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Agenda

Introductions
Operational review
Financial review
Summary & outlook
Market overview
Company overview, proposition and ESG commitment

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Operational review

Peter Brotherton – Chief Executive Officer



Operational highlights

Excellent progress made executing the strategic growth plan

- New four-bank syndicate facility signed in Apr-22, with £80m committed funds and a further £20m accordion at competitive interest rates.
- Three further acquisitions made in the period at an initial cash cost of £23.2m, adding both enhanced capability and significantly increasing scale.
- The new divisional structure announced at the time of the FY22 final-results has been fully implemented, providing a significantly strengthened management team whilst also positioning the Group to successfully execute its ambitious growth strategy.
- Excellent progress made in integrating the newly acquired businesses, with c.£10m of annualised synergy cost savings already realised and plans in place for a further £7m of annualised savings.
- New sales volumes are now significantly ahead of the pre-covid period.

Further progress against acquisition strategy

Significantly enhanced service capability

- The acquisition of Sungard Consulting was completed on 7 June 2022 for a cash consideration of £4.2m, significantly enhancing our cyber security capability.
- The acquisition of Sungard DC s was completed on 7 July 2022 for an initial cash consideration of £10.12m. Whilst this was primarily a scale acquisition, it also added business recovery products and solutions to the Redcentric portfolio.
- These acquisitions, combined with the Piksel (Hyper-cloud) and 7 Elements (Cyber security) acquisitions made in FY22, have added significant capability and we believe that we now have one of the broadest product offerings in the market. In addition all of the capability acquisitions give us enhanced access to the highest growth areas of the market

Transformational scale acquisitions

- The acquisition of Sungard DCs and 4D Data Centres Ltd have added significant scale to the Group. These acquisitions, along with the capability acquisitions, have increased run rate revenues by circa 70%.
- The five acquisitions completed in the ten months between September 2021 and July 2022 have added c.650 blue-chip and mid-market customers to the Redcentric base.
- Most of the newly acquired customers take one service only and this therefore provides a significant opportunity to further grow revenues by cross selling Redcentric's broad range of products and services.
- Both scale acquisitions provide very substantial cost synergy opportunities.





7 Elements

Mar-22

Divisional operating model



Cloud Services

Cloud offering significantly strengthened through acquisitions.

Solutions range from colocation to hybrid and public cloud services.

IT modernisation, digital transformation, and Dev-Ops skills complete Cloud Services portfolio.

Annualised recurring revenue contribution 55%



Network Services

Network integration and data connectivity solutions are our core offering.

Network Services delivered from our own highly available and agile network.

Significant prominence in public sector networks being the second largest supplier of HSCN connectivity.

Annualised recurring revenue contribution 35%



Communication Services

Strong product portfolio ranging from IP Telephony to UCaaS.

Mobile product to be launched in H2-23.

Revenue opportunity currently underdeveloped, but new divisional structure and recruitment of UCaaS specialists expected to drive growth.

Annualised recurring revenue contribution 7%



Cyber Security, Consultancy & Other

Wrap around security services, including penetration testing and managed vulnerability scanning, enhanced through 7 Elements acquisition.

Standalone Support Services division with new Customer Services Director role to maintain customer centric focus.

New Chief Technology Officer driving innovation, increased automation and operational efficiency.

Annualised recurring revenue contribution 3%

Integration of acquired businesses

Integration and synergy savings update

- The Sungard Consulting acquisition has been fully integrated into the Redcentric Cyber Security division. Given that this was a capability acquisition, synergy cost savings have been limited.
- The 4D acquisition has largely been left as a standalone operation whilst we focused our efforts on the larger and lossmaking Sungard DCs business. The 4D business will be fully integrated by the end of the financial year (FY23).
- During the first five months of ownership, we have made considerable progress integrating the Sungard DCs acquisition:
 - Following a three-month transitionary period, all the acquired Sungard customers have been fully onboarded onto Redcentric's operational platforms. The remaining integration activities for the Sungard acquisition are on track to be completed by the end of this financial year.
 - To date the following annualised synergies have been realised:
 - Employee headcount reductions generating savings of £3.2m;
 - Property lease negotiations have yielded year one savings of £4.5m;
 - The removal of non required costs, renegotiation and alignment to Redcentric terms and in-sourcing of certain functions have yielded combined savings of £2.3m.
- Further initiatives are underway to remove an additional £7m of annualised costs from the Sungard DCs and 4D acquisitions, including significant energy conservation measures (c.£3m) and the sale or closure of the Elland data centre facility which was acquired as part of the Sungard DCs acquisition.

