



streetworks

by  spatial

The Team



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Agenda

Overview

The Opportunity & Demonstration

Customer Case Study - UK Power Networks

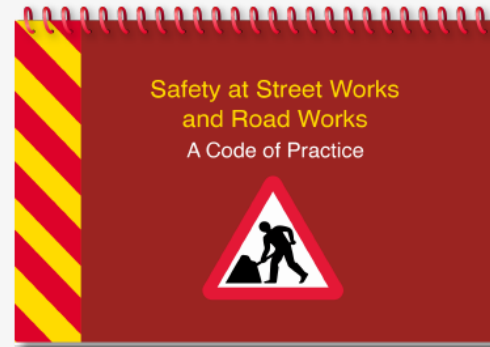
Our Ambition and FY25 Key Priorities

Financial Framework

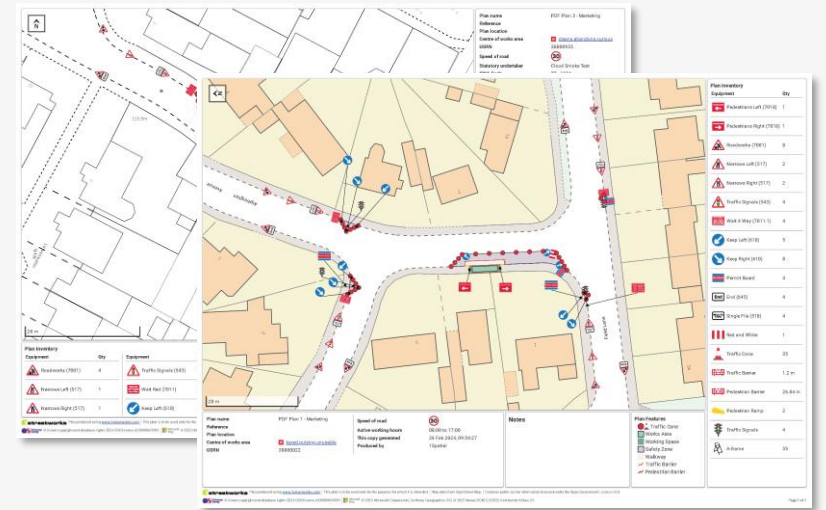
Outlook

Q&A

What is 1Streetworks?



1streetworks



The **first** and only product in the market to **fully automate** the production of **compliant** traffic management plans

Overview of 1Spatial

Existing enterprise business
Provides expertise, software platform, reputation and financial resources

Leaders in location data management

- Market-leading software platform for **Location Master Data Management (LMDM)**
- Helping our customers to make critical decisions from **Location** data
- Over 1,000 customers and industry leading partners globally



