

This announcement contains inside information for the purposes of Article 7 of the Market Abuse Regulation (EU) 596/2014 as it forms part of UK domestic law by virtue of the European Union (Withdrawal) Act 2018 ("MAR"), and is disclosed in accordance with the Company's obligations under Article 17 of MAR.

# Big Technologies PLC

("the Company" or "the Group")

## Unaudited interim results for the six months ended 30 June 2023

Big Technologies PLC (AIM: BIG), the leading, integrated technology platform for the remote monitoring of individuals, is pleased to announce its interim results for the six-month period to 30 June 2023 (the "period").

£m (unless otherwise stated)	H1 2023	H1 2022	FY 2022
Revenue	27.3	22.9	50.2
Gross margin (%)	73.3%	71.4%	72.5%
Statutory operating profit	8.2	8.8	20.6
Adjusted operating profit <sup>1</sup>	13.9	12.1	27.1
Adjusted EBITDA <sup>2</sup>	16.1	13.7	30.5
Adjusted EBITDA <sup>2</sup> margin (%)	59.1%	60.1%	60.7%
Cash generated from operating activities	12.4	11.3	25.7
Net cash	75.4	56.9	66.8
	<b>Pence</b>	<b>Pence</b>	<b>Pence</b>
Adjusted diluted earnings per share <sup>3</sup>	4.3p	3.7p	8.1p
Adjusted basic earnings per share <sup>3</sup>	4.6p	3.9p	8.6p
Statutory diluted earnings per share	2.9p	3.0p	6.5p
Statutory basic earnings per share	3.1p	3.1p	6.9p

<sup>1</sup>Before share-based payments charge and amortisation of acquired intangibles. <sup>2</sup>Before share-based payments charge. <sup>3</sup>Before share-based payments charge, amortisation of acquired intangibles and the tax effect of these adjusting items.

A reconciliation to statutory measures is presented in the notes to the unaudited interim results.

### Financial highlights

- Revenue increased by 19% in H1 2023 driven by new contract wins and an increase in revenues earned from existing customers;
- Gross margin increased by 190 bps to 73.3% in H1 2023 as a result of the revenue growth and the scalable operating model;
- Adjusted EBITDA of £16.1m in H1 2023 with adjusted EBITDA margin of 59.1%. The Group has been impacted by adverse foreign currency movements in the period;
- Cash generated from operating activities of £12.4m in H1 2023, delivered by the positive trading performance in the period;
- Significant net cash balance of £75.4m at 30 June 2023, underpinning a very strong balance sheet.

## Operational highlights

- Continuation of growth in the number of electronic monitoring devices deployed with customers across the world;
- Made good progress against delivering the future product roadmap with a number of new products in the final stages of development;
- Continued our engagement with potential new customers across Europe and the rest of the world.

## Summary and outlook

- The Group remains well positioned with the financial resources in place to provide continued flexibility to invest in the business and to take advantage of the value-enhancing opportunities that are expected to materialise in the coming years;
- The Group continues to benefit from high levels of recurring revenue and the Board has good revenue visibility for the second half of the year and is confident of continued cash generation;
- Assuming no further strengthening in sterling over the second half of the year and no new contract wins, the Board expects the Group to deliver full-year revenue of approximately £54m with an adjusted EBITDA margin of around 60%, which is at the lower end of current market expectations<sup>(1)</sup>.

*(1) Latest company compiled view of market expectations show adjusted EBITDA of £32.7m to £34.7m (stated before share-based payments).*

Commenting on the results, Sara Murray OBE, Chief Executive Officer said:

“We have delivered pleasing revenue and profit performance during the first half of the financial year, clearly illustrating our proven, resilient and cash-generative business model. We continued to support new and existing customers with our product offering, helping to keep societies and communities safe around the world. We have a pipeline of exciting new products in the final stages of development and expect to release these to customers in the second half of the year. The demand for all our products remains strong and the solid foundations on which our business is built, means it is well positioned with the financial resources in place to take advantage of value-enhancing opportunities as they arise.”

### For further information please contact:

#### **Big Technologies**

+44 (0) 19 2360 1910

Sara Murray (Chief Executive Officer)

Daren Morris (Chief Financial Officer)

#### **Zeus (Nominated Adviser and Sole Broker)**

+44 (0) 20 3829 5000

Jamie Peel / Dan Bate / Kieran Russell (Investment Banking)

Benjamin Robertson (Equity Capital Markets)

The person responsible for arranging the release of this information is Daren Morris, Chief Financial Officer and Company Secretary.

