HY RESULTS | 2026

FINTEL

INSPIRING BETTER OUTCOMES

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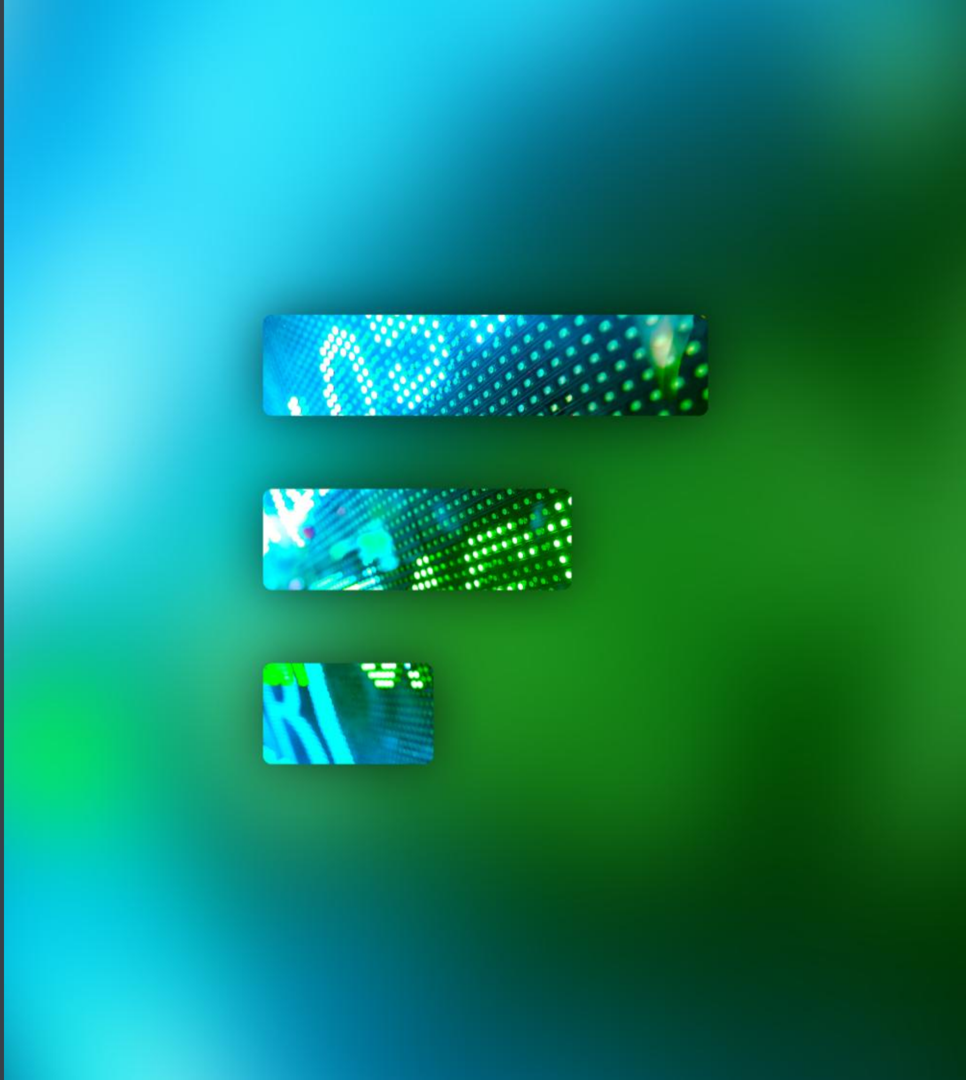


GROWING BUSINESS WITH STRONG MARGINS

HY26 Results

£38.6m ↑
CONTINUING REVENUE
+5.3% (HY25: £36.7m)

£12.4m ↑
ADJUSTED EBITDA
+16.6% (HY25: £10.6m)

32.1%
EBITDA MARGIN
(HY25: 28.9%)

£26.1m ↑
SAAS & SUBS REVENUE
+7.9% (HY25: £24.2m)

5.9p ↑
ADJUSTED EPS
+15.1% (HY25: 5.1p)

1.35p ↑
INTERIM DIVIDEND
+3.9% (HY25: £1.30p)

FOCUSED UK RETAIL FINANCIAL SERVICES STRATEGY

SOFTWARE & DATA

SERVICES

SERVING UK RETAIL FINANCIAL SERVICES

Product Providers, Intermediaries, Consolidators & Aggregators

DISTINCT, EXPERT CAPABILITIES

Software & Data	Services
Market-leading software & technology, product research and ratings	Integrated regulatory, business support and distribution solutions

RECURRING REVENUES

Software & Data	Services
SaaS & Data license revenues	Membership subscription revenues

PROPRIETARY DATA, CAPABILITY AND EXPERTISE COMPETITIVE MOAT

PRODUCT DATA
43,000 products
100bn data points
PROPRIETARY

PRICING DATA
7 Years data
15bn data points
PROPRIETARY

BUYER BEHAVIOUR DATA
£60bn Advised
10,000 users
PROPRIETARY

MARKET TREND DATA
£240bn AUA
Business decisioning
PROPRIETARY

PRODUCTIVITY & WORKFLOW CAPABILITY
20,000+ users
Market Leading
PROPRIETARY

REGULATORY KNOWLEDGE & IP
23 years
18,000 advisers
PROPRIETARY

SOFTWARE PRODUCTS - SaaS

DATA PRODUCTS - DaaS

KNOWLEDGE BASED PRODUCTS - KaaS

A HIGH-QUALITY CUSTOMER BASE

IFAs, Mortgage Brokers, Wealth Managers, Discretionary Managers, Consolidators

TITAN
BREWIN DOLPHIN
IN PARTNERSHIP
Deloitte.
Fairstone
LEBC
ngen financial planning
Paradigm
PRIMUS FINANCIAL SOLUTIONS
Quilter
Tatton Investment Management
SESAME.
sense
Chase de Vere
THE FRY GROUP EST. 1898

>20,000 intermediary subscribers to service & technology platform

Banks, Building Societies, Insurers, Pension Providers, Asset Managers

AEGON
AVIVA
AXA
BlackRock.
BMO
canada life
Close Brothers
COLUMBIA THREADNEEDLE INVESTMENTS
Fidelity INTERNATIONAL
Invesco
J.P.Morgan
JUST.
Legal & General
M&G
ROYAL LONDON
Schroders
Vanguard

> 500 industry partners supported with market and product insight and product distribution

Price Comparison Websites, Aggregators

comparethemarket
Confused.com
GO.COMPARE
money.co.uk
Moneywise Credit Union
Money & Pensions Service
MONEY SUPERMARKET
THE TIMES
TotallyMoney
uSwitch

