

# Interim results for the six months ended 30 June 2024



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**Alasdair Haynes**  
CEO



**Richard Fisher**  
CFO

# H1 2024: Group highlights



# Strategic progress across all divisions

Net Revenue

**£10.0m**

HY23: £9.7m

PBT

**£1.1m**

HY23: £1.1m

Cash

**£14.5m**

HY23: £13.9m

  
aquis  
technologies


Strong growth in contract pipeline; more than half are for national exchanges or central banks, demonstrating evolution of client profile

  
aquis  
markets

Market share up to 5.20% (FY23: 4.85%) following the rule change

  
aquis  
data

Revenues up with new data fees for members starting to flow through from Q2

  
aquis  
stock exchange

Despite continued challenging market condition for primary listings, the exchange has seen pleasing growth in trading volumes and fundraising levels

# Continued revenue growth

	H1 24 £m	H1 23 £m	Change
<b>Revenue</b>			
Exchange fees	6.1	6.1	-1%
Market data	2.2	1.8	17%
Technology licencing	0.7	0.8	-10%
Issuer fees	0.6	0.5	5%
<b>Gross revenue</b>	<b>9.5</b>	<b>9.3</b>	<b>2%</b>
ECL movement	0.5	0.3	49%
<b>Net revenue</b>	<b>10.0</b>	<b>9.7</b>	<b>4%</b>
Operating costs	-8.4	-8.0	6%
<b>EBITDA</b>	<b>1.6</b>	<b>1.7</b>	<b>-7%</b>
Depreciation / Amortisation / Interest	-0.5	-0.6	-3%
<b>Profit before taxation</b>	<b>1.1</b>	<b>1.1</b>	<b>-8%</b>
<b>Earnings per Share: Basic</b>	<b>3.0p</b>	<b>3.8p</b>	<b>-21%</b>
<b>Earnings per Share: Diluted</b>	<b>2.9p</b>	<b>3.6p</b>	<b>-18%</b>

## Net revenue

- Up 4%; supported by increased revenue from Market data
- Further revenue increases from Market data expected as member data fees are received across H2

## Operating costs

- Up 6% due to increased recruitment and inflation on staff and data costs

## Profit before taxation

- Overall PBT broadly flat at £1.1m

## Cash

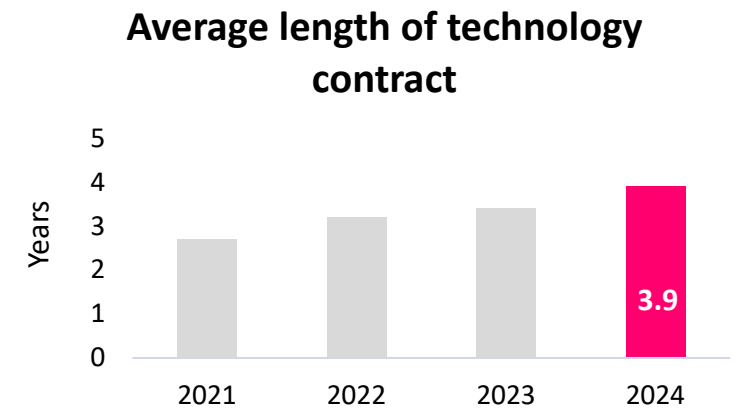
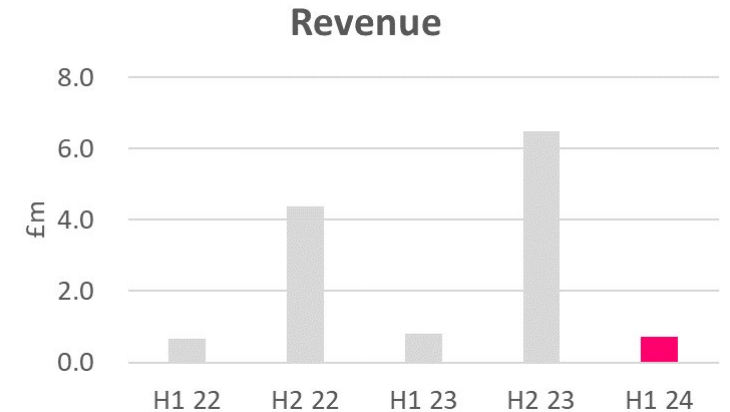
- Increased to £14.5m

