

Idox plc

Full Year Ended 31 October 2023

25 January 2024

Idox at a glance: software that drives efficiency



Our specialist software solutions, built on insight, power the performance of government and industry, driving productivity and a better experience for everyone.

Land, Property & Public Protection



Regulatory Services



Built Environment



Public Protection



Address Management



Geospatial

Community Solutions



Elections



Social Care



Sexual Health Management



Grant & Research Databases

Assets



EIM



Facilities Management



Tracking



Transport

FY23 highlights: A strong performance in line with expectations



Delivering profitable growth



Revenue up 11% to £73.3m (FY22: £66.2m)



Adjusted EBITDA increased 9% to £24.5m (FY22: £22.5m)



Record full year **order intake up 10%** on FY22 to £82.4m

Strong foundations, focus on the future



Idox's **Geospatial capabilities were further enhanced** with the acquisition of Emapsite and the continued development of thinkWhere & Landhawk



New divisional structure has created a much **better focus** and delivered an improved **sales performance**



Continued cultivating **strong customer relationships and market position** in 2023

Financial review

Anoop Kang

Financial highlights FY23



£73.3m

FY22: £66.2m

Revenue

+11%

£43.6m

FY22: £40.5m

Recurring Revenue

+8%

£43.4m

LPPP Revenue

+24%

£14.8m

Assets Revenue

+0%

£15.0m

Communities Revenue

(8)%

£24.5m

FY22: £22.5m

Adjusted EBITDA

+9%

33%

FY22: 34%

EBITDA margin %

£82.4m

FY22: £74.7m

Order intake

+10%

2.62p

FY22: 2.44p

Adjusted diluted EPS

+7%

0.6p

FY22: 0.5p

Dividend per share

+20%

£14.7m

FY22: £6.7m

Net debt

0.60

FY22: 0.29

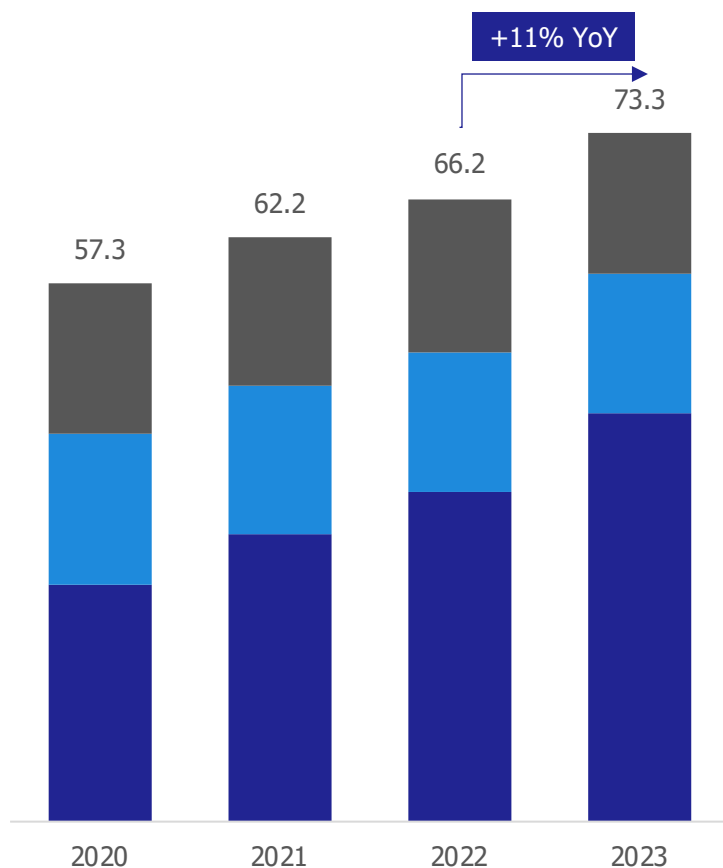
Leverage

<1x

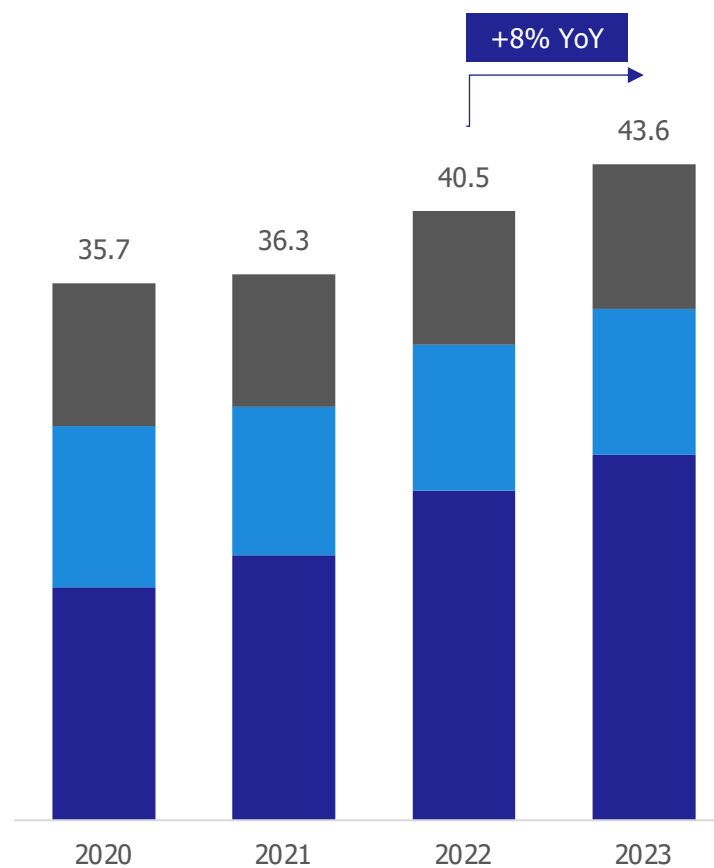
A strong financial performance

Delivering long-term sustainable growth

Revenue (£m)



