Agenda

3.30pm  Brendan Mooney, CEO
         Introductions & Opening Remarks

3.40pm  Russell Sloan, Divisional Director
         Sam Bolton, Divisional Director
         Digital Services Update, Followed by Q&A

4.00pm  Malachy Smith, Divisional Director
         WorkSmart Update; Followed by Q&A

4.40pm  Break

5.00pm  Nigel Hutchinson, Divisional Director, Evolve
         Yulun Wang, Chairman & CEO, Intouch Health
         Evolve Update; Followed by Q&A

5.40pm  Closing Q&A / Drinks Reception
         Software demos available
Trading Update

COMMENTARY

• Trading Update issued 16/03/2016
  – In line with expectations

• Highlights
  – Digital Services: increased drive for digitisation in Central Government; new client wins
  – WorkSmart
    • UK and European Consulting contracts
    • Smart SaaS: 60 customers signed\(^{(2)}\)
  – Evolve: accelerated SaaS adoption in USA and UK; increased investment in R&D and sales and marketing in FY 2017
  – Kainos spin-out SpeechStorm acquired by Genesys. Kainos consideration: £1.8m, cash received

Notes:
\(^{(1)}\) No new financial information is included in this presentation; FY 2016 results published May 31\(^{st}\), 2016.
\(^{(2)}\) Our trading statement on March 16\(^{th}\) had 56 customers listed; between the issue of the trading statement and March 31\(^{st}\), 4 further clients were acquired.
People

COMMENTSARY

- Continue to attract and retain high calibre people;
  114 people joined in the past 12 months
  - Northern Ireland 460 (+71 people)
  - Great Britain 142 (-13 people)
  - Poland 203 (+55 people)
  - Ireland & International 37 (+1 person)
  - Total 842 (+114 people)

- Strong hiring plan for FY 2017
  - Expect to pass 1,000 staff during Q3 FY 2017
  - Expect USA presence to reach 25 people by Q4

- Employee engagement remains high
  - Increased Sunday Times “Best Companies to Work For” ranking to #37
  - Attrition remains well below industry norms at 9.9% (8.8% FY 2015)

STAFF NUMBERS

842
GROWTH OF 16%

APPLICANTS

11,222
1,589 INTERVIEWS
Customers

**COMMENTARY**

- **Existing clients driving revenue growth**
  - Repeat / Recurring: 88.7%
  - New clients: 10.8%
  - Non-recurring: 0.5%

- **FY2016 new client acquisition – 62 in total**
  - Consulting: 27 (25 in FY2015)
  - SaaS/Licence: 35 (21 in FY2015)
  - Increasing opportunity for cross-selling

- **Customer satisfaction remains high**
  - 96% of customers rate the overall Kainos performance as good, very good or excellent
  - 98% of customers rate Kainos staff as good, very good or excellent at their job

**REVENUE TYPE**

**CUSTOMER SATISFACTION**
### Growth Story

#### Digital Services
- Build deeper relationships with current customers
- Increase number of large central government clients
- Increase business in regional and local government

**c. 300 ‘transactions’ to be digitised by 2020 = £1bn addressable opportunity**

#### Evolve
- Continue to dominate NHS Acute market
- Extend IP and sell to installed base, with particular focus on mobile and Apple iOS
- Expand into Ambulance, Community and Mental Health sectors

**c. 110 Trusts to procure by 2020 = £200m addressable opportunity**

#### WorkSmart
- Expand into Europe, opening a dedicated office
- Extend our Workday services beyond HR (recruitment, analytics, financials)
- Develop IP for automated testing of Workday releases

**Addressable market opportunity through 2020 is £350m**

---

**Skills**
Maintain the quality of our staff through continued investment and incentivisation

**Customers**
Continue to develop long-term relationships, driving repeat and recurring business

---

*Notes: (1) This is the slide content from the IPO presentation, included for continuity. The following slides will expand further on the current growth opportunities.*
Digital Services Overview

Kainos is a trusted and innovative digital partner for Government, leading the digital transformation of public services

Deliver high quality and cost effective services at scale

Proven track record of digital transformation across Government

Building digital capability within departments and agencies

Industry Digital Leader

Exceptional people that consistently impress our customers
Digital Services Market Summary

COMMENTARY

• Significant increase in market opportunity
  – Estimates indicate spending on digital projects rising to £2.5bn by 2020
  – Central Government IT spend remaining stable at £5bn per annum

