GlobalData

HY26 Results

Primed for Growth

July 2026

Disclaimer

The material in this presentation has been prepared by GlobalData Plc 03925319 (“GlobalData” or “the Company”), main market for listed securities (the “Main Market”) in London UK, and is general background information about GlobalData’s activities current as at the date of this presentation. Information in this presentation, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments and does not take into account your particular investment objectives, financial situation or needs.

This presentation has been prepared by and is the sole responsibility of the directors of GlobalData. This presentation does not constitute a recommendation or advice regarding the shares of the Company nor a representation that any dealing in those shares is appropriate. The Company accepts no duty of care whatsoever to the reader of this presentation in respect of its contents and the Company is not acting in any fiduciary capacity. The information contained in the presentation has not been verified, nor does this presentation purport to be all-inclusive or to contain all the information that an investor may desire to have in evaluating whether or not to make an investment in the Company. No reliance may be placed for any purpose whatsoever on the information contained in this presentation and no warranty or representation is given by or on behalf of the Company nor its directors,\ employees, agents and advisers as to the accuracy or completeness of the information or opinions contained in this presentation and no liability is accepted by any of them for anysuch information or opinions, provided that nothing in this paragraph shall exclude liability for any representation or warranty made fraudulently. In all cases potential investors should conduct their own investigations and analysis concerning the risks associated with investing in shares in the Company, the business plans, the financial condition, assets and liabilities and business affairs of the Company, and the contents of this presentation. The information and opinions contained in this presentation are provided as at the date hereof.

This presentation may contain and the Company may make verbal statements containing "forward-looking statements" with respect to certain of the Company's plans and its current goals and expectations relating to its future financial condition, performance, strategic initiatives, objectives and results. Forward-looking statements sometimes use words such as "aim", "anticipate", "target", "expect", "estimate", "intend", "plan", "goal", "believe", "seek", "may", "could", "outlook" or other words of similar meaning. By their nature, all forward-looking statements involve risk and uncertainty because they relate to future events and circumstances which are beyond the control of the Company, including amongst other things, economic business conditions, market-related risks such as fluctuations in interest rates and exchange rates, the effect of competition, the effect of tax and other legislation in the jurisdictions in which the Company operates, the effect of volatility in the equity, capital and credit markets on the Company's profitability and ability to access capital and credit, the effect of operational risks and the loss of key personnel.

As a result, the actual future financial condition, performance and results of the Company may differ materially from the plans, goals and expectations set forth in any forward looking statements. Any forward-looking statements made herein by or on behalf of the Company speak only as of the date they are made. Whilst the directors believe all such statements to have been fairly made on reasonable assumptions, there can be no guarantee that any of them are accurate or that all relevant considerations have been included in the directors’ assumptions. Accordingly, no reliance whatsoever should be placed upon the accuracy of such statements, all of which are for illustrative purposes only, are based solely upon historic financial and other trends and information, including third party estimates and sources, and may be subject to further verification. Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice. All securities and financial product or instrument transactions involve risks, which include (among others) the risk of adverse or unanticipated market, financial or political developments and, in international transactions, currency risk.

Except as required by applicable law or regulation, the Company expressly disclaims any obligation or undertaking to publish any updates or revisions to any forward-looking statements contained in this presentation to reflect any changes in the Company's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based. No statement in this presentation is intended to be a profit forecast, and no statement in this presentation should be interpreted to mean that earnings per share of the Company for the current or future financial years would necessarily match or exceed the historical published earnings per share of the Company.

