

Interim Results HY 2026

Claire Milverton – CEO
Stuart Ritchie – CFO



Agenda



Claire Milverton
CEO



Stuart Ritchie
CFO

Overview & Highlights	3
Financial Review	5
Growth Opportunities	13
Summary & Outlook	20
Q&A	21



Our Mission and Strategic Objectives



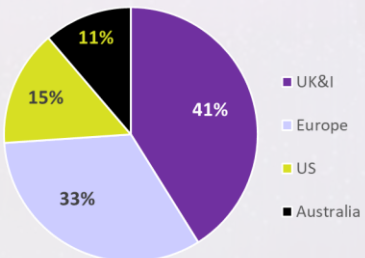
We solve the world's **most difficult location data challenges** with our leading **software and solutions** for government, utilities, transport, streetworks, public safety and built environment sectors.



We enable our customers to make **better informed decisions** saving money, saving time, saving lives and contributing to a **more sustainable world**.

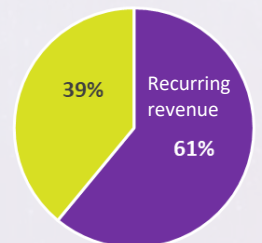


We have the **people, talent, motivation and partners** to innovate and solve the most difficult geospatial problems as they emerge.

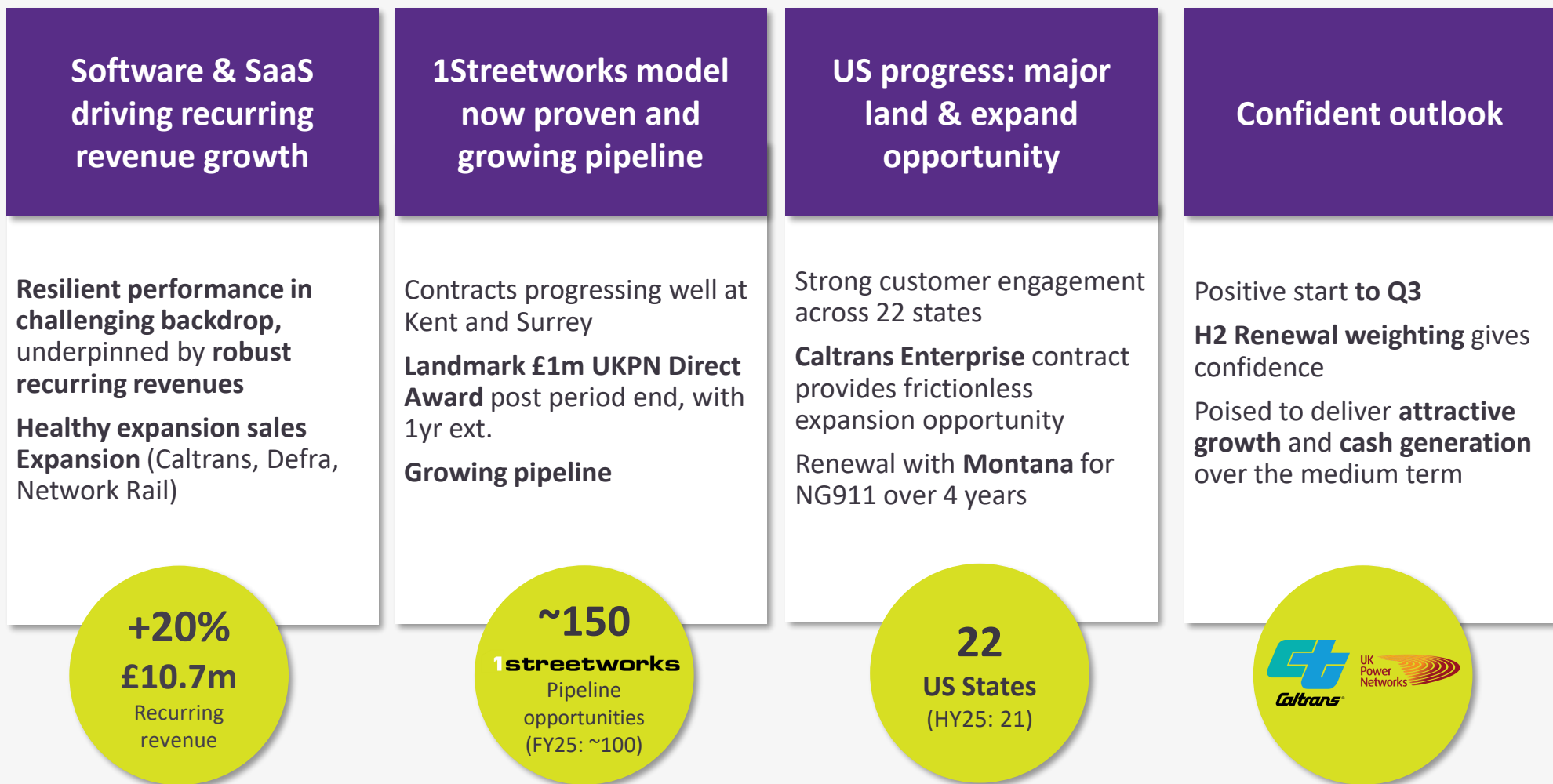


Enterprise business
Provides expertise, reputation and financial resources, enabling innovation