# Divisional review



# Aquis Technologies: current contracts

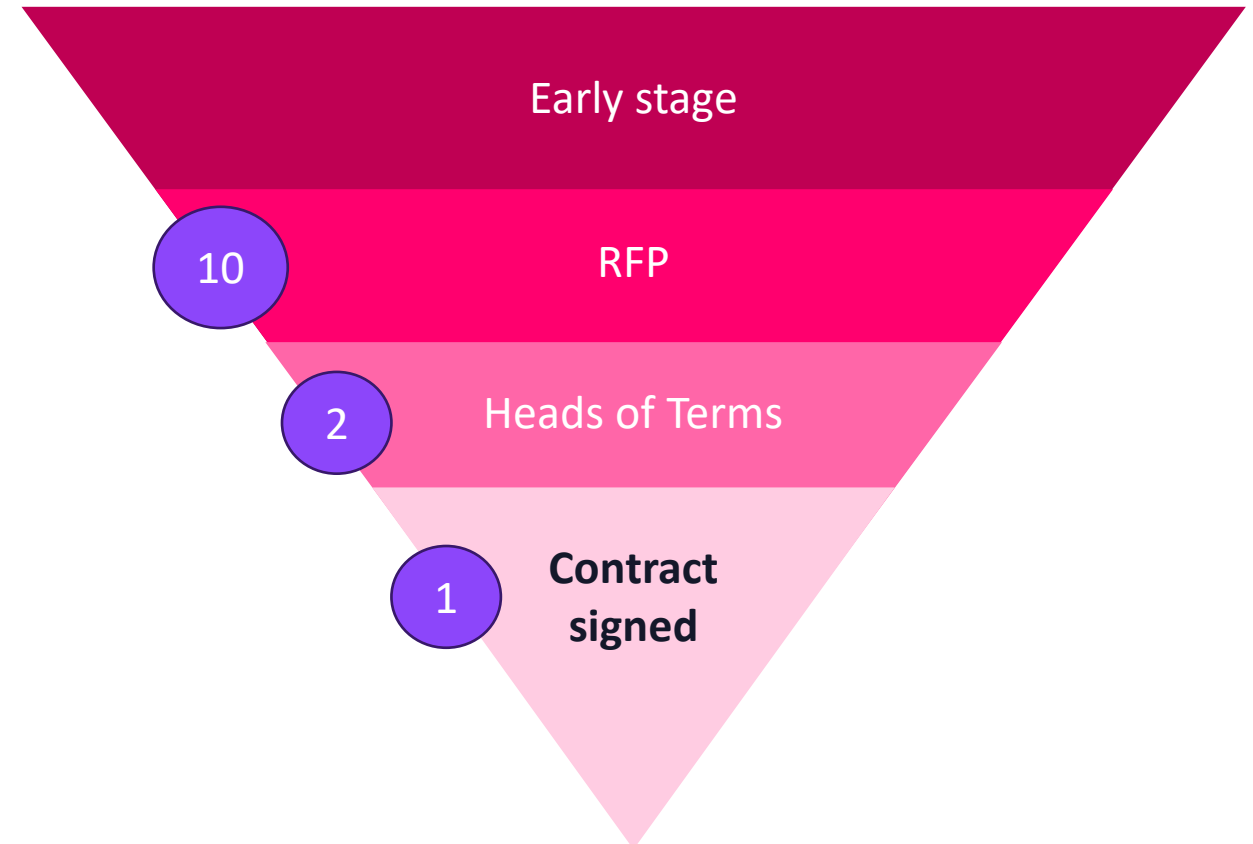
- We currently have 8 technology contracts, 2 of which are yet to recognise revenue.
- Future contracted cash to be received over life of current contracts increased to **£11.8m** (£9.3m at H1 23).
- Post-period end, the Group was informed that a historical contract for a start-up exchange would not be renewed, for a reason not related to Aquis or its technology.
- **The Group is excited by the scale of the opportunity** in this division and the improved quality of its pipeline.