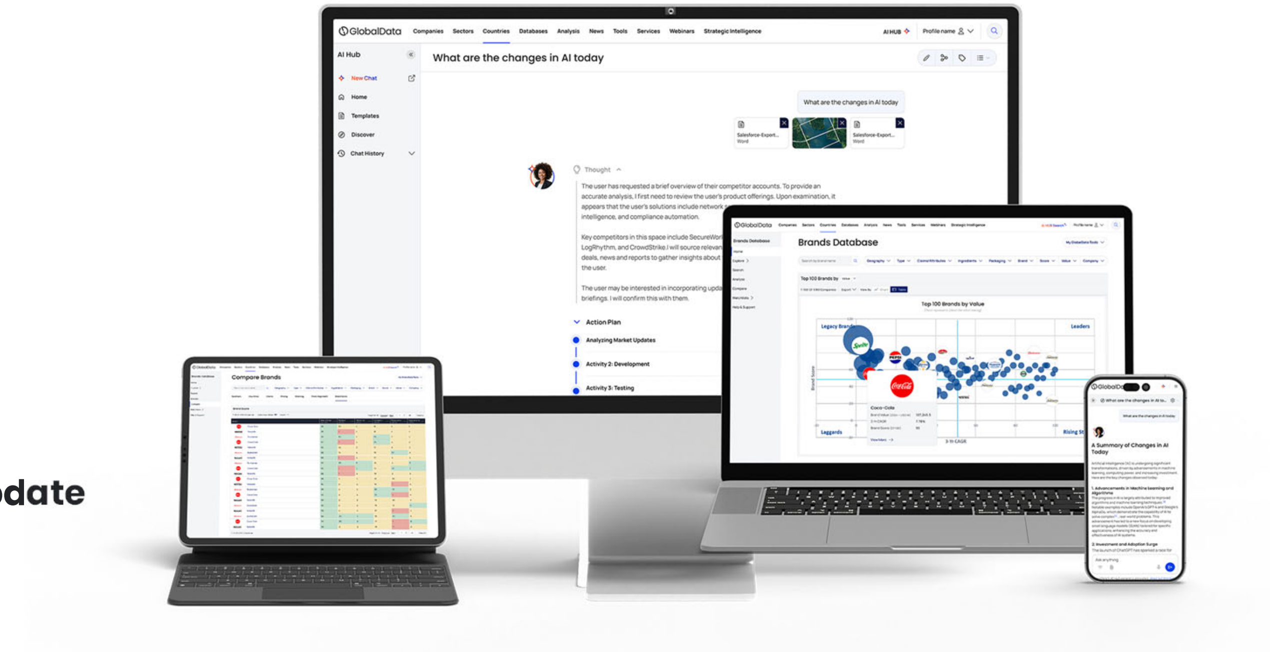
Agenda

1 **Executive Summary**

2 **Financial Review**

3 **Growth Transformation Plan Update**

4 **Summary**



1. Executive H1 Summary

Graham Lilley
Chief Financial Officer

Executive Summary

H1 a period of progress. Fundamentals remain. Accelerating roadmap.

Growth Transformation Plan

- Established attractive portfolio and operating model, with building blocks for growth
- New customer-centric GTM model delivering commercial proof points to scale across Group
- Platform capabilities and proprietary data underpin successful ROI from AI investments and product launches
- Secured one acquisition and strengthened M&A and integration team to drive greater synergies

Resilient Performance

- Total revenue growth of 4%, underlying revenue growth 1%
- Adjusted EBITDA increased 5%, with Adjusted EBITDA margin improving one percentage point to 34%
- Volume and value renewals consistent, reflecting resilience and stickiness
- Contracted Forward Revenue growth of 4%, with 1% underlying growth, providing strong visibility for FY26 and beyond
- Disciplined approach to capital allocation returning £18.6m in HY26 with a further £30m tender in August 26.

Priorities & Outlook

- A key advantage of GlobalData's model is the optionality for business building
- Our immediate priority is to accelerate underlying revenue growth and scale commercial best practice across the Group
- New investment in AI-native workflows, proprietary data and human expertise to increase customer value and moat

2. Financial review

Graham Lilley
Chief Financial Officer

HY2026 Financial Highlights

Reported revenue growth **+4%**	Underlying revenue growth **+1%**	Underlying contracted forward revenue **+1%**
Adjusted profit before tax **-3%**	Adjusted EBITDA **+5%** *Underlying flat*	Adjusted FDEPS **+8%**