Software & SaaS offerings
Grow recurring revenues & increase cash generation



HY26 – stronger recurring revenue mix and ongoing strategic delivery



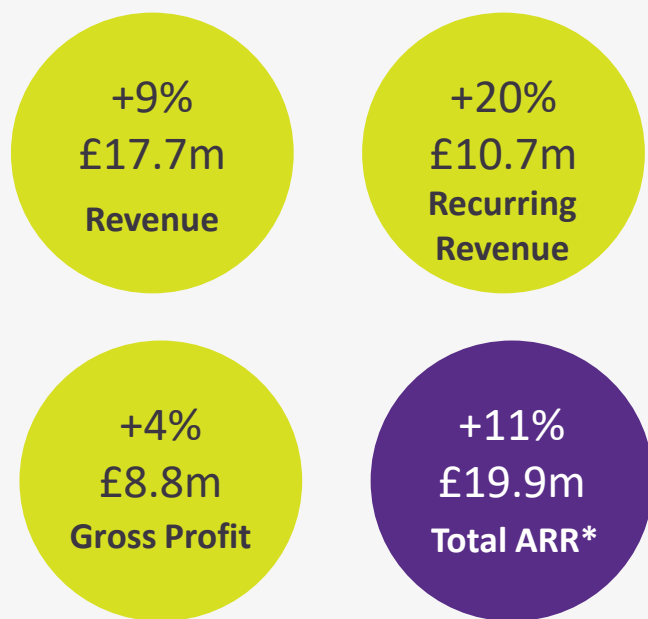
Financial Review



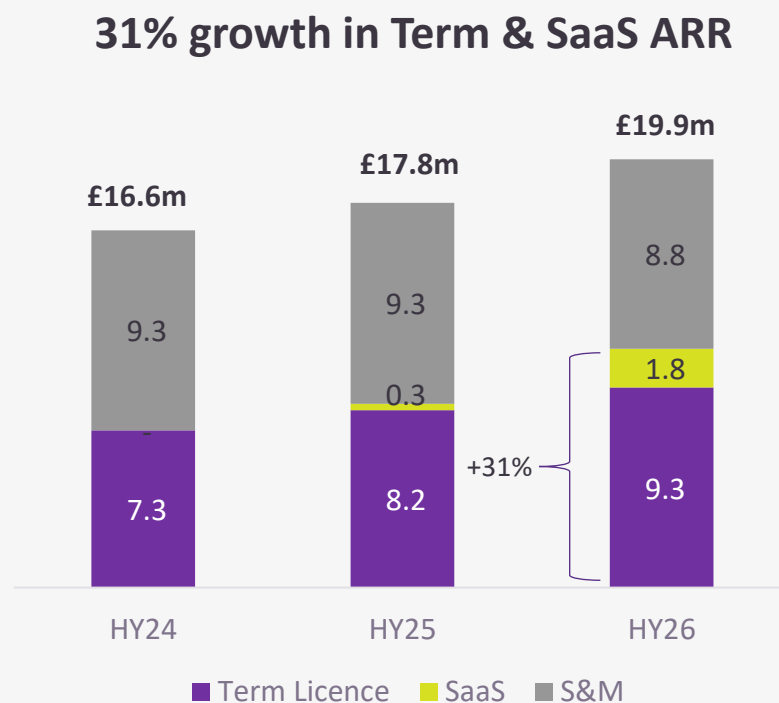
Stuart Ritchie
CFO



Financial Review HY26 – recurring revenue, ARR & gross profit growth



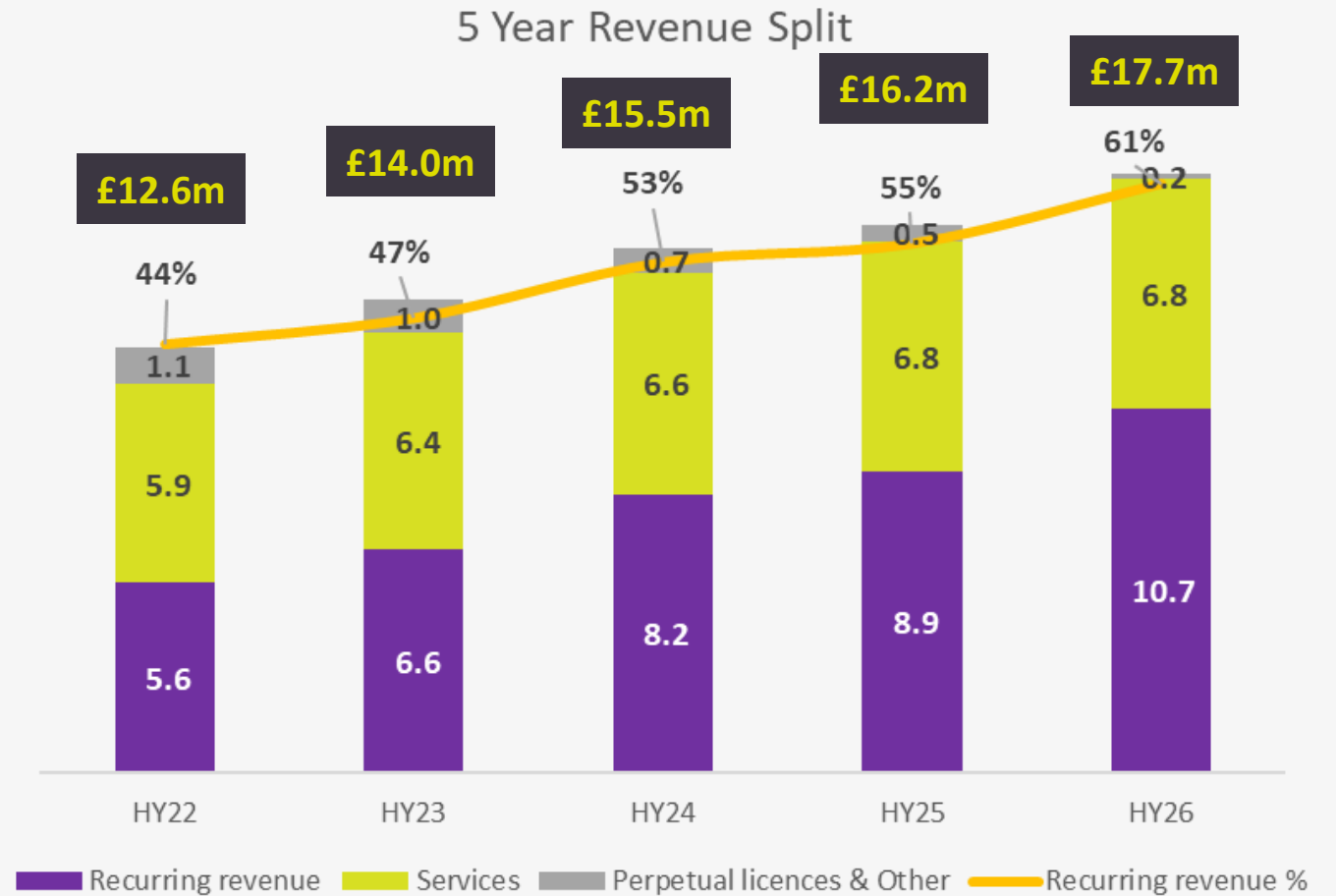
* Includes Enterprise S&M



- **Adjusted EBITDA stable at £2.1m** – demonstrating cost discipline while supporting ongoing go-to-market initiatives
- **H1 reduced free cash outflows** of £1.3m (HY25: £2.0m) increased net borrowings to £2.5m
- **Growing SaaS revenue expected to smooth cashflows** across the year, with Q4 renewals continuing to drive stronger H2 inflows
- **Post period wins and renewals seasonality** provides **confidence in meeting FY26 management expectations**

