

Interim results for the six months ended 30 June 2023



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Alasdair Haynes
CEO



Richard Fisher
CFO



aquis
markets

**Next-generation
trading**

A subscription-based exchange offering pan-European cash equities trading.

- 2 MTFs
 - AQXE – UK regulated
 - AQEU – EU regulated

aquis
technologies

**Building better
markets**

Developing and licensing next-generation exchange technology globally.

- Aquis Equinox
- Aquis Matching Engine
- Aquis Market Surveillance
- Aquis Market Gateway Services:
 - Surveillance
 - Operations

aquis
data

- Aquis Market Data Services
- AQSE Data Services

aquis
stock exchange

**Empowering growth
companies**

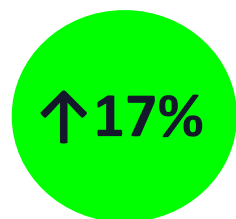
A growth and regulated primary exchange delivering capital to companies via the listing and trading of shares.

- AQSE Main Market (RIE)
- AQSE Growth Market (MTF):
 - Apex
 - Access
- AQSE Trading (MTF)

Group highlights

A positive start to 2023, with continued revenue growth across all divisions

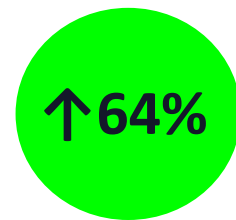
We remain in line with expectations for the full year



Net Revenue

£9.7m

HY22: £8.3m



PBT

£1.1m

HY22: £0.7m



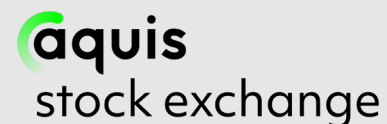
Further diversification of the Aquis Markets product suite via investment in **OptimX Markets** and **change to the proprietary trading rule**



Contract pipeline progressing as expected, with one renewal and one extension in H1 23



Significant progress in trilogue discussions around an **EU consolidated tape**.



Remains profitable, in spite of tough market conditions. 5 IPOs over the period

Continued growth

	H1 23 £m	H1 22 £m	Change %
Revenue			
Exchange fees	6.1	5.4	+14%
Market data	1.8	1.4	+34%
Technology licencing	0.8	0.7	+21%
Issuer fees	0.5	0.4	+29%
	9.3	7.9	+19%
ECL movement	0.3	0.4	-28%
Net revenue	9.7	8.3	+17%
Operating costs	-8.0	-6.9	+15%
EBITDA	1.7	1.4	+26%
Depreciation / amortisation / interest	-0.6	-0.7	-14%
Profit before taxation	1.1	0.7	+64%

Cash balances as at 30 June

<u>2023</u>	<u>2022</u>
£13.9m	£13.3m

EPS	23 H1	22 H1
Basic	3.8p	2.5p
Diluted	3.6p	2.5p

Aquis Markets

Further diversification of products available to members, laying the foundations for growth in market share over the medium-term

Change to the proprietary trading rule: Aquis no longer operate in a market niche, and Aquis members are provided with greater execution choice

Investment in OptimX Markets: will add additional connectivity to AMP, and provide clients with the ability to cross large blocks

Dark to lit sweep: providing easier access to liquidity across both order books

Increased revenues due to successful integration of **Aquis Matching Pool (AMP)**, introduced in 2022