FDEPS – Fully Diluted Adjusted Earnings Per Share

Income Statement & Trading

Non-IFRS Measures (£m)	HY26	HY25	Growth	Underlying
Revenue	162.9	156.5	4%	1%
EBITDA	54.8	52.1	5%	0%
EBITDA Margin	34%	33%	1%	
Operating profit	46.7	44.0	6%	0%
Operating profit margin	29%	28%	1%	
Free cash flow	31.3	42.6	-27%	
Diluted EPS (pence per share)	2.7	2.5	8%	

IFRS Measures (£m)	HY26	HY25	Growth	Underlying
Revenue	162.9	156.5	4%	1%
Operating profit	30.9	28.5	8%	
Operating profit margin	19%	18%	1%	
Profit before tax	23.2	24.7	-6%	
Cash flow from operations	50.8	66.1	-23%	
Net (bank debt)/ cash	(133.0)	(16.8)	692%	

+4%
Total Revenue Growth

+5%
Adj. EBITDA
(Flat on an underlying basis)

34%
Adj. EBITDA Margin

+8%
Adj Diluted EPS

-27%
Free Cash Flow

Cash and liquidity

Reconciliation of Net Debt (£m)	**HY26**	**HY25**	**Growth**
Opening Net Debt	**(114.2)**	**10.1**	**(1231%)**
Operating Cash flow	50.8	66.1	(23%)
Interest Costs	(6.5)	(3.2)	103%
Taxes Paid	(3.6)	(13.3)	(73%)
Capex	(3.9)	(3.9)	0%
Net Cash on acquisitions**	(24.0)	(8.5)	182%
Dividends Paid	(8.5)	(7.7)	10%
Shares purchased for cancellation	(18.6)	(50.7)	(63%)
Principial lease payments	(3.2)	(2.8)	14%
FX	0.4	(3.0)	(113%)
Other	(1.7)	0.1	(1691%)
Closing Net Debt	**(133.0)**	**(16.8)**	**692%**

118%
Adjusted Op. Cash flow conversion (2025: 130%)*

£18.6m
Shares purchased into treasury

£24m
Spent on M&A

80%
Free cash flow conversion

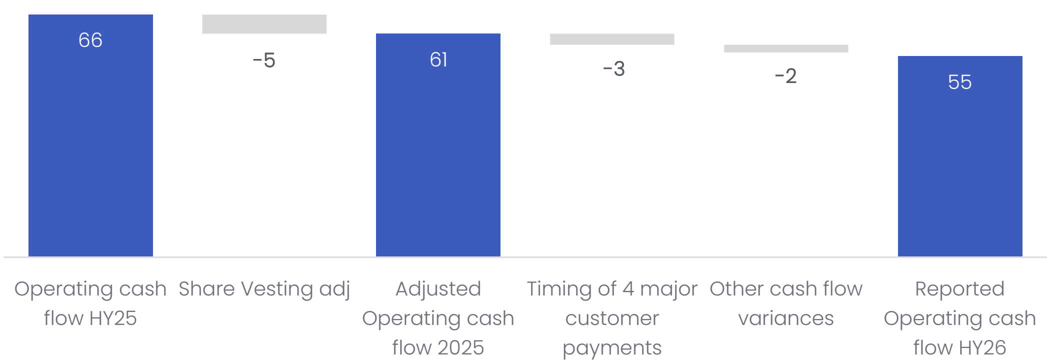
1.2x
Group Net Leverage

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

Operating Cash flow

Underlying Operating Csh flow	HY26	HY25	Growth
Reported Operating cash flow	**52**	**66**	**(23%)**
Cash held related to SBP	3	(5)	(165%)
Reported OCF (ex share cash flows)	**55**	**61**	**(11%)**
Cash exceptionals	4	7	(42%)
FX impact on collections (LFL)	3	0	-
Underlying Operating cash flow	**61**	**68**	(10%)
Underlying Adjusted EBITDA	52	52	-
Conversion %	*118%*	*130%*	(12 pts)

Operating cash flow bridge — HY25 to HY26 (£m)