Recurring revenue (£m)

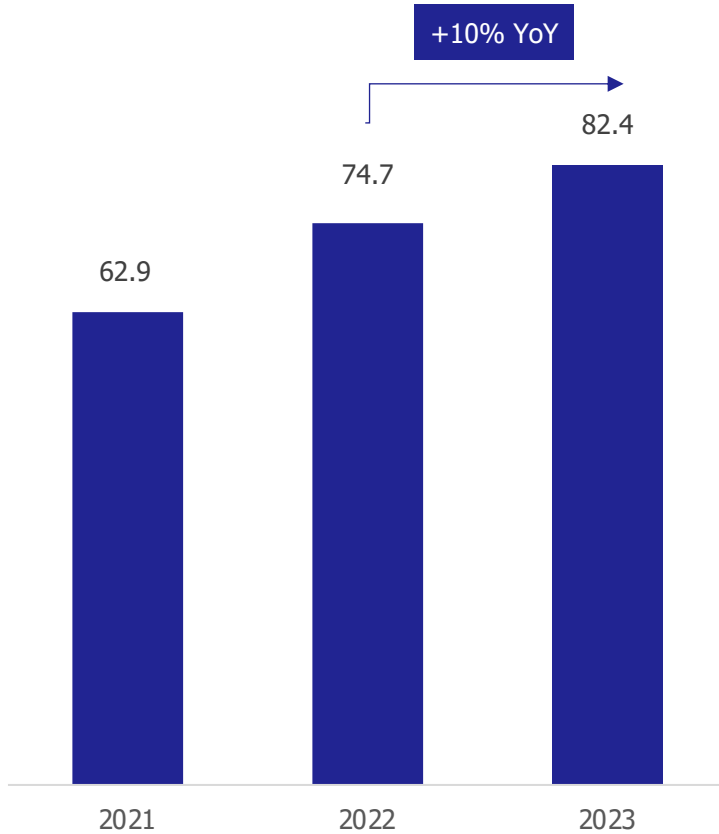


Land, Property & Public Protection Assets Communities

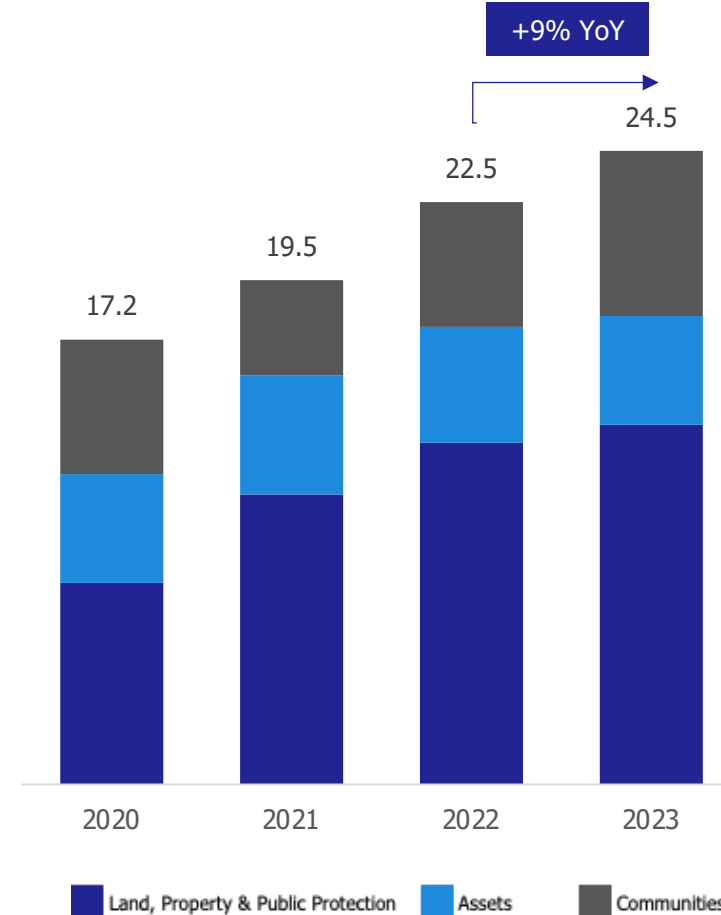
- Overall Group revenue up 28% since 2020
- Good levels of growth delivered every year over this period
- LPPP the major driver for growth
- Organic growth supplemented with accretive M&A
- Focus on growing recurring revenue
- Recurring revenue up 22% since 2020 with 57% in LPPP over same period

Focus on quality work, delivering profitable growth

Group order intake (£m)



Adjusted EBITDA (£m)

