



Results Presentation

Half year ended 30 September 2024

21 November 2024

Today's Presenters



Lord Peter Cruddas

Chief Executive
Officer



Albert Soleiman

Chief Financial
Officer



David Fineberg

Deputy Chief
Executive Officer

Key Highlights

Operational delivery driving revenue, margin and profit growth

- ✓ Strong financial performance with **net operating income up 45%**, driven by growth in our institutional business and increased trading across key assets
- ✓ Improved profitability with disciplined cost management boosting margins; **profit before tax rose to £49.6 million with a robust profit before tax margin of 28%**
- ✓ Continued technological innovation has led to **high-profile partnerships**, including Revolut and ASB Bank
- ✓ Successful soft **launch of Revolut** platform live in three European countries, with plans for phased rollout to additional regions
- ✓ Expanded product offerings with enhancements to cash equities and options, alongside **upcoming launch of cash ISAs in the UK**
- ✓ Management remains **focused on further diversification of the business**, through a balanced investment approach, with a view to delivering **long-term shareholder value**

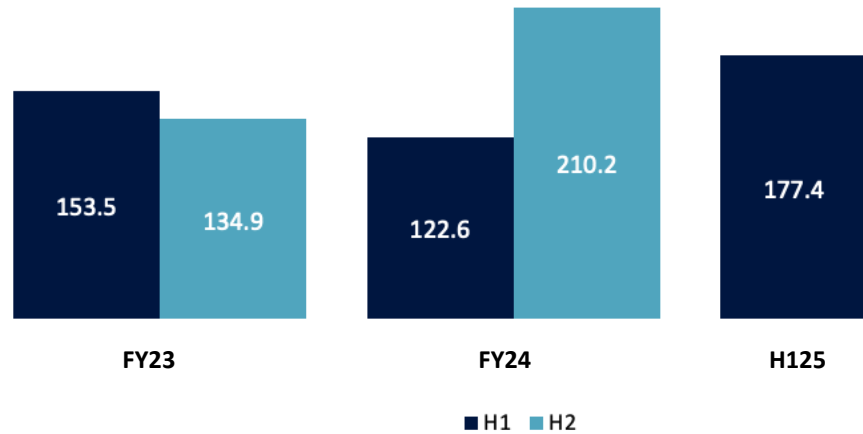
Financial update

Albert Soleiman
Chief Financial Officer

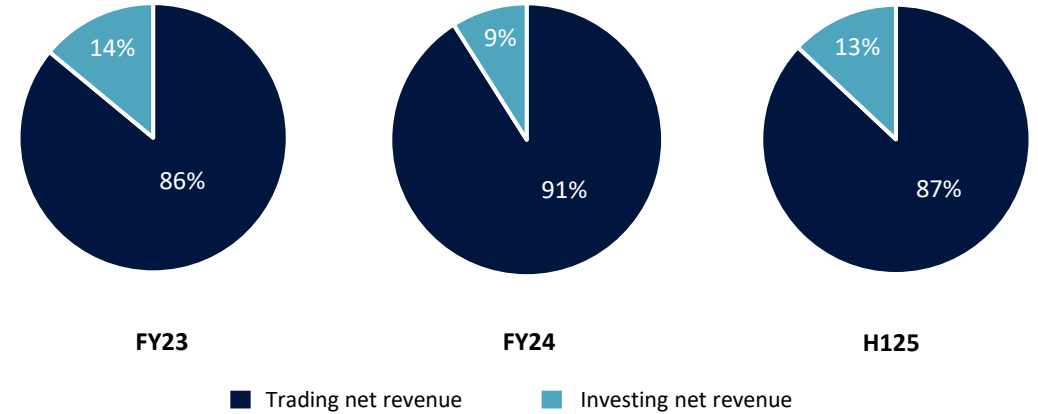
Group Financial Metrics

Strong financial performance demonstrating early success of diversification strategy

