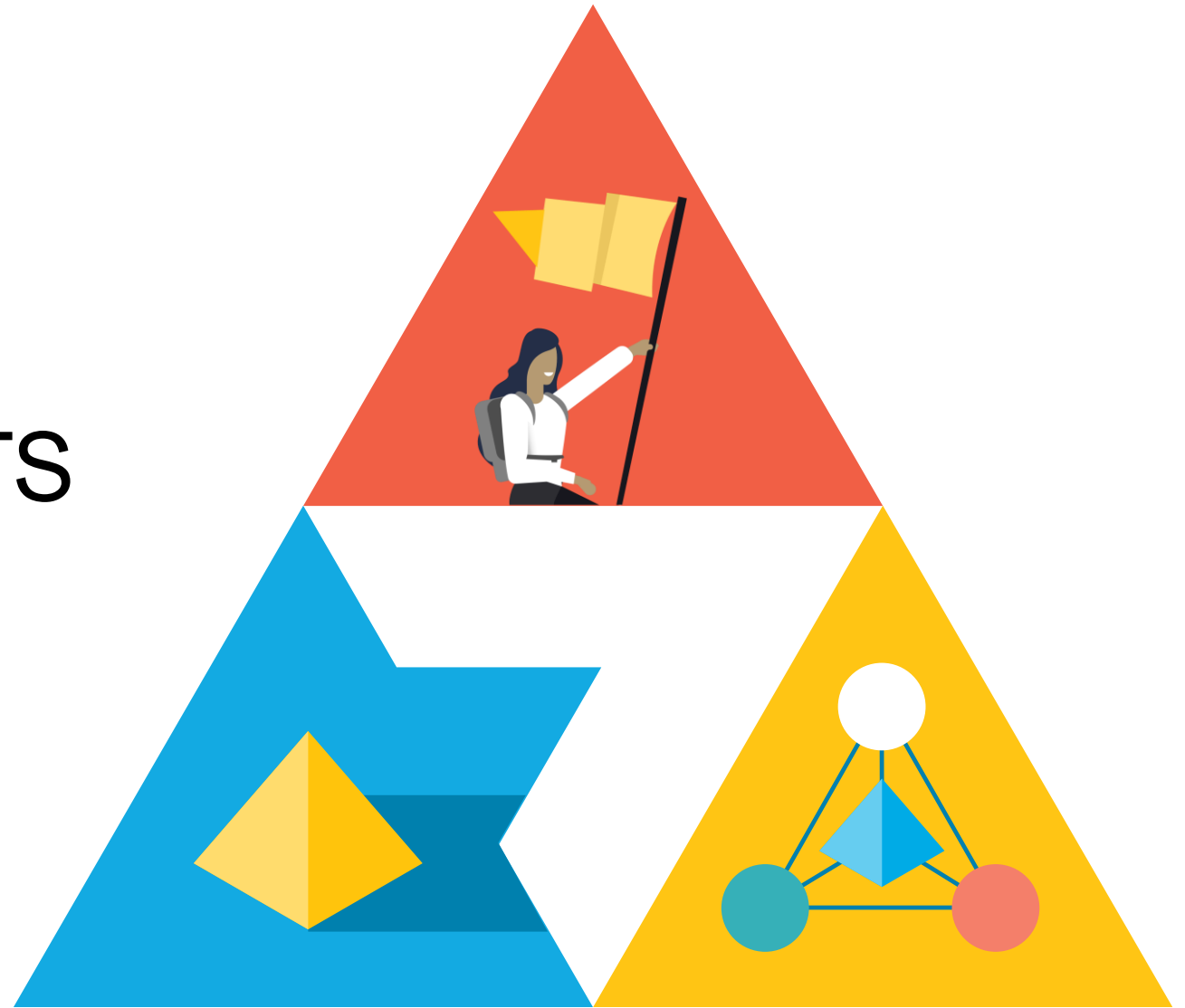




A digital workforce for every enterprise

HALF YEAR RESULTS 2021

17th June 2021





OUR VISION

**A DIGITAL WORKFORCE
FOR EVERY ENTERPRISE**

Building a global software company

>2,000

CUSTOMERS

65%

GROWTH IN BLUE PRISM
CLOUD (NEW BOOKINGS)

£311m

REMAINING PERFORMANCE
OBLIGATIONS

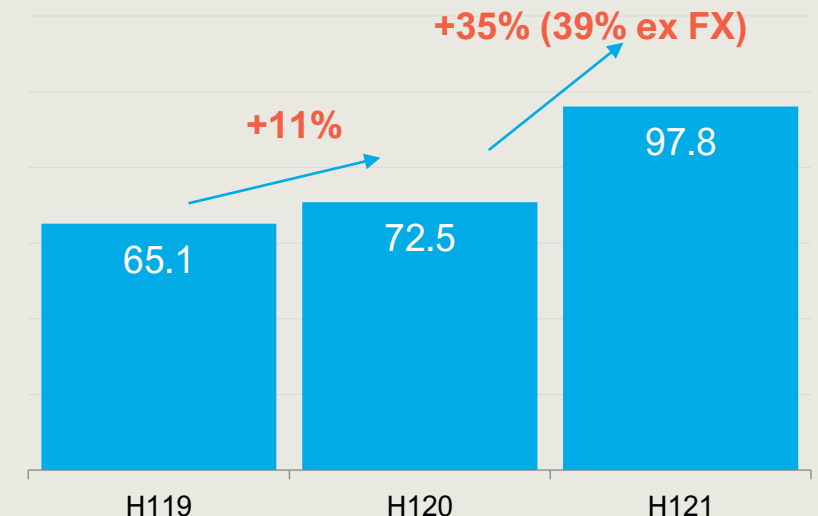
98%

GROSS REVENUE RETENTION



- On track for cash break even
- 98% recurring revenue
- Top 50 customers \$1.5m ARR
- Commitment to innovation
 - Building deep relationships with customers
- Gartner: Moved Blue Prism from 4th to 3rd place in the RPA market*
- IDC placed Blue Prism 2nd place 2020 for growth**
- Awards for innovation, customer choice and technology for pandemic

BOOKINGS GROWTH ACCELERATING



*2021 Gartner Market Share Analysis: Robotic Process Automation

** IDC Semiannual Software Tracker, 2H 2020

The GARTNER PEER INSIGHTS CUSTOMERS' CHOICE badge is a trademark and service mark of Gartner, Inc. and/or its affiliates and is used herein with permission. All rights reserved. Gartner Peer Insights Customers' Choice constitute the subjective opinions of individual end-user reviews, ratings, and data applied against a documented methodology; they neither represent the views of, nor constitute an endorsement by, Gartner or its affiliates.

