



2025 Results

Primed for Growth

February 2026



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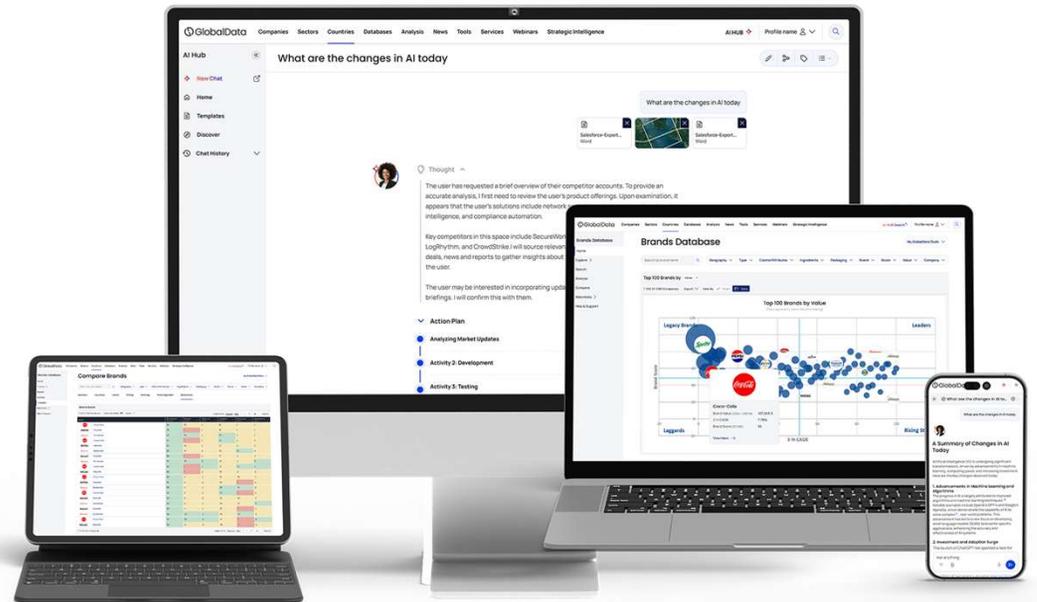
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Agenda



- 1 Executive Summary
- 2 Growth Transformation Plan Update
- 3 Financial Review
- 4 Summary





1. Executive Summary

Mike Danson
Chief Executive Officer



Executive Summary

Building momentum: transformation delivering results in a resilient business

Growth Transformation Plan

- Investment plan delivering transformational change across all strategic priorities
- New customer-centric GTM operating model delivering commercial results
- Platform capabilities and proprietary data underpin successful ROI from AI investments and product launches
- Secured two acquisitions and strengthened M&A and integration team to drive greater synergies

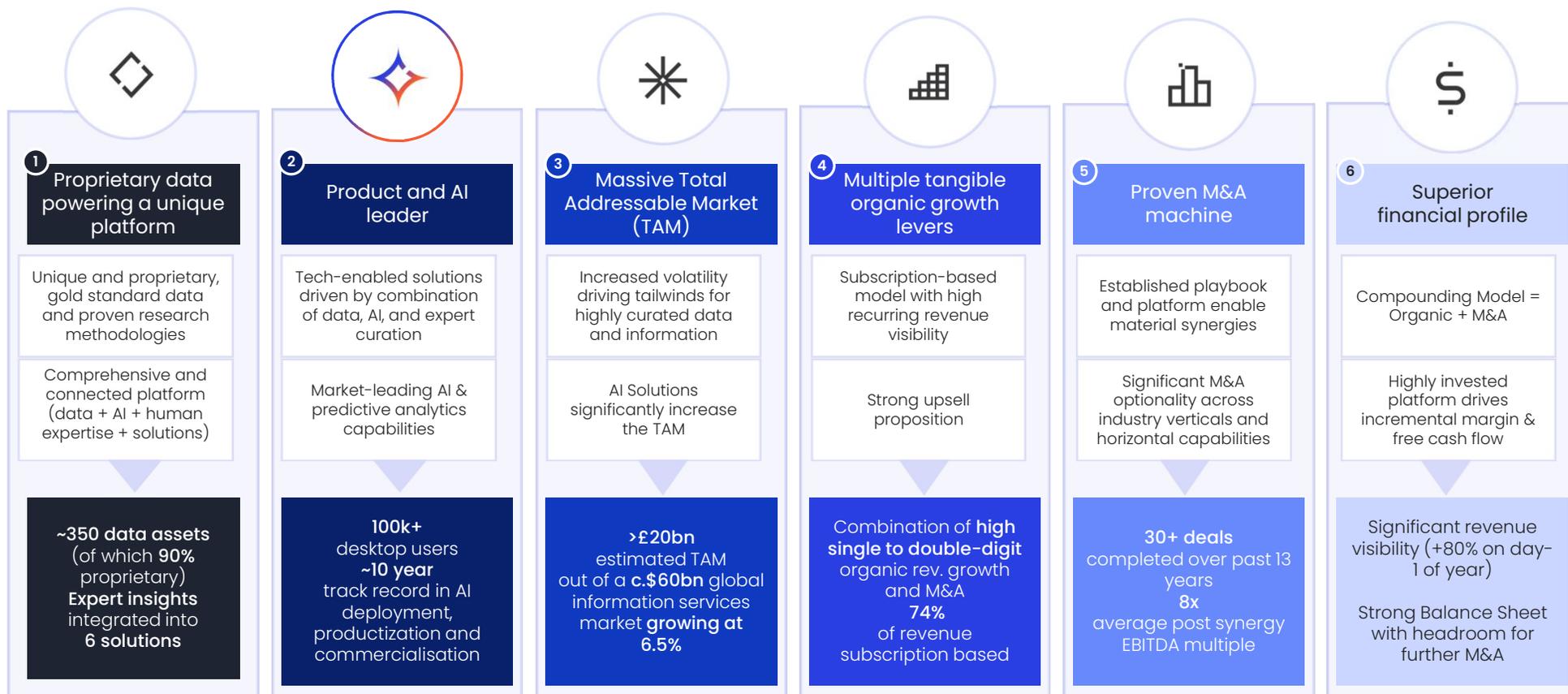
Resilient Performance

- Total revenue growth of 13% in FY2025, underlying revenue growth +1%
- Volume and value renewals consistent, reflecting resilience and stickiness
- Contracted Forward Revenue of 5%, with 3% underlying growth

