

CASTLETON

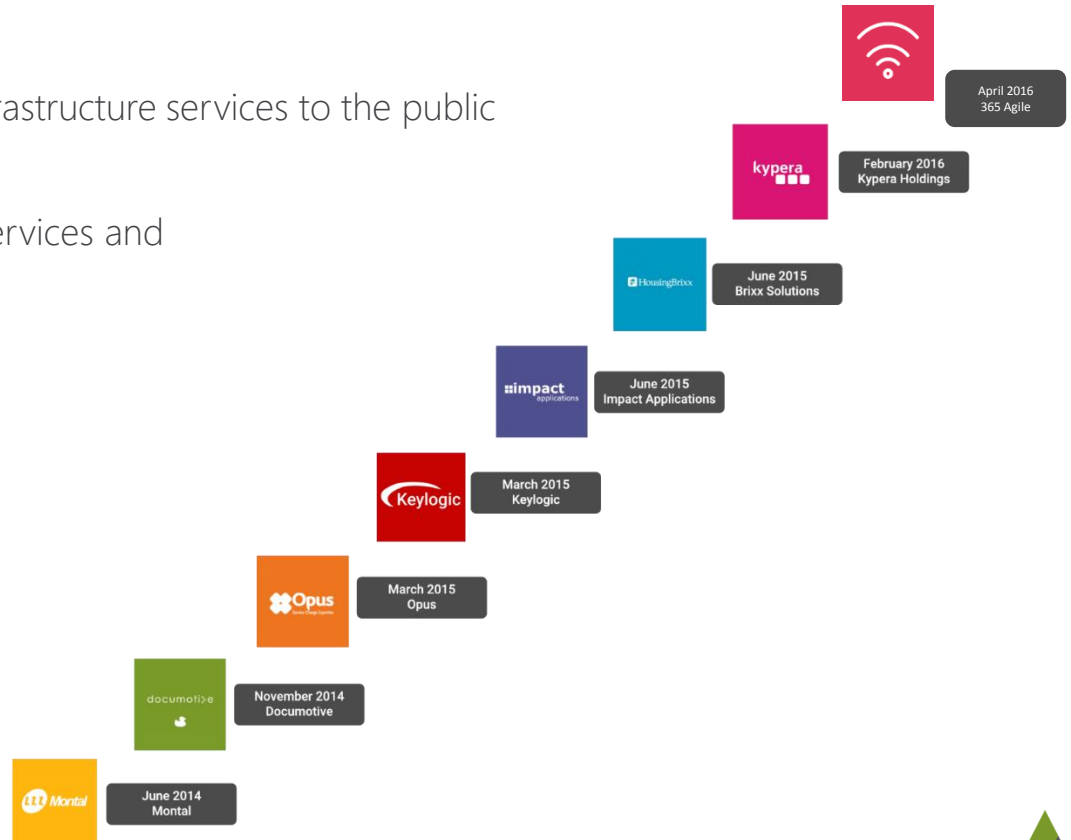
Dean Dickinson, CEO



Oxford Technology

Overview

- AIM Listed c.£54m market cap
- Platform of complementary software and infrastructure services to the public and not-for-profit sectors
- A 'one stop shop' providing essential tools, services and products to its chosen markets via 2 divisions
- Group's range of solutions provides its customers with significant improvements in service, performance and insight
- 8 acquisitions since June 2014
- Supports over 550 of the UK's total 1,700 housing associations
- Integration largely complete





