



Capital Markets Day London

Kainos Group plc
19 April 2016

Agenda



3.30pm **Brendan Mooney, CEO**
Introductions & Opening Remarks



3.40pm **Russell Sloan, Divisional Director**
Sam Bolton, Divisional Director
Digital Services Update, Followed by Q&A



Dr. Sam Bolton



4.00pm **Malachy Smith, Divisional Director**
WorkSmart Update; Followed by Q&A

4.40pm **Break**



5.00pm **Nigel Hutchinson, Divisional Director, Evolve**
Yulun Wang, Chairman & CEO, Intouch Health
Evolve Update; Followed by Q&A



Dr. Yulun Wang

5.40pm **Closing Q&A / Drinks Reception**
Software demos available

Trading Update

COMMENTARY⁽¹⁾

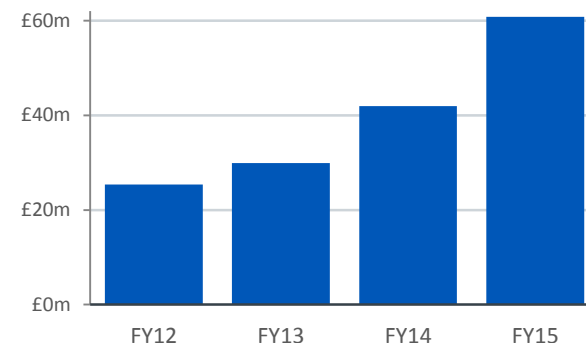
- **Trading Update issued 16/03/2016**
 - In line with expectations
- **Highlights**
 - Digital Services: increased drive for digitisation in Central Government; new client wins
 - WorkSmart
 - UK and European Consulting contracts
 - Smart SaaS: 60 customers signed⁽²⁾
 - Evolve: accelerated SaaS adoption in USA and UK; increased investment in R&D and sales and marketing in FY 2017
 - Kainos spin-out SpeechStorm acquired by Genesys. Kainos consideration: £1.8m, cash received

Notes:

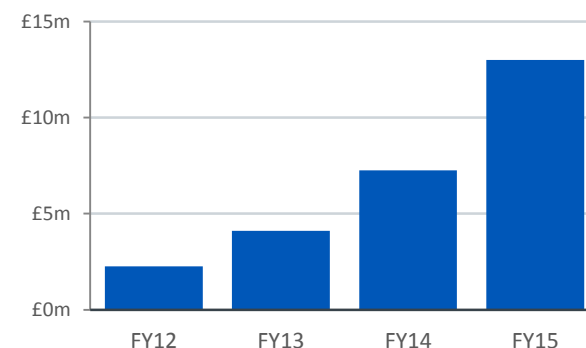
(1) No new financial information is included in this presentation; FY 2016 results published May 31st, 2016.

(2) Our trading statement on March 16th had 56 customers listed; between the issue of the trading statement and March 31st, 4 further clients were acquired.

REVENUE



EBITDA



People

COMMENTARY

- **Continue to attract and retain high calibre people; 114 people joined in the past 12 months**
 - Northern Ireland 460 (+71 people)
 - Great Britain 142 (-13 people)
 - Poland 203 (+55 people)
 - Ireland & International 37 (+1 person)
 - Total 842 (+114 people)
- **Strong hiring plan for FY 2017**
 - Expect to pass 1,000 staff during Q3 FY 2017
 - Expect USA presence to reach 25 people by Q4
- **Employee engagement remains high**
 - Increased Sunday Times “Best Companies to Work For” ranking to #37
 - Attrition remains well below industry norms at 9.9% (8.8% FY 2015)

STAFF NUMBERS

842

GROWTH OF 16%

APPLICANTS

11,222

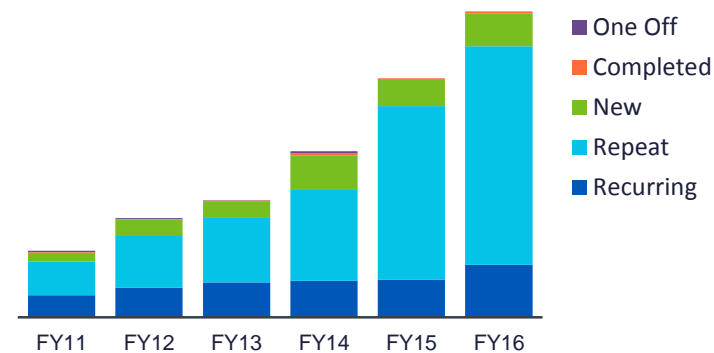
1,589 INTERVIEWS

Customers

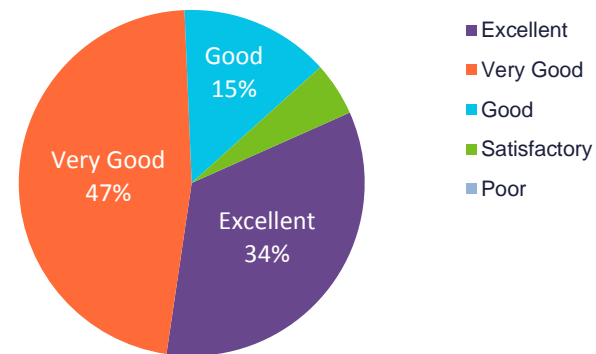
COMMENTARY

- **Existing clients driving revenue growth**
 - Repeat / Recurring: 88.7%
 - New clients: 10.8%
 - Non-recurring: 0.5%
- **FY2016 new client acquisition – 62 in total**
 - Consulting: 27 (25 in FY2015)
 - SaaS/Licence: 35 (21 in FY2015)
 - Increasing opportunity for cross-selling
- **Customer satisfaction remains high**
 - 96% of customers rate the overall Kainos performance as good, very good or excellent
 - 98% of customers rate Kainos staff as good, very good or excellent at their job

REVENUE TYPE



CUSTOMER SATISFACTION



Growth Story⁽¹⁾

Digital Services

- Build deeper relationships with current customers
- Increase number of large central government clients
- Increase business in regional and local government

c. 300 'transactions' to be digitised by 2020 = £1bn addressable opportunity

Evolve

- Continue to dominate NHS Acute market
- Extend IP and sell to installed base, with particular focus on mobile and Apple iOS
- Expand into Ambulance, Community and Mental Health sectors

c. 110 Trusts to procure by 2020 = £200m addressable opportunity

WorkSmart

- Expand into Europe, opening a dedicated office
- Extend our Workday services beyond HR (recruitment, analytics, financials)
- Develop IP for automated testing of Workday releases

Addressable market opportunity through 2020 is £350m

skills

Maintain the quality of our staff through continued investment and incentivisation

customers

Continue to develop long-term relationships, driving repeat and recurring business

Notes: (1) This is the slide content from the IPO presentation, included for continuity. The following slides will expand further on the current growth opportunities.



kainos®

Digital Services

Digital Services Overview

Kainos is a trusted and innovative digital partner for Government, leading the digital transformation of public services