## Half Year Review

### Overview

The Group has continued to deliver revenue and profit growth in the first half of 2023, showing the resilience of its cash-generative business model despite the persistence of uncertain global macroeconomic conditions.

### Financial Performance

#### Revenue

Revenue in the first half of 2023 grew by 19% to £27.3m (H1 2022: £22.9m), driven by new contract wins in the Asia-Pacific and European regions and an increase in revenues earned from existing customers. The majority of revenues continue to be derived from customers in the criminal justice sector, which accounts for 99% of reported revenue (H1 2022: 98%).

Revenue growth was primarily driven by the Asia-Pacific and European regions, which grew at 27% and 44% respectively. The Group's eight-year national monitoring contract with the New Zealand Department of Corrections has now achieved its full run-rate and there were contract wins in Europe. Reported revenue in the Americas region declined due to strengthening sterling, but grew by 2% on a constant currency basis.

The Group has been impacted by adverse foreign currency movements in the period with sterling strengthening against the US dollar, Australian dollar and New Zealand dollar, the Group's main sales currencies. On a constant currency basis, revenue would have been £0.4m higher than reported if exchange rates had remained the same as H1 2022 and £0.8m higher than reported if exchange rates had remained the same as H2 2022.

#### Profitability

Gross profit increased by 22% to £20.0m (H1 2022: £16.3m), with gross margin increasing by 190 bps to 73.3% (H1 2022: 71.4%) as a result of the revenue growth and the Group's scalable operating model, which allows for the deployment of additional electronic monitoring devices to customers with increased efficiency. Profits earned on incremental revenues were able to offset increases in labour, freight and manufacturing costs caused by the high inflationary environment.

Adjustments made to the interim financial results before tax were £5.7m (H1 2022: £3.3m) and are for the amortisation of acquired intangible assets and share-based payments. See note 3 for further details.

Adjusted operating profit of £13.9m increased by 15% against H1 2022, with a decrease in adjusted operating margin to 51.1% (H1 2022: 52.9%). The decrease in adjusted operating margin was primarily driven by adverse foreign currency movements in the first half of 2023 as sterling strengthened against the Group's main sales currencies. Foreign currency movements in the first half of 2022 were positive due to a one-off gain on the revaluation of US Dollar denominated cash deposits.

Adjusted administrative expenses (defined as administrative expenses before share-based payments and amortisation of acquired intangible assets) increased from £4.2m in H1 2022 to £6.1m in H1 2023 due to adverse foreign currency movements (as stated above, a one-off gain in H1 2022 from the revaluation of our US dollar cash deposits resulted in a credit to administrative expenses, in that period). When the impacts of foreign currency movements are excluded, adjusted administrative expenses were the same in both periods.

#### Adjusted EBITDA

Adjusted EBITDA, which provides a more consistent comparison of trading between financial periods, increased by 17% to £16.1m (H1 2022: £13.7m), with adjusted EBITDA margin decreasing by 100 bps to 59.1% (H1 2022: 60.1%). The decrease in adjusted EBITDA margin was primarily driven by the adverse foreign currency movements discussed above.

## **Taxation**

The Group's total tax charge for the period (including deferred taxes) was £0.1m (H1 2022: £0.2m credit), an effective tax rate of 0.6% (H1 2022: (2.8)%). The Group's effective tax rate is affected by a number of factors including the recognition of deferred tax assets in relation to share-based payments and the tax deductibility of exercised employee share awards. The Group also benefits from allowances claimed for research and development and the UK Patent Box. The Group's current tax charge for the period was £1.5m (H1 2022: £0.8m), an effective tax rate of 16.6% (H1 2022: 9.0%).

## **Earnings per share**

Adjusted diluted earnings per share (EPS), which excludes adjusting items and their associated tax effect as well as the dilutive impact of shares issuable in the future, was 4.3p (H1 2022: 3.7p), reflecting the underlying profitability of the Group. Adjusted basic EPS, which excludes adjusting items and their associated tax effect was 4.6p (H1 2022: 3.9p). Diluted EPS, which includes the dilutive impact of shares issuable in the future, was 2.9p (H1 2022: 3.0p). Basic EPS was 3.1p (H1 2022: 3.1p). The dilutive impact of shares issuable in the future relates to the expected settlement of the Group's employee share scheme obligations.