> 30 Aggregators supported with product education and data

FOCUS ON AVIVA

SERVICES CLIENT

Investments
Aviva Investment Solutions integrated into Fintel Adviser Technology

Protection
Aviva Protection Solutions integrated into Fintel Protection Panels

Distribution

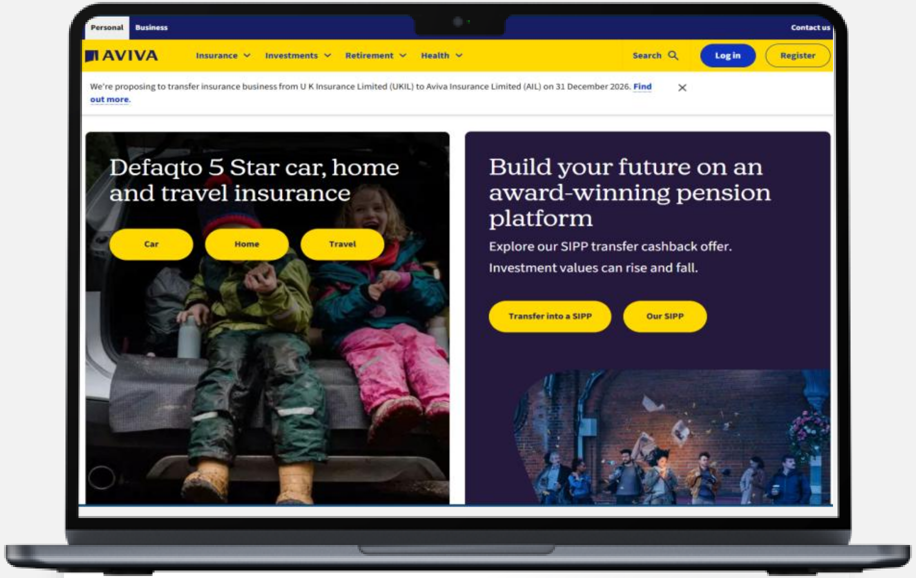
Distribution-as-a-Service Partner

SOFTWARE & DATA CLIENT

Research & Insights
Licensing of Defaqto's Investment Ratings and Reviews

Market Intelligence – 2026
Customer of Matrix 360 Market intelligence platform

Insurance
Licensing of Defaqto's Star Ratings for Motor, Home & Travel



Aviva is hugely committed to supporting the UK's intermediary market and we're delighted to partner with Fintel. Our relationship with the Group is valued and long-standing. This agreement allows us to build, support and deliver our savings and retirement ambitions in conjunction with Fintel, its member firms and their customer.

Aviva

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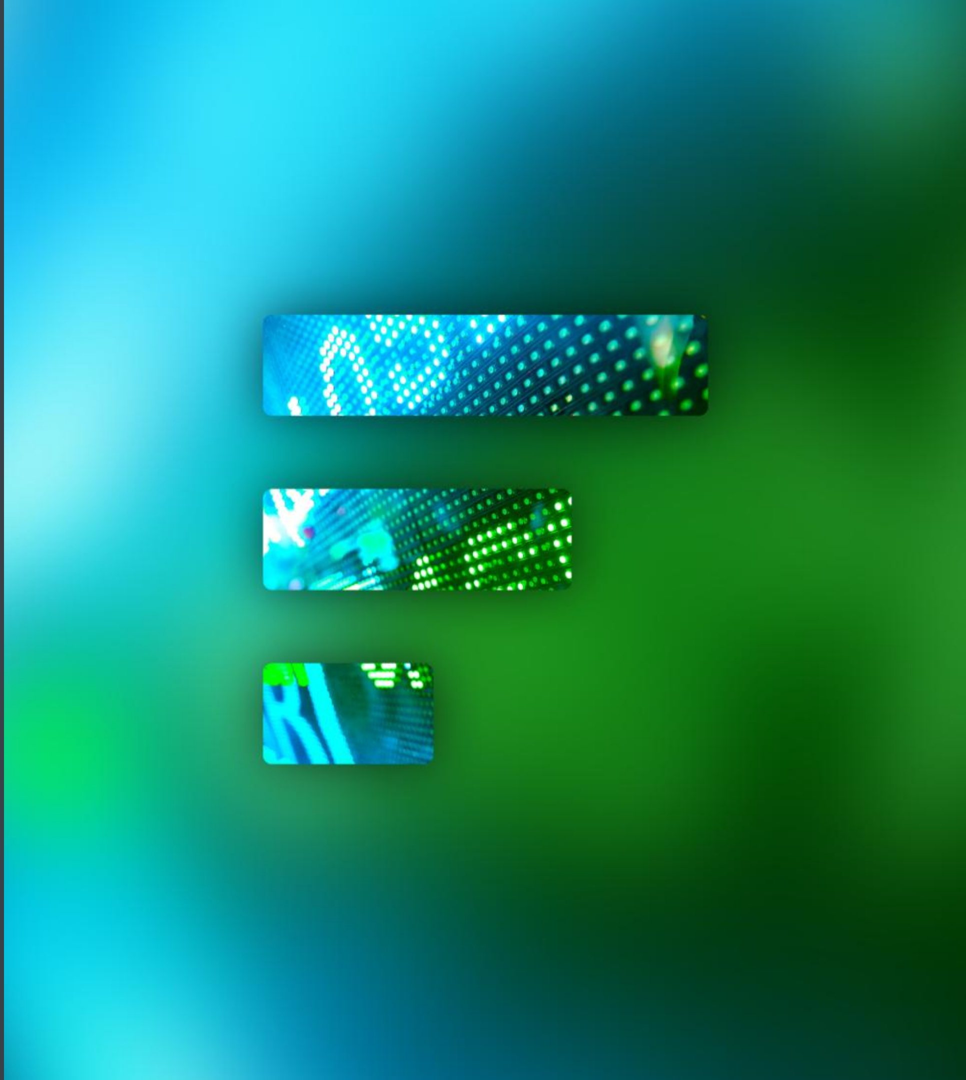


