

9 December 2020

**The SimplyBiz Group plc**  
("SimplyBiz" or the "Group")

**Capital Markets Briefing and Trading Update**

SimplyBiz (AIM:SBIZ), a leading independent provider of compliance, technology and business services to financial advisers and financial institutions in the UK, will be hosting a virtual Capital Markets Briefing at 14:00 GMT today.

The briefing will demonstrate how SimplyBiz's digital transformation strategy is being implemented, and management's ambitions for the business. It will also include a trading update for 2020.

The briefing will indicate that SimplyBiz is looking to deliver organic growth from its core business over the next two to three years in the following ranges:

- Revenue growth - between 5% - 7% per annum
- EBITDA margin - between 35% - 40%
- Cash flow conversion\* - between 70% - 80%
- SaaS and subscription revenues - between 70% - 80% of revenues

The Group will also provide the following trading update for 2020:

- The Board reaffirms, and is confident, that its adjusted EPS will be no less than 11.0p\*\*
- The Board is confident that Defaqto\*\*\* will deliver double-digit EBITDA growth in 2020
- The Board announces its intention to propose a final dividend for FY20 of 2.0p per share

*\*Free cash flow conversion is calculated as adjusted EBITDA, less working capital movements, lease payments, CAPEX, development expenditure, corporation tax paid and interest, as a percentage of Adjusted EBITDA.*

*\*\* As stated on 23rd July 2020*

*\*\*\*Acquired 20th March 2019*

**Matt Timmins, Joint CEO of The SimplyBiz Group plc, commented:**

"As we complete a year of digital acceleration we are pleased to be providing the capital markets with an update on the significant strategic progress we are making at SimplyBiz, as well as a trading update as we approach our financial year-end. We have an exciting strategy for growth built on firm strategic foundations, and our strong finish to 2020 sets us up well for the year ahead."

*The information contained within this announcement is deemed by the Company to constitute inside information stipulated under the Market Abuse Regulation (EU) No. 596/2014. Upon the publication of this announcement via the Regulatory Information Service, this inside information is now considered to be in the public domain.*

**For further information please contact:**

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**Capital Markets Presentation**

SimplyBiz Capital Markets Briefing is being held at 14:00 GMT on 09 December 2020 via an online video conference facility. To register your attendance please contact [simplybiz@instinctif.com](mailto:simplybiz@instinctif.com)

**Notes to Editors**

The SimplyBiz Group provides essential support services, software and data that enable professional financial advisers, financial intermediaries and product providers to deliver better outcomes for their customers. The SimplyBiz Group supports 3,700 intermediary firms with regulatory and business support in addition to 1,900 customer firms of its fintech platform, while providing essential distribution support to over 400 financial institutions. The Company's understanding of the changing regulatory landscape and deep insights into the needs of customers, advisers and product providers enables it to add unique value to the retail financial services sector. For more information, please visit: [www.simplybizgroup.co.uk/](http://www.simplybizgroup.co.uk/)

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