• Continued growth of digital in government
  – Complex digital services with integration yet to be tackled
  – Regional government at start of digital journey

• Comprehensive Spending Review positive for digital - £1.8bn allocated

• Assessing opportunity to address digital needs in financial services organisations

COMPETITION

Competitors
– Specialist: Valtech, BJSS, ThoughtWorks
– Large SIs: HP, Atos, Fujitsu
– Internal IT – limited capacity

Procurement
– G-Cloud Lot 4 (£388m in 15/16) – Kainos #7 of 2566 suppliers
– Digital Services Framework II – 169 suppliers; data not yet published
– Digital Outcomes and Specialists: Kainos on both frameworks

NEW CLIENTS

Foreign & Commonwealth Office
Office for National Statistics
The National Archives

19/04/2016
Digital Services DNA

**Strategy**
Successful delivery of full digital services with deep client relationships and valuable offerings

**Style**
Impress with on-demand bottom-up software delivery, complemented with substantive senior relationships

**Systems**
Data-driven business decision-making to provide repeatable, scalable processes and platforms and successful outcomes for our work

**Skills**
Diverse range of digital transformation skills through investment in staff training and engagement

**Staff**
Recruit, grow and retain the best people, motivated to work together to make things better while developing themselves

**Structure**
A distributed workforce across existing locations who are flexible to co-locate with clients, while maintaining a balance of distributed teams
Client Case Study: DVSA

Up to September 2015
Delivery of Initial phase

MOT-2 Project Summary
• 22,700 garages
• England, Scotland, Wales
• 60,000 users of the new system
• 31m annual MOT tests

April 2016
Range of Services

Live Enhancements
Operations
New Functionality
Data
Service Design
Digital Consulting

Distributed Agile

Nottingham 49 people
Gdansk 10 people
Belfast 7 people
Bristol 2 people

James Munson, Director of Digital Services and Technology, DVSA
“Over the next ten years, the new MOT service will be over £100 million cheaper, cater for over 30 million MOTs a year and at a peak load, cope with one million MOTs in a week. Such an impressive workload will not only allow us to deliver a better and more cost effective service, but also improve road safety”
**Workday Inc.**

**COMPANY OVERVIEW**

- Leading SaaS Human Capital Management (HCM) and Financials platform
- Workday competes against Oracle and SAP
- Annual growth rate of 48% in FY 2016
- 5,200 employees; USA HQ
- 1,200 customers
- FY 2016: $1.2bn revenues

**GROWTH FOCUS**

- Focused on displacing ERP legacy vendors
- Continue sales momentum in HCM
- Accelerate into Financials market
- Cross-sell additional modules - e.g. Payroll, Recruiting, Learning
- Further expansion into Europe: UK & Ireland, Benelux, DACH, Nordics, France

**WORKDAY REVENUES ($B)**

![Revenue Chart]

- FY12: $0.0b
- FY13: $0.5b
- FY14: $1.0b
- FY15: $1.5b
- FY16: $1.5b
- FY17: $1.5b
Kainos’ Workday Journey

2011
Services Partner

2012
Testing Partner

2013
Software Partner

2014
Workday Customer
Kainos WorkSmart Services - Market Dynamics

COMPETITIVE LANDSCAPE

- 80% of Workday projects are implemented by partners
- Tightly controlled partner ecosystem
  - 36 service partners worldwide
  - Kainos is the only software and services partner in ecosystem
  - High barriers to entry; on-going certification
- Very clear partner tiers:
  - Boutique: exclusively Workday
  - Global SI: multi-vendor (incl. SAP, Oracle)
- UK Ecosystem:
  - Boutique: Appirio, DayNine, OneSource, Kainos
  - Global: IBM, Deloitte, PWC, Aon, Accenture

UK MARKET

Number of Organisations

<table>
<thead>
<tr>
<th>Number of Organisations</th>
<th>Med. Enterprise</th>
<th>Large Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000-2,999</td>
<td>850</td>
<td>500</td>
</tr>
<tr>
<td>3,000-14,999</td>
<td>3,000</td>
<td>1,500</td>
</tr>
<tr>
<td>15,000+</td>
<td>100</td>
<td>100</td>
</tr>
</tbody>
</table>

