Gresham

Interim Results

H1 FY 2019 Investor Presentation

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THE QUEEN'S AWARDS FOR ENTERPRISE 2018

2019 Half Year Financial Results – July 2019

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Topics for discussion

- Operational Highlights
- Progress vs Group Strategic Plan
- Group Financial Headlines
- Business Analysis
  - Group Revenues (including Legacy)
  - Clareti Revenues
  - Clareti Annualised Recurring Revenues
  - Group Operating Costs & Investments
  - Earnings & Profitability
- Growth Initiatives & Aspirations
- H2 2019 Priorities

Operational Highlights

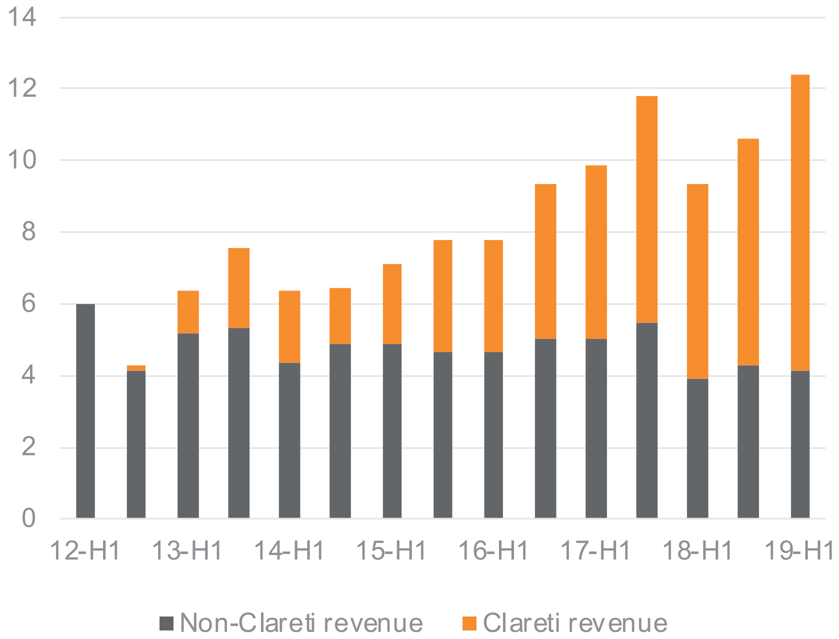
H1 2019

- Record six month period for new business
- Signed £9.7m in new Clareti licence commitments
- 6 new Clareti clients & multiple new wins with existing customers
- 4 strategic £1m+ deals
  - Two Tier 1 bank "legacy replacement" deals
  - London based clearing house
  - ANZ strategic fintech partnership
- 3 wins with partners
- Multiple new CTC & CMB customer go lives
- Regulatory data quality co-development customer has gone live
- New US customer support team in place
- Successful VME legacy business disposal
- Important Clareti-as-a-Service upgrade signed 2nd July

Progress vs Group Strategic Plan

Clareti-led transformation

Revenues (£m)



- Clareti Software CAGR of 72% over 5 years
- Clareti is now 67% of Group revenues
- Over 100 new Clareti customers into Group
- Clareti on track to be standalone cash profitable