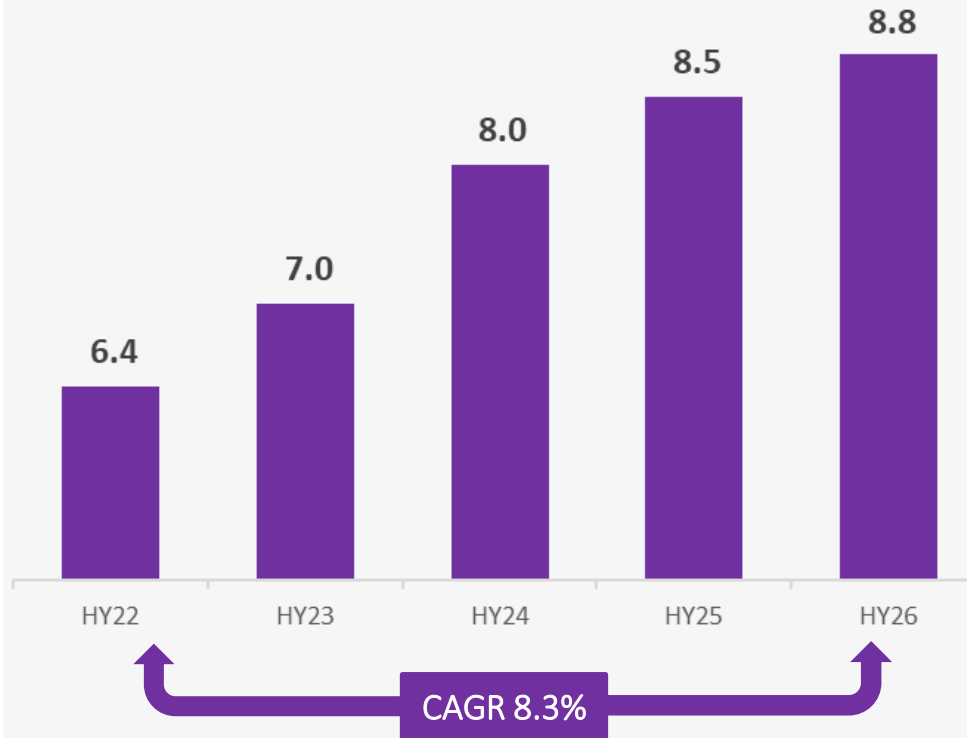
5 years of revenue growth

- Recurring revenues have grown 91% over 5 years
- Recurring revenues have grown from 44% to 61% of total revenues
- Non-recurring revenue broadly flat over 5 years



Gross profit growth

- Gross profit has grown by a CAGR of 8.3% over 5 years
- Growth driven by richer mix of revenue streams
- Growth in Gross Profit funds investment



Gross margin by revenue stream

SaaS
80-90%

Term Licence
60%-70%

Services*
35-55%

** Based on typical outturn*

HY26

Income Statement

- **Recurring revenues** now 61% (HY25: 55%) of Group, with SaaS and Term licences growing 50%
- **Improved gross profit**, albeit margin eased to 49.7%, reflecting focus on strategic accounts through multi-year third-party licence sales
- **Adjusted EBITDA*** margin tempered 0.4% to **11.9%** reflecting revenue mix and re-invested into the **US sales and marketing function**
- **Operating profit**, before exceptionals primarily related to workforce restructures, was **marginally ahead** of last year

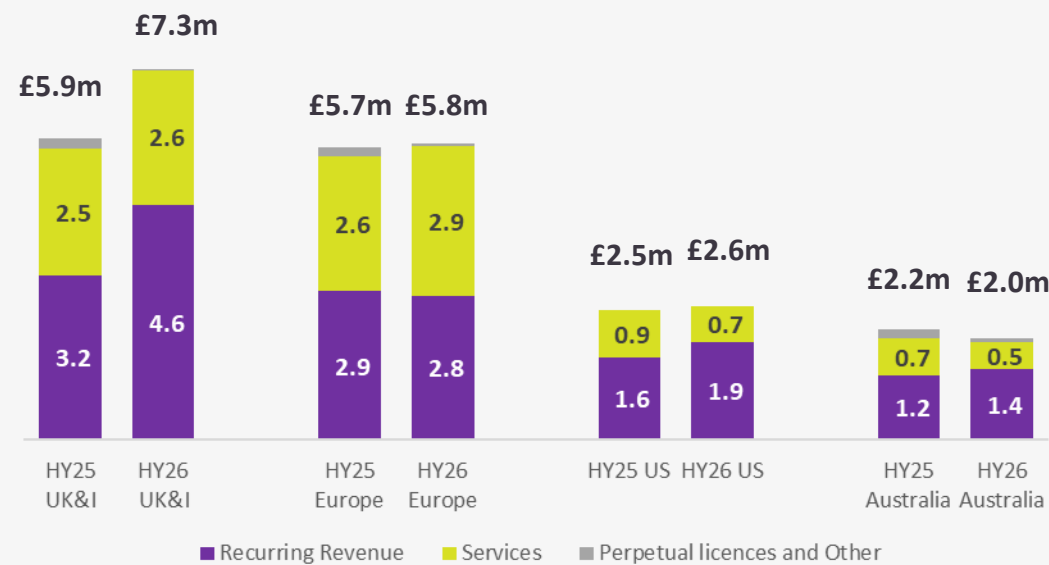
Summarised P&L (£000)	H1 FY26	H1 FY25	Variance (%)
Recurring revenue	10,696	8,908	20%
Non-recurring revenue	6,957	7,338	(5%)
Revenue	17,653	16,246	9%
Recurring revenue %	60.6%	55.0%	5.6ppts
Gross Profit	8,773	8,487	3%
Gross Profit %	49.7%	52.2%	(2.5ppts)
Adjusted EBITDA*	2,102	2,009	1%
Adjusted EBITDA* %	11.9%	12.3%	(0.4ppts)
Less: depreciation and amortisation	(1,891)	(1,898)	0%
Less: share-based payment charge	(24)	(46)	(48%)
Less: exceptional items	(186)	-	(100%)
Operating profit	1	66	(99%)

