



Platinum



12 months ended 31 March 2026

FULL YEAR RESULTS

16 June 2026

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Client Impact

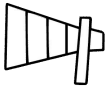
Financial Results

Outlook

INTRODUCTION

Björn Conway CEO





A LEADING DIGITAL PROVIDER

Only a handful of **technology consultancies** have our **scale, framework access**, and credentials of large **multi-year, £ multi-million** client programmes for **user-centred design led service transformation**

The flexibility and intimacy of a boutique with the depth and breadth of a systems integrator

TPX**impact**

Certified



Corporation

Headcount

702

Female
representation

48%

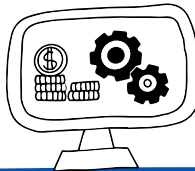
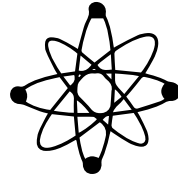
Ethnic
minority
representation

19%

OUR OPERATING MODEL

For most of our work:

- We operate through frameworks with pre-agreed rates and terms and conditions
- We are expert at bidding in public sector procurement competitions
- We develop deep, long lasting account relationships
- We sell large, multi-year engagements
- This gives good visibility of revenue
- And helps us plan demand for our people
- We use a flexible contractor base for specialisms and demand peaks
- Our work is time and materials
- Our clients pay at 30 days



ACHIEVING KEY OBJECTIVES OF THREE YEAR PLAN



Improved financial performance

Adjusted EBITDA margin into double digits

Debt/ leverage reduced to modest level

Operational streamlining

Lean, right-sized teams and structures that easily scale up

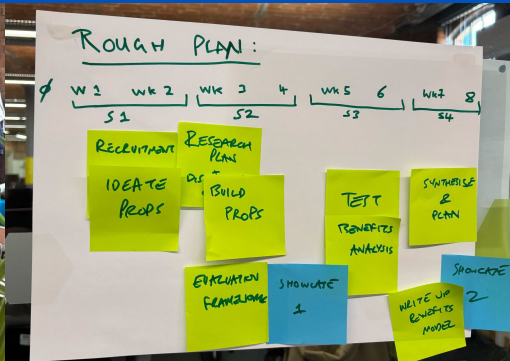
A platform for growth

Delivering impactful work

Modernising UK property registration systems with HM Land Registry

Enhancing public safety with probation tooling for the Ministry of Justice

Digitising and improving uptake for NHS England's vaccine services



CLIENT-CENTERED BUSINESSES



TPXimpact

end-to-end digital transformation
partner for the public sector



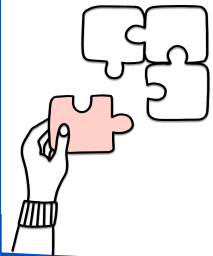
manifesto

digital experience agency
for non-profit, visits
and attractions



KITS | Keep IT
Simple

programme recovery and
managed services for
public sector



CLIENT IMPACT



OUR CLIENTS



Transforming organisations that underpin society



£122m total contract wins in FY26

Status of renewals/ major customers:

<u>Client</u>	<u>Value/ tenure</u>	<u>Date signed</u>
HM Land Registry	£49m, 4 years	May 2023
	£11m uplift	Feb 2026
HM Prison & Probation Service	£9m (+50%)	May 2025
NHSE	£22m, 2 years (+£11m)	Feb 2026
DEFRA	£39m, 4 years	Feb 2026
Ministry of Justice	£16m, 2 years	May 2026



STRATEGIC WIN PROFILES Scaling our impact



Department
for Environment
Food & Rural Affairs

£22m over 2 years
(option to extend to £33m)

Mission-Critical Health

Focus: Digital Prevention Services Portfolio, specifically national vaccination pathways.

Impact: Building and operating systems for maternity, neonatal, and school-age vaccinations across the UK.

£39m over 4 years

National Scale Stewardship

Focus: Selected for the "Product Development" lot under the new DDaT Capability model.

Impact: Supporting the UK's environmental and rural digital agenda, specifically supporting 80,000 farmers in the transition to sustainable practices.

STRATEGIC WIN PROFILES Scaling our impact



£60m Total contract value
(£11m recent uplift)

Data Innovation

Focus: Moving legacy mainframe services to modern, agile digital platforms.

Impact: Using AI-led validation and geospatial automation to modernise the UK property market.

£9m over 12 months

Efficiency Tooling

Focus: Utilising digital technologies to improve tools for probation officers.

Impact: Rapidly building AI powered tooling enabling people on probation to maintain employment and training, and streamlining probation officer processes.