# Aquis Technologies: pipeline

Record size of contract pipeline at 13 advanced opportunities, including:

- 1 contract signed subject to client funding
- 2 signed Heads of Terms
- 10 current RFP stage, **6 of which are with national stock exchanges or central banks**





# Aquis Technologies: strategic investment

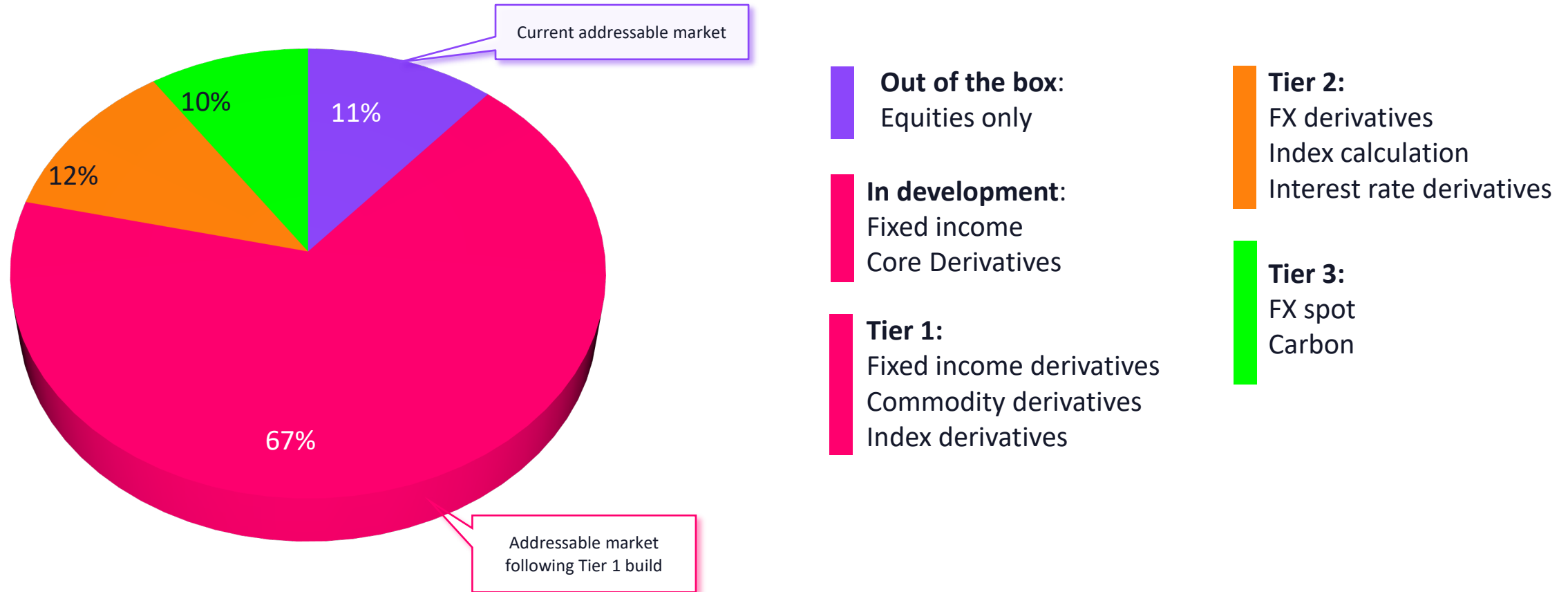
- **Market awareness has grown rapidly** following the announced contract with BDLR in late 2023.
- Aquis benefits from proprietary matching-engine technology, leading cloud and 24/7 capabilities along with more flexibility and scalability of build than legacy providers.
- **Significant opportunity to provide large multi-year contracts to exchange groups and central banks.**

