Calnex
Insight and Innovation

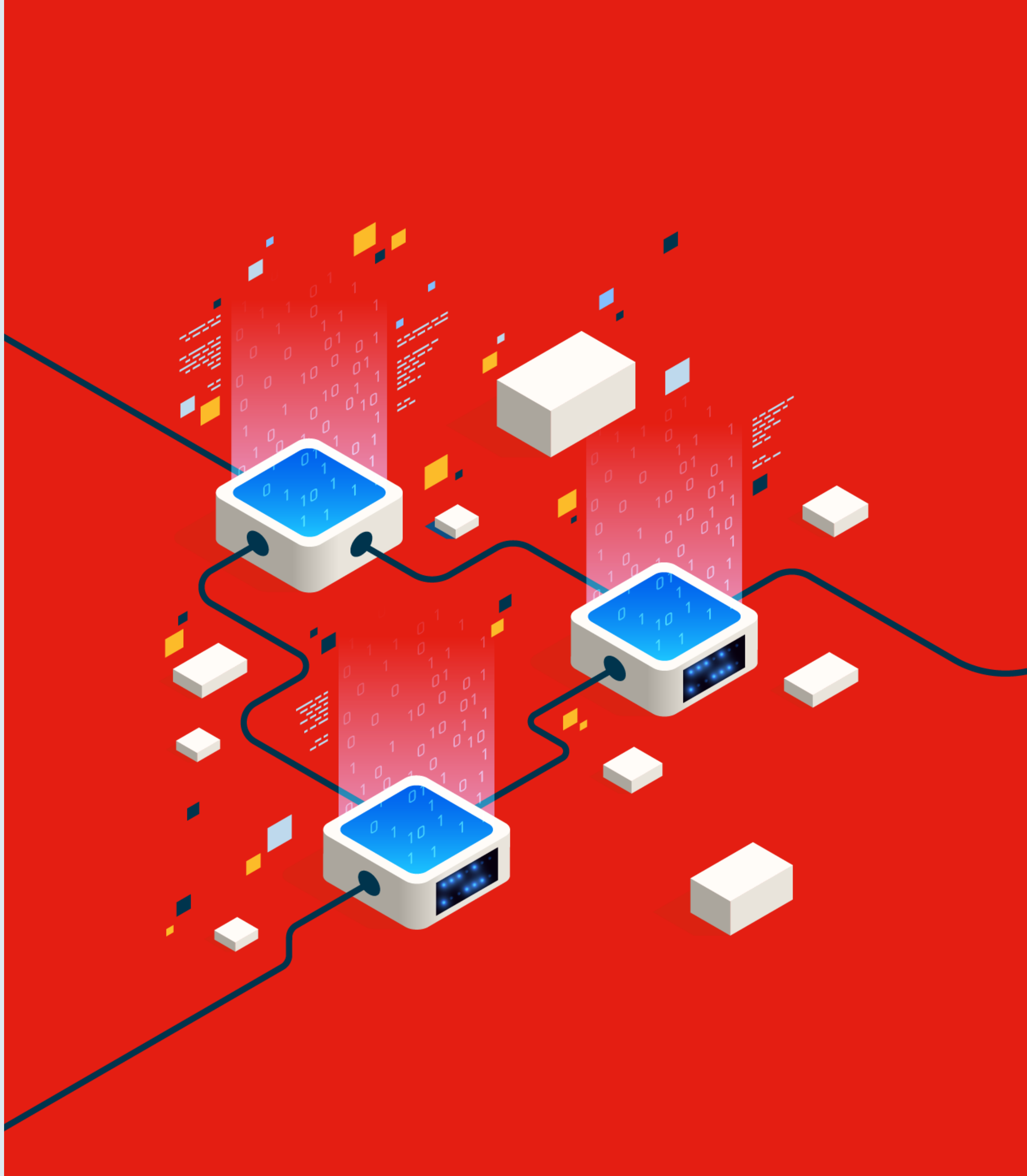
Interim Results

HY26

Good progress in H1, delivering revenue growth while investing in areas of strategic opportunity.