## **Cash generation**

The Group increased its net cash balances (defined as cash and cash equivalents less lease liabilities) to £75.4m (H1 2022: £56.9m) at 30 June 2023. The Group generated £12.4m (H1 2022: £11.3m) in cash from operations (before paying tax) despite recording a £3.7m (H1 2022: £2.9m) net working capital outflow. The cash conversion rate (defined as percentage of adjusted EBITDA converted to cash from operations) decreased from 82.2% to 77.0% of adjusted EBITDA.

Levels of inventory increased in the period and the Group now holds sufficient components (absent a major contract win in H2 2023) to support new and existing customers. Decreases in trade and other payables reflect supplier payment timing differences and a reduction in accruals, provisions and deferred income balances.

Taxation payments for the period were £1.9m (H1 2022: £0.4m). Taxation payments in H1 2022 are net of historic tax refunds totaling £0.8m.

Net cash utilised in investing activities of £1.8m (H1 2022: £2.4m) reflects the continued increase in the number of electronic monitoring devices, which are manufactured in-house and leased to customers. The Group continued to invest in research and development activities and also benefitted from increased interest income, reflecting interest earned on its cash balances at improving interest rates.

Cash outflows from financing activities of £0.1m (H1 2022: £0.2m inflow) reflect the proceeds received from the exercise of employee share options in the period, offset by the repayment of lease liabilities.

## **Operational performance**

The Group delivered a robust operational performance in the first half of 2023 and continued to increase its international footprint and global presence in the criminal justice sector through contract wins in new territories and an increase in revenues earned from existing customers.

The Group's national monitoring contract with the New Zealand Department of Corrections is now fully operational and delivering revenue at its full run-rate. The Group received positive feedback from the customer in New Zealand on its partnership approach.

The Group is committed to ensuring that its products maintain their competitive advantage in the criminal justice sector and therefore continues to invest in research and development to support its future product roadmap. This roadmap includes the development of substance detection technologies, as well as further location solutions, to provide an integrated monitoring offering for our customers and future customers. Initial feedback from customers on these new solutions is positive.

The Group continues to pursue an active pipeline of organic growth opportunities in the criminal justice sector with governmental customers across Europe and the rest of the world.

## **Alternative performance measures**

In the analysis of the Group's financial performance and position, operating results and cash flows, alternative performance measures are presented to provide readers with additional information. The principal measures presented are adjusted measures of earnings including adjusted operating profit, adjusted EBITDA and adjusted earnings per share. See notes 3 and 5 for further details.

## **Research and development**

Research and development (R&D) activities remain a priority for the Group to ensure its products retain their competitive advantage. Development costs of £0.5m (H1 2022: £0.5m) have been capitalised. Total R&D costs expressed as a percentage of adjusted administrative expenses stood at 26% (H1 2022: 30%).

## **Foreign currency exposure**

The Group faces currency exposure on its foreign currency transactions and translation exposure in relation to its overseas subsidiaries. The Group maintains a natural hedge to transactional exposure by matching the cash inflows and outflows in the respective currencies wherever possible.

In H1 2023, the proportion of revenue earned in currencies other than sterling was 85.1% (H1 2022: 85.0%).

Foreign exchange translation has provided a headwind for revenue and profit during the period (H1 2022: tailwind), with sterling strengthening against the Group's main sales currencies compared with comparative periods.

The Group's most material exposures are to US dollars, Australian dollars and New Zealand dollars. The sensitivity to a 10% weakening/strengthening of sterling against these currencies in aggregate (excluding amounts held on the balance sheet) equates to an annualised profit increase (or decrease) of approximately £2.4m. The Group's forward currency exposure is currently unhedged.

## **Litigation**

Legal proceedings have commenced against the Group with a claim being filed with the High Court of Justice in England and Wales in August 2023. As set out within the admission document in July 2021 (the "Admission Document"), a letter of potential claim had been received from a small number of former shareholders of Buddi Limited, one of the subsidiaries of the Group, in respect of the acquisition of Buddi Limited, dating back to May 2018. The Group has taken advice from its lawyers and from King's Counsel and remains of the view that the Claim lacks legal and factual merit and intends to defend its position robustly.