Deliver high quality
and cost effective
services at scale



Proven track
record of digital
transformation
across
Government



Building digital
capability within
departments and
agencies



Industry Digital
Leader



Exceptional people
that consistently
impress our
customers



Digital Services Market Summary

COMMENTARY

- **Significant increase in market opportunity**
 - Estimates indicate spending on digital projects rising to £2.5bn by 2020
 - Central Government IT spend remaining stable at £5bn per annum
- **Continued growth of digital in government**
 - Complex digital services with integration yet to be tackled
 - Regional government at start of digital journey
- **Comprehensive Spending Review positive for digital - £1.8bn allocated**
- **Assessing opportunity to address digital needs in financial services organisations**

COMPETITION

Competitors

- Specialist: Valtech, BJSS, ThoughtWorks
- Large SIs: HP, Atos, Fujitsu
- Internal IT – limited capacity

Procurement

- G-Cloud Lot 4 (£388m in 15/16) – Kainos #7 of 2566 suppliers
- Digital Services Framework II – 169 suppliers; data not yet published
- Digital Outcomes and Specialists: Kainos on both frameworks

NEW CLIENTS



Land
Registry



A The National Archives

Digital Services DNA

Strategy

Successful delivery of full digital services with deep client relationships and valuable offerings

Style

Impress with on-demand bottom-up software delivery, complemented with substantive senior relationships

Systems

Data-driven business decision-making to provide repeatable, scalable processes and platforms and successful outcomes for our work

Skills

Diverse range of digital transformation skills through investment in staff training and engagement

Staff

Recruit, grow and retain the best people, motivated to work together to make things better while developing themselves

Structure

A distributed workforce across existing locations who are flexible to co-locate with clients, while maintaining a balance of distributed teams



Client Case Study: DVSA



Driver & Vehicle
Standards
Agency

Up to September 2015 Delivery of Initial phase



MOT-2 Project Summary

- 22,700 garages
- England, Scotland, Wales
- 60,000 users of the new system
- 31m annual MOT tests

April 2016 Range of Services



Live Enhancements



Operations



New Functionality



Data



Service Design



Digital Consulting

Distributed Agile



Nottingham

49 people

Gdansk

10 people

Belfast

7 people

Bristol

2 people



James Munson, Director of Digital Services and Technology, DVSA

“Over the next ten years, the new MOT service will be over £100 million cheaper, cater for over 30 million MOTs a year and at a peak load, cope with one million MOTs in a week. Such an impressive workload will not only allow us to deliver a better and more cost effective service, but also improve road safety”



kainos[®] **WorkSmart**

Workday Inc.

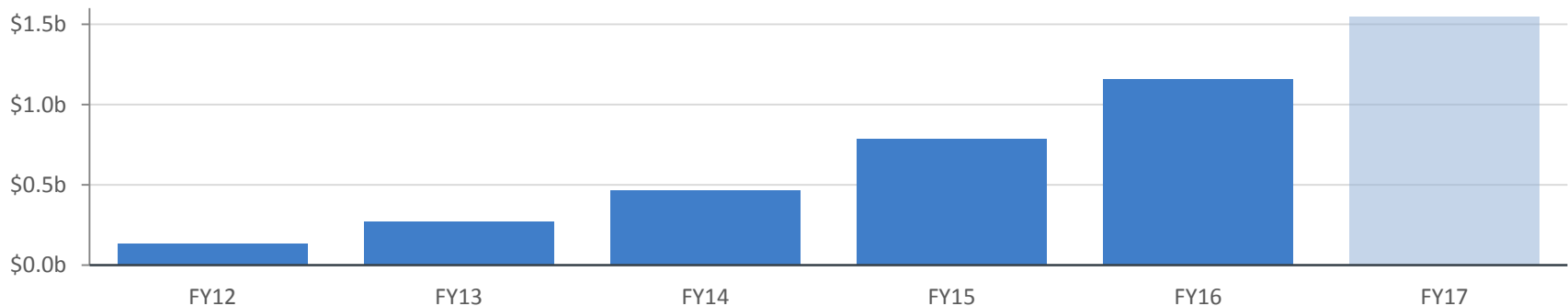
COMPANY OVERVIEW

- Leading SaaS Human Capital Management (HCM) and Financials platform
- Workday competes against Oracle and SAP
- Annual growth rate of 48% in FY 2016
- 5,200 employees; USA HQ
- 1,200 customers
- FY 2016: \$1.2bn revenues

GROWTH FOCUS

- Focused on displacing ERP legacy vendors
- Continue sales momentum in HCM
- Accelerate into Financials market
- Cross-sell additional modules - e.g. Payroll, Recruiting, Learning
- Further expansion into Europe: UK & Ireland, Benelux, DACH, Nordics, France

WORKDAY REVENUES (\$B)



Kainos' Workday Journey



2011
**Services
Partner**



2012
**Testing
Partner**



2013
**Software
Partner**



2014
**Workday
Customer**

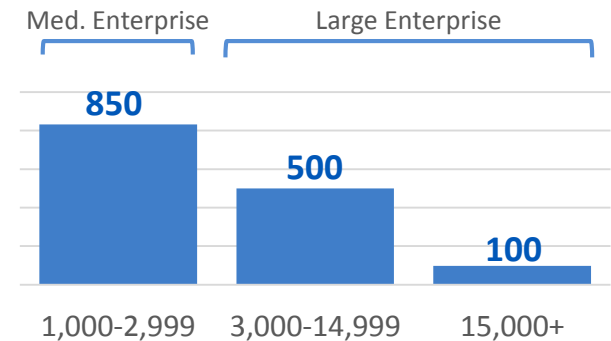
Kainos WorkSmart Services - Market Dynamics

COMPETITIVE LANDSCAPE

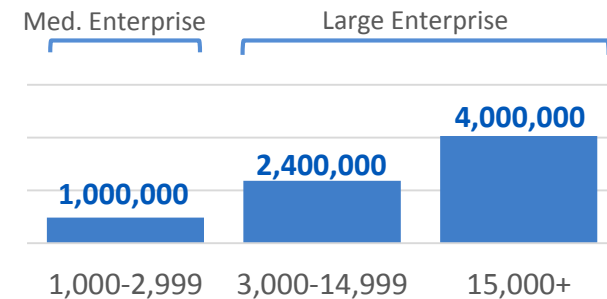
- **80% of Workday projects are implemented by partners**
- **Tightly controlled partner ecosystem**
 - 36 service partners worldwide
 - Kainos is the only software and services partner in ecosystem
 - High barriers to entry; on-going certification
- **Very clear partner tiers:**
 - Boutique: exclusively Workday
 - Global SI: multi-vendor (incl. SAP, Oracle)
- **UK Ecosystem:**
 - Boutique: Appirio, DayNine, OneSource, Kainos
 - Global: IBM, Deloitte, PWC, Aon, Accenture

