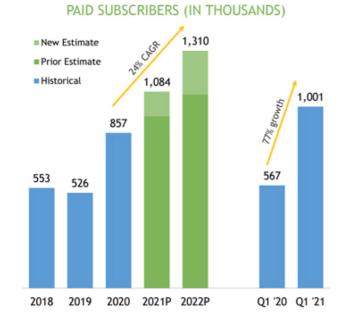
1. Customer Acquisition Costs include direct marketing spend, external revenue share expense, retention and renewal expenses, copywriting and marketing salaries, tele-sales salaries and commissions and customer service customer service customer service customer service customer service customer s

# SUBSCRIBERS SPENDING MORE INITIALLY AND INCREASING THAT SPEND OVER TIME



# FORECASTED KEY PERFORMANCE INDICATORS

ARPU decline due to significant subscriber growth; future purchases will drive accretion





ARPU<sup>1</sup>

1. Based on trailing four quarter net billings /average number of trailing four quarter paid subscribers

# HIGHLY ATTRACTIVE LONG-TERM GROWTH AT SCALE

\$25.7







\$93.0

\$68.9

2019

\$134.0

2020

2021P

2022P

<sup>1.</sup> Billings represents amounts invoiced to customers
2. Adjusted FCF = Adjusted FFF - Capital Expenditures. Adjusted CFFO is calculated as net cash provided by operating activities plus profits distributions to Class 8 unitholders included in stock based compensation expense. Adjusted FCF Margin = Adjusted FFF Billings
3. Adjusted CFFO Conversion = (Adjusted CFFO - Capital Expenditures) / Adjusted CFFO

# KEY FORECAST ASSUMPTIONS

### Subscribers

- · Continued strong new free and paid subscriber growth
- · Trend-like conversion rate inputs
- · Revenue retention rate of 95%+ each year
- Trend-like subscriber count churn of 1.5% to 2.0% per month
- Stable product pricing
- GAAP revenue: ~35% to 38% of Billings each year, plus the current portion of deferred revenue
- No M&A included; organic forecast only

### Margins

- · Stable gross margins in 86% to 87% range
- Customer acquisition cost (CAC) on a GAAP basis approximates the average between 2019 and 2020
- Excluding stock-based compensation, G&A grows 40% to 50% in 2021 to support public company readiness but stabilizes in 2022
- D&A of approximately \$3 million annually; Research and Development maintains its percent of revenue
- Effective tax of 5% to 6%
- · Capex of less than \$1 million annually
- We do not anticipate having to make any tax liability distributions to partners in 2021 and estimate 2022 tax liability distributions in the range of \$0 to \$20M<sup>(1)</sup>

### Maintain "Rule of 50" Status

- 2021 projected GAAP revenue growth of 54% plus Adj FCF Margin of 28% = 82%
- Longer Term Target:
  - GAAP revenue growth 30% to 40%
  - Adjusted FCF margin 28% to 33%

>> 50%

(1) The tax distributions for non-Pubco partners are estimated based upon taxable income forecasts derived from the 2021 and 2022 forecasts presented herein. These estimates are further dependent on multiple variables, including potential tax reform, the amount of SPAC redemptions and non-Pubco partner sales at transaction date, the amount and timing of future exchanges, the sales composition of lifetime versus term Billings, and stock price at vesting date for stock-based compensation. The estimates presented here are based on the following assumptions: a) the existing tax laws remain in place, b) there are no redemptions by SPAC investors at the transaction date (with non-PubCo partners owning approximately 80% of MarketWise LLC), c) there are no exchanges in 2021 or 2022, d) the sales composition of lifetime versus term Billings remains similar 32 to the sales composition in the baseline forecasts (approximately 33% of Billings each year), and e) the stock price is \$10 on the vesting date of the stock-based compensation in 2022.



# LONG-TERM FINANCIAL OBJECTIVES

### KEY GROWTH DRIVERS

- · Paid marketing spend
- New products/markets
- M&A

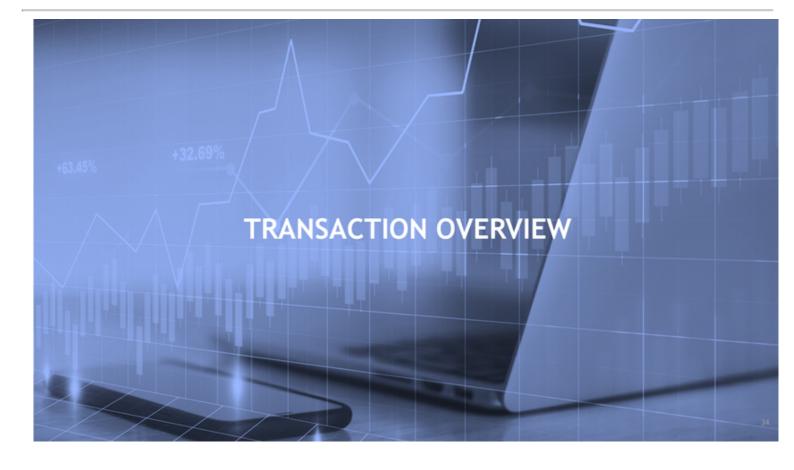
### KEY PROFITABILITY DRIVERS

- · Paid marketing spend
- Conversion/upsells
- ROIs



# SUSTAINED TARGET "ADJUSTED RULE OF 50" FINANCIAL PROFILE

. Adjusted Rule of 50 equals annual GAAP Revenue Growth Rate plus Adjusted FCF Margin

