

INTERIM RESULTS

2022/23

Mark Milner
Chief Executive Officer

Guy Millward
Chief Financial Officer

20 February 2023



Wilmington plc

SAFE HARBOUR STATEMENT.

This presentation and the subsequent question and answer session may contain forward-looking statements that are based on current expectations or beliefs, as well as assumptions about future events. There are risk factors that could cause results to differ materially from those expressed or implied by such statements.

Wilmington disclaims any intention or obligation to revise or update any forward-looking statements that may be made during this presentation or the subsequent question and answer session, regardless of whether those statements are affected as a result of new information, future events or otherwise.

AGENDA.



1

HEADLINES

Mark Milner

2

FINANCIALS

Guy Millward

3

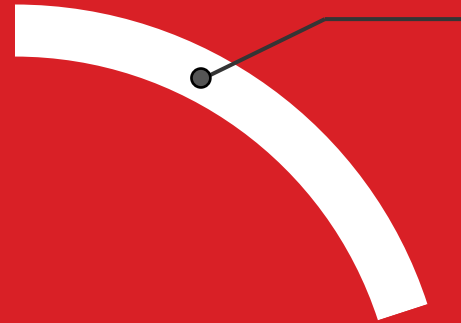
OPERATIONAL REVIEW AND OUTLOOK

Mark Milner

4

Q&A

HEADLINES



HEADLINES.

- Continuing¹ revenue growth 7%. Organic revenue growth 4% excl currency, driven by strong performance in Training & Education
- Recurring revenue up 5% to 42% of total; repeat revenues now 79%
- Group continuing adjusted profit before tax² increases 14%
- Strategic disposal of Inese in Dec 22 for £2.6m
- Robust balance sheet - net cash³ at 31 Dec 22 of £22.9m
- Interim dividend increased 13% to 2.70p
- Significant progress made in establishing single technology platforms for both divisions

¹ Continuing – eliminating the impact of disposals; Organic – Continuing eliminating the effects of exchange rate fluctuations

² Adjusted results exclude adjusting items, impairment, other income, amortisation of intangible assets (excluding computer software)

³ Excluding lease liabilities



FINANCIALS

REVENUE ANALYSIS.

	6 MONTHS TO 31 DEC 2022 £M	6 MONTHS TO 31 DEC 2021 £M	ABSOLUTE VARIANCE %	ORGANIC VARIANCE %
TRAINING & EDUCATION				
Global	11.8	11.4	3%	1%
UK & Ireland	11.9	10.9	9%	9%
North America	4.9	2.6	87%	59%
CONTINUING REVENUE	28.6	24.9	15%	11%
TOTAL REVENUE	28.6	29.8	(4%)	
INTELLIGENCE				
Healthcare	15.1	15.8	(5%)	(5%)
Financial Services & Other	10.0	9.3	9%	5%
MiExact	2.3	2.4	(5%)	(5%)
CONTINUING REVENUE	27.4	27.5	0%	(2%)
TOTAL REVENUE	28.8	29.1	(1%)	
CONTINUING GROUP REVENUE	56.0	52.4	7%	4%
TOTAL GROUP REVENUE	57.4	58.9	(3%)	

- Revenue growth, excl discontinued 7%, 4% excl currency
- Recurring revenue growth 5%, repeatable revenue at 79% of total
- Training & Education organic revenue growth of 11% with strong performance in North America events and good growth in all UK training
- Intelligence organic revenue decline 2% - slow H1 for UK Healthcare & MiExact.
- Subscription revenues rose to 68% of Intelligence revenue, particularly strong in Financial Services

Wilmington plc

GROUP INCOME STATEMENT.

	6 MONTHS TO 31 DEC 2022 £M	6 MONTHS TO 31 DEC 2021 £M	VARIANCE £M	ABSOLUTE VARIANCE %	ORGANIC VARIANCE %
CONTINUING REVENUE	56.0	52.4	3.6	7%	4%
REVENUE	57.4	58.9	(1.5)	(3%)	
CONTINUING OPERATING PROFIT	11.8	11.1	0.7	7%	4%
OPERATING PROFIT	12.0	12.7	(0.7)	(6%)	
Training & Education	6.2	7.1	(0.9)	(12%)	7%
Intelligence	5.8	5.6	0.2	3%	0%
Central overheads	(2.2)	(2.2)	—		
Share-based payments	(0.8)	(0.5)	(0.3)		
ADJUSTED EBITA	9.0	10.0	(1.0)	(10%)	
Net finance costs	—	(0.5)	0.5		
ADJUSTED PROFIT BEFORE TAX	9.0	9.5	(0.5)	(4%)	14%
Adjusting items ¹	1.0	15.1	(14.1)		
STATUTORY PROFIT BEFORE TAX	10.0	24.6	(14.6)		
Taxation	(1.7)	(1.7)	—		
STATUTORY PROFIT AFTER TAX	8.3	22.9	(14.6)		
UNDERLYING TAX RATE	21%	20%			
CONTINUING ADJUSTED BASIC EPS	7.92p	7.02p	0.90p	13%	
DIVIDEND PER SHARE	2.70p	2.40p	0.30p	13%	