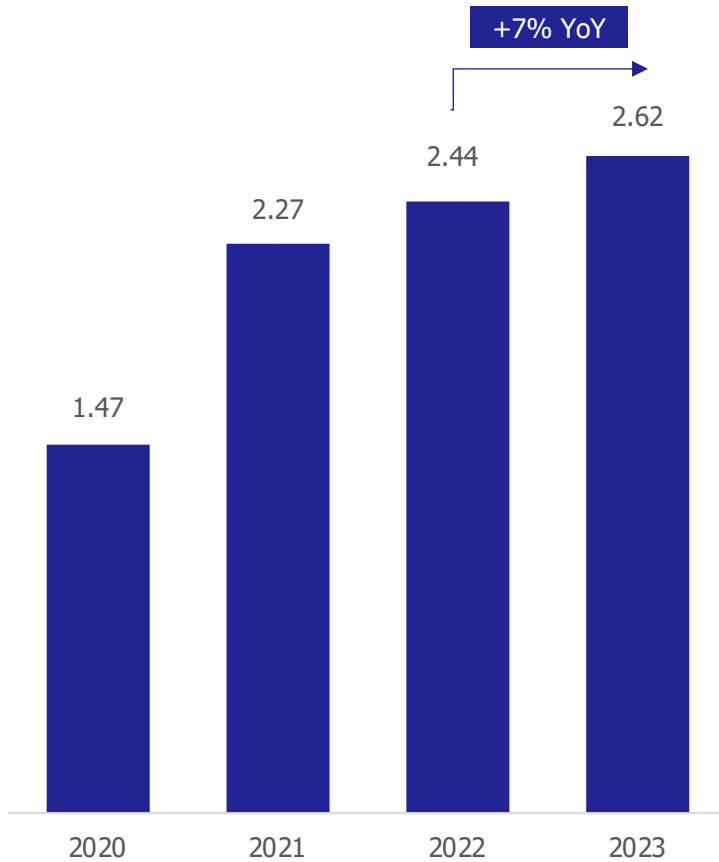


- Record order intake of £82.4m in FY23
- 31% growth in order intake since 2021
- Order intake up 10% in FY23
- Adjusted EBITDA of £24.5m in FY23
- Adjusted EBITDA up 9% on FY22
- 42% growth in Adjusted EBITDA since 2020

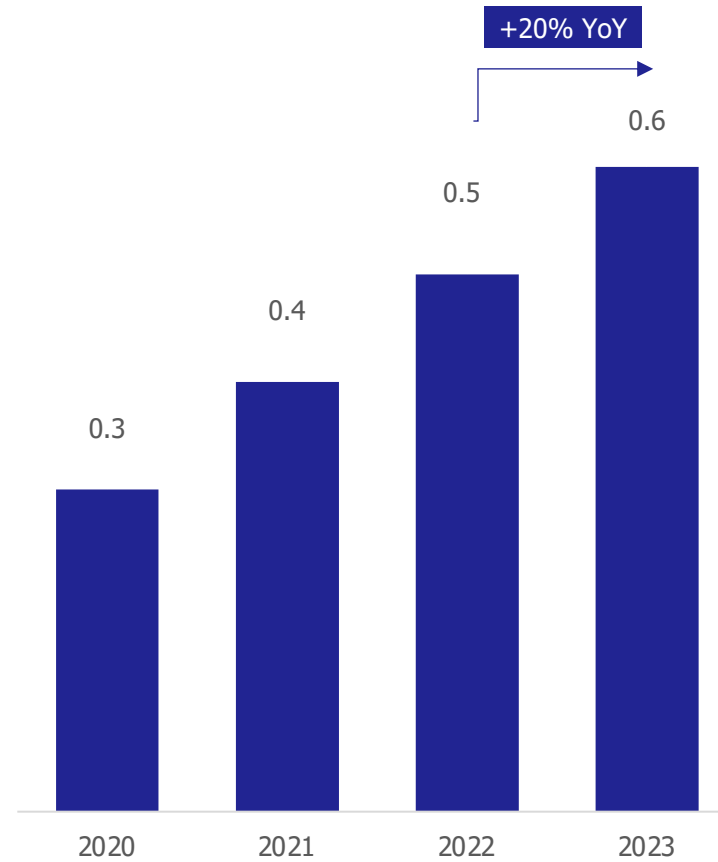
Delivering value for shareholders



Adjusted diluted EPS (p)



Dividend per share (p)

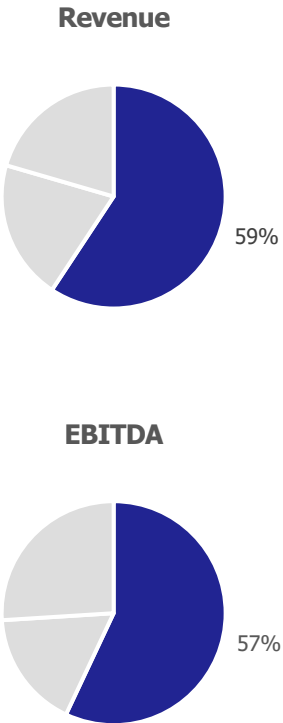


- FY23 Adjusted diluted EPS up 7% at 2.62p
- Adjusted diluted EPS grown by 78% since 2020
- FY23 full year dividend of 0.6p – 20% growth on FY22
- Dividend growth of 100% since 2020

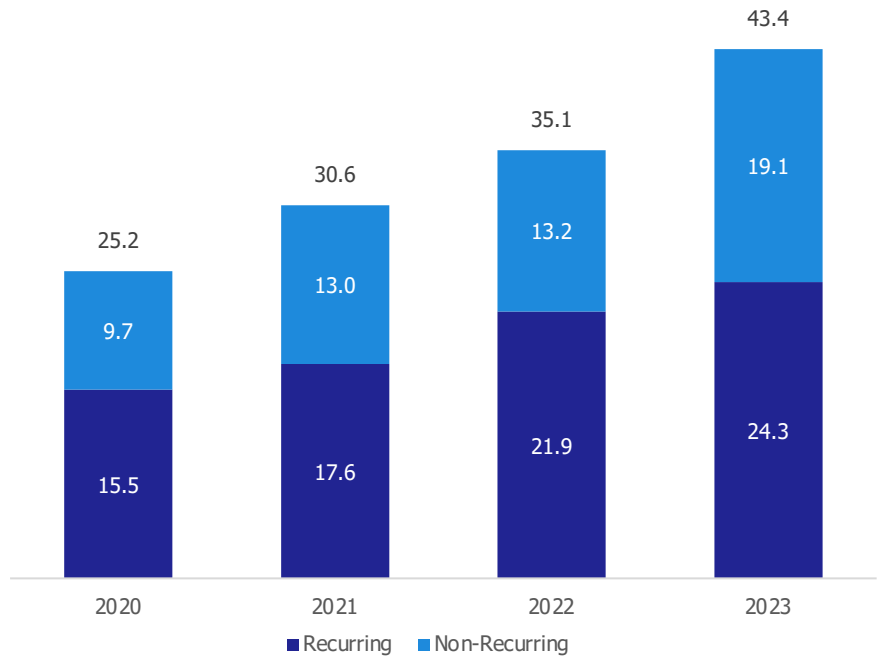
Financial review Land, Property & Public Protection