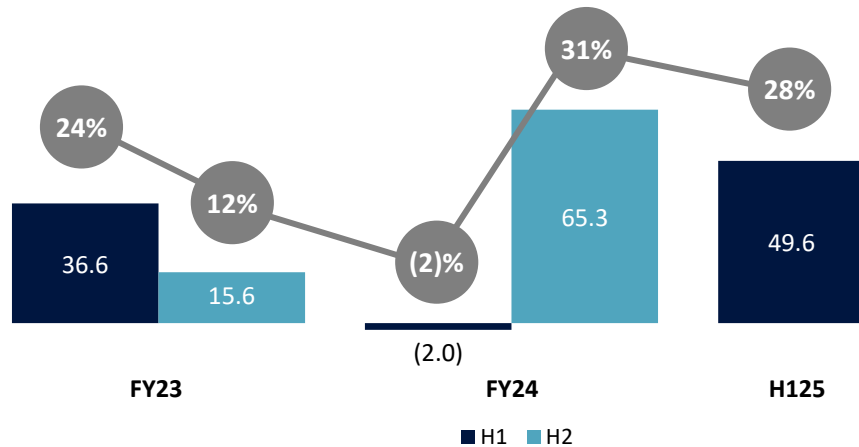
Net operating income¹ (£m)



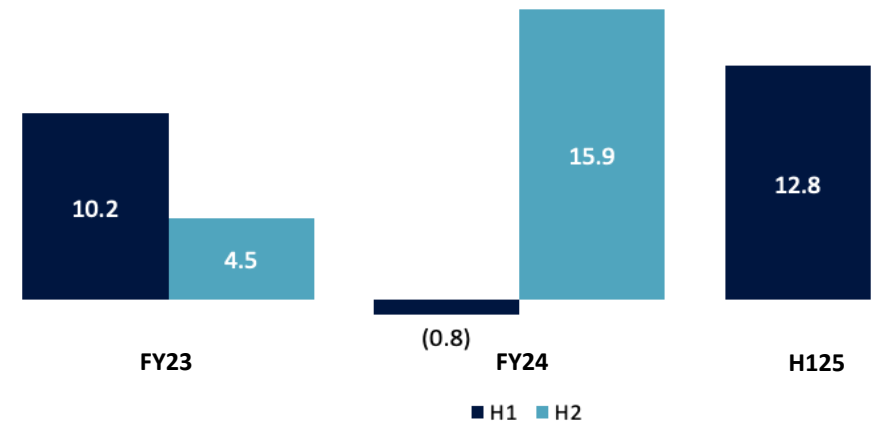
Net revenue mix



Profit before tax (£m) & profit before tax margin² (%)



Basic earnings per share (p)



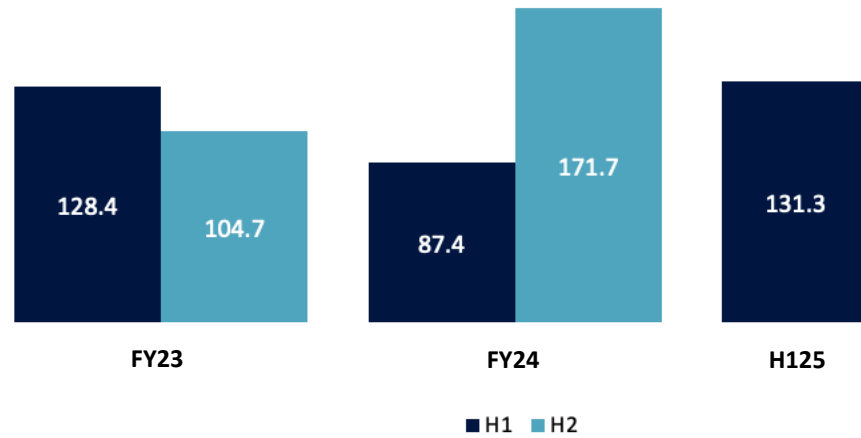
1. Net operating income represents total revenue net of introducing partner commissions and spread betting levies.

2. Profit / (loss) before tax margin % is calculated as profit before tax as a percentage of net operating income. Half-on-half profit before tax margins showing small reduction, but year-on-year demonstrating strong growth.