- Adj PBT to Dec 21 of £9.5m includes £1.7m of profits from businesses sold or closed. Excl this, Adj PBT to Dec 22 of £8.9m was up 14%
- Operating profit growth 7% excl the impact of disposals, organic operating profit growth 4%
- Intelligence operating margin up to over 20%, T&E steady at 22% for H1
- Continuing adjusted basic EPS up 13% to 7.92p
- £2.2m gain on sale of Inese business
- Interim dividend up 13%, 2.3X cover maintained

Wilmington plc

GROUP CASH FLOW.

	6 MONTHS TO 31 DEC 2022 £M	6 MONTHS TO 31 DEC 2021 £M	VARIANCE £M
ADJUSTED EBITDA	10.6	12.0	(1.4)
Share-based payments	0.8	0.5	0.3
Movement in working capital	(0.5)	(1.1)	0.6
CASH INFLOW FROM OPERATIONS	10.9	11.4	(0.5)
Interest paid	—	(0.3)	0.3
Tax paid	(2.5)	(1.8)	(0.7)
Payment of lease liabilities	(0.3)	(1.1)	0.8
Net capital (expenditure)/proceeds	(0.5)	2.1	(2.6)
FREE CASH FLOW BEFORE DIVIDENDS	7.6	10.3	(2.7)
Equity dividends	(5.1)	(3.4)	(1.7)
Issue/(purchase) of shares	0.6	(0.4)	1.0
Disposal of subsidiary	(0.8)	21.9	(22.7)
CHANGE IN NET CASH	2.3	28.4	(26.1)
Brought forward net cash/(debt)	20.5	(17.2)	37.7
FX	0.1	(0.2)	0.3
CARRIED FORWARD NET CASH <i>pre lease liabilities</i>	22.9	11.0	11.9
Lease liabilities	(9.6)	(10.0)	0.4
CARRIED FORWARD NET CASH	13.3	1.0	12.3

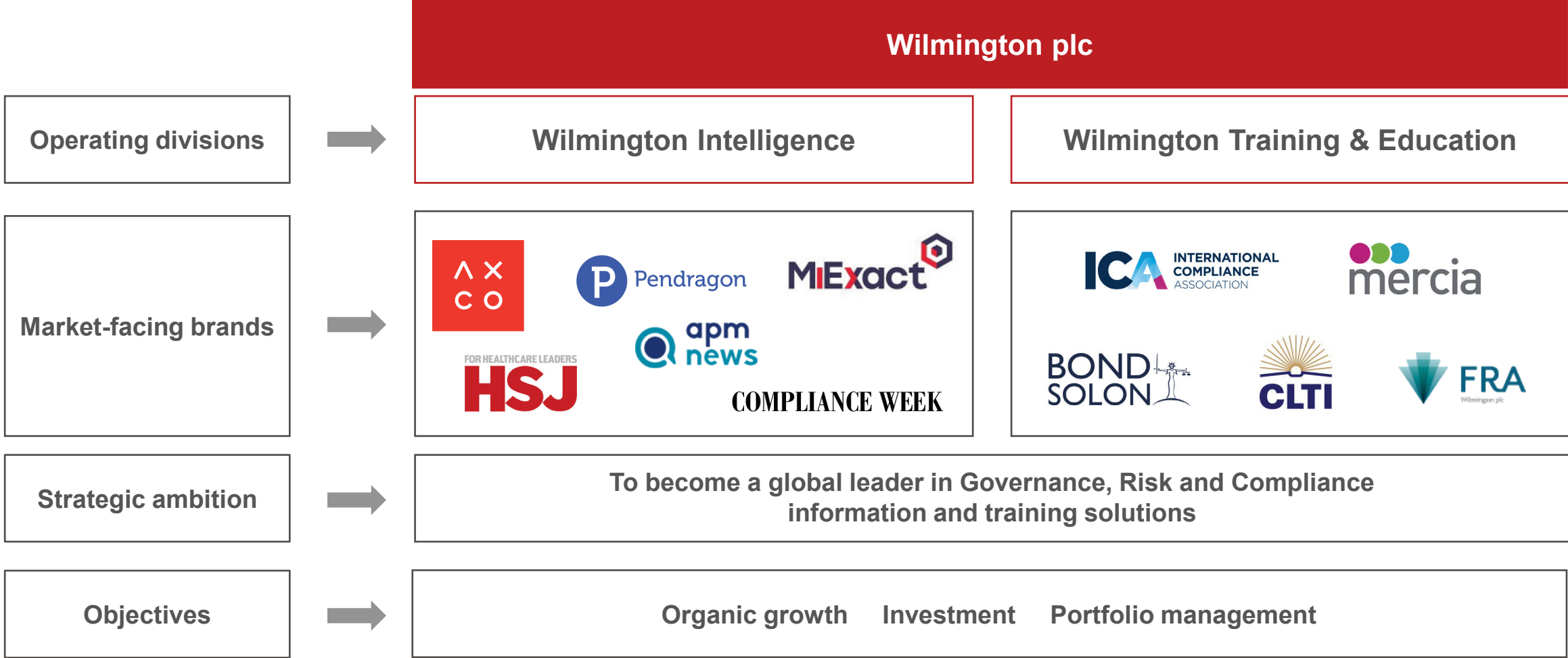
- Strong net cash position of £22.9m excl lease liabilities despite the increase in dividends paid
- Cash conversion at 121% (Dec 21 113%)
- Net capital proceeds in 2021 includes £3.4m from the sale of buildings
- Outflow in disposal of subsidiary is Inese cash balance leaving the Group
- Proceeds of the Inese disposal received in Jan 2023