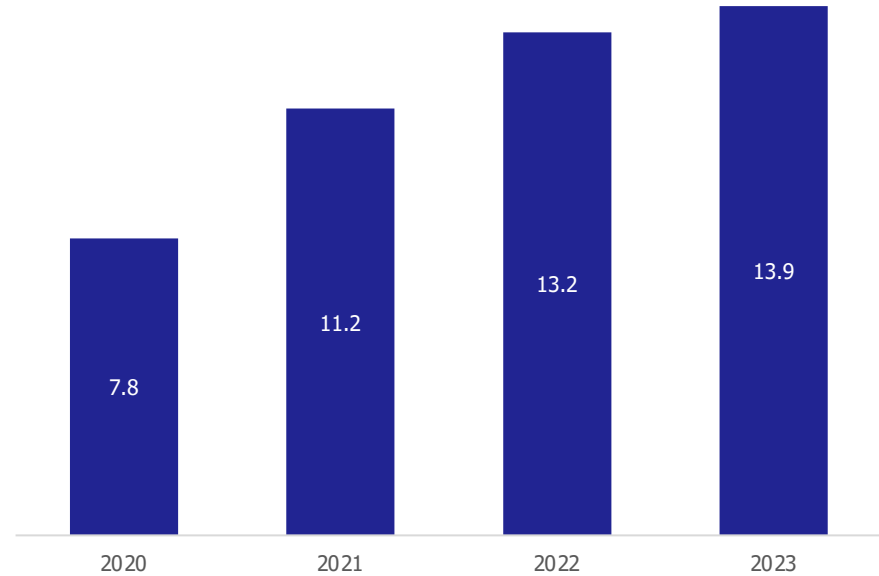
Group contribution



Revenue (£m)

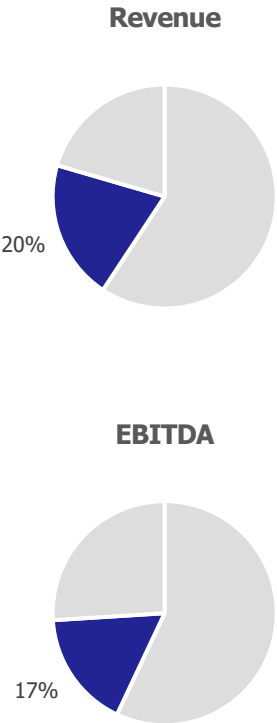


Adjusted EBITDA (£m)

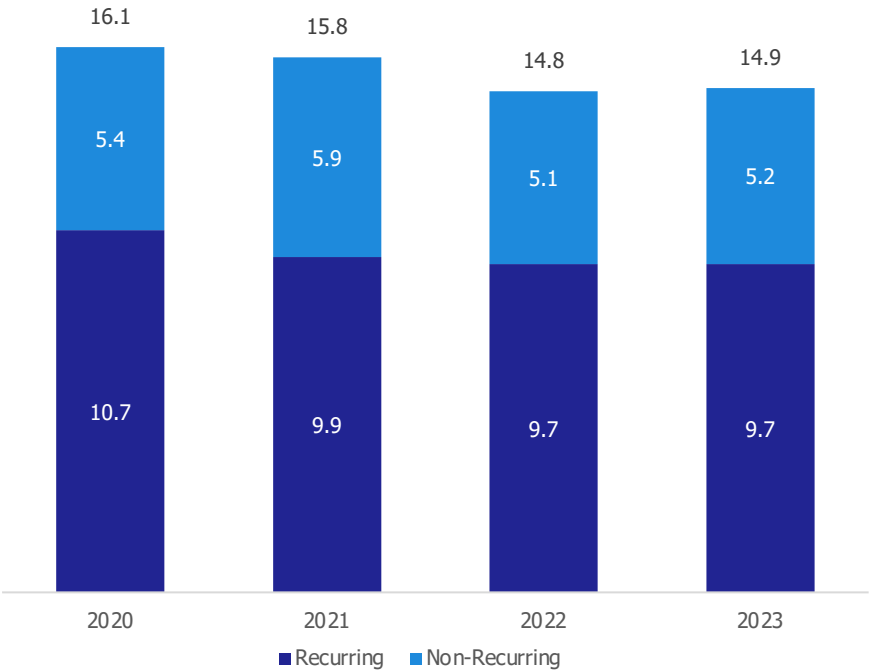


A strong performance in LPPP - 24% revenue growth

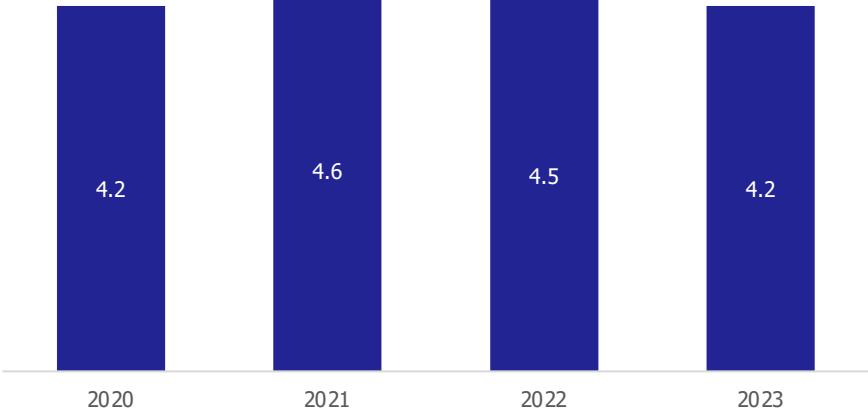
Group contribution



Revenue (£m)