## **Summary and outlook**

The Group has delivered a positive financial and operational performance in the first half of the year. The Board anticipates that revenue and profit will be more evenly weighted across the two halves of the year compared with previous years, and assuming no further strengthening in sterling over the second half of the year and no new contract wins, expects to deliver full-year revenue of approximately £54m with an adjusted EBITDA margin of around 60%, which is at the lower end of current market expectations<sup>(1)</sup>.

The Group continues to benefit from high levels of recurring revenue and has good revenue visibility for the second half of the year.

*(1) Latest company compiled view of market expectations show adjusted EBITDA of £32.7m to £34.7m (stated before share-based payments).*

Sara Murray OBE  
Chief Executive Officer  
19 September 2023

Daren Morris  
Chief Financial Officer  
19 September 2023

**Unaudited condensed consolidated statement of comprehensive income  
for the six months ended 30 June 2023**

		Unaudited six months ended 30 June 2023	Unaudited six months ended 30 June 2022	Year ended 31 December 2022
		£'000	£'000	£'000
	<b>Note</b>			
Revenue	2	27,261	22,862	50,164
Cost of sales		(7,270)	(6,530)	(13,781)
<b>Gross profit</b>		<b>19,991</b>	<b>16,332</b>	<b>36,383</b>
Administrative expenses		(11,806)	(7,494)	(15,800)
Other operating income		7	1	7
<b>Operating profit</b>		<b>8,192</b>	<b>8,839</b>	<b>20,590</b>
<b>Analysed as:</b>				
Adjusted EBITDA		16,107	13,742	30,465
Amortisation of acquired intangibles		(234)	(234)	(468)
Amortisation of development costs		(450)	(404)	(806)
Depreciation		(1,740)	(1,241)	(2,545)
Share-based payments charge		(5,491)	(3,024)	(6,056)
<b>Operating profit</b>		<b>8,192</b>	<b>8,839</b>	<b>20,590</b>
Finance income		881	39	449
Finance expenses		(25)	(17)	(42)
Share of loss of joint venture		-	(2)	(2)
<b>Profit before taxation</b>		<b>9,048</b>	<b>8,859</b>	<b>20,995</b>
Taxation	4	(56)	244	(1,033)
<b>Profit for the period</b>		<b>8,992</b>	<b>9,103</b>	<b>19,962</b>
<b>Other comprehensive (expense) / income:</b>				
Exchange differences on translation of foreign operations		(231)	264	139
<b>Total comprehensive income for the period</b>		<b>8,761</b>	<b>9,367</b>	<b>20,101</b>
Basic earnings per share (pence)	5	3.1p	3.1p	6.9p
Diluted earnings per share (pence)	5	2.9p	3.0p	6.5p

**Unaudited condensed consolidated statement of financial position  
as at 30 June 2023**

		Unaudited 30 June 2023	Unaudited 30 June 2022	31 December 2022
		£'000	£'000	£'000
	<b>Note</b>			
<b>Assets</b>				
Goodwill		13,359	13,359	13,359
Acquired and other intangible assets		5,815	6,039	6,000
Property, plant and equipment		4,498	3,026	4,178
Right-of-use assets		597	314	705
Deferred tax assets		6,576	2,079	3,725
Other receivables		1,574	1,702	1,684
<b>Non-current assets</b>		<b>32,419</b>	<b>26,519</b>	<b>29,651</b>
Inventories		8,856	5,862	6,823
Trade and other receivables		9,192	8,007	9,222
Cash and cash equivalents	6	75,973	57,170	67,474
<b>Current assets</b>		<b>94,021</b>	<b>71,039</b>	<b>83,519</b>
<b>Total assets</b>		<b>126,440</b>	<b>97,558</b>	<b>113,170</b>
<b>Liabilities</b>				
Lease liabilities		170	205	247
Trade and other payables		6,465	8,812	8,153
Provisions		539	-	800
<b>Current liabilities</b>		<b>7,174</b>	<b>9,017</b>	<b>9,200</b>
Lease liabilities		425	108	460
Deferred tax liabilities		368	498	412
Trade and other payables		280	879	625
<b>Non-current liabilities</b>		<b>1,073</b>	<b>1,485</b>	<b>1,497</b>
<b>Total liabilities</b>		<b>8,247</b>	<b>10,502</b>	<b>10,697</b>
<b>Net assets</b>		<b>118,193</b>	<b>87,056</b>	<b>102,473</b>
<b>Equity</b>				
Share capital	7	2,905	2,902	2,904
Share premium		39,068	38,969	39,031
Other reserves		183	539	414
Retained earnings		76,037	44,646	60,124
<b>Total equity</b>		<b>118,193</b>	<b>87,056</b>	<b>102,473</b>