Growing recurring revenues and increasing geographical spread



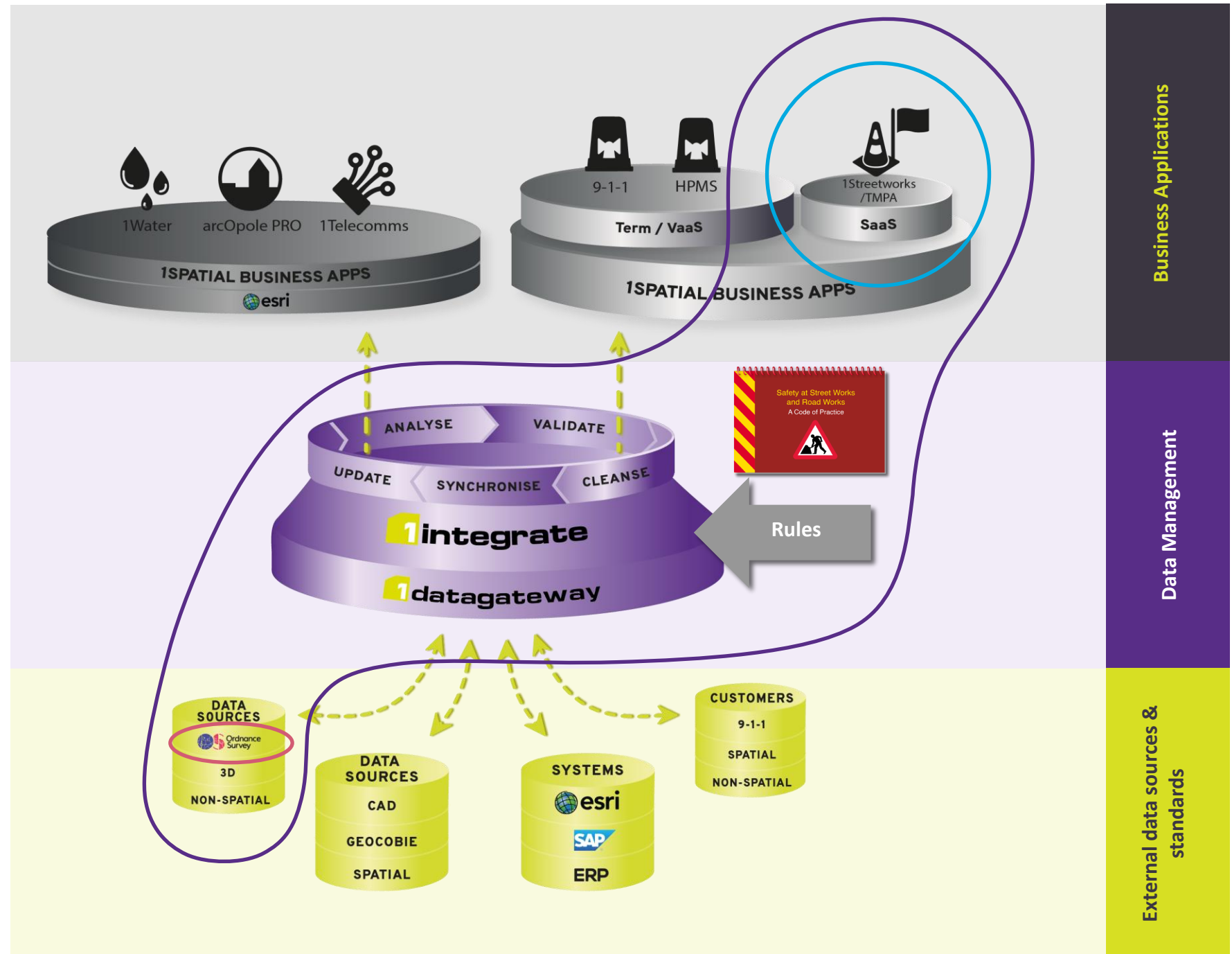
Two new high margin SaaS solutions

£400m+
ARR opportunity

\$350m+
ARR opportunity

- Pure SaaS: 80% - 90% gross margins
- Available at a lower price point, via the cloud e.g. per price plan
- Considerably expanding our addressable market
- £5m investment in last 5 years in cloud and associated SaaS products

1Streetworks is underpinned by our patented 1Integrate



The Opportunity



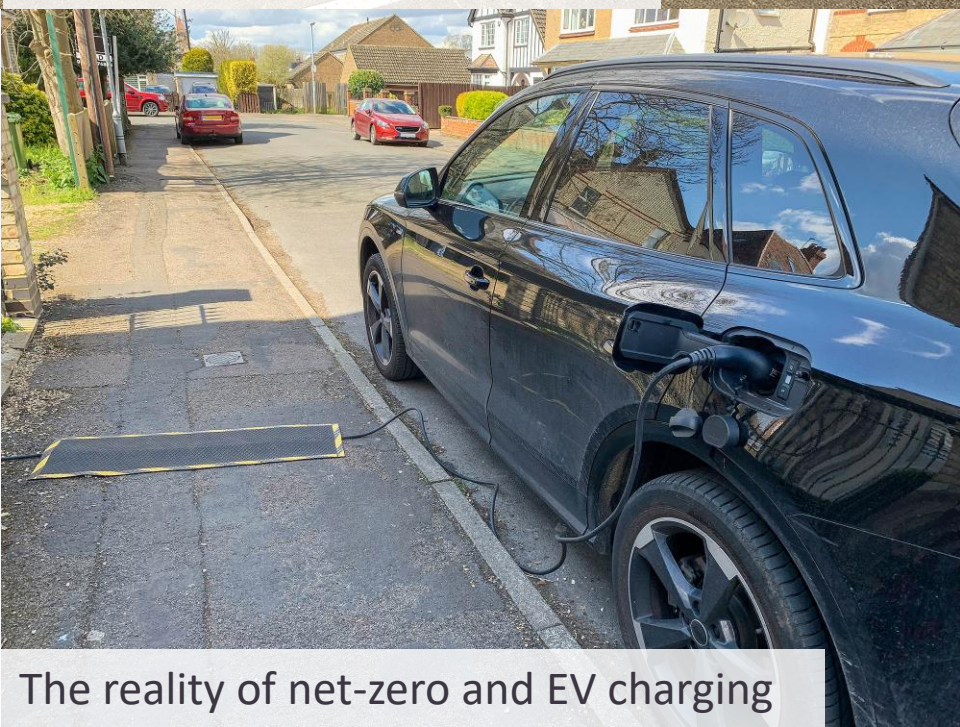
Presented by
Andy Fennell



Streetworks Market Drivers



What the marketeers show you



The reality of net-zero and EV charging

- The market is significant and growing currently circa **4 million permits/plans per year.**
 - 2022 – 2.5M
 - 2023 – 4M
- It's underpinned by the **Government's strategic aims** – net zero, levelling up, better connectivity, HS2 budget reallocation.
- These aims cannot be delivered using the existing **manual error prone** processes.
- These processes result in **significant fines** for compliance and safety infringements.
- We are the **only vendor in the market** with a solution. Creating a competitor to us is extremely difficult.