FY26 FINANCIAL RESULTS

Noel Douglas CFO



FINANCIAL RESULTS

Revenue

£78.1m

(FY25: £77.3m)

Gross Margin

31.6%

(FY25: 28.6%)

Adjusted EBITDA

£8.6m

(FY25: £5.6m)

Adjusted EBITDA margin

11.0%

(FY25: 7.3%)

Adjusted diluted EPS

5.4p

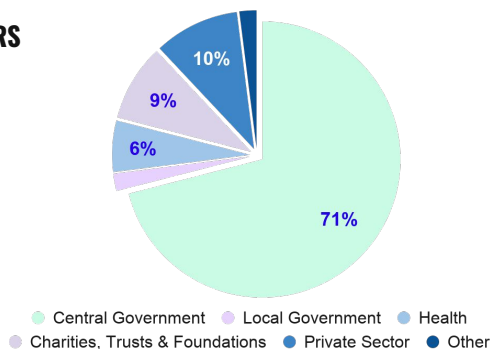
(FY25: 3.0p)

Net debt¹

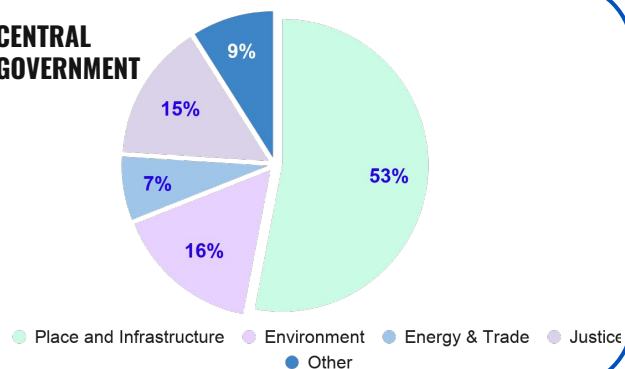
£4.2m

Leverage 0.5x
(FY25: £8.5m)

SECTORS



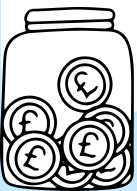
CENTRAL GOVERNMENT



Client tenure

75%
of revenue from clients 3+ years

¹ Excluding lease liabilities





ESG RESULTS

Total headcount

702

(FY25: 608)

Permanent FTE

415

(FY25: 431)

Female representation

48%

(FY25: 51%)

Ethnic minority representation

19%

(FY25: 20%)

Total tCo2e

1,552

(FY25: 1,430*)

Carbon intensity per £1m (tCO2e)

19.9

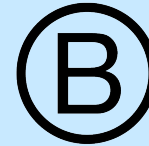
(FY25: 18.5*)

Employee retention rate

83%

(FY25: 86%)

Certified



Corporation

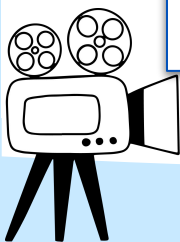
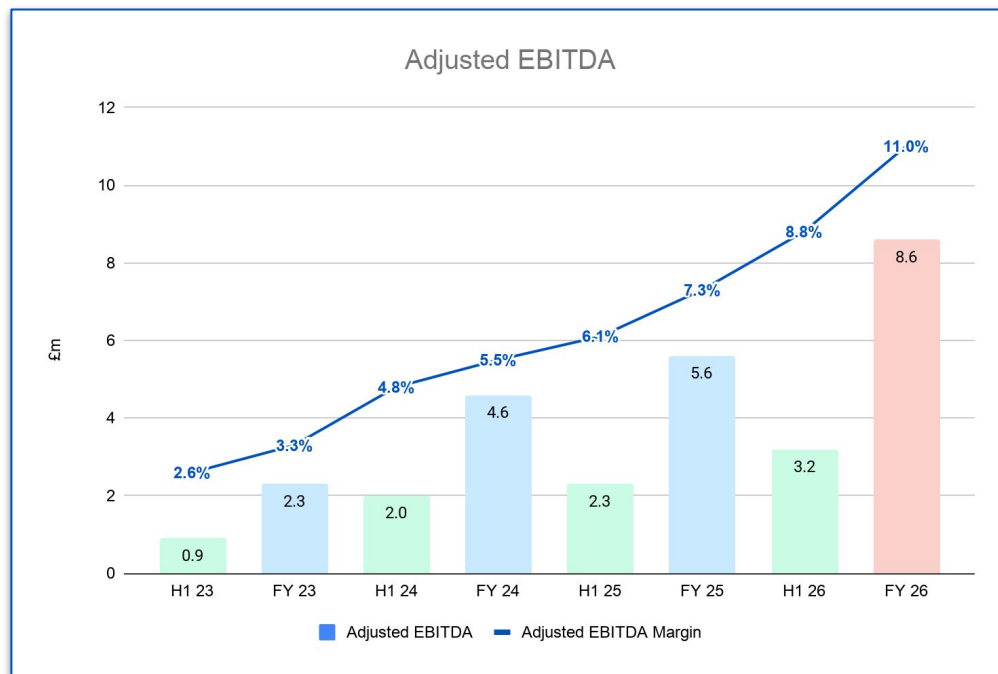


