

# Investor factsheet

## Half year ended 30 April 2024

### What we do

Idox provides specialist software solutions that power government and industry, driving productivity and a better experience.



Over 90% of UK local authorities are customers for one or more of our products



1,500+ customers and 600+ employees with offices in the UK, Europe and India

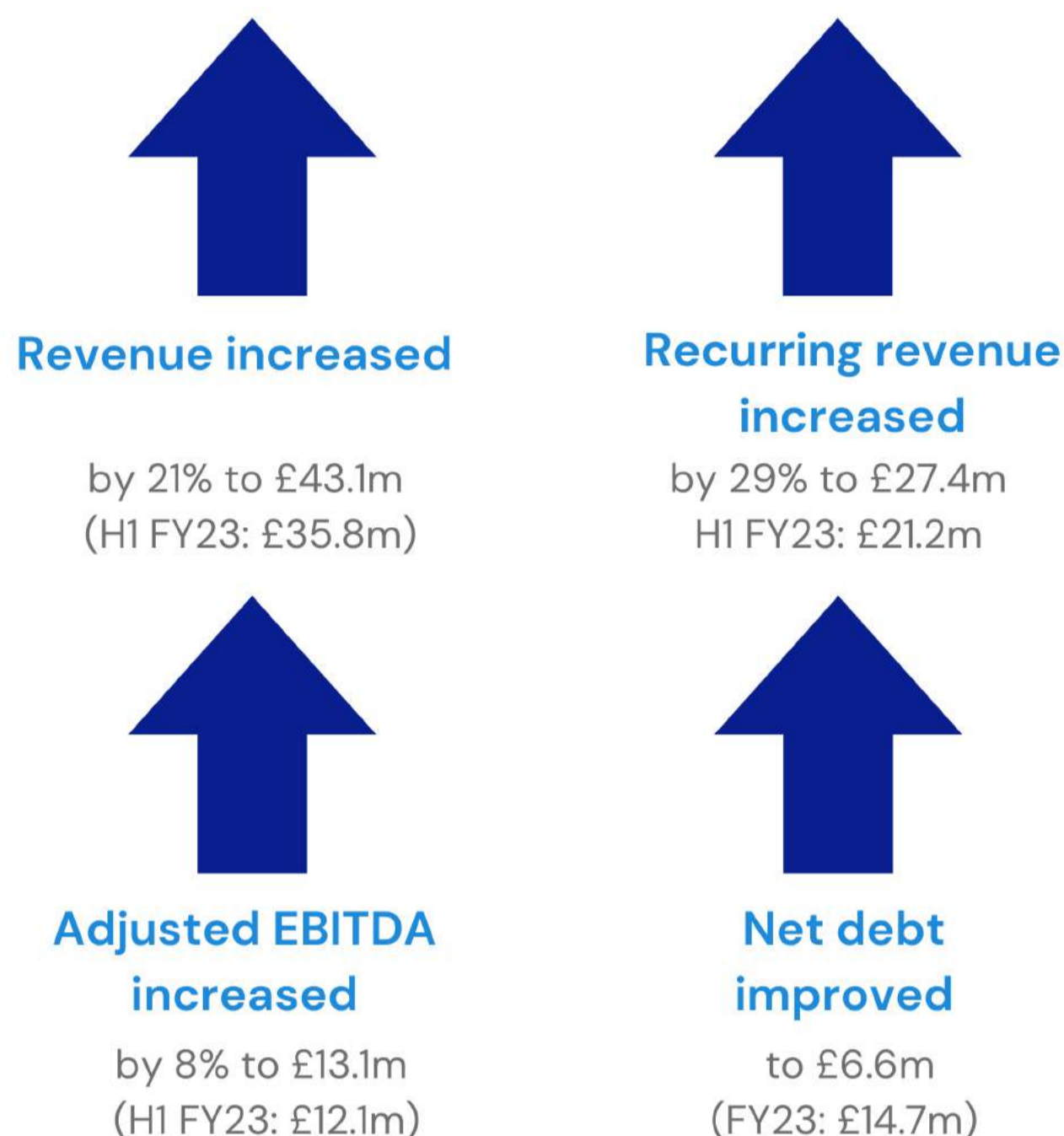


People-led culture, driving authentic appreciation of our local communities

### H1 FY24 highlights

- Order intake of £54.1m, up 4% from H1 FY23, providing increasing levels of recurring revenue visibility for the remainder of FY24 and into FY25.
- Integration of Emapsite, acquired in August 2023 has progressed well, with performance in line with expectations.
- Good progress on developing the Group's geospatial capabilities.
- Healthy M&A pipeline with good leads on a number of strategic targets.

### Financial review



### Land, Property & Public Protection

Comprising: Local Government, Idox Cloud, Address Management, exeGesIS, thinkWhere, LandHawk and Emapsite

Revenue	Adj. EBITDA	Adj. EBITDA
<b>£28.9m</b>	<b>£9.2m</b>	<b>32%</b>
(H1 FY23: £21.5m)	(H1 FY23: £7.7m)	(H1 FY23: 36%)

### Assets

Comprising: EIM, CAFM, iFit, and Transport

Revenue	Adj. EBITDA	Adj. EBITDA
<b>£7.1m</b>	<b>£1.6m</b>	<b>22%</b>
(H1 FY23: £7.2m)	(H1 FY23: £1.8m)	(H1 FY23: 25%)

### Communities

Comprising: Elections, Lilie, Databases, and Social Care

Revenue	Adj. EBITDA	Adj. EBITDA
<b>£7.1m</b>	<b>£2.3m</b>	<b>32%</b>
(H1 FY23: £7.1m)	(H1 FY23: £2.6m)	(H1 FY23: 36%)

**“The Group has delivered a strong financial performance in the first half of 2024 in line with the Board’s expectations, with increased total revenue, recurring revenue, profitability and cash generation.”**

David Meaden – CEO

# Delivering success

## Four pillars

Our four pillars are the platform on which we build and operate Idox

### Organisational simplicity

Creating efficiency and cohesion by streamlining our processes, consolidating our activities, and creating centralised approaches to our working practices.

### Communication and collaboration

Communication is a key part of all that we do. We believe in open communication with our people, investors, and customers.

### Revenue expansion

We undertake activities that help create revenue expansion and growth.

### Margin improvement

We are continually working to reduce the costs of the products and solutions we are selling to become more profitable.

## Idox management



Chris Stone  
Chair



David Meaden  
CEO



Anoop Kang  
CFO

# Investment case

## Market leadership

Market leaders, providing software solutions to improve the customer's processes, and meet future challenges on the horizon.

## Good governance

High-quality recurring revenue and well-controlled costs; risk is well understood and reflected in our approach to investment and operational choices.

## Investment in people

Through living our values and developing future leaders, Idox ensures we have the right people to drive our business forward.

## Operational excellence

Striving for high levels of customer service, leveraging our resources and expertise; and encouraging innovation in our products, delivery and operational infrastructure and support.

## Financial discipline

Focus on high-quality revenues; good communication, and simplification leading to strong margins. Managing capital, exiting low-margin areas, and focusing our investments on high recurring, high margin, software-based areas with good opportunity for growth.

## ESG rigour

Recognising the importance of being a responsible and sustainable business, creating opportunities to do more with our people-led initiatives.

## Media contacts

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