Tommy Cook, CEO

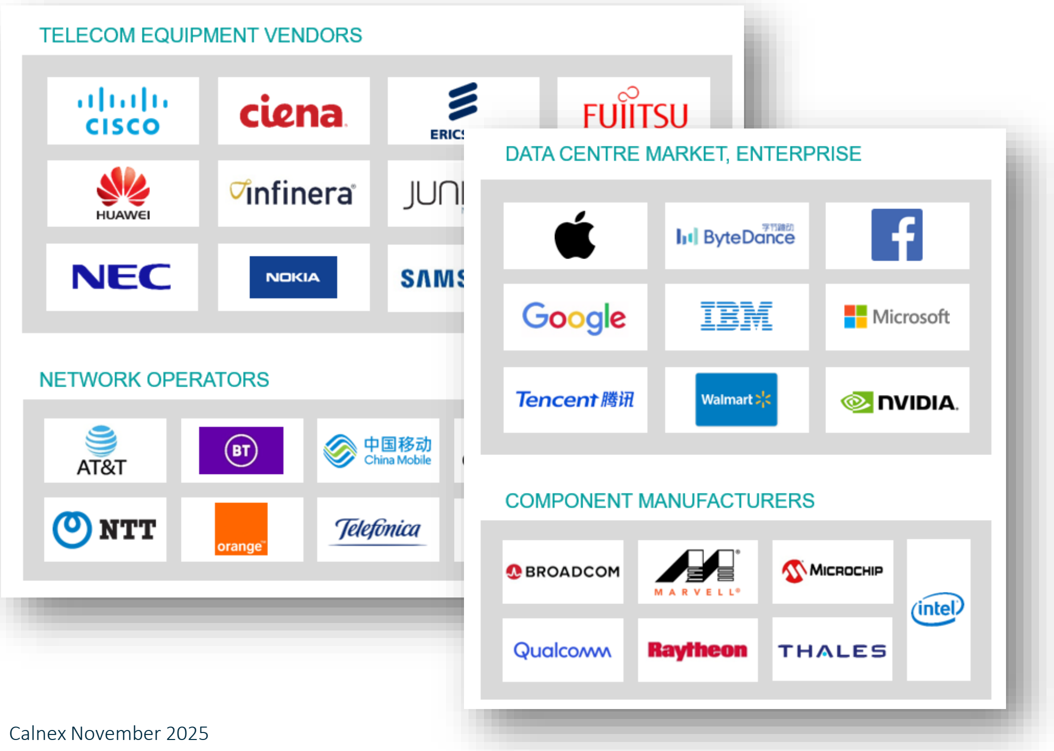
Ashleigh Greenan, CFO



Calnex Solutions: Bringing clarity, confidence and certainty to the world's networks and applications.

We are at the forefront of the global test and measurement industry.

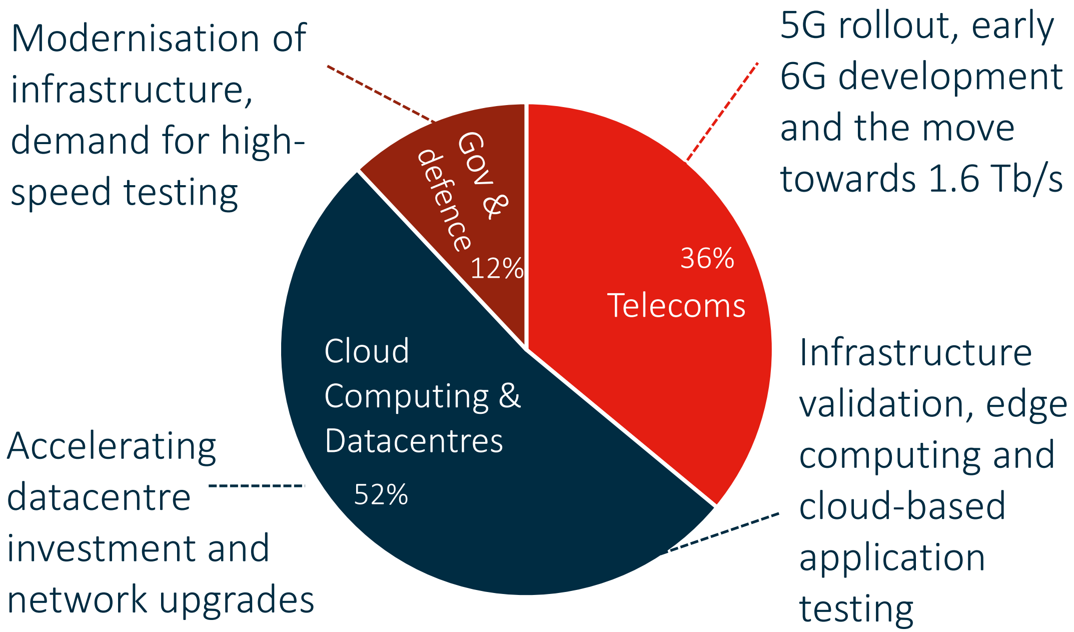
Supporting industry leaders across 68 countries.



Our heritage in telecoms standards put us at the forefront of innovation across sectors.

Increasingly diverse spread of orders.

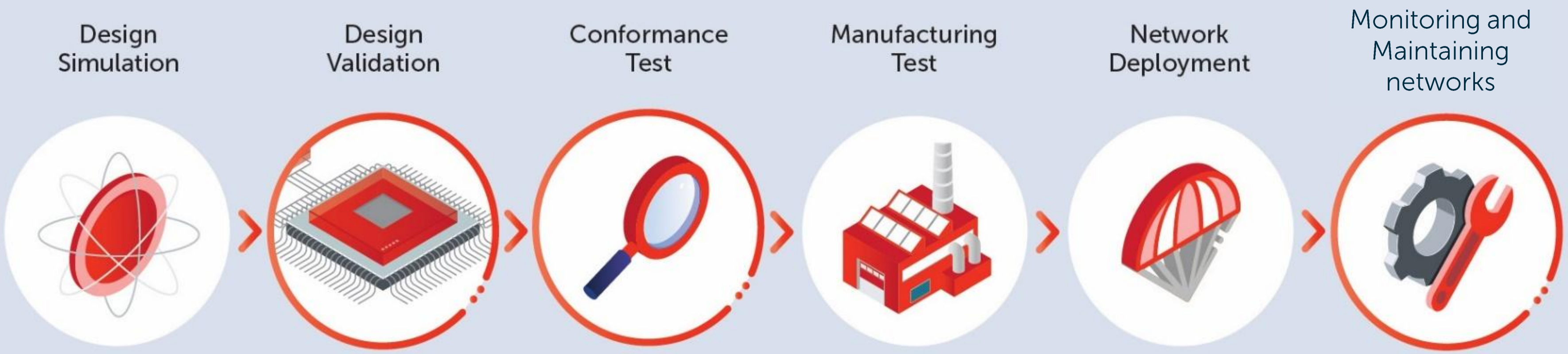
Across sectors with long-term growth drivers.



