



Software to accelerate AI-driven innovation



Consulting services which drive digital transformation in financial services and capital markets



Technology enabled services for enterprise demand generation

What sets us apart

Focused

We are focused on large and fast-growing addressable markets driven by data

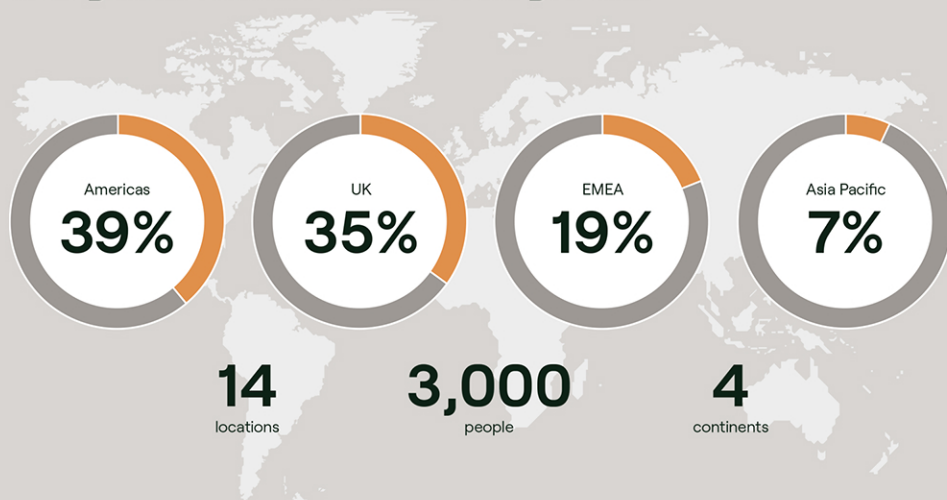
Differentiated

We deliver differentiated technology products and solutions for extreme volume, complexity and latency data requirements

Deep expertise

We provide deep expertise and exceptional strength

Our global reach for scale and growth*



* Based on split of revenue.

Software to accelerate AI-driven innovation

KX's mission is to accelerate the speed of AI-driven business innovation, enabling customers to transform into real-time, intelligent enterprises. Built for the most demanding data environments, at the intersection of big and fast temporal data, its Data Timehouse platform is trusted by the world's top investment banks and hedge funds and leading companies in the life and health sciences, semiconductor, telecommunications, and manufacturing industries.

At the heart of its technology is the kdb+ time-series database and real-time analytics engine, independently benchmarked as the fastest on the market. It can process and analyse time-series and historical data at unmatched speed and scale, empowering developers, data scientists, and data engineers to build high-performance data-driven applications and turbo-charge their favourite analytics and AI tools in the cloud, on-premise, or at the edge. Ultimately, its technology enables the discovery of richer, actionable insights for faster decision making which drives competitive advantage and transformative growth for customers.

FY23 revenue:

£80m

ARR growth:

39%

\$135bn

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

Consulting services which drive digital transformation in financial services and capital markets

First Derivative is a specialist consulting firm operating in areas where expert knowledge is critical to success, whether it's in the realm of business, technical, or both. With deep vertical expertise in capital markets, banking operations and asset servicing – it has one of the largest fully dedicated capital markets consulting teams in the world – First Derivative's commitment to training and continuous improvement is the bedrock of its reputation of being able to solve the toughest of operational, data and technology challenges. Offering one of the world's largest dedicated capital markets consulting teams, First Derivative operates from centres of excellence in the UK, Ireland, Canada, the US and mainland Europe.

FY23 revenue:

£174m

Revenue growth:

18%

\$200bn

addressable by First Derivative

MRP

Technology-enabled services for enterprise demand generation

Servicing more than 1,000 clients across the world, MRP focuses on the needs and challenges of enterprise sales and marketing teams. MRP Prelytix®, the only enterprise-class, account-based marketing (ABM) platform, is purpose-built to simplify the complexity of clients' operating environments, enabling account-based programmes that are coordinated with existing marketing programmes, across all global marketing initiatives. Ultimately MRP delivers growth to its customers through the highest quality, most innovative products and services in the ABM space.

FY23 revenue:

£41m

Revenue decline:

19%

\$25bn

addressable market in 2025

FY24 Guidance: Group revenue £315–325m– Adjusted EBITDA £38–40m

Key Indicators

Targets

KX Annual Recurring Revenue (ARR) growth

35%

First Derivative revenue growth

5–10%



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.