Adjusted EBITDA (£m)

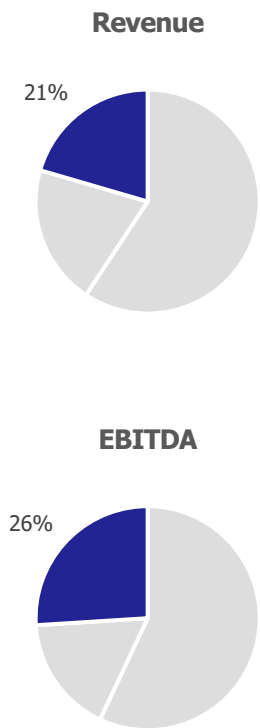


A stable performance from the Assets Division

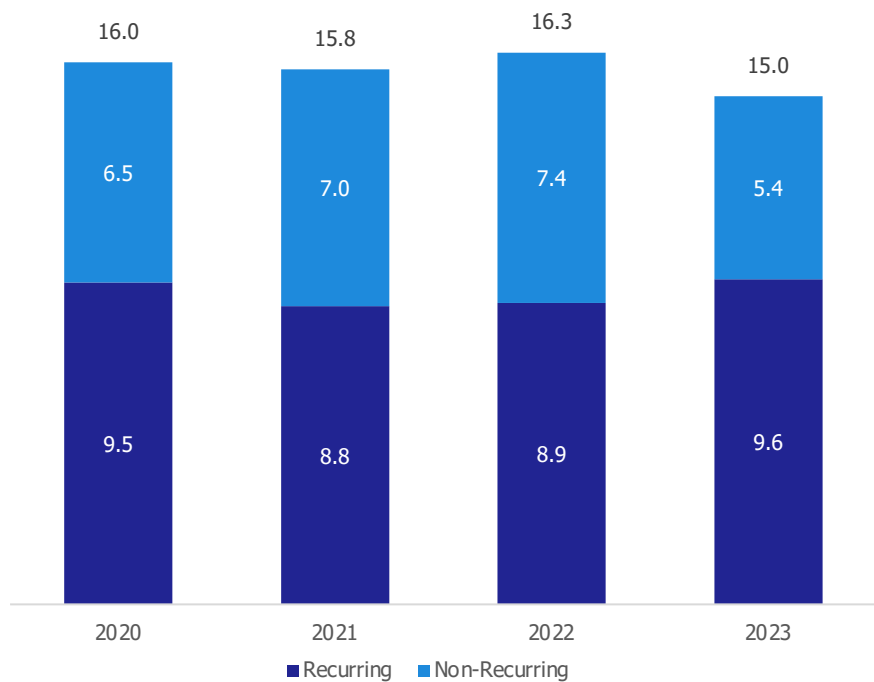
Financial review Communities



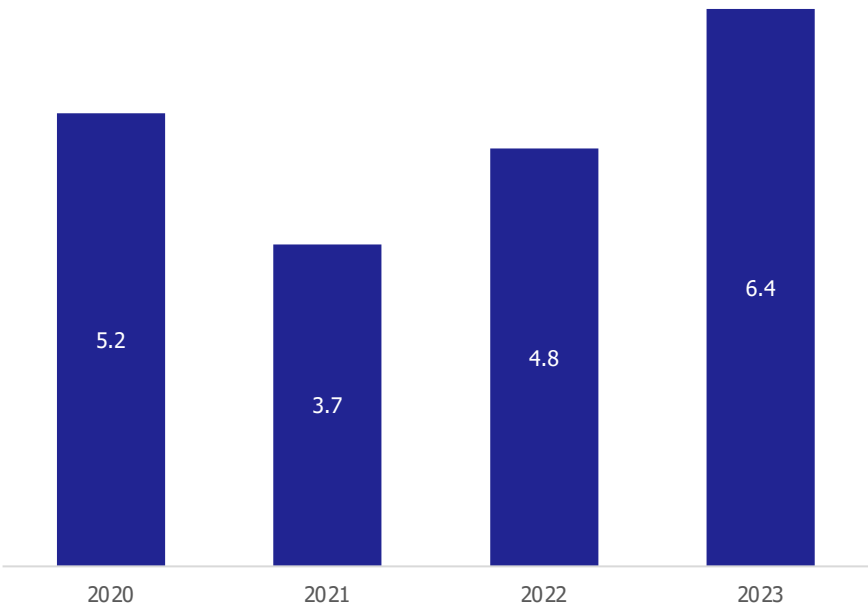
Group contribution



Revenue (£m)