FY25 Orders (restated)

Why we are needed

New product development lifecycle



R&D Design Validation and **Conformance Testing**

- Critical points in the development cycle, require high capability and high-value test equipment.
- Fully prove the operation design and conformance with International Standards.

Maintenance Testing post deployment

- Deep insight is required to identify and rectify complex maintenance issues.

Monitoring networks

- Monitor all end points to identify when faults occur.
- Collate data and present in form to highlight nodes of interest.

The value we deliver

- Provide test solutions with capability that allow full insight and test of functionality. Objective to ensure design delivers high yield in Manufacture and will operate aligned to specification once deployed in live networks.

- Test solutions that provide deep insight to network behaviour in order to identify and resolve network issues.

- Provide analysis of network behaviour in order to identify nodes that are not operating to specification.

Review of the year

HY26 overview

Steady H1 performance, with revenue growth and resilient margins

- **£8.0m**
Revenue (HY25: £7.3m).
- **£(0.9)m**
Loss before tax (HY25: £(1.3)m).
- **£10.3m**
Closing cash (HY25: £8.6m).
- **0.31p**
Interim dividend (HY25: 0.31p).

Innovative products increasingly relevant across diverse end markets

- Strong demand for NAA products across US government & defence.
- Steady uptake of Paragon-Neo S 800G following launch in FY25, supporting both telecoms and datacentre applications.
- Ongoing discovery activities in newer markets.

Telecoms market stable with pockets of activity

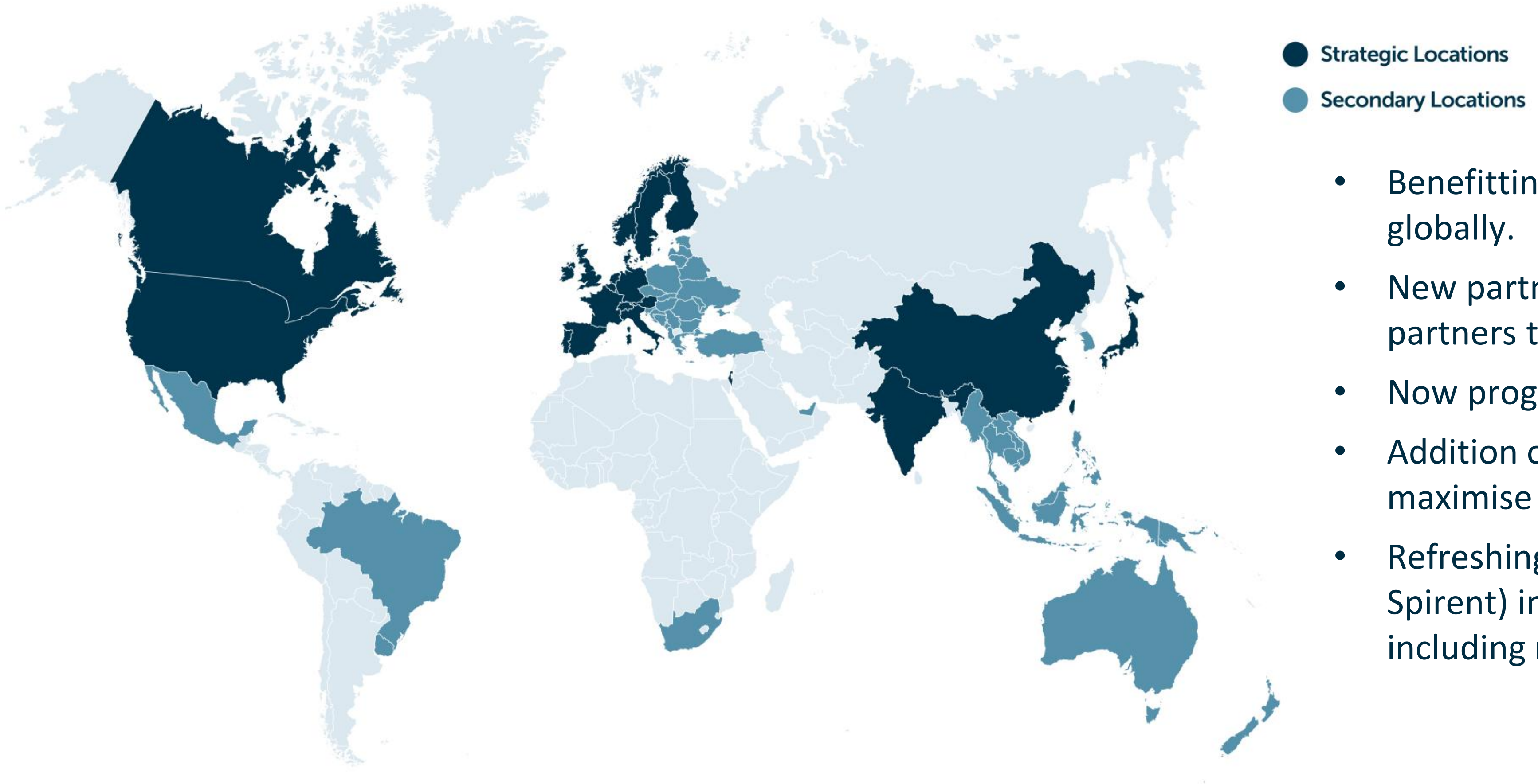
- While the market remains subdued, customer investment in testing is increasing.
- Work has commenced around the 1.6Tb/s high-speed interface support.
- Medium to long term telecoms market drivers remain intact.