Company development



Go to market

- Martech and SalesTech
- Demand gen and demand models
- Vertical alignment of sales teams and partner teams for
- New revenue group – new ventures with partner model
- Demand gen and buyer journey
- Alignment with tech partners and referral schemes



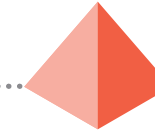
Product

- Product group from 5 separate groups
- Realigned CS and BPC operations
- 9 products in last 6 months – 10 with V7
- Vertical Alignment Service Assist



People

- Pat Finn – new GM for US
- “Great Place to Work” survey
- New global HR head to join
- Global level set on salaries and career structures
- Three additions to Board members
- Internal Comms - BPTV
- Post covid working models



Customers

- Customer Advisory Boards all main territories
- Customer Success model
- New service models for COE and customer scale-ups
- New model for Customer support
- CS aligned with licensing model
- Zero-based design methodology for automation acceleration



Blue Prism World May 18-20

Blue Prism World Announcements

[Blue Prism Launches Version 7 – Next Generation of Intelligent Automation](#)

[Blue Prism Announces Comprehensive New Enterprise Contact Center Offering with Amazon Connect](#)

[Blue Prism Builds on New Era of Growth](#)

[StarLink Becomes Blue Prism's First Value-added Distributor in the Middle East](#)

[Available On Demand](#) until June 4

The screenshot shows the Blue Prism World event agenda for Tuesday, May 18. At the top, there is a navigation bar with icons for various stages: Vision (Leadership), Realization (Management), Execution (Technical), Customer Stories, Scaling Successfully, Designed to Deliver, Get Started, Future Thinking, Intelligent Automation, and Security & Governance. Below the navigation bar, the agenda for Tuesday, May 18, is displayed. The first session is a Fireside Chat with Blue Prism's Chairman & Chief Executive Officer, scheduled for 2:10 PM - 2:25 PM GMT +1 / 9:10 AM - 9:25 AM Your local time (15 Min). The session is hosted by Kavita Maharaj, Blue Prism World Host, and features Jason Kingdon, Chairman of Blue Prism. The second session is 'The Value of Trust in Automation', scheduled for 2:25 PM - 2:55 PM GMT +1 / 9:25 AM - 9:55 AM Your local time (30 Min). The session is hosted by Rachel Botsman, Author & Trust Fellow at Oxford University.

Attendees

Registrations: **8,092**

Attendees: **4,666 (+24% Y/Y)**

Type: 43% Customer, 18% Prospect, 17% Partner, 22% other

Level: 7% C-Level, 44% Business, 49% Technical

Region: 45% EMEA, 16% APAC, 39% AMER

Sessions

Day 1 Keynote: 2,063

Day 2 APAC: 197

Day 2 Keynote: 1,352

Day 3 Keynote: 1,054

On demand sessions watched: 5,234

LinkedIn Live: 2.5k views

Engagement

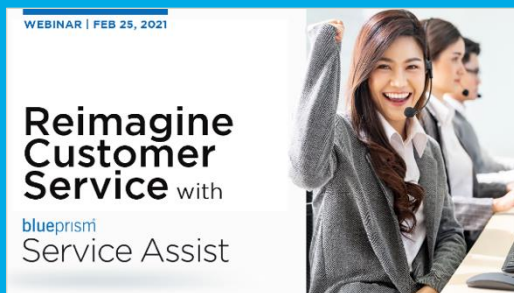
Blue Prism Virtual Room: 1,083

Joined any Virtual Room: 593

Messages sent in Connection Zone: 5,000+

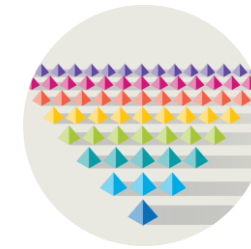
Digital Worker: 1,515 Operations completed; 21 hours saved

Version 7



WAY BEYOND RPA:

- Cloud First
- Intelligent automation
- Business users
- Extension of core infrastructure



Easily Manage the Digital Workforce at **Scale**



Grow Your Digital Workforce **Faster**



Make Your Digital Workforce **Data Driven**



Expand Your Digital Workforce **Scope**

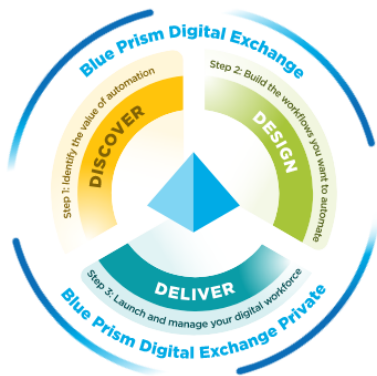
Product reach

blueprism®



BLUE PRISM PRODUCT PORTFOLIO

We designed our product portfolio to ensure you realize your automation goals and achieve the best return on your investment. From assessment and implementation to process analysis and lifecycle management, our products put you on the fastest path to value.



Discover

New to automation or looking to keep pace with new workforce demands or the competition? We'll show you the value of automation and potential ROI in your organization. Then, we'll uncover actionable opportunities for automation that help you transform your enterprise, save you time, increase efficiencies, reduce unpredictable costs and eliminate resource overload.



Design

Now that you know which business processes you'd like to automate, you can start building your workflows. In the design phase, you'll have a blank canvas where you can tell your digital workers exactly what steps you want them to perform. No technical skills or coding required. Just think about—and articulate—the steps your people are performing today, and you're set.

In this phase, you'll also gain the tools and resources you need to start building best practices for automation lifecycle management.



Deliver

Enterprise-quality process automations are only as good as your ability to maintain and expand them as your business needs grow. While implementing a few digital workers can seem like a plug-and-play operation, building a sustainable and scalable digital workforce takes a long-term delivery strategy and the right tools and technology to make it a reality.

