

16 October 2025

## **Cirata plc ("Cirata" or the "Company")**

### **Q3 FY25 Trading Update**

*Strong Q4FY25 bookings momentum on track to meet outlook for bookings and cost base*

Cirata plc (LSE: CRTA) today provides an unaudited trading update for the quarter ended 30 September 2025 ("Q3FY25"), together with early momentum as we head into Q4FY25. A supporting video presentation with Q&A will be available shortly after the release of this RNS [here](#).

Following the divestiture of the DevOps business, contract bookings relate to the continuing operations of the Company's Data Integration product line ("DI").

#### **Summary**

- Bookings Metrics
  - o Q3FY25 trading reflected timing of contract completions in line with management expectations
    - § Total DI bookings for Q3FY25 YTD amounted to 3.4m (YTD Q3FY24: 2.4m), an increase of 42%
    - § Total DI bookings in Q3FY25 of 0.3m (Q3FY24 1.4m), a decline of 79% YoY
- Commercial Momentum
  - o Launch of the Cirata Symphony platform which expands sales reach, and addressable growth market<sup>[1]</sup>
  - o Post-period DI bookings:
    - § The Company announced on 13 October 2025 a 3-year DI contract of 3.1m for the deployment of Live Data Migrator ("LDM") with a leading US Insurer
    - § This contract represents the largest direct contract in Cirata's history. The customer transitions from a 1-year legacy Fusion product agreement to Live Data Migrator with a 3-year commitment
- Completion of DevOps divestment
  - o On 11 August 2025, Cirata announced the successful completion of the divestment of its DevOps assets (the "Transaction")
  - o Cirata received 2.5m upon successful closing of the Transaction with BlueOptima Ltd ("BlueOptima") (a UK-based leading provider of software engineering insights). A final consideration of up to 1.0m will be payable in December 2025. Further updates will be provided as appropriate.
  - o This divestment reiterates Cirata's focus on leveraging the growth potential of its DI business, the Company's core growth driver
- Financial Discipline
  - o The realignment of the FY25 cost base to an annualized total of 12-13m entering Q4FY25 through a continued reduction of annualized overheads and the divestiture of the DevOps business (approximately 70% reduction from its peak), remains on track, with the Q3FY25 cost base excluding DevOps activity at 3.9m and with an exit run rate of 3.4m
  - o Q3FY25 cash burn reduced YoY to 0.8m (Q3FY25: 3.2m), this includes the proceeds received and one-off costs associated with the divestment of DevOps assets
  - o Unaudited cash position of 5.4m and short-term trade receivables of 0.3m as at 30 September 2025, giving a cash plus short-term receivables balance of 5.7m
  - o Management expects that the early Q4FY25 bookings momentum, combined with the newly established cost structure, will demonstrate ongoing improvements in operating leverage

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### **Trading Update**

In total, 4 DI contracts were signed in the quarter (Q3FY24: 8 DI contracts signed). One contract, the 3.1m 3-year contract with a US insurer that had been expected in Q3FY25, closed in early October. Sales discipline is improving, and pipeline is growing in volume and quality as a result of the Company's focused go-to-market strategy.

Total bookings for DI year-to-date to the end of Q3FY25 amounted to 3.4m (YTD Q3FY24: 2.4m), an increase YoY of 42%.

### **Post-period End**

Q3FY25 trading reflected timing of contract completions, with bookings in line with management expectations. The 3-year 3.1m DI contract signed with a leading US insurer in early October represents the largest direct contract in the Company's history. The customer commitment to a multiyear term and a transition from a 1-year legacy DI Fusion product agreement to a new longer term LDM agreement, further validates Cirata's LDM product and market positioning.

### **Cash and Overheads**

The realignment of the cost base, from a 16-17m run-rate exiting Q1FY25 to an annualized total of 12-13m entering Q4FY25 (approximately 70% reduction from its peak) remains on target, with the estimated Q3FY25 exit run rate at 3.4m. Management expects that the early Q4FY25 bookings momentum, combined with the newly established cost structure, will demonstrate continued improvements in operating leverage with growth on the top line.

The cash burn in Q3FY25 of 0.8m represents a 76% reduction compared to Q3FY24. Cash burn includes the proceeds received and one-off costs associated with the divestment of DevOps assets.

As of 30 September 2025, the unaudited cash position was 5.4m and short-term trade receivables balance was 0.3m, giving a cash plus short-term receivables balance of 5.7m.

### **Outlook**

Management's outlook communicated in March 2025 remains unchanged, with bookings expected to be back end weighted with a similar profile to FY24 with continuing high growth in DI.

The divestiture of the DevOps business, combined with a further reduction of the overheads, will bring annualized cash overheads to approximately 12m-13m as we enter Q4FY25, which underpins the sustainability of the business model and provides financial flexibility to invest for growth.

The combination of cost-saving actions, DI growth and the recent DevOps divestment reaffirms management's previously communicated expectation that no further working capital is required in FY25.

### **Data Integration focus**

On 9 September 2025, the Company announced the commercial launch of 'Cirata Symphony', a platform designed to address the challenges of enterprise data modernization. By evolving its offering beyond data migration, Cirata Symphony supports multiple large-scale use cases, reflecting the Company's vision for data orchestration. The Cirata Symphony product launch and the divestiture of DevOps together reinforce Cirata's total focus on the growth potential of its DI business.