Number of Employees

<table>
<thead>
<tr>
<th>Number of Employees</th>
<th>Med. Enterprise</th>
<th>Large Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000-2,999</td>
<td>1,000,000</td>
<td>2,400,000</td>
</tr>
<tr>
<td>3,000-14,999</td>
<td>1,000,000</td>
<td>4,000,000</td>
</tr>
<tr>
<td>15,000+</td>
<td>100</td>
<td>100</td>
</tr>
</tbody>
</table>
Kainos WorkSmart Services Overview

 PERFORMANCE

• Leading European boutique Workday partner
  – 75 certified consultants
  – One of 3 European Medium Enterprise partners
• Primary markets are UK and Benelux companies with under 20,000 employees
  – Benelux office well established
• Proven track record for customer satisfaction
  – Long standing client relationships
• 5 recent contract wins

 UK MARKET

<table>
<thead>
<tr>
<th></th>
<th>Med. Enterprise</th>
<th>Large Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000-2,999</td>
<td>850</td>
<td>500</td>
</tr>
<tr>
<td>3,000-14,999</td>
<td>1,000-2,999</td>
<td>500</td>
</tr>
<tr>
<td>15,000+</td>
<td>100</td>
<td>100</td>
</tr>
</tbody>
</table>

UDG Healthcare plc  DIAGEO  PRIMARK®

IG GROUP  Booking.com  King

easyJet  Travelex  ICON

A Symbol of Excellence
KAINOS SMART IS AN AUTOMATED TESTING PRODUCT BUILT SPECIFICALLY FOR WORKDAY
KAINOS SMART IS AN AUTOMATED TESTING PRODUCT BUILT SPECIFICALLY FOR WORKDAY

AUTOMATION IS PRE BUILT AND IN SYNC WITH CURRENT VERSION OF WORKDAY
KAINOS SMART IS AN AUTOMATED TESTING PRODUCT BUILT SPECIFICALLY FOR WORKDAY

AUTOMATION IS PRE BUILT AND IN SYNC WITH CURRENT VERSION OF WORKDAY

SMART IS A CLOUD BASED SOLUTION HOSTED ON AMAZON
Security Test Run Results Screen

Quickly pinpoints errors in your test run results
Client Case Study: AstraZeneca

COMPANY OVERVIEW

- 57,500 employees
- $26 billion annual sales
- 65 different countries
- Constant change

TEST EVENT

- 51,000 security tests
- One button click
- Execution time: 2hours 20mins
- 500+ man days to execute manually

15,360 tests in field permissions

36,480 tests in available actions
# Kainos Smart Customers

Across financial services, government, education, manufacturing and technology

<table>
<thead>
<tr>
<th>Netflix</th>
<th>ICON</th>
<th>AstraZeneca</th>
<th>easyJet</th>
<th>Stripe</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shire</td>
<td>Diageo</td>
<td>Thales</td>
<td>Primark</td>
<td>Tyco</td>
</tr>
<tr>
<td>CSC</td>
<td>Mizuho</td>
<td>T. Rowe Price</td>
<td>Maxim Integrated</td>
<td>Zynga</td>
</tr>
<tr>
<td>Brown</td>
<td>The University of Chicago</td>
<td>Broward College</td>
<td>University of Washington</td>
<td>Babson</td>
</tr>
<tr>
<td>Whiting</td>
<td>Howard County</td>
<td>Cushman &amp; Wakefield</td>
<td>Maryland</td>
<td>RESCUE</td>
</tr>
</tbody>
</table>
There is no competitor for Kainos Smart

Addressable market is all Workday clients
- 1,180 clients today and 30%+ annual growth in clients
- Additional Smart modules on roadmap will support additional revenues
- Demand for Financials expected to outstrip HCM

Smart utilises a 3-year subscription model
- Separate modules: HCM, Financials, Security
- Anticipate renewals every 3 years while client continues to use Workday

H1 2016 Results: 42 clients generated £600k revenue in H1 with annual run rate of £1.7m
- Total of 60 clients now signed
Kainos Smart Strategy

Attract new business
- Increased investment in Sales & Marketing
- Continued expansion in USA
- Investment in channel sales

Retain existing clients
- Strong emphasis on customer service
- Dedicated customer service managers

Increase annual subscription charge
- Client focused roadmap
- Additional modules in line with Workday’s roadmap
Evolve Overview

- Software product business focused on Mobile Enabled Healthcare
- 140 people in the Evolve team based in Belfast, London and Gdansk

35 customers (30 acute trusts in England), recent contracts:

- Western Sussex Hospitals
- Queen Victoria Hospital
- East Sussex Healthcare
- InTouch Health
- CIRDAN IMAGING
Healthcare & Technology Requirements

