

10 February 2026

APTITUDE SOFTWARE GROUP plc
('Aptitude Software' or 'the Group')

FY25 Trading Update and Notice of Results

Aptitude (LSE:APTD), a market-leading provider of finance transformation software solutions specialising in fully autonomous finance, today provides an update for the financial year ended 31 December 2025.

The Group made solid strategic and operational progress during 2025, securing a number of notable wins and expansions across its software portfolio, alongside a step-up in the planned partner-led delivery and go-to-market activity. The Board expects to report profit performance in line with expectations and improving operating margins year-on-year. This reflects continued cost discipline alongside an intentional shift in revenue mix, including a reduction in direct professional services as delivery continues to transition to partners, supporting improved scalability and margin quality over time.

Revenue performance in the year is expected to be approximately £65 million (FY24: £70 million), which is broadly in line with expectations. This is a reflection of new wins, successful go-lives, and the planned transition of services delivery to partners as well as the impact of timing-related deal deferrals driven by increased macro-economic uncertainty. These deferred deal opportunities remain active and are progressing, with a number now embedded in the 2026 pipeline. Revenue quality improved, with recurring revenue increasing to approximately 83% of revenue (FY24: 78%).

ARR for the Group's AI Autonomous Finance solutions grew approximately 7%, on a constant currency basis, to £17.9 million (2024: £16.8 million), driven by significant expansions and renewal with a large US-based telecommunications customer, and significant expansions for a global insurance group, alongside new wins across healthcare insurance, payments, and managed services.

On a constant currency basis, overall Annual Recurring Revenue ("ARR") was modestly lower at £49.8 million on 31 December 2025 (FY24: £50.3 million). Gross ARR increased by approximately 10% during the year, however this growth was offset by expected churn in legacy products. As previously stated, management expects legacy products churn to reduce in 2026.

The sales pipeline strengthened significantly during the period, with the overall pipeline value growing approximately 65% year-on-year and the later-stage pipeline expanding further, providing improved visibility into FY26. Furthermore, Fynapse-led opportunities make up the vast majority of pipeline opportunities for FY26. Partner-sourced activity continued to scale, with partners increasingly positioning the Group's solutions as part of broader finance modernisation programmes. At 31 December 2025, 83% of the Group's pipeline was connected with the Partner channel (31 December 2024: 70%).

The Group's balance sheet remains strong, with cash as at 31 December 2025 of £29.6 million (31 December 2024: £30.4 million) and net cash of £23.6 million (31 December 2024: £23.2 million) underpinned by a continued focus on working capital management, with net trade receivables as at 31 December 2025 of £6.6 million (31 December 2024: £12.1 million). The Group's strong underlying cash generation enabled it to fund dividends and a share buy-back programme. £5.1 million of funds were returned to shareholders, via the share buy-back programme in 2025 (2024: £4.0 million).

Outlook

The Board is encouraged by the underlying quality of the pipeline and contribution from Fynapse-led opportunities, the increased level of partner engagement, and the number of customer renewals and go-lives achieved during 2025. While macro-economic uncertainty in certain regions continues to influence deal timing, the Board remains confident in the Group's strategic direction.

Notice of Results

The Group expects to issue its results for the year ended 31 December 2025 on Wednesday 8 April 2026. A presentation for analysts will take place on the day. Analysts wishing to attend should contact aptitude@almastrategic.com to register.

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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.

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