Senior hires and expansion of partner network supports entry into new markets

- Sales, marketing and leadership hires ensure we have the right structure to capitalise on our entry into growth markets.
- Addition of a US-based Partner Manager already demonstrating a positive impact.
- Post-period engagement with Viavi Wireless.

Channel partner network continues to perform

Increased reach across key markets – onboarding going well



- Benefitting from broadened sales coverage globally.
- New partners signed in the US, brings total active partners to 65.
- Now progressing through onboarding & training.
- Addition of a US-based Partner Manager to maximise traction across the region.
- Refreshing the relationship with Viavi (formerly Spirent) in line with our new channel strategy, including recently announced O-RAN partnership.

Financial review

Steady progression

- H1 26 revenues grew 9% on prior period.
- Gross margins remain resilient at 76%, improvement of 2pps on prior period.
- Improvement in Underlying EBITDA, driven predominantly by growth in trading volumes and gross margin upside.
- Cashflows neutral before dividend. Continued growth in trading in H2 will generate positive cashflows.
- Cash balance remains strong at £10.3m.

Interim dividend

0.31p

H1 25: 0.31p

Cash position as at 30 September

£10.3m

Revenue analysis

Region

- **Americas**: Revenue up 5%. Most impacted by the telecoms slow down in prior years. Focus on cloud-based infrastructure, applications and government opportunities continues to prove successful. We continue to manage the pass through of the US tariffs costs.
- **ROW**: Revenue up 9%. Demand levels in the region least affected by slow-down in prior years due to diversified end customer base. Benefitted from opening backlog run off due to timing of orders to shipments in Q4 25.
- **North Asia**: Revenue up 18%. Majority of growth coming from Taiwan and Korea. China remains challenging due to impact of US restrictions.

Product line

- **Lab Sync:** Paragon product line most impacted by slow down in prior years. Demand for the new 800Gb/s Neo and more mature products drove good revenue growth in the period.
- **Network Sync**: Sentry orders in line with expectations at this point in the year. Significant, post period-end, repeat order from a major hyperscaler investing in data centre operations.
- **NAA**: Gaining traction in government & defence sectors. This includes the SNE emulation network range such as SNE-X supporting 400GbE interfaces, as well as NE-ONE application testing, which are proving relevant solutions applicable to a broad range of needs.

Revenue growth driving profitability improvement

Margin mix contributing to profitability improvement in period

- Revenue growth of 9%; growth across all regions.
- Gross margin 76%, improvement on prior year due to product mix.
- Admin costs (excluding non capitalised R&D costs) increased as a result of planned headcount additions and inflationary cost increases.
- R&D amortisation increase due to growth in R&D headcount in previous years to support roadmap.
- Effective tax rate 25% credit (H1 25: 25% credit) as a result of loss making position.

Period ending 30 September	H1 26 £000	H1 25 £000
Revenue	**8,048**	**7,359**
Cost of sales	(1,920)	(1,920)
Gross Profit	**6,128**	**5,439**
Other income	396	102
Administrative expenses (excl D&A)	(4,946)	(4,557)
EBITDA	**1,578**	**984**
Amortisation of development costs	(2,273)	(2,108)
Underlying EBITDA	**(695)**	**(1,124)**
Other depreciation & amortisation	(363)	(348)
Operating Profit	**(1,058)**	**(1,472)**
Finance expense	(37)	(8)
Interest received	156	162
Loss before tax	**(939)**	**(1,318)**
Tax	235	328
Loss for the period	**(704)**	**(990)**

Gross Profit margin %	**76%**	**74%**
EBITDA %	**20%**	**13%**
Underlying EBITDA %	**(9%)**	**(15%)**
Loss before tax %	**(12%)**	**(18%)**
Basic EPS (pence)	**(0.80)**	**(1.13)**
Adjusted basic EPS (pence)	**(0.80)**	**(1.13)**

Continued strong cash position

Pre-dividend cashflows neutral in period

- Net cash inflow from operating activities £2.8m (H1 25: £0.1m outflow), driven by improvements in EBITDA and positive working capital movements.
- Working capital cash inflow of £1.2m (H1 25: outflow of £1.4m) predominantly due to timing of receivables after strong Q4 trading.
- Investment in R&D of £2.8m, slightly above prior period (H1 25: £2.6m).
- £0.5m dividends paid in period, in line with prior period.
- Awaiting £0.7m R&D tax credit due from HMRC, originally expected before period end.
- Continued improvement in revenue volumes in H2 will generate positive cashflows.