Accelerate Amazon Connect and Amazon ElastiCache, with Blue Prism

Service Assist for AWS combines intelligent automation and multiple API integrations with AWS for a solution that enables Blue Prism's digital workers to assist and accelerate contact center transformation - instantly retrieving customer information in near real-time for every incoming call” **Madhu Raman Worldwide Head of Intelligent Automation, AWS**

Accelerate World Leading Process Mining

blueprism
DIGITAL
EXCHANGE
DX

**Faster.
Better.
Cheaper.**

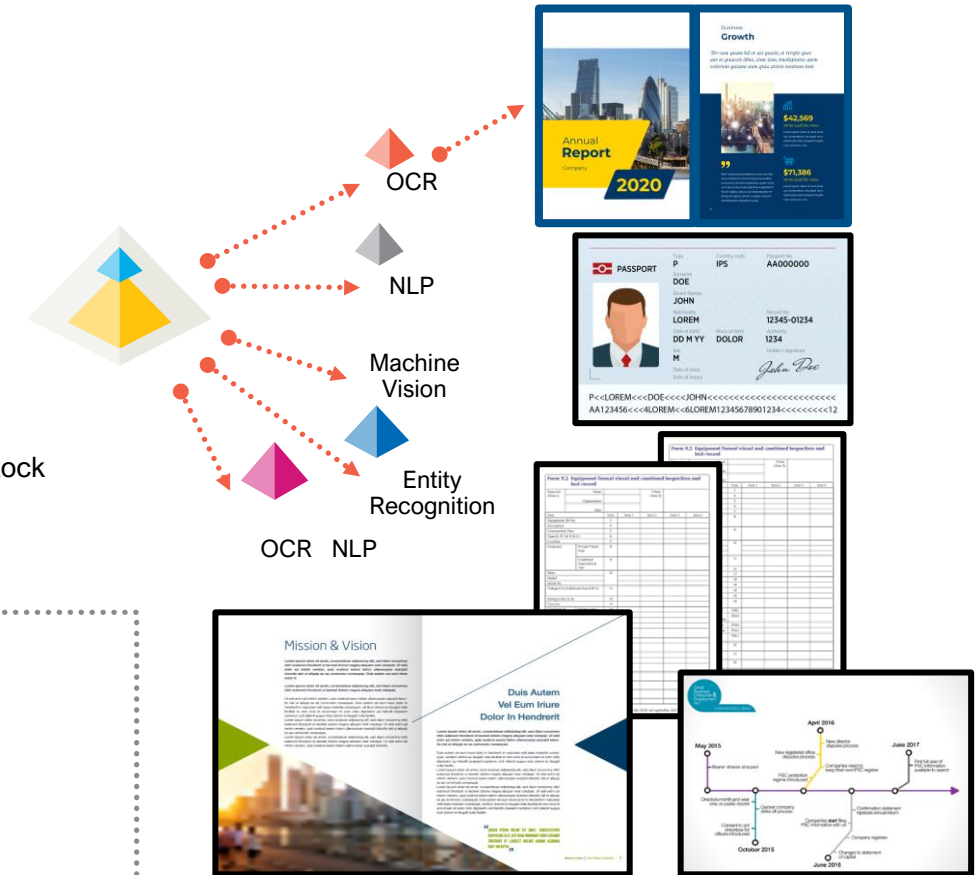
Choose any three

LEARN MORE



All 2,524 listed companies - must maintain compliance and the data in the annual report filed with the Exchange is key indicator of that compliance.

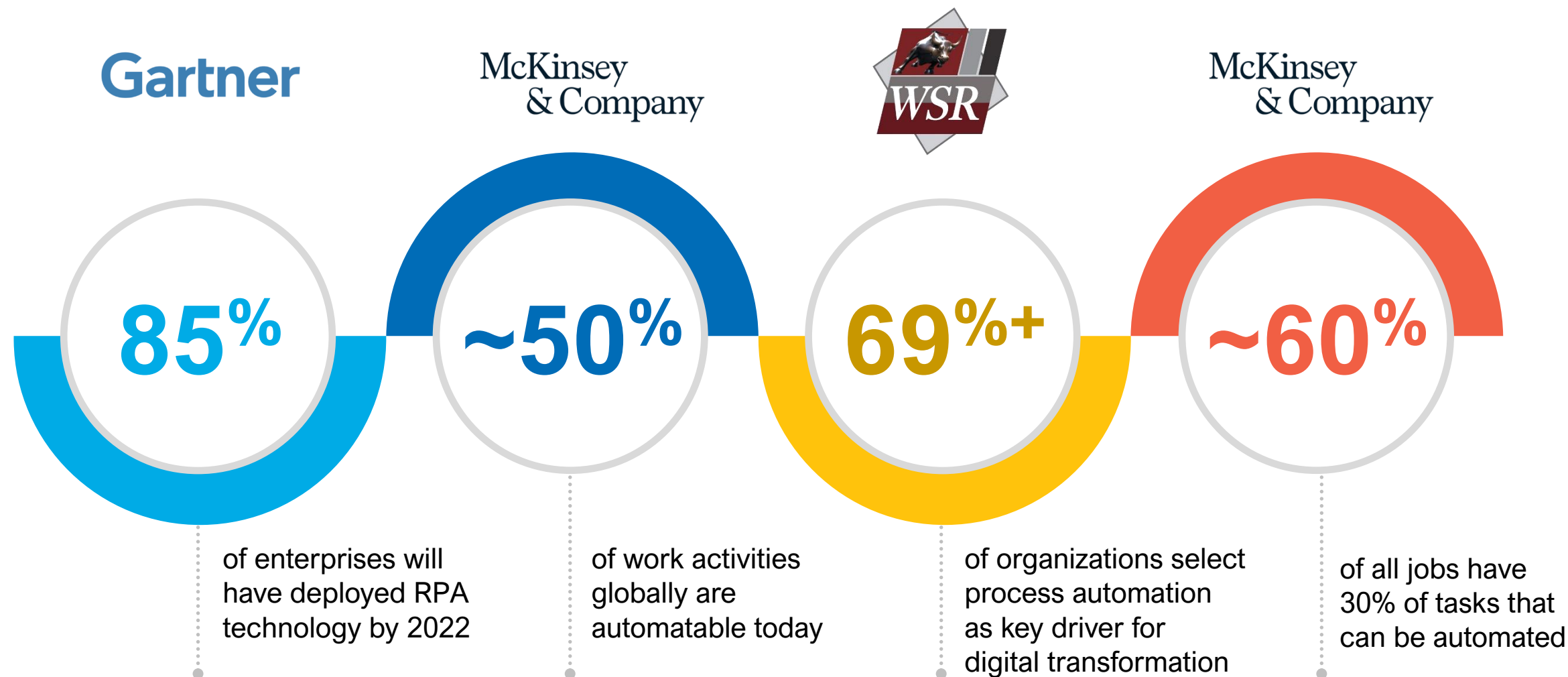
- listing documents
- annual reports
- for names, ages of directors, other directorships, stock codes, subsidiary and associated companies.
- Background checks and automated compliance