FINANCIAL HIGHLIGHTS – REVENUE

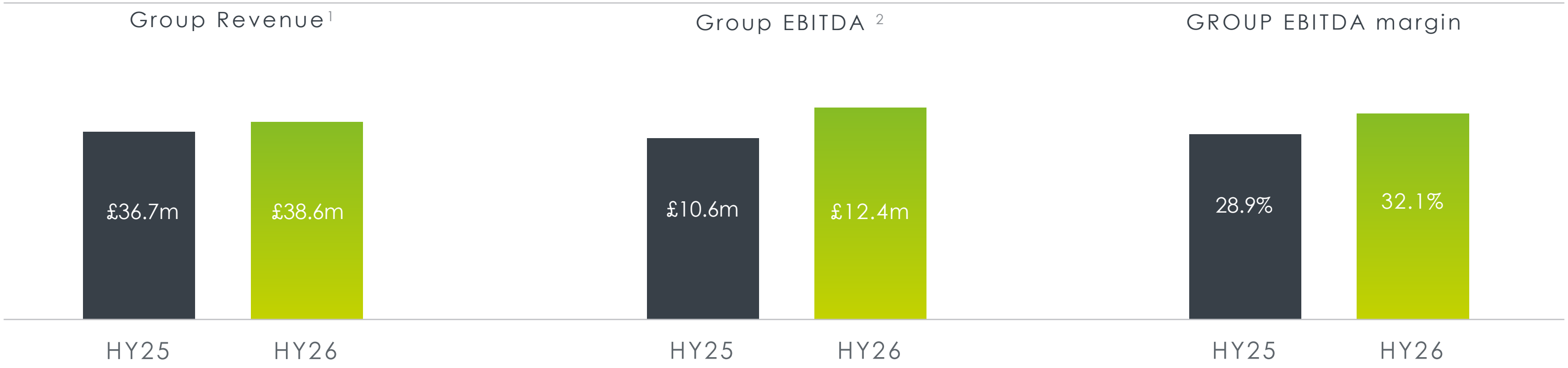
	HY25	HY26	Change
Total group revenue	£42.4m	£42.1m	(0.6%)
Discontinued operations	£5.7m	£3.5m	n/a
Total revenue – continuing operations	**£36.7m**	**£38.6m**	**5.3%**

Following the disposal of Gateway Surveying Services and APS Legal & Associates in April 2026, which are classified as discontinued operations, the table above reconciles reported Group revenue to revenue from continuing operations as presented in the interim financial statements.

This allows ready comparison with the underlying business period on period without preparation of additional like for like metrics where possible.

FINANCIAL HIGHLIGHTS – KEY METRICS

Continuing operations



Revenue growth
£1.9m
+5.3%

EBITDA growth
£1.8m
+16.6%

EBITDA Margin
+320bps

[1] *Group revenue, EBITDA and margin are presented on a continuing operations basis, excluding the results of Gateway and APS, which were disposed of during the period. Prior period comparatives have been restated on a consistent basis.*

[2] *Adjusted EBITDA is earnings before interest, tax, depreciation, amortisation, share option charges and non-underlying operating costs.*

FINANCIAL HIGHLIGHTS – REVENUE METRICS

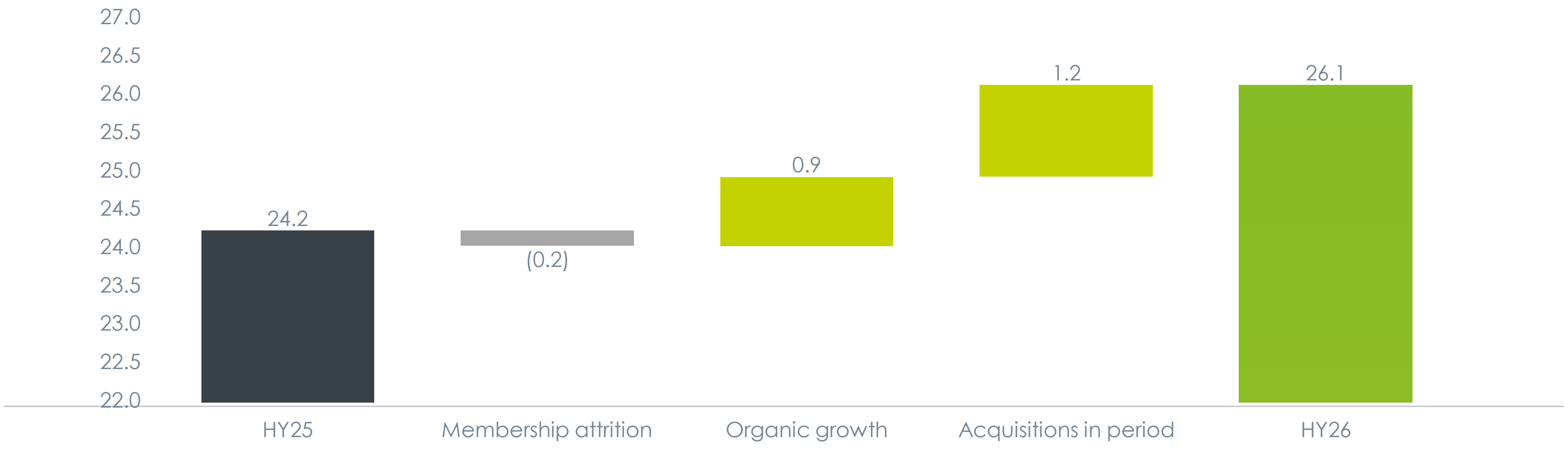
Continuing operations

Revenue growth	**+5.3%**, to **£38.6m**
£37.4m organic revenue	**+2.0%**, or **£0.7m**
£1.2m inorganic revenue	

Software & Data growth	**£1.8m**, 9.6%
Services growth	**£0.1m**, 1.1%

FINANCIAL HIGHLIGHTS – SAAS & SUBS REVENUE

SAAS & SUBS Growth Drivers – Continuing



- £1.9m (7.9%) growth in SaaS/Subs revenue, representing **68%** of Group revenue
- Software & Data Saas/Subs revenue of £14.4m, or **72%** of segment revenue
- Services Saas/Subs revenue of £11.6m, or **63%** of segment revenue

SEGMENTAL PERFORMANCE

Continuing operations

SOFTWARE & DATA

	HY25	HY26	Change
Organic	£18.4m	£19.0m	2.9%
Inorganic	-	£1.2m	n/a
Total revenue	£18.4m	£20.2m	9.6%
EBITDA[1]	£6.9m	£8.5m	23.8%
EBITDA margin[2]	37.3%	42.1%	▲

SERVICES

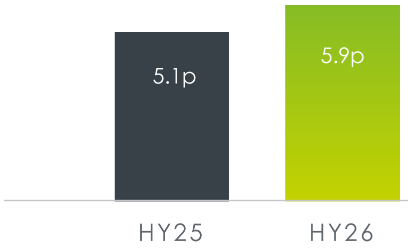
	HY25	HY26	Change
Organic	£18.3m	£18.4m	1.1%
Inorganic	-	-	n/a
Total revenue	£18.3m	£18.4m	1.1%
EBITDA[1]	£5.9m	£6.5m	9.1%
EBITDA margin[2]	32.7%	35.3%	▲