No. of products

4

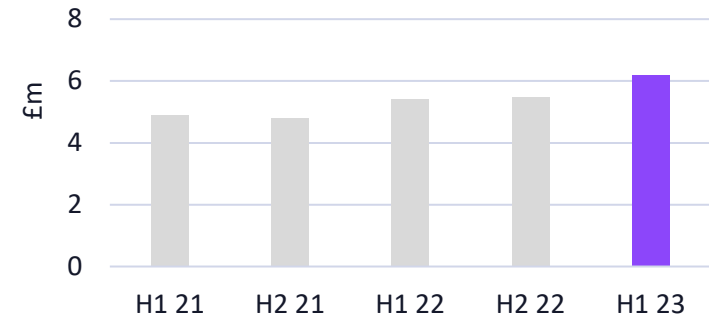
Up from 3

Trading members

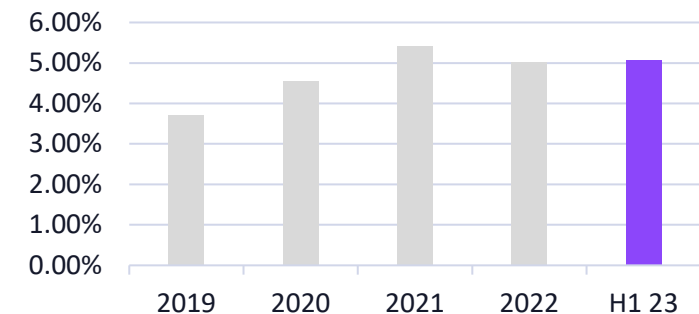
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Up from 41

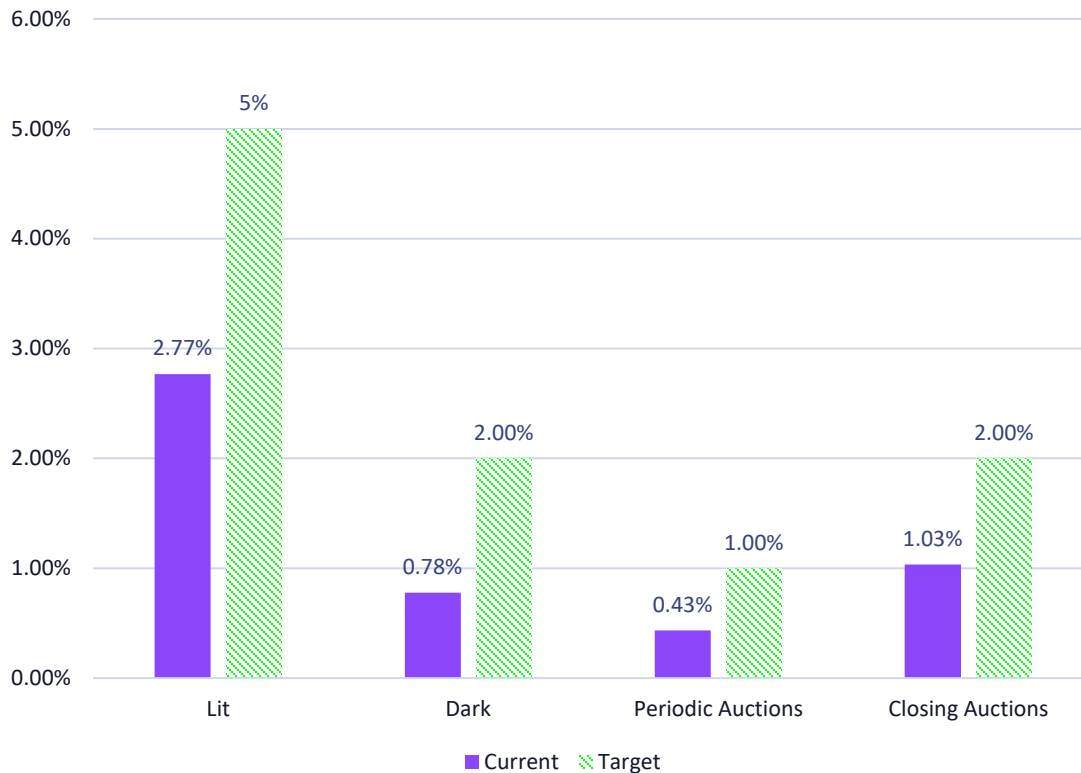
Revenue



Market share



Aquis Markets: medium to long term



European Equities Market Share – August 2023

Euronext	25.57%
Cboe Europe	23.07%
Xetra	11.32%
LSE Group	10.26%
SIX Swiss Exchange	7.10%
Nasdaq OMX	6.79%
Aquis	4.68%
Turquoise	4.36%
Bolsa de Madrid	2.20%
Liquidnet	1.34%
Virtu POSIT	1.26%
Equiduct	0.86%
SIGMA X MTF	0.73%
Wiener Borse	0.23%
Instinet Blockmatch	0.22%

