2026 Half-year Results

Trusted SaaS Platforms Incorporating AI for Regulated Professionals

September 2026 | GetBusy plc

Medium-term Cash Returns and Long-term Value Creation

Medium-term target: material cash return

SmartVault

- Pre-eminent cloud **document management and workflow** platform
- **Purpose-built** for the US accounting and tax preparation market
- Integrations across **all major US tax platforms**
- **Sticky, strategically valuable** US customer base
- Strong **market tailwinds**
- **Transformative AI capabilities** already in-market and being monetised
- **Attractive financials** with excellent operating leverage
- **Buoyant M&A** landscape

Returning to growth

WÓRKIRO

- **Enterprise content management** for regulated professionals and ERP businesses
- **30% of UK Top 100** accounting firms as clients
- **Deep integrations** to back-office infrastructure and NetSuite - SuiteCloud Partner of the Year
- **New strategic partnership with TaxCalc** creates excellent market access, with more in pipeline
- **Wórkiro Intelligence** AI suite; migration from Virtual Cabinet driving **+20% ARPU**
- **25+ years of workflow IP -** proven, now cloud-native
- Growing **partner ecosystem** for low-cost customer acquisition and high retention rates

Strategic Control Point in the US Tax Ecosystem

SmartVault

ARR	Users	Documents Stored	Addressable Market
$19.1M	**31,000**	**650M+**	**$2.2B**
22% growth	7,000+ firms	3M+ end clients	US tax DMS market

Integrated with all major US tax software

- Intuit Lacerte
- Intuit ProSeries Tax
- Intuit ProConnect
- Thomson Reuters
- CCH a Wolters Kluwer business
- Drake Software

Only platform-agnostic SOC 2 Type 2 audited cloud DMS in the market

Extending across the entire tax workflow

Engage	AI Collect	Prep	Approve	Archive	Pay
Late 2026	Live	*2027*	Live	Live	*Late 2026*

SmartRequestAI drives up to ***3x subscription uplift***

Market Position

Tax Applications
Lacerte, ProSeries, ProConnect, UltraTax, Drake, CCH

Practice Management
Financial Cents, Karbon, etc.

MAINTAINED INTEGRATIONS

AI-powered intake

SmartVault - core DMS
Infrastructural secure system of record underpinning other elements of the ecosystem

Portals and billing

SMARTVAULT	OTHER CPA-FOCUSED DMS APPLICATIONS
☑ The only SOC 2 Type 2 audited cloud DMS built for accountants	✗ Aged architecture with inherent security risks
☑ Platform-agnostic - connects disparate applications	✗ Limited integrations
☑ AI capabilities already generating revenue	✗ Not AI-enabled
☑ Modern, consumer-grade UI	✗ Tired UI, falling behind customer expectations

Poised for Sustained High Growth

SmartVault

Growth Tailwinds

SmartRequestAI

AI-powered document gathering drives up to **3x revenue** per client

Intuit ProConnect

Access to ~100,000 cloud-migrating tax preparers; **only DMS in ProConnect UI**

TR FileCabinet Sunset

2027 deadline displacing thousands of firms; **TR new business up 52% YoY**

Regulatory Pressure

IRS, FTC and state-level **security mandates** drive firms to audited platforms

Cloud Migration

US firms moving on-premise to cloud at pace; **SmartVault is the destination**

$ Rapid EBITDA Margin Improvement

Significant Operating Leverage
High-margin recurring revenue model delivers rapidly improving margins and cash generation as ARR scales

AI-driven ARPU Expansion
SmartRequestAI accelerates revenue per customer and increases embeddedness

A Distinctive, Valuable Asset

SmartVault

Infrastructure Layer

Document infrastructure layer for tax suites **extending AI workflows**

US Market Bridgehead

Entry point into the US tax market for groups seeking North American scale

Proprietary AI Platform

Workflow intelligence and **650M+ domain-specific documents**

Proven Unit Economics

High-retention, high-margin SaaS with attractive operating leverage

Exceptional Retention

~10-year avg. tax prep customer life; 0.8% churn and 100%+ NRR in core accounting