Outlook

- Enter 2026 with contracted forward revenue providing ~80% of analyst revenue consensus already contracted
- Clear priorities for 2026 – a strengthened platform and team focused on execution, innovation and long-term value creation
- Admission to Main Market expected at 8am on 5 March 2026. Appointment of Chief Financial Officer.
- Primed for growth with Platform providing unique defensibility and advantage in AI-age

Primed for Growth & Winner in the AI-age



Source: Company information



2. Growth Transformation Plan

Mike Danson
Chief Executive Officer

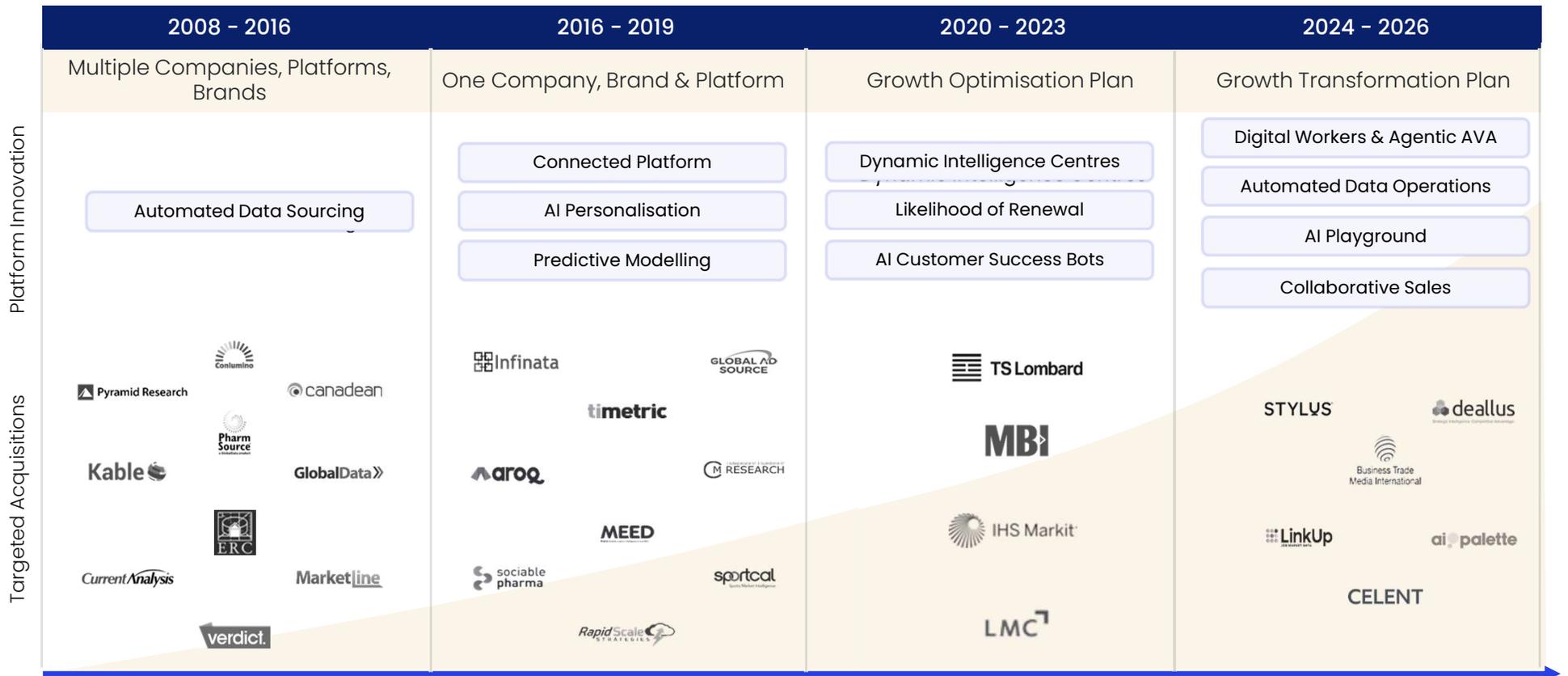
Strategic investment & transformation plan



Growth Transformation Plan 2024 - 2026

CUSTOMER OBSESSION	WORLD CLASS PRODUCTS	SALES EXCELLENCE	OPERATIONAL AGILITY
1. Customer driven re-org 2. Solutions 3. Customer Engagement	4. Product Enhancements 5. Significant AI Investments	6. Growth Levers	7. M&A Plan
8. PEOPLE & CULTURE			
9. TECHNOLOGY & AI			