- Total continuing EBITDA generated by the business was £12.4m (HY25: £10.6m), up 16.6%
- Total EBITDA gross margin of 32.1% (HY25: 28.9%)
- Overall EBITDA margin accretion of c.320bps attributable to operating model efficiencies including integration

[1]*Adjusted EBITDA is earnings before interest, tax, depreciation, amortisation, share option charges and non-underlying operating costs.*
[2]*Adjusted EBITDA margin is calculated as adjusted EBITDA as a percentage of revenue.*

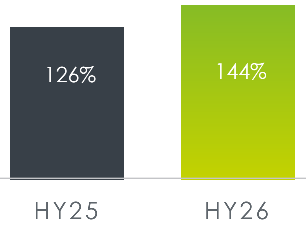
FINANCIAL HIGHLIGHTS – INVESTING FOR GROWTH

ADJUSTED EPS[1]



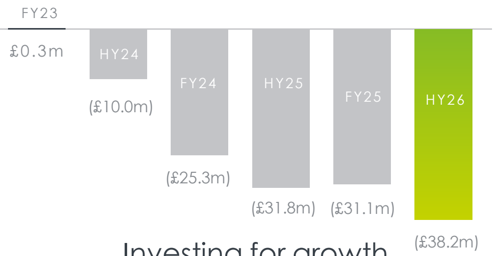
Growing adjusted EPS
+15.1%

CASH FLOW[2] CONVERSION



Strong cash conversion after period of significant investment

NET DEBT POSITION[3]



Investing for growth

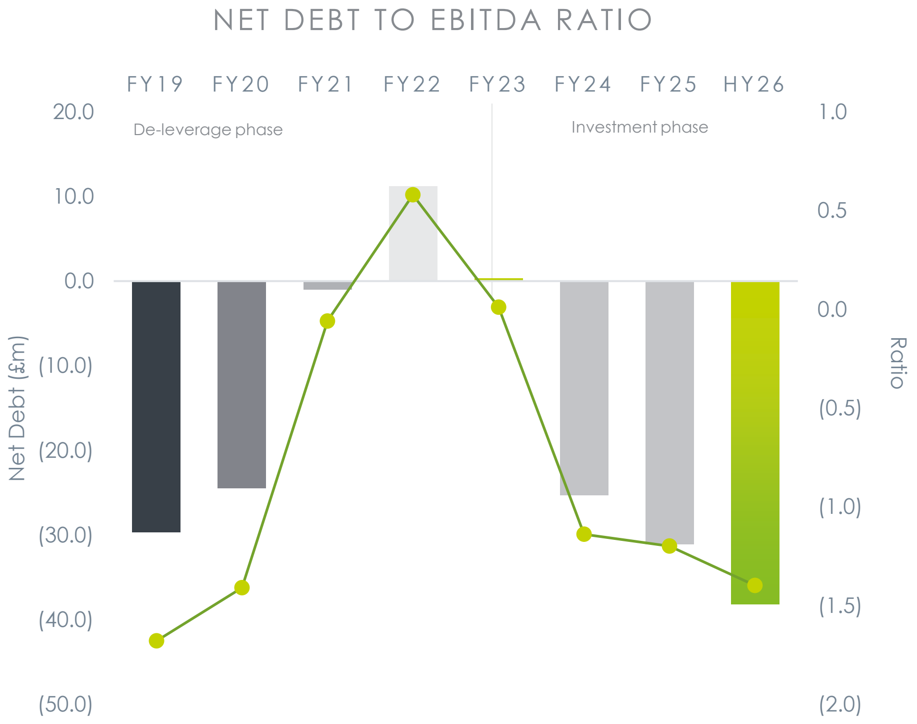
[1] Adjusted earnings per share is calculated as adjusted profit after tax attributable to owners of the company, which excludes non-underlying operating costs and amortisation of intangible assets arising on acquisition, divided by the average number of Ordinary Shares in issue for the period.

[2] Cash flow conversion is calculated as underlying cash flow from operations (adjusted operating profit, adjusted for changes in working capital, depreciation, amortisation, CAPEX and share based payments) as a percentage of adjusted operating profit.

[3] Net debt is calculated as borrowings net of cash and includes lease liabilities and prepaid bank fees, with prior periods presented on a comparable basis.

FINANCIAL REVIEW

Cash generative



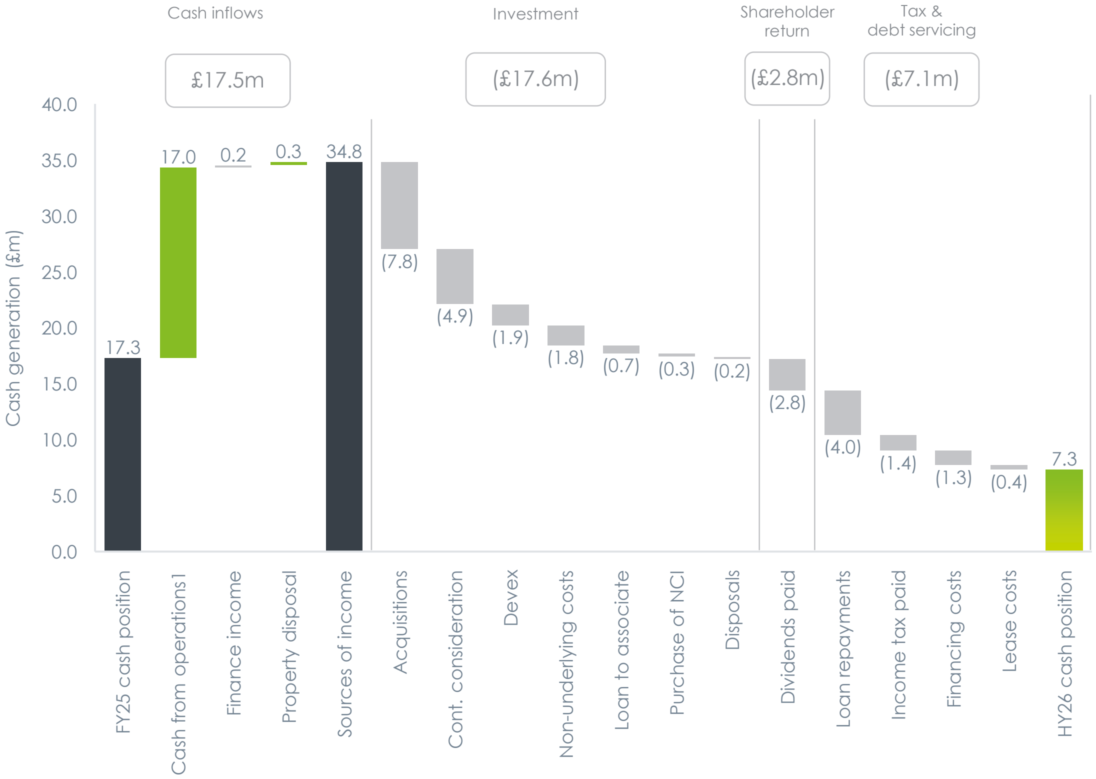
ROBUST LIQUIDITY POSITION

Positive cash position of **£7.3m** (FY25: £17.3m), and **net debt £38.2m** (FY25: £31.1m)

