

26 March 2025

Final Results

for the year ended 31 December 2024

Delivering the Fynapse opportunity



Alex Curran
CEO



Simon Kelly
Commercial Finance Director



Agenda

- 01 **Introduction**
Alex Curran | CEO
- 02 **Financial Highlights**
Simon Kelly | Commercial Finance Director
- 03 **Market & Business Transition**
Alex Curran | CEO
- 04 **2024 Progress**
Alex Curran | CEO
- 05 **Summary**
Alex Curran | CEO

Introduction

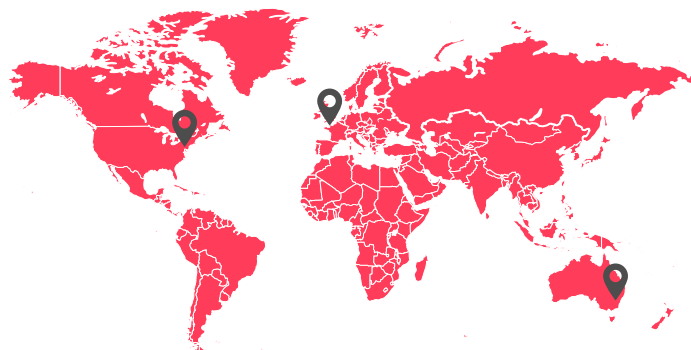
Aptitude 



Delivering the Future of Finance

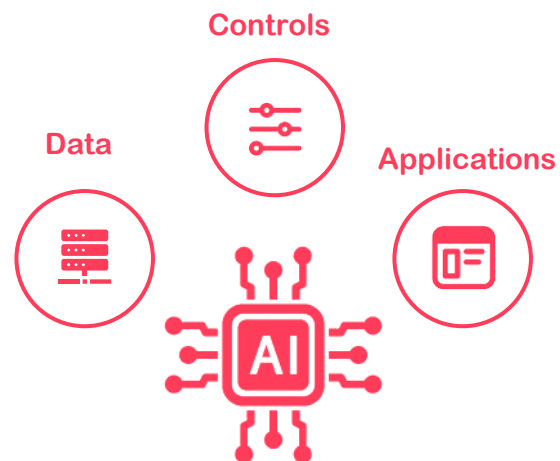
Heritage

- Regulatory & Compliance Software
- 100+ Enterprise Customers Globally
- Entrusted Finance Partner



Technology

Aptitude
Fynapse



Foundation



Aptitude Client Portfolio

Aptitude Software is an entrusted
finance partner at 100+ enterprise
customers globally



All existing clients are a prospect for Fynapse

Insurance

Banking & Markets

Technology

Media & Publishing

Telecommunications

Others



Acceleration of Strategy



2024: Delivery & Momentum

- Met market expectations
- Rewired operating model
- Executed shift to SaaS + partner-first



Why Partner-Led the only way

- Moving beyond hybrid model
- Shifting services to partners
- Unlocking Tier 2/3 growth



Scaling Through Partners

- Fully committing to partner-led delivery model
- Shifting services away from Aptitude
- Building for Long-Term Growth



Financial Highlights



Financial Highlights

Strong financial position maintained through organisational transition



High revenue visibility

ARR of £52.1m provides forward revenue visibility with a large proportion of the existing list of clients being target Fynapse conversion opportunities



ARR growth through organisational transition

ARR continued to grow at 2% in 2024 (2023: 2%), under-pinned by 12% growth within AI Autonomous Finance (which includes Fynapse and AAH), demonstrating strong traction in an area of strategic focus for the business



High value base of clients with significant Fynapse opportunity

NRR of 99% in 2024 (2023: 98%), providing a solid foundation for growth through Fynapse



Balance Sheet strength

Cash position of £30.4m and net cash position of £20.3m, underpinning a strong balance sheet