Building on deep foundations & track record

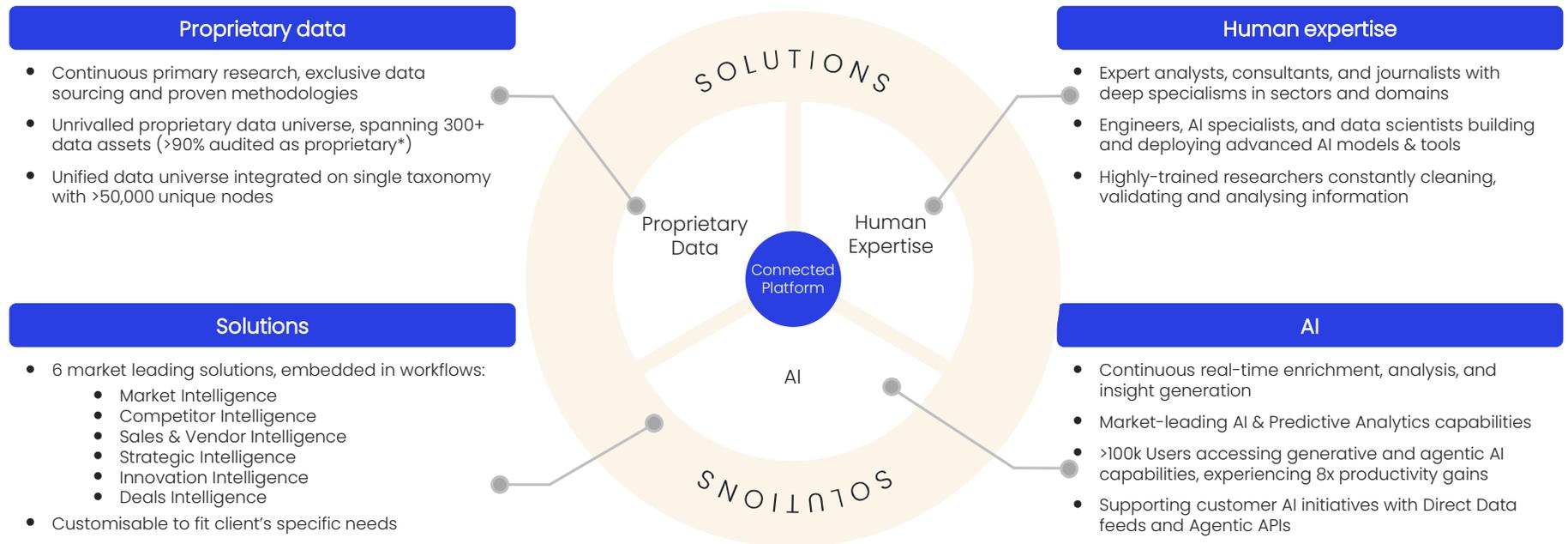


Today



Investing across Platform

Billions of proprietary data points and curated insights enriched by AI to deliver cutting edge solutions for clients



*Independent audit undertaken by KPMG

Transformed organisation & operating model



Leadership team augmented with various new hires

Mike Danson Chief Executive Officer GlobalData	Howard Lewis Chief Revenue Officer GlobalData	Graham Lilley Chief Finance Officer GlobalData	Mark Thornton Head of M&A GlobalData	Jonathan Hardings Chief Strategy Officer GlobalData	Katherine Lunn Chief People Officer GlobalData	Bina Patel Chief of Staff GlobalData
Dominic Goslett Chief Revenue Officer Healthcare	Tom Dawkins Chief Operating Officer Healthcare	Wayne Lloyd Chief Executive Officer Healthcare	Harinatha Gorka Chief Technology Officer GlobalData	Rahul Bhatia MD – India GlobalData	Victoria Rennie CEO – Media GlobalData	

Significant investments over the last 2 years across all areas

Healthcare

- Rosie Latta, M&A Director
- Simon Gardner, M&A Director
- Clara Spafford, HR Director
- Felix Walsh, VP Account Mgmt
- Andy Keen, Head of Sales M&A
- Joseph Dool, HR Director
- Jan Choudhury, Head of Strategic Accounts
- Rashed Siddiqi, Project Director
- Nehal Mittal, Director of Strategic Accounts

Sales

- Jim Graham, Commercial Director Strategic Sales Area
- John Bailey, Commercial Director PS Strategic Area
- Philip Covatta, Business Development Director
- Alex Perry, Commercial Director Strategic Sales Area
- Shamshah Dhanoo, Sales Manager
- Ed Hageny, Head of Strategic Accounts
- Dan Mansford, Head of Strategic Accounts
- Joseph Ross, Head of Strategic Accounts
- Jesus Villa, Head of Strategic Accounts
- Laura Taylor, Head of Sales PS

Commercial/Enterprise

- Paul Aspin, Commercial Director Strategic Sales Area
- Angela Thomas, Sales Manager
- Ross Smith, Commercial Director Strategic Sales Area
- Steve Peatler, Commercial Director Strategic Sales Area
- Neil Peterson, Commercial Director Strategic Sales Area
- Aditi Iyer, Commercial Director Strategic Sales Area
- Nishi Choudhary, Commercial Director Strategic Sales Area
- David Hansen, Project Director

+ Plus, augmentation from acquisitions

Key: ● Joined in 2023

Significant changes to the sales organisation



Performance and KPIs setting across the organisation to better align with GTP

Balanced Performance

- Performance** - Key KPI performance targets
- Transformation** - Longer-term business improvement targets
- Behavioural** - The individual and organisational behaviours most important to driving performance

Examples of Performance Targets:

- % Campaign Completion
- 90% volume renewal / 105-110% value renewal targets (extra licenses, price increase, solutions)
- EBITDA
- Top 25/50/75 account targets
- Customer targets / indicators - NPS (number of meetings)

Examples of Transformation Targets (GTP Priorities):