Personal Contact Manager: Automating of all reading all emails to determine sentiment and trigger the appropriate next actions;

Automating support for agents with 360 data sets and customer history

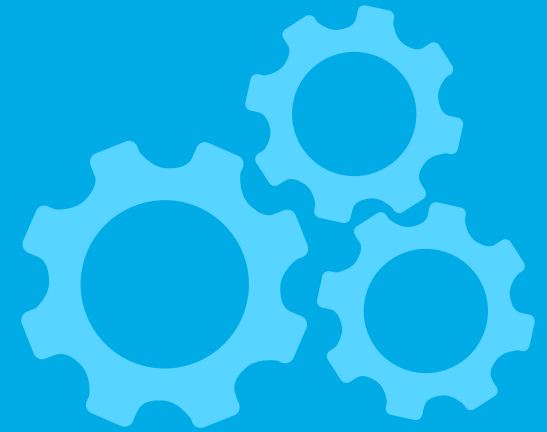
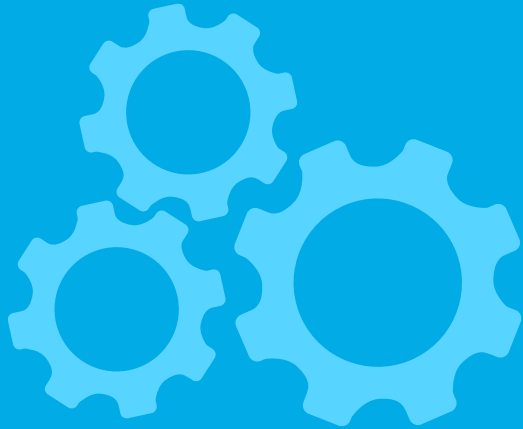
Opportunity



Annual US Spend on Data Collection and Processing that is Automatable

\$1.3Tn

Morgan Stanley
2020



Blue Chip Global Enterprise Customer Base

2,000+
CUSTOMERS

70+
INDUSTRIES

170
COUNTRIES

60%
EUROPE'S TOP 20 BANKS
ARE CUSTOMERS

~\$1.5m
AVG SPEND P.A BY
TOP 50 CUSTOMERS

>50%
TOP 50 CUSTOMERS
UPSOLD IN '21











As of 30 April 2021

FINANCIAL & INSURANCE	       
	       
	       
HEALTHCARE	      
CONSUMER	        
GOV. / NGO	    
INDUSTRIALS	         
TMT	      

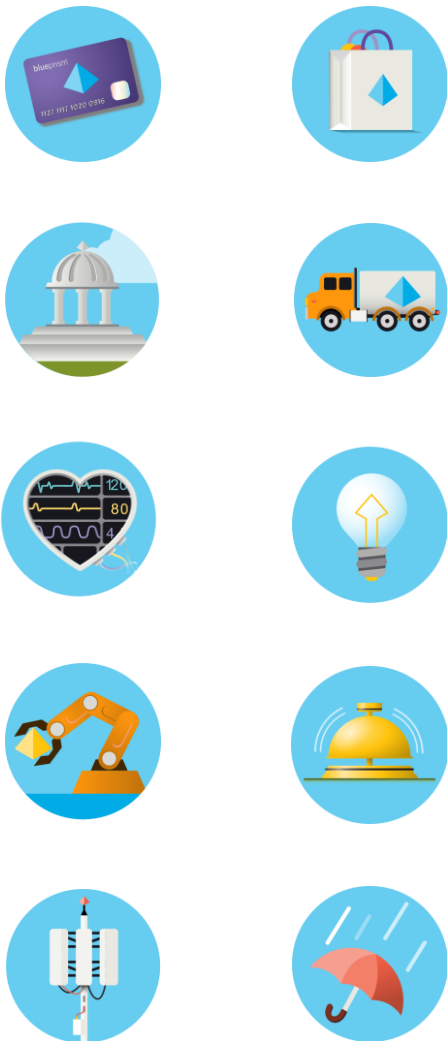
blueprism®

Target Sectors & Use Cases

60% of Europe's top 20 banks use Blue Prism

	 FS&I	 CMT	 PUBLIC SECTOR	 ENERGY	 MANUFACTURING
% revenue (2021)	46%	16%	6%	7%	7%
Market size*	£5.7bn	£2.1bn	£1.7bn	£4.6bn	£11.7bn
	Onboarding & KYC	Future operating model	Serve citizens better	Aging infrastructure	Optimise supply chain
	Future operating model	Customer experience	Leverage technology	Regulatory compliance	Financial sustainability
	Hyper Compliance	Operationalise 5G	Personalised healthcare	Customer experience	Regulatory changes
	Digital claims	New revenue streams	Regulatory compliance	Innovate for climate change	Future operating model
					
	<ul style="list-style-type: none"> Automated the payment of COVID - 19 response small business loans Payment in 3 minutes from application Would have taken 30 FTE from other duties 	<ul style="list-style-type: none"> 266 digital workers covering 163 discrete processes Saving 20,000 labour hours a month 	<ul style="list-style-type: none"> Digital workers take referrals to hospitals & gather supporting data to provide an information pack to consultants Saved £220k, released 500 hours to patient care and reduced completion from 20 to 5 mins 	<ul style="list-style-type: none"> Digital workers automated text alerts for appointments Takes one digital worker 30 minutes to achieve the work of 8 FTEs 	<ul style="list-style-type: none"> Digital workers automated 50 processes across SAP systems Enabled HR audits to be run in SAP Added 16 hours to the average workday

Sector marketing



blueprism

Products Solutions & Partners Customers Resources About

Get Started

Banking and Financial Services

Build a New Operating Model for Financial Services with Intelligent Automation

Global survey on the role of intelligent automation in financial services

To understand how far the financial services sector has evolved in its adoption of intelligent automation, we undertook global research with 550 senior financial services professionals to uncover where progress has been made, how work models are adapting, and how change is predicted to continue into the future.