Critical infrastructure – where we add significant value



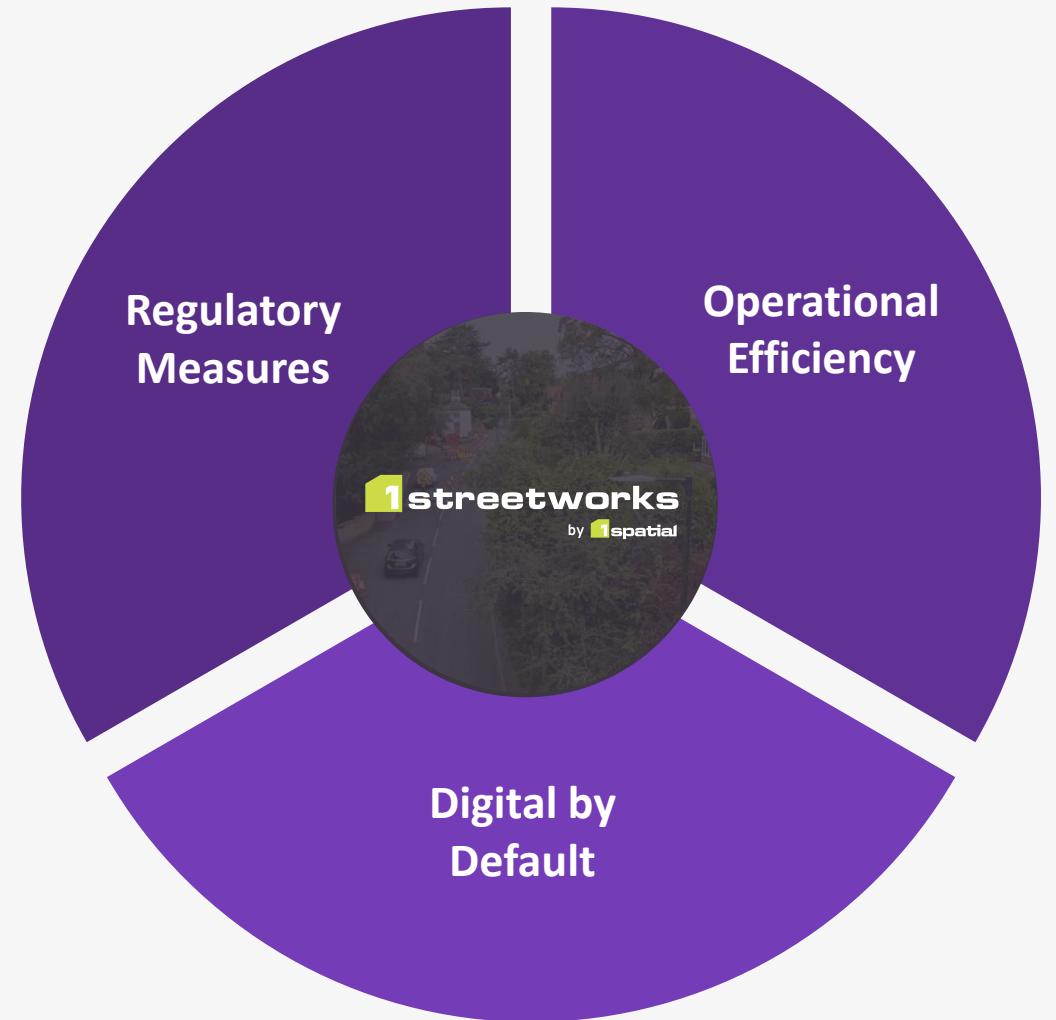
Critical infrastructure is **funded by Government on a 5-year cycle** (price control period).

Determinations (the money) is always less than requested by the infrastructure owner.

Ofgem funding - £22bn 2023 – 2028 (12% less than requested) across the electricity infrastructure owners.

Ofgem – strategic aims

- Drive efficiency
- Drive innovation
- Drive value for money (cost per watt connected)



1Streetworks Market Drivers

Industry deep dive - what drives performance in the electricity market

The 2 main activities of the electricity DNO's

Connecting the public and businesses to an electrical supply

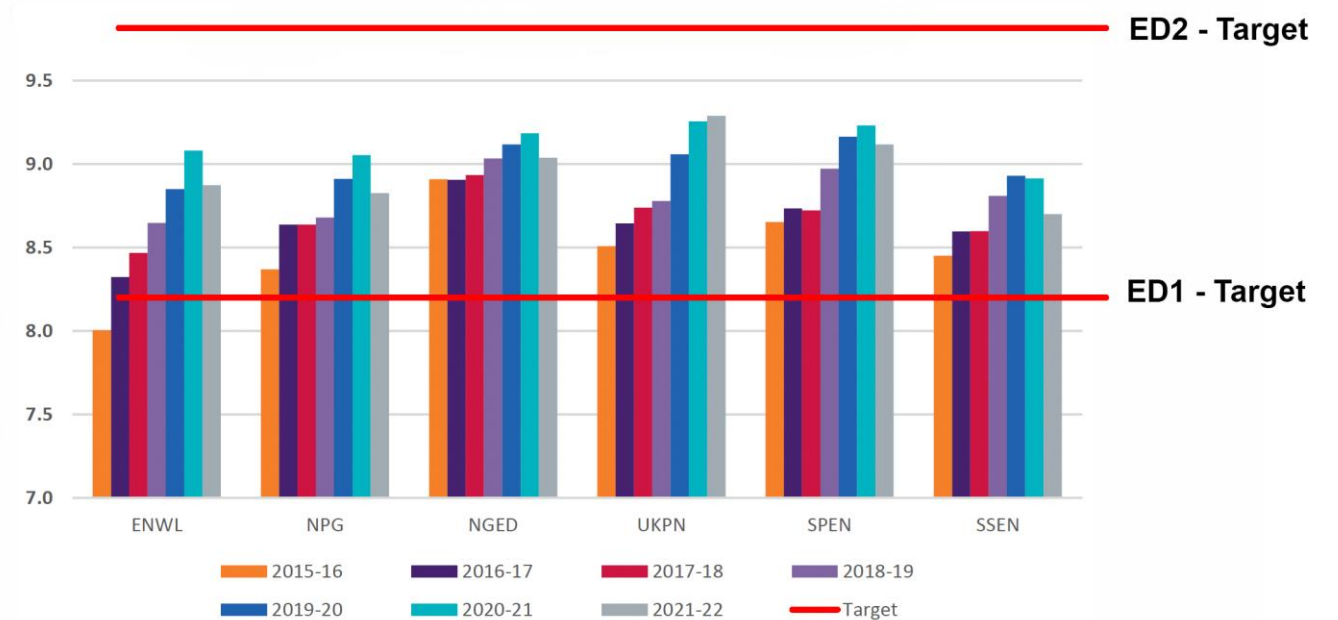
'Keeping the lights on'