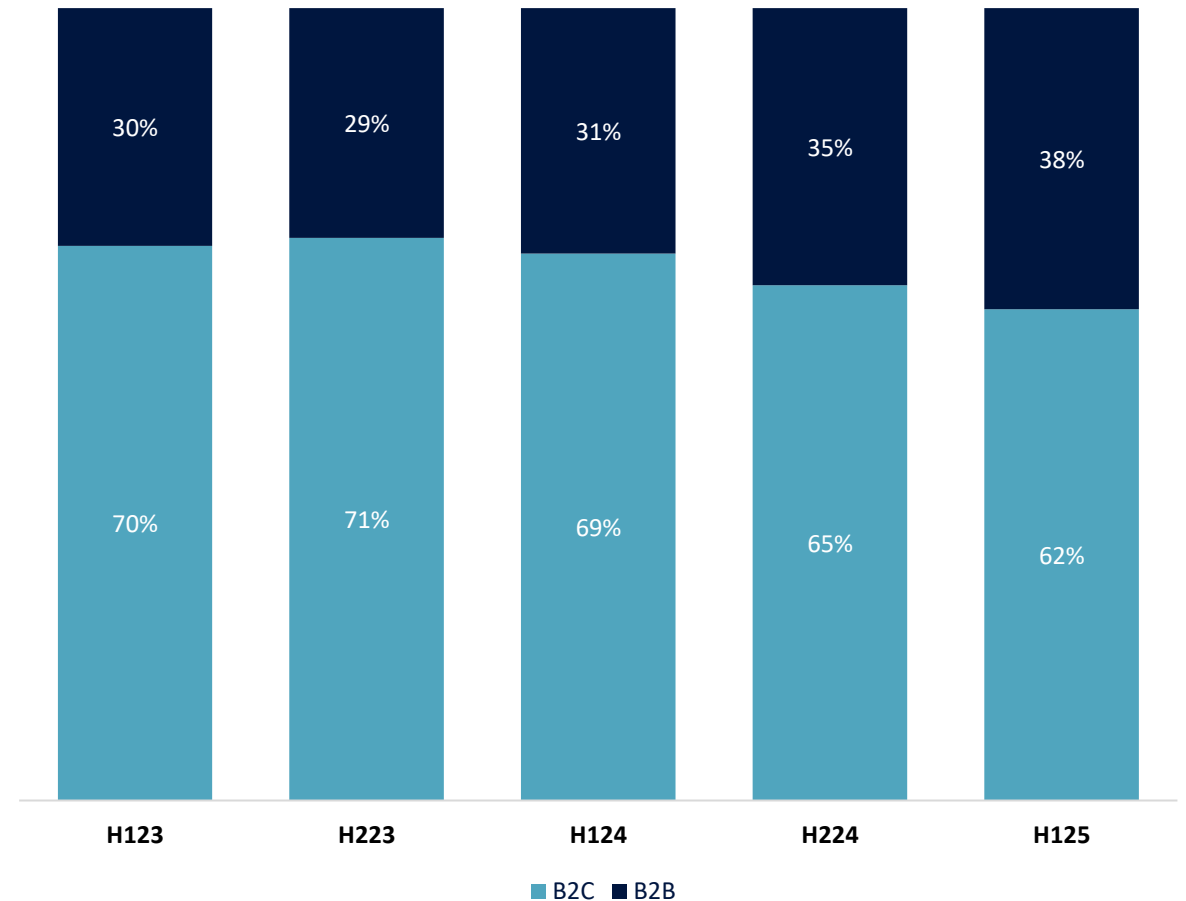
Financial Metrics: Trading

Significant increase in net revenue, with strong performance across both B2C and B2B segments

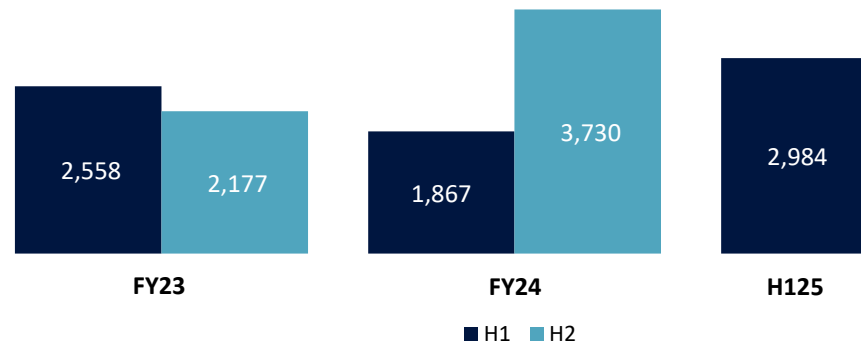
Trading net revenue (£m)



