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NS Half-year/Interim Report

INTERIM RESULTS

4GLOBAL PLC

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THIS ANNOUNCEMENT CONTAINS INSIDE INFORMATION AS STIPULATED BY SECTION 86 OF THE FINANCIAL SERVICES AND MARKETS ACT 2000 AND AS SUCH IS SUBJECT TO THE PROVISIONS OF REGULATION (EU) NO 596/2014 (MAR) OF THE EUROPEAN PARLIAMENTS AND OF THE COUNCIL OF 11 APRIL 2014 ON PROHIBITION OF INSIDER TRADING AND ON IRREGULAR MARKET PRACTICES IN FINANCIAL INSTRUMENTS MARKETS AND ON CANCELLATION OF THE DIRECTIVE OF THE EUROPEAN PARLIAMENTS AND OF THE COUNCIL OF 15 JUNE 2003 ON THE PROHIBITION OF INSIDER TRADING IN FINANCIAL INSTRUMENTS MARKETS AND ON IRREGULAR MARKET PRACTICES IN SUCH MARKETS. THIS ANNOUNCEMENT IS CONSIDERED TO BE IN THE PUBLIC DOMAIN.

7 December 2023

4GLOBAL PLC

("4GLOBAL", "Group" or the "Company")

Interim Results

"Strong growth and In line with market expectations"

4GLOBAL, a UK-based data, services and software company focused on the sport, leisure and entertainment sectors, will today announce its unaudited interim results for the six-month period ended 30 September 2023.

Financial highlights for the period

- Revenue for the six months was £1.8m (H1 22/23): £1.4m an increase of 26%.
- Gross profit margin improved to 60% (H1 22/23: 49%), due to internal operational leverage and higher revenue.

- Adjusted loss £0.6m (H1 22/23: £0.8m loss) an improvement of 25%.
- Total Assets £5.2m (2022: £3.6m) an increase of 44%
- Trading in line with market expectations, with significant financial weighting in H2 in line with financial periods.

Post period financial highlights

- Total annual booked revenue of £4.8m (H1 23/24: £1.8m, plus £3.0m booked for H2 23) Company is in late-stage contract negotiation on a £1.0m opportunity which is expected to close in December 2023.
- £0.8m of new contract wins since interim end.

Key new business wins and partnerships - year to date

- Total new business won in this financial year to date stands at £3m
- Key partnerships:
 - Jonas - launch of 4GLOBAL data & insight platform to their existing customers in Sep 23, with an initial \$1m opportunity pipeline. To date we have already signed up a number of flags with the platform and looking at exploiting the existing pipeline.
 - TechnoGym - launch of 4GLOBAL data & insight platform to their existing customers in Sep 23. This partnership targets an opportunity Total Addressable Market ("TAM") of £2m of licencing fees.
 - Mace Group - partnership extended to North America to target world cup cities with the platform, offering around maximising the social value and sustainability from hosting the world cup.
 - Al-Jassra - significant business wins in the Middle East.
- Sport England contract variation has seen 4GLOBAL gathering insights to aid local authorities, providers, and policymakers alike in making strategic decisions. This contract variation includes a significant expansion of 'Moving Communities Place.'
- Guadalajara convention contract award sees 4GLOBAL assisting in making investment decisions by assessing whether investments are achieving the criteria with regards to social impact, the value of 4GLOBALs data and social value calculator.

Operational highlights for the period

- Our data asset (DataHub) grew to 35m unique individuals and over 4bn datapoints as a result of a number of sport health and activity data sources being integrated through new customer partnerships, one of the largest datasets of its kind in the world which enables clients to make critical decisions about their business.
- Management successfully delivered its first trials using Artificial Intelligence (AI) tools which has proven to increase efficiencies in data processing. This enables DataHub to deliver insights to its customers in the three key areas of understanding their customers (identify, measure, improve) operational efficiencies and the ability to maximise ROI on capital investment in sport, health and activity facilities).
- The combination of the growth of the DataHub and the use of AI has allowed the Company to secure significant new contracts with our middle east partners (in Qatar and the Kingdom of Saudi Arabia) on developing nationwide sport infrastructure investment plans and new cities development.
- Similarly in the North American market, the Company continues to build on strategic partnerships to deliver scale business insights for Jonas' existing clients.
- Furthermore, the growth of the DataHub dataset and integration with AI coupled is enabling us to open new verticals and data use cases. In the period, the Company continued to grow in

specifically related to the trend of using physical activity to treat and prevent certain health conditions.