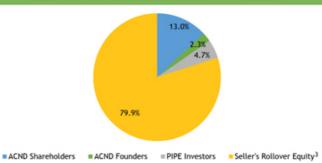


# **TRANSACTION SUMMARY**

- ACND has agreed to combine with MarketWise in a transaction with an implied total enterprise value of \$3.024 billion
- This transaction represents an attractive pro forma multiple of 5.4x 2021P GAAP Revenue and 14.3x 2021P Adjusted Free Cash Flow
- Concurrent with this transaction, MarketWise and ACND has raised \$150 million in a PIPE offering at \$10.00 per share
- After giving effect to these transactions, pro forma company will have approximately \$150 million of cash on its balance sheet
- Lock-up: 6-12 months

ILLUSTRATIVE SOURCES & USES (\$M)						
SOURCES		USES				
ACND Cash Held in Trust	\$414	Cash to Balance Sheet	\$150			
PIPE Raise Proceeds	150	Transaction Fees & Expenses	40			
Sellers' Equity Rollover	2,537	2,537 Cash to Sellers <sup>1</sup>				
		Sellers' Equity Rollover	2,537			
TOTAL	\$3,101	TOTAL	\$3,101			

# ILLUSTRATIVE PRO FORMA OWNERSHIP AT CLOSE<sup>1,2</sup>



. Assumes no redemption from ACND trust account
. Excludes ACND warrants and earnout shares and shares issuable pursuant to the combined company's equity incentive plans
. Includes approximately 18% that will be subject to a voting arrangement in favor of the board of directors of the combined company

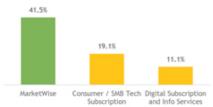
## MARKETWISE VS. COMPS: BEST IN CLASS WITH SIGNIFICANT UPSIDE

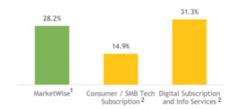
## **POTENTIAL**

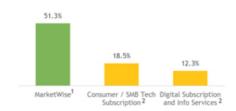
## 2020-2022P GAAP REVENUE CAGR (%)

#### 2021P ADJ. FREE CASH FLOW MARGIN (%)

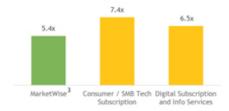
#### 2020-2022P ADJ. FREE CASH FLOW CAGR (%)



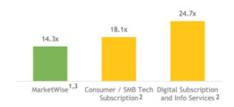




#### EV / 2021P REVENUE (X)



## EV / 2021P ADJ. FREE CASH FLOW (X)4



Sources: FactSet as of \$/20/2021, Wall Street research

Notes: Consumer / \$MB Tech Subscription group includes: CHGG, DBX, GDDY, HUBS, MTCH, NFLX, SPOT, \$Q, \$VMK, WIX; Digital Subscription and Info Services group includes: CSGP, ENV, FDS, FORR, INFO, IT, MORN, MSCI, NYT

1. Adjusted Free Cash Flow - Adjusted CFFO - Capital Expenditures. Adjusted Free Cash Flow Margin - Adjusted Free Cash Flow / Billings. Adjusted CFFO is calculated as net cash provided by operating activities plus profits distributions to Class B untitholders included in stock based compensation expense. Billings represents amounts invoiced to customers

2. Adjusted Free Cash Flow - Adjusted CFFO - Taxes - Capital Expenditures. Adjusted Free Cash Flow Margin - Adjusted Free Cash Flow / GAAP Revenue

3. Multiples based on pro forma Total Enterprise Value of \$3,024 million

4. Trading multiples greater than 45.0x are excluded

## PUBLIC COMPARABLES RATIONALE

## Consumer / SMB Tech Subscription

- MarketWise is a direct to consumer, tech-enabled, subscription-based business whose success is driven by its ability to directly connect with
  retail investors, get them interested enough to click through and to subscribe and whose value is ultimately driven by forming personal
  connections with these subscribers, providing high quality content, and converting them to this higher value content at higher price points
- · Target customers are primarily retail investors whose buying behavior closely resembles that of consumer subscription customers
- Free-to-paid business model aligns closely with many high performing consumer / SMB tech companies, with higher tiers for customers as
  they continue to see greater value
- MarketWise is at the most favorable end of the range of this peer group for all major categories of: i.) revenue growth, ii.) gross margins,
   iii.) ARPU, iv.) monthly churn, and v.) LTV / CAC

### Digital Subscription and Info Services

- MarketWise's content has similarities to many of the digital subscription and info services companies, although a number of the comps in the group are more focused on institutional customers as compared to consumers
- · This group is focused on digital publication of financial media content, which is similar to MarketWise's content and delivery medium
- MarketWise leads in all major categories versus this peer group (and is in line with the group in monthly churn): i.) revenue growth, ii.) gross
  margins, iii.) ARPU, iv.) monthly churn, and v.) LTV / CAC

# INDUSTRY LEADING COMPS - CONSUMER / SMB TECH SUBSCRIPTION

(\$ in millions, except per share data)