Group Financial Headlines

H1 2019 vs H1 2018

Group revenues

£12.4m

Clareti revenues

£8.3m

Clareti annualised recurring revenues

£9.1m

Adjusted EBITDA

£2.5m

Adjusted diluted EPS

2.2 pence

Net cash and financial assets

£8.6m

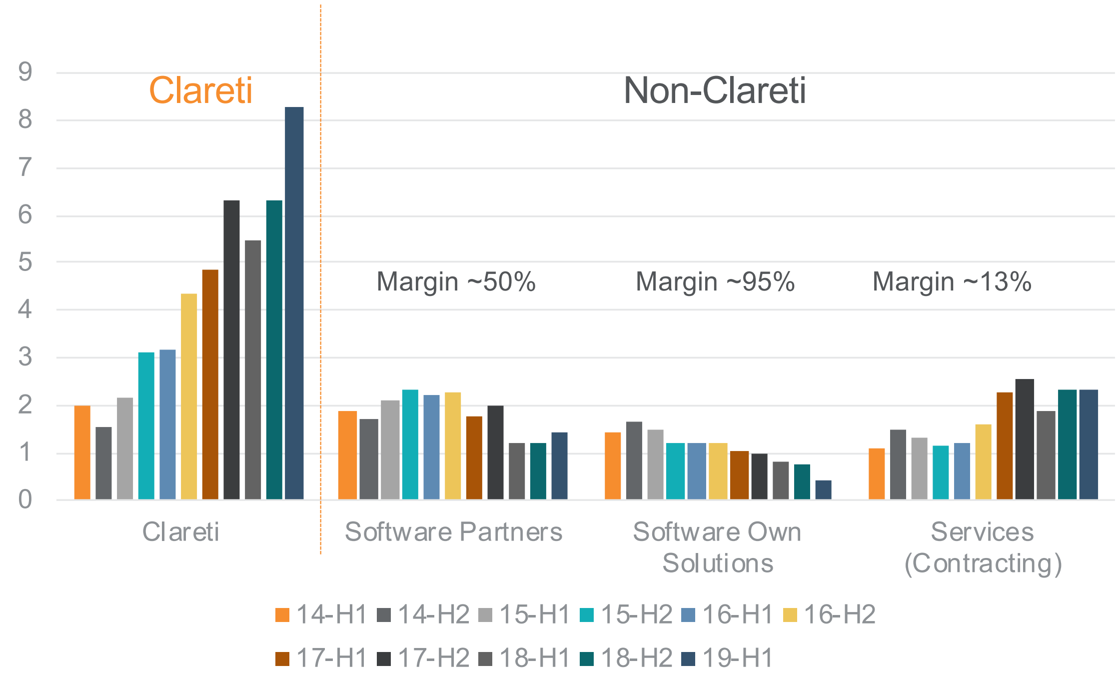
- Group revenues up 36%
- Clareti revenues up 50%
- Clareti recurring software revenues up 83%
- Clareti ARR up 47%
- Group Adj EBITDA up 525%
- Group Cash EBITDA up 178%

* Adjusted EBITDA (post IFRS 16) refers to earnings before interest, tax, depreciation, impairment and amortisation, adjusted for one-off exceptional charges and share-based payments and is stated after the application of IFRS 16 (leases) which reclassified rental expenses as amortisation and interest.

* All figures above reflect continuing operations only. Discontinued operations are solely related to the Group's VME business.

Group Revenues

View across portfolio (£m)



* Includes discontinued operations

Clareti

- Software: Gresham developed & owned IP licensed on-premise or in the cloud, predominantly on a subscription basis.
- Services: Software related implementation services or chargeable product development services.

