Aptitude Software

Interim results For the six months ended 30 June 2026

Fynapse, the Finance ERP

Fynapse by Aptitude

Agenda

SECTION

APPENDIX

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Executive summary

1

12% ARR growth in AI Autonomous Finance

Underpinned by 85% growth in Fynapse ARR as we continue to execute our Finance ERP strategy

2

Largest new logo win

A record new logo, Fynapse's biggest deal to date

3

92% partner-influenced pipeline

Up from 70% a year earlier

4

Strategic Review

Update on the Strategic Review and Formal Sales Process

H1 2026
Financial highlights

Simon Kelly Commercial Finance Director

Financial highlights

Strong financial position maintained, with significant cash reserves

Total ARR

£49.9m

H1 25: **£50.8m**

AI autonomous finance ARR

£20.1m

H1 25: **£17.9m**

Fynapse ARR growth

85%

H1 26 ARR: **£4.9m**

Net Cash

£15.7m

H1 25: **£17.1m**

ARR growth in AI Autonomous Finance

AI Autonomous Finance, the strategic focus for the group, grew **12%** year on year, with Fynapse as a stand alone product growing at **85%**.

Financially robust

Cash position of **£21.1m** with **£15.7m** in net cash, underpinning Aptitude's continuing balance sheet strength.

Continuing to provide shareholder returns

Dividend payment of **1.8p per share** in June combined with **£2.6m** returned via the share buy back programme in H1 26.

Financial highlights

Increased profitability due to improving revenue quality and carefully managed cost base

Total revenue	£28.8m	H1 25: **£32.8m**
Recurring Revenue Proportion	88.1%	H1 25: **81.5%**
Adjusted Operating Profit	£5.1m	H1 25: **£4.9m**
Adjusted Operating Margin	17.8%	H1 25: **14.9%**

Improving revenue quality

Recurring revenues now account for 88.1% of all revenue, representing an increase of 6.6 ppts year on year, providing higher margins and greater forward revenue visibility.

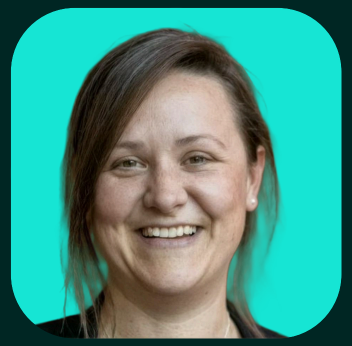
Profitability continuing to improve

Adjusted operating profit improved year on year despite reduction in revenue, at £5.1m in H1 2026 (H1 2025: £4.9m) driven by improving revenue mix and strong cost control.

Operating margin improvement

Operating margin at 17.8% representing an increase of 2.9 ppts year on year.

Growing momentum through H1 2026



Alex Curran CEO, Aptitude Software

Continued execution against the plan

New enterprise wins, a strengthening pipeline and continued validation of the partner-led model

£5.2m

Total contract value of new Fynapse H1 2026 wins

25%

Pipeline value growth period-on-period

92%

Partner-influenced pipeline

H1 Fynapse key win: £4.2m

C$100B NA financial services provider

Why Fynapse won

+ Selected **Fynapse** to meet a regulatory deadline no other provider could, while establishing the Group's AI-ready finance foundation.

£4.2m TCV	<3mths to signature	Largest Fynapse win	Big 4 partner-sourced

From point solution to Group-wide finance and AI foundation selected Fynapse

Speed

The only provider able to implement within the timeline required for the new bank launch.

Expertise

Combined event-level accounting, lineage and controls with deep financial services experience.

Strategic fit

Selected as the Group's finance and AI foundation.

What it unlocks

+ **Real-time finance** data to improve decision-making, accelerate product innovation and scale AI across the Group.

Aptitude customers

£5.8m
ARR base renewed under multi-year contracts

6%
Net ARR growth across multi-year renewals

£19.2m
TCV across multi-year renewals

Top-10 US health insurer live on Fynapse in <5 months, 80% faster than alternatives

Continued momentum supported by

- Stronger Account Management driving retention and expansion
- Migration of legacy clients onto Fynapse, creating further growth opportunities

Strategic Review

Strategic Review & Formal Sales Process update

1

What we looked at

Raising equity, selling eSuite and Rules, funding Fynapse from cash, a merger, a sale of the Company, or continued self-help

2

What it confirmed

- Portfolio and organisational rationalisation substantially complete
- Conviction in the Finance ERP opportunity reinforced
- Realising it at scale requires accelerated investment

3

Where we are

- Equity funding not forthcoming
- Proposals received from trade and private equity counterparties
- Discussions continuing with certain of the parties that submitted proposals to make a cash offer for the Company, with discussions with one such party being more advanced
- eSuite and Rules disposals not currently being progressed

Further announcements will be made as appropriate.

What's next?

Continued execution, and a clear focus. H1 2026 delivered improved new business, strong renewal performance, and continued progress on the transformation set out at the full year.

Alex Curran CEO, Aptitude Software

1. Capture the Finance ERP market with Fynapse
2. Accelerate investment in product, go-to-market, and partner capacity
3. Conclude the Strategic Review

Thank you

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Fynapse
by Aptitude

Appendix

Why Aptitude is positioned to win the Finance ERP market

Alex Curran CEO, Aptitude Software

The Finance ERP opportunity

> What took you so long to become a Finance ERP?
>
> Director Analyst at Gartner

> Fynapse is the only platform we found that combines scale, performance and regulatory control with the decision-ready data that underpins Finance and unlocks AI.
>
> CFO at Top 3 US Bank

1 The CFO's role has changed

Decisions now move weekly, but most finance functions still close in five to fifteen days.

2 The AI-ROI gap is now visible at board level

87% of CFOs say AI is critical this year. Only 14% see measurable return. (Deloitte)

3 The constraint is the finance data, not the AI model

Only 7% of finance functions run real-time data flows. Only 3% close continuously.

4 A new category is emerging – The AI-native Finance ERP

Finance ERP: a distinct finance layer, separate from operational ERP.

Why Aptitude is positioned to own the Finance ERP market

Aptitude brings together what no other supplier does: modern, AI-native finance architecture with decades of accounting and regulatory credibility.

> “We’ve never seen capabilities like Fynapse to bring that data together, make sense of it and transform it so organisations can actually do analytics and gain insights.
>
> VP, Finance Transformation
> Global Financial Services Company

1 Built for finance-grade AI

Fynapse generates real-time, transaction-level financial data with the controls, lineage and auditability AI needs to operate in finance.

2 For the CFO and the CTO

Fynapse modernises the finance layer without replacing the operational ERP, giving CFOs better financial control while avoiding a major systems overhaul for the CTO.

3 40+ years of accounting expertise

Aptitude brings decades of experience solving complex accounting and regulatory requirements for the world’s largest enterprises.

4 Aptitude has what competitors don’t

Incumbents have trust but legacy architecture. New entrants have modern technology but lack accounting depth. **Aptitude has both.**