

Overview

Idox is a leading provider of specialist software solutions for the UK public sector and asset intensive industries.

Our software allows organisations to manage their complex business processes, comply with regulatory requirements and achieve greater efficiency through collaboration.

Over 90% of UK local authorities are now customers for one or more of the Group's products. In the global business sector Idox sells in multiple sectors which include engineering, healthcare and property.

Our strengths

- » A leader in the supply of **Next Generation** Public Sector Software
- » Modern solutions that deliver **deep domain knowledge** of regulatory services to our customers
- » Superior Technology platform (incl. Tascomi) on which to grow and develop new offerings, particularly in **cloud-based services**
- » Vastly **improved and integrated platform** following extensive restructuring over the past 24 months
- » Experience across both **public** and **niche private markets**
- » **Broad footprint**: 8,000 customers serviced from the UK with offices in Europe and the US
- » Substantial **recurring revenue** base from a portfolio of **long-term relationships**

One Group: our strategy for growth

- » **One Idox** bringing together our three Operating Divisions under our four pillars framework to drive **operational excellence** and **leverage resources**
- » Strong and focused account management model to ensure we are the **partner of choice** for our customers
- » Continued **gross margin improvement**, as we expand our customer relationships and **improve operational leverage**
- » A clear focus on client development and a movement towards a 'cloud first' strategy and the upselling of new products
- » An employer of choice, with a strong **values-based culture** to deliver excellent services continuously
- » **Complementary** and selective **acquisitions** that underpin our cloud-based growth model

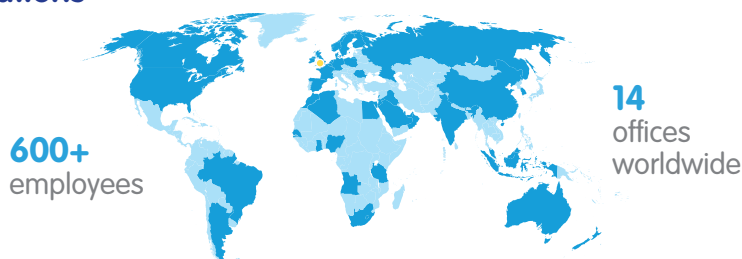
Analyst consensus

Source: Company accounts, Peel Hunt* estimates

Year-end October (£m)	Actual 2019	2020E	Forecasts 2021E	2022E
Revenue	65.5	67.0	72.4	76.7
EBITDA	14.4	18.8	20.9	23.3
Adj. Profit before tax	7	12.2	14.2	16.5
Adj. earnings per share	1.3	2.0	2.6	3.0
Net Debt	(26.4)	(17.6)	(7.1)	5.4

* Corporate broker - The underlying forecasts are the responsibility of the contributing analyst alone. In distributing this analysis, Idox does not imply its endorsement of, or concurrence with, such information, conclusions or recommendations.

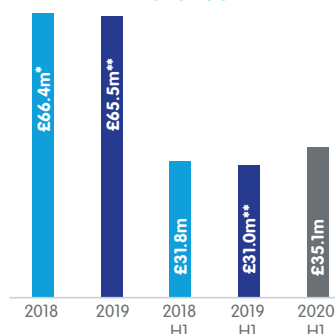
Locations



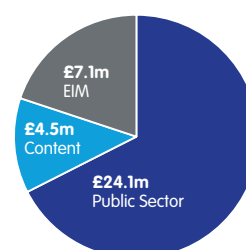
Head office: Theale, United Kingdom

Financial Highlights

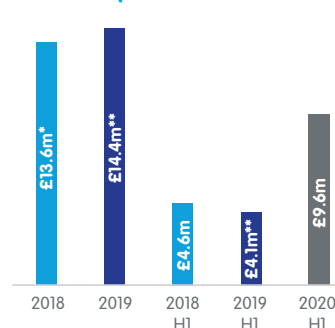
Revenue



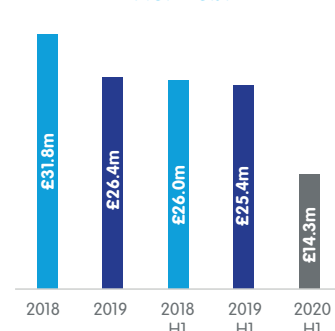
Recurring Revenue FY2019



Adjusted EBITDA*



Net Debt



* Adjusted EBITDA is defined as earnings before amortisation, depreciation, restructuring, acquisition costs, impairment, corporate finance costs and share option costs.

