

A market leading provider of fully auditable, secure data erasure services and mobile device diagnostic technologies

Markets & Strategy

A strong position in three key markets



Mobile

Our proposition: A time-efficient and cost-effective way for mobile carriers, processors, third party logistics and recyclers to ensure devices are fault-free and all data has been erased before entering the 2nd hand market.

The market: 2nd hand mobile market to grow to \$52.7bn by 2022 from \$24.6bn in 2017 with handset value moving from \$168 in 2017 to \$180 in 2022.

Our strategy: Continued development in broad software solutions that reach across the three market sub-sectors with investment in R&D to accelerate product development. Leveraging world wide sales force to expand offering.



Enterprise /
Data
Centre

Our proposition: Enabling organisations to manage data retention policies, with regulatory frameworks increasing corporate adoption of certified compliance, security and privacy solutions.

The market: Data stored in data centres forecast to grow at 4.6x from 286EB in 2016 to 1.3 ZB by 2021. Data stored on devices will be 4x higher than data stored in data centres – 5.9ZB by 2021.

Our strategy: Expand indirect sales through relationships with OEM and Channel partners to access a large, high-growth market with little competition. Complemented by investment in R&D to develop leading solutions for a demanding client base.



ITAD

Our proposition: A market leader in the treatment of IT hardware where equipment is either being reused, resold or disposed of.

The market: Mature market but continued demand for IT recycling services across multiple industries.

Our strategy: Ensure that the ITAD offering remains the best in the market and that our leading market share is maintained.

190+
million
devices
securely erased

2500+
customers

36+
patents granted
or pending

15+
certifications &
regulatory bodies

Financials

Strong momentum driving profit growth

Revenue

£30.5m +13%

2018*: £26.9m



Adjusted Operating Cash Flow

£8.3m +102%

2018: £4.1m



Group Operating Profit

£0.1m

2018*: (£0.8m)



Group Adjusted Operating Profit

£3.5m +21%

2018: £2.9m



Net Cash

£0.1m

2018: (£2.7m)



Basic Loss per Share (pence)

(1.02p)

2018*: (1.05p)



*excluding exceptional costs, amortisation of acquired intangibles and share based payments

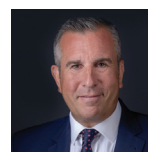
Management Team

Led by an experienced, well-qualified team



Matt Jones, Chief Executive Officer

- Joined Board as CEO in March 2018
- Significant track record of developing and overseeing execution and growth strategies for companies in security, storage and communications
- Most recently CEO of E8 Security, pioneer in behavioural cybersecurity based in the USA (acquired by VMware)
- Held senior positions at CloudShield Technologies, Allocity, Excite@Home, Sprint and AT&T



Adam Moloney, Chief Financial Officer

- Joined Board as CFO in July 2018
- Previously CFO at AIM quoted Eckoh plc, a leading provider of customer service and secure payment technology solutions
- Managed negotiation and integration of various significant acquisitions in the UK and US as well as opening US subsidiary

Why Blanco?

✓ A market leader with global scale and blue-chip MNC channel partners

Growing operations in EMEA, APAC, RoW and North America with major customers in all segments. Ongoing growth in channel sales for the data centre and enterprise markets

✓ Significant barriers to entry

Growing patent portfolio and regional certifications

✓ Investing in innovation

Focused solutions on key growth areas while leading innovation in new technologies and track record of complementary earnings enhancing, acquisitive growth e.g. Inhance and ZroBlack consulting agreement in Q1 FY2020

✓ Supportive regulatory environment

EU General Data Protection Regulation (GDPR), Payment Card Industry Data Security Standards (PCI DSS) and new regulation in California (California Consumer Privacy Act of 2018)

✓ A clear, focussed growth strategy

Driving sustainable increases in revenue and underlying profit

Blanco's strategic vision: To enable companies to responsibly manage their data by erasing concerns for organizations worldwide