Integration of acquired businesses

Energy efficiency measures

- As part of the Sungard DCs and 4D acquisitions five leased data centre facilities were acquired, four of which are own managed facilities:
 - The acquired 4D data centres both have good energy efficiency measures in place in line with the historic Redcentric facilities;
 - Three data centres were acquired with the Sungard DCs acquisition, one of which (Elland) is significantly under utilised and hence will be sold or closed by the end of the financial year (FY23). The remaining two facilities have practically no energy conservation measures in place and hence require significant capital investment, which is expected to deliver benefit in FY24 and beyond.
 - The Hounslow facility is viewed as a key strategic asset and this is where the majority of the investment will be made, including the following:
 - Cold aisle containment
 - Replacement and upgrade of chiller equipment
 - Solar panels
 - These initiatives will be largely completed by the end of this financial year, are expected to cost c.£3.0m in H2-FY23 with a further £1m in H1-FY24. Based on the current government price guarantee of 21.1 p/kWh, we would expect a payback of approximately one year and a material reduction in our carbon emissions.

Organic sales growth

Enhanced sales team, enlarged customer base and wider product offerings

- After an initial surge in demand for remote working solutions, the period post the outbreak of the COVID-19 pandemic resulted in a dearth of large-scale IT projects and sales levels declined to c.60% of historic levels.
- Over the last six months new sales volumes have increased significantly and are currently running at c.150% of the historical pre COVID-19 levels. In addition, the organic customer base has increased in each of the last six months as a result of new sales orders being in excess of cancellations and renewal churn. We attribute these increases to the following factors:
 - Businesses are now re-engaging and revisiting previously postponed largescale IT projects;
 - With historical issues firmly behind us, we are starting to attract more new logos to the business;
 - The size and capability of the sales function has increased significantly, with a newly appointed sales director and quota bearing heads increasing from 25 as of 31 March 2021 to 43 as of 30 September 2022;
 - The acquisitions undertaken in FY-22 and this financial year have added c.650 blue-chip and mid-market customers giving rise to greater cross sell opportunities;
 - The acquisitions have also significantly broadened our products and solutions portfolio.

Financial review

David Senior – Chief Financial Officer

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Group income statement

	H1-23	H2-22	H1-22	H2-21	H1-23 vs H1-22
	£'m	£'m	£'m	£'m	%
Revenue	61.5	49.0	44.3	45.2	39%
Cost of Sales	(18.1)	(17.1)	(16.7)	(15.9)	-8%
Gross Profit	43.5	31.9	27.6	29.3	57%
Gross Margin	70.6%	65.1%	62.4%	64.9%	8.3%
Operating Costs	(31.8)	(20.1)	(15.8)	(17.0)	-101%
Adjusted EBITDA	11.7	11.9	11.9	12.3	-1%
EBITDA Margin	19.0%	24.2%	26.8%	27.3%	-7.7%
Depreciation of property, plant and equipment	(1.4)	(0.1)	(2.6)	(0.7)	45%
Amortisation of intangibles	(4.2)	(3.9)	(3.1)	(3.7)	-35%
Depreciation of ROU assets	(5.3)	(3.1)	(1.5)	(3.6)	-268%
Gain on bargain purchase	9.7	-	-		100%
Exceptional Items	(4.7)	(0.8)	(0.9)	5.9	-435%
Share based payments	(0.5)	(0.9)	(0.3)	(0.4)	-89%
Interest	(1.1)	(0.5)	(0.5)	(0.6)	-106%
Profit before taxation	4.1	2.5	3.0	9.3	37%
Taxation credit / (expense)	(0.6)	1.5	(0.1)	(2.2)	519%
Profit after tax	3.5	4.0	2.9	7.1	21%

