HARLOW AND PIKE LTD.

Registered in England and Wales, No. 06913775

Quarterly Financial Report

Second Quarter Results

Q2 2026

Unaudited condensed financial statements for the three months ended June 30, 2026

REPORTING PERIOD	April 1, 2026 to June 30, 2026
CURRENCY	GBP, in thousands
BASIS OF PREPARATION	IFRS, condensed
STATUS	Unaudited

Prepared by **Imogen Shaw**, *Financial Controller*

Issued July 22, 2026

I. FINANCIAL HIGHLIGHTS

All amounts are in GBP, in thousands. Changes compare Q2 2026 with Q2 2025.

Revenue	**14,360**	*+8.4% vs. prior*
Operating income	**2,620**	*margin 18.2%*
Net income	**1,837**	*+27.0% vs. prior*
Cash at period end	**2,180**	*+39.7% vs. prior*

II. MANAGEMENT COMMENTARY

Revenue grew 8.4% to £14.36 million, driven by subscriptions, which rose 11.3%.

Operating income increased 23.6% to £2.62 million. Operating margin improved to 18.2% as costs grew more slowly than revenue.

Cash rose to £2.18 million after paying £0.94 million in dividends and repaying £0.16 million of long-term debt.

III. KEY RATIOS

RATIO	Q2 2026	Q2 2025	HOW IT IS MEASURED
Gross margin	**64.8%**	64.1%	*Revenue less cost of sales, as a share of revenue*
Operating margin	**18.2%**	16.0%	*Operating income as a share of revenue*
Net margin	**12.8%**	10.9%	*Net income as a share of revenue*
Current ratio	**2.18**	1.94	*Current assets divided by current liabilities*
Liabilities to equity	**0.92**	1.16	*Total liabilities divided by total equity*

IV. NOTES TO THE STATEMENTS

1. The condensed statements follow the same accounting policies as the audited annual accounts for the year ended December 31, 2025.
2. Financing activities include dividends of £0.94 million and repayments of long-term debt of £0.16 million.
3. Income tax is estimated at the expected annual effective rate of 25%.

IMPORTANT NOTICE

These statements have not been audited or reviewed by the company's external auditors. Figures may be rounded, so totals may not add exactly.

V. INCOME STATEMENT

GBP, in thousands	Q2 2026	Q2 2025	CHANGE
Revenue			
Product sales	7,540	7,030	+7.3%
Subscriptions	4,940	4,440	+11.3%
Professional services	1,880	1,780	+5.6%
Total revenue	**14,360**	**13,250**	**+8.4%**
Operating expenses			
Cost of sales	5,050	4,760	+6.1%
Salaries and benefits	4,100	3,880	+5.7%
Marketing	990	930	+6.5%
General and administrative	1,090	1,060	+2.8%
Depreciation and amortization	510	500	+2.0%
Total operating expenses	**11,740**	**11,130**	**+5.5%**
Operating income	**2,620**	**2,120**	**+23.6%**
Interest expense	170	190	−10.5%
Income tax	613	483	+26.9%
Net income	**1,837**	**1,447**	**+27.0%**

VI. CASH FLOW SUMMARY

GBP, in thousands	Q2 2026	Q2 2025	CHANGE
Cash from operating activities	2,370	1,870	+26.7%
Cash used in investing activities	(650)	(500)	−30.0%
Cash used in financing activities	(1,100)	(850)	−29.4%
Net change in cash	620	520	+19.2%
Closing cash balance	**2,180**	**1,560**	**+39.7%**

VII. BALANCE SHEET

GBP, in thousands	At June 30, 2026	At June 30, 2025
Assets		
Cash and cash equivalents	2,180	1,560
Trade receivables	1,490	1,380
Inventory	1,140	1,110
Property and equipment	3,180	3,060
Intangible assets	610	640
Total assets	**8,600**	**7,750**
Liabilities		
Trade payables	920	880
Accrued expenses	510	490
Deferred revenue	780	720
Long-term debt	1,920	2,080
Total liabilities	**4,130**	**4,170**
Equity		
Share capital	1,200	1,200
Retained earnings	3,270	2,380
Total equity	**4,470**	**3,580**
Total liabilities and equity	**8,600**	**7,750**

VIII. APPROVAL

The financial statements above were reviewed and approved for issue on July 22, 2026.

Chief Financial Officer

Rachel Whitaker
Harlow and Pike Ltd.

Date: _____

Chief Executive Officer

Oliver Grant
Harlow and Pike Ltd.

Date: _____