		Fina		Operational Metrics (LTM)				
	Revenue Yo	Y Growth	Rev CAGR	Gross Ma	rgin	Annual	Monthly	LTV /
Company	'20-'21	'21-'22	'20-'22	2020	2021E	ARPU	Churn	CAC
Netflix, Inc.	18.9%	15.1%	17.0%	38.9%	41.3%	\$ 138.2	4.0%	
Square, Inc.	47.0%	18.7%	32.1%	28.9%	21.5%	41.0		
Spotify Technology S.A.	19.0%	19.5%	19.3%	25.6%	25.5%	61.6	4.0%	2.7x
Match Group, Inc.	20.0%	18.0%	19.0%	73.6%	73.3%	237.3		
HubSpot, Inc.	40.5%	26.8%	33.5%	81.1%	82.1%	- (2		
Wix.com Ltd.	30.4%	24.9%	27.6%	68.1%	61.8%	216.6	1.4%	
GoDaddy Inc.	12.9%	10.3%	11.6%	65.1%	64.9%	168.4	1.2%	>10x
Chegg, Inc.	23.9%	21.5%	22.7%	68.1%	68.5%	139.2		
Dropbox, Inc.	11.0%	9.0%	10.0%	78.3%	80.0%	129.4		
SVMK Inc.	18.3%	19.7%	19.0%	77.7%	81.9%	487.0		
Mean:	24.2%	18.4%	21.2%	60.5%	60.1%			
Median:	19.5%	19.1%	19.1%	68.1%	66.7%			
MarketWise	54.2%	29.8%	41.5%	85.8% <sup>(3)</sup>	86.8% (3)	\$ 825.5	1.8%	>5x

Sources: FactSet, CapitaliQ, Wall Street research, public filings & transcripts
(1) Square ARPU represents Cash App
(2) HubSpot reports ARPU, but it was not included due to difference in customer type
(3) Excludes stock-based compensation

# INDUSTRY LEADING COMPS - DIGITAL SUBSCRIPTION AND INFO SERVICES

(\$ in millions, except per share data)

		Fin	Operational Metrics (LTM)					
	Revenue Yo	Y Growth	Rev CAGR	Gross M	argin	Annual	Monthly	LTV /
Company	'20-'21	'21-'22	'20-'22	2020	2021E	ARPU	Churn	CAC
MSCI Inc.	16.5%	10.2%	13.3%	82.8%	83.1%		0.5%	
IHS Markit Ltd.	7.5%	6.4%	6.9%	62.9%	62.4%			
CoStar Group, Inc.	17.0%	15.9%	16.5%	81.4%	81.3%			
Gartner, Inc.	10.5%	13.0%	11.7%	67.2%	68.4%		1.6%(1)	
FactSet Research Systems Inc.	5.7%	4.7%	5.2%	52.6%	NA		0.9%	
Morningstar, Inc.	NA	NA	NA	60.0%	NA			
The New York Times Company	14.5%	6.6%	10.5%	45.3%	NA			3.7x
Envestnet, Inc.	15.2%	10.5%	12.8%	69.4%	65.7%			
Forrester Research, Inc.	6.8%	8.0%	7.4%	59.7%	58.9%		2.6%	
Mean:	11.7%	9.4%	10.5%	64.6%	70.0%			
Median:	12.5%	9.1%	11.1%	62.9%	67.1%			
MarketWise	54.2%	29.8%	41.5%	85.8% <sup>(2)</sup>	86.8% (2)	\$ 825.5	1.8%	>5x

Sources: FactSet, CapitaliQ, Wall Street research, public filings & transcripts
(1) Gartner churn represents global technology sales
(2) Excludes stock-based compensation

# **INVESTMENT HIGHLIGHTS**

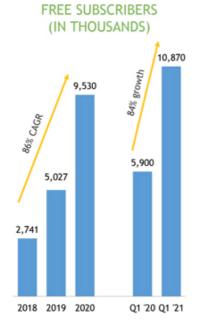
- \$191B TAM with significant tailwinds, ripe for disruption
- Market leading tech platform with scalable high-value and proprietary content, data & analytics
- 11M+ self-directed investors, growing at a 77% CAGR from Q1 2019 to Q1 2021
- 12 primary customer facing brands offering 160+ products
- "Adjusted Rule of 50" financial profile: Scale, Growth, Recurring Revenue, High Adjusted FCF2 (Low Capex)
- Deep, long-tenured & proven team
- Multiple organic & inorganic avenues to potentially drive sustained profitable growth at scale

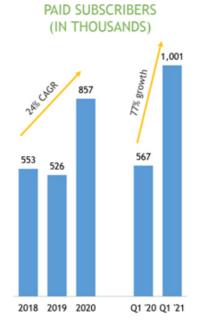
1. Adjusted Rule of 50 equals annual GAAP Revenue Growth Rate plus Adjusted FCF Margin. Adjusted FCF Margin = Adjusted FCF / Billings

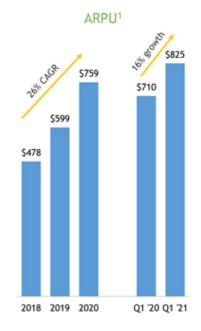
<sup>2.</sup> Adjusted FCF is calculated as Adjusted CFFO (Cash Flow From Operations) - Capital Expenditures. Adjusted CFFO is calculated as net cash provided by operating activities plus profits distributions to Class B unitholders included in stock base compensation expense