Read More

Intelligent automation: A new wave is breaking

The financial services industry is facing pressure on every front to reimagine the way it does business. It's time to give your people the tools and resources they need to build a new financial sector and new business models that can respond effectively to consumer needs. With a digital workforce powered by new technologies such as artificial intelligence, machine learning and natural language processing, your employees are liberated to do what humans do best. Instead of spending their day carrying out mundane and repetitive tasks, they can now make a real difference, forging strong relationships with customers, analyzing data to gain competitive advantage, and making great ideas a reality.

To date, Blue Prism has supported hundreds of financial institutions through the first wave of automation with a goal to drive up productivity and reduce costs.

Related Resources

The Power of Three: A New Way of Working for Financial Services

Building the Future of Financial Services with Intelligent Automation

Mobilizing a Digital Workforce to Reimagine Compliance

View All Financial Services Resources >

Digital pioneers Mashreq Bank build the bank of the future with intelligent automation

Blue Prism's digital workforce enables the bank to deliver a first class customer experience

Learn More

What are the priorities for banking & financial services organizations?

Manage regulatory compliance in a new way

Driven by the need to limit regulatory fines and reputational damage, banks are embracing a new collaborative approach internally and with peer institutions to manage compliance more effectively.

Fight financial crime

With financial crime on the rise, financial services companies are turning to new technologies to combat crime in areas such as Know Your Customer (KYC) onboarding and refresh, sanctions screening, and transaction monitoring and investigation.

Ensure financial sustainability

Low interest rates, the cost of digital transformation and increased competition are all squeezing profitability. Many financial institutions are prioritizing projects that drive a fast return on investment in areas such as banking operations, remote working, and customer experience.

Reimagine the customer experience

Under intense pressure from fintech providers, traditional banks need to build personalized, seamless, and digital customer journeys quickly to stay relevant and competitive.

How Can Blue Prism Solve Your Business Challenges?

Select A Solution Area

Risk and Compliance

Customer onboarding with KYC checking

Enable new customers to open a bank account and apply for additional products in minutes with automated KYC checking and affordability calculators.

View Datasheet >

Due diligence checking

Enable due diligence teams to focus on higher value tasks such as risk assessment and review by automating the process of searching data sets, retrieving results, and compiling reports.

Fraud detection / AML

Execute complex decision making at scale with an automated, end-to-end fraud detection solution. Go from data gathering through case decisioning and follow-up actions seamlessly.

Learn More >

Sanctions screening

Improve the speed and accuracy of sanctions checks to improve compliance, reduce risk, and deliver faster cash cycles to customers.

Read More >

Compliance monitoring and reporting

Save time and avoid human error by automatically generating regulatory compliance reports through the extraction and configuration of data across platforms.

Cybersecurity

Reduce cyber threats from malicious operators by deploying digital workers together with machine learning technology to conduct near-time threat analysis and alert.

Watch Now >

Sector marketing

Why

Faced by new competition, changing consumer demands

Who

Targeted high but micro messaging into different market segments – Retail banks, Lending, Wealth & Asset Management and Building Societies (UK) and FinTechs/neobanks

- T1: C-Suite, Function/ Regional Heads
- T2: Board and C-suite

What

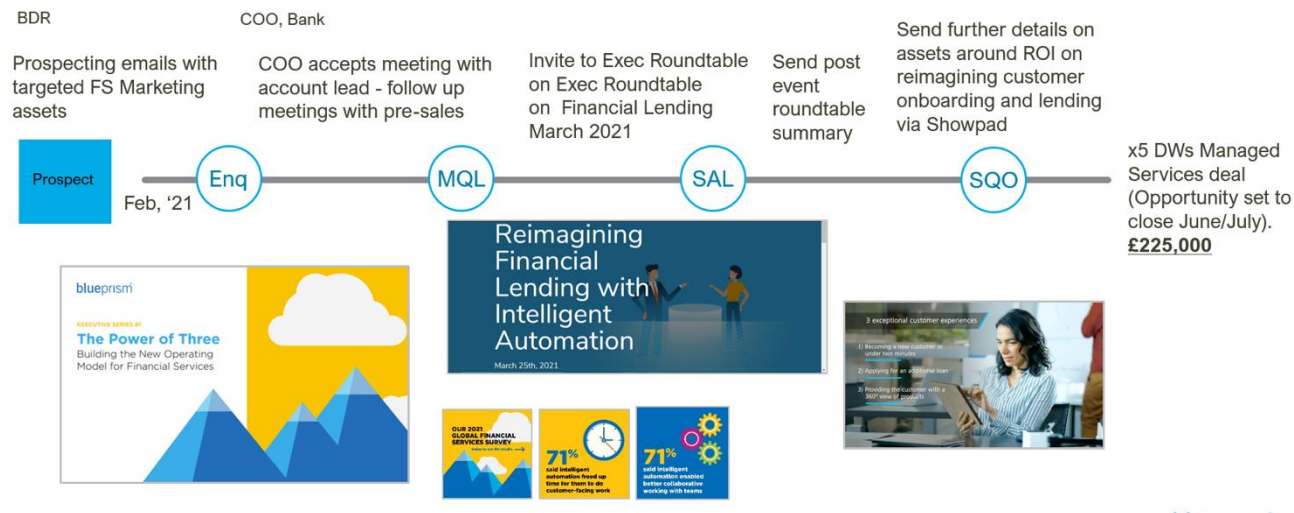
Under the three thirds model, include:

- Organizational agility and resiliency
- Building for scale
- Reimagining Compliance/CX/etc.
- Harnessing the power of data through connectivity