Period ending 30 September	H1 FY26 £000	H1 FY25 £000
Cashflows from operating activities		
EBITDA	1,578	984
Add back non cash items	4	297
Movements in net working capital	1,269	(1,348)
Tax paid/credits received	(62)	(52)
Net cash from operating activities	**2,789**	**(119)**
Development costs capitalised	(2,788)	(2,620)
Other capital expediture	(79)	(20)
Dividends paid	(545)	(542)
Other financing activities	14	13
Net (decrease)/increase in cash	**(609)**	**(3,288)**
Opening cash per cashflow	10,912	11,868
Closing cash per cashflow	**10,303**	**8,580**

A strong platform to execute our growth strategy

Revenue growth and gross margin improvement supporting improvement in profitability.

Continuing to invest in R&D programmes where we see revenue growth potential, while keeping tight control of overheads.

Targeted hires into global sales and marketing teams to support continued growth.

Confident in delivering continued growth in H2 and FY26 Results in line with market expectations.

Strategy and market opportunity

Three-Pillar Strategy

Consistent Strategic Focus

Continued product innovation to capitalise on growth of build out of the mobile network infrastructure e.g. 5G & beyond.

Expand within the cloud computing & datacentre and government & defence sectors.

Infrastructure and applications/end devices utilising centralised processing resource.

Target select acquisition and strategic partnership opportunities to add to product portfolio.

Evolving product portfolio

Synchronisation testing in the lab

LAB SYNC

Telecom

Paragon-neo/neo-S
- Line rates up to 800G
- Sub-nanosecond precision

Paragon-X
- Line rates up to 10G
- Nanosecond precision

For International Standards Conformance (ITU-T, O-RAN)

Testing synchronisation performance of networks

NETWORK SYNC

Telecom

Sentinel
4G/5G OTA solution

Data Centre

Sentry
Rack-mount timing platform

Network Performance Monitoring

For validating Telecom & Data Centre sync
For monitoring network-wide sync

Network emulation for real-world testing in the lab

NETWORK AND APPLICATION ASSURANCE

Infrastructure Validation

SNE Ignite

Prove compliance and interoperability of 5G O-RAN fronthaul devices

SNE-X

Impair hundreds of packet streams simultaneously to reduce the cost of test

SNE

Simulate complex networks and emulate real-world conditions

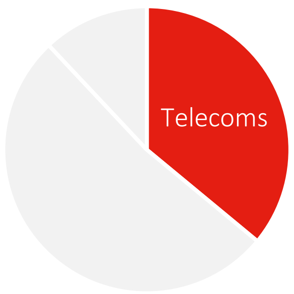
Applications Testing

NE-ONE
- A complete suite of test networks in a box
- Verify application performance across all types of network topologies
- Hardware, Virtual and Cloud

Unique ‘full-coverage’ emulation portfolio

Market: Telecoms

Ongoing market developments driving customer upgrades and new high-speed testing requirements

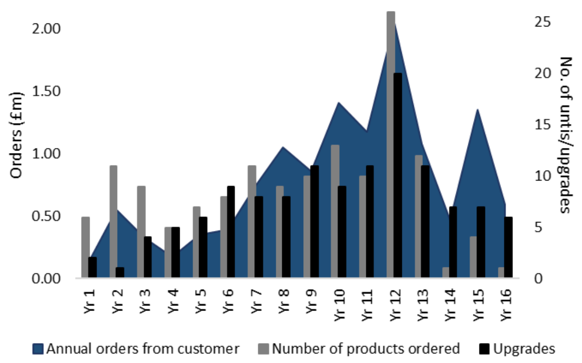


Large customer base provides upgrade & support opportunity (c. 1,500 installed units)

Actively progressing additional revenue opportunities:

- Upgrade products with additional options.
- Customer migrations from earlier Paragon variants to newer platforms through upgrade and trade-in programmes.
- Calnex Support Service (CSS) support and maintenance agreements ensure customer systems aligned with latest standards.

Example customer lifecycle



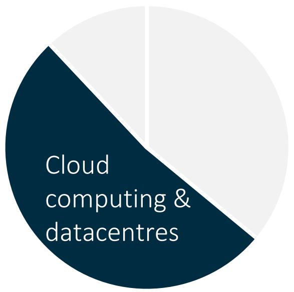
Next major opportunity: 1.6Tb/s interfaces

Positions Calnex at the forefront of high-speed standards evolution and the upcoming customer upgrade cycle.

- The next generation of ultra-high-speed optical connectivity, delivering up to 1.6 terabits per second will drive a new testing cycle across network infrastructure.
- Early Access agreement in progress for high-speed chip set necessary to support 1.6Tb/s optical interfaces.
- Deployment on track for 2027.

Market: Cloud computing & datacentres

AI-driven demand and hyperscaler investment fuelling growth in testing and optimisation



Momentum from hyperscaler build-out and repeat orders

Tailoring our products to specific use cases and using partners to reach potential new customers.

- SNE-X and NE-ONE platforms seeing increasing engagement from hyperscaler customers.
- Acceleration of datacentre build presents potential for expanded Sentry orders in early 2026.
- PTP profile has been recently approved by Standards body (ITU-T) for timing in datacentres, presents further opportunity.

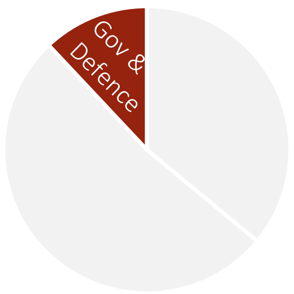
Increasing our discovery activities amidst AI infrastructure investment cycle

Market characterised by rapid deployment and inefficiency - “spend first, optimise later” mentality.