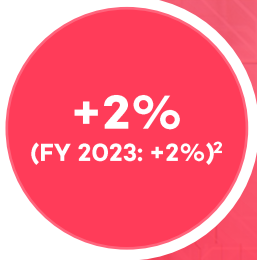


Continuing shareholder returns

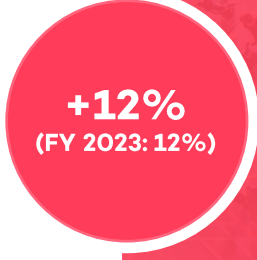
Normal dividend maintained at 5.4p in 2024 along with the continuation of the share buy back programme of £20m over 3 years (£4m re-purchased as at 31 December 2024)



Total Software ARR¹



**Growth in ARR
(Constant Currency)**



**ARR Growth in AI
Autonomous Finance
ARR**



Net Retention Rate



Net Funds

1 Annual Recurring Revenue ('ARR') is the value of Aptitude's recurring revenue at the year end, normalised to a one-year period. ARR includes recurring revenues contracted but yet to commence and excludes recurring revenues which, at that point in time, are being received but are under formal notice of termination. Included within ARR are recurring revenues for Assure, the group's solution management services.
2 Comparatives for ARR and ARR growth are presented on a constant currency basis, using the prevailing exchange rates as at 31 December 2024.
3 Net Retention is measured by the total value of ongoing ARR at the period end from clients in place twelve months earlier as a percentage of the opening ARR from those clients on a constant currency basis

Financial Highlights

Strong cost control and improving revenue mix driving increased operating margins



Continued revenue quality improvement

Recurring revenue now approaching the 80% target figure, providing stronger margins and greater forward revenue visibility



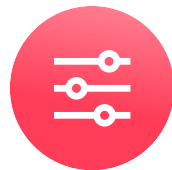
Stronger profitability

Adjusted operating profit ahead of prior year at £9.9m (2023: £9.7m), despite lower overall revenues, driven by improving revenue mix and strong cost control



Operating margin improvement

Operating margin at 14% representing an increase of 1% from the prior year due to the combination of the above factors



Carefully managed investment

Peak levels of R&D have now been reached, with significant future reductions expected in total spend and spend as a proportion of revenue

1 Adjusted Operating Profit excludes non-underlying operating items, which principally comprise intangible asset amortisation
2 Adjusted Operating Margin excludes non-underlying operating items, which principally comprise intangible asset amortisation

£70.0m
(FY 2023: £74.7m)

Total Revenue

78%
(FY 2023: 71%)

Proportion of
Recurring Revenue

£9.9m¹
(FY 2023: £9.7m)

Adjusted
Operating Profit

14%
(FY 2023: 13%)²

Adjusted
Operating Margin

£17.7m
(FY 2023: £17.8m)

Annual investment
in R&D

Short-term Outlook

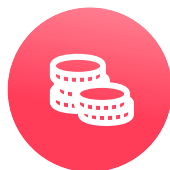
Partner led approach expected to moderate short-term outlook to accelerate future growth



2025 revenue expected to be in line with 2024



Investment required to accelerate partner led approach



2025 profitability expected to be in line with 2024 levels before returning to growth in 2026 and beyond



Market shift & business transition

Aptitude 



The Market Shift: Finance Evolution



- 💡 CFOs need real-time tools
- 💡 Legacy ERP systems fall short
- 💡 **Fynapse defines a new category as an AI-enabling Finance Platform**




We are completely convinced the consequences [of AI] will be extraordinary and possibly as transformational as ... electricity...

Jamie Dimon, JP Morgan Chase




Rewiring the Business at Speed

Go-to-Market

 Streamlined, partner-first


 Grew pipeline

Client Experience

 Unified client-facing teams

 Improved retention

Product & Engineering

 Product-focused model

 Accelerated delivery

Midway through transition to fully align the organisation and scale operations



2024 progress



Fynapse Growth

15x

Fynapse pipeline *opportunities* compared to mid July 2023



10x

Fynapse pipeline *value* growth since mid July 2023

6

Fynapse Clients



70%

Fynapse pipeline connected to a partner and 30% ARR sourced



HCSC
Health Care Service Corporation

Chubb

INSPIRED

ONEDIGITAL

T-Mobile

KPMG

Microsoft

Deloitte.