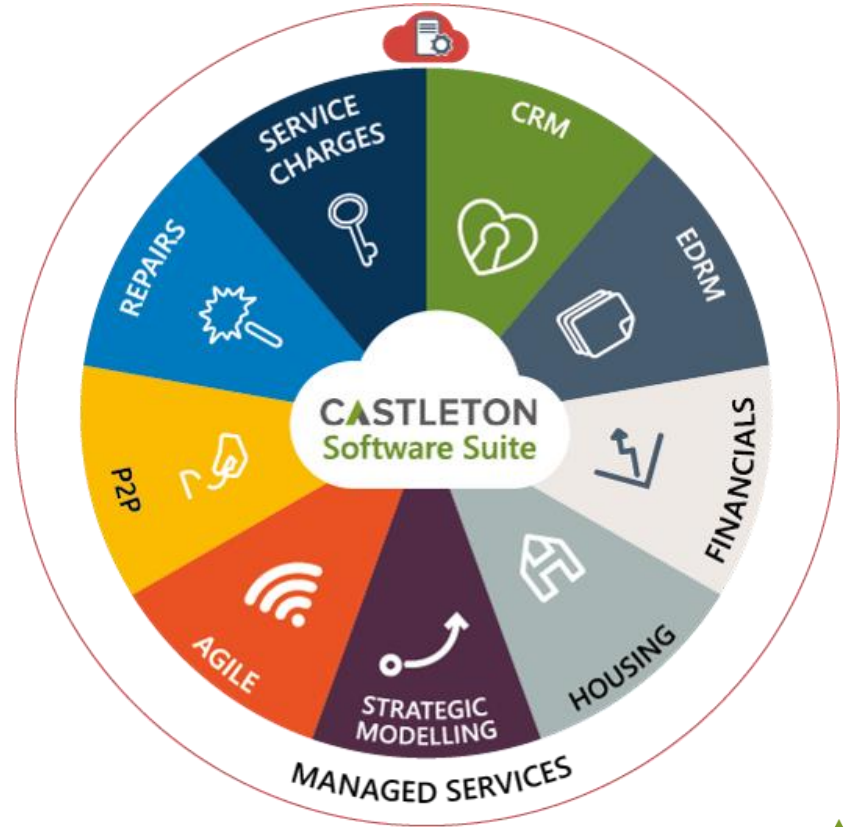
Market Opportunity

- c.1,700 Housing Associations, of which c.600 have at least 1,000 properties
- Estimated IT spend c.1% of £16bn turnover
- Gross Book Value of sector's assets c.£140bn
- Drive to become more efficient due to rent reductions
- Sector has strong asset base, predictable revenue streams, government support and regulation
- Move towards more digital services



Solution Set

- Own IP
- Integrated products
- One stop shop
- Cloud Based Solutions
- Digital engagement with customers
- Mobilisation of all modules
- Simplified application landscape





Operations

- Integration of acquired businesses largely complete
 - 2 divisions
 - 5 UK offices
 - Common contract, staff contract, group functions
- Operation in Australia with newly appointed GM
- Reseller agreements with Capita, Orchard, Aareon
- Common Management team with clearly defined objectives





Where do we want to go?

- Fully hosted solutions as standard
- Cross-product Business Intelligence platform
- Professional digital service offering for all stakeholders of a customer
- One workflow platform across all products
- Clear strategy for each product



New Wins



clúid
housing




Stafford
and Rural Homes




arcon
HOUSING
ASSOCIATION



one manchester




districtnk
North Kesteven District Council



 wentworth
community housing




North
Hertfordshire
Homes
Providing affordable homes for local people



NEW
GORBALS
HOUSING ASSOCIATION



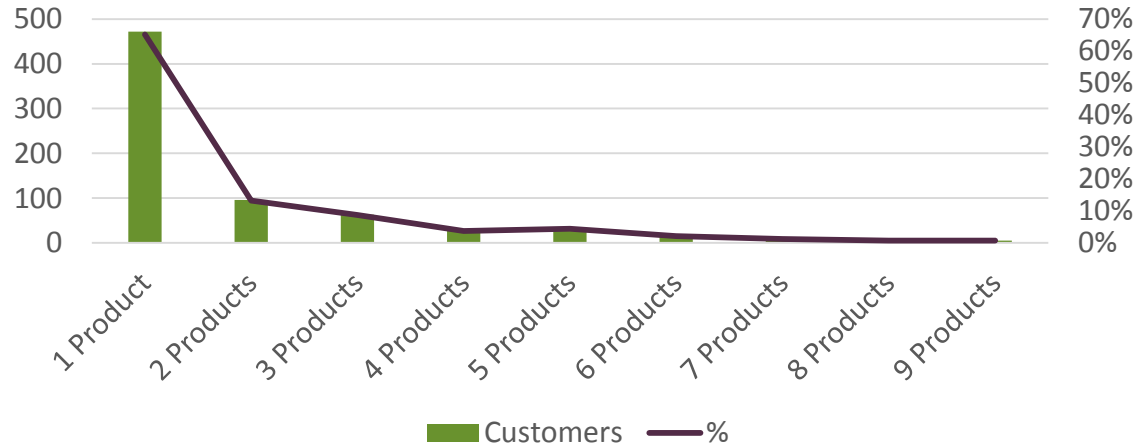
OceAn
HOUSING



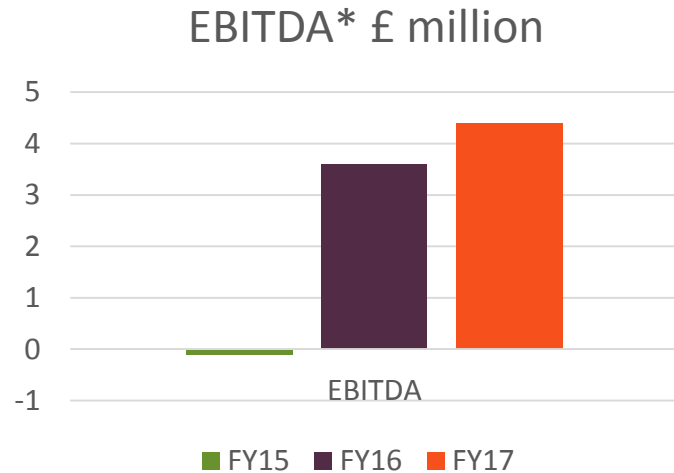
Growth Strategy

- 65% of customers take only 1 product
- Cross selling
- New sales
 - 3 new quota carriers in Software division
 - 2 new quota carriers in Managed Services division
- Focus on subscription and recurring revenue

Number of Products by Customer



Trading Update



- FY17 performance in line with market expectations – adjusted EBITDA up 22% on FY16**
- Strong FY17 cash conversion resulting in a continued reduction in net debt
- 60%+ of revenues recurring

* Actual for FY15 and FY16 and as per finnCap forecast for FY17

** based on finnCap forecasts



Thank You.

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