- Contracted additional Product Management resource to support the AI wave and target emerging opportunities, e.g. Edge computing, modelling algorithms, Inference testing and other AI-related opportunities.
- Utilising active customer engagements to build understanding of customer needs and tune product roadmap delivery.

Market: Government & Defence

Growing traction driven by uptake of the NAA products with routes-to-market developing



Actively pursuing opportunities in the US

Large contract values, with longer sales cycles.

- Now have dedicated resource to focus on US federal accounts. Actively widening our partner network.
- SNE-X being adopted for training and cyber-range simulations across key government programmes.
- NE-ONE platform supporting satellite and non-terrestrial networks, with active partnerships on government and academic projects.
- Continuing to develop and scale the US channel through deepened with existing partners and identification of complementary new ones.

Expanding European partner network

Targeting regions with large defence budgets.

- Building routes-to-market with trusted regional partners to accelerate adoption of NAA products across European government programmes, initially UK, Finland and Sweden.
- FY27 expect to broaden footprint into other European markets.
- Ambition to establish a strong geographic footprint that complements progress in the US.

Confident outlook

- Entered H2 with encouraging momentum and a clear strategy to drive growth across both established and new market segments.
- Full year performance anticipated to be in line with market expectations.
- Expansion of channel network and operational enhancements provide a strong foundation for further progress.
- Balance sheet strength means we can continue to invest in our growth opportunities.
- Well positioned to convert the telecoms sales pipeline once the trading environment fully recovers, but we are not reliant on this for continued growth.
- Traction in newer verticals such as US defence represents a significant long-term growth opportunity.

Well positioned for continued growth

Trusted provider of test solutions

Heritage in telecoms put us at the forefront of innovation across sectors

Increasingly diverse spread of customers and orders

Ongoing expansion into new end-markets

Innovation expanding our addressable opportunity

Investment to deliver solutions for the next wave of new technologies

Strong financial fundamentals

Cash generative with a strong revenue profile, repeat business and a robust balance sheet

Supportive long-term trends

Attractive opportunities across each of our end markets

Experienced management team

Well-positioned to exploit the growth opportunity ahead

Calnex
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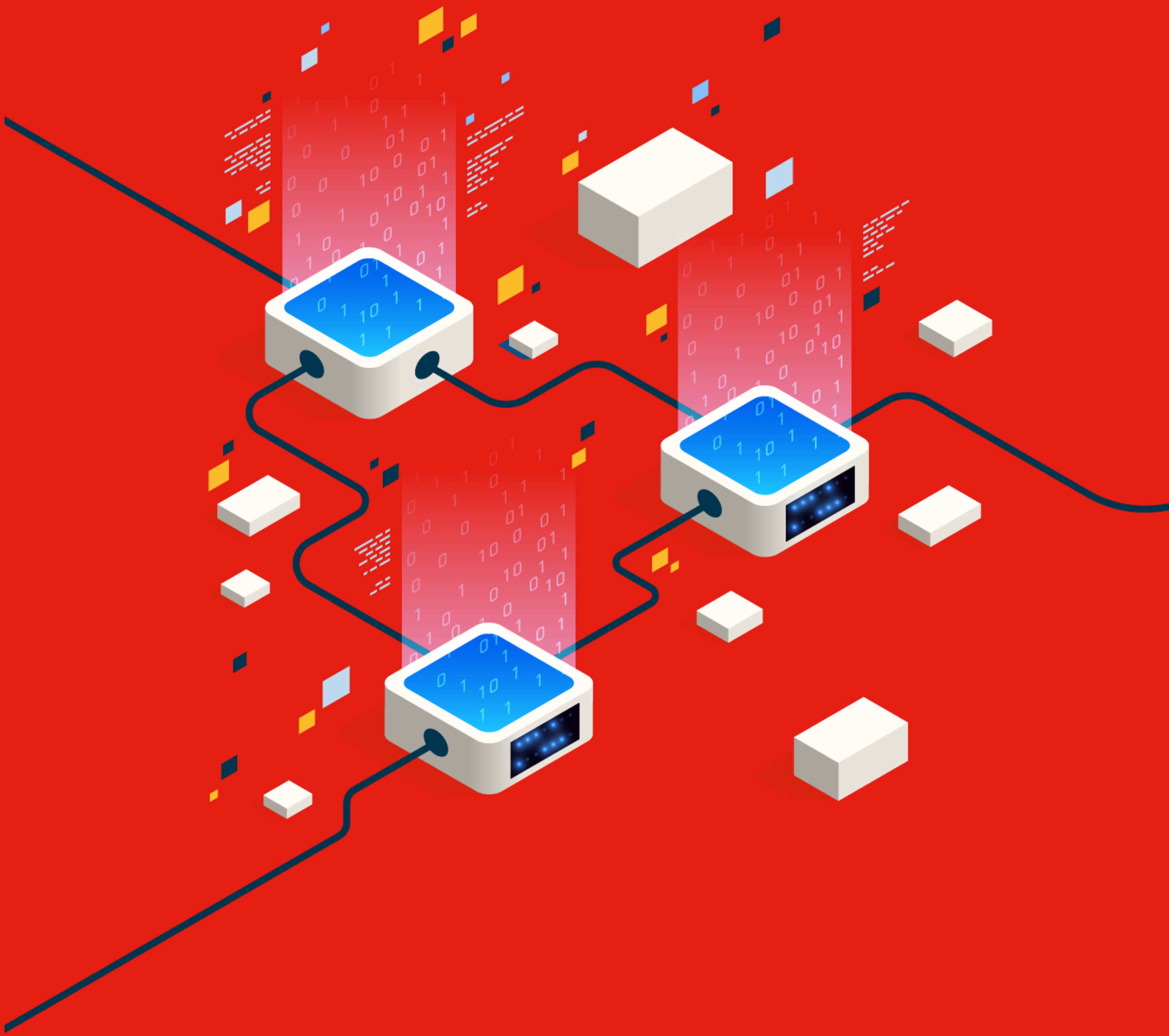
Q&A