*PY restated due to updated methodology

GROWING PROFITABILITY



* Includes £0.3m overdraft



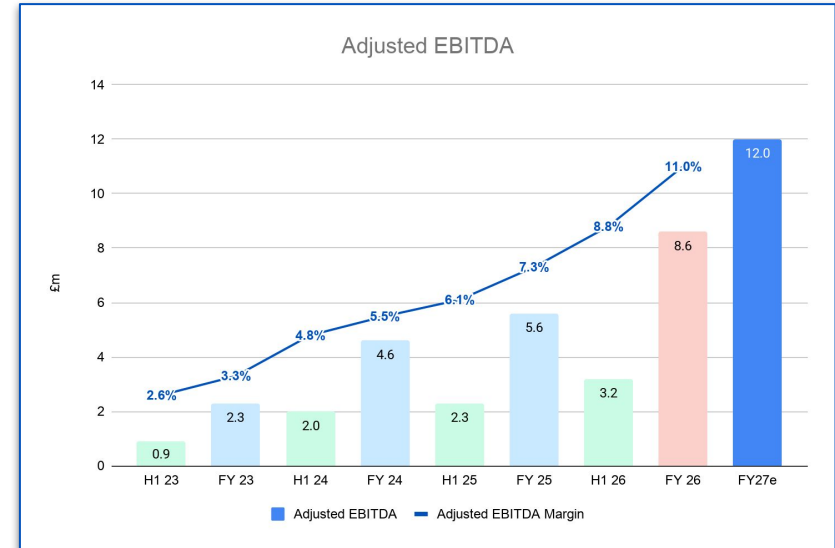
OUTLOOK





FY27 GUIDANCE

- Excellent backlog with existing clients provides good revenue and EBITDA visibility for FY27
- £31m of new business booked already in the first two months of FY27
- FY27 guidance:
 - **double-digit revenue growth**
 - **adjusted EBITDA of not less than £12m**
 - **adjusted EBITDA margin improvement of c.1% YoY**
 - **net debt to fall to zero** by the end of FY27





ACCELERATING GROWTH AND MAXIMISING IMPACT

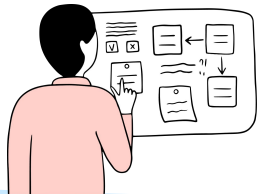
Medium term plan:

- Build on our core strengths: Place and Infrastructure, Transforming Government and Health
- Deepen client relationships through disciplined account management where we are known and trusted
- Expand across adjacent public sector bodies, charities and businesses where we have relevant subject matter expertise
- Optimise our offerings:
 - trusted partner for large-scale service transformations
 - embedding AI to improve services and deliver efficiencies
- A strategic supplier to Government and a key contributor to improving service delivery through digital transformation



MARKET OUTLOOK /

- 3 years of new money in the Comprehensive Spending Review announced in June 2025 is available from April 2026
- TPXimpact well positioned, and investing in key priority areas:
 - Place and Infrastructure/Housing
 - Transforming Government
 - Health



INVESTMENT OPPORTUNITY

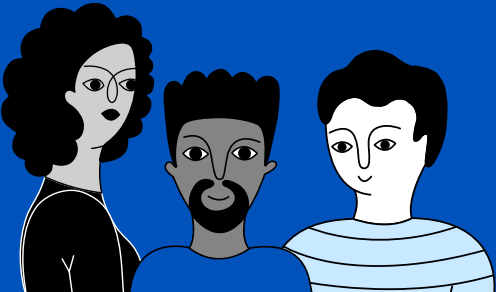
- **Large and growing addressable market** – lots more digital transformation to be done in public sector
- Capex-light business with **robust cashflow generation**
- Long-term contracts with **good revenue visibility** – making it easier to match supply with demand
- Scope to **expand profitability with operating leverage** as we scale
- **Moated access** to key government departments via framework presence, strong relationships and **track record of delivery** in multi-million, multi-year engagements
- **High-performing management team** who have delivered a successful turnaround