UK MARKET

Number of Organisations



Number of Employees

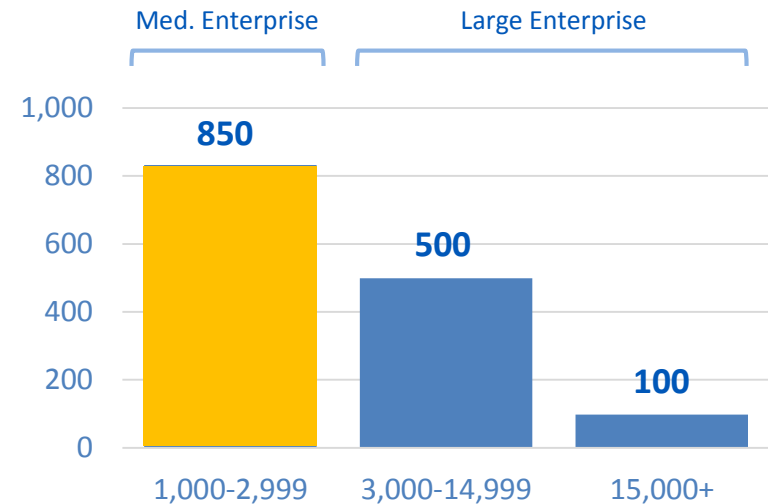


Kainos WorkSmart Services Overview

PERFORMANCE

- **Leading European boutique Workday partner**
 - 75 certified consultants
 - One of 3 European Medium Enterprise partners
- **Primary markets are UK and Benelux companies with under 20,000 employees**
 - Benelux office well established
- **Proven track record for customer satisfaction**
 - Long standing client relationships
- **5 recent contract wins**

UK MARKET



UDG Healthcare plc



DIAGEO

PRIMARK®

IG GROUP

Booking.com

King

easyJet

Travelex
worldwide money

ICON
A Symbol of Excellence

KAINOS SMART IS AN AUTOMATED TESTING PRODUCT BUILT SPECIFICALLY FOR WORKDAY





Smart

INNOVATION BY k a i n o s®

KAINOS SMART IS AN AUTOMATED TESTING PRODUCT BUILT SPECIFICALLY FOR WORKDAY



AUTOMATION IS PRE BUILT AND IN SYNC WITH
CURRENT VERSION OF WORKDAY

KAINOS SMART IS AN AUTOMATED TESTING PRODUCT BUILT SPECIFICALLY FOR WORKDAY

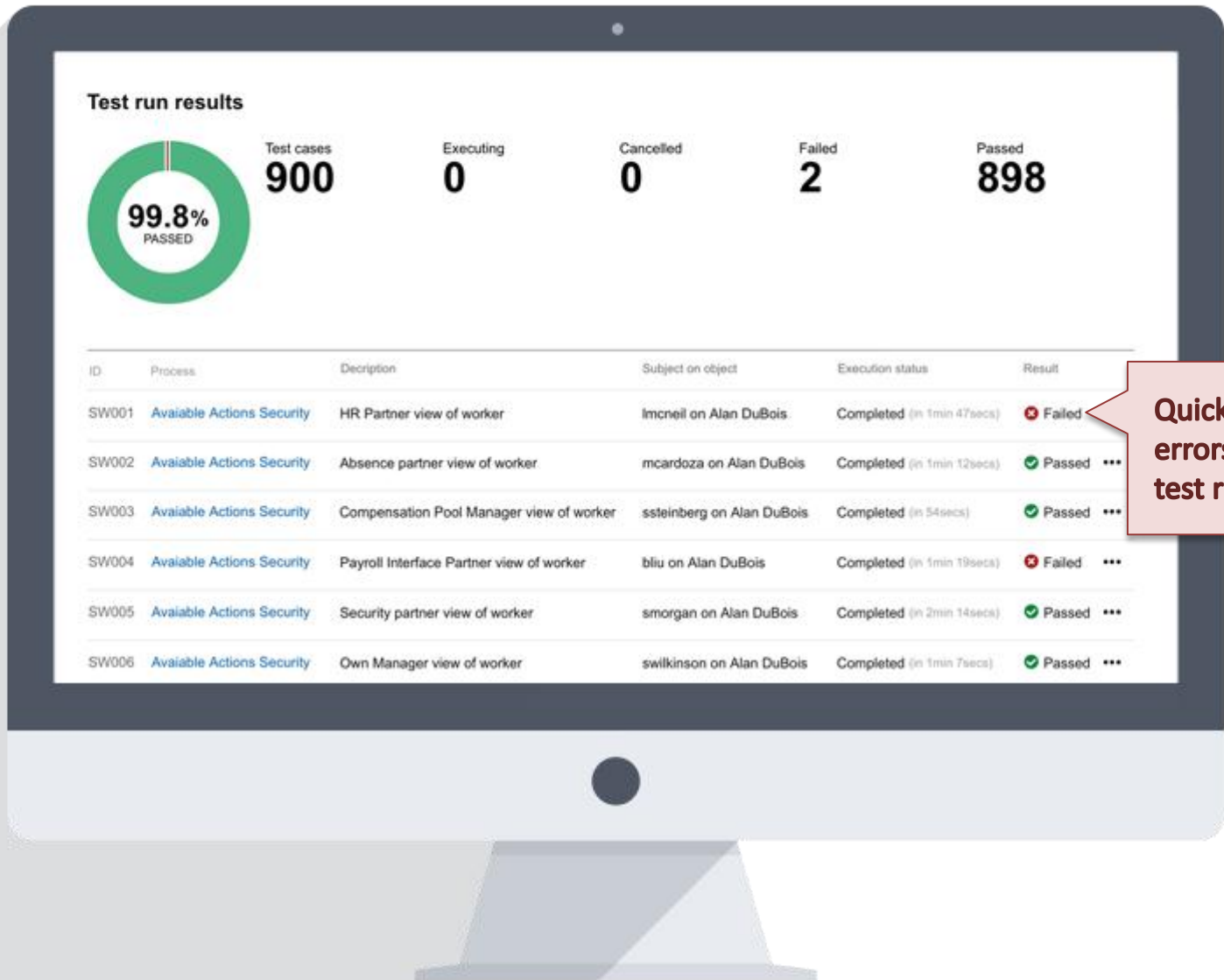


AUTOMATION IS PRE BUILT AND IN SYNC WITH
CURRENT VERSION OF WORKDAY

SMART IS A CLOUD BASED SOLUTION HOSTED ON AMAZON



Security Test Run Results Screen



Quickly pinpoints errors in your test run results

Client Case Study: AstraZeneca

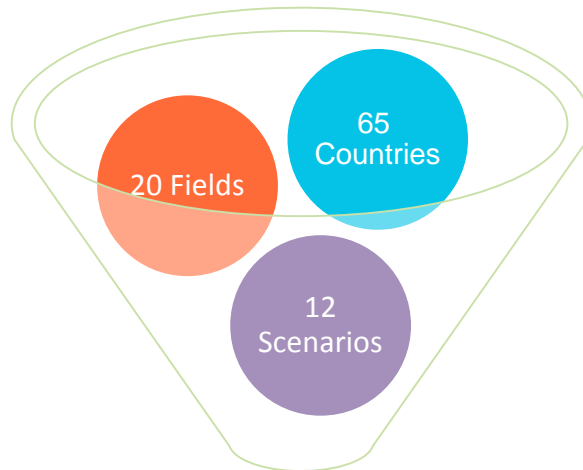
COMPANY OVERVIEW



- 57,500 employees
- \$26 billion annual sales
- 65 different countries
- Constant change

TEST EVENT

- 51,000 security tests
- One button click
- Execution time: 2hours 20mins
- 500+ man days to execute manually