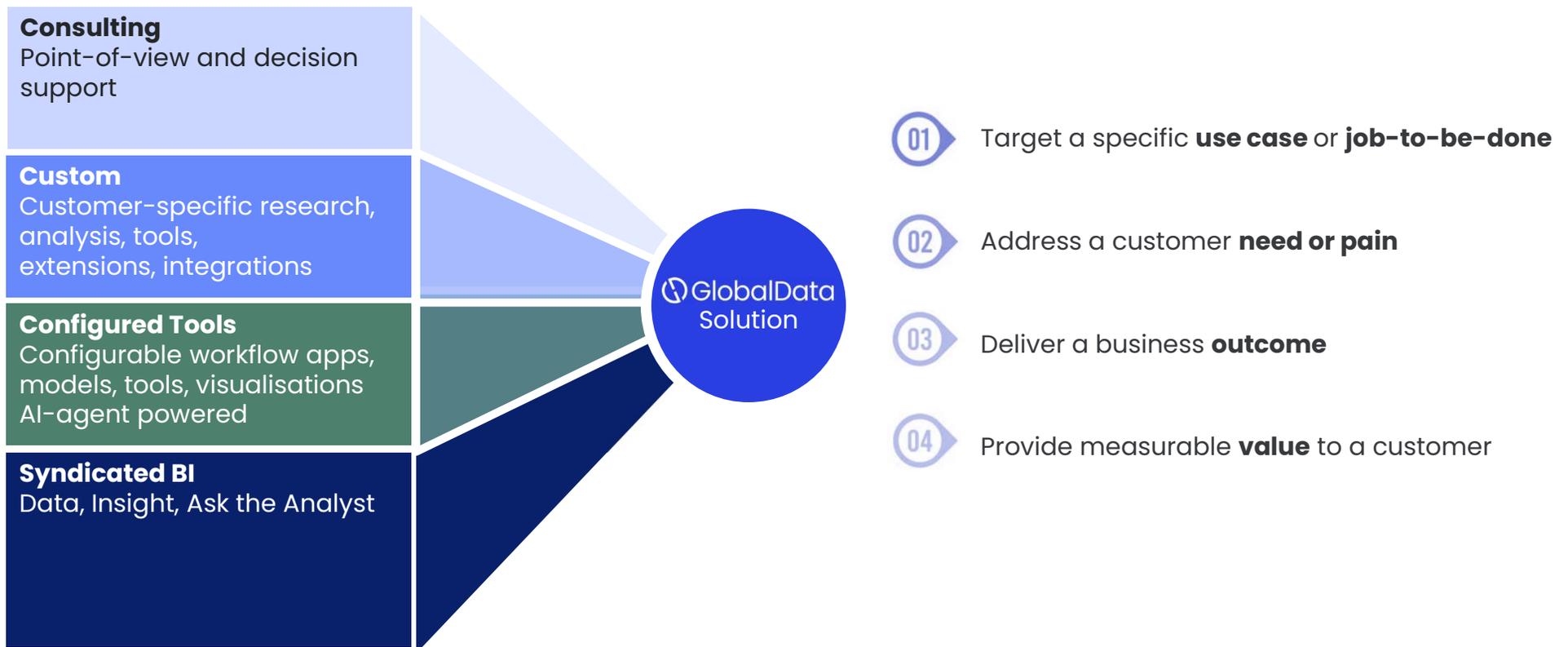
- Driving relentless customer focus / value
- Solutions campaigns
- % of AI Hub Activation and utilisation rates
- AI Hub / AVA accuracy
- M&A / Joint Venture deals delivered – acquired revenue
- Cultural transformation – employee engagement and experience
- Quality and propriateness of data

Example of Behavioural Targets:

- Imples others to support organisational priorities
- Hold team and individuals to account for results
- Balances short- and long-term organisational needs



Focus on high-value, integrated solutions



Solutions powered by proven data advantage



~350

Databases

Number of unique, productised databases that GlobalData own's and controls.

+92%

Percentage Proprietary

Percentage of databases assessed as proprietary, with their proprietary status independently verified through an audit conducted by KPMG.

+250

Number of Data Assets AI-enabled

The number of databases or similar entities in which are enhanced by our internal AI methodology and models.

<1%

Market Data Error Margin

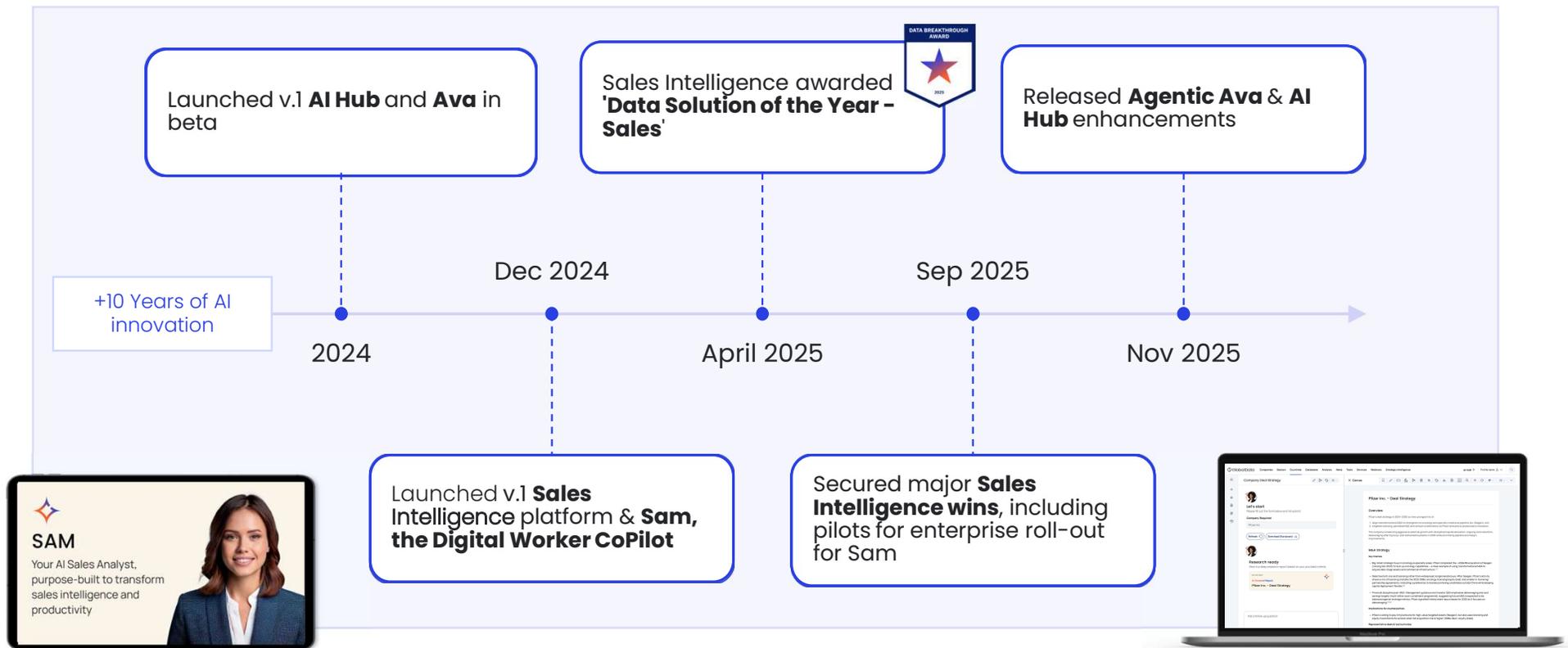
Average Error Margin for GlobalData's market models and forecasts based on back-testing evaluations.