## HISTORICAL KEY PERFORMANCE INDICATORS







1. Based on trailing four quarter net billings / average number of trailing four quarter paid subscribers

42

# NON-GAAP RECONCILIATIONS

(\$ in 000's)	2018	2019	2020	Q1 2020	Q1 2021
Net Cash Provided by Operating Activities	76,493	54,201	55,875	(6,385)	92,304
Plus: Profits distributions to Class B unitholders included in stock based compensation expense	17,135	14,831	78,398	32,313	5,651
Adj. CFFO (Adjusted Cash Flow from Operations)	93,628	69,032	134,273	25,928	97,955

# **GAAP INCOME STATEMENTS**

				% Vari	ance				
(5 in 000's)	2018	2019	2020	18 v 19	19 v 20		2018	2019	2020
Total Revenue	238,448	272,223	364,179	14%	34%	Total Revenue	100%	100%	100%
Operating Expenses						Operating Expenses			
Cost of Revenue	57,642	42,553	154,605	-26%	263%	Cost of Revenue	24%	16%	42%
Sales and Marketing	97,332	106,094	214,257	9%	102%	Sales and Marketing	41%	39%	59%
General and Administrative	58,215	91,669	526,561	57%	474%	General and Administrative	24%	34%	145%
Depreciation and Amortization	2,534	2,334	2,553	-8%	9%	Depreciation and Amortization	1%	1%	1%
Research and Development	2,303	3,672	4,770	59%	30%	Research and Development	1%	1%	1%
Related Party Expenses	2,096	331	122	-84%	-63%	Related Party Expenses	1%	0%	0%
Total Operating Expenses	220,122	246,653	902,868	12%	266%	Total Operating Expenses	92%	91%	248%
Income (Loss) from Operations	18,326	25,570	(538,689)	40%	N/M	Income (Loss) from Operations	8%	9%	-148%
Other (Income) Expense, net	(278)	(865)	2,879	N/M	N/M	Other (Income) Expense, net	0%	0%	1%
Interest (Income) Expense, net	(67)	(1,558)	(477)	N/M	N/M	Interest (Income) Expense, net	0%	-1%	0%
Net Income (Loss)	18,671	27,993	(541,091)	50%	N/M	Net Income (Loss)	8%	10%	-149%
				% Vari	ance				
(\$ in 000's)	2018	2019	2020	78 v 19	19 v 20				
						Stock Based Compensation Line Item Summary <sup>1</sup>			
Stock Based Compensation Expense <sup>1</sup>						Cost of Revenue	9%	2%	28%
Vested Class B Units & Change in Fair Value of Class B Liability Awards	11,077	5,608	475,202	-49%	8374%	Sales and Marketing	3%	0%	3%
Profits distribution to Class B Unitholders included in stock based compensation expense	17,135	14,831	78,398	-13%	429%	General and Administrative	0%	6%	121%
Total Stock Based Compensation Expense	28,212	20,439	553,600	-28%	2609%	Total Stock Based Compensation Expense	12%	8%	152%
Stock Based Compensation Line Item Summary <sup>1</sup>	24 257	E 40-	400 70.						
Cost of Revenue	21,889	5,025	102,736	-77%	1944%				
Sales and Marketing	6,323		10,567	N/M	N/M				
General and Administrative	*****	15,414	440,297	N/M	2756%				
Total Stock Based Compensation Expense	28,212	20,439	553,600	-28%	2609%				

<sup>.</sup> Within our expenses historically are stock-based compensation expenses related to the Class B Units. Because MarketWise's current operating agreement includes puts and calls for the Class B Units, these current Class B Units are classified as itabilities as opposed to equity and remeasured to fair value at the end of each reporting period until settlement into equity, with the change in value being charged to stock-based compensation expenses. Additionally, because the Class B Units are considered to be stock-based compensation expenses. As a result of the merger with Ascendant, in which all Class B Units will be converted into straight Common Units (with no calls or puts), MarketWise does not expect to continue recognizing stock-based compensation expenses related to the Class B Units for periods after the common units (with no calls or puts), MarketWise does not expect to incur the levels of stock-based compensation expenses related to the Class B Units, MarketWise does expect to incur much-reduced stock-based compensation expense in the ordinary course

# **GAAP INCOME STATEMENTS**

(\$ in 000's)	Q1 2020	Q1 2021	% Variance		Q1 2020	Q1 2021
Total Revenue	76,382	119,714	57%	Total Revenue	100%	100%
Operating Expenses				Operating Expenses		
Cost of Revenue	14,681	132,812	805%	Cost of Revenue	19%	111%
Sales and Marketing	40,332	91,785	128%	Sales and Marketing	53%	77%
General and Administrative	36,453	507,429	1292%	General and Administrative	48%	424%
Depreciation and Amortization	611	751	23%	Depreciation and Amortization	1%	1%
Research and Development	1,027	1,778	73%	Research and Development	1%	1%
Related Party Expenses	49	20	-59%	Related Party Expenses	0%	0%
Total Operating Expenses	93,153	734,575	689%	Total Operating Expenses	122%	614%
Income (Loss) from Operations	(16,771)	(614,861)	N/M.	Income (Loss) from Operations	-22%	-514%
Other (Income) Expense, net	(204)	227	N/M	Other (Income) Expense, net	0%	0%
Interest (Income) Expense, net	(105)	(5)	N/M	Interest (Income) Expense, net	0%	0%
Net Income (Loss)	(16,462)	(615,083)	N/M	Net Income (Loss)	-22%	-514%
(\$ in 000's)	1Q 2020	1Q 2021	% Variance			
				Stock Based Compensation Line Item Summary <sup>1</sup>		
Stock Based Compensation Expense <sup>1</sup>				Cost of Revenue	4%	96%
Vested Class B Units & Change in Fair Value of Class B Liability Awards	(11,816)	595,424	N/M	Sales and Marketing	2%	12%
Profits distribution to Class B Unitholders included in stock based compensation expense	32,313	5,651	-83%	General and Administrative	21%	395%
Total Stock Based Compensation Expense	20,497	601,075	2833%	Total Stock Based Compensation Expense	27%	502%
Stock Based Compensation Line Item Summary <sup>1</sup>						
Cost of Revenue	3,168	114,348	3509%			
			1070%			
Sales and Marketing	1,203	14,070	1070%			
	1,203	472,657	2831%			