HY26

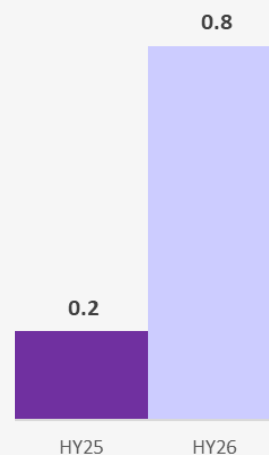
Regional Revenue

- **UK & Ireland:** Revenue up £1.4m (23%), driven by new licence deal wins in H1 and secured 1Streetworks contracts
- **Europe:** Revenue up 2%, reflecting growth through a major utility contract
- **US:** Revenue up 4%, with significant new state wins and expansion of enterprise frameworks in H1
- **Australia:** Revenue down £0.2m (9%), attributed to reduced professional services work; activity levels are expected to increase in H2
- **SaaS:** Revenue grew by 250% (£0.8m), with a significant £0.5m deal secured with Kent County Council in HY26 and the UKPN renewal providing revenue security for H2 and beyond

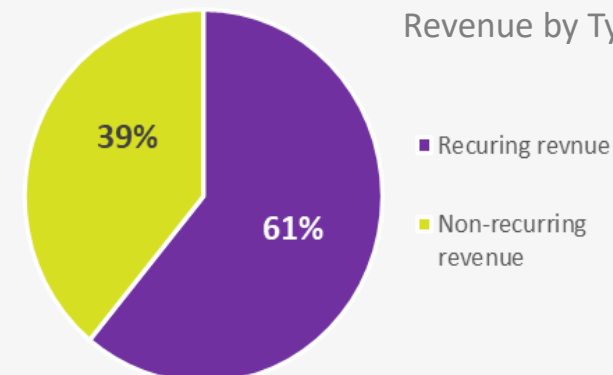
Revenue by Region



SaaS Revenue



Revenue by Type



HY26

Cash Flow

- Cash from operations increased to £1.5m
- Investment in R&D and software maintained
- Free cash outflows reduced to £1.5m
- Group bank facilities increased to £6.7m
- Net debt increased to £2.5m

Free Cash Flow* (£000)	H1 FY26	H1 FY25
Cash generated from operations	1,520	1,259
Investment in software, product development and intellectual property capitalised	(2,185)	(2,096)
Lease payments	(331)	(391)
Purchase of property, plant and equipment	(80)	(133)
Net interest paid	(235)	(228)
Net tax paid	(13)	(34)
Bank guarantee	-	(385)
Free cash flow* excluding non-recurring items	(1,324)	(2,008)
Less: restructuring costs	(212)	-
Free cash flow*	(1,535)	(2,008)

Revenue growth enables more investment



5 years of revenue growth



Strong pipeline of renewals and contract wins



Cash consumption improving



Investment focused on highest return



Ready to invest in further growth

Growth opportunities



1Streetworks

Transformational growth opportunity



US

Focus on key sectors



Targeted investment

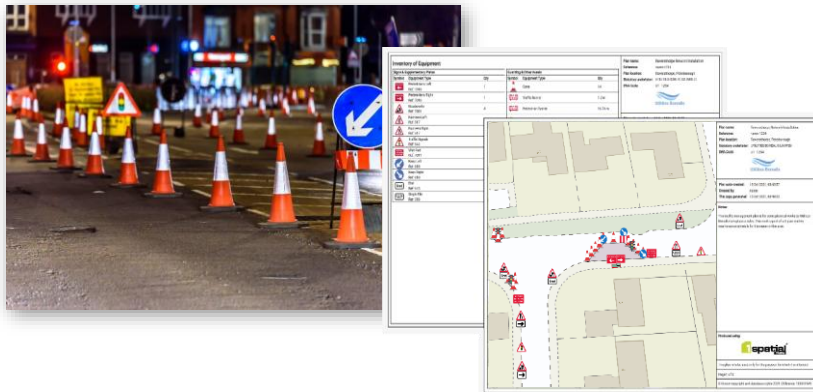
Growing our TAM and commercial capabilities

1Streetworks, transformational potential

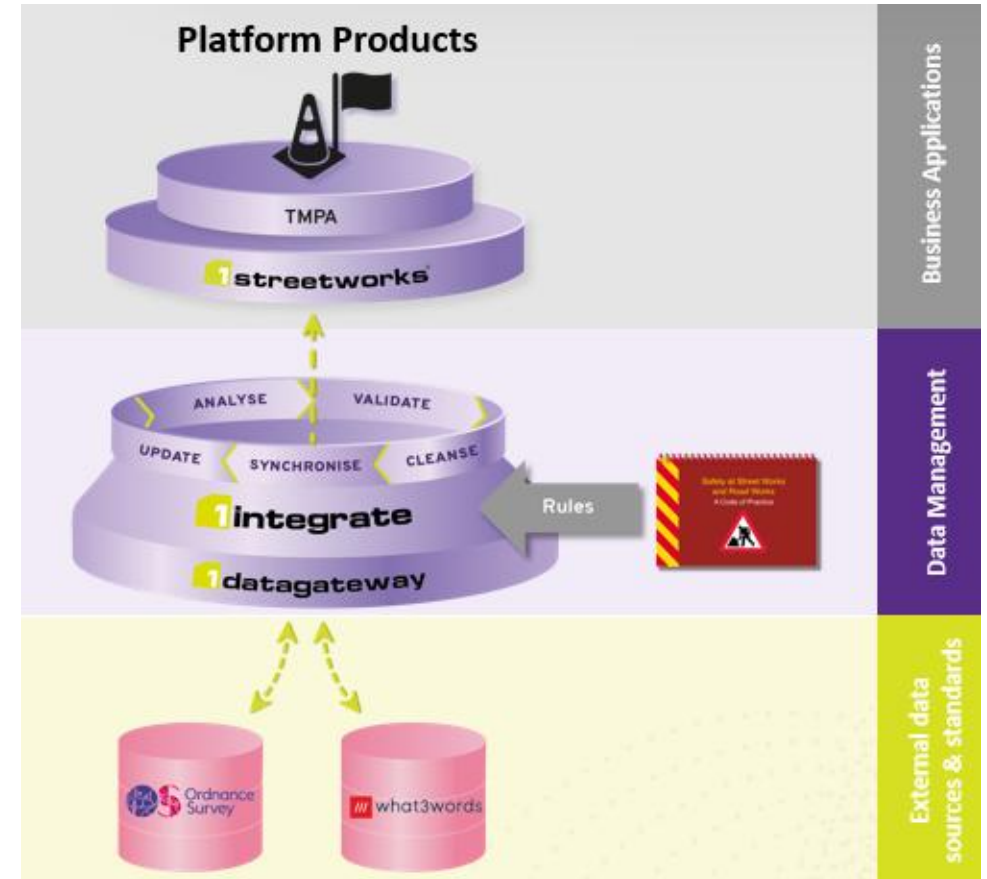


The **first** and only product in the market to **fully automate** the production of **compliant** traffic management plans