15,360 tests in field permissions



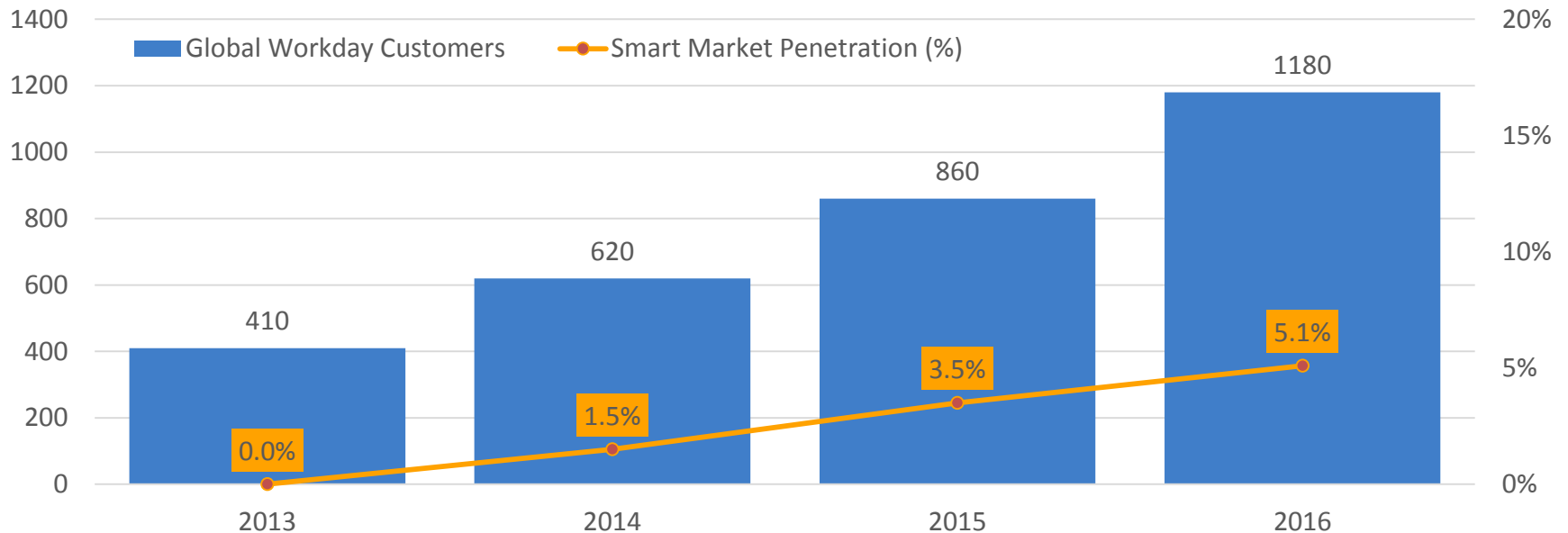
36,480 tests in available actions

Kainos Smart Customers

Across financial services, government, education, manufacturing and technology

NETFLIX	ICON A Symbol of Excellence	AstraZeneca 	easyJet	stripe
Shire	DIAGEO	THALES	PRIMARK®	tyco
CSC	MIZUHO	T.Rowe Price INVEST WITH CONFIDENCE 	 maxim integrated™	
 BROWN	 THE UNIVERSITY OF CHICAGO	 BROWARD COLLEGE <small>www.broward.edu</small>	W UNIVERSITY of WASHINGTON	 BABSON
	 Howard County	 CUSHMAN & WAKEFIELD		

Kainos Smart - Market Opportunity



- **There is no competitor for Kainos Smart**
- **Addressable market is all Workday clients**
 - 1,180 clients today and 30%+ annual growth in clients
 - Additional Smart modules on roadmap will support additional revenues
 - Demand for Financials expected to outstrip HCM
- **Smart utilises a 3-year subscription model**
 - Separate modules: HCM, Financials, Security
 - Anticipate renewals every 3 years while client continues to use Workday
- **H1 2016 Results: 42 clients generated £600k revenue in H1 with annual run rate of £1.7m**
 - Total of 60 clients now signed

Kainos Smart Strategy

Attract new business

- Increased investment in Sales & Marketing
- Continued expansion in USA
- Investment in channel sales

Retain existing clients

- Strong emphasis on customer service
- Dedicated customer service managers

Increase annual subscription charge

- Client focused roadmap
- Additional modules in line with Workday's roadmap



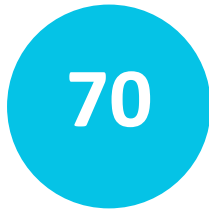


evolve

innovation by kainos®

Evolve Overview

- Software product business focused on Mobile Enabled Healthcare
- 140 people in the Evolve team based in Belfast, London and Gdansk



Engineering



Service Delivery



Support



Sales and
Marketing

35 customers (30 acute trusts in England), recent contracts:

Western Sussex Hospitals 
NHS Foundation Trust

Queen Victoria Hospital 
NHS Foundation Trust

East Sussex Healthcare 
NHS Trust

InTouch 
Health

 CIRDAN
IMAGING

Healthcare & Technology Requirements

KEY GLOBAL ISSUES AND TRENDS

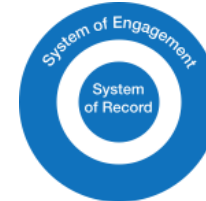
- Ageing population and chronic diseases
- Cost and quality of healthcare
- Access to specialist physicians

-
- We need a bi-modal healthcare IT delivery model
 - We need to be able to rapidly re-engineer and innovate new care processes with efficient mobile access and capture
 - We need access to joined-up, comprehensive patient data
 - We need all stakeholders in care provision to collaborate







IN EUROPE

Estimates point to a shortage of one million health professionals in the EU by 2020 ... and a shortage of 600,000 workers in nursing and a shortage of 230,000 qualified physicians.