** Restated FY2018
Financial half-year 30 April 2020, year-end 31 Oct 2020.

Idox Management



Chairman
Chris Stone



CEO
Dave Meaden

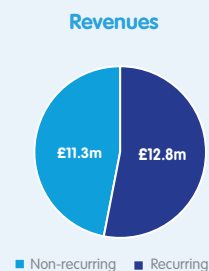
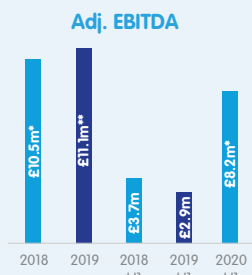
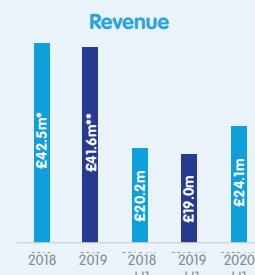


CFO
Rob Grubb

Our sectors

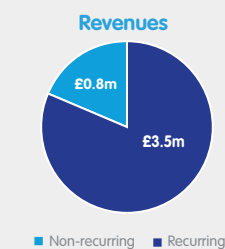
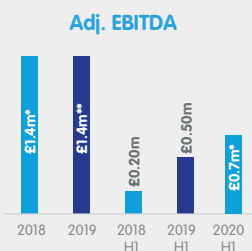
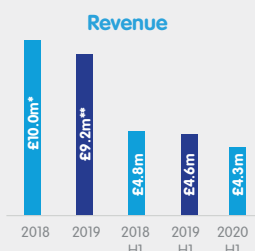
Public Sector Software

- » Contributed 69% of Group revenue in HY20 (HY19: 61%)
- » Comprising Local Authority (incl. Tascomi), Elections, CAFM, Social Care, Transport and Health
- » Revenue improvement due to normalised revenue recognition, Tascomi and timing of UK General Election
- » Significant margin improvement due to strong cost control against incremental revenues. Current margin levels more typical of go-forward business model
- » Good opportunities to improve market share given improving product and sales execution



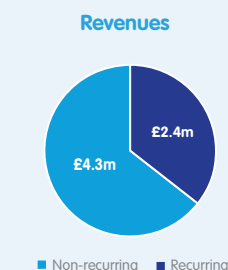
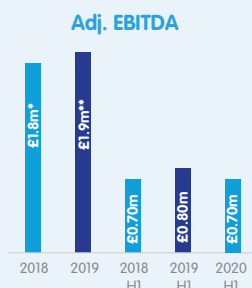
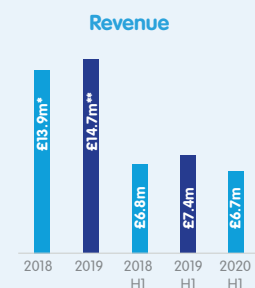
Engineering Information Management

- » Contributed 12% of Group revenue in HY20 (HY19: 15%)
- » Sales decline reflects ongoing strategic move from enterprise to SaaS model, and a more selective with a focus on higher margin revenue given improvements in sales governance
- » Continuing focus on operational execution and sharing Group resources has further improved margins. Will align processes more closely with PSS in H2
- » Management confident in long-term opportunities given strength of offering, however showing caution as anticipating low / no market growth in the near-time given current Oil & Gas environment. High recurring sales contribution provides downside insulation



Content

- » Contributed 19% of Group revenue in HY20 (HY19: 24%)
- » Comprising Business Services (Netherlands), Databases (UK & Netherlands) and Compliance (Germany & Belgium).
- » Will align UK Databases processes with PSS in H2
- » Slight decrease in revenue due to revenue recognition rebasing gains in HY19 not recurring in HY20, and being more selective with a focus on higher margin revenue
- » Higher margins beginning to come through as planned, however more to do with focusing on high margin activity, and improving customer retention



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