Relevant Transactions

Premium ARR multiples in tax SaaS

THOMSON REUTERS / SafeSend	**10x ARR***	January 2025
IRIS / Dext	**9x ARR***	December 2024
CINVEN / TaxAct	**10x ARR***	November 2022

** Reported or estimated ARR multiples*

Wórkiro - Returning to Growth in Professional Services

WÓRKIRO

Today: A Solid, Stable Business

25+ Years of Workflow Expertise
Deep domain knowledge in complex document workflows

~30% of Top UK Firms
Leading position in UK accounting and professional services

ARR £9.7m | 32,000 Users
600M documents secured across the platform

Profitable, Cash Generative
H1 2026 Adjusted EBITDA £1.2m

Strong Heritage
Virtual Cabinet reputation powers traction

Tomorrow: AI-enabled Cloud Transition

VC to Wórkiro Migration
AI-powered platform at higher ARPU

Professional Services Focus
Returning to growth with strong heritage

New integration partnerships to drive growth
Strategic TaxCalc partnership announced; more in pipeline

Higher Deal Sizes, Low Churn
Materially higher ASP with strong retention

Long-term Value Creation
Potential to be materially larger than existing Group

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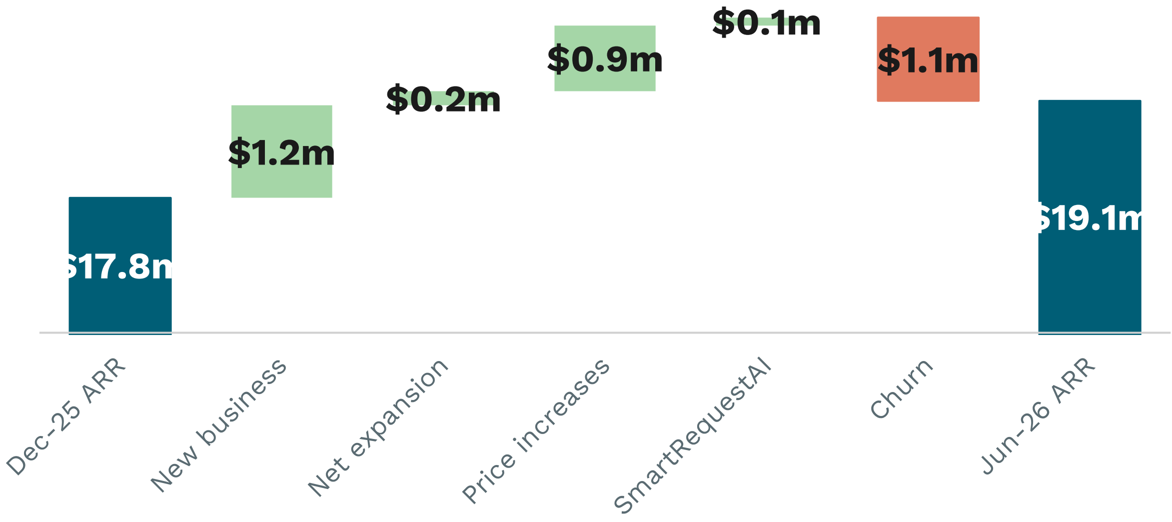
Financial Results

H1 2026 results by segment and Group overview

SmartVault - At an Inflection Point

SmartVault

H1 2026 ARR progression



Headline P&L (US$'000)

	H1 2026	H1 2025
ARR	**$19,062**	**$15,647**
Recurring revenue	$9,297	$7,754
Non-recurring revenue	$308	$263
Revenue	**$9,605**	**$8,017**
Cost of sales	($1,987)	($1,522)
Gross profit	**$7,618**	**$6,495**
SG&A costs	($4,873)	($4,589)
Development costs	($1,165)	($1,179)
Adjusted EBITDA	**$1,580**	**$727**

