

Introduction to 1Spatial



Claire Milverton
CEO



Agenda

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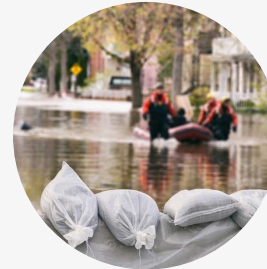
Demand for location data has never been greater

Organisations are using location data to make better decisions

Saving time and money, addressing the green agenda, and ultimately, saving lives...



Plan for electric vehicles and other green energy sources



Maintaining the nation's flood defences



Improving response times for emergency services

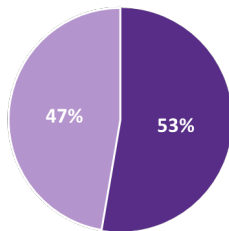
1Spatial plc: leaders in location data management

Existing Enterprise Business Provides expertise, reputation and financial resources

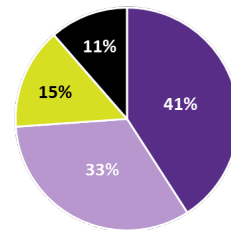
- Market-leading software platform for **Location Master Data Management (LMDM)**
- Helping our customers to make critical decisions from **Location** data
- **Over 1,000 customers** and industry leading partners globally
- Growing recurring revenues and increasing geographical spread



H1 FY24
Revenue splits



■ Recurring
■ Non-Recurring



■ UK / IRL ■ Europe ■ US ■ AUS

Two new high margin SaaS solutions



£400m+
ARR opportunity

\$350m+
ARR opportunity

- Pure SaaS: high gross margins and fully scalable
- 'Light' version of our solutions
- Available at a lower price point, via the cloud
- Considerably expanding our addressable market
- Approx. £5m investment to date