**Unaudited condensed consolidated statement of changes in equity  
for the six months ended 30 June 2023**

	Share capital £'000	Share premium £'000	Other reserves £'000	Retained earnings £'000	Total equity £'000
<b>Balance at 1 January 2022</b>	2,885	38,535	275	32,536	74,231
Profit for the year	-	-	-	19,962	19,962
Other comprehensive income for the year	-	-	139	-	139
<b>Total comprehensive income for the year</b>	-	-	<b>139</b>	<b>19,962</b>	<b>20,101</b>
Share-based payments	-	-	-	6,026	6,026
Deferred tax on share-based payments	-	-	-	1,600	1,600
Issue of shares, net of share issue costs	19	496	-	-	515
<b>Balance at 31 December 2022</b>	<b>2,904</b>	<b>39,031</b>	<b>414</b>	<b>60,124</b>	<b>102,473</b>
<b>Balance at 1 January 2022</b>	2,885	38,535	275	32,536	74,231
Profit for the period	-	-	-	9,103	9,103
Other comprehensive income for the period	-	-	264	-	264
<b>Total comprehensive income for the period</b>	-	-	<b>264</b>	<b>9,103</b>	<b>9,367</b>
Share-based payments	-	-	-	3,007	3,007
Issue of shares, net of share issue costs	17	434	-	-	451
<b>Balance at 30 June 2022</b>	<b>2,902</b>	<b>38,969</b>	<b>539</b>	<b>44,646</b>	<b>87,056</b>
<b>Balance at 1 January 2023</b>	2,904	39,031	414	60,124	102,473
Profit for the period	-	-	-	8,992	8,992
Other comprehensive expense for the period	-	-	(231)	-	(231)
<b>Total comprehensive income for the period</b>	-	-	<b>(231)</b>	<b>8,992</b>	<b>8,761</b>
Share-based payments	-	-	-	5,467	5,467
Deferred tax on share-based payments	-	-	-	1,454	1,454
Issue of shares, net of share issue costs	1	37	-	-	38
<b>Balance at 30 June 2023</b>	<b>2,905</b>	<b>39,068</b>	<b>183</b>	<b>76,037</b>	<b>118,193</b>



**Unaudited condensed consolidated statement of cash flows  
for the six months ended 30 June 2023**

		Unaudited six months ended 30 June 2023	Unaudited six months ended 30 June 2022	Year ended 31 December 2022
		£'000	£'000	£'000
	Note			
<b>Cash flows from operating activities</b>				
<b>Profit before tax</b>		<b>9,048</b>	<b>8,859</b>	<b>20,995</b>
Adjustments for:				
Depreciation of property, plant and equipment		1,633	1,142	2,328
Depreciation of right-of-use assets		107	99	217
Amortisation of intangible assets		684	638	1,274
Share of loss of joint venture		-	2	2
Investment write-down		-	426	426
Share-based payments expense	8	5,467	3,007	6,026
Finance income		(881)	(39)	(449)
Finance expenses		25	17	42
Changes in:				
Inventories		(2,033)	(2,783)	(3,744)
Trade and other receivables		247	(1,444)	(2,986)
Trade and other payables		(1,626)	1,367	794
Provisions		(261)	-	800
Cash generated from operating activities		<u>12,410</u>	<u>11,291</u>	<u>25,725</u>
Taxes paid		<u>(1,911)</u>	<u>(409)</u>	<u>(1,801)</u>
<b>Net cash flows from operating activities</b>		<b><u>10,499</u></b>	<b><u>10,882</u></b>	<b><u>23,924</u></b>
<b>Cash flows from investing activities</b>				
Purchase of property, plant and equipment		(202)	(35)	(142)
Own work capitalised		(1,750)	(1,867)	(4,098)
Capitalised development costs		(499)	(535)	(1,132)
Interest received		604	39	295
<b>Net cash used in investing activities</b>		<b><u>(1,847)</u></b>	<b><u>(2,398)</u></b>	<b><u>(5,077)</u></b>
<b>Cash flows from financing activities</b>				
Proceeds from issues of shares	7	39	362	515
Repayment of lease liabilities		(125)	(109)	(238)
Interest paid		(13)	(12)	(25)
<b>Cash flows from financing activities</b>		<b><u>(99)</u></b>	<b><u>241</u></b>	<b><u>252</u></b>
Net increase in cash and cash equivalents		8,553	8,725	19,099
Cash and cash equivalents at the beginning of the period		67,474	48,317	48,317
Effects of exchange rate changes on cash and cash equivalents		(54)	128	58
<b>Cash and cash equivalents at the end of the period</b>	6	<b><u>75,973</u></b>	<b><u>57,170</u></b>	<b><u>67,474</u></b>