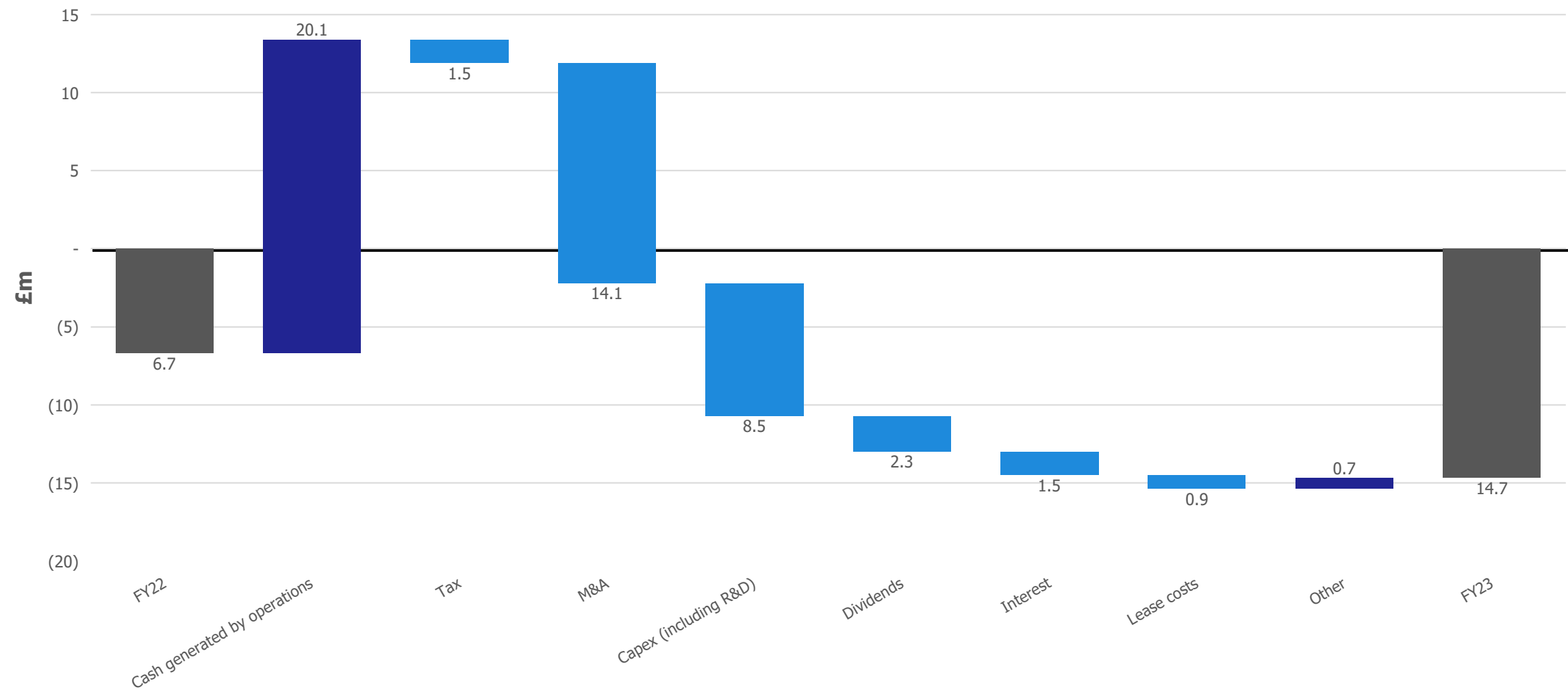


Adjusted EBITDA (£m)



Anticipated revenue reduction offset by improved profitability

Financial review Net debt movement



Financial review Guidance & outlook



Revenue growth	Adj. EBITDA margin	Cash	Increased facilities
Double digit revenue growth	Targeting 35% in the medium term	Continued strong cash generation reducing net debt and leverage	£75m RCF and £45m accordion providing the Group with significant resources for M&A

We have made an encouraging start to the new financial year. With trading in line with the Board's expectations, we expect to grow the business by double digits in 2024.

Strategy and Operations

David Meaden

Building on our success

By refocussing Idox as a software business, with leading positions in our chosen markets, we have substantially improved the overall quality of our business.

