

4 March 2024

**Rosslyn Data Technologies plc**  
("Rosslyn" or the "Company")

**Trading Update**

Rosslyn (AIM: RDT), the provider of a leading cloud-based enterprise data analytics platform, provides the following update on trading for the year ending 30 April 2024.

The Company is pleased to report that since the interim results announcement on 25 January 2024, the Company has continued to expand its total pipeline, which remains larger than at the same point last year. Importantly, discussions with sizable new partners have continued to progress. Whilst the Board remains hopeful that at least one of these contracts will be signed before the current financial year end, the Board recognises that the size and nature of the opportunities has meant that there have been extended timeframes for interactions with partners of this scale. As such, timelines for concluding these contracts are correspondingly more protracted than originally anticipated and the Board now expects that only a limited amount of revenue from these contracts will be recognised in the current financial year. Consequentially, the Company expects to report revenues for the year ending 30 April 2024 in the range of approximately £2.8m-£3.0m, with a corresponding adj. EBITDA loss of between approximately £2.6m-£2.8m. Cash and cash equivalents as at 29 February 2024 were approximately £800k. The Board continues to closely monitor cash to ensure that the Company has sufficient resources to execute its growth strategy. Cash burn and customer acquisition cost are expected to reduce as the Company converts its pipeline in the coming weeks and the Company is seeking to improve contract payment terms to include upfront payments.

The Board is encouraged by the strengthening of the customer and partner engagement that the Company is experiencing and is confident of securing further sizeable contracts in the near-term. It also looks forward to the launch of Rosslyn's next-generation generative AI module, which has received excellent feedback from customers during the trial phase and which offers a transformational opportunity. Accordingly, whilst the immediate period is not without challenges, the Board remains confident in the Company's prospects.

The Company will keep the market updated on its progress.

This announcement contains inside information.

**Enquiries**

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**About Rosslyn**

Rosslyn (AIM: RDT) provides an award-winning spend analytics and predictive analytics platform. The Rosslyn Platform helps organizations with diverse supply chains mitigate risk and make informed strategic decisions. It leverages automated workflows, artificial intelligence and machine learning to extract and consolidate procurement data providing visibility of complex supplier data, enabling supplier spend savings and delivering rapid ROI. For more information visit [www.rosslyn.ai](http://www.rosslyn.ai)

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