

28 May 2025

Aptitude Software Group plc

("Aptitude" or the "Group")

AGM Statement and Board Appointment

Aptitude, (LSE: APTD), a market-leading provider of finance transformation software solutions, provides the following update in advance of the Annual General Meeting to be held at 9:30 a.m. today.

Highlights

- The Board remains confident that the Group's performance for 2025 will be in line with expectations, despite continued economic uncertainty, particularly in North America.
- Three new enterprise wins year to date for Fynapse, Aptitude's lead AI autonomous finance solution.
- Organisational transformation to partner-led model now substantially complete, providing the foundation to unlock the full value of the Fynapse opportunity.
- Continued cross-sell and up-sell successes, securing a number of renewals with existing clients.
- Appointment of Paula Dowdy as Non-Executive and Senior Independent Director.

AGM Statement

The Group has made positive progress to date in H1 2025, providing confidence in a successful performance in FY25, in line with the Board's expectations. The major organisational transformation to reposition Aptitude as a scalable, high-margin, SaaS-led, partner-first organisation is near completion. Structural changes across product, go-to-market, and client experience functions are now moving into execution and key global partners are engaged and active. This is expected to result in an improving contribution to pipeline and deal progression from partners and the Group remains focused on delivering 80% partner sourced ARR by 2027.

Fynapse continues to gain momentum in the market, supported by new enterprise wins, including a leading Australian payments provider, a global mobile parking platform provider and a major U.S. health insurer. These wins highlight Aptitude's expansion into the Tier 2 market and continued progress with Aptitude Accounting Hub Fynapse migrations.

While the macro-economic environment continues to have some impact on corporate decision making, particularly in North America, increasing partner engagement is driving an improved Fynapse pipeline. This is supported by continued renewals, cross-sell and up-sell successes with existing clients in the period, leading to an expanded footprint within the installed base, reinforcing the long-term opportunity for future Fynapse adoption.

Board Changes

The Board is pleased to announce the appointment of Paula Dowdy to the Board as Non-Executive Director, Senior Independent Director, and Chair of the Remuneration Committee, effective from the conclusion of today's AGM. Paula has more than 35 years of international leadership experience across technology, software, and services organisations. Paula brings a strong track record of leading major organisational change programmes, scaling commercial operations, and driving strong growth. Previous experience includes senior leadership roles at Cisco Systems, Inc. and Illumina, Inc and board positions at AVEVA Group plc (March 2019 - March 2023), and SPT Labtech (March 2023 - March 2025). Paula currently serves on the board of Quantum-Si, Inc (NASDAQ listed) and Sensio AS (private), and is based in the D.C. area, USA.

As previously announced, Barbara Moorhouse will step down from the Board following the conclusion of this year's AGM. Barbara has served as a Non-Executive Director since April 2017, and from March 2022, as Senior Independent Director and Chair of the Remuneration Committee.

Ivan Martin, Chairman of Aptitude, commented: *"On behalf of the Board, I would like to extend my sincere thanks to Barbara for her insightful guidance, hard work and long-standing support over the past eight years.*

"I am delighted to welcome Paula to the Board. Her significant expertise in SaaS, enterprise software, the U.S. market, and partner-led growth will be an invaluable support to Aptitude as we scale in our key markets and continue to execute against our ambition to be the leader in AI-powered finance transformation."

Incoming Non-Executive and Senior Independent Director Paula Dowdy commented: *"I am incredibly excited to be joining the Board of Aptitude at what is a significant time for the business. With Fynapse, the ability to not only deliver value to customers but also drive organisational change for greater success through its AI-powered finance platform offers huge potential for businesses of any scale and in any industry. This opportunity, combined with Aptitude's strong leadership, strategic partnerships, and clear commercial strategy are attributes which attracted me to the business, and I'm eager to work with the teams to drive execution and growth."*

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There is no other information regarding Paula Dowdy's appointment to be disclosed under paragraph 6.4.8R of the UK Listing Rules.

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About Aptitude Software

Aptitude Software provides software solutions that deliver fully autonomous finance to enable its clients to drive growth, efficiency and sustainability. Fynapse is Aptitude's intelligent finance data management and accounting platform designed to increase productivity and lower costs for finance teams globally. Fynapse provides a single view of finance and business data, unparalleled performance and automation, faster and better insights, user-friendly functionality and market-leading total cost of ownership.

This announcement contains inside information for the purposes of article 7 of the Market Abuse Regulation (EU) 596/2014 as amended by regulation 11 of the Market Abuse (Amendment) (EU Exit) Regulations 2019/310. With the publication of this announcement, this information is now considered to be in the public domain.

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