# Notes to the unaudited condensed interim consolidated financial statements

## For the six months ended 30 June 2023

### 1. General information and basis of preparation

Big Technologies PLC is a public limited company incorporated in the United Kingdom, listed on the Alternative Investment Market ('AIM') of the London Stock Exchange. The Company is domiciled in the United Kingdom and its registered office is Talbot House, 17 Church Street, Rickmansworth, WD3 1DE. The unaudited interim consolidated financial statements comprise the Company and its subsidiaries (together referred to as the 'Group').

The principal activity of the Group is the development and delivery of remote monitoring technologies and services to a range of domestic and international customers.

The Directors confirm that, to the best of their knowledge, the interim financial statements have been prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the United Kingdom and the AIM Rules for Companies, and that the interim report includes a fair review of the information required.

The condensed interim financial statements should be read in conjunction with the Group's latest annual consolidated financial statements, for the year ended 31 December 2022.

These interim financial statements do not include all of the information required for a complete set of financial statements prepared in accordance with IFRS Standards. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Group's financial position and performance since the last annual consolidated financial statements.

The financial information provided for the six-month period ended 30 June 2023 is unaudited, however, the same accounting policies, presentation and methods of computation have been followed in these interim financial statements as those which were applied in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2022.

These interim financial statements do not constitute statutory accounts as defined in section 434 of the Companies Act 2006. A copy of the most recent statutory accounts for the year ended 31 December 2022 has been delivered to the Registrar of Companies. The auditor's report on these accounts was unqualified and did not contain a statement under section 498 of the Companies Act 2006.

These interim financial statements were authorised for issue by the Company's board of directors on 19 September 2023.

#### 1.1 Going concern

The Directors have, at the time of approving these interim financial statements, a reasonable expectation that the Company and the Group have adequate resources to continue in operation for the foreseeable future. The Group's forecasts and projections, taking into account reasonable possible changes in trading performance, show that the Group has sufficient financial resources, together with assets that are expected to generate cash flow in the normal course of business. Accordingly, the Directors have adopted the going concern basis in preparing these interim financial statements.

## 2. Segment reporting

The Group derives revenue from the delivery of remote monitoring technologies and services to a range of domestic and international customers. The income streams are all derived from the utilisation of these products which, in all aspects except details of revenue, are reviewed and managed together within the Group and as such are considered to be the only segment. The Group operates across three regions: Europe, Asia Pacific and The Americas, and the Board of Directors monitors revenue on this basis.

Revenue for each of the geographical areas is as follows:

	H1 2023 £'000	H1 2022 £'000	FY 2022 £'000
Europe	3,576	2,476	5,048
Asia-Pacific	16,272	12,847	29,165
Americas	7,413	7,539	15,951
	<u>27,261</u>	<u>22,862</u>	<u>50,164</u>

Assets and liabilities by segment are not regularly reviewed by the Board of Directors on a monthly basis and, therefore, are not used as a key decision-making tool and are not disclosed here.

Revenues are disaggregated as follows:

	H1 2023 £'000	H1 2022 £'000	FY 2022 £'000
Sales of goods	38	45	97
Delivery of services	27,223	22,817	50,067
	<u>27,261</u>	<u>22,862</u>	<u>50,164</u>

The nature of the Group's operations mean that recorded financial performance is not seasonal or cyclical in nature. The majority of revenues are derived from delivery of services to customers over time under long-term contracts.

