Fonix plc

("Fonix", the "Group", or the "Company")

Full Year Trading Update and Notice of Results

Strong full year performance, with accelerated international expansion and growing product traction

Fonix plc, the mobile payments and messaging provider, is pleased to provide an update on trading for the year ended 30 June 2026 (the "Year" or "FY26").

Financial highlights:

- Gross profit and adjusted EBITDA[1] in FY26 have grown slightly ahead of market expectations[2].
- Gross profit for the Year increased by 12.9% to £21.0m (FY25: £18.6m).
- Adjusted EBITDA[1] grew by 11.0% to £16.2m (FY25: £14.6m). Costs include £0.2m of exceptional legal and consultancy costs associated with preparations for future international expansion, which have not been added back.
- Total payment volume ("TPV") increased by 8.0% to £303.3m (FY25: £280.9m).
- Fonix intends to pay an increased final dividend, in line with the Group's progressive dividend policy to pay out at least 75% of adjusted earnings per share. The level of the final dividend will be confirmed alongside the Group's audited final results.
- In May 2026, the Group also completed a £2.0m on-market share buyback, underlining the Board's confidence in the Group's strong cash generation alongside its growing ordinary dividend.

Operating highlights:

Key client relationships:

- Fonix and Global, the media & entertainment group behind Heart, Capital and Radio X, have extended their contract for a further three years, following a relationship spanning almost a decade.
- ITV has extended its contract with Fonix for live broadcast interactivity services, with the partnership now entering its 10th year and continuing to cover flagship programmes including I'm a Celebrity… Get Me Out of Here!, Love Island, Britain's Got Talent, Good Morning Britain, This Morning and ITV Sport.

International expansion:

- In Portugal, Fonix launched the second overseas European market (following Ireland's launch in June 2022). The Group launched full commercial services in September 2025 with a leading national broadcaster, and continues to build momentum with further broadcaster engagement.
- In Switzerland, Fonix's third overseas European market, a pilot of interactive services was successfully conducted in February and March 2026 in partnership with CH Media, one of the country's leading private media companies. A second pilot is scheduled for mid-August 2026 to build on this early activity.
- In France, Fonix's fourth overseas European market, the Group has established a legal entity and made further hires, including an experienced professional with deep knowledge of the French market, and is progressing mobile network connectivity. The Board considers France to be a high-potential market for Fonix over the coming years.
- Mobile network connectivity has also been established in a fifth overseas European market, with launch targeted for towards the end of FY27.

Product progress:

- **CompsPortal** launched with its first customer, Channel 5 ("5"), in December 2025. The product has since been recognised externally, with Fonix and 5 winning Best Payment Solution of the Year at the UK Business Tech Awards 2026.
- **RichMessaging** (RCS) trials were undertaken with two leading broadcast clients during the Year, and the Board expects a significant ramp-up in RCS activity from the end of H1 FY27.
- **PayFlex** continued its rollout across the Group's client base during the Year.
- **100% platform uptime** was maintained throughout the Year, with client retention remaining high and the large majority of Group income of a recurring nature.

Outlook:

Fonix enters FY27 with positive momentum across its core UK and Ireland markets, and an expanded international footprint from which to accelerate growth. In Portugal, engagement with additional broadcasters continues to progress, while the second pilot in Switzerland in August will inform the pace of development in that market. In France, the Board expects connectivity and commercial discussions to progress further during FY27, and the fifth overseas European market is targeted to go live towards the end of FY27.

Product innovation remains a key driver of growth. The Board anticipates a significant ramp-up in RCS activity from the end of H1 FY27, alongside continued rollout of PayFlex.

The Board remains confident in the Group's strategy and its ability to deliver sustainable gross profit growth and long-term value for shareholders. With five international markets now live, piloting or in build, and an accelerating product roadmap, the Group is building strong momentum for future growth, and the Board looks to FY27 with real confidence.

The Board expects to publish its audited final results for the year ended 30 June 2026 on 22 September 2026. The Annual General Meeting is expected to take place in November 2026.

Rob Weisz, CEO, commented:

"FY26 has been a year of strong delivery, with gross profit up 12.9% and adjusted EBITDA up 11.0%, alongside real progress as we continued to invest in building out our international footprint and our product suite. I am incredibly proud of how the team has executed against a complex and expanding agenda this year, delivering across five international markets and multiple product launches in parallel. That execution reflects the strength of our senior team; the decision to expand Michael Foulkes' role to CFO & COO back in January 2025 has given us the right structure in place to manage this scale of activity.

Our long-standing partnerships with Global and ITV, both extended during the year, underline the strength and durability of our client relationships, while our expansion into Portugal, Switzerland and France demonstrates the growing scale of our international ambitions. We are also pleased to have completed connectivity in a fifth overseas European market, which we expect to launch in the second half of FY27.

Our product innovations continue to gain traction, with CompsPortal now recognised industry-wide following our award win with 5, and our RCS trials are laying the groundwork for a significant ramp-up in activity from the end of the first half of next year. With a growing pipeline, a broadening international presence and a highly reliable platform, the Board remains confident in the Group's long-term growth strategy."

Notes:

All financials based on unaudited figures.

[1] *Adjusted EBITDA excludes share-based payment charges along with depreciation, amortisation, interest, research and development tax credits and tax from the measure of profit.*

[2] *Market expectations for gross profit and adjusted EBITDA are based on consensus estimates of £20.5m and £16.0m respectively.*

Enquiries

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About Fonix

Founded in 2006, Fonix is a leading provider of mobile payments and messaging solutions, enabling businesses to connect, engage, and transact seamlessly through mobile technology.

Fonix helps organisations across media, charity, entertainment, and enterprise sectors drive revenue and enhance audience engagement.

Headquartered in London, Fonix is a fast-growing, innovation-driven Group, trusted by industry leaders such as ITV, Bauer Media, RTÉ, Global, Comic Relief, and BBC Children in Need. With a strong focus on technology and consumer experience, Fonix continues to shape the future of mobile payments and interactivity.