- **Reactive works** – storm damage, outages, etc.
- **Proactive** – upgrades, replacement mains, maintenance, etc.

OFGEM KPI's

- Designed to drive operational performance and value for money
- Cash in for excellent performance
- Cash out for poor performance

Average Customer Satisfaction score by DNO group



Broad Measure of Customer Satisfaction (BMoCS)

The customer service KPI is much harder to achieve in this funding period.

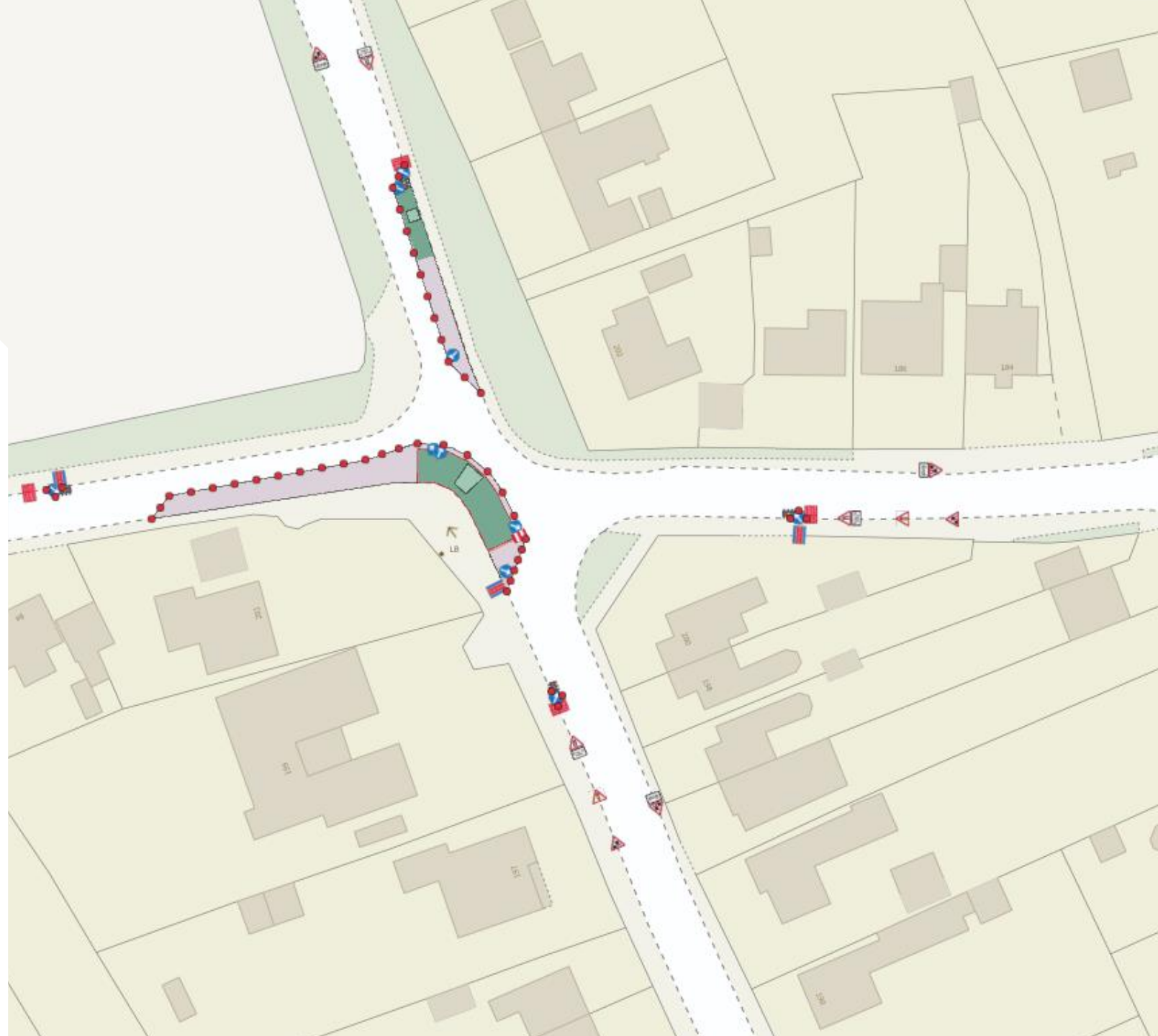
UKPN Connections Team Video



Demonstration



by Andy Fennell



1Streetworks Case Study



DNO – Distribution Network Operator, build and maintain electricity distribution network.