THANK YOU

Certified
TPXimpact 
Corporation



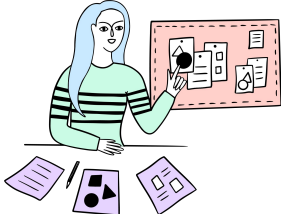


APPENDIX - CLIENTS/ CASE STUDIES

OUR CLIENTS



Transforming organisations that underpin society



Healthy spread of customers; limited concentration:

- Top 5 customers = ~60% of revenue
- Top 10 customers = ~75% of revenue
- No single customer > 30% of total revenue

Strong track record of customer retention:

- ~75% of revenue from customers with minimum 3 years tenure
- ~15% of revenue from customers with 2-3 years tenure
- Typical large customer contract length 2-3 years (often with scope to extend)



CAPABILITY AS A SERVICE

"You've been an absolute pleasure to work with. Honestly, you're one of the best UCD team combinations I've had the chance to work with. I'm genuinely excited to take your ideas forward.

I am particularly impressed how you've balanced ambition with practicality, using insight from across the business and weighing the cost of change against the real impact."

Digital Product Owner, Defra



Department
for Environment
Food & Rural Affairs

TPXimpact

Challenge

Defra have ambitious aims to restore and protect the UK's natural environment by tackling climate change, cleaning up air and water, and boosting resilience against flooding. With such a breadth of projects on nation-critical topics, Defra need additional capacity, skills and flexibility.

Approach

TPXimpact have joined Defra as Capability partners across User-Centred Design, Product and Delivery – bringing skills, expertise and capacity across all of Defra's core programmes and arms-length bodies. This includes designing and building core Defra services across Floods, Farming, Trade, and Circular Economy.

Impact

We've launched this £39m partnership successfully – **onboarding 170 team members in two months**, with excellent feedback. TPXimpact have worked effectively with Defra's own people in an aligned and collaborative way to ensure demand is met quickly with high quality.

REDESIGNING VACCINE SERVICES

"It is incredibly rewarding to see our work directly support NHS England in shifting focus toward early intervention and prevention."

By combining our digital expertise with a dedicated Impact Fund for underserved communities, we are making a tangible difference, protecting people at the most vulnerable stages of their lives."

Mark Davies, Senior Partner



England

TPX**impact**

Challenge

NHS England's vaccination services includes three critical pathways - maternity, neonatal and school-age. Historically, these pathways have been supported by fragmented processes and systems and significant administrative effort. TPXimpact is bringing together service design, digital delivery, data and transformation expertise to create more connected services.

Approach

We're redesigning services around the needs of citizens and healthcare professionals, supporting integration with national prevention services and digital channels to create more connected vaccination services and support the wider shift towards prevention-focused healthcare.

Impact

Working as an embedded delivery partner, TPXimpact will:

- Simplify pathways and design services around citizen and clinician needs, reducing operational burden on frontline teams.
- Increase citizen access and engagement with the programme.
- **Improve the quality and usability of vaccination data.**
- **Enable greater adoption of digital prevention services.**
- Support NHS England's move from reactive to preventative healthcare.

HIGH VOLUME DIGITAL ESTATE EXPANSION

“Our strategic partnership with Manifesto over the past six years has delivered exceptional results. Our website looks and performs better than ever, and continues to go from strength to strength.

It is refreshing to work with a digital agency that consistently understands exactly what we need, nurtures ideas and delivers solutions that simply work.”

Senior Digital Product Manager, RMG



Challenge

The Royal Museums Greenwich digital estate unites four iconic attractions. As a strategic partner, manifesto has expanded the platform into a vast discovery hub. We've expanded the existing site to incorporate the online collection of 2.5 million artifacts, an immersive library of stories, and more recently, a bespoke ticketing solution.

Approach

Our strategy involved an initial website migration and a phased expansion and iterative improvement of key features. We refined the design using object-based methodologies to create a component library for articles, collections, and ticketing, ensuring a unified, accessible user experience.