Treatment & Timing of share vesting events impacted YoY operating cash flow comparability

Underlying conversion 118% (HY25 130%)

Timing of payments from 4 major customers shifted to H2 (no impact on revenue or delivery)

USD FX rates positively impacted collections in H1 2025

Segmental Performance

Revenues (£m)	HY26	HY25	Growth
Non-Healthcare	**97.7**	**96.6**	**1%**
Subscriptions	71.3	68.9	3%
Other	26.4	27.7	(5%)
Healthcare	**65.2**	**59.9**	**9%**
Subscriptions	52.0	47.1	10%
Other	13.2	12.8	3%

KPI's	HY26	HY25	Growth
Adj EBITDA Margin	**34%**	**33%**	**1pt**
Non-Healthcare	25%	25%	-
Healthcare	48%	48%	-
Contracted Forward Revenue	**163.3**	**157.4**	**4%**
Non-Healthcare	101.5	94.7	7%
Healthcare	61.8	62.7	(1%)

Volume Renewal Rates (>£20k clients)	HY26	FY25	Growth
Non-Healthcare	85%	85%	-
Healthcare	78%	78%	-

Non-Healthcare/ Healthcare
% Subscription revenue
73%/ 80%

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 +2%, Healthcare -1%

3. Growth Transformation Plan Update

Mike Danson
Chief Executive Officer

GlobalData today

01 · THE PLATFORM

Proprietary data powering AI-enabled platform

Proprietary data, proven methodologies and market-leading predictive analytics, curated and supported by human experts.

~350
data assets, >90% proprietary

2,000
Human Experts

6
solutions with expert insights integrated

~10 yrs
deploying & commercialising AI

02 · THE OPPORTUNITY

A large market, converted into recurring growth

Volatility and AI solutions expand the TAM; subscriptions and upsell turn it into visible organic growth.

>£20bn
estimated TAM

75%
of revenue subscription based

6
Organic Growth levers

03 · THE MODEL

A proven compounding machine on an invested platform

An established compounding model delivers material synergies across verticals, driving incremental margin and free cash flow.

30+
deals completed over past 13 years

8x
average post-synergy EBITDA multiple

+80%
of revenue visible on day one of the year

>£200m
M&A firepower

Source: Company information

Strategic investment & transformation plan

Growth Transformation Plan 2024 - 2026

CUSTOMER OBSESSION

1. **Customer driven re-org:**
   - ✓ Mgmt. Investment
   - ✓ Defined Business Units
2. **Solutions**
   - ✓ Solution Launches
3. **Customer Engagement**
   - ✓ Increased NPS Scores
   - ✓ Investment in CS team

WORLD CLASS PRODUCTS

4. **Product Enhancements**
   - ✓ >90% proprietary data
   - ✓ Increased timeliness, quality, coverage
5. **AI Investments**
   - ✓ 150 AI Specialists
   - ✓ 4x increase in AI Hub Users
   - ✓ 3x Increase in Usage

SALES EXCELLENCE

6. **Growth Levers**
   - ✓ Churn
   - ✓ Pricing
   - ✓ Licensing
   - ✓ Product
   - ✓ Solutions
   - ✓ New Logo

OPERATIONAL AGILITY

7. **M&A Plan**
   - ✓ 7 Acquisitions
   - ✓ Completed integrations
   - ✓ Value creation plans

8. PEOPLE & CULTURE

9. TECHNOLOGY & AI

Created customer focused BU driven organization

GlobalData

£130m+	£200m			
Healthcare	**Consumer**	**Industrials**	**Business unit 4**	**Business unit 5, 6...**
Management Team	Management Team	Management Team	Management Team	Management Team
Commercial Teams	Commercial Teams	Commercial Teams	Commercial Teams	Commercial Teams
Product Teams	Product Teams	Product Teams	Product Teams	Product Teams

ONE PLATFORM · DATA, AI, PRODUCT, SHARED SERVICES

THE CENTRE · CAPITAL ALLOCATION, PLAYBOOKS, TALENT, ACCOUNTABILITY

Healthcare proves the model works

The most mature business in the portfolio, separated with clearly defined assets and validated by an outside investor paying an attractive price. **It is the template, not the exception.**