- Pure SaaS – **80% gross margin**
- Currently addressing low speed roads, a **£400m TAM**
- Growing industry recognition and adoption



Leveraging our **rules engine**, in the cloud



1Streetworks: proven business model with commercial validation

Third expansion, with no competing solution



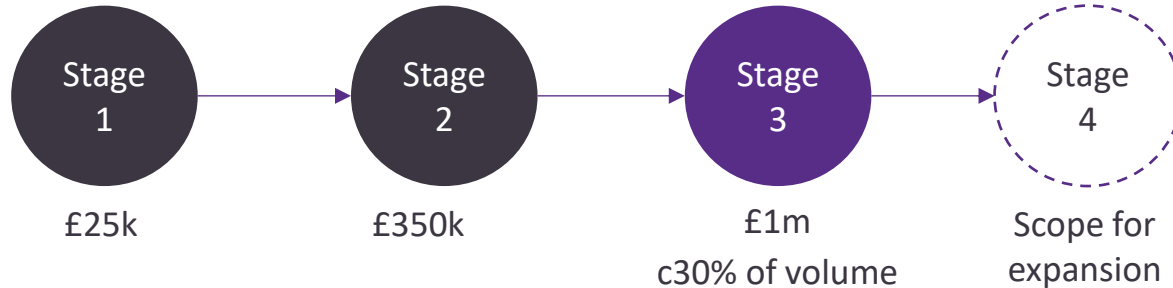
£1m Direct Single Source Award (+1yr option)

Proven model

Local trial

Wider pilot

Enterprise engagement

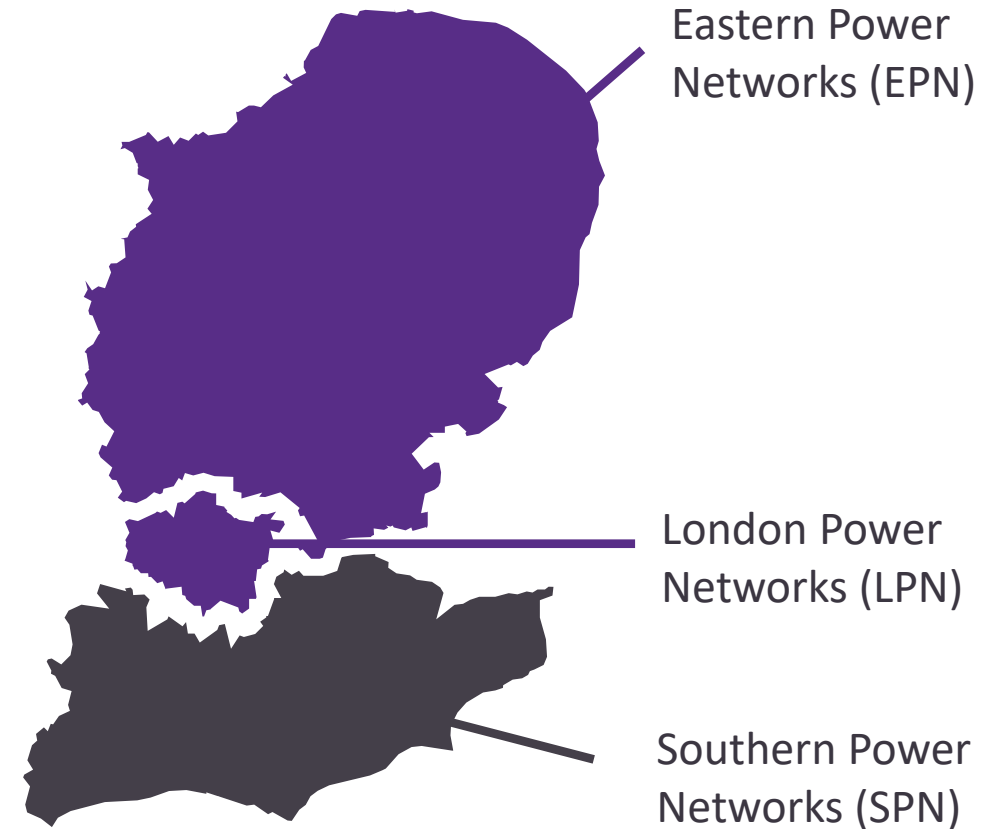


► Value proposition now proven:

- 39% reduction in road closures
- Improvement in OFGEM metrics
- Operational efficiencies

► Applicable across all utilities: water, gas, telecoms, etc.

Now rolling out across entire network to cover approx. 30% of the available volume



Growing pipeline across our 3 priority sectors

Identified top opportunities



Major and growing TAM:
~£400m in low-speed roads alone

Increasing pipeline

- No. of pipeline opportunities **~150* (~100 FY25)**, including long tail of smaller opportunities across Traffic management organisations, Rail, Tier 2 contractors, smaller utilities
- High speed roads on the innovation roadmap

1Streetworks: building high margin SaaS revenue



Pioneer in a major market



Model and offering now proven



Strong pipeline



Scaling programme and resourcing
underway



Line of sight over substantial
1Streetworks growth

US: major enterprise land and expand opportunity

- Foothold in 22 States, each with considerable expansion potential
- Departments of Transport (DOTS) and Emergency Services two focus areas due to funding and regulatory drivers

+5% US
ARR to
£3.36m

22 US
States
(HY25: 21)



TAM of \$1m per State

DOTS are well funded: \$290bn budget. 8 DOT customers to date.

- State of California new \$1.7m enterprise licence – underlining our strategic importance – streamlines procurement, with expansion potential
- Multiple user cases – relevant to all other DOTS:
 - Grown to support data governance across: Transport Asset Management Systems, Conflation, Transport Systems Network Revamp project, Local NG9-1-1 systems, California Roads Sharing (CaRS) Program.