- The combination of these factors has allowed the Company to grow its opportunity pipeline.

Eloy Mazon, Chief Executive Officer of 4GLOBAL, commented:

"Trading has been strong and the Board is delighted with the performance of the business year. There has been significant growth in revenues in relation to last year's H1 position (which has been a period of expansion and growth through significant business wins, continuing foundations in international markets, strengthening the team and the Company's' commercial pipeline."

"The rise of Artificial Intelligence (AI) and the growth of the DataHub has generated significant interest and I was delighted to see the launch of our first AI insight platform earlier this year to our biggest customers prior to commercial launch in 2024."

"As expected, Group revenue generation profile is significantly weighted to the second half of the financial year and is encouraged by the continued strong demand for the Company's products and, with 4 months to go in the financial year, is confident that it is trading in line with market expectations for the full year."

[\[1\]](#) Market expectations for the full year stand at total revenue of £6.7m and Adjusted EBITDA of £1.8m.

For further information contact:

4GLOBAL plc

Eloy Mazon (CEO)

Spark Advisory Partners - Nominated Adviser

Neil Baldwin

Canaccord Genuity - Broker

Bobbie Hilliam

IFC Advisory

Graham Herring / Zach Cohen

A copy of the interim accounts is available from the Company's website www.4global.com.

Chief Executive Statement

For the six months ended 30 September 2023

The current year has started positively and the Board is particularly encouraged by progress to date. The Group's financial position is strong and international expansion continues with the activation partnership gathering momentum. The business is performing comfortably in line with market expectations.

The six months to 30 September 2023 was a period of growth for the Group as it delivered revenue to £1.8m (30 September 2022: £1.4m) and it has accelerated its investment in international expansion which is reflected in the Group's total contracted work to date together with a total pipeline of £12.5m.

The £4.8m of booked revenue to date consists of high margin contracts which will have a positive impact on the Group's profitability. The Group has also won new multi-million pound multi-year agreements providing visibility over revenues in future financial periods. This combines with the migration of our revenue from one-time to annual recurring and repeatable revenue (ARRR) contracts. The Group's revenue generation profile is weighted to the second half of the year as it has been historically. The investment made last year in strengthening the opportunity pipeline internationally through the acquisition of contracts has resulted in a considerable growth of our net assets in our balance sheet regarding intangible assets that will generate significant cash to the business.

Market trends

The space in which 4GLOBAL operates (Sport & Fitness) has been evolving over the last few years and the Group has identified four key market trends that positively impact its business:

- Client focus and needs are shifting from a software approach to a focus around data and insights they can extract from it. The informed data enables the client to make better decisions for their customers, business operations and investments in order to generate new revenue streams.
- Uncertainty of the macroeconomic environment is driving a greater reliance and need for data in business decisions at the right time and to model the future. Customers in this sector see data as key to the insights that drive better decisions.
- Insight about their business to make better decisions needs to be based on whole sector data rather than just their own customers data as that gives them an incomplete picture on which to base decisions. Access to wide data is becoming critical to make the right business decisions.
- AI is taking an increasingly important role in business and in particular to the business case for data. AI can provide valuable insights. However, AI is a tool and it requires large amounts of data to provide value. The more data the powerful AI is to businesses.

4GLOBAL has one of the biggest databases of sport participation (DataHub) in the world and is well positioned to assist customers in drawing insight from their end market data. As a result, 4GLOBAL is well positioned to exploit these trends and deliver on its growth strategy.

Key achievements and highlights

Product development & data asset

Since the beginning of the financial year, the Company's data asset, known as the DataHub, has shown a growth of 5%. As data from the North American operation begins to contribute, there is potential for further growth which will be further accelerated, expanding geographical coverage and reinforcing the Company's position in the market with its comprehensive data set.

In shaping the future landscape, Artificial Intelligence (AI) is poised to play a pivotal role, providing a wealth of actionable insights. The Directors believe that the Company stands at the forefront of this technology. The Company recently successfully delivered its first trials of AI within DataHub, which have proven to be highly effective in data processing.

This enables DataHub to deliver enhanced insights to its customers in the 3 key areas of customer engagement (identify, attract, retain, improve), operational efficiencies and the ability to manage risk.

investment (specially in scaled sport, health and activity facilities).