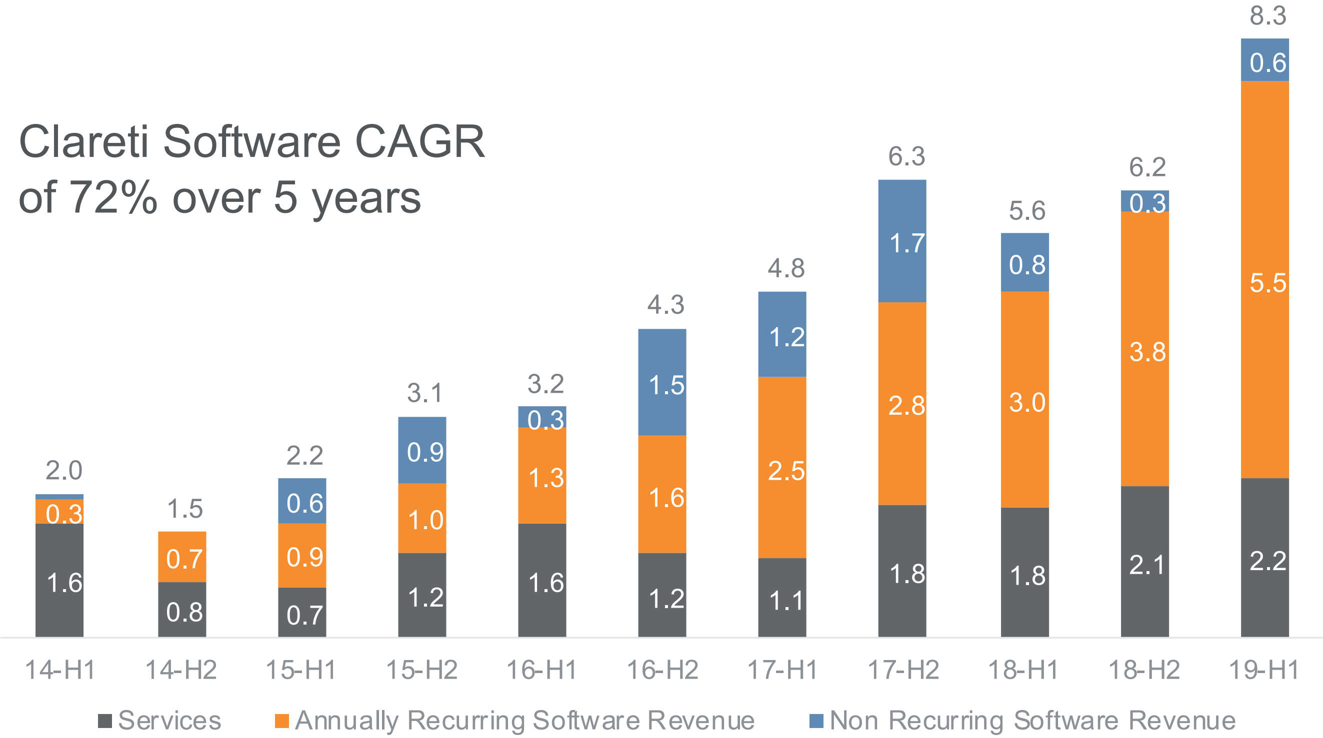
Non-Clareti Portfolio

- Software Partners: Resale of Virtual Banking & Treasury Management software. Expected to be stable over medium term.
- Software Own Solutions: Gresham legacy IPR: VME, EDT & Other. VME business sold effective 31 Jan FY19. Residual portfolio expected to continue to steadily decline.
