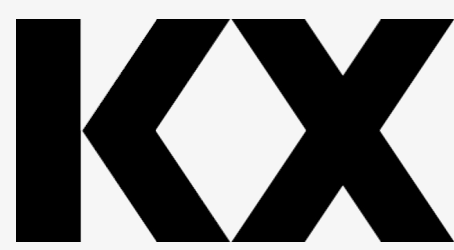


Investor factsheet

Overview and financial performance

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



High-performance analytics database engine for AI-driven innovation

FIRST DER/VAT/VE

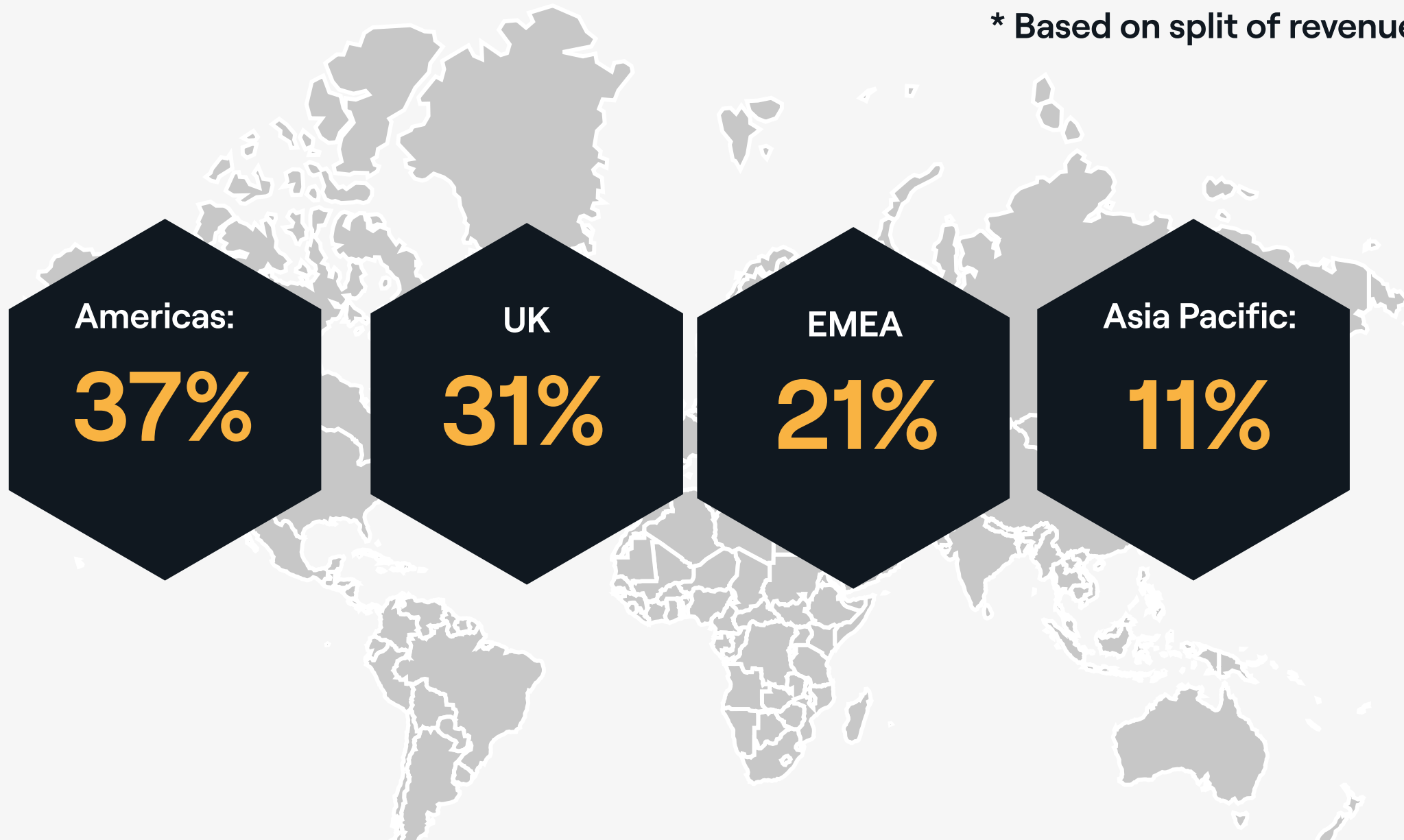
Driving digital transformation in financial services and capital markets

What sets us apart

- Focused**
We are focused on large and fast-growing addressable markets driven by data and AI
- Differentiated**
We deliver differentiated technology products and solutions for extreme volume, high speed and complexity, low-latency data requirements
- Deep expertise**
We provide deep expertise for our customers

Our global reach for scale and growth*

* Based on split of revenue



High-performance analytics database engine for AI-driven innovation

Our mission is to accelerate data and AI-driven innovation with high-performance analytics database solutions, enabling our customers to transform into AI-first enterprises. KX is trusted by the world's top investment banks and hedge funds, aerospace and defence, life and health sciences, semiconductor, telecommunications and advanced manufacturing companies.

Time series and vector data analytics and management are at the heart of our products, independently benchmarked as the fastest on the market. They help our customers process data at unmatched speed and scale and empower line-of-business leaders, developers, data scientists and data engineers to build high-performance data-driven applications and turbocharge their favourite analytics tools in the cloud, on premise or at the edge.

KX technology enables the discovery of richer, actionable insights for faster, better-informed decision-making which drives competitive advantage and transformative growth for our customers. KX operates across North America, Europe and Asia Pacific.

FY24 revenue:	ARR growth
£79m	12%

Addressable market
More than \$100 bn, growing at 20%-25% per annum



Investor factsheet

Overview and financial performance

FIRST DERIVATIVE

Driving digital transformation in financial services and capital markets

First Derivative has one of the largest, fully dedicated capital markets consulting teams in the world.

We deploy the most intuitive thinkers and innovative solutions into the world’s financial markets to solve the toughest of operational, data and technology challenges for leading global investment banks.

Combining technical, logistical and scalable expertise, we release our clients’ constraints and instigate action with authority, ingenuity and agility to drive positive outcomes. Our focus is transforming businesses at the optimum rate of change. First Derivative operates from centres of excellence in the UK, Ireland, Canada, the US and mainland Europe.

FY24 revenue:	FY24 gross margin:
£170m	26%

FY25 guidance

Target

KX gross annual recurring revenue (ARR) growth

20% - 25%

ARR growth

11%-15%

Annual Contract Value added

£16m-£18m, with £6m-£8m in H1

Cash EBITDA

In line with FY24

First Derivative revenue

£160m - £170m

First Derivative adjusted EBITDA margin

11%



CEO – Seamus Keating

Seamus was appointed as CEO in January 2020. He was first appointed to the Board as an independent Non-Executive Director in December 2012 and was appointed Non-Executive Chairman in July 2013. He 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. Prior to his role at Logica plc, he worked for the Olivetti Group in senior finance roles in the UK and Italy.



CFO – Ryan Preston

Ryan joined the Board of FD in January 2021 and has responsibility for the Group’s financial and legal 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 at Tesco plc where he was European CFO.