Health Strategy and Health Systems in the
EU Commission



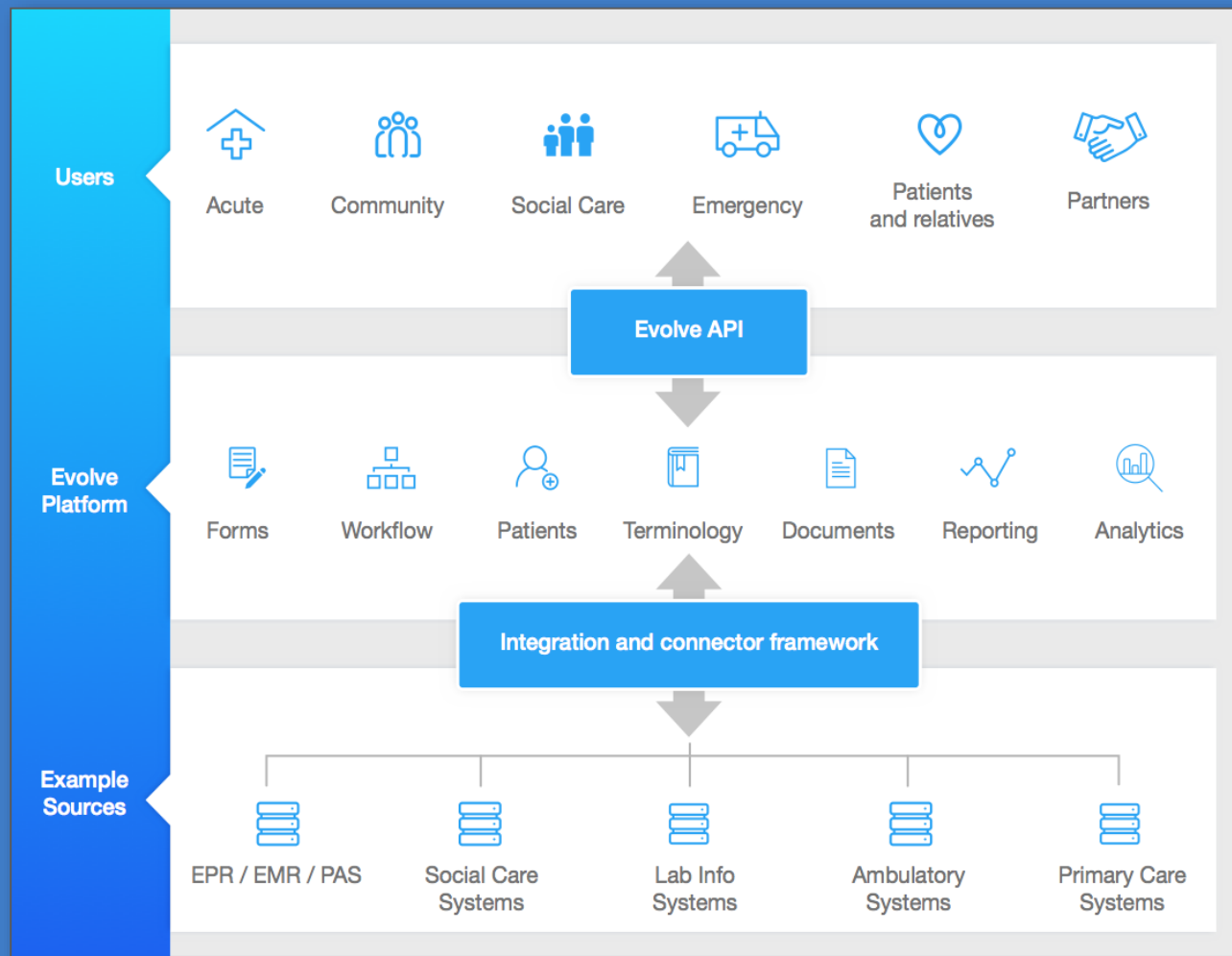
Evolve Offerings

Offering	Evolve EMR		Evolve Integrated Care
Market	⁽¹⁾ 		  
License Model	Perpetual ⁽²⁾	➔	Subscription
Deployment			
Addressable market	UK NHS: £200m		UK NHS: £400m Partners (Global): \$1bn+

Notes:

1. We see some opportunity to offer Evolve EMR outside the UK NHS
2. Some Evolve EMR modules have been licensed on a subscription basis and we see further uptake of this depending on capital availability

Evolve Integrated Care Platform



Users

Can be users from our customers or our partner's customers

Platform Services

Key components include Forms and Workflow to allow clinical process to be changed easily

Integration

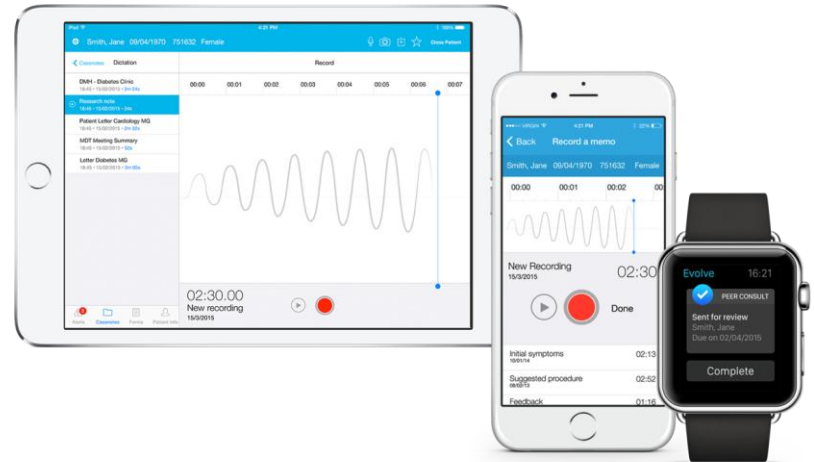
EMR (could be Evolve) to provide patient context and history



Evolve and Apple

Making good applications great

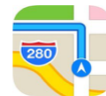
- Apple mobility partner in healthcare (one of a very small number globally)
- Strong interaction with Apple Healthcare Business Development teams in UK, US, EMEA and with other partners
- Regular Apple Executive Briefings and joint prospect meetings



Camera
Integration



Peer-to-peer
handover



Maps
Integration



App
Linking



Touch
ID

Summary

- We have a strong product focused business in Evolve with a clear vision on making healthcare delivery easy through technology.
- We are very proud of our customer base in the NHS and we are confident that we will see continued growth through sales of Evolve EMR to the UK NHS in its drive to become paperless by 2020.
- We are encouraged by the early successes of the Evolve Integrated Care Platform and its ability to underpin a sustainable business with both customers and partners in the UK and internationally.
- We love our partnership with Apple. Our relationship with Apple helps us punch way above our weight on both product development and with new customers and partners.





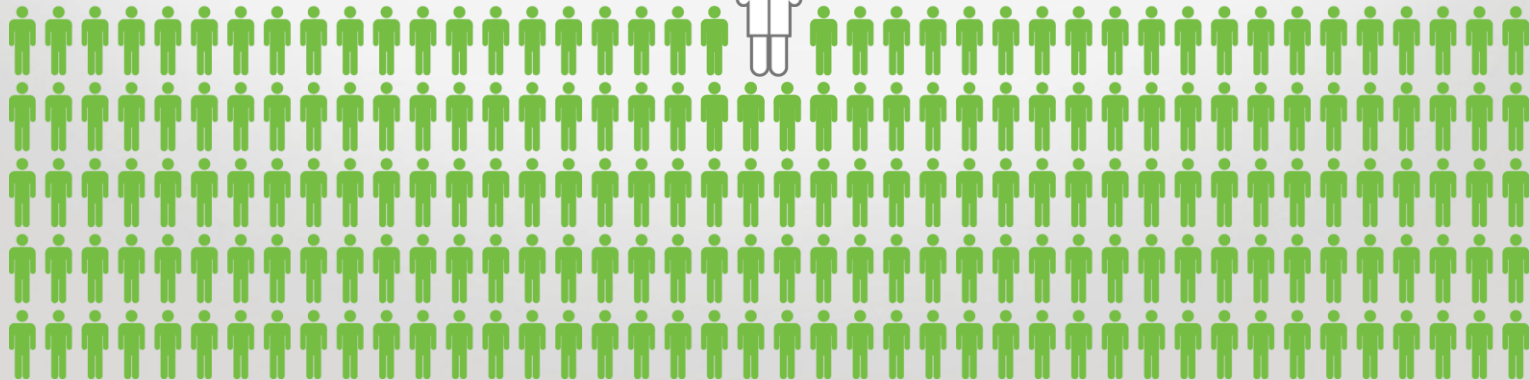
The leading Telehealth network for
specialist care



The Healthcare Delivery Bottleneck



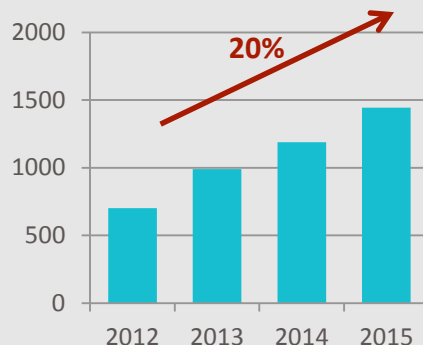
ELECTRONIC HEALTH RECORDS \$
HEALTHCARE INFORMATION EXCHANGE \$
PERSONALIZED MEDICINE \$
REMOTE MONITORING \$
BIG DATA \$