- Total revenue increased by 39% to £61.5m (H1-22: £44.3m) with recurring revenue of £56.4m (H1-22: £39.6m), the proportion of recurring revenue has increased to 91.7% (H1-22: 89.6%) as a result of relative higher proportion of recurring revenues in the acquired businesses.
- Gross profit reflects revenue performance with an improvement in margin, now 70.6% (HY-22: 64.9%) reflecting the high gross margin revenue contributions from the 4D and Sungard acquisitions.
- Adjusted operating costs were higher reflecting additional people and indirect costs linked to the 4D and Sungard acquisitions. Group headcount has increased by 135 since 31 March 2022 to 602 (FY-22: 467) primarily due to the acquisitions.
- Adjusted EBITDA was £11.7m (HY-22: £11.9m) with adjusted EBITDA margins decreasing to 19.0% (HY-22: 26.8%) as a result of investment in organisational structure and impact of acquisitions.
- Profit before tax increased by 37% to £4.1m (H1-22: £3.0m) reflecting exceptional items of -£4.7m (H1-22 £0.9m) and gain on bargain purchase of £9.7m:
 - exceptional items largely consist of acquisition and integration costs of £3.5m; and
 - gain on bargain purchase reflects negative goodwill of £9.7m arising on the acquisition of the trade and assets relating to 3 UK Data Centres acquired from Sungard Availability Services (UK) Limited (in administration).

Adjusted net debt

	H1-23 £'m	FY-22 £'m	FY-21 £'m
Adjusted EBITDA	11.7	23.7	24.6
Working Capital movements	(9.5)	(3.9)	1.9
Cash Generated from operations	2.2	19.8	26.5
Capital expenditure – cash purchases	(1.5)	(3.2)	(2.9)
Capital expenditure – finance lease purchases		-	(2.2)
Proceeds from sale and leaseback off assets		-	1.0
Capital Expenditure	(1.5)	(3.2)	(4.1)
Corporation tax	(0.2)	0.2	(0.1)
Interest paid	(0.5)	(0.1)	(0.4)
Non Cash provisions		(0.6)	-
Loan arrangement fees/fee amortisation	(0.1)	-	(0.0)
Finance lease/term loan interest	(0.4)	(0.9)	(1.0)
Effect of exchange rates	0.0	0.0	(0.0)
Other movements in net debt	(1.2)	(1.2)	(1.6)
Normalised net debt movement	(0.6)	15.4	20.7
Cash cost of acquisition net of cash acquired	(23.2)	(10.4)	-
Cash cost of exceptional items	(4.8)	(2.1)	(8.9)
IFRS16 modifications	(16.8)	(1.3)	3.9
Cash received on sale of non core business unit		5.8	(1.2)
Share issues / Share buy back		(2.7)	5.8
Sale of treasury shares		0.0	0.5
Non capitalsed finance lease purchases		(0.1)	0.0
Dividend paid to shareholders	(3.7)	(5.6)	(1.9)
Net decrease (increase) in net debt	(49.1)	(1.1)	19.0
Net debt at the beginning of the period	(16.6)	(15.6)	(34.5)
Net debt at the end of the period	(65.8)	(16.6)	(15.6)

- Net debt has increased by £49.1m since 31 March 2022 to £65.8m, reflecting:
 - Consideration net of cash acquired for 4D Data Centres Limited, Sungard DCs and the consulting and risk and resilience business from Sungard Availability Services (UK) Limited of £23.2m;
 - o Additional IFRS lease liabilities of £16.8m in relation to data centre properties and leases acquired with 4D and certain Sungard DCs;
 - An investment of £3.2m, reflecting stock forward bought to avoid significant price increases, protecting profitability, and to ensure that supply chain issues do not delay network rollout projects. It is anticipated that approximately half of this working capital investment will reverse by the end of the financial year;
 - An additional working capital requirement of £6.3m as the Company worked to onboard the customers acquired as part of the Sungard acquisition. The invoicing relating to this onboarding has now been brought up to date and hence this adverse working capital impact is expected to reverse in H2 of the year ended 31 March 2023 ("FY23");
 - o Exceptional costs of £4.8m were incurred in the period, £2.5m higher than anticipated due to additional integration and restructuring costs in relation to the 4D and Sungard acquisitions. Approximately half of these additional costs will result in like for like additional annual savings in the financial year ending 31 March 2024.

Balance sheet

Strong balance sheet maintained

- The net asset position is broadly in line with the prior period.
- The increase in intangible assets reflects the acquired intangible assets and goodwill in relation to Sungard consulting, Sungard DCs and 4D.