Enterprise - We sit in the middle of two growing markets

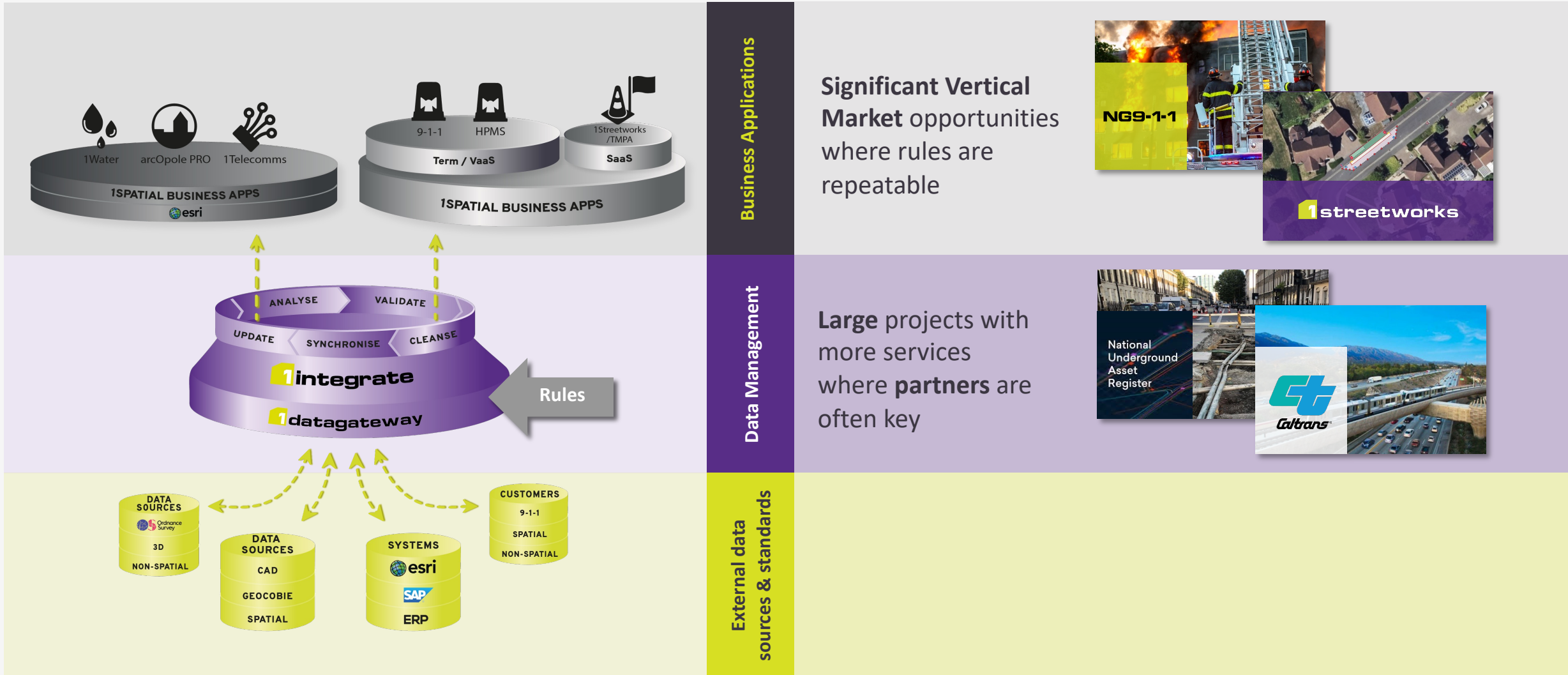


Why we are needed: NUAR case study



- **No register** of all the pipes and cables
- Fatalities and cost to UK economy **£1.2bn p.a.**
- UK Gov. creating register – **National Underground Asset Register**
- **650+ asset providers** (utilities, local authorities)
- **Using 1Spatial software**
 - Sharing data
 - Different systems
 - Formats
 - Data quality
 - Update
- **Replicable** across other infrastructure projects and geographies

Our market-leading platform



Business Applications

Significant Vertical Market opportunities where rules are repeatable



Data Management

Large projects with more services where partners are often key



External data sources & standards

Growth strategy



Multiple avenues for growth



LMDM

Enterprise - The heart of 1Spatial and our competitive advantage



1Streetworks

Near-term transformational growth opportunity in UK



NG9-1-1
SaaS

Considerably expanding our US opportunity

1 integrate 1 datagateway

Government

Utilities

Transport



Location data management

Our core & competitive advantage

The Opportunity

Known as market leaders in enterprise projects where location data is key

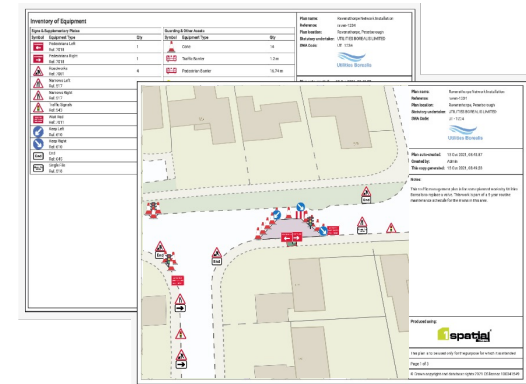
Our software automates the process of bringing together data from different sources and then **maintaining that data for the long term** for use in customers expert systems/digital twins/AI systems

Underpinning National Assets in projects such as NUAR and State of Michigan

- All existing customers have significant expansion opportunities
- Targeting **10 - 15%** growth in UK & Europe
- Targeting **20 - 30%** growth in US at State level - each state \$1m ARR opportunity
- Importantly on an ongoing basis, provides us with the **credibility, insight and capital** to launch **additional SaaS solutions**

 SaaS solutions
Transformational opportunity

1Streetworks Video

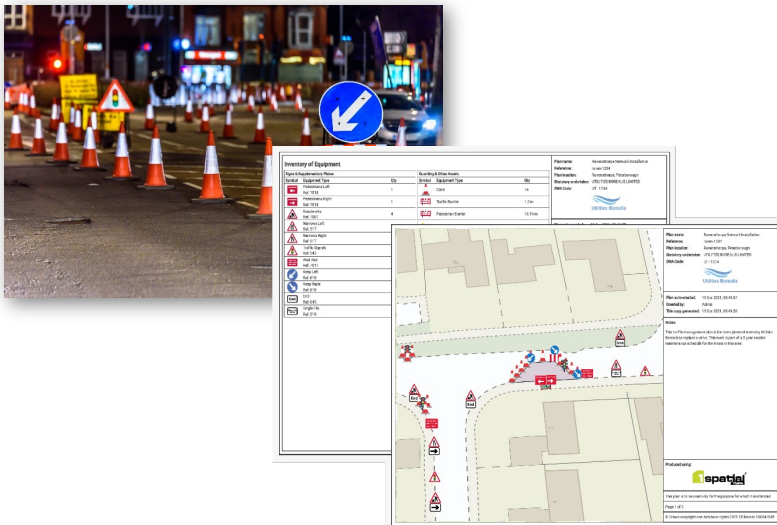




£400m+
ARR opportunity

SaaS solutions

Transformational opportunity



The Opportunity

First solution in the market to fully automate the production of traffic management plans – significantly reducing time and costs