InTouch at a Glance

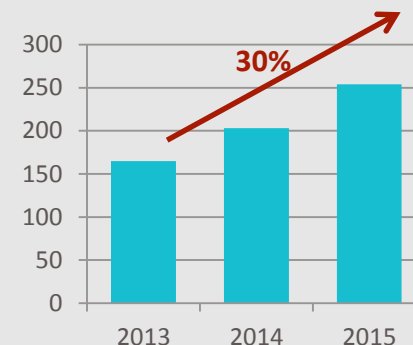
1,500+
Hospital
Locations

Service Locations



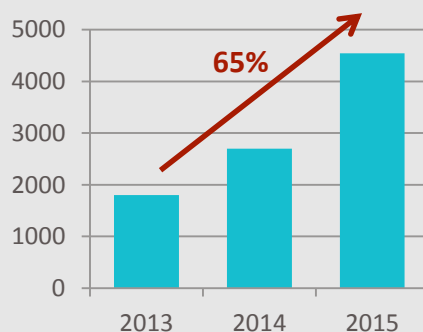
260+ US
Hospital
Customers

HS Customers



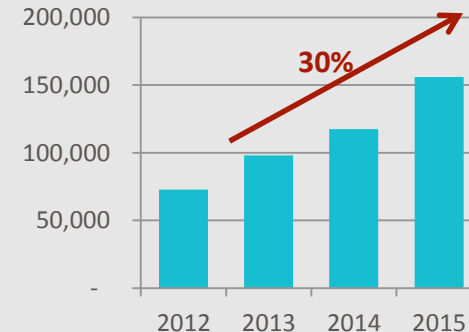
4,000+
Specialist Users

Clinical Users

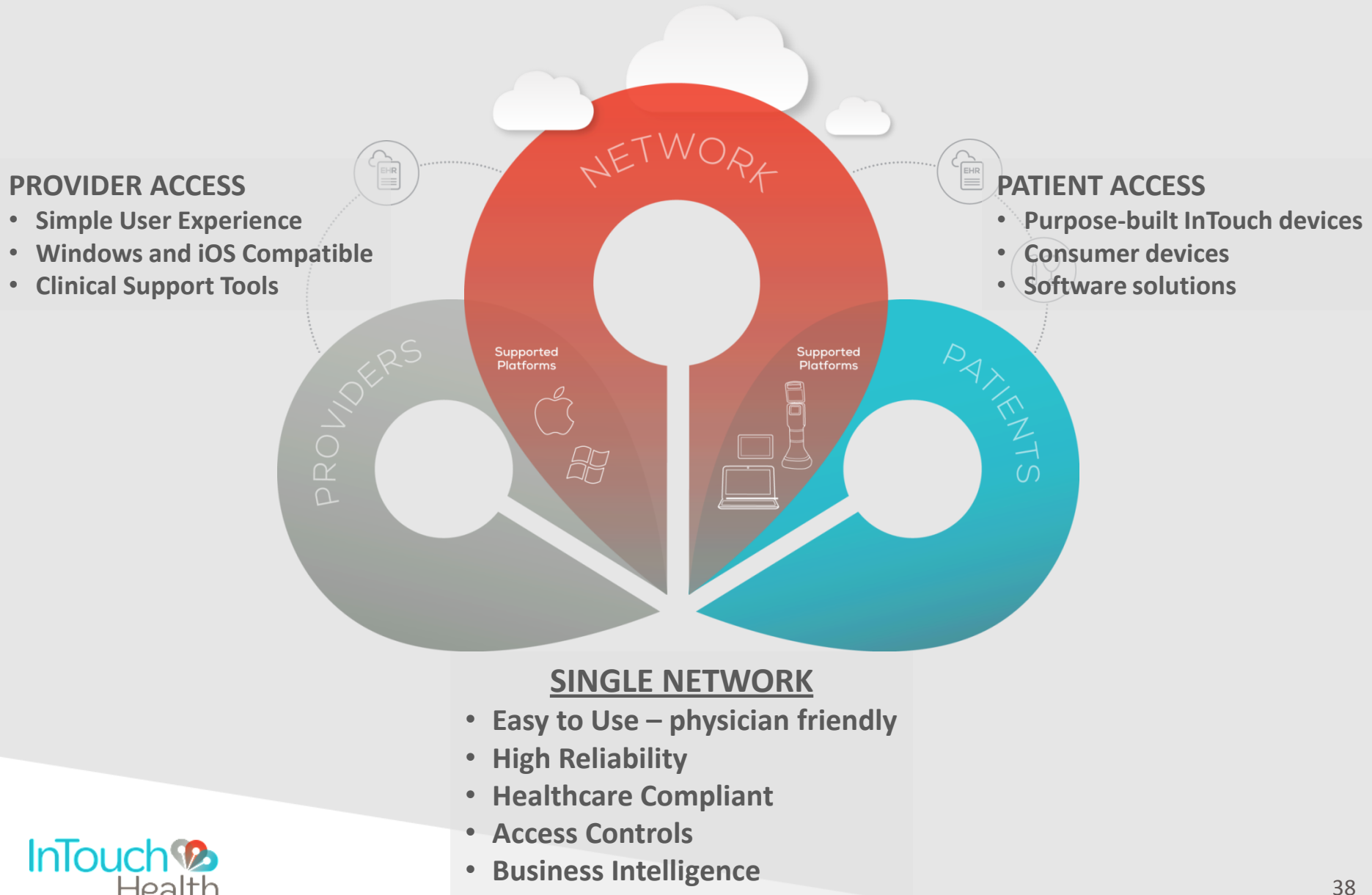


500,000+
Clinical
Encounters

Sessions

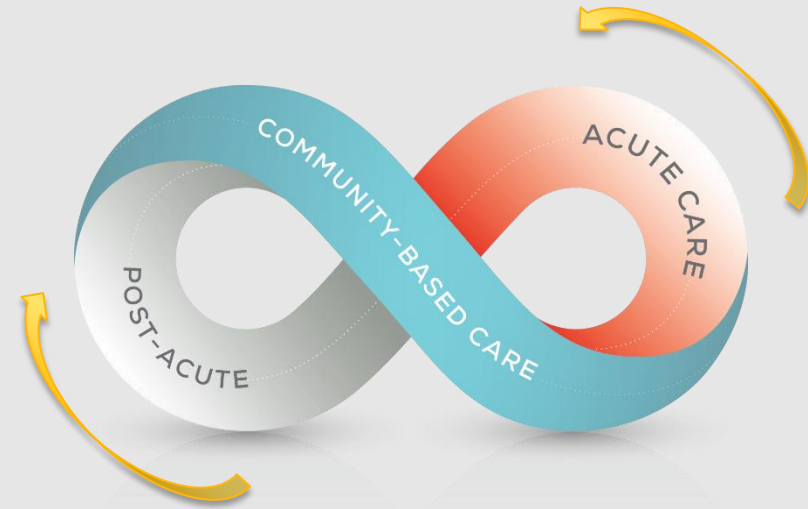


InTouch Telehealth Network



Leading U.S. Health Systems are expanding use of Telemedicine

- From 'encounter' to 'patient management'
- Managing patient populations across time and locations
- To drive access, best practice, team coordination, and improved patient engagement



