

We are a group of data-driven businesses that unlock the value of insight, hindsight and foresight to drive organisations forward.



Delivering business value through real-time analytics



Technology-led consulting and services in financial services and capital markets



Predictive analytics for enterprise demand generation

What sets us apart

**Focused** on large and fast-growing markets driven by data

**Differentiated** technology for extreme volume, complexity and latency data requirements

**Deep expertise** and exceptional strength

Our global reach for scale and growth



**Operating at the frontier of real-time data analytics and data management**  
KX enables companies in every industry sector to achieve faster time to value from real-time decision intelligence. By uniquely combining real-time time-series data with historical context, KX enables faster and better in-the-moment decision-making. Engineered to seamlessly integrate into today's evolving data landscape, KX can ingest, store, manage, analyse and visualise enormous amounts of dynamic data, whether on-premise, in the cloud, or at the edge.

With the rapid – and ongoing – digital transformation of virtually every industry sector on the planet, KX is ideally positioned to be the real-time analytics and data management technology of choice with its market-leading performance, elegant simplicity and rapid, demonstrable ROI.

FY22 revenue: **£64.4m** | Exit ARR growth: **25%**

**\$50bn**  
addressable market by 2025

KX growth strategy

- ✓ Investing in product and go-to-market, led by cloud-first platform KX Insights
- ✓ Growing existing customer base and adding new customers: focus on Annual Recurring Revenue and Net Revenue Retention rate
- ✓ Growing ecosystem of partners, including the major cloud hyperscalers, OEMs and system integrators to drive expansion

Partners include



First Derivative

Driving change through deep domain knowledge

First Derivative marries technical expertise with deep domain knowledge to deliver industry-leading projects for financial services firms globally. Built around three practice areas: Business Services, Technology Services and Engineering Services, First Derivative is teaming with technical, logistical and scalable expertise. From CLM, regulatory reporting and risk management, through to data engineering and governance, application architecture and development, First Derivative employees work shoulder to shoulder with customers to remove constraints and instigate action with authority, ingenuity and agility to drive positive outcomes, transforming their business at the optimum rate of change.

FY22 revenue:

£148.0m

Revenue growth:

24%

\$200bn

addressable by First Derivative

MRP

Making the right connections

MRP is a leading global provider of predictive intelligence, combining cutting-edge account-based insights and analytics, along with a full suite of B2B marketing and sales solutions. MRP Prelytix is the industry's only global account-based marketing (ABM) and sales platform that provides the enterprise organisation with a sure means to impactfully connect with prospects across channels, lines of business, regions, and even languages, in real-time, all the time.

FY22 revenue:

£51.1m

Revenue growth:

16%

\$20bn

addressable market in 2025

FY23 Guidance: Group revenue £290-300m- Adjusted EBITDA £36.5-38.5m

Key Indicators

Targets

KX Annual Recurring Revenue (ARR) growth

35-40 %

First Derivative revenue growth

15 %

MRP revenue growth

10 % +



Seamus Keating | CEO

Seamus has over 20 years' experience in the global technology sector in finance and operational roles and has held a number of non-executive roles since 2012. He was Chief Financial Officer of Logica plc from 2002 until 2010 when he became Chief Operating Officer and head of its Benelux operations.

Ryan Preston | CFO

Ryan joined the Board of FD in January 2021 and has responsibility for the Group's financial operations. Ryan was formerly Chief Financial Officer of Independent News & Media plc and at OVO Energy Retail, having spent the early part of his career in senior finance roles at Tesco, including Group Finance Director, Europe.