	H1-23 £'m	FY-22 f'm	H1-22 £'m	FY-21 £'m
Intangible assets	102.3	67.7	68.7	61.3
Property, plant and equipment	15.2	5.4	5.1	5.8
ROU assets	28.0	17.0	17.5	18.8
Current assets (Excluding cash)	37.3	23.5	20.7	26.7
Deferred income	(8.0)	(7.5)	(8.4)	(7.5)
Other current liabilities	(29.2)	(17.7)	(16.9)	(15.6)
Provisions	(4.7)	(3.9)	(2.7)	(3.3)
Deferred tax	(3.0)	4.0	2.9	1.4
Net debt	(65.8)	(16.6)	(15.4)	(15.6)
Net assets	72.2	71.8	71.5	72.1

Net debt analysis

- Adjusted net debt of £39.3m as at 30 September 2022 (31 March 2022: adjusted net debt of £1.5m).
- The net debt position reflects the following:
 - Consideration net of cash acquired for 4D Data Centres Limited, Sungard DC' and the consulting and risk and resilience business from Sungard Availability Services (UK) Limited of £23.2m;
 - A working capital requirement of £9.5m relating to an investment in stock of £3.2m and an additional working capital requirement of £6.3m as the Company worked to onboard the customers acquired as part of the Sungard acquisition.
 - Exceptional costs of £4.8m were incurred in the period largely relating to integration and restructuring costs in relation to the 4D and Sungard acquisitions.
 - Senior bank debt at 30 September 2022 was £40m

	H1-23 £'m	FY-22 £'m	H1-22 £'m	FY-21 £'m
Cash	2.6	1.8	3.6	5.3
Revolving credit facility	(40.0)	-	_	-
Finance Leases	(1.9)	(3.4)	(3.9)	(4.3)
Net bank cash / (debt)	(39.3)	(1.5)	(0.4)	1.0
Term Ioans / Supplier Ioans	(0.5)	(1.0)	(1.0)	(1.5)
IFRS 16 Lease Liabilities	(28.5)	(14.1)	(13.9)	(15.1)
Statutory Net Debt	(65.8)	(16.6)	(15.4)	(15.6)

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Financial performance – revenue and profitability

Revenue

£61.5m (+39%)

Recurring revenue of £56.4m (+43%) equivalent to 92% of total revenue (H1-22: 90%)

Adjusted operating costs

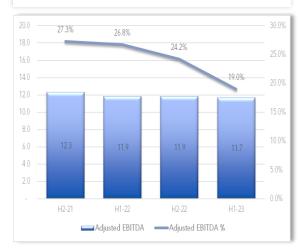
£31.8m (+>100%)

Operating cost increase reflects additional costs associated with acquired businesses and increased energy costs

Adjusted EBITDA

£11.7m (-1.3%)

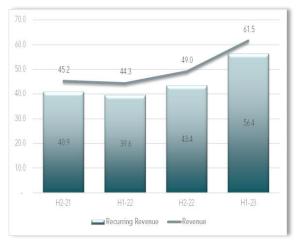
Adjusted EBITDA margin of 19% (H1-22: 26.8%), reflecting the initial loss-making position of one of the acquisitions and additional cost of supporting the divisional structure

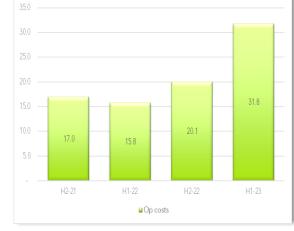


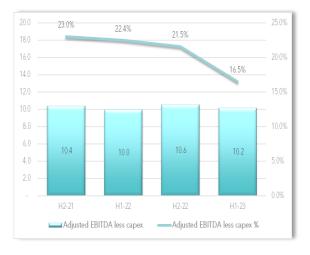
Adjusted EBITDA less capex

£10.2m (+2.1%)

Capex reduced marginally to f1.5m (H1-22: f1.9m)





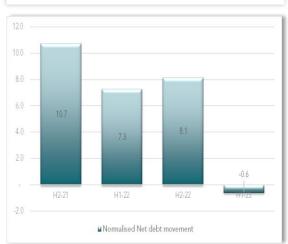


Financial performance – liquidity & earnings

Normalised net cash / (debt) movement

f-0.6m (-f8.7m)

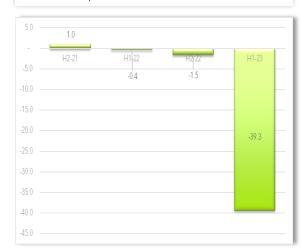
Includes a working capital requirement of £9.5m reflecting an investment in stock (£3.2m) and a further £6.3m as Sungard customers are onboarded, which will reverse by year end.