KEY GLOBAL ISSUES AND TRENDS

- Ageing population and chronic diseases
- Cost and quality of healthcare
- Access to specialist physicians

- We need a bi-modal healthcare IT delivery model
- We need to be able to rapidly re-engineer and innovate new care processes with efficient mobile access and capture
- We need access to joined-up, comprehensive patient data
- We need all stakeholders in care provision to collaborate

IN EUROPE

*Estimates point to a shortage of one million health professionals in the EU by 2020 ... and a shortage of 600,000 workers in nursing and a shortage of 230,000 qualified physicians.*

Health Strategy and Health Systems in the EU Commission
# Evolve Offerings

<table>
<thead>
<tr>
<th>Offering</th>
<th>Evolve EMR</th>
<th>Evolve Integrated Care</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Market</strong></td>
<td>NHS</td>
<td>NHS</td>
</tr>
<tr>
<td><strong>License Model</strong></td>
<td>Perpetual (1)</td>
<td>Subscription</td>
</tr>
<tr>
<td><strong>Deployment</strong></td>
<td>![Building]</td>
<td>![Cloud Upload]</td>
</tr>
<tr>
<td><strong>Addressable market</strong></td>
<td>UK NHS: £200m</td>
<td>UK NHS: £400m Partners (Global): $1bn+</td>
</tr>
</tbody>
</table>

---

**Notes:**
1. We see some opportunity to offer Evolve EMR outside the UK NHS
2. Some Evolve EMR modules have been licensed on a subscription basis and we see further uptake of this depending on capital availability
Users
Can be users from our customers or our partner’s customers

Platform Services
Key components include Forms and Workflow to allow clinical process to be changed easily

Integration
EMR (could be Evolve) to provide patient context and history
Evolve and Apple

Making good applications great

- Apple mobility partner in healthcare (one of a very small number globally)
- Strong interaction with Apple Healthcare Business Development teams in UK, US, EMEA and with other partners
- Regular Apple Executive Briefings and joint prospect meetings
Summary

• We have a strong product focused business in Evolve with a clear vision on making healthcare delivery easy through technology.
• We are very proud of our customer base in the NHS and we are confident that we will see continued growth through sales of Evolve EMR to the UK NHS in its drive to become paperless by 2020.
• We are encouraged by the early successes of the Evolve Integrated Care Platform and its ability to underpin a sustainable business with both customers and partners in the UK and internationally.
• We love our partnership with Apple. Our relationship with Apple helps us punch way above our weight on both product development and with new customers and partners.
The leading Telehealth network for specialist care
The Healthcare Delivery Bottleneck

ELECTRONIC HEALTH RECORDS $
HEALTHCARE INFORMATION EXCHANGE $
PERSONALIZED MEDICINE $
REMOTE MONITORING $
BIG DATA $

The figure illustrates the healthcare delivery bottleneck, highlighting key technology areas such as electronic health records, healthcare information exchange, personalized medicine, remote monitoring, and big data.
InTouch at a Glance

- **1,500+ Hospital Locations**
- **260+ US Hospital Customers**
- **4,000+ Specialist Users**
- **500,000+ Clinical Encounters**

---

**Service Locations**

Year | 2012 | 2013 | 2014 | 2015
--- | --- | --- | --- | ---
2012 | 500 | 1000 | 1500 | 2000

**HS Customers**

Year | 2013 | 2014 | 2015
--- | --- | --- | ---
2013 | 50 | 100 | 150

**Clinical Users**

Year | 2013 | 2014 | 2015
--- | --- | --- | ---
2013 | 2000 | 4000 | 6500

**Sessions**

Year | 2012 | 2013 | 2014 | 2015
--- | --- | --- | --- | ---
2012 | 30% | 20% | 30% | 65%
InTouch Telehealth Network

**PROVIDER ACCESS**
- Simple User Experience
- Windows and iOS Compatible
- Clinical Support Tools

**PATIENT ACCESS**
- Purpose-built InTouch devices
- Consumer devices
- Software solutions

**SINGLE NETWORK**
- Easy to Use – physician friendly
- High Reliability
- Healthcare Compliant
- Access Controls
- Business Intelligence
Leading U.S. Health Systems are expanding use of Telemedicine

- From ‘encounter’ to ‘patient management’
- Managing patient populations across time and locations
- To drive access, best practice, team coordination, and improved patient engagement

CHALLENGE:
- Siloed EHR systems
- Not interoperable
- Difficult to modify to changing workflow
Next Generation Telehealth Platform

CONNECT ANYWHERE: cloud-based and mobile enabled accessible anytime, anywhere

WORKFLOW: patient engagement system riding above and across the EMR systems of record

INTEGRATED: to create a unified patient-centric view across care systems and organizations

AGILE: next generation platform, drag-and-drop designer to define and enable telehealth workflow
Closing Remarks, Final Q&A Session
Closing Remarks

• We are pleased to have delivered a strong FY 2016 performance as detailed in our Trading Update (issued 16/03/2016).