EY

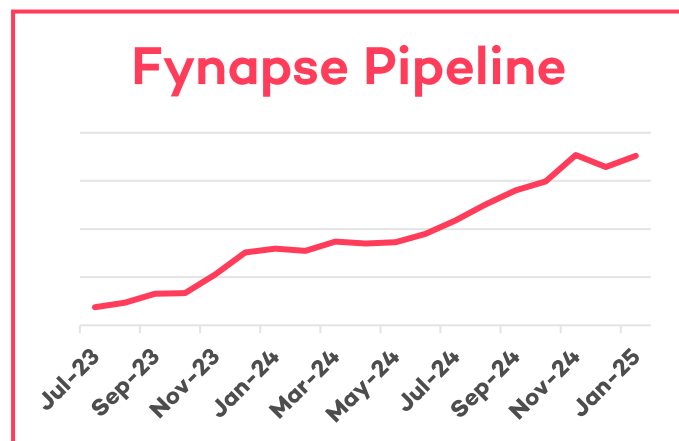
Hso

KPMG

Capgemini



Fynapse Clients



T Mobile™

Telecommunications

AAH migration



INSPIRED

Gaming

Net new logo



USA Managed Service

Partner reseller



Insurance

Net new logo

Chubb

Insurance

AAH migration

HCSC
Health Care Service Corporation

Insurance

AAH migration

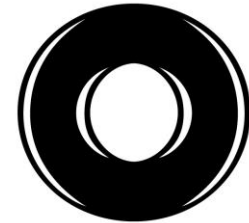
Scaling accelerated by partners; Tier 2 & 3 organisations offer expansion paths



Portfolio Growth in 2024



INSPIRED



MACQUARIE

**Multinational Investment
Bank**



TAILORED RISK SOLUTIONS



Software



Summary



Summary



**Rewired the
organisation**



**Accelerating with
partners**



**High-Margin &
SaaS-First Scaling**



Appendix



Income statement

Strong revenue quality and cost control
improving operating margins

	FY 2024 (£'000)	FY 2023 (£'000)
Recurring Revenue	54,427	53,370
Implementation Revenue	15,617	21,315
Total Revenue	70,044	74,685
Operating Costs	(60,126)	(64,959)
Adjusted Operating Profit	9,918	9,726
Non-Underlying Items	(4,243)	(4,441)
Statutory Operating Profit	5,675	5,285
Net Interest	(82)	(245)
Profit Before Tax	5,593	5,040
Taxation	(613)	(915)
Profit After Tax	4,980	4,125



Cash flow

Some cash receipt delays, recovered in Q1, affected year end cash position but not a trend that will continue in 2025

	FY 2024 (£'000)	FY 2023 (£'000)
Cash generated from operations	8,852	11,945
Interest and tax (paid)/received	(2,080)	(951)
Cash flows generated from operating activities	6,772	10,994
Purchase of property, plant and equipment	(481)	(601)
Purchase of intangible asset	(1,120)	-
Interest received	368	282
Dividends paid	(3,081)	(3,096)
Purchase of own shares	(4,058)	(186)
Payment of capital lease obligations	(592)	(534)
Repayment of loan	(1,250)	(1,290)
Net cash used in investing/financing activities	(10,214)	(5,425)
(Decrease) / increase in cash and cash equivalents	(3,442)	5,569
Exchange rate gains/(losses) on cash and cash equivalents	(243)	(729)
Cash and cash equivalents at end of period	30,400	34,085



Balance sheet

Strong balance sheet with robust cash position

	31 Dec 2024 (£'000)	31 Dec 2023 (£'000)
Goodwill and intangible assets	61,418	63,745
Property, plant and equipment including right-of-use assets	4,016	4,484
Trade and other assets	18,949	17,099
Cash and cash equivalents	30,400	34,085
Total Assets	114,783	119,413
Bank loan and capital lease obligations	(10,123)	(11,403)
Deferred income	(32,225)	(31,475)
Trade and other liabilities	(8,994)	(9,666)
Taxation	(1,802)	(1,588)
Deferred taxation	(3,722)	(4,967)
Total Liabilities	(56,866)	(59,099)
NET ASSETS	57,917	60,314