The customer centered development of the Cirata Symphony platform has been led by CTO, Paul Scott-Murphy. Important strategic customer relationships will continue to provide an environment for collaboration on future Cirata data orchestration platform functionality. Having stepped down from the Board of Directors in July 2023, Dr Yeturu Aahlad, a founder of the company has transitioned from a full-time role to take on an ambassador and consulting role with the Company.

### **Cirata Symphony**

Cirata Symphony is a data orchestration platform that enables monitoring, operation, and coordination across an organization's data architecture. It integrates with storage services (e.g. Amazon S3, Hadoop, network file systems), compute platforms (e.g. Spark, Databricks, Snowflake), network transfer tools (e.g. Cirata's LDM, or open-source tooling such as distcp), and AI technologies including large language and generative models (e.g. Claude, ChatGPT, Google Gemini). This platform provides a single control plane for seamless management of diverse data systems, offering simple and consistent integration with runtime environments. It empowers organizations to deliver data where

and when it's needed, enabling efficient operations, analytics, and AI applications without downtime or complexity. Cirata Symphony is particularly beneficial for organizations aiming to modernize their data infrastructure, eliminate data silos, and leverage AI and analytics effectively. By automating and securing data movement, it addresses the challenges posed by fragmented and inaccessible data, thereby enhancing the success rate of AI initiatives.

Further information on Cirata Symphony can be found at the Company's website [here](#).

### Key performance indicators

KPI	FY22 Q4	FY23 Q1	Q2	Q3	Q4	FY24 Q1	Q2	Q3	Q4	FY25 Q1	Q2	Q3
Headcount	177	193	127	109	112	116	107	92	93	71	67	57
Overheads	11.1m	9.4m	8.2m	7.0m	5.7m	6.2m	5.5m	5.3m	3.8m	4.6m	4.1m	3.9m <sup>[2]</sup>
Bookings	2.2m	2.1m	0.7m	1.7m	2.7m	0.7m	1.7m	1.7m	3.0m	3.0m	0.8m	0.3m
DI Bookings	1.2m	0.2m	0.4m	0.5m	1.5m	0.3m	0.6m	1.4m	2.3m	2.4m	0.7m	0.3m
DI Growth	-43%	-87%	-69%	0%	25%	50%	50%	180%	51%	700%	17%	-79%
DI Contract <sup>[3]</sup>	2	2	4	4	3	4	1	8	6	5	2	4
Activity												
Cash Burn	10.3m	11.0m	6.3m	7.9m	5.5m	4.9m	4.2m	3.2m	3.2m	1.4m	2.2m	0.8m

### Stephen Kelly, Chief Executive Officer of Cirata, commented:

"Q3FY25 represented a pivotal step in our transformation as we completed the strategic divestment of the DevOps business, allowing us to focus fully on Data Integration. The launch of Cirata Symphony, our data orchestration platform, led by our CTO Paul Scott-Murphy, and developed in close collaboration with our customers, underpins our growth strategy. This platform positions the Company to take advantage of the market adjacencies beyond data migration.

We secured our largest direct contract post-period. Two years in, it's clear that the key challenge has been our go-to-market execution. With Dominic Arcari's appointment as Chief Revenue Officer in July, we're already seeing tangible early improvements in the team's pipeline build, its quality and sales cycle management. We can expect to see further quality hires as we strengthen the go-to-market function. With a current cost base reduced by approximately 70% from its peak, stronger execution discipline and a clear strategic focus, we have established solid foundations for operating leverage and with early momentum in Q4FY25 we remain confident in delivering improving performance in the second half of FY25."

This announcement contains inside information under the UK Market Abuse Regulation. The person responsible for arranging the release of this announcement on behalf of Cirata plc is Stephen Kelly, Chief Executive Officer.

### For further information, please contact:

#### Cirata

Stephen Kelly, Chief Executive Officer  
Ricardo Moura, Chief Financial Officer  
Daniel Hayes, Investor Relations

+1 (925) 380 1728

#### FTI Consulting

Matt Dixon / Kwaku Aning / Usama Ali

+44 (0)20 3727 1137

#### Stifel (Nomad and Joint Broker)

Fred Walsh / Brough Ransom / Ben Good

+44 (0)20 7710 7600

#### Panmure Liberum (Joint Broker)

Max Jones / Rupert Dearden / John More

+44 (0)20 3100 2000

### About Cirata

Cirata, accelerates data-driven revenue growth by automating data transfer and integration to modern cloud analytics and AI platforms without downtime or disruption. With Cirata, data leaders can leverage the power of AI and analytics across their entire enterprise data estate to freely choose analytics technologies, avoid vendor, platform, or cloud lock-in while making AI and analytics faster, cheaper, and more flexible. Cirata's portfolio of products and technology solutions make strategic adoption of modern data analytics efficient and automated.

For more information about Cirata, visit [www.cirata.com](http://www.cirata.com)

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[1] According to a study released by Future Market Insights, the global data orchestration tool market achieved a value of USD 1.3 billion by 2024. Projections suggest that the market will expand to USD 4.3 billion by 2034, representing a CAGR of 12.1%. However, The definition of data orchestration is wide ranging and includes tools and platforms. Cirata will provide more data on the market and its segmentation as Cirata Symphony use cases evolve. With Cirata Symphony, use cases expand beyond Hadoop migration.

[2] Denotes cost base for continuing operations. Note entering Q4, the cost base is on a quarterly run rate of 3.4m

[3] Data Integration contracts signed included contracts for renewals, growth and new

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