OPERATIONAL REVIEW AND OUTLOOK



**HELPING OUR CUSTOMERS TO DO THE
RIGHT BUSINESS IN THE RIGHT WAY**

WILMINGTON'S GOVERNANCE, RISK AND COMPLIANCE PLATFORM.



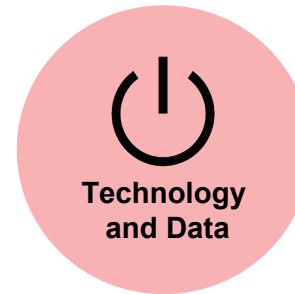
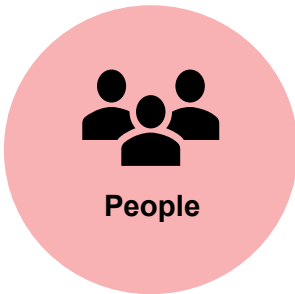
STRATEGY & PROGRESS UPDATE.

Our three strategic pillars

Our focus remains on:

- Organic growth and GRC and Regulatory Compliance market expansion
- Investment in our business
- Active portfolio management and exploring M&A opportunities

Areas of operational excellence



CONTINUED ORGANIC GROWTH.

- We continue to deliver organic revenue and profit growth:
 - Seven out of 11 businesses achieved organic revenue growth H1 FY23 vs H1 FY22
 - Three businesses impacted by timing and expected to recover in H2
 - The *Healthcare Improvement Plan* now delivering:
 - New MD
 - Optimised operating model
 - Rationalised portfolio to focus on higher margin products
 - Replacing legacy product brands (14) with a single brand identity (HSJ)
 - Forward order book higher than at the same point in FY22

TECHNOLOGY TRANSFORMATION.

- We continue to invest in creating single platforms for each division

W training & education

- Digital Learning Platform now live
- Significant progress has been made towards streamlining training and education back-office systems and processes – delivery by end of FY24

W intelligence

- The Data Connect Platform continues to evolve with incremental improvements over the next two years
- Current focus is on next generation data gathering capabilities

PORTFOLIO MANAGEMENT.

- In July 2019 we had 60 entities, in February 2023 we have 28 entities
- We consolidated the portfolio from 15 business units to 11
- Disposals have generated c.£30m cash, releasing capital from low growth or non-GRC businesses and creating a more focussed portfolio
- Alignment of brands under two divisions enables more efficient and better targeted capital investment and operational efficiencies
- We continue to explore M&A opportunities to strengthen the Group
- Our unique characteristics:

Differentiated offering	Strong product and revenue models	Attractive markets	Strong leadership	Digital capabilities	Data enabled
-------------------------	-----------------------------------	--------------------	-------------------	----------------------	--------------

RESPONSIBLE BUSINESS.