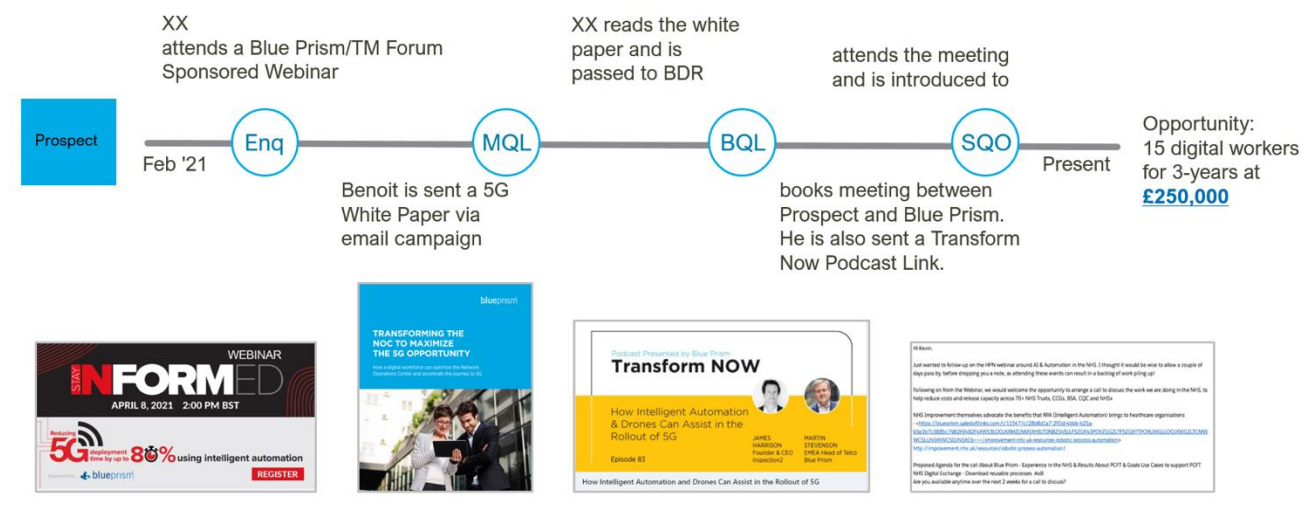
How

- Providing an exec series of assets based on the global survey. Promoting through corporate channels, partners and paid social
- Elevating content to support Field Marketing events

FS Buyer Journey Personal Loans and Savings



TELCO buyer journey

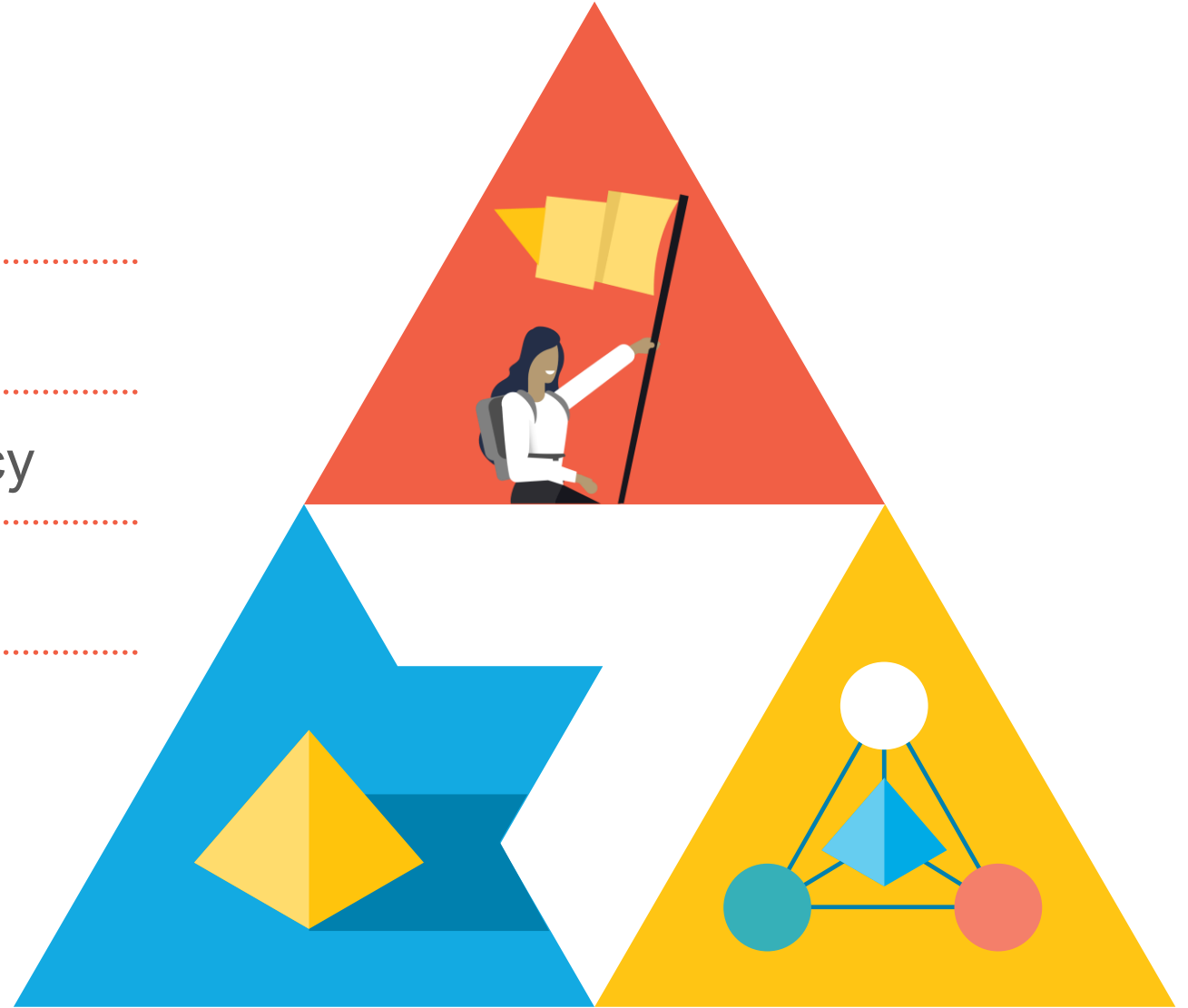


What's next?