96%

Renewal in customers over £100k

Renewal rate for customers subscribed to products powered by GlobalData's proprietary data.

Accelerated traction with new AI products





AI Hub transforming user experience

Trust, Reliability & Intuitive Experience

"To be honest. This AI Hub is, very cool. I think we'll get a lot of value out of that."

Tracy Boreham, Brand Manager



"...nice to see that the AI Hub didn't reference information outside of your data sources"

Cory Smith, Healthcare Technology



Productivity Multiplier

"The productivity increase is enormous. You do things that would take you one day, in one hour."

Jacques Mathieu, Global Business Intelligence Director



"I can spend one hour in the AI Hub and get the same results that would have taken three days of looking and reading myself."

Cindy Dekeyser, Global Business Intelligence Manager,



Democratizing Intelligence

"What I really like about GlobalData's AI Hub is how it makes research more accessible, especially for people new to the topic..."

Catherine Freiberg, Head of Industry Analyst Relations



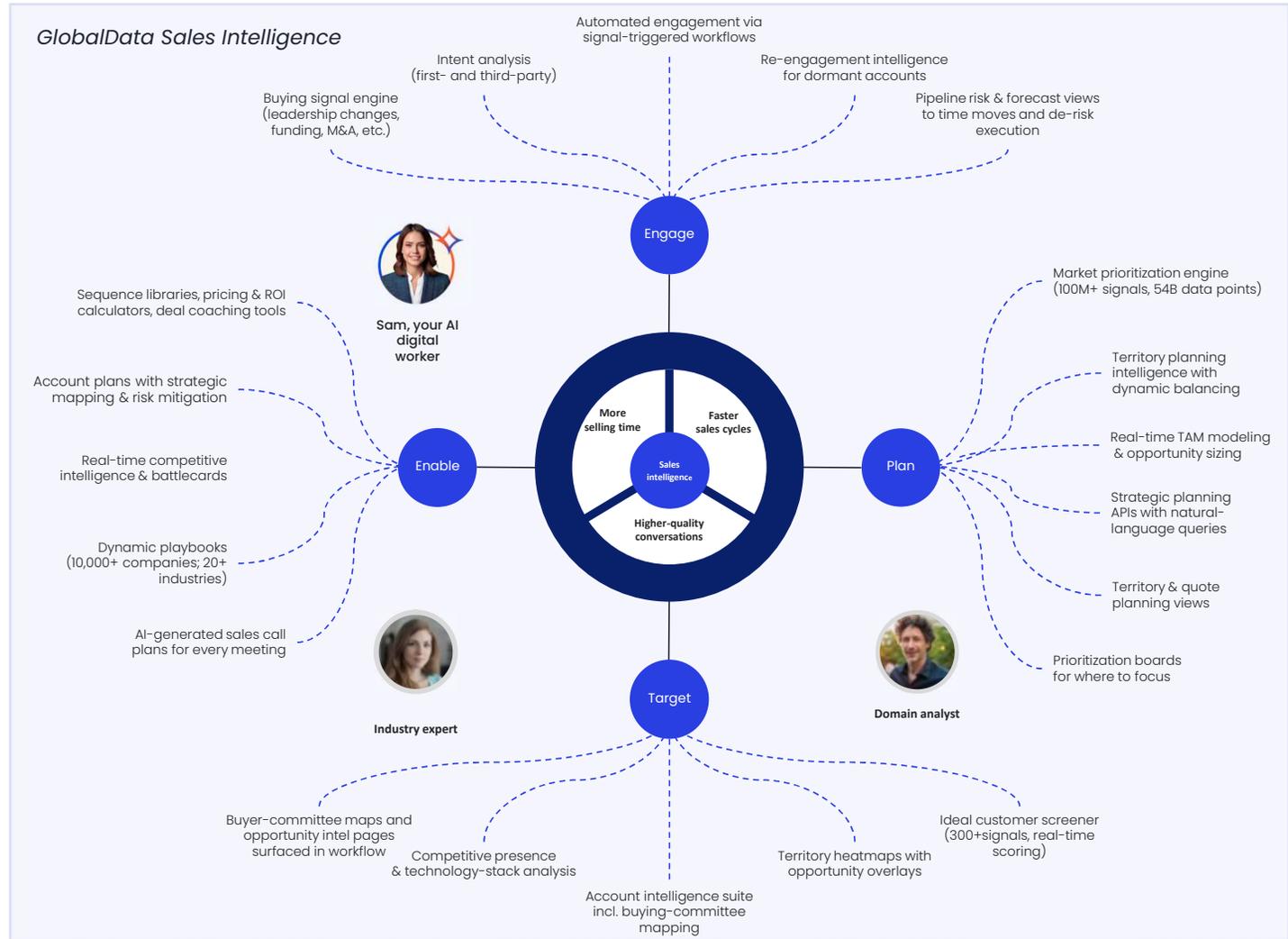
"With AI Hub, we can easily disseminate knowledge and make our research more accessible to people less experienced..."