Furthermore, the growth of the DataHub dataset and integration with AI coupled is enabling new verticals and data use cases. In the period, the company continued to grow in the related to the trend of using physical activity to treat and prevent certain health conditions. £98bn p.a. to the UK.

Commercial partnerships

Central to 4GLOBAL's global expansion strategy are its commercial partnerships. Earlier this year, we unveiled two pivotal collaborations with Jonas and with TechnoGym, strategically positioning significant revenue opportunities for 4GLOBAL in the North American and European markets.

The Jonas partnership, launched to North American customers in August 2023, has been supported by marketing efforts and activations. This concerted approach has already yielded positive results, with customers actively embracing the Company's insight solutions. This move aligns with the Company's strategy to leveraging its data and insight products in unexplored verticals, opening avenues for fresh revenue streams.

Notably, 4GLOBAL's enduring partnership with Mace Group has continued to perform well in the Middle East, where several live projects and opportunities exist. This success has prompted the expansion of the partnership into the North American market. Together, the companies are poised to launch new initiatives in the sports and events sector.

As 4GLOBAL continues its ambitious growth aspirations, it remains committed to exploring new commercial partnerships that will expedite client acquisition and drive revenue in its target markets.

Outlook

The Board anticipates sustained demand for its data, insights, and services throughout the year. The management's primary focus will persist in strategically activating the commercial partnerships across various geographies, with particular emphasis on the North America and Europe.

Our commitment to product development and advancing our data assets remains unwavering. This ensures that the Company stays at the forefront of innovation, consistently delivering high-quality, insightful solutions to meet the evolving needs of our customers.

As expected, and in previous years, Group revenue generation profile is significantly weighted in the latter half of the year. The Board is encouraged by the continued strong demand for the Company's services. The Board's 9 months to go to the end of the financial year - is confident that it is trading in line with market expectations for the full year^[1].

^[1] Market expectations for the full year stand at total revenue of £6.7m and Adjusted EBITDA of £1.1m.

Eloy Mazon

Chief Executive

7th December 2023

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2023

| | Note | Six months ended 30 September 2023 (unaudited) £ | Six months ended 30 September 2022 (unaudited) £ |
|---|------|--|--|
| Revenue | | 1,748,660 | 1,389,421 |
| Cost of sales | | (706,048) | (704,510) |
| Gross profit | | 1,042,612 | 684,911 |
| Administrative expenses | | (1,651,035) | (1,474,743) |
| Other operating income | | - | 14,000 |
| Analysed as follows: | | | |
| Adjusted (loss)/profit from operations | | (608,423) | (775,824) |
| Depreciation and amortisation | | (230,107) | (181,462) |
| Share based payment expense | | (145,592) | (208,620) |
| Exceptional items | | - | (54,000) |
| Operating profit/(loss) | | (984,122) | (1,219,906) |
| Finance income | | (19,045) | 1,431 |
| Finance cost | | 76 | (17,736) |
| (Loss)/profit before tax | | (1,003,091) | (1,236,186) |
| Tax (charge)/credit | | (4,352) | 103,311 |
| (Loss)/profit for the period | | (1,007,443) | (1,132,872) |
| Other comprehensive income | | | |
| Exchange differences on translation of foreign operations | | (7,053) | 331 |
| Other comprehensive income for the period | | (7,053) | 331 |

| | | | |
|---|----------|--------------------|-------------|
| Total comprehensive income for the period | | (1,014,496) | (1,132,539) |
| | | <hr/> | <hr/> |
| Total comprehensive income attributable to the equity holders of the company | | (1,014,496) | (1,132,539) |
| | | <hr/> | <hr/> |
| Basic profit - pence per share | 3 | (3.8)p | (4.3) |
| | | <hr/> | <hr/> |
| Diluted profit - pence per share | 3 | (3.8)p | (4.3) |
| | | <hr/> | <hr/> |

The notes form part of these Condensed Consolidated Financial Statements.

**CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS AT 30 SEPTEMBER 2023**

| As at | Note | 30 September 2023 (unaudited) £ | 30 September 2022 (unaudited) £ |
|---------------------------------|-------------|--|--|
| Non-current assets | | | |
| Property, plant and equipment | | 36,239 | 218,301 |
| Right of use assets | | 376,734 | - |
| Intangible assets | | 582,083 | 197,107 |
| Deferred tax | | 266,477 | - |
| Total non-current assets | | <hr/> 1,261,533 <hr/> | <hr/> 415,408 <hr/> |
| Current assets | | | |
| Trade and other receivables | | 3,659,398 | 1,084,891 |
| Cash and cash equivalents | | 265,352 | 2,118,665 |
| | | <hr/> 3,924,750 <hr/> | <hr/> 3,203,557 <hr/> |
| Total assets | | <hr/> 5,186,283 <hr/> | <hr/> 3,618,965 <hr/> |
| Equity and Liabilities | | | |
| Equity | | | |
| Share capital | | 263,451 | 263,451 |
| Share premium | | 3,390,330 | 3,390,330 |
| Merger reserve | | 676,310 | 676,310 |

| | | |
|-------------------------------------|------------------|------------------|
| Share option reserve | 533,837 | 347,701 |
| Share warrant reserve | 188,266 | 188,266 |
| Currency translation reserve | (42,429) | (31,990) |
| Retained earnings | (1,397,423) | (2,254,197) |
| Total equity | 3,612,342 | 2,579,871 |
| Non-current liabilities | | |
| Borrowings | 83,333 | 133,703 |
| Lease liability | - | - |
| | 83,333 | 133,703 |
| Current liabilities | | |
| Borrowings | 50,000 | 50,130 |
| Trade and other payables | 1,058,238 | 676,515 |
| Lease liability | 382,370 | 178,746 |
| Total current liabilities | 1,490,608 | 905,391 |
| Total liabilities | 1,573,941 | 1,039,094 |
| Total equity and liabilities | 5,186,283 | 3,618,965 |

The notes form part of these Condensed Consolidated Financial Statements.

The Condensed Consolidated Financial Statements were approved and authorised for issue by the Board on 30 December 2023.

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2023

| | Six months to 30 September 2023 (unaudited) £ | Six months to 30 September 2022 (unaudited) £ |
|--|---|---|
| Cash flows from operating activities | | |
| Profit/(loss) before income tax for period | (1,003,091) | (1,236,086) |
| Adjustments to reconcile loss before tax to net cash flows: | | |
| Depreciation of tangible assets | 196,397 | 181,461 |
| Amortisation | 33,710 | |
| (Profit)/loss on disposal of fixed assets | (1,205) | |
| Finance income | (76) | (1,439) |

| | | |
|--|------------------|------------------|
| Finance cost | 19,045 | 17,731 |
| Equity-settled share-based expense/warrants | 145,592 | 208,621 |
| Decrease/(increase) in trade and other receivables | 268,349 | 520,721 |
| (Decrease)/increase in trade and other payables | (63,991) | (223,168) |
| Tax received | - | 103,701 |
| | | |
| Net cash flows - operating activities | (405,270) | (428,438) |
| | | |
| Cash flows from investing activities | | |
| Purchase of intangible assets | (8,664) | (197,107) |
| Purchase of Tangible assets | (223,612) | (18,905) |
| Interest received | 76 | 1,431 |
| | | |
| Net cash - investing activities | (232,200) | (214,573) |
| | | |
| Cash flows from financing activities | | |
| Repayment of shareholder loan - principal | - | |
| Repayment of shareholder loan - interest | - | |
| Repayments of borrowings | (25,498) | (101,113) |
| Lease liability principal payment | (183,675) | (175,065) |
| Interest elements of lease payments | (13,271) | (5,235) |
| Interest paid | (5,774) | (8,192) |
| | | |
| Net cash flows - financing activities | (228,218) | (289,605) |
| | | |
| Net Decrease in cash | (865,688) | (932,616) |
| | | |
| Effects of exchange rate changes on cash | (7,053) | 331 |
| Cash at beginning of period | 1,138,093 | 3,050,941 |
| | | |
| Cash at the end of period | 265,352 | 2,118,661 |
| | | |
| Comprising: | | |
| Cash and cash equivalents | 265,352 | 2,118,661 |
| | | |
| Cash at end of period | 265,352 | 2,118,661 |

The notes form part of these Condensed Consolidated Financial Statements.

**CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2023**

| | Share capital £ | Share premium £ | Merger reserve £ | Share option reserve £ | Share warrant reserve £ | Currency translation reserve £ |
|---|-----------------------|-----------------------|------------------------|---------------------------------|----------------------------------|---|
| As at 31 March 2022 | 263,451 | 3,390,330 | 676,310 | 139,080 | 188,266 | (32,323) |
| (Loss) for the period | - | - | - | - | - | - |
| Other comprehensive charges - translation differences | - | - | - | - | - | 333 |
| Total comprehensive income for the period | - | - | - | - | - | 333 |
| Transactions with owners: | | | | | | |
| Share based expense | - | - | - | 208,621 | - | - |
| | - | - | - | 208,621 | - | 333 |

| | | | | | | |
|---|----------------|------------------|----------------|----------------|----------------|-----------------|
| As at 30 | 263,451 | 3,390,330 | 676,310 | 347,701 | 188,266 | (31,990) |
| September 2022 | | | | | | |
| Profit for the period | | | | | | |
| Other comprehensive charges - translation differences | - | - | - | - | - | (3,386) |
| Total | - | - | - | - | - | (3,386) |
| comprehensive income for the period | | | | | | |
| Transactions with owners: | | | | | | |
| Movement on lapsed share options | | | | (89,291) | | |
| Share based expense | - | - | - | 129,835 | - | - |
| As at 31 March 2023 | 263,451 | 3,390,330 | 676,310 | 388,245 | 188,266 | (35,376) |
| (Loss) for the period | - | - | - | - | - | - |
| Other comprehensive charges - translation differences | - | - | - | - | - | (7,053) |
| Total | - | - | - | - | - | (7,053) |
| comprehensive income for the period | - | - | - | - | - | (7,053) |
| Transactions with owners: | | | | | | |
| Share based expense | - | - | - | 145,592 | - | - |
| | - | - | - | 145,592 | - | (7,053) |
| As at 30 September 2023 | 263,451 | 3,390,330 | 676,310 | 533,837 | 188,266 | (42,429) |

The notes form part of these Condensed Consolidated Financial Statements.

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2023

1. General Information

4Global plc is a public limited company incorporated in England and Wales and was a member of the AIM Market of the London Stock Exchange, under the ticker symbol 4GBL on 7 December 2023.

The Company was incorporated and registered in England and Wales on 22 July 2010, limited by shares, with the name 4Global plc and registered number 13523846.

This financial information issued by 4Global plc in compliance with its reporting obligations under the Listing Rules.

At 30 September 2023 the Company had issued share capital of 26,344,994 Ordinary Shares.

The address of its registered office is Venture X, 5th Floor Building 7 Chiswick Park Road, Chiswick, London, United Kingdom, W4 5YG. and the registered company number is 13523846. The principal activity of the Company is the provision of advisory services in the sporting and entertainment sectors at national and international level.

2. Significant accounting policies

2.1 Basis of preparation

The consolidated financial statements of 4Global PLC were prepared in accordance with the Financial Reporting Standards ("IFRS") as adopted by the United Kingdom, IFRIC Interpretations and the Companies Act 2006 applicable to companies applying IFRS. The interim report is prepared in accordance with International Accounting Standard (IAS) 34 (Interim Financial Reporting). The financial information in this report has been drawn up using, in all material respects, the same accounting methods and policies as the Group's annual report and accounts for the year ended 31 March 2023.

3. Earnings per share

Six Months ended

Six Months ended

| | 30 September 2023 | 30 Sep |
|--|------------------------------|--------------|
| Basic earnings per Ordinary Share | (unaudited) | (una |
| | £ | |
| Loss for the period | (1,007,443) | (1,13 |
| Weighted average number of Ordinary Shares in issue | 26,344,994 | 26,3 |
| Basic loss per share (pence) | (3.8)p | |
| <hr/> | | |
| Diluted earnings per Ordinary Share | | |
| (Loss)/profit for the period | | |
| Diluted weighted average number of shares in issue | | |
| Diluted loss/profit per share | (3.8)p | |
| <hr/> | | |
| | Six Months ended | Six M |
| | 30 September 2023 | 30 Sep |
| Weighted average number of shares used as a denominator | (unaudited) | (una |
| Shares in issue at 1 April 2023 and 2022 | 26,344,994 | 26,3 |
| <hr/> | | |
| Adjustments for calculation of diluted earnings per share | | |
| Share options | | |
| Warrants | | |

As the Group has reported a loss diluted earnings per share are equal to basic earnings

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