.....
R&D Investment for Product Drive
.....

.....
Solution selling & customer intimacy
.....

.....
Optimizing Go To Market
.....





FINANCIALS

Ijoma Maluza, CFO

Blue Prism Key Performance Indicators

£311m

H1-21 RPO
(Remaining Performance Obligation)

£162m

H1-21 ARR¹
*(22% y-o-y constant
currency growth)*

98%

**H1-21
Gross Retention²**

£98m

H1-21 TCV

£80.4m

H1-21 Revenue
*(24% y-o-y constant
currency growth)*

(£8.0)m

H1-21 Adj. EBITDA
(£m)

(£8.1)m

**H1-21 cash from
operations (£m)**

>2,000

**Number of
Customers**

22%

**Customers
Upsold³**

1,037

**Number of
Employees**

Notes:

(1) H1-21 ARR calculated as exit monthly recurring revenue multiplied by 12 months (2) Based on ARR at the beginning of FY21 less ARR lost with lost customers (3) Number of customers upsold as % of customers at the beginning of the FY21.
Commercial in Confidence

Building a diverse, high quality revenue base

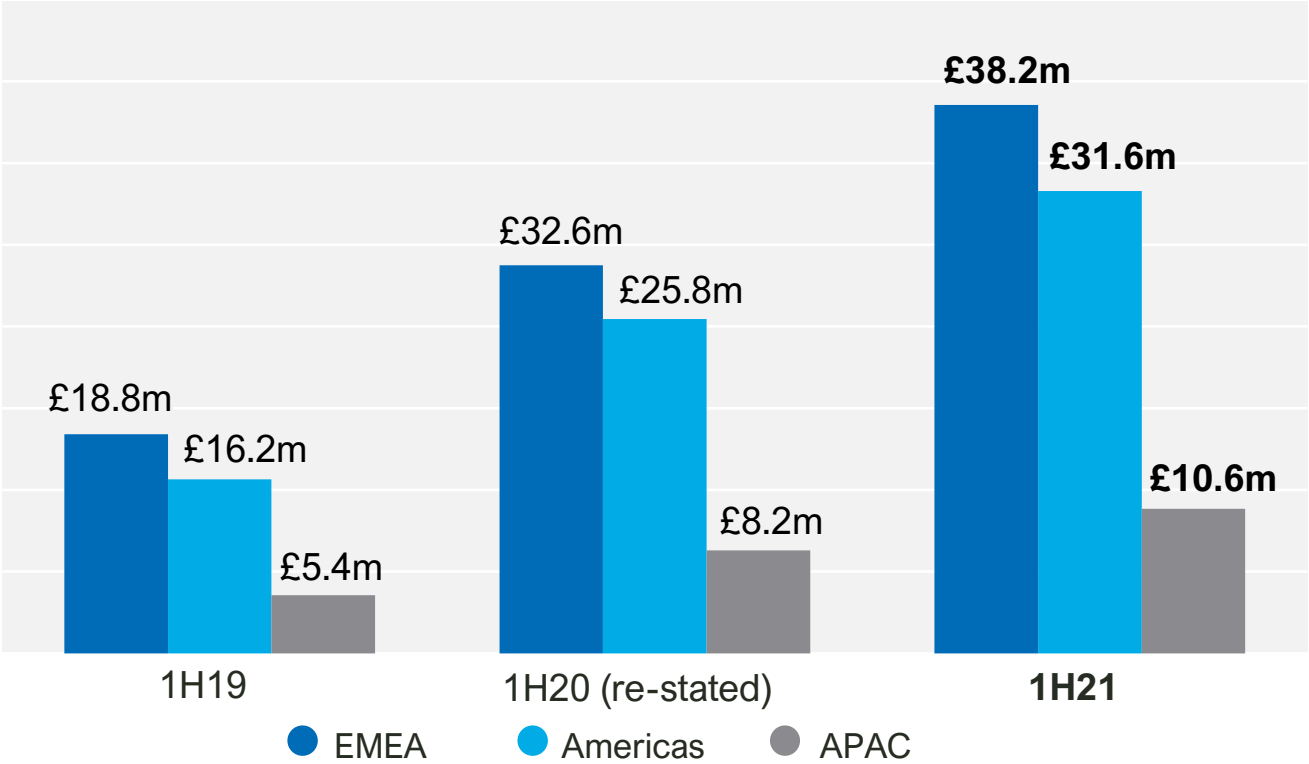
REVENUE BY TYPE



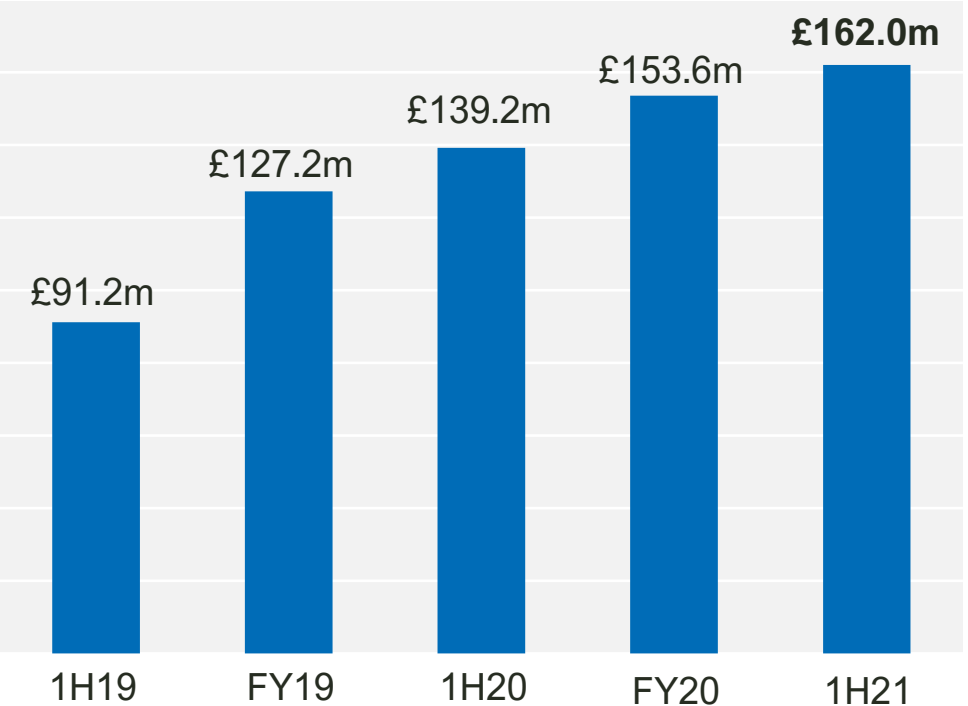
REMAINING PERFORMANCE OBLIGATION



REVENUE BY GEOGRAPHY



ANNUAL RECURRING REVENUES



Total Contract Value (TCV) growing

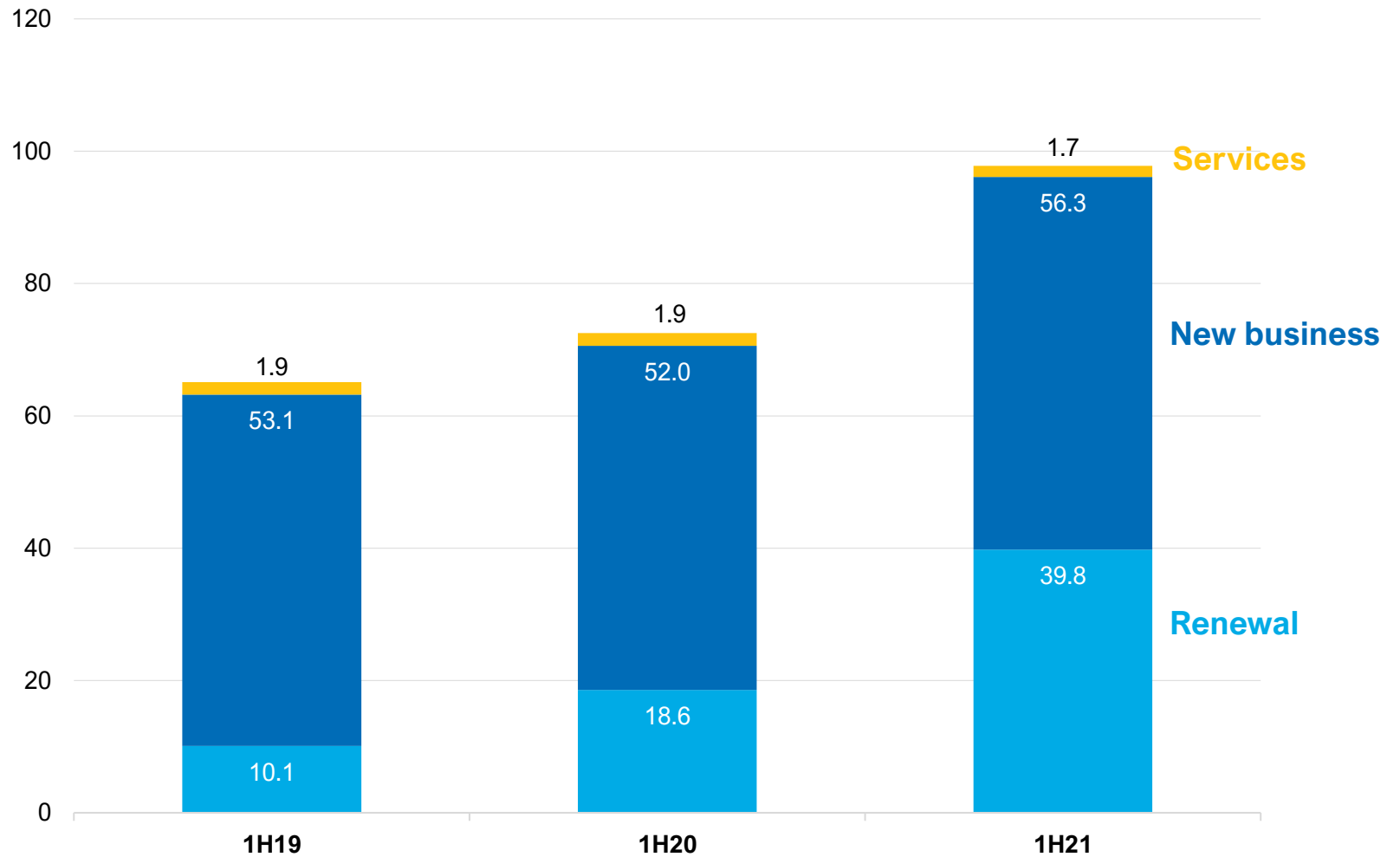
New business (upsells and new customer wins) grew 8% in the period, including FX headwinds