Adjusted net debt

£39.3m (+37.8m)

Increase due to:
Acquisition consideration net of cash of £23.2m;
A working capital requirement of £9.5m; and exceptional costs of £4.8m.



Trade debtors

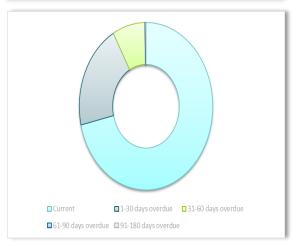
£16.6m (+>100%)

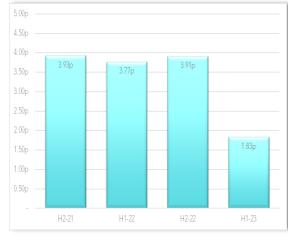
Increase in debtors reflects the acquisitions made in the period. The ageing profile remains excellent with 92% of debt <30 days overdue.

Adjusted earnings per share

1.83p (-52%)

Decrease in adjusted EPS reflects the temporary increased cost base of the acquisitions, which will generate future earnings.





Dividend policy and share buyback

- The Board has reviewed the financial performance of the business and has decided to maintain an interim dividend of 1.2p per share.
- As noted at the time of the full year results, the Board will continue to review its policies in relation to dividends and share buybacks having regard to the Company's debt position and additional acquisition opportunities to continue the Group's M&A strategy.

Ex-dividend date 15 December 2022

Record date 16 December 2022

Last day for DRIP elections 06 January 2023

Payment date 27 January 2023



Finance facility update

Newly secured finance facility to support Redcentric in its next phase of growth

- In Apr-22, Redcentric completed and significantly increased the refinancing of its Group debt facilities to support the growth strategy, including acquisition activity.
- The new facility consists of an £80m Revolving Credit Facility ("RCF") and a £20m accordion facility.
- Initial maturity date of 26 April 2025 with options to extend by a further 1 or 2 years.
- Competitive rates with borrowing cost equivalent to 205 basis points over SONIA at current leverage levels.
- A commitment fee of 40% of margin is payable on the undrawn portion of the RCF.



Summary & outlook

Peter Brotherton – Chief Executive Officer



Summary and outlook

Summary

Excellent progress has been made in executing our strategic growth objectives. During the period three acquisitions have been completed which, added to the acquisitions undertaken in FY22, have transformed the business.

The acquisition strategy has significantly increased our hypercloud and cyber security capabilities, giving improved access to higher growing segments of the market.

Excellent progress made integrating the newly acquired businesses, with c.£10m synergies realised to date and plans in place for a further c.£7m.

The increased customer base, additional capability and enhanced sales team is driving improved sales performance.

Outlook

During the second half of the year we will focus on completing the integration of the acquisitions, extracting further cost synergies, and implementing energy efficiency measures across the Sungard DCs estate.

With the recently enhanced sales team, the increased breadth of products and the enlarged customer base we are confident that organic growth will be generated in addition to the inorganic growth already demonstrated.

The Board is confident that Redcentric will continue to build on the progress made over the last eighteen months, delivering enhanced growth for the Group.

Appendix

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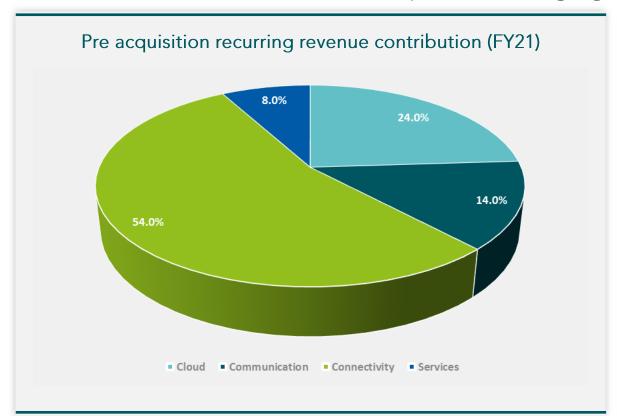
Market overview