Aquis Technologies

- Future contracted cash to be received over life of current contracts increases to **£9.3m** (£9.0m at Dec 22)
- Contract pipeline continues to develop in line with expectations
- Multiple renewals and/or extensions demonstrate customer loyalty and stickiness of revenue
- No contractual churn

7 signed technology contracts, with 2 yet to recognise revenue

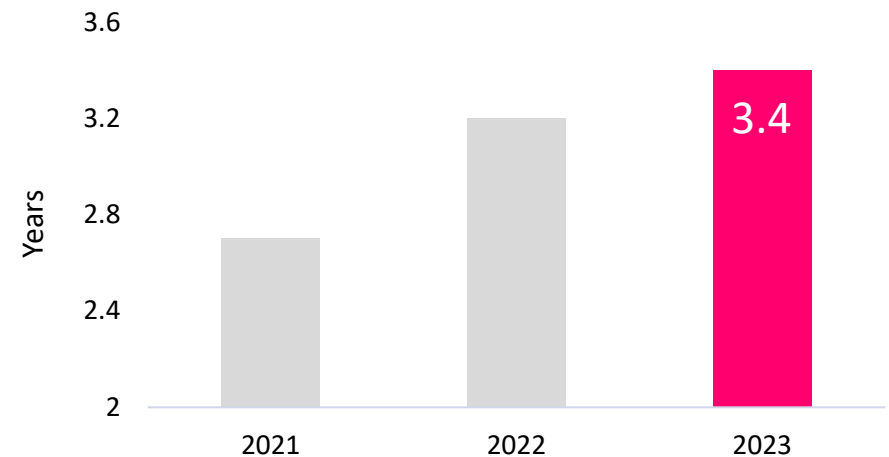
In H1 23 there was:

- 1 contract **renewal**
- 1 contract **extension**

In H2 23 there will be:

- 1 signed contract **due to recognise revenue**
- 1 further new contract **in final stages of negotiation**

Average length of technology contract



Aquis Data

Consolidated tape presents opportunity for future revenue, with progress made in both EU and UK

EU: agreement on creation of a consolidated tape has been reached and administrative process to follow

UK: underway by FCA; potential for late 2024

Advent of an equities consolidated tape would **disproportionately benefit Aquis**

H1 23 data revenues

£1.8m

Up 34% from H1 22

Data customers

85

Up 10% from 2022

Aquis Stock Exchange

Despite tough market conditions, Aquis remains positive on the long-term potential of the Aquis Stock Exchange

Aquis Stock Exchange **remains profitable**, with continued growth in revenue from issuer fees, adviser fees and market data

5 new IPOs (and **2** more post-period), good progress considering low market admissions activity across all UK markets

Pipeline remains strong, and significant progress has been made in building the profile and reputation of the Aquis Stock Exchange