Key Metrics

ARR	Revenue	EBITDA Margin	Users	ARPU	NRR
$19.1m	**$9.6m**	**16%**	**31,000**	**$616**	**100.1%**
22% growth	+20% YoY	$1.6m Adj. EBITDA	7,000+ firms	+21% YoY	Core accounting

Outlook

~20% ARR Growth (FY26)

Driven by ARPU expansion and new business growth

Approaching 20% EBITDA Margin (FY26)

Driven by revenue growth and operating leverage

Wórkiro – Returning to Growth

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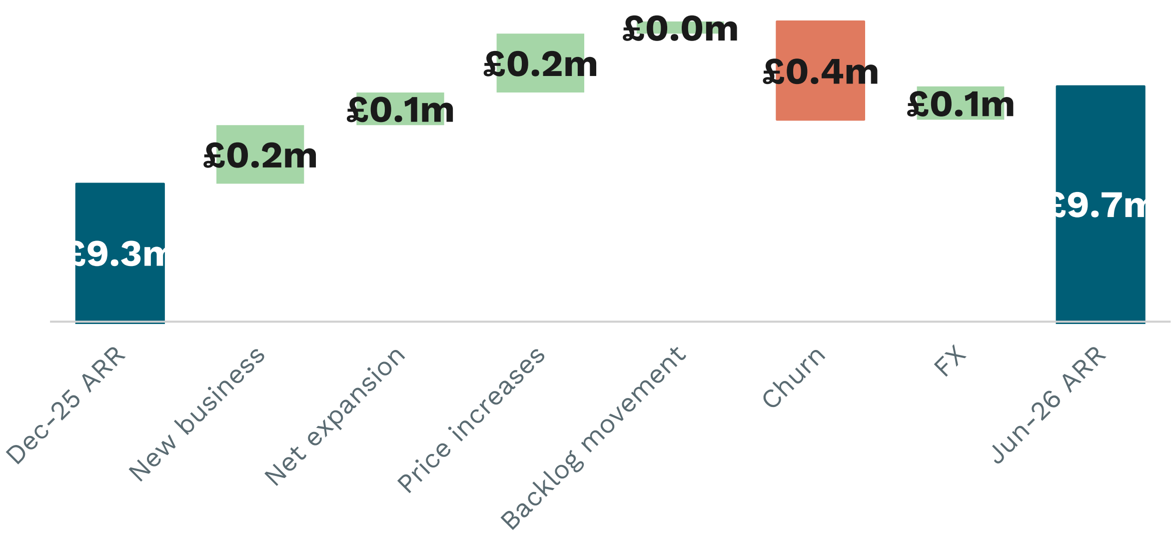
H1 2026 ARR progression



Headline P&L (£'000)

	H1 2026	H1 2025
ARR	**£9,673**	**£9,557**
Recurring revenue	£4,700	£4,692
Non-recurring revenue	£116	£110
Revenue	**£4,816**	**£4,802**
Cost of sales	(£223)	(£194)
Gross profit	**£4,593**	**£4,608**
SG&A costs	(£2,504)	(£2,257)
Development costs	(£888)	(£712)
Adjusted EBITDA	**£1,201**	**£1,639**

Key Metrics

ARR
£9.7m
+1% YoY / +4% YTD

Revenue
£4.8m
+0% YoY

EBITDA Margin
25%
£1.2m Adj. EBITDA

Users
32,000
600M docs stored

ARPU
~£290
Growth via migration

NRR
100.1%
H1 2025: 99.7%

Outlook

Building Momentum

New business, Virtual Cabinet migrations and the TaxCalc partnership driving a return to growth