Proportionate B2C/B2B split of turnover²



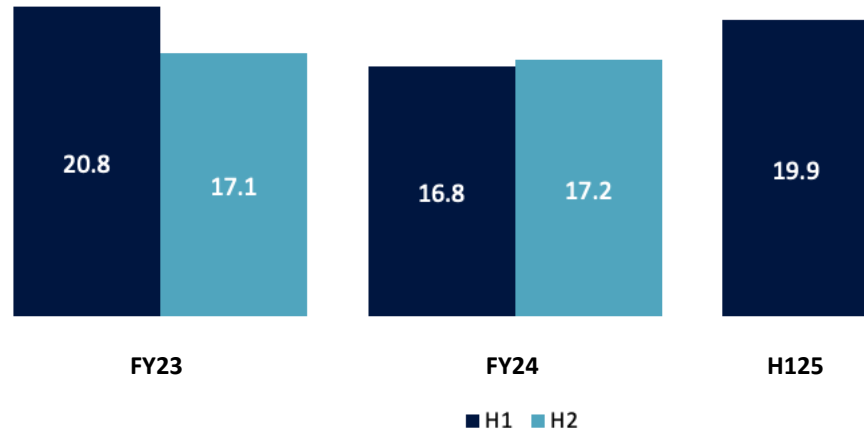
Revenue per active client¹ (£)