177 new customers across the Group

Idox Cloud

18 new customers

Address Management

Order intake up 29%



Order intake up significantly with strong start to FY24



Continued conversion from legacy solutions to cloud from long standing clients

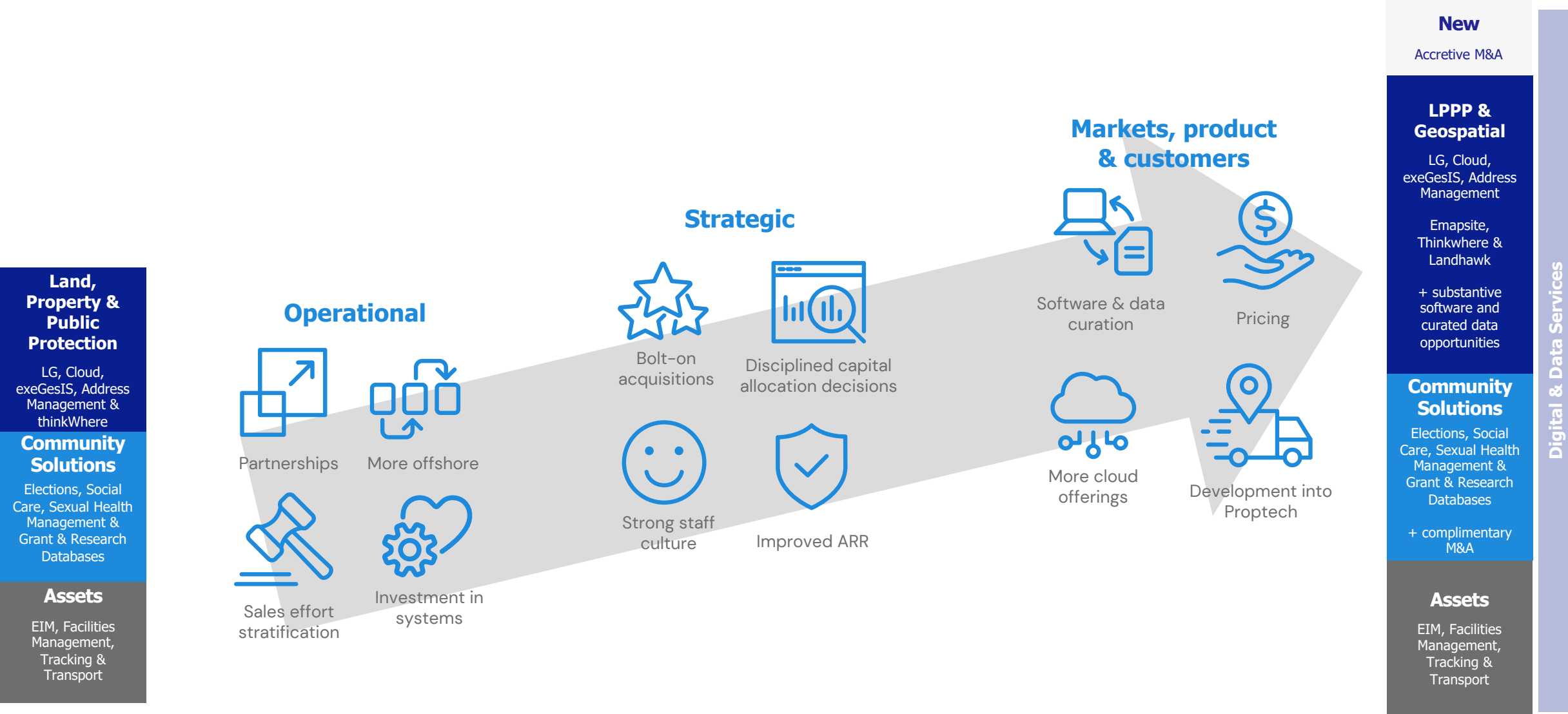


South Thames Gateway Building Control

- 37% increase in productivity
- 85% savings of their administration time
- Plan assessment turnaround times improved by 22%

“It’s a great solution, backed by a team of experts that are willing to think and evolve.”

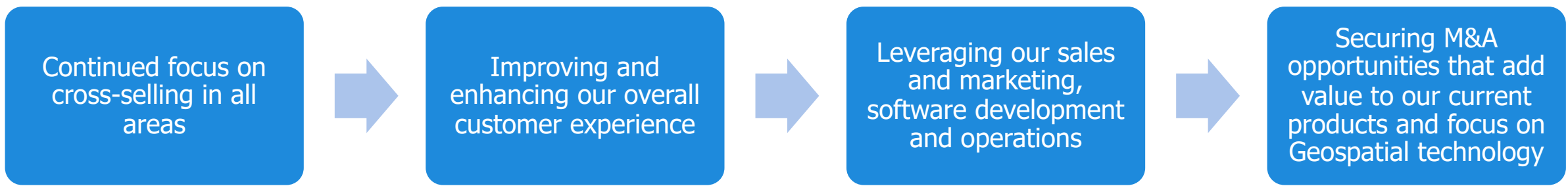
Fortifying the foundations: Delivering operational growth



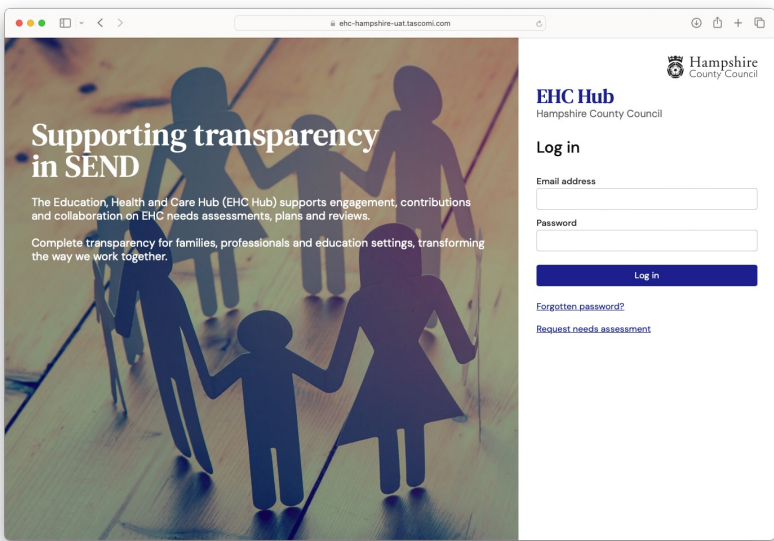
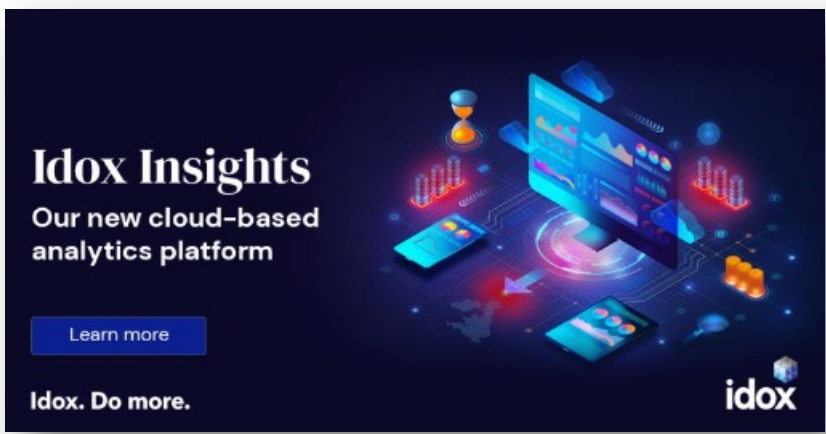
Fortifying the foundations: Driving revenue growth