- Strategic headroom for future organic and M&A investments
- Leverage remains at a comfortable **1.4x** following substantial investment in acquisitions and product development
- **£76.5m headroom** within £120m revolving credit facility

FINANCIAL REVIEW

Cash flow bridge



STRONG CASH GENERATION – INVESTING FOR GROWTH

Positive cash of **£7.3m** (FY25: £17.3m)

Supporting strategic investments:

- Upfront cost of acquisitions in H1 (MPN), net of cash received £7.8m
- Deferred and contingent consideration on previous acquisitions, £4.9m
- Development expenditure £1.9m
- Non-underlying cash costs of £1.8m consists of:
  - M&A transaction costs: £0.9m
  - Restructuring costs: £0.9m
- Loan to investments £0.7m
- Loan repayments £4.0m

[1]Operating cash flows have been adjusted to exclude non-underlying cash costs, with £1.8m added back to reflect underlying operational cash generation.

FINANCIAL REVIEW

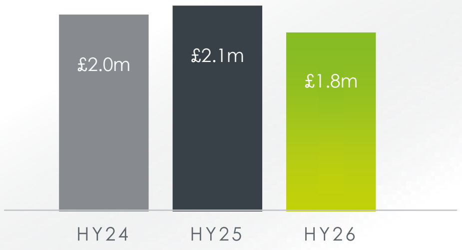
Underlying operating cash flow conversion

£m	HY25		HY26	
Group operating profit	**8.6**		**10.0**	
Depreciation and amortisation	1.6		1.9	
Share based payments	0.4		0.5	
Adjusted EBITDA		**10.6**		**12.4**
Net changes in working capital (underlying)	2.4		3.9	
Net capitalisation	(2.3)		(1.9)	
Underlying cash flow from operations		**10.8**		**14.4**
Underlying operating cash flow conversion [1]		**126%**		**144%**
Adjusted EBITDA to operating cash flow conversion		**102%**		**116%**
Tax		(1.1)		(1.4)
Interest		(1.2)		(1.1)
Lease payments		(0.3)		(0.4)
Free Cash Flow		**8.2**		**11.5**
Cash flow conversion of adjusted EBITDA		**76%**		**93%**

144% UNDERLYING OPERATING CASH FLOW CONVERSION[1]

- Net working capital strengthened as timing differences from acquisitions reverse and normalise to underlying trading.
- Continued capital investment £1.8m (HY25: £2.1m) reflecting our sustained focus on product and platform innovation, albeit reduced following launch of initial phase of Matrix 360 in 2025.

INVESTMENT FOR GROWTH



[1]*Underlying operating cash flow conversion is calculated as underlying cash flow from operations (adjusted operating profit, adjusted for changes in working capital, depreciation, amortisation, CAPEX and share based payments) as a percentage of adjusted operating profit.*

FINANCIAL SUMMARY

Fintel enters the second half with a more streamlined operating structure, a clearer strategic focus and an enhanced platform from which to accelerate organic growth and deliver long-term value for shareholders.

STRONG FINANCIAL PERFORMANCE

INCREASING MARGINS

STRONG CASH GENERATION

HIGH QUALITY RECURRING REVENUES

PROGRESSIVE DIVIDEND POLICY

DIVIDEND: 1.35p (HY25: 1.30p)

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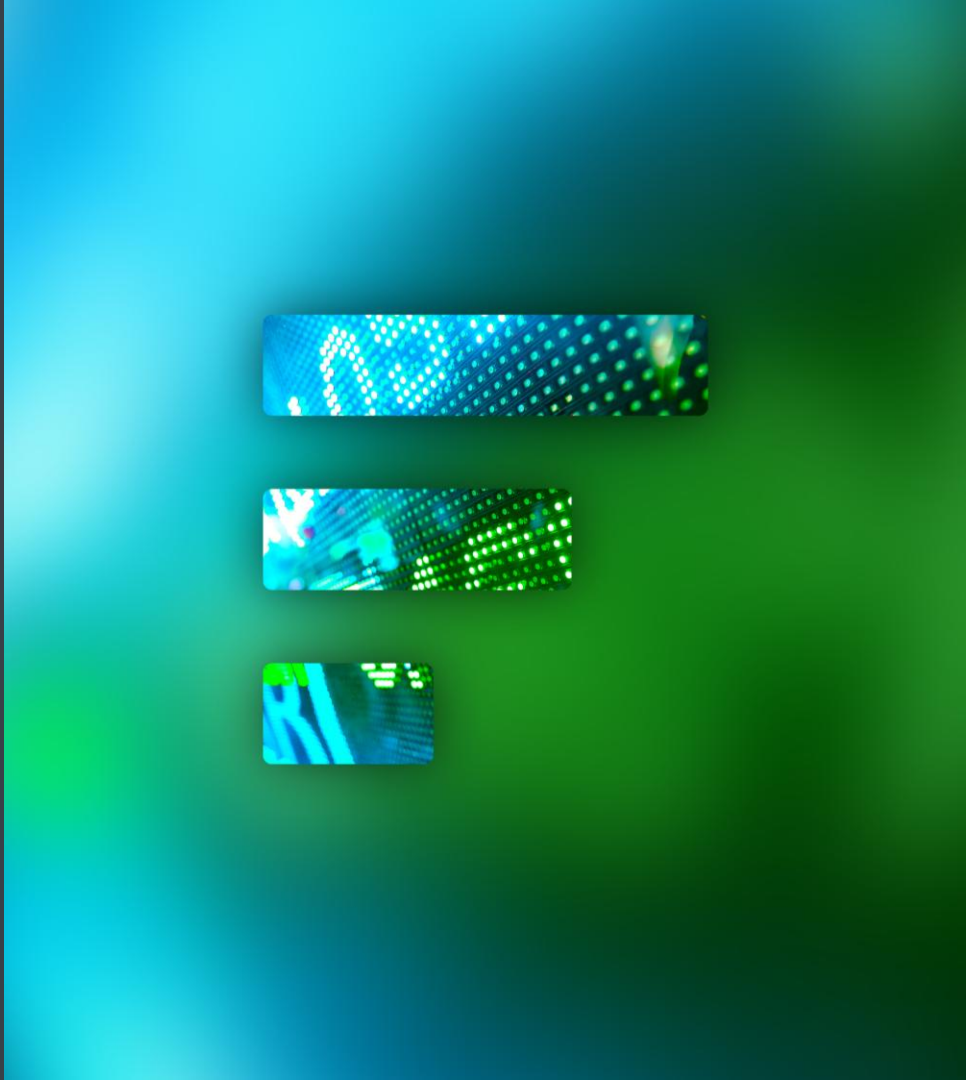