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Appendix

Balance sheet

	Sep-25 £000	Sep-24 £000
Non-current assets		
Intangible assets	12,633	12,483
Goodwill	2,000	2,000
Tangible & right of use assets	1,156	440
Deferred tax asset	566	533
	16,355	15,456
Current assets		
Inventories	5,248	6,086
Trade and other receivables	4,058	4,104
Cash and cash equivalents	10,303	8,580
	19,609	18,770
Current liabilities		
Trade and other payables & lease liabilities	(4,476)	(3,385)
	(4,476)	(3,385)
Current assets		
Deferred tax liability	(2,940)	(2,497)
Trade and other payables	(1,102)	(1,976)
Other non-current liabilites	(819)	(162)
	(4,861)	(4,635)
Net assets	26,627	26,206

The Board

Tommy Cook
CEO

Tommy is the founder and CEO of Calnex Solutions. He has over 40 years' experience in telecoms test and measurement ranging from hands-on design and programme management of R&D projects through to leading business teams within the market segments in which Calnex currently operates. Tommy has participated in a number of Industry Standards forums during his career, and presented technical and market insight papers in industry forums.

Ashleigh Greenan
CFO

Ashleigh qualified as a chartered accountant with Deloitte before spending 5 years at KPMG in transaction services. She has held senior finance and corporate development roles at Exova Group plc, the UK materials testing business, before joining Parsons Peebles Group Limited, where she was a director of a number of group companies and held the role of Chief Financial Officer until she joined Calnex in early 2020.

Stephen Davidson
Non-Exec Chairman

Stephen joined the Board of Calnex in January 2022 and was appointed Chair in August 2022. He is an accomplished director of both public and private companies, with more than 20 years' PLC-board experience. He is currently a Non-executive Director at MCB Group Limited. Stephen was previously Non-executive Director at Informa plc, Rosenblatt Group plc, Restore plc, Jaywing plc, Inmarsat plc, Actual Experience plc, Datatec plc and MECOM plc.

Graeme Bissett
Non-Exec Director

Graeme is an experienced corporate financier and qualified chartered accountant. He is currently a non-executive director of Aberforth Geared Value & Income Trust plc Trust plc and Cruden Holdings Ltd. Graeme was formerly Chair of Macfarlane Group PLC and acted as a non-executive director of businesses including Smart Metering Systems plc, Interbulk Group plc and Belhaven Group plc.

Margaret Rice-Jones
Non-Exec Director

Margaret has over 20 years' experience at Board level in public and private software and technology companies. Margaret is currently a non-executive director at Holiday Extras Investments Limited, Bengar Limited, Point Blank Solutions Ltd and Chair of the Scale-Up Institute. Previously, Margaret was Senior Independent Director of Xaar plc and chaired private companies Skyscanner Limited and Penguin Portals Limited.

Helen Kelisky
Non-Exec Director

Helen Kelisky brings over 30 years of technology business and sales leadership experience and a track record of driving top line growth, leading national and international businesses. Previous roles included Managing Director of Google Cloud in the UK and Ireland, Senior Vice President of Cloud sales at Salesforce UKI, and Vice President of Cloud at IBM. She currently sits on the Board of Women in Telecommunications and Technology, a non-profit networking group focused on education and enhancing women's careers.

General information

- Share Price 56p (at 18.11.2025)
- Market AIM
- Ticker CLX
- Market Cap. £51.04m
- Ord. shares in issue 87.99m

Major Shareholders

Shareholder	% of Issued Share Capital
Thomas (Tommy) Cook (CEO)	19.9%
BGF Investment Management Limited	12.0%
Scottish Enterprise	9.0%
Close Brothers Asset Management	9.0%
Sanford DeLand Asset Management	3.7%
Liontrust Asset Management	3.5%
Hargreaves Lansdown PLC	3.4%

Financial structure

Revenue

- Two revenue streams:
  - Bundled hardware & software recognised on delivery
  - Warranty and software support recognised over life of product

Gross profit

- Gross margin: approx. 73-76% net of discounts given to channel partners
- Cost of sales: approx. 87-84% is cost of billing from Kelvinside; remainder is internal direct labour
- Product and bundle mix will drive margin, can fluctuate 1-2 percentage points