- Services (Contracting): IT contracting services for Clareti banking partner in Australia. Expected to be stable at current levels over near term.

Clareti Revenues

by Type (£m)

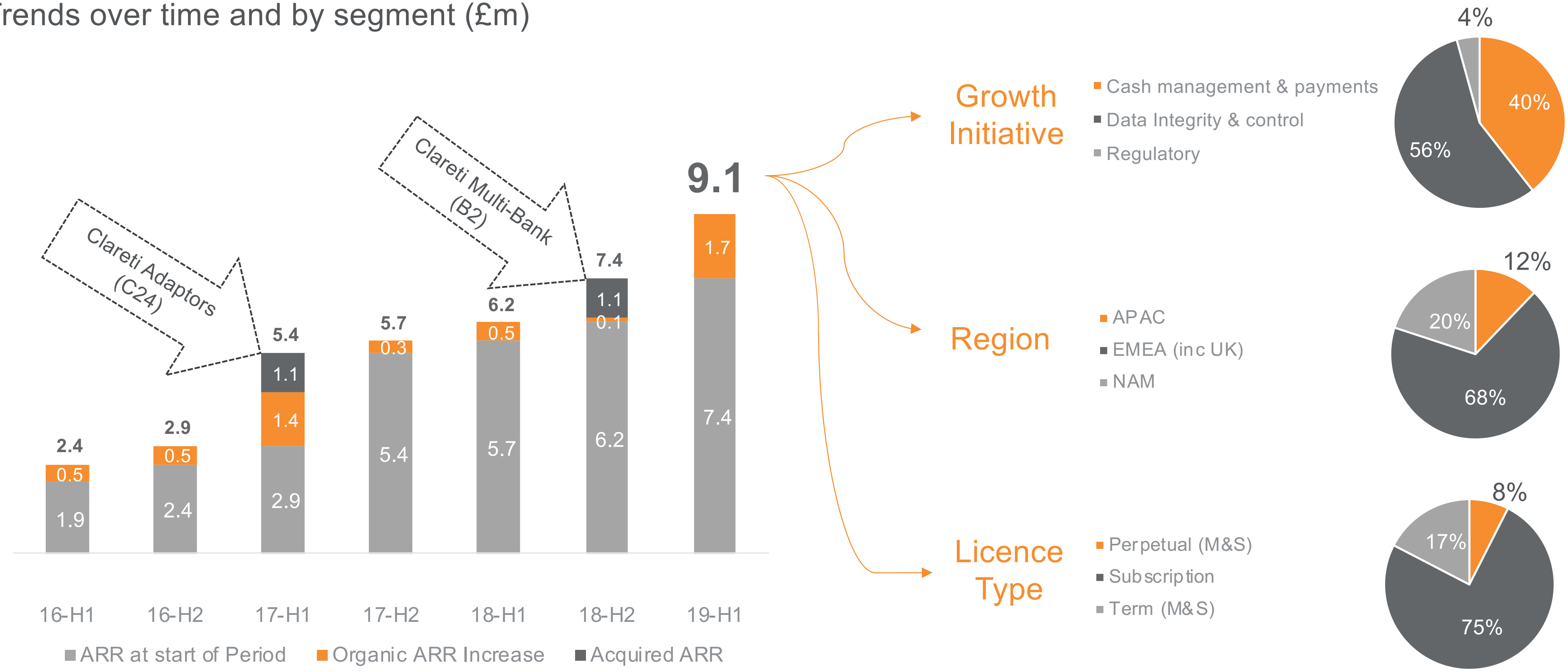
Clareti Software CAGR of 72% over 5 years