- 8.3M homes
- 19M people (29% population)
- 9.3GW distributed (32% UK demand)
- Overhead lines – 45,000Km
- Underground cables – 143,000Km

Approx 90K jobs per year across:

- Southern Power Networks (SPN)
- Eastern Power Networks (EPN)
- London Power Networks (LPN)



Where we started

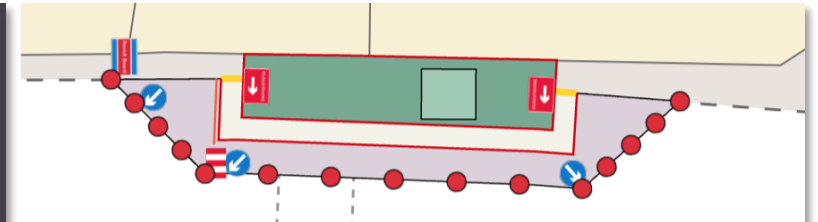
Small Connections Team

Issues across all Ofgem measures

- ATTQ – 5 days +
- ATTC – 20 days +
- BMoCS - <9.5

Impact

- Negative cashflow
- Poor customer experience
- Operationally inefficient



What was achieved

Piloted across Kent & Surrey

Significant improvement in measures

- ATTQ – 1.6 days
- ATTC – 15 days
- BMoCS - > 9.5

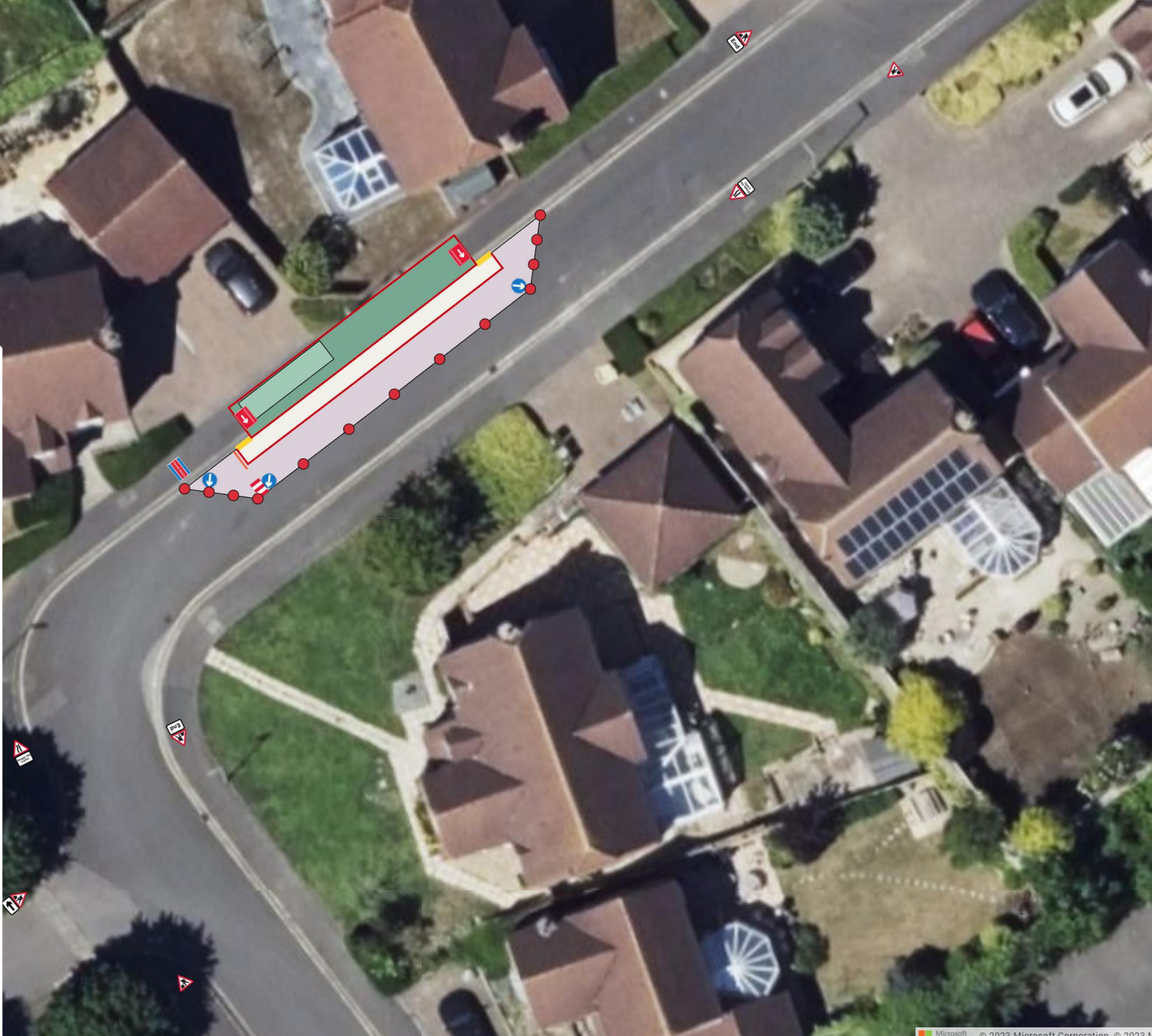
Value generated per plan can be up to:

- £150 efficiency saving
- £276 ATTQ/ATTC
- £500 BMoCS

Customer Use Case - UKPN



Presented by
Paul Dooley



Roll-out/Expansion within UK Power Networks

12-month licence:

- **Small connections SPN**
- **Preparing for the rollout across the other operational units in SPN**

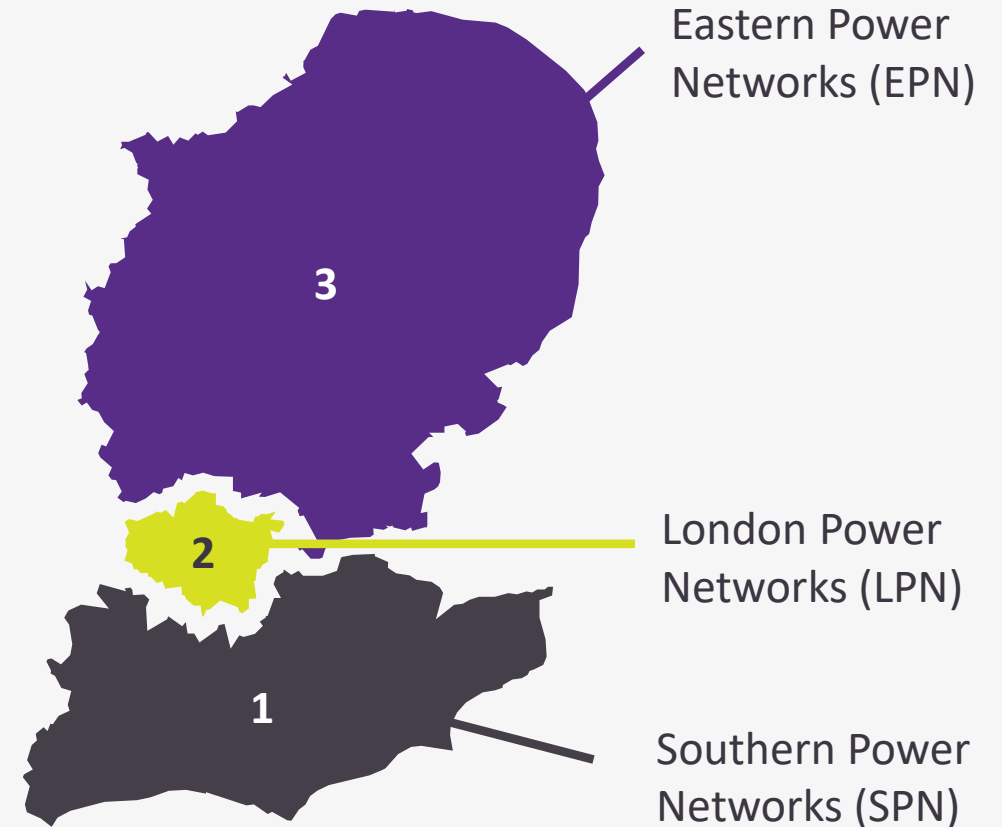
Two routes to the expansion of our relationship with UK Power Networks:

Additional teams within Southern Power Networks (ongoing)

- **Highway Services**
- **Disconnections**
- **General Enquires**
- **Linkbox Team**
- **LV Proactive services**
- **Highway Operations**