## A strategic investment in the Technologies business:

- Broaden our advanced technological base; allowing us to **capitalise on opportunities across other asset classes**
- **Mitigate execution risk** and allow us to have a **shorter implementation period** for any contracts won
- We intend to invest an additional £6.2m cash over the next three financial years, on the build-out of a set of key products required to service the total addressable market

# Aquis Technologies: strategic investment

Total addressable market (TAM) will increase significantly with development of additional product capability



# Aquis Markets: market share and rule change

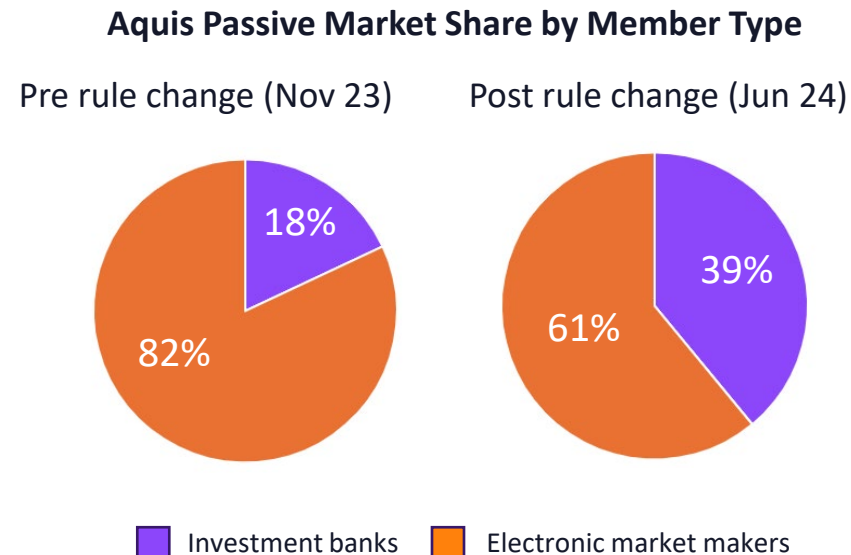
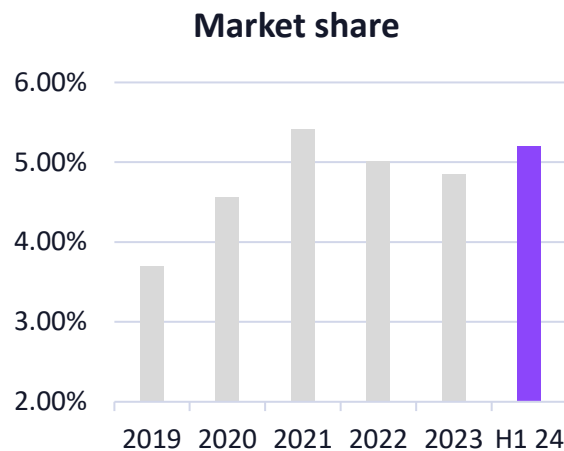
**Market share improvement:** Market share has grown to 5.20% (FY23: 4.85%) as a result of the rule change. More to come as members continue to adapt.

**Overall market volumes remain low:** Market conditions remaining challenging, with low lit market volumes persisting.

**Diversification of liquidity provision:** Greater proportion of passive market share from investment banks since rule change came into effect.

## European Equities Market Share H1 2024

Euronext	23.6%
Cboe Europe	23.2%
Xetra	11.3%
LSE Group	11.2%
SIX Swiss Exchange	7.4%
Nasdaq OMX	6.8%
<b>Aquis</b>	<b>5.2%</b>
Turquoise	3.9%
Bolsa de Madrid	2.6%
Liquidnet	1.4%
Virtu POSIT	1.4%
Equiduct	0.9%
SIGMA X MTF	0.6%
Wiener Börse	0.3%
Instinet Blockmatch	0.3%



# Aquis Markets: other highlights

**Diversification of product suite:**  
addition of conditional order types  
brings total number of products to 5.

**Investment in OptimX Markets:**  
second half of investment made,  
taking stake to 10.2%. OptimX  
continues to make progress; will add  
additional connectivity to AMP, and  
provide clients with the ability to  
cross large blocks.