- **Software**
  - Strong recurring revenue growth
  - ARR underpins quality of future earnings
  - 83% growth in recurring software fees H1 2019 vs H1 2018. Equivalent to 63% on like-for-like basis.
  - 47% growth in forward-looking Clareti ARR (Annualised Recurring Revenue). Equivalent to 31% on like-for-like basis.
- **Services**
  - 22% higher in H1 2019 than H1 2018
  - Incremental revenues coming from ANZ plus CMB related services (ex B2)
  - Strong performance in Europe and APAC
  - Good order book for rest of year

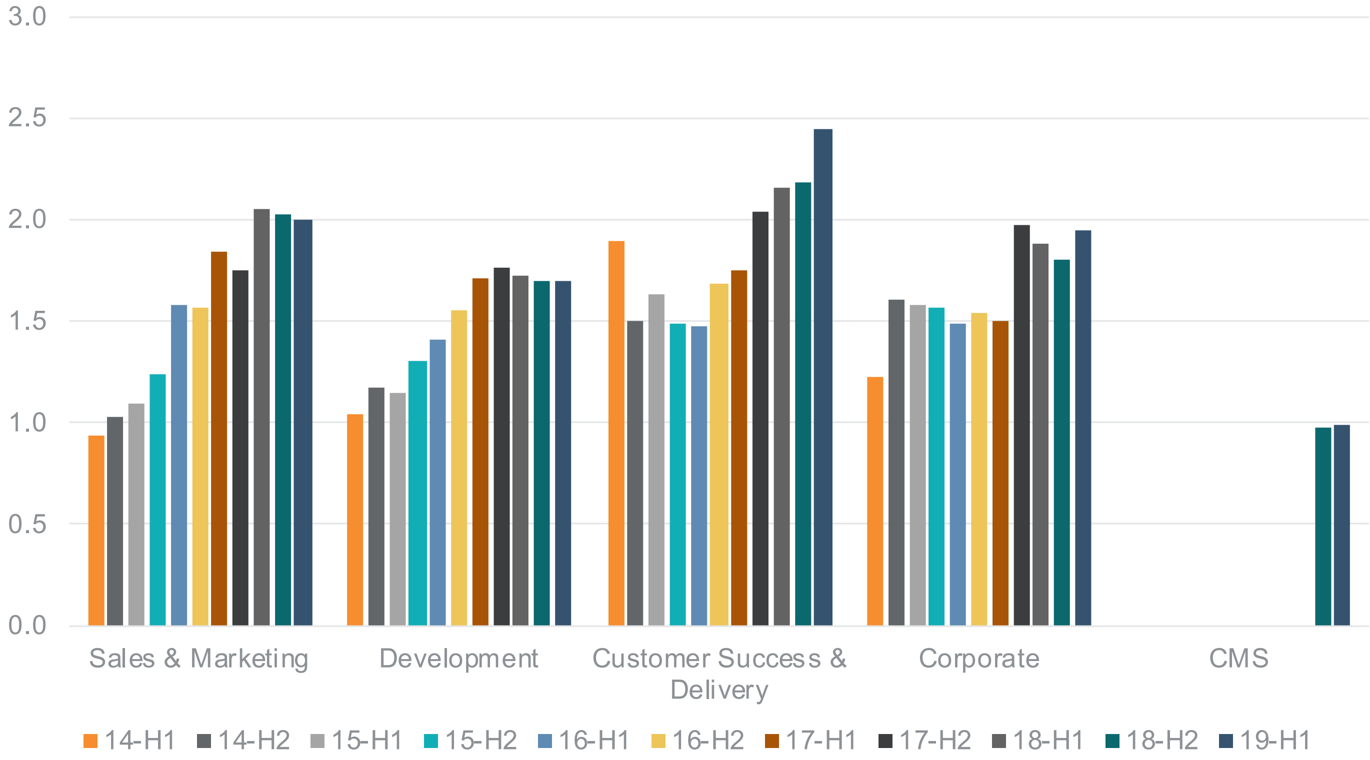
Clareti Annualised Recurring Revenue

Trends over time and by segment (£m)



Clareti Operating Costs & Investments

Cash Spend (£m) by Function

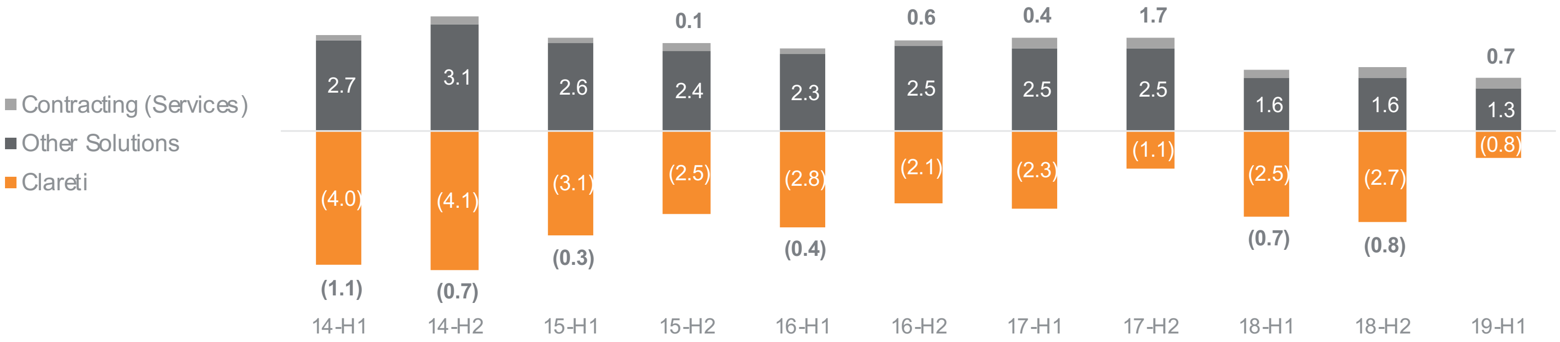


- Costs held steady against the prior half year
- Cost increase in Customer Success and Delivery supported by half yearly revenue increase of £0.4m over the previous 12 months
- Increase in Corporate mainly due to share plan roll out