Continuing to deliver on our commitment to colleagues and customers

- ✓ Continued investment in our priority ESG initiatives
- ✓ Our responsible business strategy underpins our broader strategic ambitions
- ✓ We have a fully embedded governance framework driving and measuring our progress in each area

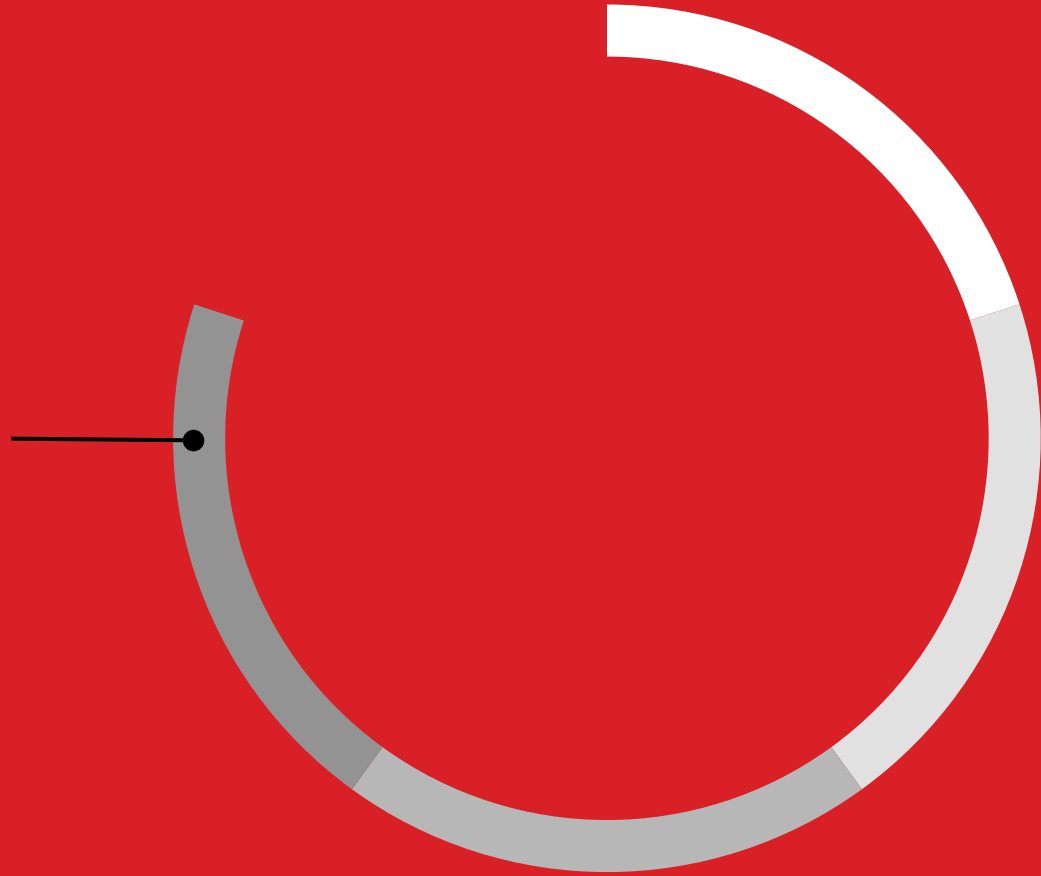
H1 action	H2 focus
✓ 10% year on year reduction in our gender pay gap	Continued improvement on our gender pay gap with focus on brand specific action plans
✓ Carbon reduction plan published, along with updated response to TCFD	Continue work towards achievement of carbon reduction plan
✓ 89% participation in annual employee engagement survey reporting an increase vs FY22	Continue to capture diversity data to enable analysis of talent/workforce lifecycle with diversity lens
✓ Continued focus on digital accessibility through product audits targeting WCAG 2.1 AA standards	Phase two of the digital accessibility campaign, building skills, capabilities and competence in inclusive design.

Material issues
Cultural positivity
Environmental responsibility
Customer empowerment
Proactive assurance

CURRENT TRADING AND OUTLOOK.

- Continued organic revenue and profit growth
- Strong cash conversion
- Decisive portfolio and product management
- Mindful of economic uncertainties
- Trading is in line with expectations
- Strong contracted H2 order book
- Interim dividend up 13% to 2.70p

Q&A



Wilmington plc

GLOSSARY.

