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Kin + Carta Capital Markets Day 2021: Top Takeaways

1. Demand for DX expertise continues to grow strongly, driving both increased budgets but also an increasing need for a new kind of technology consultant that can provide outcome-focused results. Working alongside strategic partners including Microsoft and Google Cloud, Kin+Carta is strongly positioned to capitalize on this \$1.4 Tn market opportunity.
2. Kin + Carta's strategic domains of Technology, Data and Experience deliver these desired outcomes of Innovation, Modernisation, Enablement and Optimisation for an increasingly diverse range of clients across its key operating territories of the US and Europe.
3. There are four principle growth levers at work:
 - a. Geographic expansion
 - b. Sector expansion and diversification (eg US Healthcare and UK Public sector)
 - c. Capability innovation
 - d. Partnerships – Kin+Carta can leverage its strategic relationships with fast growing cloud and software platforms like Google and Microsoft to go to market together and provide mutually increased scale
4. Kin+Carta enjoys a high level of recurring revenue underpinned by an average client tenure of 5+ years, offering increasingly predictable growth. Amongst these are blue chip clients like Goldman Sachs, Lexus, Discover, HP, and Pepsico.
5. Aligned with Kin + Carta's growth focus, capital allocation is prioritised on organic expansion and targeted M&A; no dividends are likely to be paid for the foreseeable future.
6. On a 3 to 5 year view, Kin + Carta expects to be able to achieve revenue growth of c15%pa on a CAGR basis and, as the business scales up, operating margins will increase further.

7. FY 2021 performance is expected to be strong, with revenue c£150m and PTP c£14.5m with momentum steadily building since September 2020. The group now has a pipeline of over £100m and a record backlog of c£88m providing a strong base for FY 2022, which is expected to deliver c20% organic revenue growth and margins notably higher at 12% to 13%.
8. Underlying all of this is Kin + Carta's purpose to build a world that works better for everyone. The consultancy has chosen to be a responsible business that actively champions inclusion, diversity and equity; holding itself accountable through the B Corp social responsibility framework and its independent certification process. Already B Corp certified in the US, it expects to achieve certification in Europe in 2021. Kin + Carta's focus on doing what's right and good for people and the planet has helped attract, hire and retain talent at a rate that supports its growth trajectory.

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For more information about Kin + Carta, please email cosec@kinandcarta.com or visit investors.kinandcarta.com.