NG9-1-1



TAM of \$0.3m per State for Enterprise

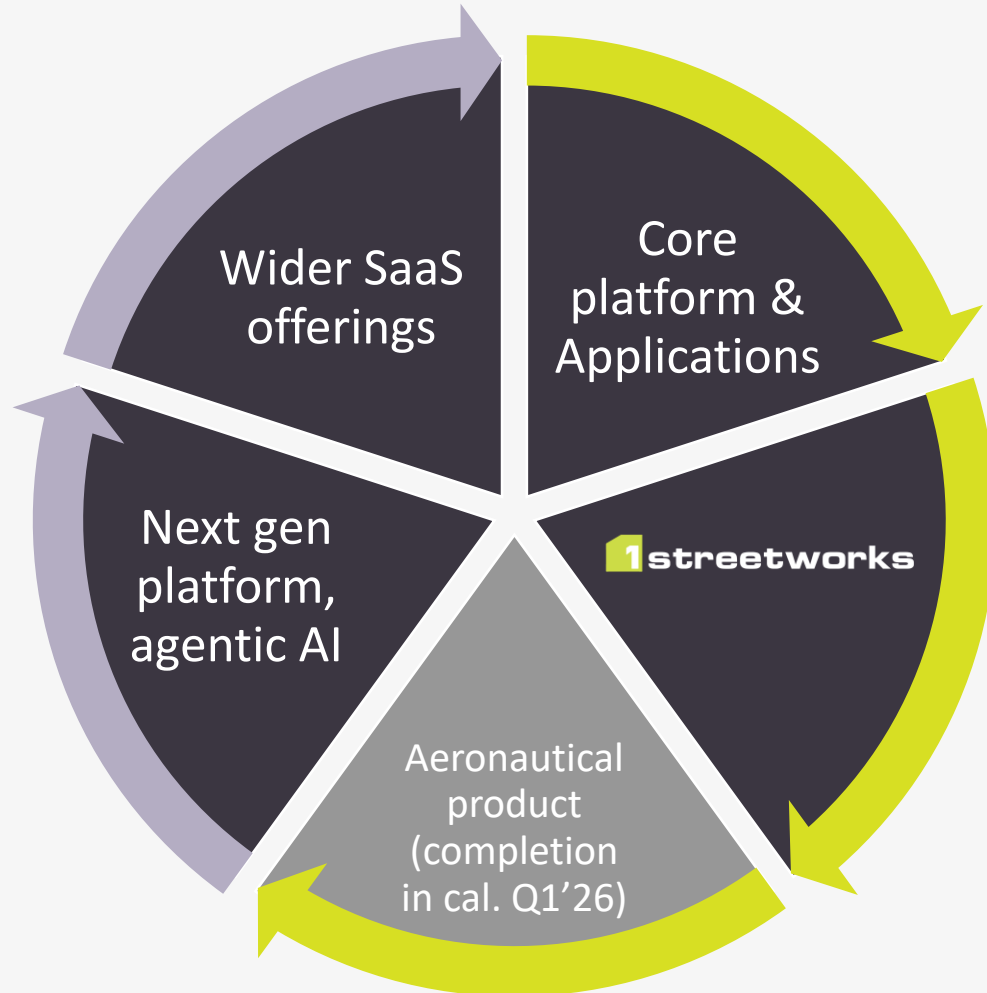
NENA Standards driving adoption. 8 NG911 enterprise customers to date

- Montana signed 4 year, NG911 \$1.1m renewal, applicable to all States
- SaaS offerings will **expand our TAM** into Cities and Counties, and into telecoms – new FCC regulations driving interest



Targeted investment in strategic growth areas

Innovation to increase TAM



**Commercial team
expansion to increase
win rate**

1streetworks



Summary & Outlook: Growing momentum



5 years of growth and resilient business model



1Streetworks offering proven in a major market



Opportunities to expand our US footprint



Targeted investment in innovation and resources



Poised to deliver attractive growth and cash generation over the medium term

Q&A



Appendix



Board of Directors



Claire Milverton – Chief Executive Officer

Claire has been CEO of 1Spatial since January 2017 having previously been the CFO. Claire is passionate about leading and working collaboratively; making the best of her team's skills to create a great organisation and a positive culture - extending this approach to all other stakeholders including customers and partners. Having worked in finance, Claire is no stranger to issues in relation to poor quality data and recognises the importance of getting an excellent return on the data investment. She is a great believer in good data governance and building innovative solutions that can then capitalise on the high-quality data underpinning the solution. Claire has driven the development of the newly released SaaS solutions including 1Streetworks and NG9-1-1. Claire has had a significant number of years in the technology sector from both her time working within 1Spatial and through her experience at PwC where she was a technology specialist. Claire is a qualified Chartered Accountant.



Stuart Ritchie – Chief Financial Officer

Stuart joined the Board as Chief Financial Officer in December 2022. He is an experienced finance director with a strong background in publicly quoted international technology companies. Most recently Stuart was Group CFO at Fusion Global Limited, a provider of SaaS-based workflow software that generated £30m in annual revenue across its US, UK and continental European operations. His previous roles include Global Head of Accounting and external reporting at Zeal Network SE, a Frankfurt-listed eCommerce group. Stuart is a fellow of the Institute of Chartered Accountants, qualifying with EY.



Andrew Roberts – Non-Executive Chairman

Andrew joined the Board in September 2016 and was Executive Chairman from 30 December 2016 until 31 January 2018 when he became Non-Executive Chairman. Andrew brings significant experience to 1Spatial from both a technology and equity capital markets perspective. Andrew led The Innovation Group plc from 2009 until its sale to Carlyle Group in 2016 for £500 million. Previously Chairman of Kewill plc, a leading international supply chain software business, Non-Executive Director and Chairman of Civica, a leading UK IT services business and Non-Executive Chairman of Vega Group plc until its sale in 2008 to Finmeccanica SPA for £61 million. Andrew started his career at ICL and then led the management team that turned-around private-equity owned Data Sciences (then a leading BPO business), which was sold to IBM in 1996.