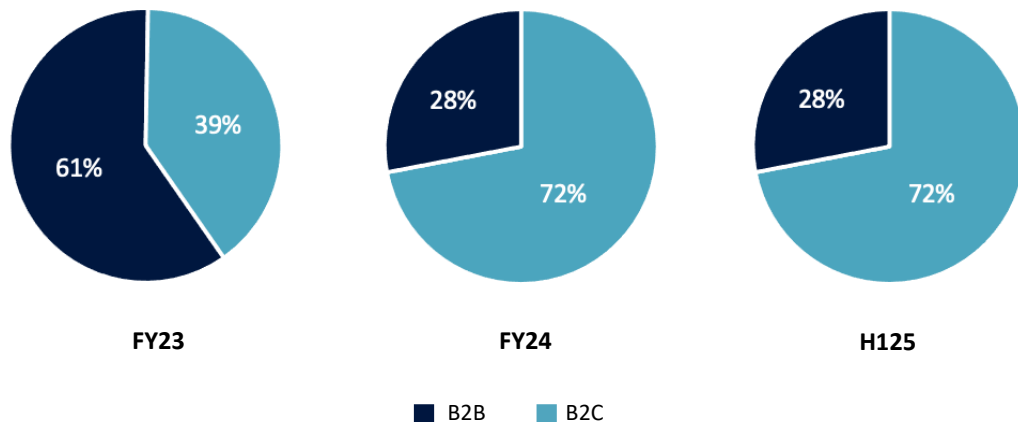
Financial Metrics: Investing

Stronger investing performance supported by increase in AuA

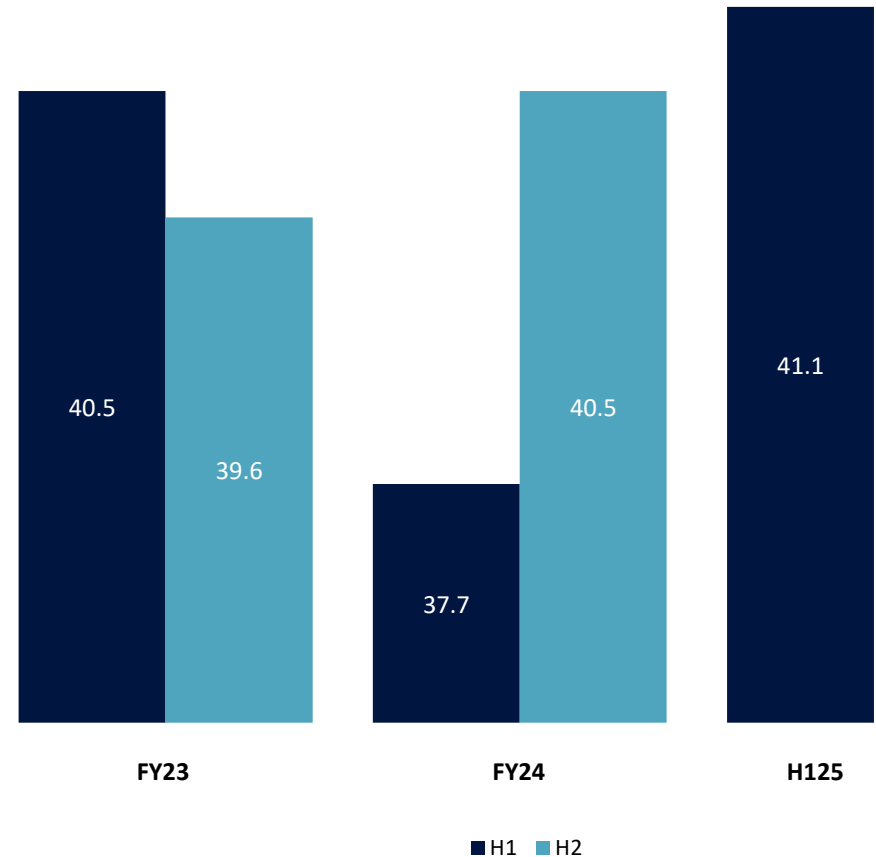
Investing net revenue (£m)



Investing net revenue: B2C and B2B mix¹



Assets under administration (£bn)



Income Statement

Group (£m)	H1 2025	H1 2024	YoY %
Trading net revenue	131.3	87.4	50%
Investing net revenue	19.9	16.8	19%
Interest income	23.4	16.1	46%
Other operating income	2.8	2.3	22%
Net operating income¹	177.4	122.6	45%
Operating costs ²	(111.4)	(121.9)	9%
Variable remuneration ³	(12.5)	(1.7)	(>100%)
Finance costs	(1.4)	(0.9)	(57%)
Loss on share and impairment of associates	(2.5)	(0.1)	(>100%)
Profit / (loss) before taxation	49.6	(2.0)	n/a
Profit / (loss) before tax margin⁴	27.9%	(1.6)%	n/a
Tax	(14.3)	(0.4)	n/a
Profit / (loss) after tax	35.3	(2.4)	n/a

1. Net operating income represents total revenue net of commissions and levies.
2. Excludes variable remuneration.
3. Includes share-based payments.
4. Profit / (loss) before tax margin % is calculated as profit before tax as a percentage of net operating income.

Net operating income

- Net operating income of £177.4 million, up 45% (H1 2024: £122.6 million) and driven by:
 - Strong performance in our trading business, with net revenue up 50% to £131.3 million (H1 2024: £87.4 million);
 - Investing net revenue 19% higher at £19.9 million (H1 2024: £16.8 million) with strong performance driven by stronger trading of international equities; and
 - Interest income up 46%, to £23.4 million (H1 2024: £16.1 million) as we continued to benefit from elevated global interest rates and a strong performance by our newly established treasury management division

Operating costs

- Operating costs excluding variable remuneration, were £111.4 million (H1 2024: £121.9 million), down 9%, as the Group maintains a sharp focus on costs and disciplined approach to investment
- Variable remuneration higher in the period in line with improved levels of profitability

Profitability

- Strong net operating income performance and disciplined cost management driving increase in profitability and margins, with profit before tax of £49.6 million
- Profit before tax margin of 27.9%, up from (1.6)% at H1 2024

Liquidity & Regulatory Capital

Regulatory capital		
Group (£m)	Sep-24	Mar-24
Capital resources before regulatory adjustments ¹	412.3	383.1
Less: regulatory adjustments	(75.0)	(43.0)
Capital resources after regulatory adjustments	337.3	340.1
Own funds requirements ² ("OFR")	77.9	109.0
OFR ratio %³	433%	312%