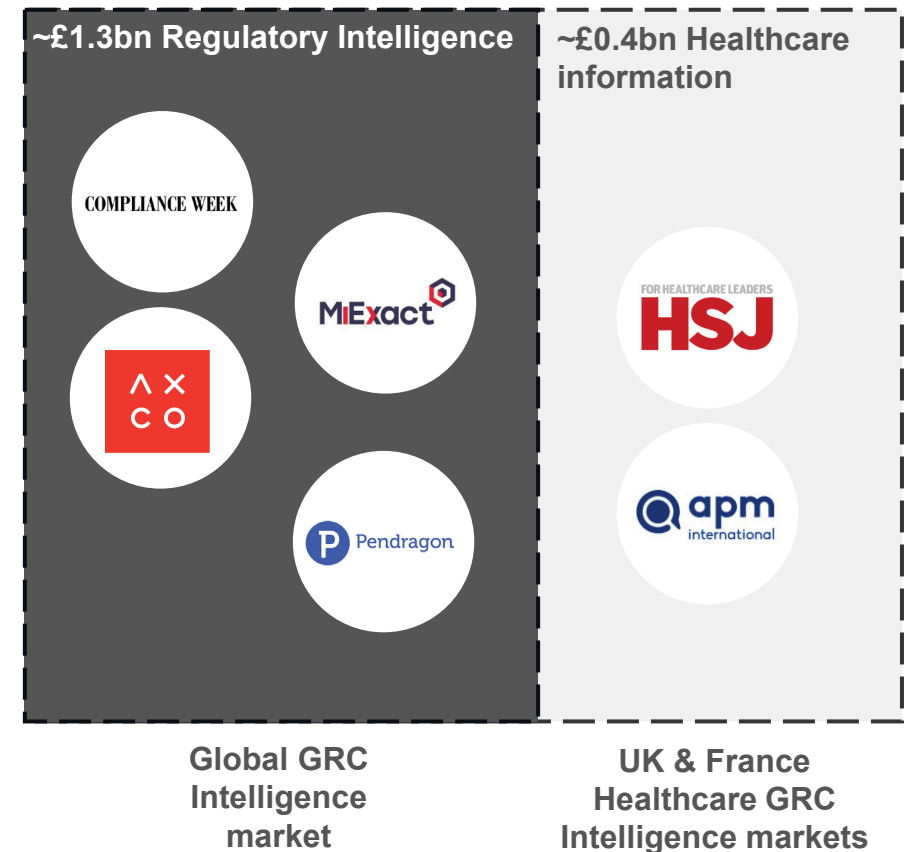
Abbreviation	Definition
Adj	Adjusting
EBITA / EBITDA	Earnings before interest, taxes and amortisation / Earnings before interest, taxes, depreciation and amortisation
EPS	Earnings per share
ESG	Environmental, Social and Governance criteria
Excl	Excluding
GRC	Governance, Risk & Compliance
Incl	Including
M&A	Mergers & Acquisitions
MD	Managing Director
PBT	Profit before tax
T&E	Training & Education
TCFD	Taskforce on Climate-Related Financial Disclosures
WCAG	Web Content Accessibility Guidelines
y-o-y	Year on year

APPENDIX

W intelligence

- Intelligence operates in two **large attractive GRC end markets**:
 - Global GRC Intelligence market sized at ~£1.3bn
 - UK & France Healthcare GRC Intelligence market sized at ~£0.4bn
- Both markets benefit from strong **growth drivers**:
 - Requirement for authoritative and trusted data
 - Need for accurate and up-to-date data
 - Continuous regulatory requirements, prompting data refreshes
- Significant headroom for growth for individual brands and the division as a whole