Francis Small – Non-Executive Director

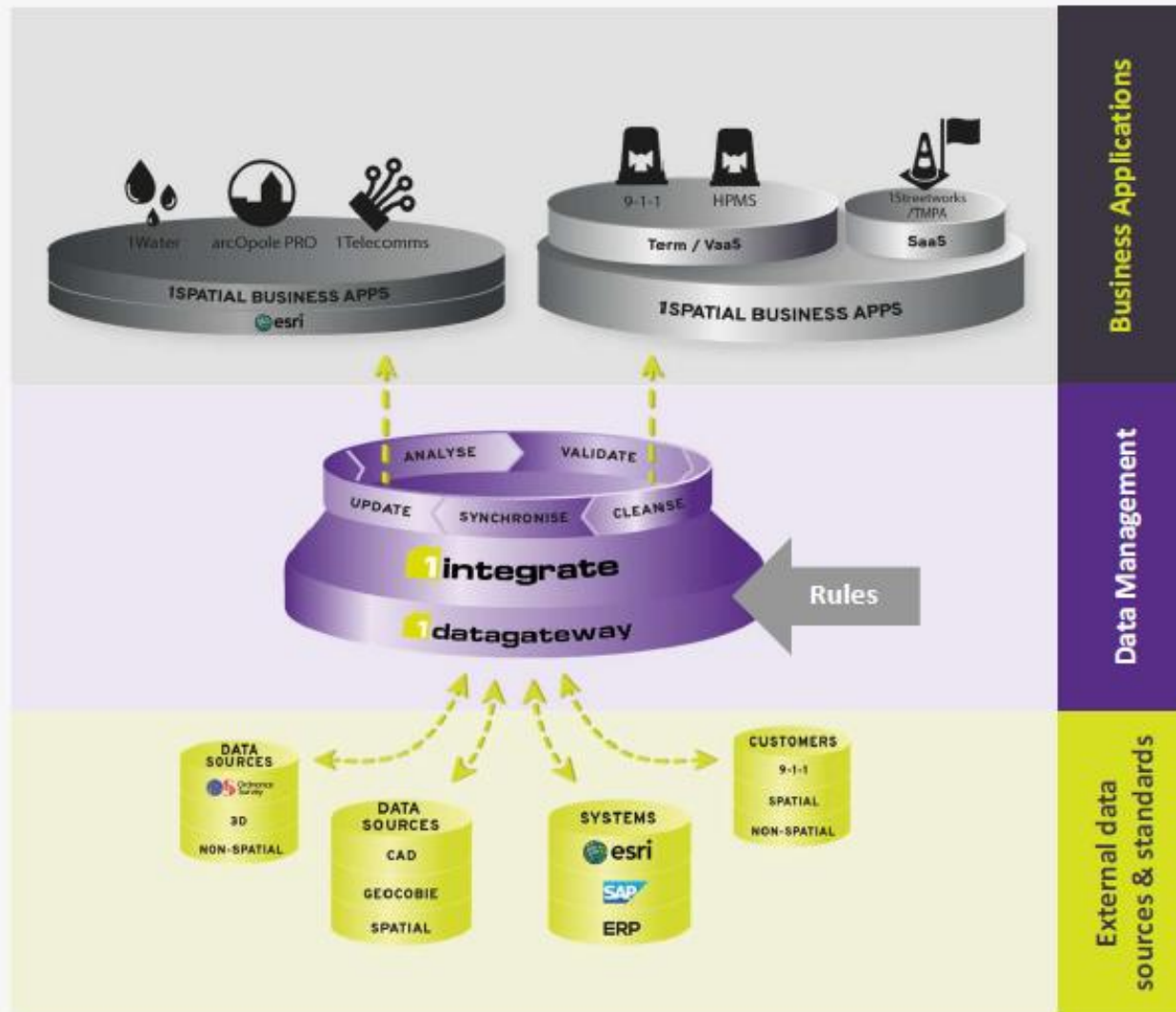
Francis joined the Board in August 2017 as a Non-Executive Director. Francis brings significant experience from his financial services background, having been at Ernst & Young from 1979 to 2015 where he held key positions, including as London and then UK head of corporate finance, global vice chair and then managing partner of UK & Europe transaction advisory services, global leader of sovereign wealth funds (based in the Middle East) and ultimately senior partner for international clients. Francis graduated from Cambridge University with a degree in law, is a chartered accountant and a fellow of the ICAEW.



Peter Massey – Non-Executive Director

Peter joined the Board in July 2018 as a Non-Executive Director. Peter brings significant industry expertise and strategic insight to the Board in the key focus areas of Government, Utility and Transport which he has developed through his long career driving business growth within these industries. Peter has held a number of Senior Executive positions during his career including at Space Time Insight Inc., National Grid plc, Transco plc and British Gas plc. In Peter's current roles as Business Development Director at On Device Solutions Limited and Founder and Managing Director at Upcurve Limited, he helps organisations enhance business performance and growth. Peter is a Chartered Engineer and graduated from the University of Salford with a BSc (Hons) in Natural Gas Engineering.

Our multi-use LMDM software platform



Benefits of our Platform



Data sharing/Collaboration

- Data/system Agnostic
- Enabler in the Ecosystem
- Create new data sets from existing data



Automated approach to data validation

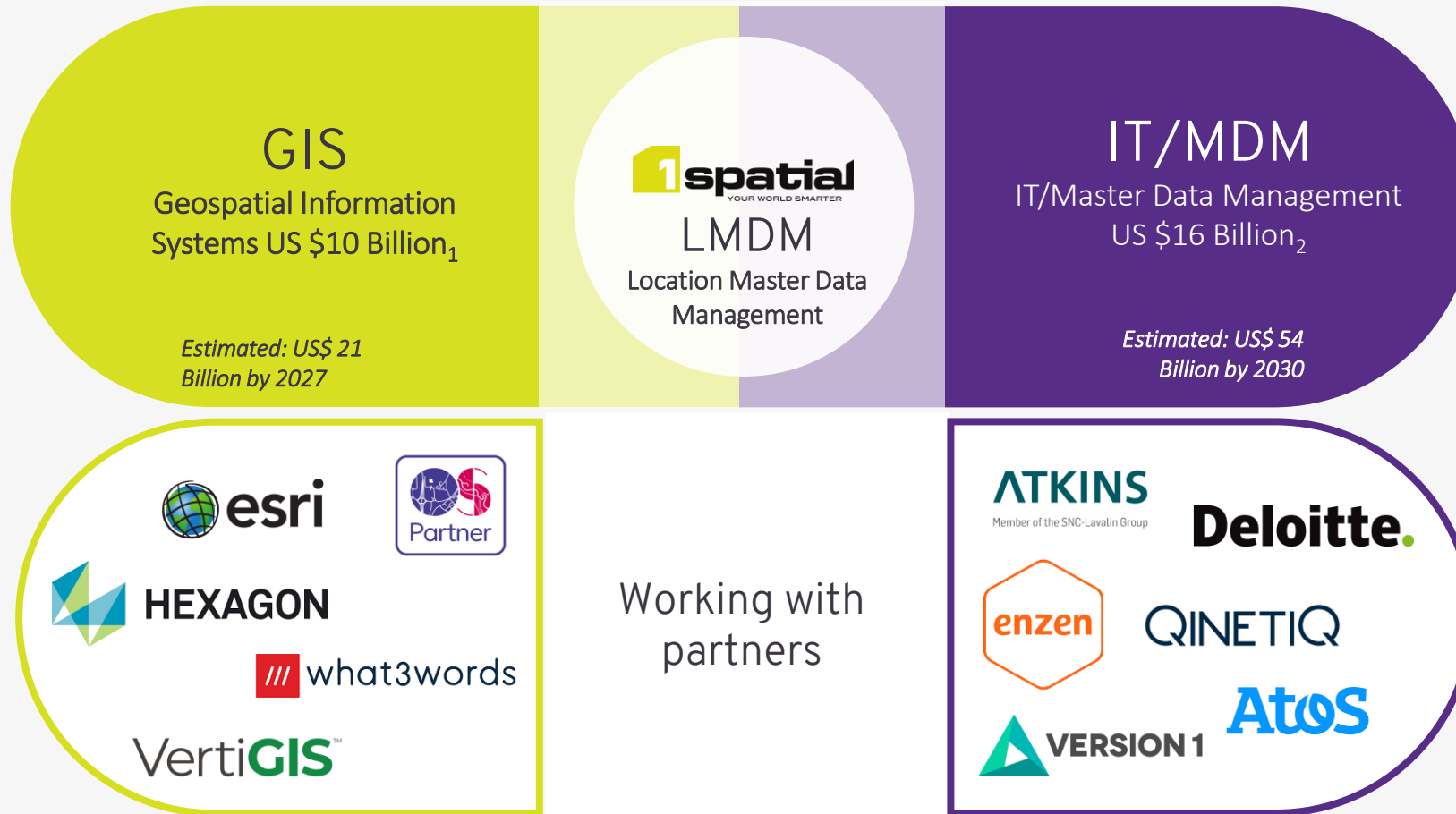
- Consistent, accurate data which is up to date
- Process huge quantities of complex data at speed including 3D data
- Self service validation