## 3. Alternative performance measures

These items are included in normal operating costs of the business, but are significant cash and non-cash expenses that are separately disclosed because of their size, nature or incidence. It is the Group's view that excluding them from operating profit gives a better representation of the underlying performance of the business in the period.

	H1 2023 £'000	H1 2022 £'000	FY 2022 £'000
Amortisation of acquired intangibles	234	234	468
<b>Total adjusting operating items</b>	<u>234</u>	<u>234</u>	<u>468</u>
Share-based payments expense	5,491	3,024	6,056
<b>Total adjusting items and share-based payments before tax</b>	<u>5,725</u>	<u>3,258</u>	<u>6,524</u>
Tax effect of adjusting items and share-based payments	(1,446)	(1,040)	(1,641)
<b>Total adjusting items and share-based payments after tax</b>	<u>4,279</u>	<u>2,218</u>	<u>4,883</u>

### Share-based payments expense

These costs are excluded from the adjusted results of the Group since the costs are non-cash charges arising from recognition of the fair value of share options and other share-based incentives granted to employees of the Group. As such, they are not considered reflective of the core trading performance of the Group.

### Amortisation of acquired intangibles

These costs are excluded from the adjusted results of the Group since the costs are non-cash charges arising from investment activities. As such, they are not considered reflective of the core trading performance of the Group.

## 4. Taxation

Current tax is charged at 16.6% for the period (H1 2022: 9.0%) representing the best estimate of the average annual effective current tax rate expected to apply for the full year, applied to the pre-tax income of the current period.

The effective current tax rate is lower than the UK corporation tax rate due to allowances claimed for research and development, patent box and the deductibility of exercised employee share awards, offset by overseas tax at higher rates than in the UK.

Deferred tax recognised in the period relates to share options, acquired intangible assets and fixed asset timing differences.

	H1 2023 £'000	H1 2022 £'000	FY 2022 £'000
<i>Current tax</i>			
For the financial period	1,502	796	2,218
Adjustments in respect of prior periods	-	-	(13)
	<u>1,502</u>	<u>796</u>	<u>2,205</u>
<i>Deferred tax</i>			
Origination and reversal of temporary timing differences	(44)	(44)	389
Adjustments in respect of prior periods	-	-	(9)
Related to share-based payments	(1,402)	(996)	(1,552)
	<u>(1,446)</u>	<u>(1,040)</u>	<u>(1,172)</u>
<b>Total taxation</b>	<u><u>56</u></u>	<u><u>(244)</u></u>	<u><u>1,033</u></u>

In addition to taxation recognised in the consolidated income statement, the following amounts relating to tax have been credited directly in equity:

	H1 2023 £'000	H1 2022 £'000	FY 2022 £'000
<i>Deferred tax</i>			
Related to share-based payments	(1,454)	-	(1,600)
<b>Total taxation recognised directly in equity</b>	<u><u>(1,454)</u></u>	<u><u>-</u></u>	<u><u>(1,600)</u></u>

## 5. Earnings per share

The calculation of the basic and diluted earnings per share is based on the following data:

	H1 2023 £'000	H1 2022 £'000	FY 2022 £'000
Profit for the purpose of basic and diluted earnings per share being net profit attributable to equity holders of the parent	8,992	9,103	19,962
Adjustments for:			
Adjusting items	234	234	468
Share-based payments expense	5,491	3,024	6,056
Tax effect of adjusting items and share-based payments	(1,446)	(1,040)	(1,641)
<b>Adjusted earnings</b>	<b><u>13,271</u></b>	<b><u>11,321</u></b>	<b><u>24,845</u></b>
	H1 2023 No. shares	H1 2022 No. shares	FY 2022 No. shares
Weighted average number of Ordinary shares for the purpose of basic earnings per share	290,430,303	289,600,756	289,950,953
Effect of dilutive potential Ordinary shares/share options	18,447,204	15,963,014	16,800,389
<b>Weighted average number of Ordinary shares for the purpose of diluted earnings per share</b>	<b><u>308,877,507</u></b>	<b><u>305,563,770</u></b>	<b><u>306,751,342</u></b>
	H1 2023 Pence	H1 2022 Pence	FY 2022 Pence
<b>Basic earnings per share</b>			
Basic earnings per share	3.1	3.1	6.9
Adjustments for:			
Adjusting items	0.1	0.1	0.2
Share-based payments expense	1.9	1.1	2.1
Tax effect of adjusting items and share-based payments	(0.5)	(0.4)	(0.6)
<b>Adjusted basic earnings per share</b>	<b><u>4.6</u></b>	<b><u>3.9</u></b>	<b><u>8.6</u></b>
	H1 2023 Pence	H1 2022 Pence	FY 2022 Pence
<b>Diluted earnings per share</b>			
Diluted earnings per share	2.9	3.0	6.5
Adjustments for:			
Adjusting items	0.1	0.1	0.2
Share-based payments expense	1.8	1.0	2.0
Tax effect of adjusting items and share-based payments	(0.5)	(0.4)	(0.6)
<b>Adjusted diluted earnings per share</b>	<b><u>4.3</u></b>	<b><u>3.7</u></b>	<b><u>8.1</u></b>