Impact

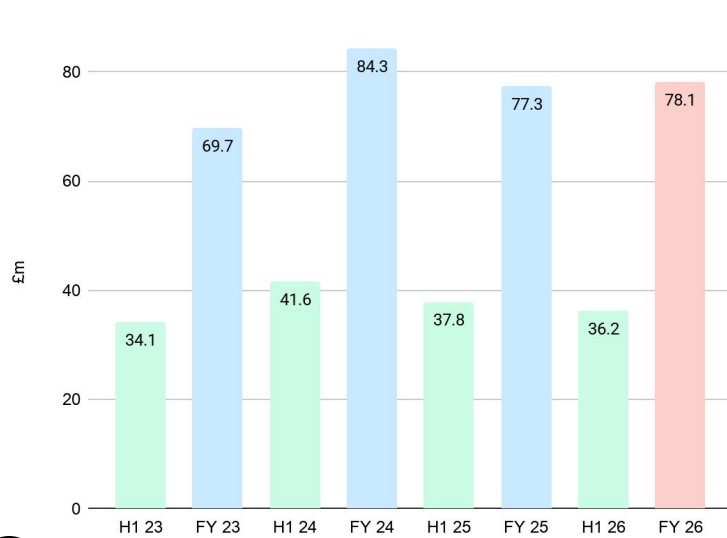
After launching the new website, **traffic grew by 20-30%** in the first two years and conversions saw a marked increase. The recent launch of the ticketing site delivered immediate improvements in engagement and commercial performance (comparing two weeks pre- to post-launch). The **ticket conversion rate rose by 48%** and shows promising signs of increased sales and revenue.



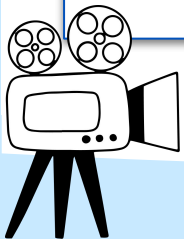
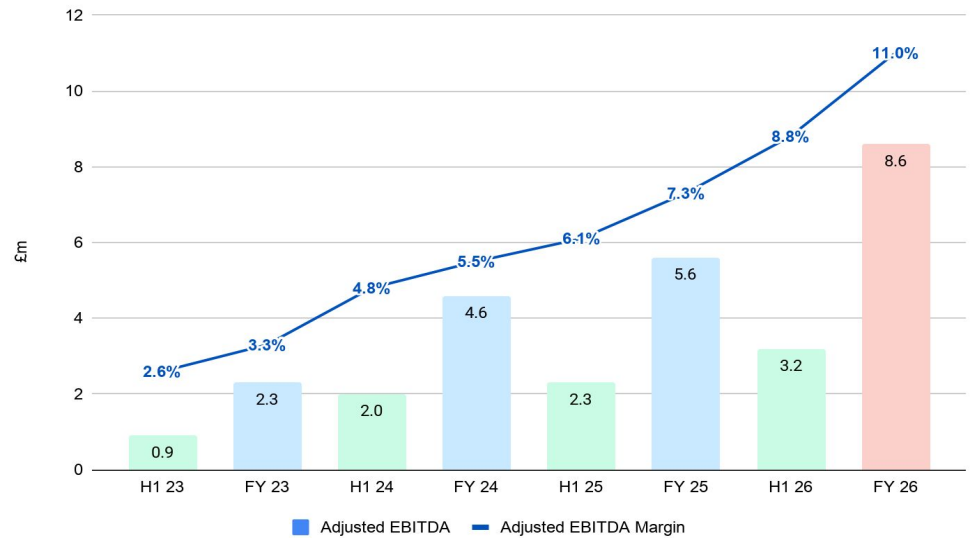
APPENDIX - FINANCIALS

REVENUE AND ADJUSTED EBITDA OVER TIME

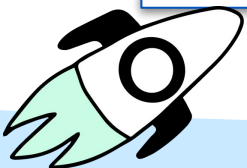
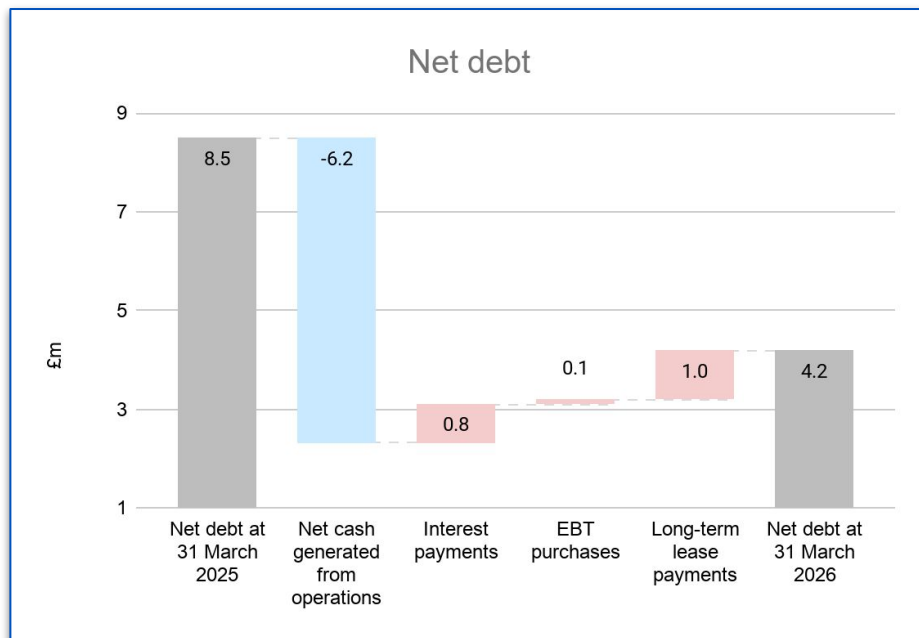
Revenue