Steven Valcke, Business Intelligence Researcher,



Award-winning recognition

GlobalData won "Data Solution of the Year for Sales" at the Data Breakthrough Awards



Deepening customer engagement



AI powered Customer Success

Today	Priorities for 2026 & Beyond
<ul style="list-style-type: none"> CS Assistant: 24/7 access to CS Assistant answering customers' help questions in seconds. Engagement: In-app tours detailing exciting new products, reports, and services. IntelliGraph: Personalised content recommendation engine powered by real-time insights. Support: Comprehensive help center and cross-platform support. Tutorials: Self-service videos for training. 	<ul style="list-style-type: none"> Customer Insight Model: AI Predicts What Matters to Customer Renewal Risk Response Sequences: AI Analyses Every Customer Signal Autonomous CS Agent: Delivers Actionable Outcomes Improving Value for Customer

20+ products with in platform support | 380K+ sessions of AI Hub 2024/5 | 55K+ self-serve enablement 2024/5 | 130K+ product sequences 2024/5

Autonomous Customer Success

Hi Caroline, I'm your personal CS AI assistant. What can I help you with today?

Developing a scalable partner for proactive customer success, working 24/7 alongside our customers to accelerate onboarding, drive adoption, and maximise customer outcomes.

- Surfacing insights
- White glove experience to entire customer base
- Truly proactive success

Accelerated Onboarding

Automated welcome

- Trigger personalised welcome sequences at user level.
- Guide users through initial onboarding with contextual prompts.

Intelligent content

- Recommended tutorials and videos.
- Adapted content and delivery based on engagement signals.
- Suggest next best actions based on what similar customers did to reach value faster.

Ongoing Engagement

Proactive engagement

- Collect feedback at key moments through the customer journey.
- Generate engagement summaries showing value delivered.

Health monitoring

- Calculate real-time health scores using usage, sentiment, and outcome metrics.
- Automatically reach out to re-engage users with relevant content.

Customer Life Cycle adoption

*Senior Management Call for AI Risk forecasts

Events, Project Delight & Newsletters	Month 1	Month 2	Month 3	Month 4	Month 6	Month 7	Month 8	Month 10	Month 11
Contract	Sign	Onboard	Check in	Engage	Engage	Engage	Engage	Engage	Engage
Subscription set-up Handover Welcome email	AM Onboarding Call - capture objectives CS IC Onboarding Training Training videos & webinars Getting Started Tips! User Alert & Watchlist set-up	Research & agenda call	AM QBR Customer Survey What's New	CS IC Training Renewal proposal [incl MFD] Executive briefing What's new	AM QBR	AM QBR	CS IC Training User Alert & Watchlist set-up Training videos & webinars	AM QBR	User clean up & account planning What's new
Planhat signals & sequences									

Tech | Email | Human Expertise | Data

AM Onboarding Call - Note: Agenda for Kick off call should include Research Agenda + future sessions e.g. exec. briefing