The adjusted earnings per share has been calculated on the basis of profit before adjusting items and share-based payments, net of tax. The Directors consider that this calculation gives a better understanding of the Group's earnings per share in the current and prior periods.

## 6. Cash and cash equivalents

The carrying amounts of the cash and cash equivalents are denominated in the following currencies:

	<b>H1 2023</b> <b>£'000</b>	<b>H1 2022</b> <b>£'000</b>	<b>FY 2022</b> <b>£'000</b>
Pounds Sterling	58,353	47,688	58,386
US Dollar	4,321	2,557	3,389
Australian Dollar	6,780	2,995	2,480
New Zealand Dollar	5,250	2,447	2,674
Colombian Peso	879	1,077	318
Euro	195	158	20
Canadian Dollar	55	167	126
Other	140	81	81
	<u><b>75,973</b></u>	<u><b>57,170</b></u>	<u><b>67,474</b></u>

### Net cash

Net cash comprises cash and cash equivalents and lease liabilities.

	<b>H1 2023</b> <b>£'000</b>	<b>H1 2022</b> <b>£'000</b>	<b>FY 2022</b> <b>£'000</b>
Cash and cash equivalents	75,973	57,170	67,474
Lease liabilities	<u>(595)</u>	<u>(313)</u>	<u>(707)</u>
	<u><b>75,378</b></u>	<u><b>56,857</b></u>	<u><b>66,767</b></u>

## 7. Share capital

The allotted, called up and fully paid share capital is made up of 290,545,082 ordinary shares of £0.01 each. During the period the Group issued 145,000 shares (H1 2022: 1,653,000 shares), generating cash proceeds of £0.039m (H1 2022: £0.362m) to satisfy the exercise of options by employees under EMI and non-EMI share option plans.

## 8. Share-based payments

The Group has a number of equity-settled share-based payment arrangements in operation, the details of which are disclosed in note 24 on pages 88-90 of the 2022 Annual Report and Accounts. The schemes were established to reward and incentivise the senior management team and employees to deliver share price growth. The charge made in respect of share-based payments is as follows:

	<b>H1 2023</b> <b>£'000</b>	<b>H1 2022</b> <b>£'000</b>	<b>FY 2022</b> <b>£'000</b>
Non-EMI Plan (Chair)	25	56	112
LTIP	125	67	145
Growth Share Plan	5,317	2,884	5,769
<b>Share-based payments charge (IFRS 2)</b>	<u><b>5,467</b></u>	<u><b>3,007</b></u>	<u><b>6,026</b></u>
Employers' tax charge in relation to share awards	24	17	30
<b>Total charge in respect of share-based payments</b>	<u><b>5,491</b></u>	<u><b>3,024</b></u>	<u><b>6,056</b></u>

## **9. Principal risks and uncertainties**

The principal risks and uncertainties impacting the Group are described on pages 30-33 of the 2022 Annual Report and Accounts and remain unchanged at 30 June 2023.

They include: reliance on key customers, failure to manage growth, change in government policy, failure to develop new products, competitor actions, reliance on third-party technology and communication systems, reputational risk, dependence on partners, loss of key personnel, supply chain, product liability, foreign exchange risk, credit risk, business taxation, bid pricing\key financial terms, cyber security/business interruption, intellectual property/patents and operating in global markets.