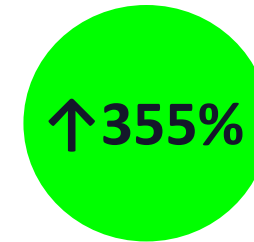
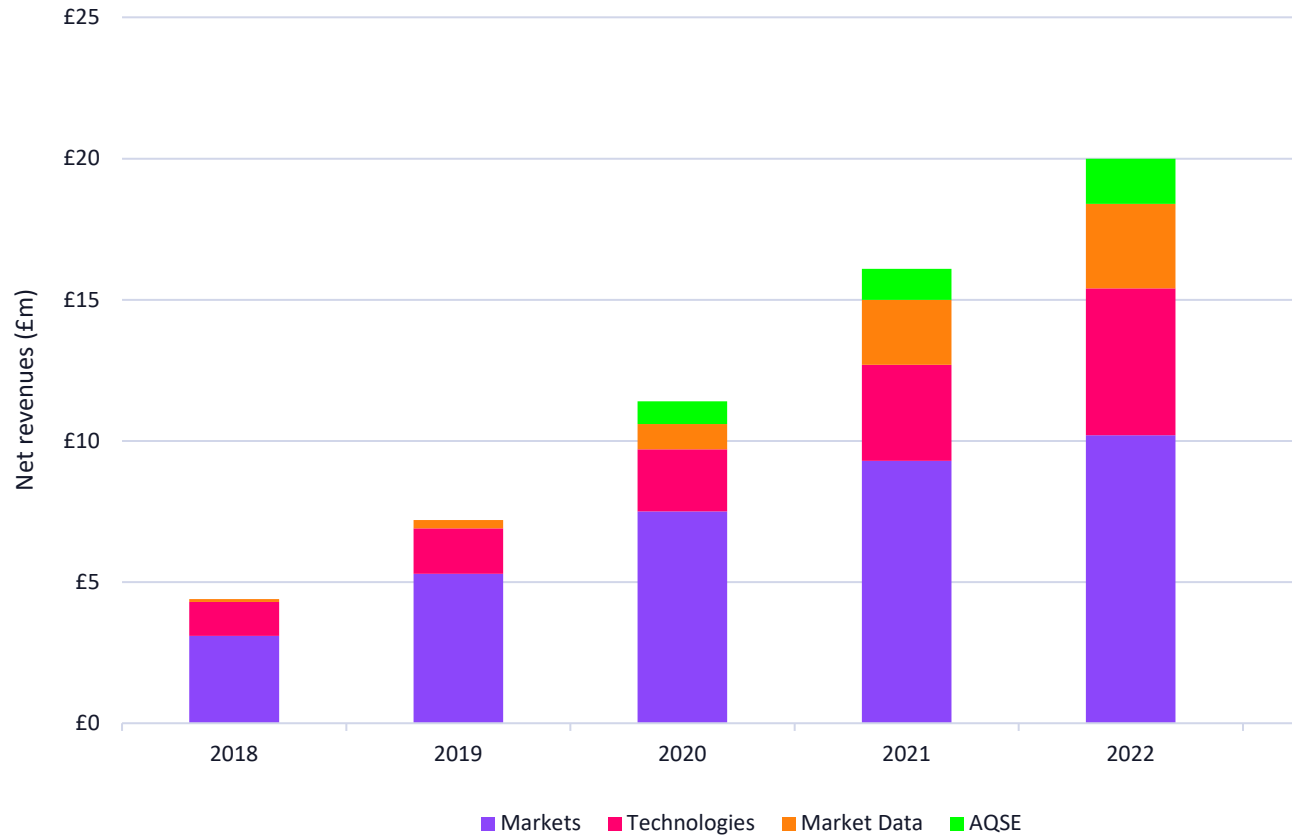


Key drivers of revenue

	Launch	2020	2021	2022	2023	2024+
aquis markets	Subscription model	New product - MaC New tiers introduced	New product - AoD	AMP dark pool Price increases	OptimX/ rule change	New products - Increased membership
aquis technologies		Cloud proof of concept with SGX & AWS			Equinox	Cloud DLT settlement
aquis data			Addition of AQSE data	Price harmonisation across AQXE and AQSE	Increased pricing	Consolidated tape Increased licence users Indexation
aquis stock exchange		Acquisition	Introduction of amended rule set & proportional governance	Increased IPOs		Indexation

Revenue growth over time

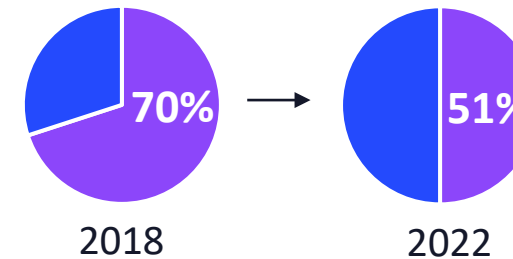
Net revenues since IPO



£15.7m

Increase in net revenues since 2018

Increased diversification:



Aquis Markets exchange revenue as a proportion of total net revenue



c75%

Recurring revenues (2022)

Improvements to environmental, social & governance practices reflected in ESGmark recertification results, and further work underway

ESGmark recertification:

91%

Up 11% from 2021



Changes and improvements made over the period include recycling food waste, motion sensor lighting, improved maternity and paternity benefits, and mentoring schemes

Further work underway to identify and improve Aquis' carbon footprint

	2023	2021
Environmental	79	66
Social	100	95
Governance	93	80
	91%	80%

Aquis: a track record of growth, with more to deliver



Positive start to 2023, continued revenue growth across all divisions



Rule change broadens potential market share



Technologies pipeline developing well



Consolidated tape revenue potential



FY23 in line with Board expectations

Questions?