Itabilities as opposed to equity and remeasured to fair value at the end of each reporting period until settlement into equity, with the change in value being charged to stock-based compensation expense. Additionally, because the Class B Units are classified as liabilities on MarketWise's consolidated balance sheet, all profits distributions made to the holders of the Class B Units are considered to be stock-based compensation expenses. As a result of the merger with Accendant in which all Class B Units will be converted into straight Common Units (with no calls or puts), MarketWise does not expect to continue recognizing stock-based compensation expenses related to the Class B Units for periods after the consummation of this merger. While going forward MarketWise does not expect to incur the levels of stock-based compensation expenses are as a result the liability-award classification of the Class B Units, MarketWise does expect to incur much-reduced stock-based compensation expense in the ordinary course

# QUARTERLY METRICS

			2019	400				2020	200		2021
(\$ in 000's)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1
GAAP Revenue	\$61,449	\$67,814	\$72,292	\$70,668	\$272,223	\$76,382	\$82,795	\$98,159	\$106,843	\$364,179	\$119,714
		. ,	. ,	. ,			. ,				
Billings <sup>1</sup>	51,705	71,054	96,307	90,994	310,060	117,453	123,113	149,907	158,362	548,835	255,303
Cash Flow from Operations	(26,314) <sup>2</sup>	12,269	45,253	22,993	54,201	(6,385)	31,585	47,784	(17,109)	55,875	92,304
Plus: Profit Distributions from Class B Units	6,229	1,044	7,301	257	14,831	32,313	5,757	7,241	33,087	78,398	5,651
Adjusted CFFO	(20,085) <sup>2</sup>	13,313	52,554	23,250	69,032	25,928	37,342	55,025	15,978	134,273	97,955
Adjusted CFFO	(20,085) <sup>2</sup>	13,313	52,554	23,250	69,032	25,928	37,342	55,025	15,978	134,273	97,955
Less: Capex	(43)	(50)	(63)	(21)	(177)	(184)	(30)	(15)	(61)	(290)	(13)
Adjusted FCF	(20,128) <sup>2</sup>	13,263	52,491	23,229	68,855	25,744	37,312	55,010	15,917	133,983	97,942

			2019				2021				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1
Free Subscribers	3,260,446	3,799,050	4,551,731	5,027,461	5,027,461	5,900,065	6,817,076	8,147,974	9,529,622	9,529,622	10,870,171
Paid Subscribers	521,797	511,168	512,921	526,018	526,018	566,917	683,593	785,539	856,826	856,826	1,001,432
Total Subscribers	3,782,243	4,310,218	5,064,652	5,553,479	5,553,479	6,466,982	7,500,669	8,933,513	10,386,448	10,386,448	11,871,603

<sup>1.</sup> Billines represents amounts invoiced to customer

<sup>2.</sup> Includes unusually large related party working capital impact; should not be recurring as related party working capital transactions are expected to be minimal going forward

# GAAP INCOME STATEMENT - 2019 AND 2020 BY QUARTER

			2019		2020					
(S in 000's)	Q1	QZ	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Total Revenue	61,449	67,814	72,292	70,668	272,223	76,382	82,795	98,159	106,843	364,179
Operating Expenses										
Cost of Revenue	10,195	9,961	11,573	10,824	42,553	14,681	27,477	26,749	85,698	154,605
Sales and Marketing	24,658	25,871	26,396	29,169	106,094	40,332	49,241	56,914	67,770	214,257
General and Administrative	18,397	19,207	26,594	27,471	91,669	36,453	84,498	79,885	325,725	526,561
Depreciation and Amortization	573	579	601	581	2,334	611	662	639	641	2,553
Research and Development	711	894	884	1,183	3,672	1,027	1,190	1,255	1,298	4,770
Related Party Expenses	564	(268)	74	(39)	331	49	(17)	34	56	122
Total Operating Expenses	55,098	56,244	66,122	69,189	246,653	93,153	163,051	165,476	481,188	902,868
Income (Loss) from Operations	6,351	11,570	6,170	1,479	25,570	(16,771)	(80,256)	(67,317)	(374,345)	(538,689)
Other (Income) Expense, net	(31)	226	(1,013)	(47)	(865)	(204)	1,067	993	1,023	2,879
Interest (Income) Expense, net	(440)	(232)	(431)	(455)	(1,558)	(105)	(367)	(17)	12	(477)
Net Income (Loss)	6,822	11,576	7,614	1,981	27,993	(16,462)	(80,956)	(68, 293)	(375,380)	(541,091)
			2019					2020		
(\$ in 000's)	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Stock Based Compensation Expense <sup>1</sup>										
Vested Class B Units & Change in Fair Value of Class B Liability Awards	(2,817)	1,612	1,637	5,176	5,608	(11,816)	72,870	66,210	347,938	475,202
Profits distribution to Class B Unitholders included in stock based compensation expense	6,229	1,044	7,301	257	14,831	32,313	5,757	7,241	33,087	78,398
Total Stock Based Compensation Expense	3,412	2,656	8,938	5,433	20,439	20,497	78,627	73,451	381,025	553,600
Stock Based Compensation Line Item Summary <sup>1</sup> Cost of Revenue		***	2.052	420	E 00E	2 440	15.050		70 703	102 724
	1,553	800	2,052	620	5,025	3,168	15,058	13,717	70,793	102,736
Sales and Marketing	4 000					1,203	1,022	943	7,399	10,567
General and Administrative	1,859	1,856	6,886	4,813	15,414	16,126	62,547	58,791	302,833	440,297
Total Stock Based Compensation Expense	3,412	2,050	5,935	5,433	20,439	20,497	78,627	73,451	381,025	553,600