Regulatory Capital

- Capital resources were broadly unchanged at £337.3 million with increases in retained earnings for the year being partially offset by the FY24 final dividend distribution and certain fixed income investment deductions
- The OFR ratio of 433% increased from 312% largely due to a reduction in own funds requirements

Net available liquidity		
Group (£m)	Sep-24	Mar-24
Own funds	332.1	325.8
Non-segregated client and partner funds	110.9	119.6
Total available liquidity	443.0	445.4
Blocked cash ⁴	(62.9)	(68.5)
Initial margin requirement at broker	(133.5)	(184.7)
Net available liquidity	246.6	192.2

Liquidity

- Increase in own funds to £332.1m driven by profits for the year, offset by dividend payments and movements in working capital
- Resulting in an overall increase in net available liquidity due to the increase in own funds and a decrease in initial margin

- Common Equity Tier 1 capital – total audited capital resources and profits as at the end of the financial period, less foreseeable dividends.
- The minimum capital requirement in accordance with MIDIFPRU 4.3.
- The OFR ratio represents capital resources after regulatory adjustments as a percentage of OFR.
- Blocked cash relates to cash needed to support regulatory and overseas subsidiaries operational requirements.

Financial Outlook

Net operating income:

- Remain confident in delivering on guidance set out at the beginning of the year, with net operating income forecast to be in line with external market expectations¹
- Remain focused on profit margins by leveraging our size and scale, driving further efficiencies and maintaining a disciplined and balanced approach to investment

Operating costs:

- Ongoing programme to deliver synergies and drive further cost efficiencies across business lines
- Continue to expect operating costs, excluding variable remuneration and non-recurring charges, of around £225 million in FY25

FY25 effective tax rate expected to be consistent with FY24 at 28%

Strategic & Operational Update

David Fineberg,
Deputy Chief Executive Officer

Delivering Growth Through Diversification

Diversification strategy supporting strong financial performance and unlocking future business opportunities

Product development

- Asset class expansion key to increasing client engagement and growth
- Launched OTC options and SB Options in UK, with further market expansion in progress
- Launched institutional equities offering in UK, with planned expansion into Middle East
- Cash ISAs set to launch imminently in the UK



Market-leading technology

- Investment in our global technology strategy continues to accelerate product delivery across the Group
- Further expansion of Cloud technology and API connectivity making our technology infrastructure even more accessible to partners
- Robust and fully integrated support systems driving operational efficiency