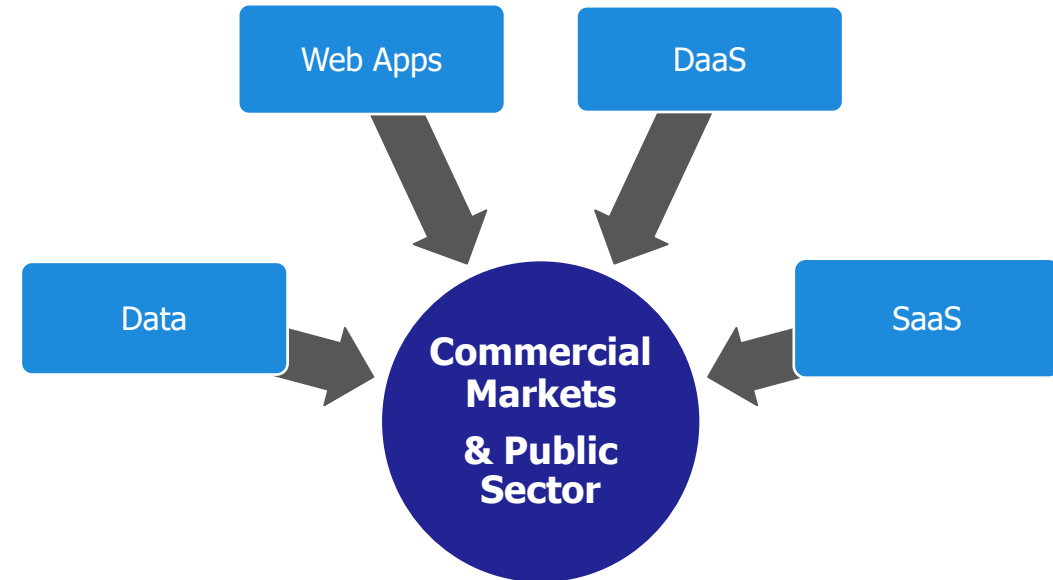
Areas of focus



Investment in existing and new products



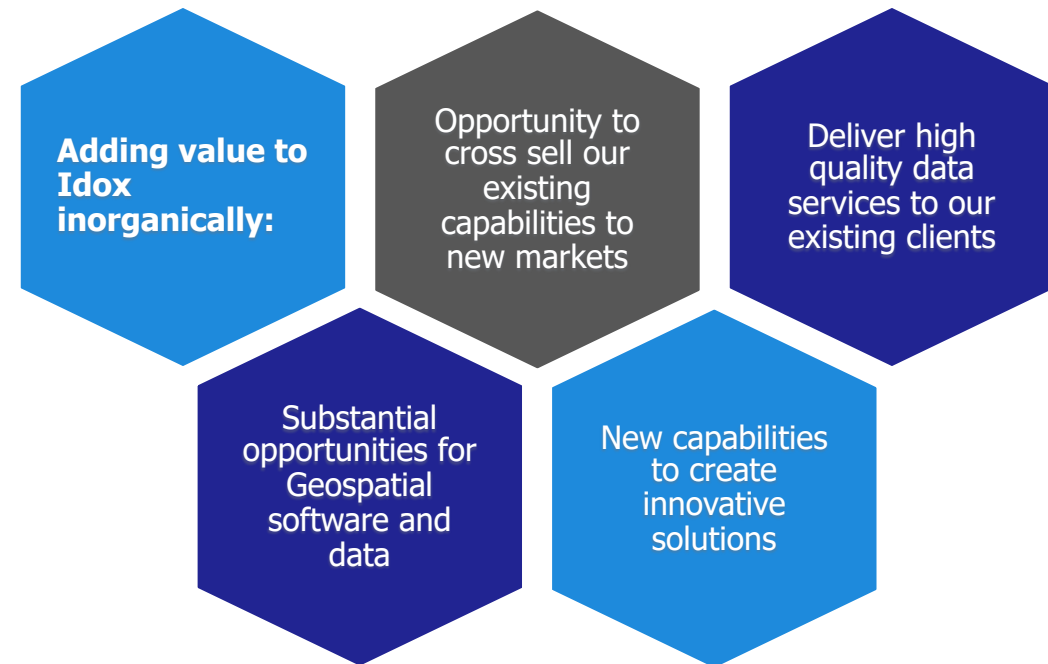
Cultivating our future trajectory: Geospatial growth



Acquired in August 2023, Emapsite solves clients' complex Geospatial data problems, supplying valuable and vital business intelligence via its entry-level **Core** and premium **Spatialise** services. Emapsite automates the processes of curating data from multiple sources, manipulating and aligning data for further analysis. Everything is hosted in the cloud and shared via web-based user interfaces to Core clients and via APIs to Spatialise clients.

Geospatial: A sector with significant opportunities

We believe the next decade will bring significant opportunities for Geospatial software and data, allowing for extensive growth on our Geospatial revenue.



Conclusion

David Meaden

Positive momentum continues

We operate in attractive markets, with strong market positions and insights, and we have every confidence that we can continue the excellent progress.



We will continue to **invest selectively** to enhance and **grow our capabilities**, building on the Group's already **strong recurring revenues**.



Attractive M&A pipeline with significant financial resources.



Encouraging start to FY24, with trading in line with the Board's expectations and we remain **confident** about the outlook for the year.

Appendix

ESG: Accelerating our approach

Focusing on our people

- All colleagues have completed training on D,E & I topics, including emotional intelligence and unconscious bias
- Two new initiatives were welcomed this year, Pride@Ibox and Neurodiversity@Ibox
- Knowledge sharing is a key part of developing our teams with successful initiatives such as our Development Show & Tell



Supporting our communities

- 3,526 (2022: 2,704) groups signed up to use My Funding Central free of charge
- 34 volunteer days completed by colleagues in FY23
- Regular charitable giving including Christmas Jumper Day and MacMillan Coffee mornings



Caring for the environment

- Improved measurement of Scope 1, 2 and 3 for TCFD Reporting to better address potential areas for decarbonisation
- Electric Vehicle Scheme has been pleasing with over 15 employees having chosen this option



Appendix: Segmental revenue & EBITDA summary



		Land, Property & Public Protection		Assets		Communities		Total	
		FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Recurring revenue	£'m	21.9	24.3	9.7	9.7	8.9	9.6	40.5	43.6
Non-recurring revenue	£'m	13.2	19.1	5.1	5.2	7.4	5.4	25.6	29.7
Total revenue	£'m	35.1	43.4	14.8	14.8	16.3	15.0	66.2	73.3
Adjusted EBITDA	£'m	13.2	13.9	4.5	4.2	4.8	6.4	22.5	24.5
Adjusted EBITDA margin	%	38	32	30	28	30	42	34	33
Order intake	£'m	41.3	51.1	15.9	15.6	17.5	15.7	74.7	82.4