Efficiencies

- Save time and money
 - Automation
 - Self-service portal
 - Create new data sets out of existing data

Market and ecosystem for Enterprise Business



UK Power Networks

Driving operational performance through digital collaboration.



42% reduction in road closures saving significant time, costs and disruption to the public

Average customer service score uplift **10%** (domestic connections 99.17%)

Average Time to Quote a new connection < **2 days (previously 6-14 days)**. Max incentive score at below 2.04 days

Average Time To Connect a new service – **15 days** average (previously 25+)

30 hours saved per week per operational team (site visits) which equates to 916 miles or 0.21 tonnes CO2 each week

2-3 days of scheduling time saved per works

Annual Traffic Management Programme – Can automatically run thousands of TM plans for maintenance programmes e.g. Link Boxes.

Uk Power Networks Case Study



DNO – Distribution Network Operator, build and maintain electricity distribution network.

- 8.3M homes
- 19M people (29% population)
- 9.3GW distributed (32% UK demand)
- Overhead lines – 45,000Km
- Underground cables – 143,000Km

Approx 40K jobs per year across:

- Southern Power Networks (SPN)
- Eastern Power Networks (EPN)
- London Power Networks (LPN)



Where we started

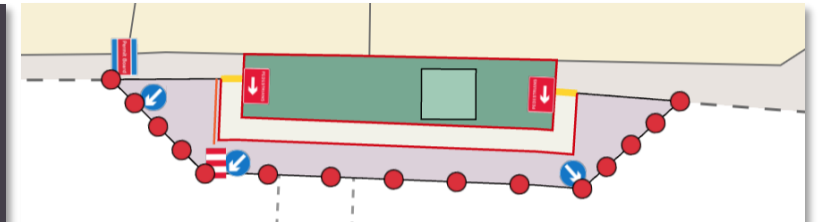
Small Connections Team

Issues across all Ofgem measures

- ATTQ – 5 days +
- ATTC – 20 days +
- BMoCS - <9.5

Impact

- Negative cashflow
- Poor customer experience
- Operationally inefficient



What was achieved

Piloted across Kent & Surrey

Significant improvement in measures

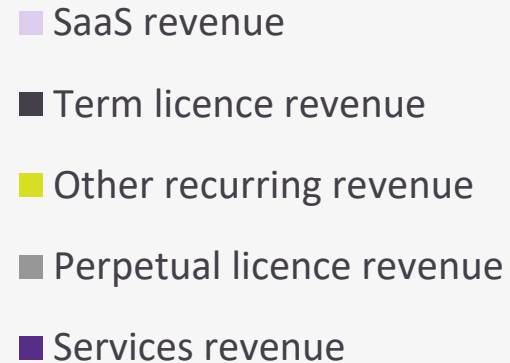
- ATTQ – 1.6 days
- ATTC – 15 days
- BMoCS - > 9.5

Value generated per plan can be up to:

- £150 efficiency saving
- £276 ATTQ/ATTC
- £500 BMoCS

Continued progress on the evolution of our business model

- Focus is on transitioning towards a full **SaaS cloud-based revenue model** with new customer deals signed across our territories
- Aiming for higher proportion of **recurring SaaS and term licence revenue**
- Building a **scalable business** with repeatable solutions
- **Driving margin expansion** from SaaS cloud solutions



Disclaimer

- ▶ The information contained in this document (the “Presentation”) has been prepared by 1Spatial plc (the “Company”) solely for informational purposes.
- ▶ All statements of opinion and/or belief contained in this Presentation and all views expressed represent the directors’ own current assessment and interpretation of information available to them as at the date of this Presentation. In addition, this Presentation contains certain "forward-looking statements", including but not limited to, the statements regarding the Company’s overall objectives and strategic plans. Forward-looking statements express, as at the date of this Presentation, the Company’s plans, estimates, forecasts, projections, opinions, expectations or beliefs as to future events, results or performance. Forward-looking statements involve a number of risks and uncertainties, many of which are beyond the Company’s control, and there can be no assurance that such statements will prove to be accurate. No representation is made or assurance given that such statements or views are correct or that the objectives of the Company will be achieved. Existing and prospective investors are cautioned not to place reliance on these statements or views and no responsibility is accepted by the Company or any of its directors, officers, employees or agents in respect thereof. The Company does not undertake to update any forward-looking statement or other information that is contained in this Presentation. Neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers take any responsibility for, or will accept any liability whether direct or indirect, express or implied, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the information contained in this Presentation or for any of the opinions contained herein or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation.
- ▶ This Presentation should not be considered a recommendation by the Company or any of its affiliates in relation to any prospective acquisition of shares in the Company. No undertaking, representation, warranty or other assurance, express or implied, is made or given by or on behalf of the Company or any of its affiliates, any of its directors, officers or employees or any other person as to the accuracy, completeness or fairness of the information or opinions contained in this Presentation and no responsibility or liability is accepted for any such information or opinions or for any errors or omissions.