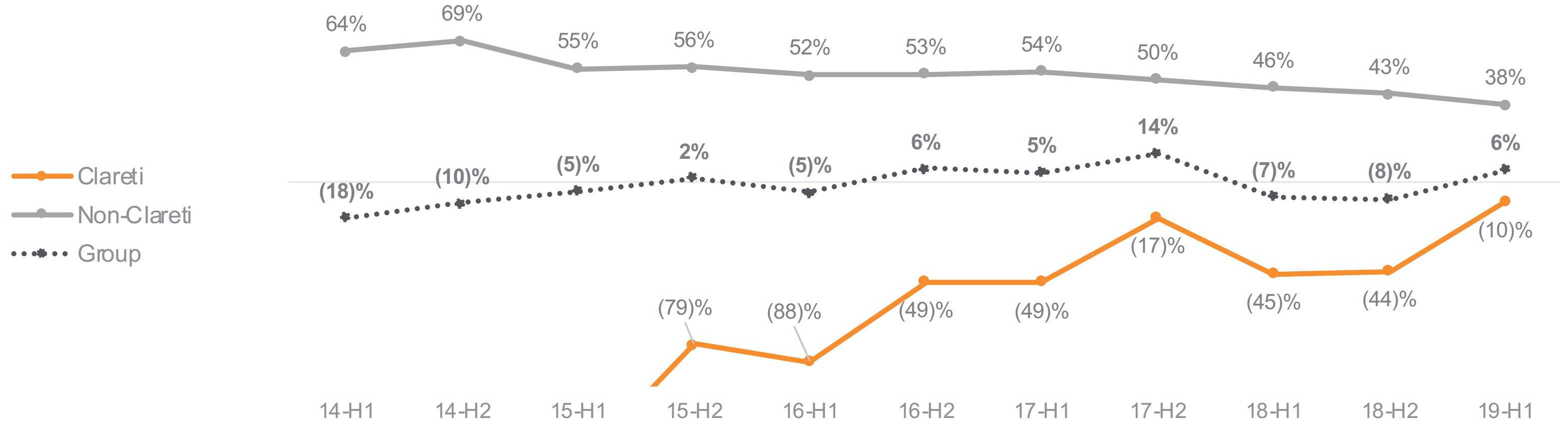
* Includes reallocations between categories from previous periods, including £0.4m internal IT costs previously reported within Customer Success & Delivery now shown in Corporate

Group Earnings & Profitability

Cash EBITDA by business unit (£m)



Cash EBITDA margin by business unit (%)



- Clareti on track to be cash profitable on a forward-looking basis during 2020
- Decline in non-Clareti margins, largely due to sale of VME business and increased levels of Contracting (services)
- Strongest ever cash & deposits at 30 June 2019 at £8.6M

***Cash EBITDA** refers to earnings before interest, tax, depreciation, impairment and amortisation, less capitalised development spend and IFRS 16 property charges recorded as interest and amortisation adjusted to add back share-based payment charges and exceptional items.

These charts include discontinued operations.

Growth Initiatives & Aspirations

1 Data Integrity & Control

Capital Markets, Banking, Insurance, Energy, Commodities

Achieve No 1 position (>25%) in global $500m recs market

2 Regulatory Data Quality

Capital Markets

25% of top 100 banks using Clareti technology in regulatory reporting control

OEM platform of choice for market infrastructure providers of regulatory solutions

3 Cash Management & Payments

Transaction banking, Corporates, selected FS segments

Achieve global No 1 position in packaged software for client monies solutions

Become European leader for corporate multi-bank cloud connectivity

H2 2019 Priorities

H2 2019

- **Sales & Marketing**
  - Win further legacy replacements (CTC)
  - Win further US regulatory sales
  - Sustain beat rate of new names
  - Clareti Multi-Bank pipeline
  - Strengthen marketing organisation
  - Leverage major Sibos event
  - CTC product launches
  - Pipeline generation for 2020
- **Customer Success & Delivery**
  - Ensure major legacy system replacement wins projects are successful
  - ANZ innovation service second milestone
  - Strengthen project management across business
- **Product Development**
  - Cash & stock enhancements leading to Clareti Cash Control launch
  - ANZ work leading to 2020 general market availability of new solution
  - Further information at CMD Oct 2019
- **Corporate**
  - Cyber & ISO 27001 projects
  - New HR programmes supporting culture and leadership development