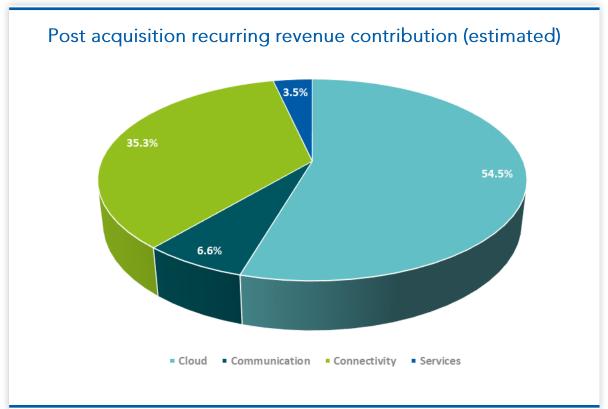
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Transformed service offering

Having transformed our service offering through recent acquisitions, the Group is ideally positioned to capitalise on high growth areas of the market





High growth market opportunity

Transformed cloud and security capability provides access to high-growth segments of the market

UK IT services market growing at 7% CAGR

Total UK IT services market is expected to be valued at £183bn by 2025 (estimated £146bn in 2022).

There are several areas that are materially outperforming the wider IT services market.

Cyber security consulting forecast to grow at 12% CAGR

Total UK cyber security market set to grow by 10% CAGR, with cyber security consulting leading the charge. 7E provides access to this high-growth market.

Cloud infrastructure management a major contributor to growth

Huge addressable market opportunity for Redcentric's newly created Cloud Services division.

Total cloud infrastructure services market expected to grow at 12% CAGR with Infrastructure as a Service (IaaS) expected to grow by an impressive c.30% CAGR.

High growth in data centres

Growing demand for data centres and colocation as organisations shift away from on-premise and seek private or hybrid infrastructure that removes the maintenance burden whilst providing a more cost effective and efficient solution.

Demand for digital transformation set to continue

Digital transformation and cloud consultancy services continue to be high priority and is predicted to grow at 4% CAGR as organisations seek to accelerate digital strategies following the pandemic as they adapt to long term hybrid working.

Our response to market drivers

Outlook remains positive, despite ongoing headwinds, supported by robust market dynamics and a compelling service offering

Digital transformation accelerated by COVID-19

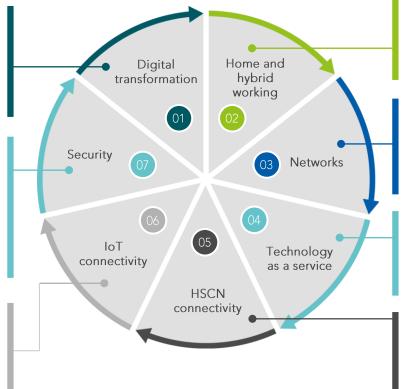
Newly created Cloud Services division with transformed capability Complete end-to-end digital transformation offering

Growing need for enhanced cyber security

Transformed security offering Including high-growth penetration testing and managed vulnerability scanning

Organic and inorganic opportunities to develop a SOC

Growth in IoT and mobile devices
Increased SD WAN offering
5G capable cellular connectivity
Customer management portal



New era of hybrid working Rapid adoption of Microsoft Teams and Zoom

Tailored UCaaS solutions, incl. Call2Teams
Expanded data centre estate positioned for nationwide office space rationalisation

Significant demand for high-speed networks BT switching off UK copper networks in 2025

Robust and reliable core infrastructure SD WAN offering with 5G capable cellular connectivity

Significant demand for technology as a service

Complete managed service portfolio laaS, PaaS, UCaaS, managed WAN, managed wireless networking, managed vulnerability scanning

HSCN connecting the UK's health and social care network

Secure remote access platform

Experience spanning almost two decades

Our response to ongoing headwinds

- We continue to work closely with our suppliers to manage hardware shortages and avoid delays to customer projects.
- We are keeping abreast of volatile electricity prices and continue to adapt our forecasts and procurement policy accordingly.
- Additional service capabilities gained through acquisitions have provided new market opportunities to mitigate areas of subdued activity such as largescale IT projects and non-critical services.
- We are cognisant of sector-wide employment, retention and salary inflation challenges and continue to take a proactive approach to feedback from our colleagues.