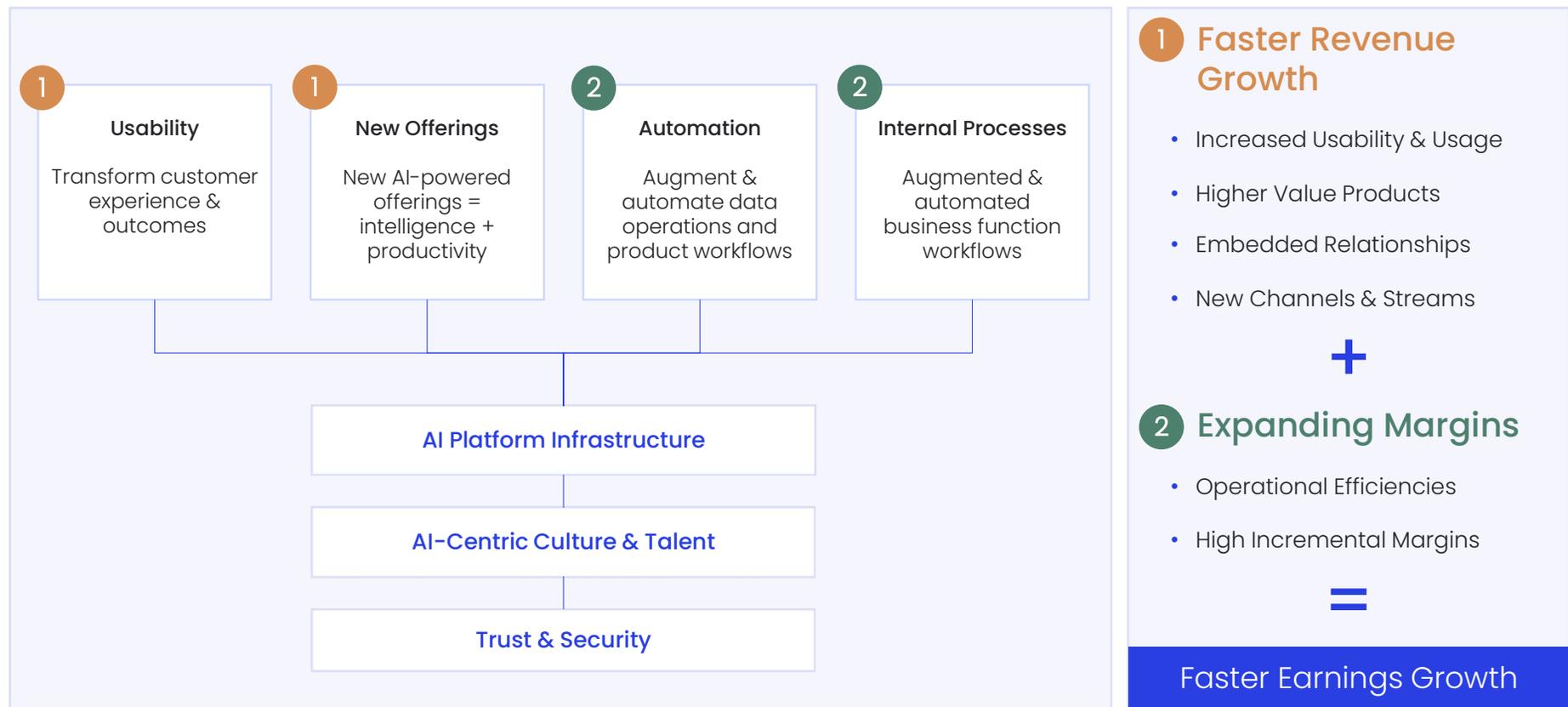
Note: Executive briefing * needs to be agreed at onboarding call or month 3

Customer voice through 2026 & Beyond

This plan takes a spotlight on required Customer engagements through 2026. We will use different forums to address requirements:

Long-term partnerships	Strategic Direction	Customer Advisory Boards
Short-term for Product development	Product Direction	Focus Groups Product Pilots
Real time	Tactical Feedback	Health Surveys e.g. CSAT, Onboarding & NPS