Adjusted EBITDA



NET DEBT YoY BRIDGE



STATUTORY INCOME STATEMENT

£'000	FY26	FY25
Revenue	78,100	77,340
Gross profit	24,672	22,127
<i>GM %</i>	31.6%	28.6%
Staff costs	(12,343)	(12,723)
Goodwill & intangibles impairment	-	(4,477)
Depreciation & amortisation	(5,546)	(6,362)
Restructuring & transformation costs	(1,309)	(2,074)
Share-based payments	(1,544)	(1,421)
Other admin costs	(3,700)	(3,790)
Operating profit/(loss)	230	(8,720)
Net finance costs	(864)	(1,319)
Loss before tax	(634)	(10,039)
Tax credit	63	884
Loss after tax	(571)	(9,155)

STATEMENT OF FINANCIAL POSITION

£'000	FY26	FY25
Goodwill	35,713	35,713
Intangible assets	4,143	8,790
Tangible assets	947	1,271
Cash	-	4,647
Other investments	-	2,188
Receivables	14,642	14,277
Total assets	55,445	66,886
Borrowings	(4,214)	(13,145)
Lease liabilities	(960)	(1,329)
Deferred tax	(1,033)	(2,187)
Payables	(11,345)	(10,895)
Total liabilities	(17,552)	(27,556)
Net assets	37,893	39,330

CASH FLOW / NET DEBT

£'000	FY26	FY25
Net operating cash flows before NWC	7,056	3,977
Net working capital	(937)	(2,545)
Net cash from operating activities	6,119	1,432
Net cash from investing activities	(12)	89
Net borrowings repaid	(9,200)	(3,000)
Share related activities	(39)	(699)
Other financing activities	(1,813)	(2,109)
Net cash from financing activities	(11,052)	(5,808)
Net decrease in cash	(4,945)	(4,287)
Opening cash	4,647	8,934
Closing (overdraft)/cash	(298)	4,647
Debt	(3,916)	(13,145)
Adjusted net debt	(4,214)	(8,498)

ADJ EBITDA RECONCILIATION

£'000	FY26	FY25
Operating profit/(loss)	230	(8,720)
Amortisation & depreciation	5,546	6,362
Goodwill & intangibles impairment	-	4,477
Share based payments	1,544	1,421
Restructuring & transformation costs	1,309	2,074
Adjusted EBITDA	8,629	5,614

ADJ PROFIT AFTER TAX RECONCILIATION

£'000	FY26	FY25
Loss before tax	(634)	(10,039)
Amortisation of intangible assets	4,647	5,383
Goodwill & intangibles impairment	-	4,477
Share based payments	1,544	1,421
Restructuring & transformation costs	1,309	2,074
Adjusted profit before tax	6,866	3,316
Tax (excluding impact of above adjustments)	(1,631)	(433)
Adjusted profit after tax	5,235	2,883

SHARE COUNT & EPS

	FY26	FY25
Number of shares '000		
Period-end	95,185	92,160
Weighted average	93,404	92,160
Own shares – SIP/EBT	(2,098)	(1,710)
Average basic	91,306	90,450
Dilutive shares outstanding	4,905	5,498
Average diluted	96,211	95,948
Loss after tax (£'000)	(571)	(9,155)
Reportable diluted EPS* (p)	(0.6)	(10.1)
Adjusted profit after tax (£'000)	5,235	2,883
Adjusted diluted EPS (p)	5.4	3.0

*The weighted average shares used in the basic EPS calculation has also been used for reported diluted EPS due to the anti-dilutive effect of the weighted average shares calculated for the reported diluted EPS calculation.