liabilities as opposed to equity and remeasured to fair value at the end of each reporting period until settlement into equity, with the change in value being charged to stock-based compensation expense. Additionally, because the Class B Units are classified as liabilities on MarketWise's consolidated balance sheet, all profits distributions made to the holders of the Class B Units are considered to be stock-based compensation expenses. As a result of the merger with Ascendant, in which all Class B Units will be converted into straight Common Units (with no calls or puts), MarketWise does not expect to continue recognizing stock-based compensation expenses related to the Class B Units for periods after the consummation of this merger. While going forward MarketWise does not expect to incur the levels of stock-based compensation expense MarketWise has historically as a result the liability-award classification of the Class B Units, MarketWise does expect to incur much-reduced stock-based compensation expense in the ordinary course

# GAAP BALANCE SHEET - 2019 AND 2020 BY QUARTER

		201	9			20	20	
(\$ in 000's)	Q1	Q2	Q)	Q4	Q1	GS.	Q3	Q4
Assets								
Current assets:								
Cash and cash equivalents	96,504	116,891	148,873	170,520	94,688	119,479	155,089	114,422
Accounts receivable	(710)	8,207	4,461	7,332	6,887	7,945	7,787	12,398
Prepaid expenses	5,194	3,517	4,567	5,107	6,651	5,702	7,659	8,530
Related party receivables	2,826	2,006	2,374	800	2,635	1,496	1,632	874
Related party notes receivable, current						288	290	
Restricted cash	616	731	1,042	1,564	2,229	504	504	505
Deferred contract acquisition costs	15,261	16,075	17,694	19,307	22,641	27,406	32,714	42,019
Other current assets	16,059	1,188	1,234	1,070	1,816	1,172	1,611	1,889
Total current assets	135,750	148,615	180,245	205,700	137,547	163,992	207,286	180,637
Property and equipment, net	1,911	1,802	1,701	1,578	1,674	1,565	1,470	1,417
Operating lease right-of-use assets	16,658	15,943	15,218	14,502	13,752	13,021	12,807	12,337
Intangible assets, net	7,597	8,160	7,664	7,215	6,661	6,138	5,804	5,278
Goodvill	17,154	18,101	18,101	18,101	18,101	18,101	18,101	18,101
Deferred contract acquisition costs, noncurrent	19,012	19,792	21,782	23.007	28,875	37,000	46,786	65,217
Related party notes receivable, noncurrent	2,358	2,377	5,412	5,446	5,480	1,148	1,148	1,148
Other assets	474	474	564	656	659	938	954	678
Total assets	200,914	215,264	250,687	276,205	212,749	241,903	294,356	284,813
Jabilities and members' deficit								
Current liabilities:								
Trade and other payables	5,203	3,225	3,008	4,979	6,535	8,412	4,034	11,969
Related party payables, net	14,243	14,027	15,004	7,110	3,428	2,655	2,933	2,515
Accrued expenses	13,861	18,117	28,633	33,526	27,313	34,180	51,476	32,134
Deferred revenue and other contract liabilities	170,518	177,251	186,700	192,992	222,386	240,517	276,176	278,267
Operating lease liabilities	2,543	2,604	2,506	2,084	1,656	1,214	1,017	1,077
Current portion of long-term debt - related party	3,034	5,022	3,122	4,256	3,122	-	-	-
Other current liabilities	5,551	6,826	8,291	9,484	10,974	15,079	17,855	19,576
otal current liabilities	214,953	227,072	247,264	254,431	275,414	302,057	353,491	345,538
Long-term Babilities - related party	4,256	2,390	2,459	1,134	1,134			
Class B Units - related party	109,607	111,219	112,856	118,033	106,217	179,087	245,297	593,235
Deferred revenue and other contract liabilities, noncurrent	136,815	133,272	147,452	160,907	172,533	191,648	205,759	254,481
Derivative liabilities, noncurrent	914	1,033	1,154	1,274	1,147	2,271	3,148	4,343
Operating lease liabilities, noncurrent	9,917	9,241	8,709	8,490	8,260	8,027	8,103	7,826
Total liabilities	476,462	484,227	519,894	544,269	564,705	683,090	815,798	1,205,423
ommitments and Contingencies								
Hembers' deficit:								
Class A members' units	(269,000)	(258,873)	(261,927)	(262, 293)	(348,856)	(437,279)	(516,697)	(914,728)
Accumulated other comprehensive income (loss)	(108)	(2,106)	(43)	(3)	(79)	24	(33)	(17
	(269,108)	(260,979)	(261,970)	(262, 296)	(348,935)	(437, 255)	(516,730)	(914,745)
Total members' deficit								
Total members' deficit Non-controlling interest	(6,440)	(7,984)	(7,237)	(5,768)	(3,021)	(3,932)	(4,712)	(5,865)
Total members' deficit Non-controlling interest Total deficit								(5,865)

