

Aston Midco Limited

Mid-Year report for the Six Months ending 31 August 2021

Overall financial performance

Aston Midco Limited (“Advanced”) financial results for the 6 months to 31 August 2021 show both revenue and profitability growth over the previous six-month period. The reported growth was achieved through both organic business growth and inorganic growth by making a number of strategic acquisitions. Our performance over this period was despite national lock-down conditions prevailing in the early part of the period due to the pandemic. Reassuringly, we experienced growth in the ERP and Legal markets which had been disproportionately impacted by the pandemic in 2020.

The financial performance in the first half of the year continues to illustrate strong demand for Advanced’s software and services with strong bookings growth achieved over the same period last year, which is testament to the resiliency of our business model which is one of high recurring revenues and customer retention.

M&A strategy update

Advanced continued to execute on its M&A strategy in the first half of the year:

- Reinforcing its Education portfolio with two acquisitions in the UK Further Education, Private Training Provider and Apprenticeship market, respectively acquired in April and May 2021. These two acquisitions further strengthen the Group’s market leading position in Further Education and enhance its position in Private Training.
- Integration of previous acquisitions is well-progressed, with significant synergies achieved and additional value created for the Group’s customers through the integration and provision of new products to the Group’s portfolio.
- The business has further strengthened its Corporate Development Team with new hires focussing on pre-deal and post-acquisition integration.

Product development

Advanced continued to increase its product development efforts as it further invests in cloud-based software to provide customers with market leading solutions.

Additional resources were aligned to strategic investments such as accelerating the delivery of its cloud ERP and Human Capital Management products, including its unified cloud platform MyWorkplace®.

In addition new products were developed to reinforce existing product suites and additional functionality provided within its current products.

Management update

Advanced further strengthened its leadership team by appointing two new senior managers; a Chief Operating Officer, and a Chief Technology Officer.

ESG update

Advanced published its first Environment, Social and Governance (ESG) report, memorialising its initiatives focused on Protecting our Planet, Diversity and Inclusion, Social and Community Empowerment as well as data security and privacy, risk and accountability. Achievements include:

- **Protecting our Planet:** Advanced reduced its carbon footprint by 45% between 2018 and 2020.
- **Inclusion and Diversity:** Advanced was announced one of the Top 100 Diversity Leaders of 2020 across UK businesses following an independent survey carried out on behalf of the Financial Times. Advanced now has six active diversity networks (Women, Black Lives Matter, LGBTQ+, Men's Health, Disability and Product Inclusion) and voluntarily published its first Diversity Pay Gap Report.
- **Social and Community Empowerment:** Advanced encourages employees to take one paid day of Volunteering Leave each year, with over 350 hours taken so far this year our goal is to achieve 1,000 hours by 2022. It's MatchIT scheme matching employee fundraising saw many good causes supported in addition to its committed work with the Princes Trust.