DIVISIONAL OVERVIEW

SOFTWARE & DATA

SOFTWARE & DATA

SYNERGIES INCREASING EARNINGS QUALITY

DELIVERY

- CENTRALISED TEAMS & SALES STRATEGY
- INTEGRATED BACK-OFFICE SYSTEMS
- UNIFIED TECHNOLOGY FOUNDATION INC CLOUD INFRASTRUCTURE & APIS

+7% LICENSE REVENUES

SCALED SOFTWARE AND DATA SERVICES

DELIVERY

- PROPRIETARY DATA DRIVING PRODUCT VALUE ACROSS RATINGS AND SOFTWARE
- MARKET INTELLIEGENCE PLATFORM ''MATRIX 360'' LAUNCHING TO BANKING AND WEALTH CUSTOMERS

+12% RISK RATINGS REVENUES

+5% VOUCHEDFOR REVENUES

27 MATRIX 360 INSTITUTIONAL CUSTOMERS

FOCUS ON DATA AND AI CAPABILTIES

DELIVERY

- PEARSON HAM ACQUIRED & ASSETS INTEGRATED
- GROUP WIDE AI STRATEGY
- INTEGRATED AI COMPLANCE HUB RELEASE 1 IN TEST

+15bn INSURANCE PRICING DATA POINTS

PROFESSIONAL SERVICES

PROPOSITION ENHANCEMENTS

DELIVERY

- BUILDING AI-ENABLED COMPLIANCE OVERSIGHT PLATFORM
- SCALED STRATEGIC EVENTS PROGRAMME
- LAUNCHED CONSOLIDATOR SERVICE

+34 CONSOLIDATOR CLIENTS

FOCUS ON HIGH MARGIN REVENUES

DELIVERY

COMPLETED TWO NON-CORE DISPOSALS:

- GATEWAY SURVEYING SERVICES
- APS LEGAL & ASSOCIATES

260 bps INCREASE IN EBITDA MARGIN

FOCUS ON GROWTH MARKETS

DELIVERY

- LAUNCHED WHOLE-OF-MARKET DISTRIBUTION PLATFORM ("OMNICORE")
- LAUNCHED WHOLE OF MARKET MORTGAGE CLUB ("OMNI MORTGAGES")

+9% INCREASE IN MORTGAGES REVENUE

+18% INCREASE IN LENDING THROUGH OUR MORTGAGE CLUB

MORTGAGES - PROPOSITION EXPANSION

Strategic Partnership with Mortgage Brain providing Integrated Mortgage Technology

- >550 Mortgage Sourcing licences and >250 Mortgage CRM licences

Completions	H1 2026	H1 2025	Change
Purchase / Remortgage	£8.91bn	£8.01bn	11.2%
Product Transfer	£5.77bn	£4.46bn	29.6%
Total	£14.69bn	£12.47bn	17.8%

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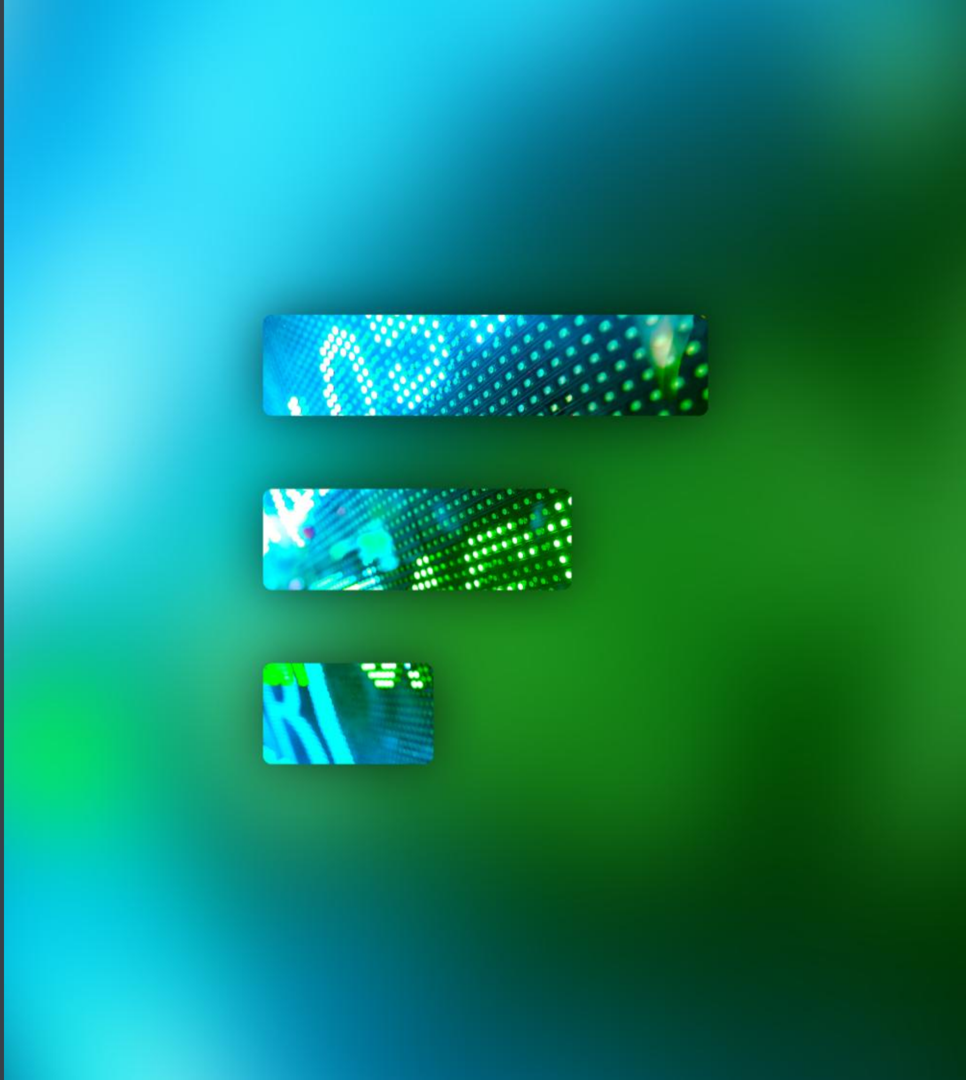


AI IS ACCELERATING THE PACE OF OUTPUT

DATA & RESEARCH INTELLIGENCE

Using AI to process, structure and surface insight from large data and research sets faster than manual review.