GRC Intelligence market sizing

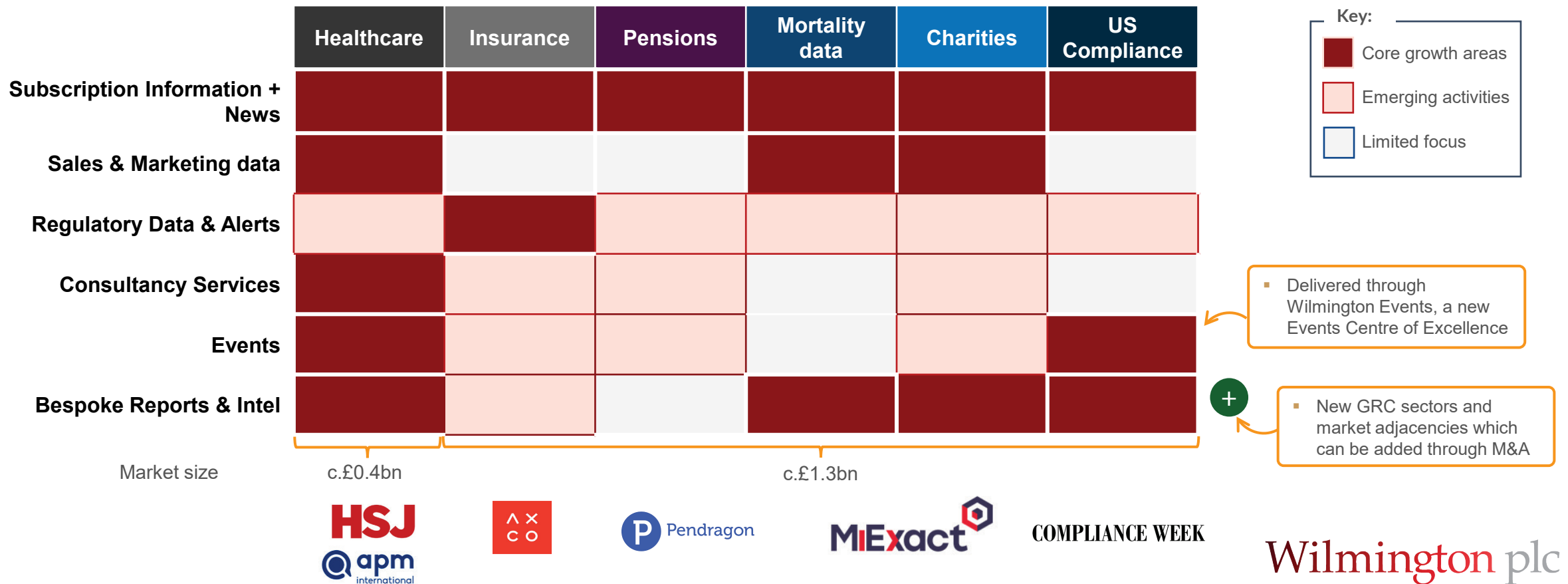


Wilmington plc

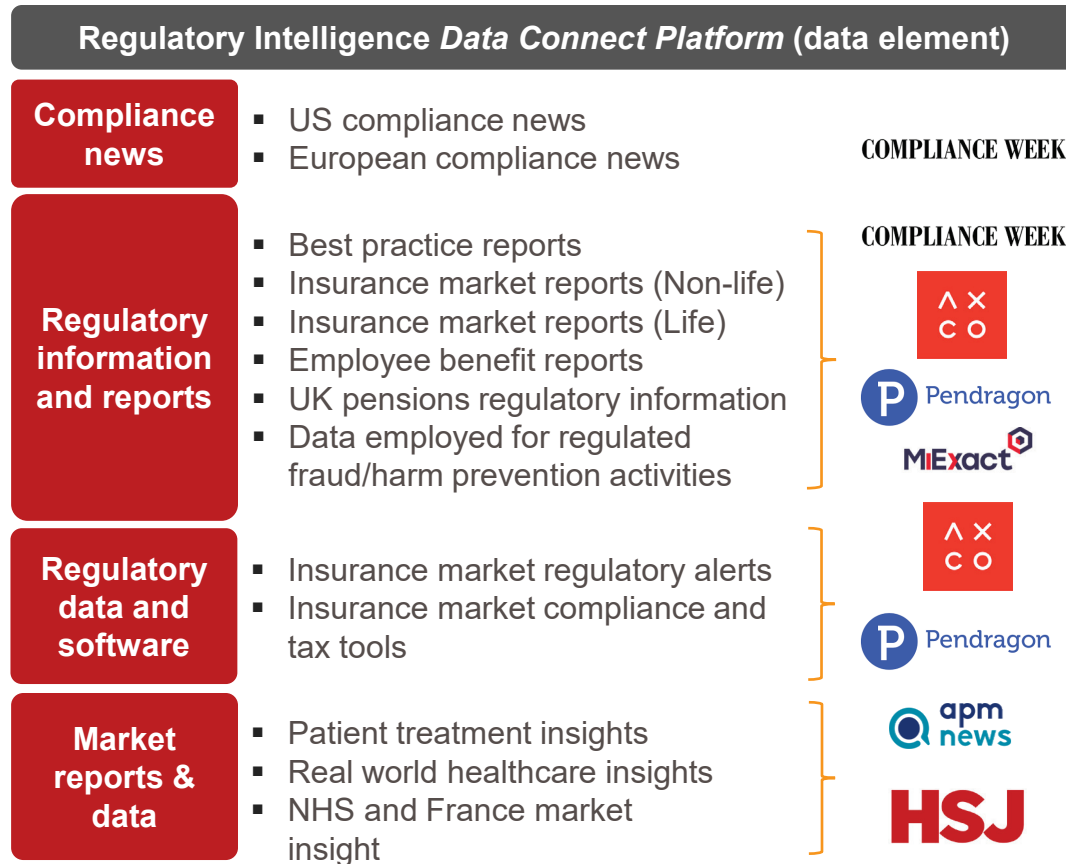
GRC INTELLIGENCE OPPORTUNITY.

- Subscription information is at the heart of all the brands, promoting strong recurring revenues with multi-year contracts
- Key areas of expansion include Regulatory Data & Alerts, Consultancy, Events and Bespoke Reports & Intel, which drive organic growth and cement our thought leadership position in each vertical

Key GRC Intelligence segments overlaid with current expertise



DATA CONNECT PLATFORM.