Admin costs

- Sales costs
- Other administrative costs and overheads
- Share based payments

R&D

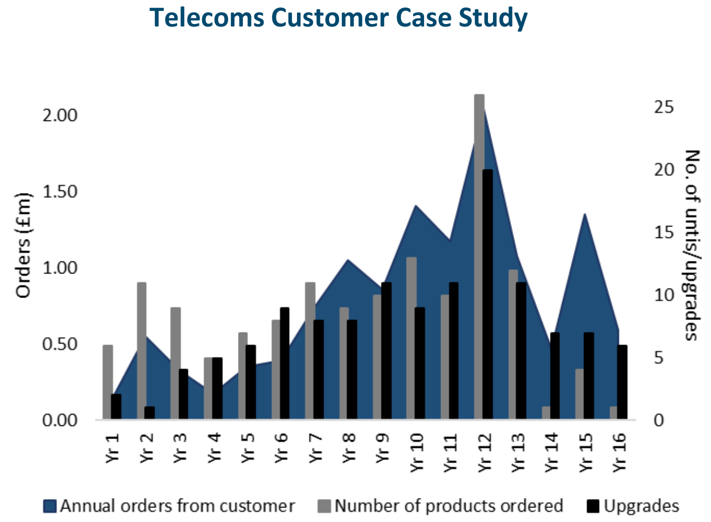
- Capitalisation of development spend
- Amortisation of R&D over 5 years

Tax

- Underlying applicable tax rate is 25%
- Deferred tax balances measured using tax rates applicable when the timing difference takes place
- Company benefits from use of R&D tax credit scheme – credit shown as 'other income' under new merged scheme

Cash

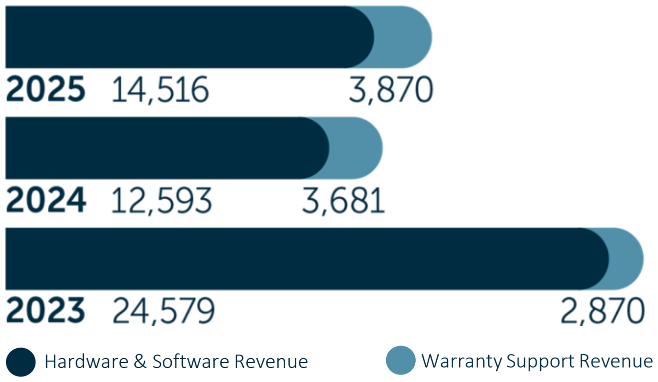
- Average 60 days average payment terms with customers
- 75 days average supplier terms with Kelvinside; Majority of WIP usually held on Kelvinside balance sheet
- No debt on balance sheet



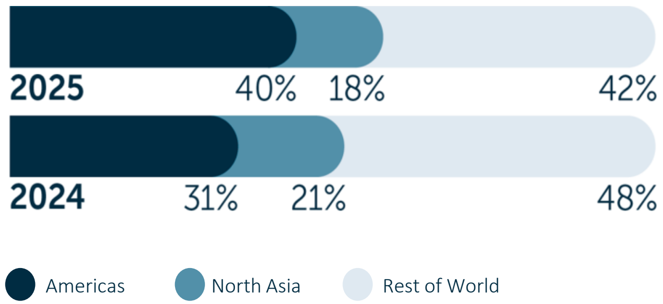
Stable customer metrics FY25

Contribution from Cloud Computing markets continues to grow

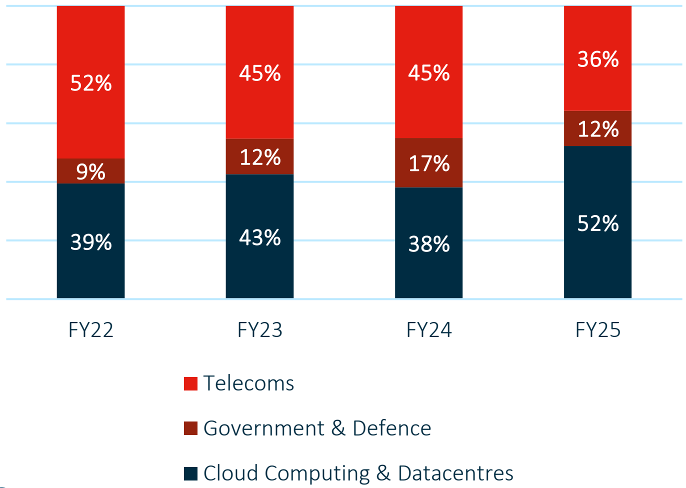
Revenue Streams (£'000)



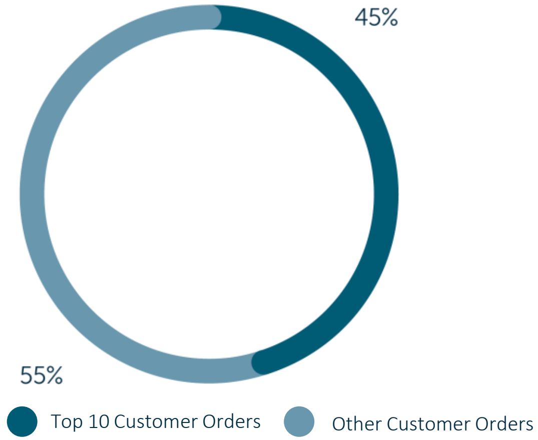
Geographic Split
(year on year)



End Market Split (Restated)
(%)



Top 10 Customers
(3 year order average)



Repeat Customers
(3 year order average)