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Company overview, proposition and ESG commitment

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Redcentric at a glance

Redcentric is a leading IT managed services provider delivering highly available connectivity, cloud and Communication solutions that help public and private sector organisations succeed



Formed in 2013 when Redstone reversed into InTechnology Plc

The Group is comprised of 7 historical acquisitions which are all fully integrated and a series of 5 acquisitions completed between Sep-21 and Jul-22 building additional capability and transformational scale



The Group has significantly expanded its product offering in the high market growth areas of Hyper-cloud and cyber security

520 UK colleagues with the majority based out of the York and Harrogate offices, and a further 90 colleagues based out of our offshore Hyderabad office

Dual 24/7 security and network operation centres



2,000+ UK-based large SME and enterprise customers

Circa 90% recurring revenues

83% derived from the private sector and 17% from the public sector,

Growing public sector presence, particularly with the acquisition of Sungard DCs



High level of ISO and Public Sector accreditations with presence on 9 public sector procurement frameworks



Growing business with sector-leading financial metrics and an emphasis on acquisitions to complement organic growth

Significant scale added with recent acquisitions increasing run rate revenues to c.£150m

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Transforming and managing your mission critical IT infrastructure

KEEPING 20,000

CUSTOMER SITES CONNECTED

ENABLING 97,000

users to communicate & collaborate



PROVIDING ASSURANCE TO

100S OF ORGANISATIONS



NHS DIGITAL PARTNER

oo hosting national oo

CRITICAL INFRASTRUCTURE





HELPING OVER 400

organisations confidently

MOVE TO THE CLOUD

Trusted partner to over 2,000 organisations





Guaranteeing availability for the No.1 trade kitchen supplier



Improving the patient experience for 1.5m people



Ensuring content delivery to 22 million viewers THE WHITE COMPANY

Enabling a £100m e-commerce business

End-to-end management,
total control, accountability and
a single point of contact with
solutions delivered across our own
network, platforms and data centres.



Multiple UK-based Tier 3 designed data centres



Own 100GB network



Voice & laaS platforms



24/7 Network and security operations centre



Offices throughout the UK



UK-based support team

T 0800 983 2522
E sayhello@redcentricplc.com
W www.redcentricplc.com

Our enhanced service portfolio



Cyber security

Managed perimeter security service

Scanning & remediation Cloud data protection

Identity & access management solutions

Information security policy development



Cloud

(Azure & AWS)

Infrastructure as a service

Backup as a service

Virtual desktops

Database administration



Connectivity

SD-WAN

Managed WAN Managed LAN

Network connectivity options

Secure remote access

Internet access

HSCN connectivity

Public cloud connectivity (Azure & AWS)

Managed wireless networking

Cellular MPLS primary & failover

WAN Insight



Communication

Hosted telephony Unified communications

Microsoft Teams

Webex Teams

Microsoft Teams calling Call recording & Voice Al

Call reporting

Calls & lines SIP trunks

CallConnect GP PCI Comply

Keep my place inthe queue / ARC

User device management

LAN infrastructure Telephony infrastructure On-premises Wi-Fi

On-premises security IT consultancy services Implementation services Maintenance & support services

Hardware - switches, routers, servers, PCs & laptops

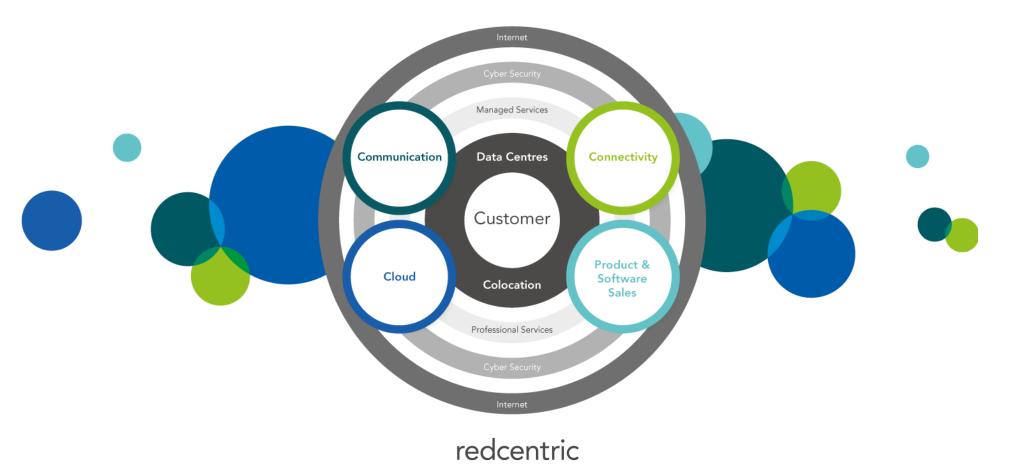
Applications & software sales Microsoft licensing & licence optimisation Microsoft operating systems



Product and software sales

OUR SERVICES AND CAPABILITIES

We can offer a rich end-to-end technology portfolio covering the full spectrum of cloud, colocation, connectivity, communication and cyber security solutions designed and delivered by our own highly skilled teams from our privately owned infrastructure.