CHALLENGE:

- Siloed EHR systems
- Not interoperable
- Difficult to modify to changing workflow

Next Generation Telehealth Platform



CONNECT ANYWHERE: cloud-based and mobile enabled accessible anytime, anywhere

WORKFLOW: patient engagement system riding above and across the EMR systems of record

INTEGRATED: to create a unified patient-centric view across care systems and organizations

AGILE: next generation platform, drag-and-drop designer to define and enable telehealth workflow



Closing Remarks, Final Q&A Session

Closing Remarks

- **We are pleased to have delivered a strong FY 2016 performance**
as detailed in our Trading Update (issued 16/03/2016).
- **Our separate business divisions provide diversification and stability**
Each of our Group divisions has performed strongly, and collectively provide stability in local and global markets.
- **We are excited by the growing opportunities available to us.**
The opportunities have increased in value, more than doubling our original estimates and extending the lifetime of the opportunities.
- **We remain focused on execution of our growth plan** and delivering on our commitments again in FY 2017.





Appendix

IPO Presentation Slides

(Summary slides from June 2015 presentation)

» Overview

- Kainos is a high growth, high-margin company providing IT services, consulting and software solutions
 - Digital Services - online platforms for UK Government
 - Evolve - digitised patient records for NHS
 - Workday - implementing Workday SaaS HR for enterprise customers

» Financials

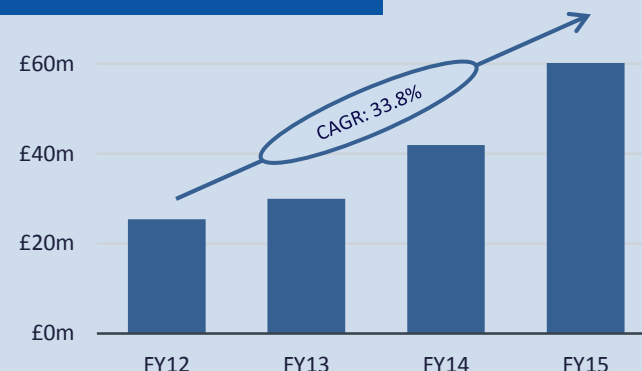
- Strong, organic, revenue growth
- Good visibility: £73m contracted backlog
- Strong, sustainable PBT: 19%
- Strong cashflow conversion: 98% over 3 years

» IPO Rationale

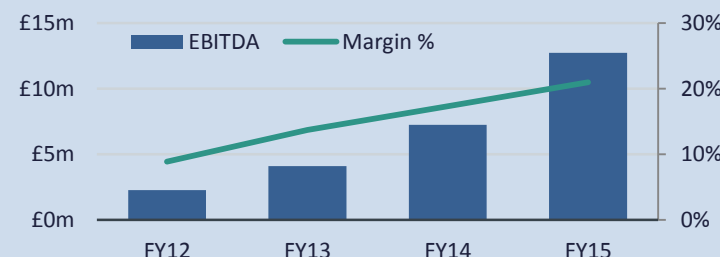
- PLC credibility
- Aligning staff and shareholders
- Primarily QUBIS and former staff value realisation

Shareholder	%
QUBIS	34%
Executive	35%
Employees	31%

» Revenue Growth

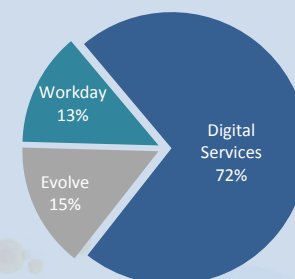


» EBITDA Growth



» Division Revenues

Our IT services, consulting and software solutions are delivered by 728 staff from offices in UK, Europe and USA



» Experienced Executive



Brendan Mooney (48)
CEO
Joined as a graduate, 1989



Richard McCann (50)
CFO & COO
*Ex Coopers & Lybrand,
Galen Holdings plc
Joined: 2011*

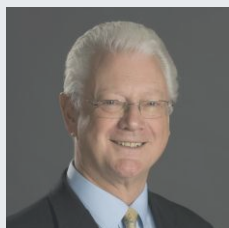


Paul Gannon (51)
SVP Sales
*Ex Accenture, Fujitsu
Joined: 1998*



Brian Gannon (54)
SVP Corporate Development
*Ex Accenture, Capgemini
Joined: 2007*

» Code Compliant Board



John Lillywhite
Non-Independent Chairman
*1997-now: Chairman, Kainos
2004-10: Chairman, APT
2001-07: Chairman, Meridio
1959-97: becoming Group FD, ICL
(Fujitsu UK)*



Andy Malpass
Independent Non-Executive Director
*1995-now: Fidessa Group plc
1985-1995: Various software
companies*



Tom Burnet
Independent Non-Executive Director
*2010-now: CEO Accesso plc
2003-09: MD of a division of Serco
Group plc*



Chris Cowan
Independent Non-Executive Director
*2010-now: Accenture Advisory
Board
1994-2010: Partner at Accenture*

» Skilled Leadership Team

Divisional Directors

- **Russell Sloan (39)**, Government Digital
Joined as graduate: 1999
- **Nigel Hutchinson (50)**, Evolve
*Ex Meridio, Autonomy, HP
Re-joined: 2012*
- **Sam Bolton (55)**, Enterprise
*Ex IBM, SAIC, Scottish Power
Joined: 2001*
- **Malachy Smith (46)**, Workday
Joined as graduate: 1990

Business Service Directors

- **Tom Gray (47)**, CTO
Joined as graduate: 1990
- **Paul Hamill (50)**, HR
*Ex STC
Joined: 1987*
- **Colette Kidd (40)**, Talent Development
Joined as a graduate: 1998
- **Stephan Sakowicz (35)**, Poland Operations
*Ex France Telecom
Joined: 2007*
- **Grainne Burns (40)**, General Counsel
*Ex Bakewells, Norbrook
Re-joined: 2001*

ICL 'Captive'

1987

ICL and Queens University create Kainos, investing a total of £50,000



1992

Personnel system deployed UK-wide



1995

Call processing software in 3,500 telephone switches



2000

Ticketing system developed for London Underground



Ireland Expansion

2004

Customer Relationship Management system



2005

Case Management system for Data Protection legislation



2006

Complex actuarial engine



2009

Eircom digital portal, supporting 3 million subscribers



Targeted Markets

2010

Enter Healthcare market with first deployment of Evolve at Ipswich NHS Trust



2012

Enter Workday implementation market with first Workday deployment as prime contractor



2012

First digital project, Register to Vote, 46 million citizens



2014

25th NHS Trust purchases Evolve, now used in over 65 hospitals



1987

2003

2009

Spin-out

2001

Meridio (Document Management software) spin-out; £1m revenues; acquired by Autonomy, 2007, c\$40m