- *Data Connect* is a GRC platform that efficiently and intelligently combines data to produce valuable insights
- Expanding to include all Regulatory Intelligence products and services
- At the core is a unified data repository deploying Snowflake® technology
- The front end will be intuitive data dashboards
- APIs will embed data into customers' business processes and workflows
- *Data Connect* will enable operational efficiencies for Wilmington and our customers

Data Connect is a key part of Wilmington's strategy to:

- embed our insight into every critical decision our customers need to make, and
- empower customers to make better decisions for the benefit of the communities they serve

- Training & Education operates in **three large attractive, global GRC end markets**
 - Regulatory Compliance market sized at ~£2.9bn
 - GRC Professional Accreditation and CPD market sized at ~£50bn
 - GRC ESG and HR compliance market sized at ~£1.3bn
- Markets benefit from strong growth drivers:
 - Greater volume of regulation and governance
 - Great financial burden of regulation and governance
 - Greater need for skilled workers
 - Enforcement action
- Significant headroom for growth for individual brands and the division as a whole

GRC Training & Education market sizing

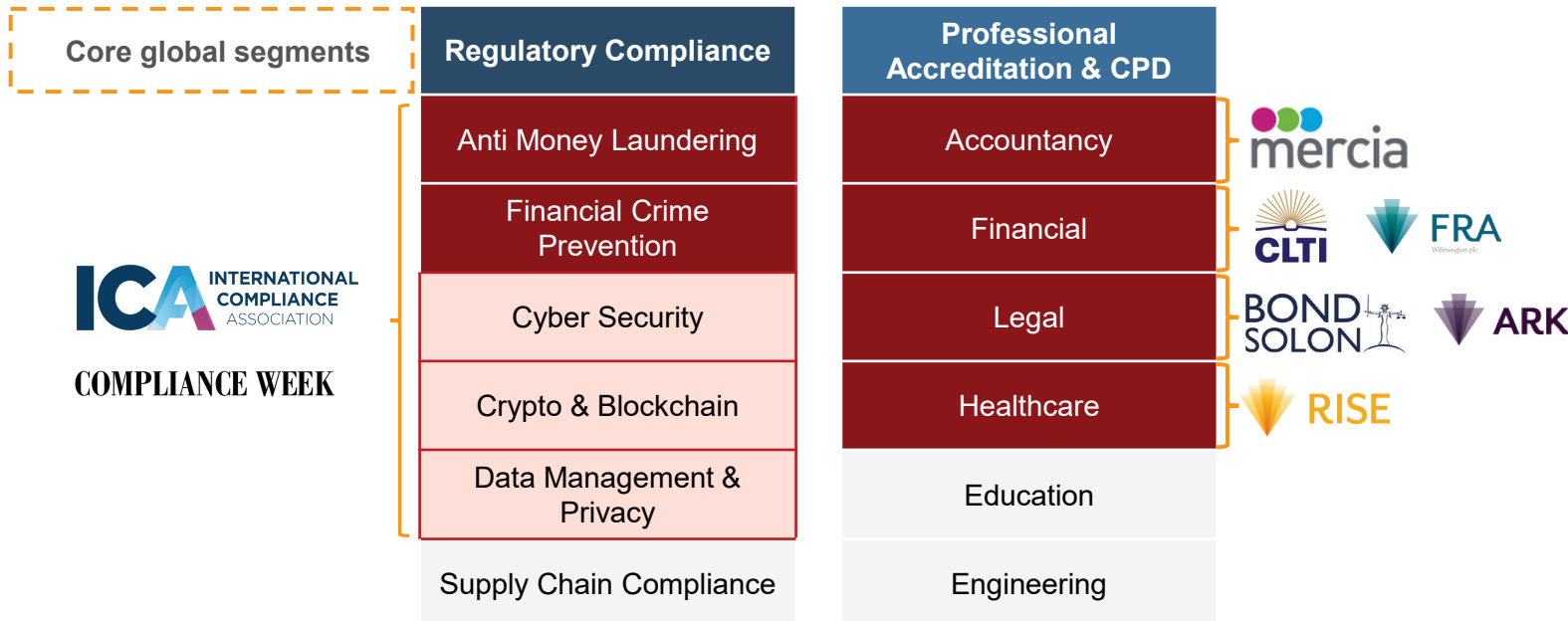


Global GRC training market

GRC TRAINING OPPORTUNITY.