**No. of products**

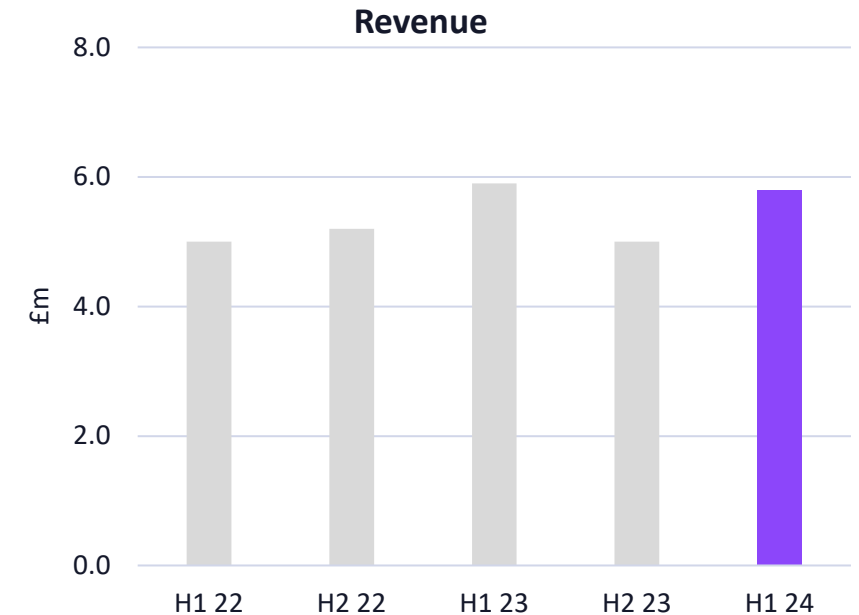
**5**

Up from 4

**Trading members**

**42**

FY23: 42

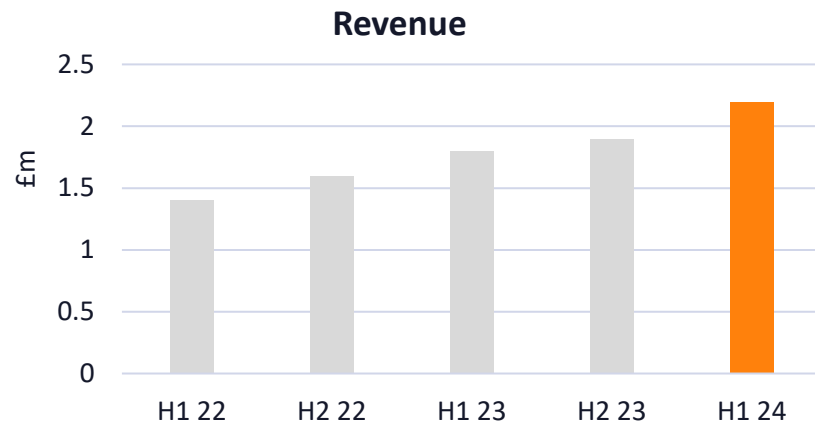


# Aquis Data and the Consolidated Tape

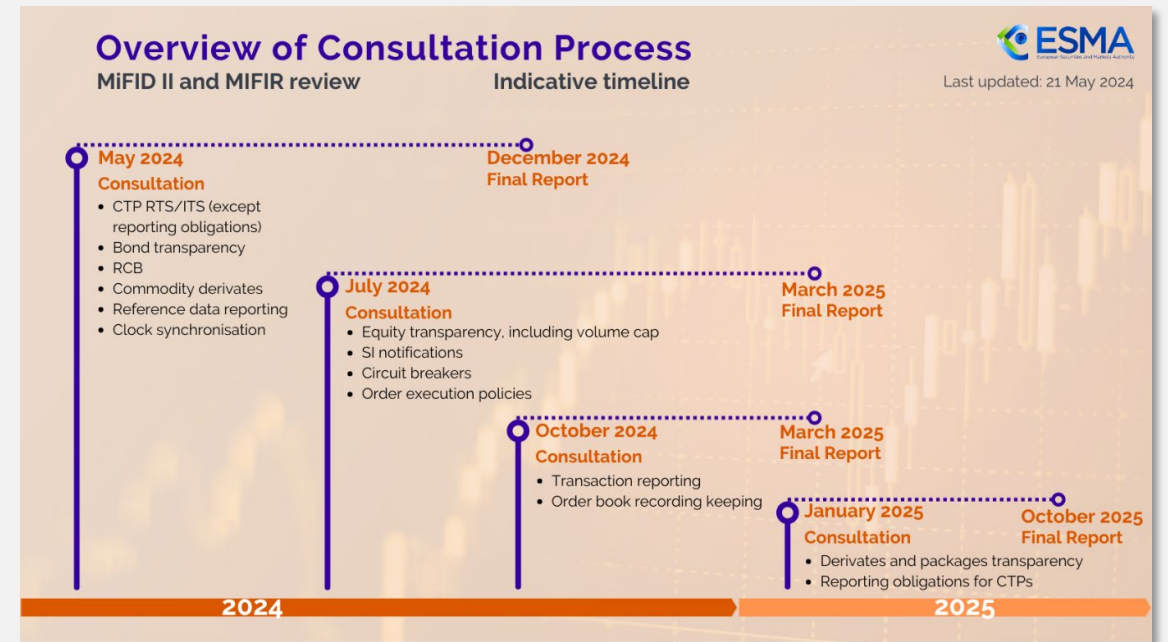
Continued progress towards **UK and EU consolidated tapes**, which provide material upside potential for Aquis.

**107 data customers**, up from 75 at FY23.

**Member data fees** commenced in Q2, resulting revenue will continue to flow through in H2.



## Overview of Consultation Process



Source: ESMA

<https://www.esma.europa.eu/trading/mifid-ii-and-mifir-review>

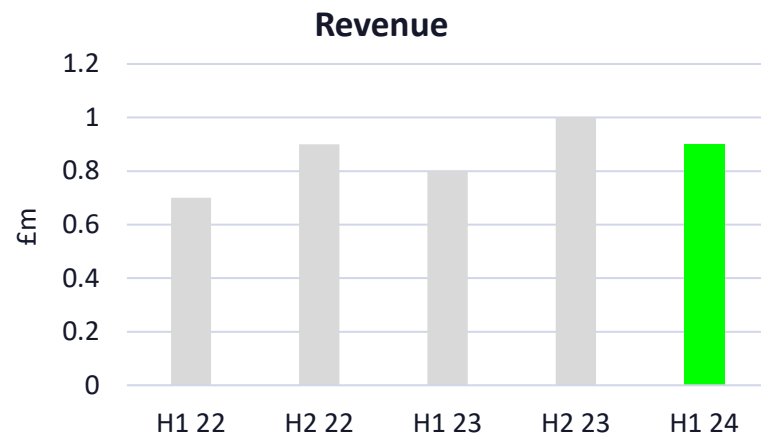
# Aquis Stock Exchange

Despite tough market conditions, Aquis remains positive on the long-term potential of the Aquis Stock Exchange, which is **profitable**.

**2 IPOs** in a considerably depressed primary listings environment.

**3 issuers** graduated from Access to Apex in the period, and a further one post-period.

Strong pipeline for Q4 24 and Q1 25.



## H1 trading highlights:

- 44% increase in value of trading\*
- 10% increase in number of trades\*
- £100m traded

## H1 fundraising highlights:

- £87m raised
- 23% of further issues were £1m+
- 88% increase in total value of further issues\*

\*compared to H1 23



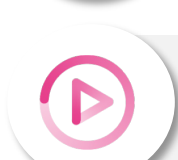
## H1 IPOs:



# Outlook and conclusion



# Outlook and conclusion

-  Size and quality of Technologies pipeline has grown considerably
-  Further progress towards an EU consolidated tape
-  Rule change has strengthened market position
-  Strong cash position providing capacity to continue to invest in growth opportunities
-  Current trading in line with Board's expectations set out in August 2024 trading update



Questions?