2010

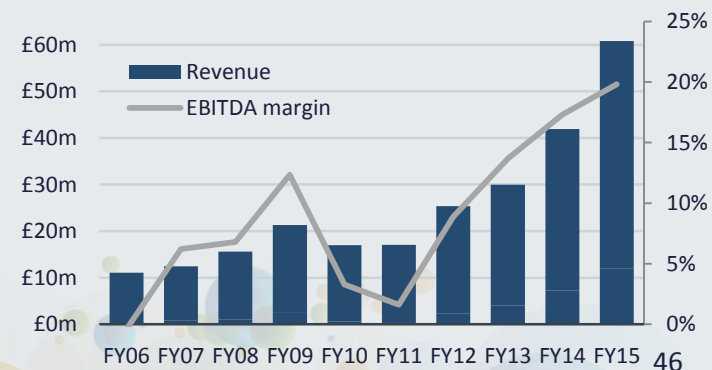
Spin-out of SpeechStorm (Speech Recognition software); c. £1m revenues clients include US Postal Service, BSkyB



Financials

FY15	Revenue:	£61m
	3yr CAGR:	42%
	EBITDA:	20%

FY09	Revenue:	£21m
	3yr CAGR:	23%
	EBITDA:	12%

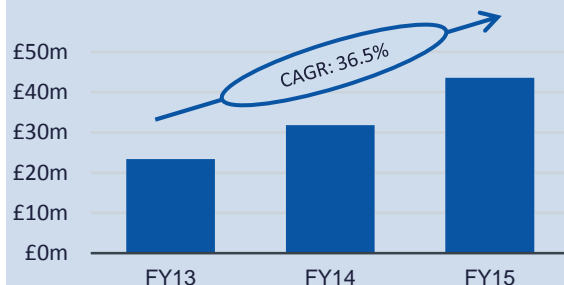


Kainos is a high growth, high-margin company providing digital technology solutions and agile software development through three divisions

1

Digital Services

Building online digital platforms for UK Government departments



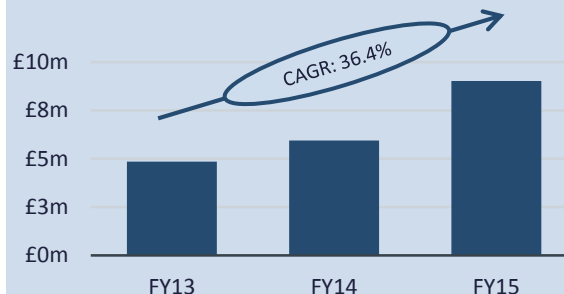
Market size (to 2020)⁽¹⁾: £1bn

Cross-party support for 'digital by default' approach to citizen communication

2

Evolve

Delivering digitised patient records for the NHS on the Evolve platform



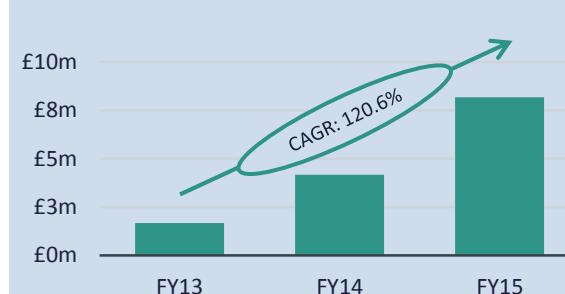
Market size (to 2020)⁽¹⁾: £200m

Replacing the "one size fits all" NPfIT with localised decision making

3

Workday Implementation

Implementing the Workday SaaS HR platform for enterprise customers



Market size (to 2020)⁽¹⁾: £350m

Displacing SAP and Oracle product stack with cloud-based HR software

Common skills across divisions: consulting, project management, software engineering, testing, application support

Highly selective recruitment: hired 2.3% of 10,311 applicants in FY15

skills

Customer base includes global corporates, large UK Government and healthcare organisations

Have relevant, multi-year IT requirements, prefer long-term relationships, driving repeat business

customers

1

Digital Services

- Build deeper relationships with current customers
- Increase number of large central government clients
- Increase business in regional and local government

c. 300 'transactions' to be digitised by 2020 = £1bn addressable opportunity

2

Evolve

- Continue to dominate NHS Acute market
- Extend IP and sell to installed base, with particular focus on mobile and Apple iOS
- Expand into Ambulance, Community and Mental Health sectors

c. 110 Trusts to procure by 2020 = £200m addressable opportunity

3

Workday Implementation

- Expand into Europe, opening a dedicated office
- Extend our Workday services beyond HR (recruitment, analytics, financials)
- Develop IP for automated testing of Workday releases

Workday growth rate: 42%, targeting \$35.4bn ERP market and European expansion

Maintaining the quality of our staff through continued investment and incentivisation

skills

Continue to develop long-term relationships, driving repeat and recurring business

customers

» Summary

- Kainos is a high growth, high-margin company
- Strong, organic, revenue growth with good visibility
- High levels of repeating and recurring revenue
- Increasing diversification in revenue mix
- Significant and exciting growth opportunities across all three divisions
- Large addressable markets and blue-chip reference clients
- IPO provides PLC credibility, aligns staff and shareholders and enables QUBIS value realisation

19/04/2016

» Group Performance

£61m
FY15 Revenue

£73m
Contracted Backlog

20%
FY15 EBITDA and PBT margin

42%
Revenue CAGR (last 3 years)

88%
Repeating / Recurring Revenue

98%
Average Cash Conversion
(over last 3 years)



Appendix

Interim Presentation Slides

(Summary slides from November 2015 presentation)

revenue

£37.2m

growth of 29%

Profit⁽¹⁾

£6.8m

growth of 20%

commentary

- In line H1 2016 revenue and profit
 - In line with FY 2016 market expectations
- Adjusted diluted EPS: 4.8p per share ⁽¹⁾
 - EPS H1 2015, 4.1p per share
- Dividend declared: 1.8p per share
 - Payment date: 8th January 2016
- Strong growth in revenue, sales bookings and contracted backlog
- Managed short-term reduction in utilisation, impacting PBT growth
 - Forecast to improve in H2 2016

⁽¹⁾ Adjusted to remove the effect of IPO related costs (exceptional expenses) and share-based payments.

sales bookings⁽¹⁾

£34.8m

growth of 55%

backlog⁽¹⁾

£56.7m

growth of 54%

commentary

- Added 30 new customers in H1 2016
 - Including Office for National Statistics, Queen Victoria Hospital NHS Foundation Trust and New York Public Library
- Established offices in Boston and Amsterdam
 - Local sales operations to support Workday Implementation Services division
- Evolve selected by Apple for its Mobility Partner Programme
 - Only five healthcare companies selected globally

⁽¹⁾ Value of contracts signed with customers (excluding VAT or other taxes) and excludes 3rd party sales

Sales Bookings inclusive of 3rd party are £38.2m (H1 2015: £24.0m); increase of 59%

Contracted backlog inclusive of 3rd party is £67.0m (H1 2015: £47.5m); increase of 41%

commentary

- Excellent growth across all operating parameters, delivering in-line H1 2016 trading performance
- Increasing demand from existing customers, augmented by new customer acquisition
- Underlying market conditions remain robust, supporting a strong pipeline
- Talent acquisition and retention continue as key competitive differentiators

H1 performance

£37.2m

revenue growth of 29%

£6.8m

profit⁽¹⁾ growth of 20%

£34.8m

sales bookings⁽²⁾ growth of 55%

£56.7m

contracted backlog⁽²⁾ growth of 54%

(1) Adjusted to remove the effect of IPO related costs and share-based payments.

(2) Value of contracts signed with customers and excludes 3rd party sales

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