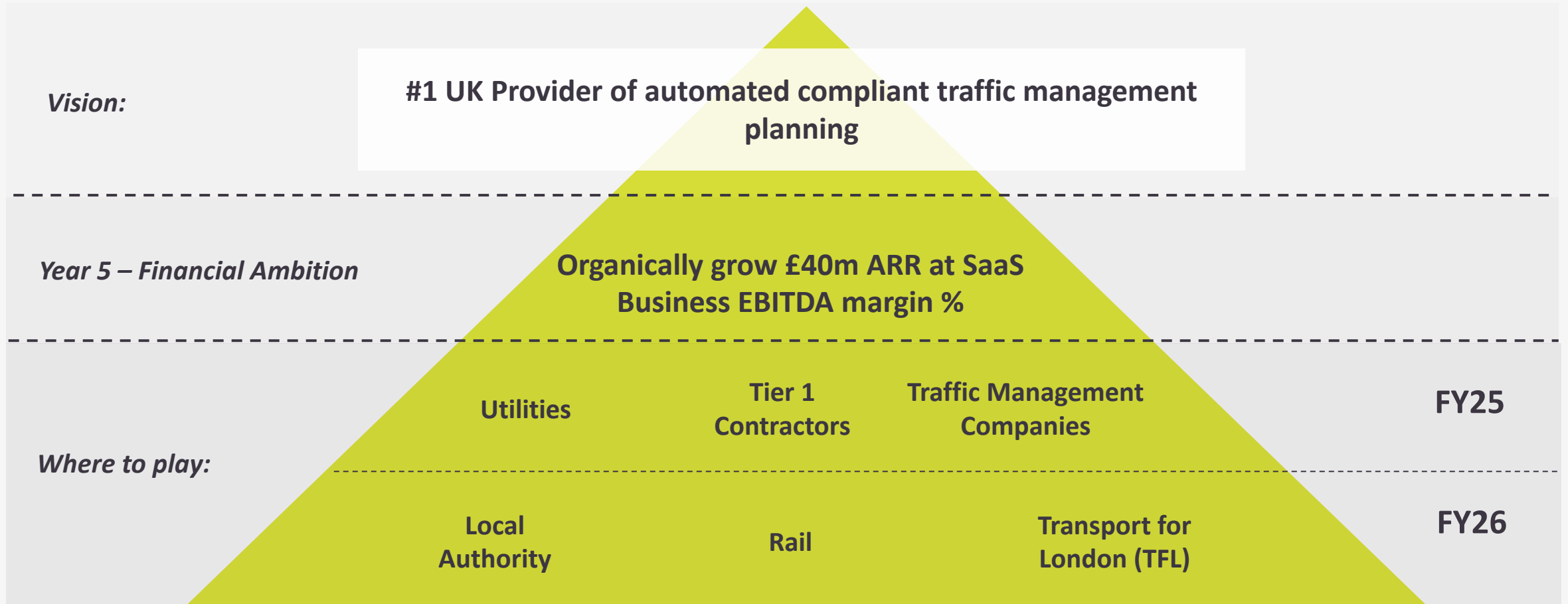
Currently over 4m roadworks a year on low-speed roads alone, giving addressable market of **over £400m ARR**

Estimated to continue to increase in response to the **electrification of the UK**, to support drive to net zero, and the roll out of **new telecoms fibre**.

- Pure SaaS solutions - no Services, quick to access, one platform to maintain
- Gross margin **80%**
- First **significant annual licence** secured at UKPN, well received by wider market
- **Further trials underway**, all well received and ongoing

** based on the 2022/23 Street Manager Annual Report*

Our Ambition



SaaS solutions

Transformational opportunity



NG9-1-1



\$350m+
ARR opportunity

The Opportunity

Pushing out our NG9-1-1 (Emergency Services) enterprise offering to the cloud – enabling counties and cities to cleanse their data, ensuring compliance with NENA standards and to ensure accuracy of location data for NG9-1-1 call routing

Addressable market of **over \$350m ARR** (23,000 cities and counties)

US\$500 million funding for Next Generation 911 projects

- Pure SaaS solutions - no Services, quick to access, one platform to maintain
- Gross margin of **80-90%**
- Target of **10-15% market share**
- 5 contracts secured within 4 months of product launch – rapid adoption
- **Augmenting the offering with Esri integration – will drive adoption (to be released in Q4)**

Financial Performance



A successful FY24

Significant progress against key financial metrics, providing a strong platform for further growth in future years

£32.1m
+7%

Revenue

55%
(FY23: 50%)

**Recurring
Revenue**

£8.7m
+70%

**Software term
licence revenue**

£5.5m
+10%

Adj. EBITDA

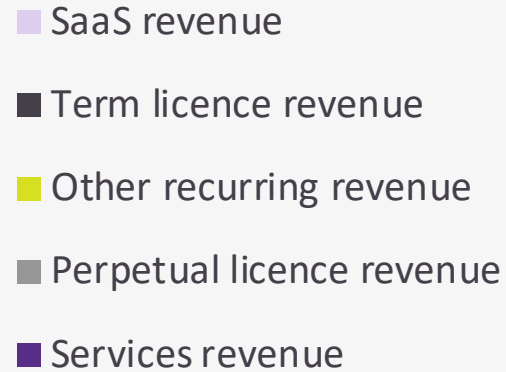
£1.0m
-

PBT

Net cash of £1.1m with sufficient cash and facilities to cover working capital requirements and planned investment

Continued progress on the evolution of our business model

- Focus is on transitioning towards a full SaaS cloud-based revenue model
- 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 – **1Streetworks is a key part of our strategy**



At an inflexion point



Sales focused team



Compelling offerings



Growing recurring revenues



Multiple avenues for transformational growth with NEW Addressable markets



Confident in delivering transformational growth

Q&A



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 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.

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