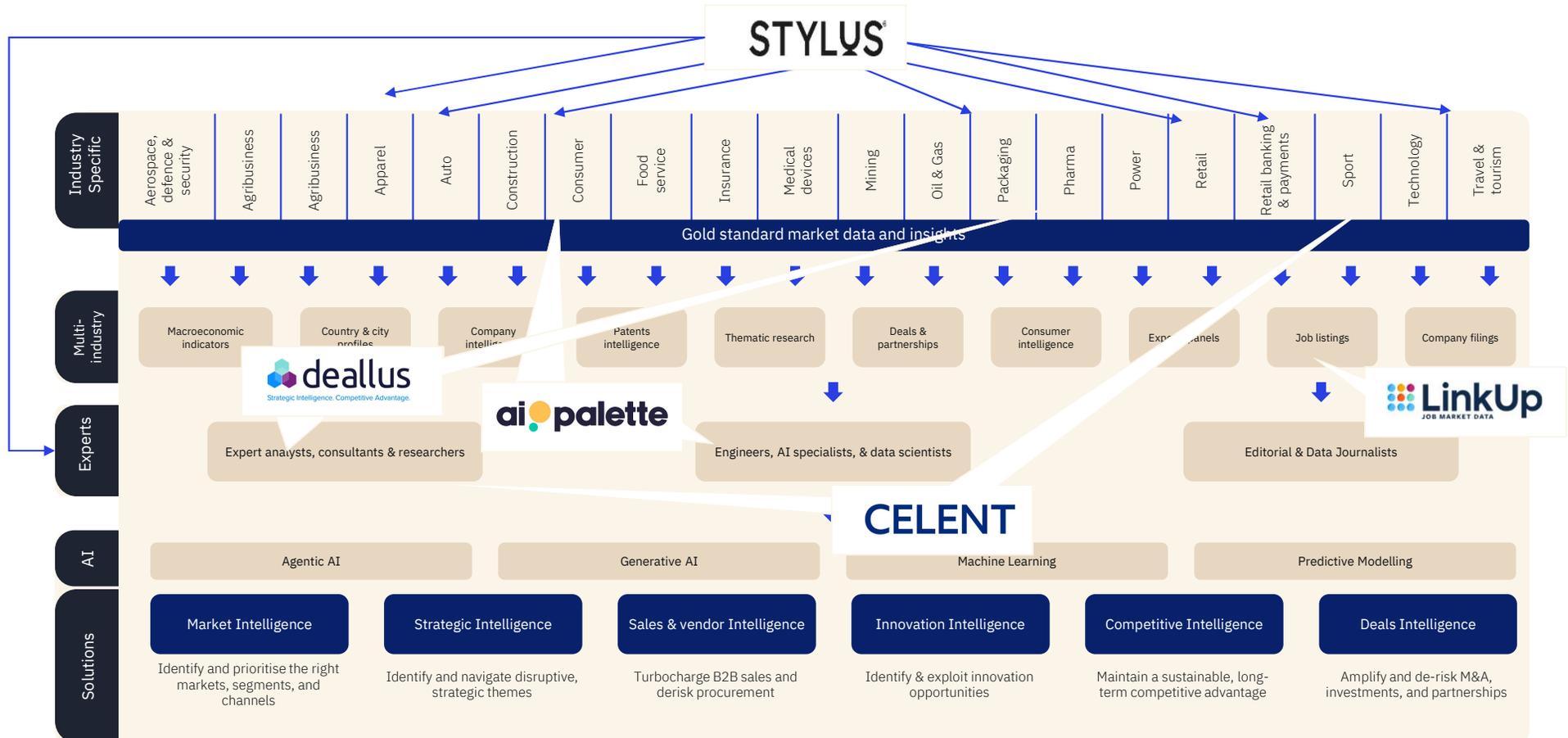
AI key enabler and value driver



Multiple levers for accelerating growth



M&A – Platform underpins value creation





3. Financial Review

Graham Lilley
Chief Financial Officer



2025 Financial Highlights



Reported
revenue growth

+13%



Underlying
revenue growth

+1%



Underlying
contracted forward revenue

+3%



Adjusted profit
before tax

+42%



Adjusted
EBITDA

-6%



Adjusted EBITDA
margin

34%

Income Statement & Trading



Non-IFRS Measures (£m)	FY25	FY24	Growth	Underlying
Revenue	322.1	285.5	13%	1%
EBITDA	110.2	116.8	-6%	
EBITDA Margin	34%	41%	-7pts	
Operating profit	111.6	83.3	34%	
Operating profit margin	35%	29%	6%	
Free cash flow	34.4	32.7	5%	
Diluted EPS (pence per share)	7.3	5.1	43%	

IFRS Measures (£m)	FY25	FY24	Growth	Underlying
Revenue	322.1	285.5	13%	1%
Operating profit	81.2	65.1	25%	
Operating profit margin	25%	23%	+2pts	
Profit before tax	69.2	54.9	26%	
Cash flow from operations	83.3	97.6	-15%	
Net (bank debt)/ cash	(114.2)	10.1	-1231%	

+13%
Total Revenue Growth

-6%
Adj. EBITDA

34%
Adj. EBITDA Margin

+42%
Adj PBT

+43%
Adj Diluted EPS

Cash and liquidity



Reconciliation of Net Debt (£m)	FY25	FY24	Growth
Opening Net Debt	10.1	(243.9)	(104%)
Operating Cash flow	83.3	97.6	(15%)
Interest Costs	(8.8)	(10.9)	(19%)
Taxes Paid	(24.1)	(40.7)	(41%)
Capex	(7.9)	(7.2)	10%
Net Cash on acquisitions**	(36.2)	(79.9)	(55%)
Minority investment (Healthcare)	-	420.8	(100%)
Dividends Paid	(9.9)	(37.5)	(74%)
Purchase of own shares	(112.5)	(81.8)	38%
Principial lease payments	(5.6)	(5.6)	-
FX	(1.5)	0.6	(350%)
Other	(1.1)	(1.4)	(21%)
Closing Net Debt	(114.2)	10.1	(1,231%)

* Adjusted for exceptional cash items in the year associated with restructuring, M&A and Corporate matters

** Includes contingent consideration

92%

Adjusted Op. Cash flow conversion (2024: 92%)*

£101.5m

Shares purchased into treasury

£11m

Shares purchased into EBT

35%

Free cash flow flow conversion

1.0x

Group Net Leverage

Segmental Performance



Revenues (£m)	FY25	FY24	Growth
Non-Healthcare	199	176	+13%
Subscriptions	143	127	+13%
Other	56	49	+14%
Healthcare	123	109	+13%
Subscriptions	94	88	+7%
Other	29	21	+38%

KPI's	FY25	FY24	Growth
Adj EBITDA Margin	34%	41%	-7pts
Non-Healthcare	25%	33%	-8pts
Healthcare	50%	56%	-6pts
Contracted Forward Revenue	180	171	5%
Non-Healthcare	111	101	10%
Healthcare	69	70	-1%
Volume Renewal Rates*	83%	83%	-
Non-Healthcare	85%	85%	-
Non-Healthcare	78%	79%	-1%

* >£20k clients

Non-Healthcare/ Healthcare
% Subscription revenue
72%/ 77%

M&A impacting revenue growth in
both segments

M&A % Transformation activity
impacting margin in both
segments

Non-Healthcare/ Healthcare
Volume renewal rates consistent
YoY in both segments

Non- Healthcare Underlying
Contracted Forward Revenue
growth (+5%), Healthcare (+1%)



Value Creation

Shareholder Value Creation

Underlying Growth

- Target to achieve **mid-single digit growth** in the medium term
- Recover margins back towards **40%**
- Execute on **revenue synergies** from recent acquisitions

M&A

- **M&A** is a significant part of value creation
- Near-term focus, in the Non-Healthcare division, realising **revenue synergy opportunities** across our recent acquisitions
- Our Healthcare M&A strategy remains unchanged and will look to deliver further bolt-on acquisitions

Dividends

- The Group maintains a **progressive policy**
- 1.2p final dividend (**up 20% YoY**)

Share Buybacks

- Whilst maintaining a disciplined approach to capital allocation, our compounding model growth model gives opportunity to buy shares.
- In 2025, the company bought back **£100m** in share buyback programmes.



4. Summary

Mike Danson
Chief Executive Officer



Summary

Primed for growth: Platform providing unique defensibility and advantage in AI-age

- FY25 was a year of **resilient performance** in an uncertain business environment
- Fundamental **transformation** of our business – embedding a solutions-led sales model
- **Proprietary data** and expert insights are mission-critical to our customers' decision-making. Proprietary data is a must-have in this AI age
- **AI is a key enabler** for internal efficiencies and unlocking value for our customers – validated by rapid adoption of our AI hub
- Enter 2026 with **strong revenue visibility** c.80% of analyst revenue consensus already contracted

Clear medium-term priorities for 2026 and beyond

Accelerate
Growth

Recover
Margin

AI
Innovation

Strategic
M&A

Shareholder
Returns