

# Our investment case

## Strong positions in specialist markets

- Market leader delivering at scale: growing or maintaining market shares, number one or two in key UK healthcare markets
- Aligned with the NHS Long Term Plan, providing growth drivers for increasing investment into technology for the NHS
- 30-year track record as a provider of complex specialist clinical systems with high barriers to entry for potential competitors
- Appointed on 15 NHS contractual frameworks in England, Wales, Scotland and Northern Ireland
- Strategic player in the UK healthcare market central to supporting customers through the pandemic response

**30+** years providing front line technology to the healthcare sector

## Growing the business

- Return to growth expected in 2021 with continuation of building momentum over the coming years
- Strong pandemic response in EMIS Health validates potential to grow in this part of the business
- Positive opportunities in EMIS Enterprise in digital, analytics and expanding partner programme to drive future growth
- Commitment to invest for the mid-term with EMIS-X will deliver growth opportunities through the deployment of new technology-based solutions
- Acquisitions, such as the 2020 Pinnacle deal, accelerate speed to market

**14.9m** Covid-19 vaccinations supported by EMIS

## Excellent financial strength and track record

- Unbroken track record of increasing dividend each year since IPO
- Compound growth rates since flotation in 2010 of 10% in revenue and 8% in adjusted operating profit
- Strong balance sheet with no debt
- Bank facilities in place
- Investment will not impact progressive dividend policy or require significant leverage

**£53.0m** net cash

## High levels of earnings visibility and cash generation

- Robust business model with high recurring revenue, typically around 80%
- Long-term contracts in place across all major markets
- Loyal customer base with low churn rates
- Consistent strong cash generation

**82%** recurring revenue

## New technology driving future growth and efficiency

- Investing for the future through the EMIS-X technology transformation programme
- Focussed on developing new, standards based, capabilities to connect care settings across the UK
- EMIS-X platform leverages new and existing in-house capabilities with the best of partner capabilities
- Significant progress in the development of new solutions and public cloud based capabilities as well as upgrades to existing systems
- EMIS-X delivers profit growth through new sales and more efficient platform and system maintenance

**£21.2m** R&D investment

## Brands



The clinical software business, supplying essential technology to 10,000 healthcare organisations across every major UK health sector.



The UK's leading independent provider of patient-centric medical and wellbeing information and digital front door services for the UK public.