Additional Regions

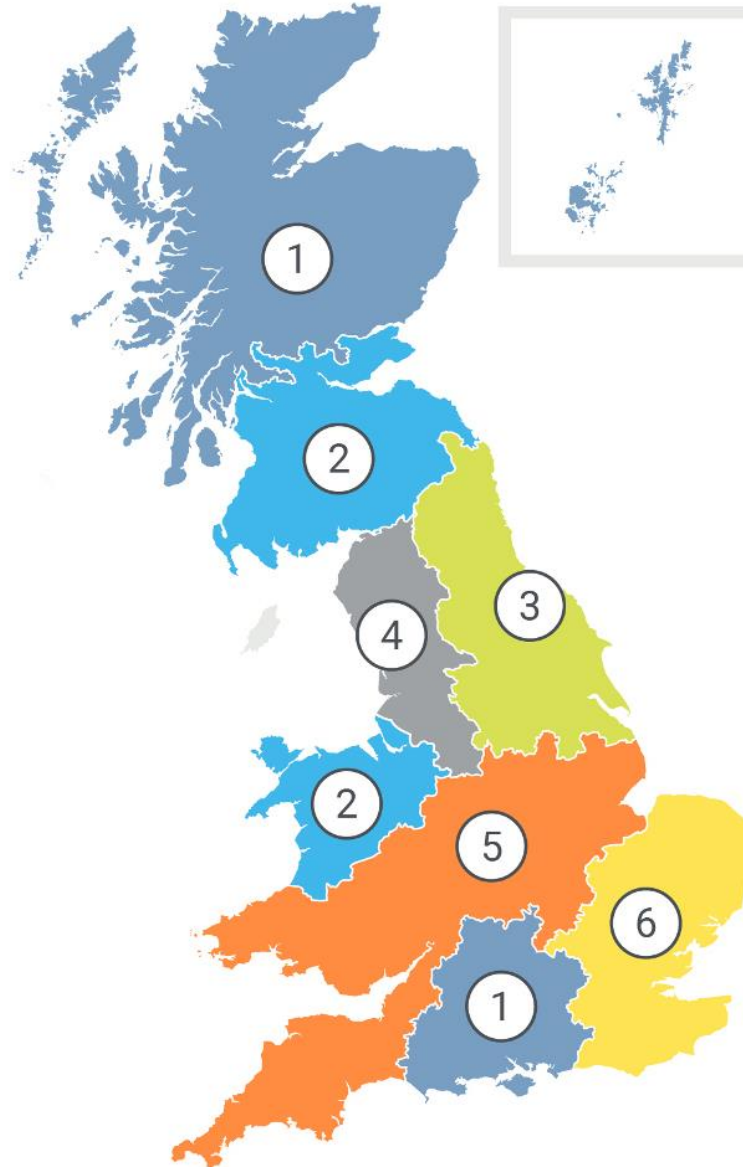
- **London & Eastern Power Networks**



Supporting the funding/planning for the following years.

A Clear Route to Sector Expansion

UK Power Networks becomes the **Blueprint** for the industry.



- ①  Scottish & Southern Electricity Networks
- ②  SP ENERGY NETWORKS
- ③  NORTHERN POWERGRID
- ④  electricity north west
Bringing energy to your door
- ⑤  nationalgrid
- ⑥  UK Power Networks
Delivering your electricity