New geographies & markets

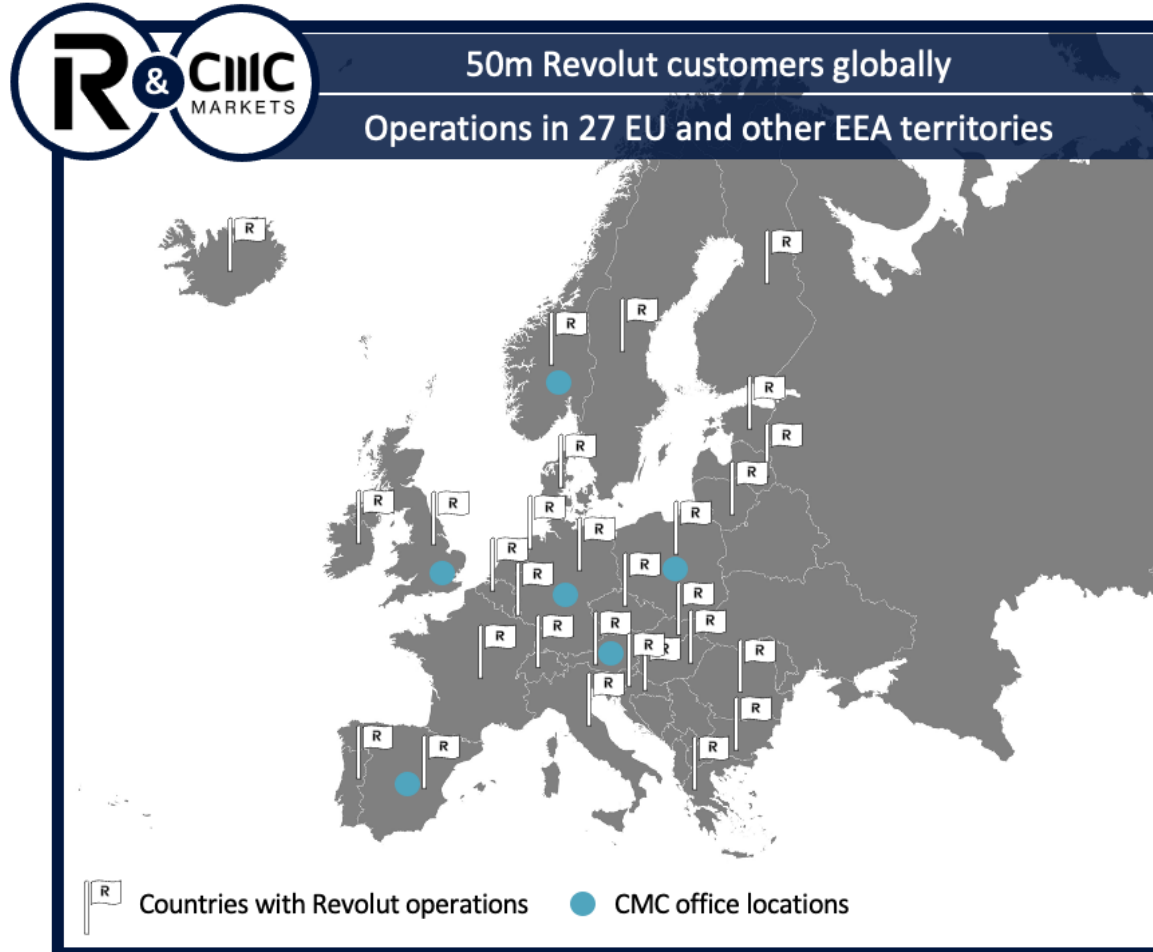
- Revolut partnership provides diversification across markets and geographies
- ASB deal cements position as one of leading fintech providers in APAC
- Successful launch of content and thematic investing tool, OPTO, further supporting regional expansion

Strong financial performance underpinned by diversification across products, technology, markets & geographies

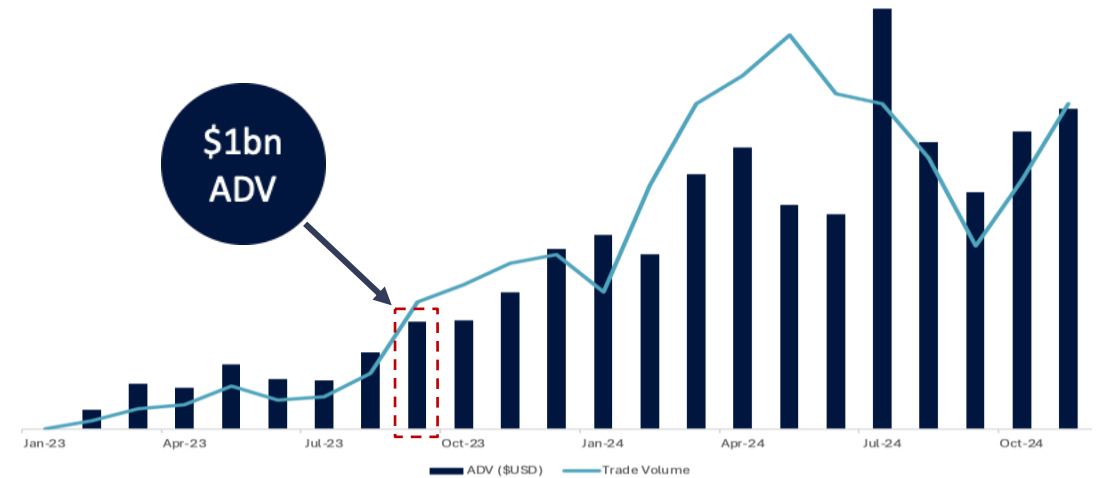
Continuing to Target Growth in the B2B Segment

Driving our diversification through new partnerships and product launches

Revolut Partnership



FX Spot Product Offering



- CMC is a non-bank liquidity provider in sizeable FX spot market, where trillions are traded daily.
- Positive impact from a revenue and relationship perspective, with small investment in product and tech driving good returns.
- Latest phase of tech build in final stages, further model development planned for 2025 but significant opportunity to scale business.