INTERNAL PRODUCTIVITY & AUTOMATION

Automating repetitive document, reporting and administrative workflows to free up specialist time.

ADVISER & CLIENT SERVICING SUPPORT

AI-assisted tools helping frontline teams respond to queries and prepare client-facing material more efficiently.

RISK & COMPLIANCE SUPPORT

Using AI as an aid — never a replacement — for consistency and evidencing in regulated processes.

ACCELERATING SOFTWARE ENGINEERING

Using AI to improve speed, code quality and security, with controlled adoption of agents to support the software development lifecycle.

CREATING SMARTER PRODUCTS AND SERVICES

Embedding AI capabilities within VouchedFor, Matrix360 and Trust, with strong customer feedback.

STRONG FOUNDATIONS, PROVEN GROWTH DRIVERS, ESTABLISHED CUSTOMERS

Fintel enters the second half of 2026 with a more streamlined operating structure, a clearer strategic focus and an enhanced platform from which to accelerate organic growth and deliver long-term value for shareholders.

SOFTWARE & DATA

2026 FOCUS

1. Grow Matrix 360 clients – 27 today
2. Launch industry first, AI enabled compliance platform – release 1
3. Single sign-on for Engage, Vouched For and Compliance Platform
4. Connected data workflow delivered by end 2026

SERVICES

2026 FOCUS

1. Further increase penetration of tech and services across established customer base
2. Broaden consolidator proposition
3. Grow our proven mortgage and protection business across threesixty and whole of market
4. Launch wealth platform partnership across membership business

FINTEL – INVESTMENT CASE

1. Fintel is a high-margin, data-led business built on recurring revenues
2. Target: Rule of 40 performance = 5–7% organic growth with 35–40% margin
3. AI is a tailwind that will accelerate growth and value

   Fintel's core moat is a deep, regulated-market, with proprietary data and long-standing trust
4. EPS targeted to grow by 40% over the next 3 years
5. Trading in line with market expectations

THANK YOU

FINTEL
INSPIRING BETTER OUTCOMES

CONTENTS

INCREASE TECHNOLOGY AND SERVICE PENETRATION TO ESTABLISHED MEMBER BASE

APPROACH

Scale a differentiated AI compliance and governance platform

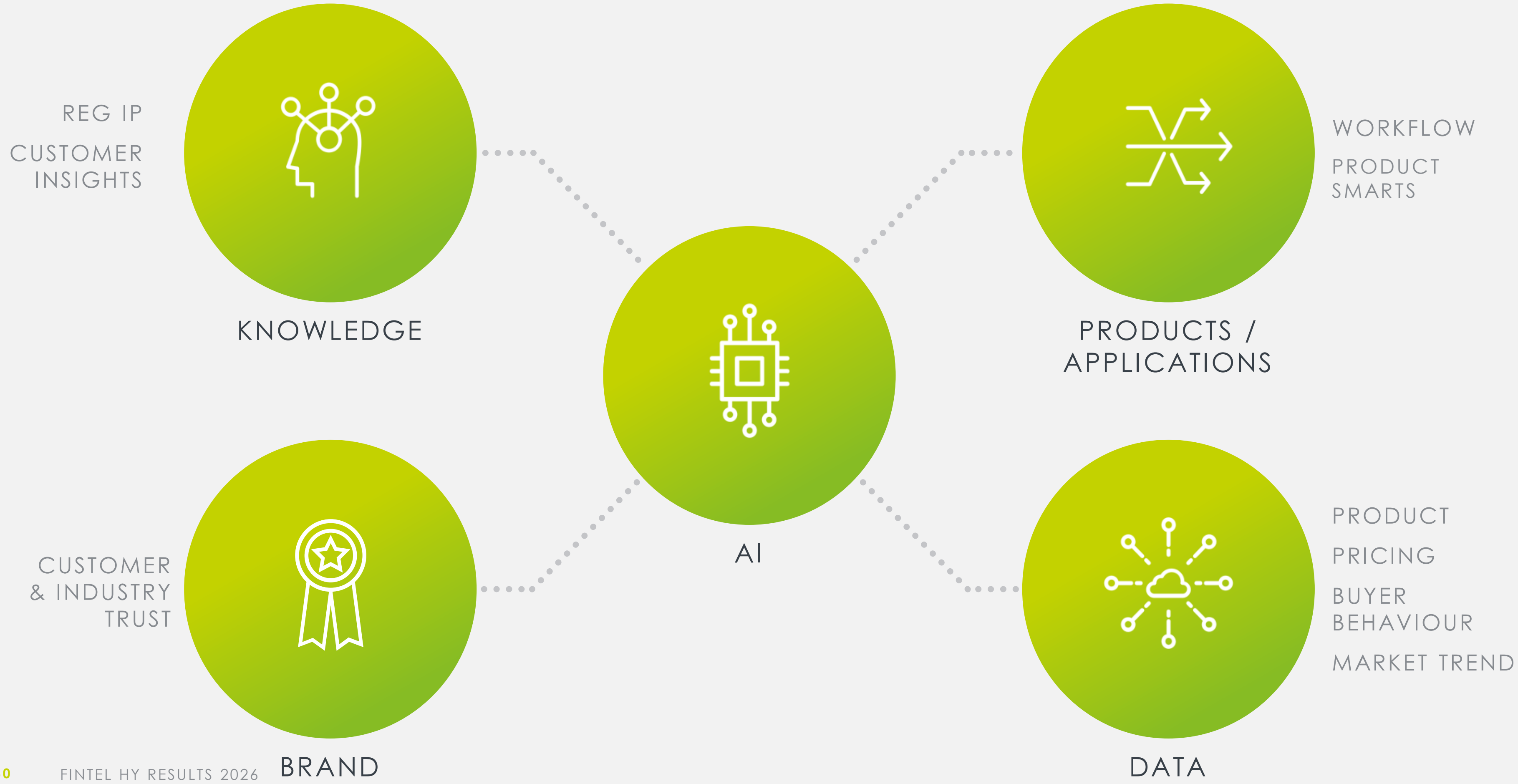
1. AI trained by 220+ human experts and proprietary data (e.g. 1000s of advice files)
2. Real-time risk monitoring through proprietary tech stack (Unity)
3. Compliance hub – MI, risk triggers, human deep-dives and tailored consultancy
4. In-built product upsells, growing spend with 18,000 adviser base

220
Compliance & tech experts

>18,000
Directly authorised advisers

8yr
Average firm tenure
= rich proprietary data

AI STRATEGY AT THE HEART OF FINTEL



DRIVING CAPABILITY THROUGH OUR PRODUCTS, OPERATING MODEL AND INFRASTRUCTURE

PRODUCTS

AI services for customers

AI File Checking & Triage

Compliance file checking for Services division. Launching end Q3

VouchedFor adviser profile AI optimisation

AI generated content summaries & optimisation for AI-search, assisting financial advisers with client acquisition and retention.