• Our separate business divisions provide diversification and stability
  Each of our Group divisions has performed strongly, and collectively provide stability in local and global markets.

• We are excited by the growing opportunities available to us. The opportunities have increased in value, more than doubling our original estimates and extending the lifetime of the opportunities.

• We remain focused on execution of our growth plan and delivering on our commitments again in FY 2017.
Appendix

IPO Presentation Slides

(Summary slides from June 2015 presentation)
Executive Summary

» Overview
- Kainos is a high growth, high-margin company providing IT services, consulting and software solutions
  - Digital Services - online platforms for UK Government
  - Evolve - digitised patient records for NHS
  - Workday - implementing Workday SaaS HR for enterprise customers

» Financials
- Strong, organic, revenue growth
- Good visibility: £73m contracted backlog
- Strong, sustainable PBT: 19%
- Strong cashflow conversion: 98% over 3 years

» IPO Rationale
- PLC credibility
- Aligning staff and shareholders
- Primarily QUBIS and former staff value realisation

<table>
<thead>
<tr>
<th>Shareholder</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>QUBIS</td>
<td>34%</td>
</tr>
<tr>
<td>Executive</td>
<td>35%</td>
</tr>
<tr>
<td>Employees</td>
<td>31%</td>
</tr>
</tbody>
</table>

» Revenue Growth

» EBITDA Growth

» Division Revenues
Our IT services, consulting and software solutions are delivered by 728 staff from offices in UK, Europe and USA
Board and Senior Management

» Experienced Executive

Brendan Mooney (48)
CEO
*Joined as a graduate, 1989*

Richard McCann (50)
CFO & COO
*Ex Coopers & Lybrand, Galen Holdings plc*
*Joined: 2011*

Paul Gannon (51)
SVP Sales
*Ex Accenture, Fujitsu*
*Joined: 1998*

Brian Gannon (54)
SVP Corporate Development
*Ex Accenture, Capgemini*
*Joined: 2007*

» Code Compliant Board

John Lillywhite
Non-Independent Chairman
1997-now: Chairman, Kainos
2004-10: Chairman, APT
2001-07: Chairman, Meridio
1959-97: becoming Group FD, ICL (Fujitsu UK)

Andy Malpass
Independent Non-Executive Director
1995-now: Fidessa Group plc
1985-1995: Various software companies

Tom Burnet
Independent Non-Executive Director
2010-now: CEO Accesso plc
2003-09: MD of a division of Serco Group plc

Chris Cowan
Independent Non-Executive Director
2010-now: Accenture Advisory Board
1994-2010: Partner at Accenture

» Skilled Leadership Team

Divisional Directors

- **Russell Sloan** (39), Government Digital
  *Joined as graduate: 1999*
- **Nigel Hutchinson** (50), Evolve
  *Ex Meridio, Autonomy, HP*
  *Re-joined: 2012*
- **Sam Bolton** (55), Enterprise
  *Ex IBM, SAIC, Scottish Power*
  *Joined: 2001*
- **Malachy Smith** (46), Workday
  *Joined as graduate: 1990*

Business Service Directors

- **Tom Gray** (47), CTO
  *Joined as graduate: 1990*
- **Paul Hamill** (50), HR
  *Ex STC*
  *Joined: 1987*
- **Colette Kidd** (40), Talent Development
  *Joined as a graduate: 1998*
- **Stephan Sakowicz** (35), Poland Operations
  *Ex France Telecom*
  *Joined: 2007*
- **Grainne Burns** (40), General Counsel
  *Ex Bakewells, Norbrook*
  *Re-joined: 2001*
Corporate history

ICL ‘Captive’