Revenue **+£130m**

EBITDA Margin **~50%**

How we did it…

- Critical proprietary data
- Great leadership
- Sharp commercial mindset
- Power of the platform

What Healthcare demonstrated

1. A unit can be cleanly defined and separated without breaking the platform
2. An external specialist investor will underwrite the value at a full multiple
3. Shared capability — generative AI, agents, engineering — stays at the centre and travels with the platform, not the asset
4. The buyer is acquiring the playbook as much as the business

£1.2bn An attractive valuation EV/EBITDA multiple achieved

~22x Recent comparables show strong support for similar businesses at EV/ EBITDA levels >20x (YipitData, With Intelligence, Kpler)

deallus (Part of GlobalData) | Cambridge Healthcare Research. (a GlobalData company)

Platform and new funds allowed us to add exciting new capabilities through M&A

Deepening customer engagement

AI-powered Customer Success

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

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

Investment in Customer-facing Teams

- **2x** increase in **Customer Success Team**
- **2x** increase in **Strategic Account Managers**
- **100** specialist **CI Solution Consultants**

Importance of Human Expertise in AI-age

- **2x** increase in **Analyst <> Client meetings**

Quantifiable Impact on Key Customer Health Metrics

- **3%** increase in **NPS**
- **19%** increase in **CSAT**

Platform investment unlocks future scalable growth

Investing to further strengthen GlobalData's position within the AI era…

Proprietary Data Moat
- Proprietary data
- Exclusive rights
- Difficult replication
- Data exhaust

Workflow Ownership
- Embedded workflows
- Customer intimacy
- Proven ROI

AI Defensibility
- Human judgement
- AI-native distribution
- Difficulty of replication
- New monetization models

Platform Leverage
- Increased Productivity
- Operating leverage
- Margin expansion

…and accelerate growth

1 Revenue Growth
- Increased Usability & Usage
- New Products & Revenue Streams
- Embedded Relationships

\+

2 Margin Expansion
- Operational Efficiencies
- High Incremental Margins

Continuously building proprietary data advantage

Case Study: Proprietary Consumer Intelligence

1. Give-to-Get Panels
Manufacturer-contributed sales data on a quarterly or annual basis

2. Primary Research Panels
Expert supplier, manufacturer, distributor and retailer category interviews

3. Consumer Surveys & Social Listening Panels
Tracking consumer attitudes, preferences & behaviors which drive demand and opportunity

4. Digital Shelf SKU & Claim tracking
Barcode-level tracking of pack size & price tier

5. Physical Store Audits
In-store SKU counts, pricing & shelf-share checks across retail and foodservice outlets

6. Secondary Research
Public filings, customs data, trade associations

Triangulation & Modelling
Analysts reconcile all six inputs into one draft dataset, cross-checked for outliers

Forecasting
Multivariate & Bayesian models project forward, validated to ~1% year-on-year variance