Long-term Value

Huge document corpus and enterprise clients enable significant AI-powered growth

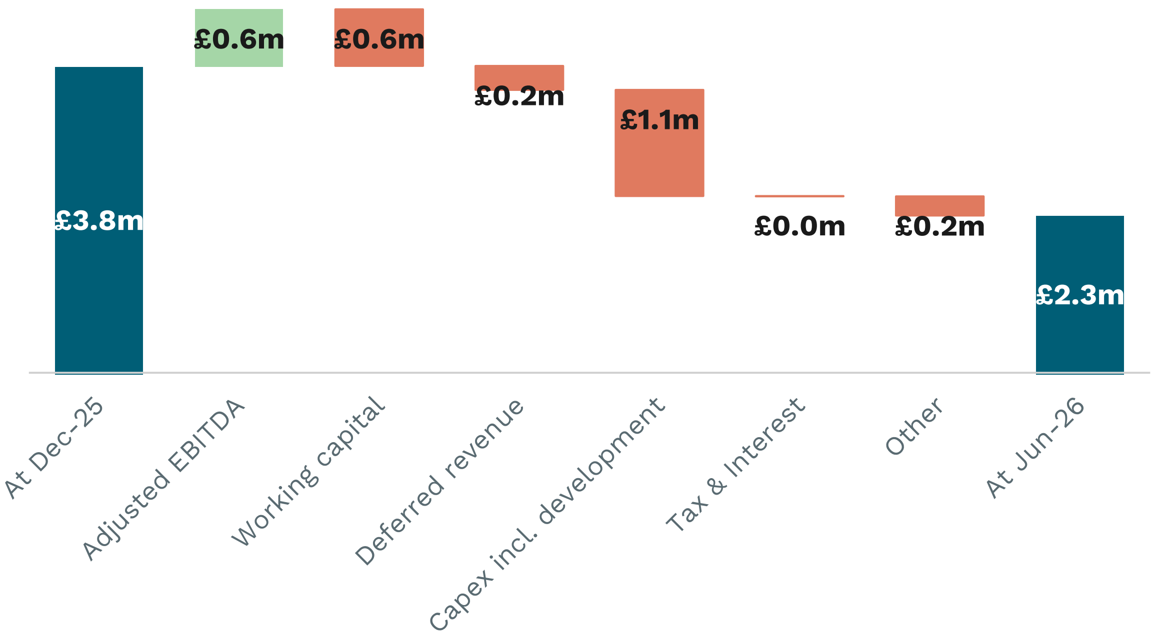
Group – Investing for Scale & Momentum

Group P&L (£'000)

	H1 2026	H1 2025	Change
ARR	**£23,985**	**£21,098**	**+14%**
Revenue	£11,960	£10,994	+9%
Cost of sales	(£1,702)	(£1,370)	
Gross profit	**£10,258**	**£9,624**	**+7%**
SG&A costs	(£6,127)	(£5,803)	+6%
Development costs*	(£1,747)	(£1,644)	+6%
Corporate costs	(£1,791)	(£1,755)	+2%
Adjusted EBITDA	**£593**	**£423**	+40%

Net of capitalisation

Available cash funds bridge



Key Metrics

Available cash funds	£2.3m
ARR	£24.0m
ARR growth (cc)	12%
Net revenue retention	100.1%
Paying users	63k
Unique documents	1.3bn
Guest users	4m
Annual e-signatures	c.2.8m

Summary and Outlook

1. **Upgraded ARR expectations for 2026 and 2027**
Accelerating growth in SmartVault upgrades group expectations

2. **Strategic Control Point in US Tax**
Embedded across all major platforms with accelerating growth and powerful AI-driven tailwinds

3. **AI Strengthens Our Value**
Trusted infrastructure and proprietary data make us the delivery and knowledge layer for AI in regulated professions

4. **Clear Pathway to Cash Returns**
Operating leverage and rapid margin expansion drive significant future cash generation in SmartVault

5. **Wórkiro Builds Long-term Value**
25 years of workflow IP deployed into a substantially larger professional services and enterprise market

6. **Well-funded and Executing with Confidence**
Available cash funds of £2.3m, a committed £3m credit facility to December 2028, and a strategy delivering results

Thank You

Questions & Discussion

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