# GAAP CASH FLOW STATEMENT - 2019 AND 2020 BY QUARTER

	2019							2020		
(5 in 000's)	Qt	Q2	Q3	Q4	Full Year	Qt	QZ	Q3	Q4	Full Year
Cash flows from operating activities:										
Net income	6,822	11,576	7,614	1,981	27,993	(16,462)	(80,956)	(68,293)	(375,380)	(541,091)
Adjustments to reconcile net income to net cash provided by operating activities:	0,022	11,300	7,014	1,501	20,770	(10,402)	(00,730)	(00,270)	(303,300)	(341,071
Depreciation and amortization	573	579	601	581	2,334	611	662	639	641	2,553
Stock-based compensation	4,038	342	348	3,883	8,611	10,874	384	2,140	5,347	18,745
Change in fair value of derivative liabilities - Class B units	(6,855)	1,269	1,289	1,294	(3,003)	(22,690)	72,486	64,070	342,591	456,457
Change in fair value of derivative liabilities - other	118	119	121	120	478	(127)	1,124	877	1,195	3,069
Unrealized losses on foreign currency	(91)	200	(257)	17	(131)	1	28	(16)	(13)	3,001
Noncash lease expense	945	715	725	717	3,102	750	731	625	471	2,577
Gain on sale of cryptocurrencies	140	,,,,	(612)	7	(605)	730		943	4/1	4,077
Changes in operating assets and liabilities:			40.153	,	(003)					
Accounts receivable	1,528	(8,916)	3,745	(2,870)	(6,513)	444	(1,058)	158	(4,610)	(5,066
Related party receivables and payables, net	(8,673)	597	620	(6,321)	(13,777)	(5,518)	367	141	340	(4,670
Prepaid expenses	(2,115)	1,677	(1,050)	(540)	(2,028)	(1,544)	949	(1,957)	(871)	(3,423
Other current assets and other assets	(2,113)	(129)	(136)	101	(335)	(749)	366	(455)	4000	(841
	(171)		843	85	928	31	366	4.003	(3)	(841
Cryptocurrency intangible assets		41.656							(1)	
Deferred contract acquisition costs	1,293	(1,595)	(3,609)	(2,839)	(6,750)	(9,201)	(12,890)	(15,094)	(27,736)	(64,921
Trade and other payables	(4,783)	(2,169)	32	1,705	(5,215)	1,554	1,849	(4,363)	7,950	6,990
Accrued expenses	(9,570)	4,256	10,515	4,864	10,065	(6,213)	6,867	17,296	(19,342)	(1,392
Deferred revenue	(9,676)	2,966	23,629	19,748	36,667	41,020	37,246	49,770	50,813	178,849
Operating lease Babilities	(598)	(615)	(630)	(641)	(2,484)	(657)	(676)	(532)	(219)	(2,084
Other current and long-term liabilities	901	1,397	1,465	1,101	4,864	1,491	4,106	2,778	1,718	10,093
Net cash provided by (used in) operating activities	(26,314)	12,269	45,253	22,993	54,201	(6,385)	31,585	47,784	(17,109)	55,875
Cash flows from investing activities:										
Cash paid for acquisitions, net of cash acquired		(1,483)			(1,483)					
Cash in escrow for business combination	-	15,000			15,000					
Acquisition of non-controlling interests, including transaction costs			-	(193)	(193)	(9,164)		-	-	(9,164
Purchases of property and equipment	(43)	(50)	(63)	(21)	(177)	(184)	(30)	(15)	(61)	(290
Purchases of intangible assets								(195)		(195
Capitalized software development costs	(275)	(224)	(173)	(80)	(752)					
Net cash provided by (used in) investing activities	(318)	13,243	(236)	(294)	12,395	(9,348)	(30)	(210)	(61)	(9,649
Cash flows from financing activities:										
Principal payments on long-term debt - related party			(1,831)	(101)	(1,932)	(1,133)	(4,257)			(5,390
Issuance of related party notes receivable	(19)	(19)	(3,035)	(34)	(3,107)	(35)	(1,402)		289	(1,148
Proceeds from related party notes receivable	-		-	-	-		5,446		-	5,440
Distributions to members	(8,838)	(1,395)	(9,911)	(327)	(20,471)	(57,767)	(8,378)	(11,819)	(23,803)	(101,767
Distributions to noncontrolling interests	(115)	(1,598)	(11)	(107)	(1,831)	(423)		(87)		(510
Net cash used in financing activities	(8,972)	(3,012)	(14,788)	(569)	(27,341)	(59,358)	(8,591)	(11,906)	(23,514)	(103,369
Effect of exchange rate changes on cash	(146)	(1,998)	2,064	39	(41)	(76)	102	(58)	18	(14
Net increase in cash, cash equivalents and restricted cash	(35,750)	20,502	32,293	22,169	39,214	(75, 167)	23,066	35,610	(40,666)	(57,157
Cash, cash equivalents and restricted cash — beginning of period	132,870	97,120	117,622	149,915	132,870	172,084	96,917	119,983	155,593	172,084
Cash, cash equivalents and restricted cash — end of period	97,120	117,622	149,915	172,084	172,084	96,917	119,983	155,593	114,927	114,927