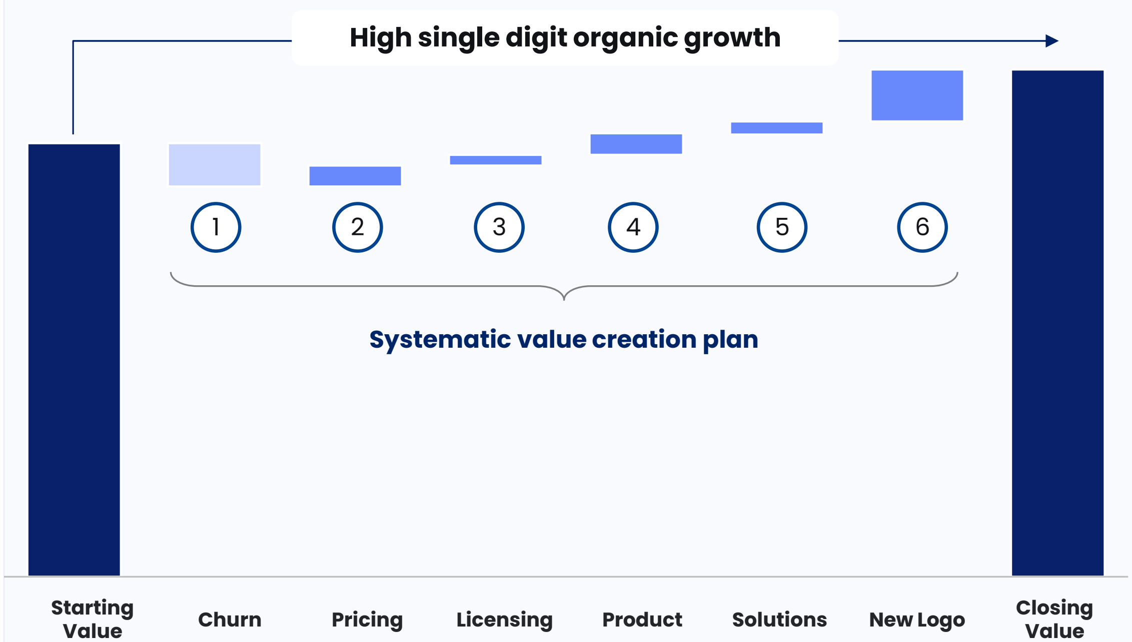
Quality Assurance
Four-tier analyst and management review before anything become client and industry-facing

Industry Consensus & Validation
Draft market intelligence presented to industry prior to publication for validation and final consensus

Published category sizing, brand shares, channel data & forecasts

New GTM model delivering early signals

Organic Revenue Growth Levers



Positive Momentum Signals

- **7 p.p** increase in renewal rates within **Consumer Inside Sales** in **H126**
- **Top-3** largest solution deals in **GlobalData** history during **GTP** (2024-26)
- **7%** underlying revenue growth within **Consumer** business in **H126**
- **~£100k** average contract value for New Logo deals within **Healthcare** business in **H126**
- **~£50m** in sales from **Top-75** strategic accounts in **Healthcare** business

Now focused on scaling successes across the portfolio

Platform M&A underpins value creation

7 Deals Closed during GTP (2024-26)

LinkUp JOB MARKET DATA

deallus

Cambridge Healthcare Research.

STYLUS

Celent.

ai palette

Business Trade Media International

CASE STUDY: GlobalData Healthcare

- **Completed the acquisition of Cambridge Healthcare Research (CHR) on 1 April 2026**, combining CHR with Deallus to create a market-leading competitive intelligence business with a c.£30m book of business across the Top 75 global pharma companies
- **Uniquely positioned to serve clients better than either firm could alone** - pairing GlobalData's proprietary data and AI-enabled platform with the deep human expertise of CHR and Deallus to deliver competitive intelligence solutions for every customer need
- **Created a single, enlarged CI business**, spanning a ~200-strong team under a single operating model of eight client business units, giving clients one front door to the full breadth of our CI capabilities
- **Integration on track and at pace** — teams co-located into GlobalData office, back-office functions merged and a full IT migration completed with minimal business disruption, keeping clients and delivery stable throughout
- **Unified onto a single operating system** allowing enhanced visibility of profitability, resource utilisation and pipeline — the backbone to run and grow the enlarged business efficiently

4. Summary

Mike Danson
Chief Executive Officer

22

Summary and outlook

Fundamentals remain. Accelerating roadmap.

- Established attractive portfolio and operating model, underpinned by significant proprietary assets, with clear proof points in the model.
- We are focused on opportunities to accelerate revenue growth, including investments in AI-native workflows, proprietary data and human expertise to increase customer value and moat.
- Medium term financial outlook is our underlying revenue growth more muted than expected, but with increased investment in the Business units to accelerate revenue growth.
- Investments are deliberate decision and will slow down margin recovery, but with significant ROI upside in the longer term.
- Capital allocation: flexible and opportunistic — balancing investment for growth, selective M&A and returns to shareholders.