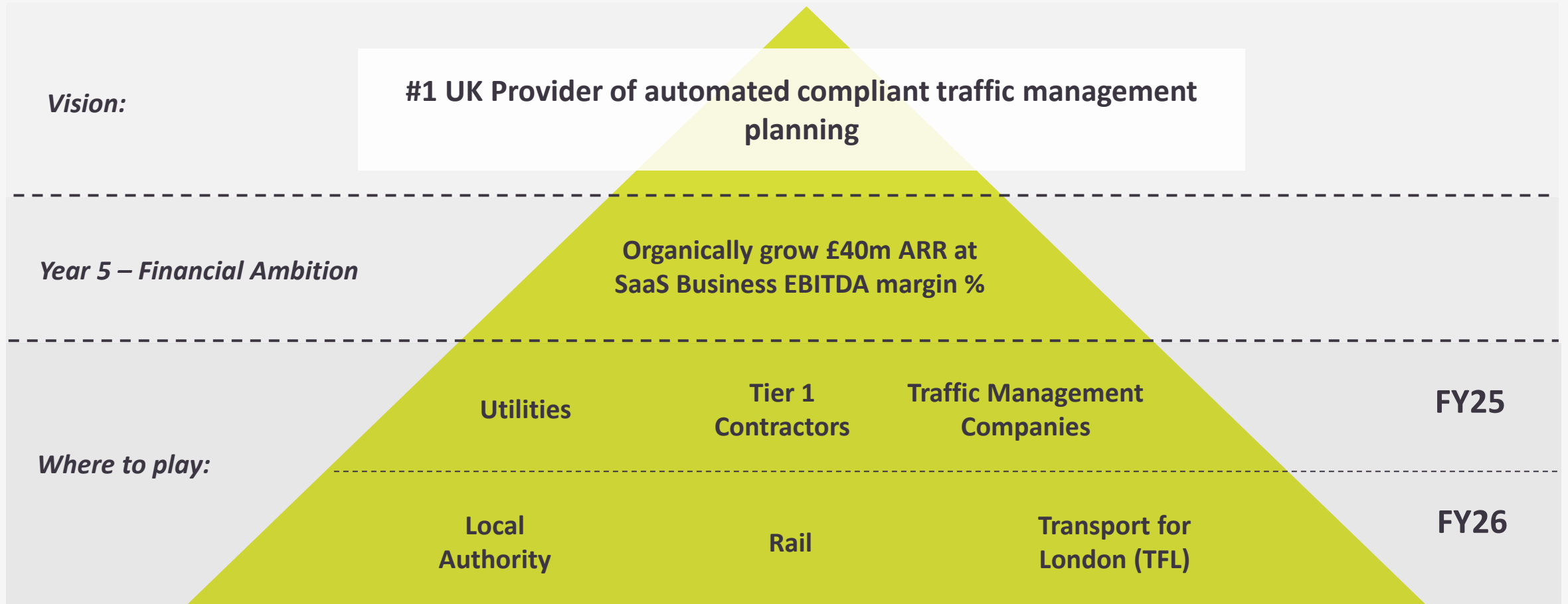
Our Ambition & FY25 Key Priorities



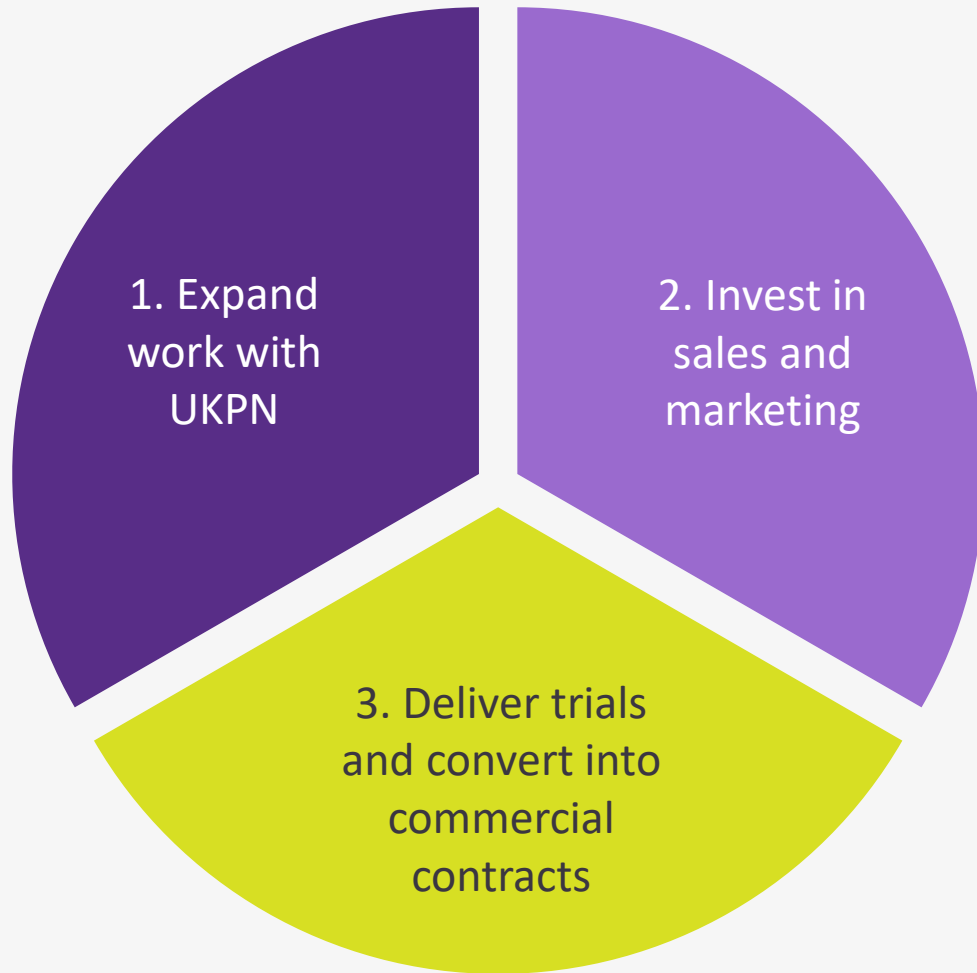
Claire Milverton,
CEO



Our Ambition



FY25 Key Priorities



- **4 trials** ongoing with visibility of another 10 to commence in H1
- Targeted key account planning - managing risk
 - Trials across each sector with different buying cycles
 - Trials with small, medium and large organisations
- Each deal has potential to be between £100k to £3m ARR, with potential for expansion
- **Overall aim in FY25 is to build foundations for solid recurring revenue in FY26**

Financial framework



Stuart Ritchie,
CFO

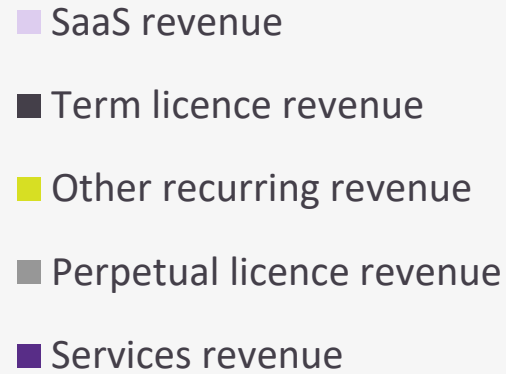


Financial Model

- ✓ **1st pure SaaS offering** – targeting 10% TAM (£40m ARR) – 5-year time horizon
- ✓ **Margin scales through revenue growth** – ARR over £10m drives significant GM and EBITDA margin
- ✓ **£5m invested in cloud platform to date** – expected £0.5m maintenance capex p.a. – significant cash generation as adoption grows
- ✓ **Expansion** into other areas / geographies funded through retained earnings
- ✓ Successful execution over the next 5 years will **transform the Group's financial metrics** – double digit growth in GM% and EBITDA%

Continued progress on the evolution of our business model

- Focus is on transitioning towards a full SaaS cloud-based revenue model
- Aiming for higher proportion of recurring SaaS and term licence revenue
- Driving margin expansion from SaaS cloud solutions – 1Streetworks is a key part of our strategy
- Revenue and EBITDA for FY24 in line with market forecasts (£32.1m and £5.5m)
- Net cash decreased to £1.1m (FY23: £3.1m) due to planned investment. Adequate facilities available to support future growth (committed RCF facility).



Exciting outlook



Developed and commercialised a disruptive technology through own resources to take advantage of a £400m market



UKPN is a powerful advocate and has considerable expansion potential within its network



4 trials in operation, with 10 more in discussion



Investing in our sales team to increase bandwidth to help maximise revenue potential



5-year financial ambition of £40m ARR with a SaaS Business EBITDA margin – potential to transform the Group

Q&A