1987
ICL and Queens University create Kainos, investing a total of £50,000

1992
Personnel system deployed UK-wide

1995
Call processing software in 3,500 telephone switches

2000
Ticketing system developed for London Underground

Spin-out

2001
Meridio (Document Management software) spin-out; £1m revenues; acquired by Autonomy, 2007, c£40m

2010
Spin-out of SpeechStorm (Speech Recognition software); c. £1m revenues clients include US Postal Service, BSkyB

Ireland Expansion

2004
Customer Relationship Management system

2005
Case Management system for Data Protection legislation

2006
Complex actuarial engine

2009
Eircom digital portal, supporting 3 million subscribers

Targeted Markets

2010
Enter Healthcare market with first deployment of Evolve at Ipswich NHS Trust

2012
Enter Workday implementation market with first Workday deployment as prime contractor

2012
First digital project, Register to Vote, 46 million citizens

2014
25th NHS Trust purchases Evolve, now used in over 65 hospitals

Financials

2009
Revenue: £21m
3yr CAGR: 23%
EBITDA: 12%

2015
Revenue: £61m
3yr CAGR: 42%
EBITDA: 20%

Targeted Markets

ICL ‘Captive’

1987
ICL and Queens University create Kainos, investing a total of £50,000

1992
Personnel system deployed UK-wide

1995
Call processing software in 3,500 telephone switches

2000
Ticketing system developed for London Underground

Spin-out

2001
Meridio (Document Management software) spin-out; £1m revenues; acquired by Autonomy, 2007, c£40m

2010
Spin-out of SpeechStorm (Speech Recognition software); c. £1m revenues clients include US Postal Service, BSkyB

Ireland Expansion

2004
Customer Relationship Management system

2005
Case Management system for Data Protection legislation

2006
Complex actuarial engine

2009
Eircom digital portal, supporting 3 million subscribers

Targeted Markets

2010
Enter Healthcare market with first deployment of Evolve at Ipswich NHS Trust

2012
Enter Workday implementation market with first Workday deployment as prime contractor

2012
First digital project, Register to Vote, 46 million citizens

2014
25th NHS Trust purchases Evolve, now used in over 65 hospitals

Financials

2009
Revenue: £21m
3yr CAGR: 23%
EBITDA: 12%

2015
Revenue: £61m
3yr CAGR: 42%
EBITDA: 20%
Kainos is a high growth, high-margin company providing digital technology solutions and agile software development through three divisions

1. **Digital Services**
   - Building online digital platforms for UK Government departments
   - Market size (to 2020)\(^{(1)}\): £1bn
   - Cross-party support for ‘digital by default’ approach to citizen communication

2. **Evolve**
   - Delivering digitised patient records for the NHS on the Evolve platform
   - Market size (to 2020)\(^{(1)}\): £200m
   - Replacing the “one size fits all” NPfIT with localised decision making

3. **Workday Implementation**
   - Implementing the Workday SaaS HR platform for enterprise customers
   - Market size (to 2020)\(^{(1)}\): £350m
   - Displacing SAP and Oracle product stack with cloud-based HR software

Common skills across divisions: consulting, project management, software engineering, testing, application support

Highly selective recruitment: hired 2.3% of 10,311 applicants in FY15

Customer base includes global corporates, large UK Government and healthcare organisations

Have relevant, multi-year IT requirements, prefer long-term relationships, driving repeat business

**Notes:** (1) Addressable market for Kainos
Growth Story

**Digital Services**
- Build deeper relationships with current customers
- Increase number of large central government clients
- Increase business in regional and local government

**Evolve**
- Continue to dominate NHS Acute market
- Extend IP and sell to installed base, with particular focus on mobile and Apple iOS
- Expand into Ambulance, Community and Mental Health sectors

**Workday Implementation**
- Expand into Europe, opening a dedicated office
- Extend our Workday services beyond HR (recruitment, analytics, financials)
- Develop IP for automated testing of Workday releases

- Workday growth rate: 42%, targeting $35.4bn ERP market and European expansion

**Skills**
- c. 110 Trusts to procure by 2020 = £200m addressable opportunity

**Customers**
- c. 300 ‘transactions’ to be digitised by 2020 = £1bn addressable opportunity

Maintaining the quality of our staff through continued investment and incentivisation

Continue to develop long-term relationships, driving repeat and recurring business
Conclusion

**Summary**

- Kainos is a high growth, high-margin company
- Strong, organic, revenue growth with good visibility
- High levels of repeating and recurring revenue
- Increasing diversification in revenue mix
- Significant and exciting growth opportunities across all three divisions
- Large addressable markets and blue-chip reference clients
- IPO provides PLC credibility, aligns staff and shareholders and enables QUBIS value realisation