- Training & Education benefits from a strong position in the GRC training market
- Core areas of growth are Anti Money Laundering, Financial Crime Prevention, Accountancy, Financial, Legal and Healthcare, with scope to expand into Cyber Security, Crypto & Blockchain, Data Management & Privacy, and ESG & HR compliance

Key GRC Training segments overlaid with current expertise



Market size

c.£2.9bn

Unsize, est.
£50bn+

Adjacent organic or inorganic growth opportunity

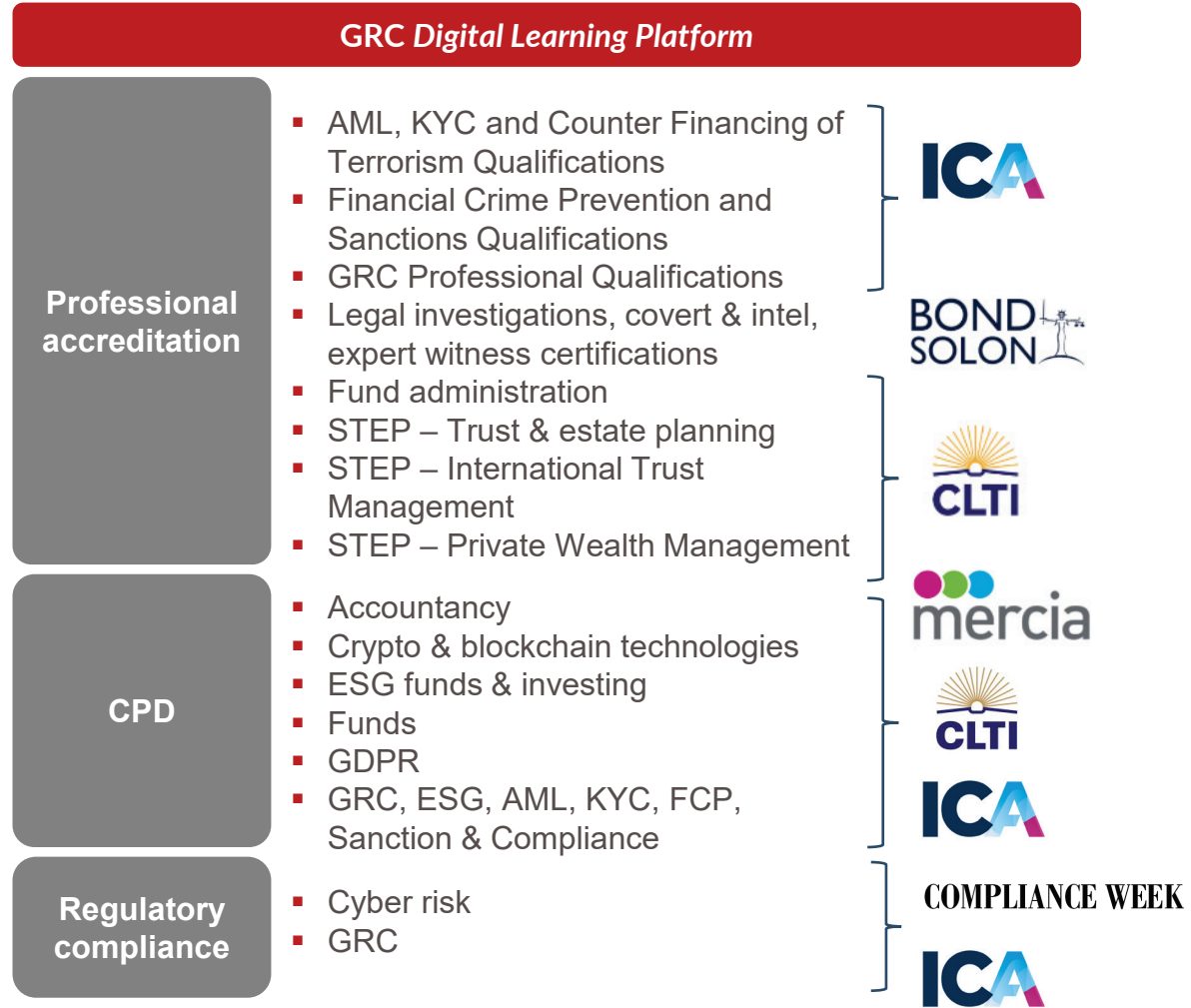


c.£1.3bn

Key:

- Core growth areas
- Emerging activities
- Limited focus

DIGITAL LEARNING PLATFORM.



- Developed a GRC *Digital Learning Platform*, launched in H2 FY22
- Initially deployed in ICA, the single platform will become a central home for all learning materials and content for all training brands
- Personalisation of the intuitive dashboard will deliver:
 - Enhanced customer experience
 - Increase in retention and upsell opportunities
 - Tools to enable the tracking and reporting of continuous professional development
 - Operational efficiencies

The *Digital Learning Platform* is a key part of Wilmington’s strategy to:

- deliver high quality GRC training and education services,
- placing both the individual and corporate customer in full control of their learning experience