The investment proposition

Growing market driven by the move towards offpremise solutions and mobile access to secure services

Digital transformation accelerated by COVID-19

A highly fragmented market undergoing consolidation with ample acquisition opportunities

Diverse customer base Growing public sector presence Strong Healthcare offering

The Board will continue to review its policies in relation to dividends and share buybacks having regard to the Company's debt position and additional acquisition opportunities to continue the Group's M&A strategy

Transformed cloud business

Complete end-to-end digital transformation capability enabling a customer's journey from colocation to hyperscale cloud

Attractive A clear vision market and strategy dynamics Compelling Leading financial customer metrics base Continued Dividend acquisition policy focus 05 Platform for Full hyperscale delivering capability synergies

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Ongoing investment in infrastructure Explore and invest in new technologies Acquisitions to support organic growth

Sector leading margins

High recurring revenues

Strong cash management and cash flow conversion

Emphasis on acquisitions to grow scale and capability

Successfully completed 5 acquisitions between Sep-21 and Jul-22

Developed an integration play book

Pipeline of identified targets

Single ERP system connecting the entire business and providing an efficient operating platform to support growth

Significant network and data centre infrastructure rationalisation completed pre recent acquisitions

Capacity for further consolidation following acquisitions

Our valued customers

Our private sector customer

- 83% revenues
- Diverse customer base























Spire Healthcare





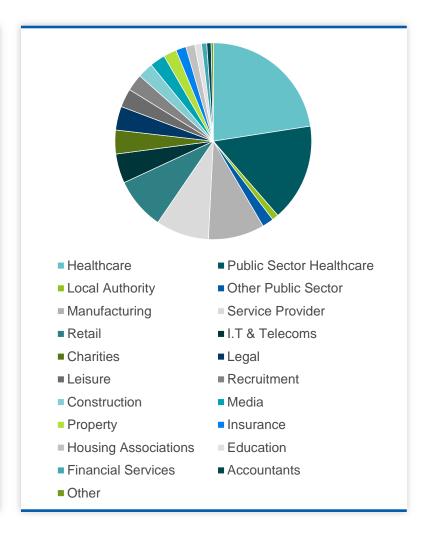
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Our public sector customers

- 17% revenues
- Growing public sector presence, particularly with the acquisition of Sungard DCs
- Strong Healthcare offering
- 9 public sector frameworks:
 - RM1557.12 G-Cloud 12
 - RM3825 HSCN Peering
 - RM3808 Network Services 2
 - RM3808 Technology Services 3
 - RM1043 Digital Outcomes and Specialists
 - NOE-CPC Enterprise Solutions
 - Procurement 4 Housing
 - YPO Data Centre Services
 - Yorkshire & Humber Procurement Services Network



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Our responsibility

We are committed to being a socially, economically, and environmentally responsible business. This is reflected in our actions and our corporate policies.

- Continuously evolving our national corporate social responsibility strategy to support key customers in their local areas.
- Committed to creating a diverse, inclusive and great place to work for our employees.
- Continued investment in our highly successful apprenticeship programme.
- Heavily invested in new end-to-end HR system and online learning management system.
- Employee wellbeing continues to be a key priority.
- Continue to maintain ISO 14001 environmental management certification.
- Continued use of renewable electricity sources across our UK sites.
- Proactive objectives to reduce energy use, company travel and use of paper and consumables.
- Ongoing investment to reduce carbon footprint and power consumption in our data centre facilities.

Environmental, Social and Governance (ESG)

- During the year, an initial assessment of the Group's position on ESG issues was undertaken.
- We have engaged a third-party specialist to support us in calculating our Scope 3 emissions, creating a net zero strategy, and working towards producing our first voluntary task force on climate-related disclosures (TCFD) report for FY23.

Planning for net zero

- The UK Government has set a target of net zero for the UK by 2050.
- We want to do our part in ensuring this target is met.
- In FY23, we will be putting in place our net zero strategy. Our carbon reduction plan will include both short and long-term carbon reduction targets, and our progress will be reported annually.

Thank you

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