Wrap Up

Lord Peter Cruddas
Chief Executive Officer

Strategic Outlook

Focused on driving growth through our diversification strategy

Institutional first approach

- ✓ High-profile deals signed with Revolut and ASB Bank with strong pipeline of opportunities

Operational efficiency

- ✓ Continue to focus on profit margins, driving operational efficiencies and leveraging our scale and technology

Disciplined investment

- ✓ Prioritising long-term shareholder value as we balance our investment needs with shareholder returns

Delivering the best-in-class one stop financial trading and investment services platform of the future

Q&A

CMIC

Appendices

Appendix 1: Income Statement

Group (£m)	H1 2025	H1 2024	Change %
Total revenue	188.2	135.8	39%
Introducing partner commissions and betting levies	(10.9)	(13.2)	(18%)
Net operating income	177.4	122.6	45%
Operating expenses	(123.7)	(118.3)	5%
Impairment of intangible assets	(0.2)	(5.3)	(96%)
Operating profit / (loss)	53.5	(1.0)	—
Share of results and impairment of associates	(2.5)	(0.1)	>100%
Finance costs	(1.4)	(0.9)	57%
Profit / (loss) before taxation	49.6	(2.0)	—
Taxation	(14.3)	(0.4)	>100%
Profit / (loss) for the period attributable to owners of the parent	35.3	(2.4)	—
Dividend per share (pence)	3.10	1.00	>100%
Basic EPS (pence)	12.8	0.8	>100%

Appendix 2: Operating Expenses Breakdown

Group (£m)	H1 2025	H1 2024	Change %
Net staff costs	59.0	53.2	11%
IT costs	22.4	19.2	17%
Sales and marketing	15.0	16.7	(10%)
Premises	2.5	3.4	(26%)
Legal and Professional fees	7.0	6.6	6%
Regulatory fees	2.5	2.3	9%
Depreciation and amortisation	6.8	7.6	(11%)
Bank charges	1.9	2.2	(14%)
Irrecoverable sales tax	2.7	2.5	8%
Other	3.9	4.6	(15%)
Operating expenses	123.7	118.3	5%

Appendix 3: Balance Sheet

Group (£m)	H1 2025	FY 2024	Change %
Fixed assets	54.5	57.5	(5%)
Trade and other receivables	182.2	164.8	11%
Financial investments	109.0	50.9	>100%
Amounts due from brokers	202.7	228.9	(11%)
Cash and cash equivalents	174.1	160.3	9%
Other assets	44.6	54.5	(18%)
Total assets	767.1	716.9	7%
Trade and other payables	297.6	272.8	9%
Obligations under repurchase agreements	28.9	—	—
Lease liabilities	14.3	16.9	(15%)
Other liabilities	15.3	23.7	(35%)
Total liabilities	356.1	313.4	14%
Total equity	411.0	403.5	2%
Total equity and liabilities	767.1	716.9	7%

Appendix 4: Own Funds Flow Statement

Group (£m)	H1 2025	H1 2024
Operating activities		
Profit / (loss) before tax	51.9	(2.0)
<i>Adjustments for:</i>		
Depreciation and amortisation	7.1	12.9
Other non-cash adjustments	3.1	(0.5)
Tax paid	(12.5)	(2.0)
Own funds generated from operating activities	49.6	8.4
Movement in working capital	(4.5)	(17.5)
Outflow from investing activities		
Net Purchase of property, plant and equipment and intangible assets	(4.3)	(9.7)
Other outflow from investing activities	—	(2.8)
Outflow from financing activities		
Dividends paid	(20.2)	(10.9)
Other outflow from financing activities	(11.8)	(3.0)
Total outflow from investing and financing activities	(36.3)	(26.4)
Increase / (Decrease) in own funds	8.8	(35.5)
Own funds at the beginning of the year	325.8	309.7
Effect of foreign exchange rate changes	(2.5)	(1.4)
Own funds at the end of the period	332.1	272.8

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