Roadmap Development

Most product line roadmaps now have AI-enabled services, adopting a value-first approach focused on customer outcomes

WAYS OF WORKING

AI-native operating model

Data Collation and Production

AI tools automating the generation of core ratings and research data. Inclusion in Lakehouse strategy

x4 Acceleration in Engineering

Copilot, Cursor, Claude etc. have been adopted by all engineers to improve quality and up to x4 speed of delivery

Adoption of AI Toolsets

Various generic and functionally specific tools adopted in all areas. All employees have AI development objectives

INFRASTRUCTURE

Data Infrastructure for AI

Data Lakehouse

Data assets centralised in a single system. Enables improved access, analysis and accelerates product development

AI-native websites

Launch of a new "CMS-less" consumer star-ratings website in September, entire built and managed with AI, with further sites (Defaqto, VouchedFor) to follow before the end of the year

- **INCREASE REVENUE**
- **IMPROVE MARGIN**
- **ACCESS NEW REVENUE STREAMS**

OUR JOURNEY – STRATEGIC TRANSITION

A platform business powered by software, data and deep expertise

2002
Simplybiz founded
Launched compliance and regulatory support business

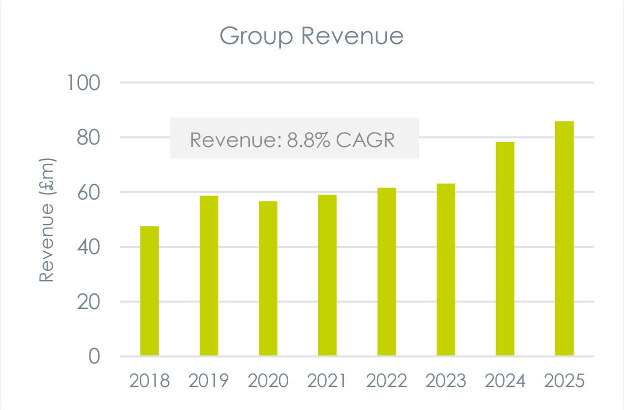
2019
Acquired Defaqto
Pivoted from people and services to software & data

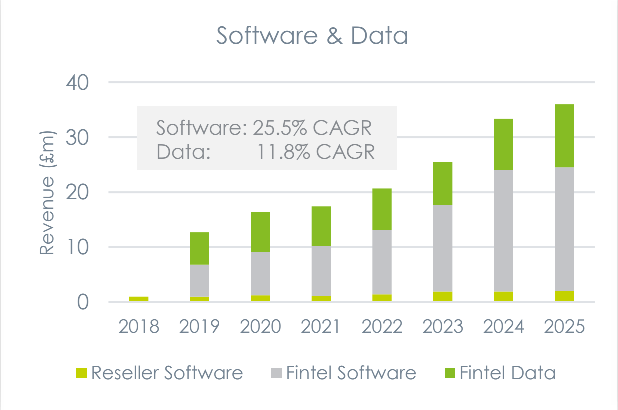
2023
Acquired MICAP, AKG, Competent Advisor, VouchedFor

2024
Acquired Owen James, Synaptic ifa Dash, threesixty

Further 9 acquisitions extending data, software & technology capabilities

2025
Acquisition of RSMR.
Integrated acquisitions & delivered strategic transformation
One Fintel : Two Divisions





Technology powering UK advice
>£50bn of Advised Wealth Transactions supported each year through our technology

Product Data powering Retail FS
Largest UK financial product database rating over 45,000 financial products

Experts in Regulation
Providing subscription-based business & regulatory support to >1/3 of directly authorised financial advisers

FINTEL

MATRIX 360

REAL-TIME MARKET INTELLIGENCE FOR FASTER PRODUCT DECISIONS

A market intelligence platform that helps product, pricing and proposition teams benchmark products, monitor competitors and make faster, more informed decisions.

Used by over 85% of General Insurers, the only product intelligence platform covering full range of UK financial products, and updated x 4 daily.

Coverage across General Insurance (motor, home, pet, travel) with Banking Wealth and Protection in progress

- **Faster product decisions** - out-of-the-box intelligence dashboards and daily change alerts provide real-time visibility of competitor pricing and feature changes
- **Stronger competitive positioning** - benchmark products against the market and identify pricing, feature and proposition gaps before they impact performance.
- **Consumer Duty alignment** - supports fair value assessments, product governance reviews and board reporting with independent market evidence and benchmarks.
- **Accelerated time-to-market** - enables teams to react more quickly to market movements, helping providers protect and grow market share.

Matrix 360 has supported several meaningful improvements in how we track market movement and validate commercial recommendations.

AXA Retail

6,000

Custom reports generated each month by Matrix 360 customers

85%+

of UK general insurers use Defaqto intelligence

UNITY

CONNECTED ADVICE TECHNOLOGY- WORKFLOW TECHNOLOGY PLATFORM

defaqto unity

Defaqto Unity is an industry-first connected adviser proposition that brings together software, data and insight across the entire advice journey.

Combining financial planning, research, compliance, business intelligence and practice management in a single ecosystem, Unity helps firms improve efficiency, strengthen oversight and deliver better client outcomes.
Connected workflows reduce complexity and eliminate fragmentation between systems, while real-time insight provides greater visibility over performance, risk and client outcomes. Embedded governance and compliance capabilities support regulatory confidence, improve operational efficiency and create a scalable foundation for growth.

- **Reduces operational complexity** – connects software, data and workflows in a single environment, reducing duplication and manual effort.
- **Strengthens oversight and governance** – improves visibility across the advice journey, supporting suitability, risk management and regulatory compliance.
- **Supports scalable growth** – creates a connected technology foundation that helps firms improve productivity, enhance client outcomes and grow with confidence

>20,000
Users of Fintel software

>8
Number of Software applications typically used by IFAs

TOTAL TAM: £800m

CONSUMER SELECTION

Empower consumers to find and select the most suitable financial product.

MARKET INTELLIGENCE

Create mission-critical market insight tools to help providers maximise their propositions.

ADVISER PLATFORM

Deliver a unique, integrated platform for intermediaries to improve outcomes for their clients and business.

DISTRIBUTION

Independent ratings and reviews, adviser insight and distribution support for asset managers.