**Group Performance**

- £61m FY15 Revenue
- £73m Contracted Backlog
- 20% FY15 EBITDA and PBT margin
- 42% Revenue CAGR (last 3 years)
- 88% Repeating / Recurring Revenue
- 98% Average Cash Conversion (over last 3 years)
Appendix

Interim Presentation Slides

(Summary slides from November 2015 presentation)
Financial Overview

revenue

£37.2m
growth of 29%

Profit (1)

£6.8m
growth of 20%

commentary

• In line H1 2016 revenue and profit
  • In line with FY 2016 market expectations

• Adjusted diluted EPS: 4.8p per share (1)
  • EPS H1 2015, 4.1p per share

• Dividend declared: 1.8p per share
  • Payment date: 8th January 2016

• Strong growth in revenue, sales bookings and contracted backlog

• Managed short-term reduction in utilisation, impacting PBT growth
  • Forecast to improve in H2 2016

(1) Adjusted to remove the effect of IPO related costs (exceptional expenses) and share-based payments.
Operational Overview

sales bookings\(^{(1)}\)

£34.8m

growth of 55%

backlog\(^{(1)}\)

£56.7m

growth of 54%

commentary

- Added 30 new customers in H1 2016
  - Including Office for National Statistics, Queen Victoria Hospital NHS Foundation Trust and New York Public Library
- Established offices in Boston and Amsterdam
  - Local sales operations to support Workday Implementation Services division
- Evolve selected by Apple for its Mobility Partner Programme
  - Only five healthcare companies selected globally

\(^{(1)}\) Value of contracts signed with customers (excluding VAT or other taxes) and excludes 3\(^{rd}\) party sales
Sales Bookings inclusive of 3\(^{rd}\) party are £38.2m (H1 2015: £24.0m); increase of 59%
Contracted backlog inclusive of 3\(^{rd}\) party is £67.0m (H1 2015: £47.5m); increase of 41%
commentary

• Excellent growth across all operating parameters, delivering in-line H1 2016 trading performance

• Increasing demand from existing customers, augmented by new customer acquisition

• Underlying market conditions remain robust, supporting a strong pipeline

• Talent acquisition and retention continue as key competitive differentiators

H1 performance

£37.2m
revenue growth of 29%

£6.8m
profit\(^{(1)}\) growth of 20%

£34.8m
sales bookings\(^{(2)}\) growth of 55%

£56.7m
contracted backlog\(^{(2)}\) growth of 54%

---

\(^{(1)}\) Adjusted to remove the effect of IPO related costs and share-based payments.
\(^{(2)}\) Value of contracts signed with customers and excludes 3rd party sales
Legal and Confidentiality Statement

This document contains statements about Kainos Group plc that are or may be forward-looking statements. Forward-looking statements include statements relating to (i) future capital expenditures, expenses, revenues, earnings, synergies, economic performance, indebtedness, financial condition, dividend policy, losses and future prospects; (ii) business and management strategies and the expansion and growth of Kainos Group plc’s operations; and (iii) the effects of government regulation on business.

These forward-looking statements are not guarantees of future performance. They have not been reviewed by the auditors or advisers of Kainos Group plc. They involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements to be materially different from any results, performance or achievements expressed or implied by such statements. They are based on numerous assumptions regarding the present and future business strategies and the future operating environment. All subsequent oral or written forward-looking statements attributable to Kainos Group plc or any of its shareholders or any persons acting on its behalf are expressly qualified in their entirety by this cautionary statement. All forward-looking statements included in this document speak only as of the date they were made and are based on information then available to Kainos Group plc. Investors should not place undue reliance on such forward-looking statements, and Kainos Group plc does not undertake any obligation to update publicly or revise any forward-looking statements.

No representation or warranty, express or implied, is given regarding the accuracy of the information or opinions contained in this document and no liability is accepted by Kainos Group plc or any of its directors, members, officers, employees, agents or advisers for any such information or opinions.

This information is being supplied to you for information purposes only and not for any other purpose. This document and the information contained in it does not constitute or form any part of an offer of, or invitation or inducement to apply for, securities.

The distribution of this document in jurisdictions other than the United Kingdom may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of laws of any such other jurisdiction.

© Kainos Group plc 2016. All rights reserved.