#### Important Information About the Business Combination and Where to Find It

In connection with the proposed business combination, Ascendant Digital Acquisition Corp. (the "Company") filed a registration statement on Form S-4 with the SEC, which includes a proxy statement/prospectus, that will be both the proxy statement to be distributed to holders of the Company's ordinary shares in connection with its solicitation of proxies for the vote by the Company's shareholders with respect to the proposed business combination and other matters as may be described in the registration statement, as well as the prospectus relating to the offer and sale of the securities to be issued in the business combination. The Company's shareholders and other interested persons are advised to read the preliminary proxy statement/prospectus and, when available, the amendments thereto and the definitive proxy statement/prospectus and documents incorporated by reference therein filed in connection with the business combination, as these materials will contain important information about MarketWise, LLC ("MarketWise"), the Company and the business combination. When available, the definitive proxy statement/prospectus and other relevant materials for the business combination will be mailed to shareholders of the Company as of a record date to be established for voting on the business combination. Shareholders of the Company will also be able to obtain copies of the preliminary proxy statement/prospectus, the definitive proxy statement/prospectus and other documents filed with the SEC that will be incorporated by reference therein, without charge, once available, at the SEC's web site at <a href="https://www.sec.gov">www.sec.gov</a>. In addition, the documents filed by the Company may be obtained free of charge from the Company's website at <a href="https://www.sec.gov">www.sec.gov</a>. In addition, the documents filed by the Company may be obtained free of charge from the Company's website at <a href="https://www.sec.gov">www.sec.gov</a>. In addition, the documents filed by the Company may be obtained free of cha

### Participants in the Solicitation

The Company and MarketWise and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from the Company's shareholders in connection with the business combination. Information about the Company's directors and executive officers and their ownership of the Company's securities is set forth in the proxy statement/prospectus for the business combination. Additional information regarding the interests of those persons and other persons who may be deemed participants in the proposed transaction may be obtained by reading the proxy statement/prospectus for the business combination. You may obtain free copies of these documents as described in the preceding paragraph.

#### Forward-Looking Statements

This communication contains certain forward-looking statements within the meaning of the federal securities laws with respect to the proposed transaction between MarketWise and the Company, including statements regarding the benefits of the business combination, the anticipated timing of the business combination, the products and services offered by MarketWise and the markets in which it operates and MarketWise's projected future results. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Forward-looking statements are predictions, projections, and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this communication, including, but not limited to: (i) the risk that the business combination may not be completed in a timely manner or at all, which may adversely affect the price of the Company's securities; (ii) the risk that the business combination may not be completed by the Company's business combination deadline and the potential failure to obtain an extension of the business combination deadline if sought by the Company; (iii) the failure to satisfy the conditions to the consummation of the business combination, including the adoption of the business combination Agreement by the shareholders of the Company, the satisfaction of the minimum trust account amount following redemptions by the Company's public shareholders and the receipt of certain governmental and regulatory approvals; (iv) the lack of a third-party valuation in determining whether or not to pursue the proposed transaction; (v) the occurrence of any event, change, or other circumstance that could give rise to the termination of the business combination Agreement; (vi) the effect of the announcement or pendency of the business combination on MarketWise's business relationships, performance, and business generally; (vii) risks that the proposed transaction disrupts current plans of MarketWise and potential difficulties in MarketWise employee retention as a result of the proposed transaction; (viii) the outcome of any legal proceedings that may be instituted against MarketWise or against the Company related to the business combination Agreement or the proposed transaction; (ix) the ability to maintain the listing of the Company's securities on a national securities exchange; (x) the risk that the price of the Company's securities may be volatile due to a variety of factors, including changes in the competitive and highly regulated industries in which MarketWise operates, variations in performance across competitors, changes in laws and regulations affecting MarketWise's business, and changes in the combined capital structure; (xi) the ability to implement business plans, forecasts, and other expectations after the completion of the proposed transaction, and identify and realize additional opportunities; and (xii) the risk of downturns in the highly competitive investment

research industry. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in the "Risk Factors" section of the Company's Quarterly Reports on Form 10-Q, Annual Reports on Form 10-K and the registration statement on Form S-4 and proxy statement/prospectus discussed above and other documents filed by the Company from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and MarketWise and the Company assume no obligation and do not intend to update or revise these forward-looking statements, whether as a result of new information, future events or otherwise. Neither MarketWise nor the Company gives any assurance that either MarketWise or the Company will achieve its expectations.

## No Offer or Solicitation

This communication shall not constitute a solicitation of a proxy, consent or authorization with respect to any securities or in respect of the business combination. This communication shall also not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any states or jurisdictions in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of section 10 of the Securities Act of 1933, as amended, or an exemption therefrom.