Strong retention and positive momentum around growth

Four fifths of new business from upselling

Total bookings growth experienced a c. 4% headwind y/y due to FX

BOOKINGS ('TCV') (£m)



Gross margins

Gross margins before amortisation remain robust

Sales commissions are amortised over the life of the contract

COST OF SALES

£M	1H21	1H20	% MOVEMENT
Direct cloud costs	1.2	1.0	20%
<i>% of revenue</i>	<i>1.5%</i>	<i>1.5%</i>	
Amortisation of costs to obtain contracts	7.8	6.1	28%
<i>% of revenue</i>	<i>9.7%</i>	<i>9.2%</i>	
Direct employee costs of delivery	5.2	3.3	58%
<i>% of revenue</i>	<i>6.5%</i>	<i>5.0%</i>	
Total cost of sales	14.2	10.4	37%

In accordance with IFRS 15

Technology expense previously included in opex

Cost base

Operating costs **down 23%:**

- Strong cost controls
- Lower T&E
- R&D expense growing
- Phasing

R&D of £9m relates to operating costs only, including cost of sales R&D is £14.2m

OPERATING COSTS

£M	1H21	1H20	% MOVEMENT
Sales & marketing	47.1	69.0	(32)%
Research & development	9.0	6.4	41%
General & admin	13.3	15.3	(13)%
Op costs (excl. SBP & D&A)	69.4	90.7	(23)%
D&A	2.9	3.2	(9)%
FX	3.8	(2.2)	(273)%
Share based payments	5.7	7.0	(19)%
Exceptional costs	4.4	10.7	(59)%
Total operating costs	86.2	109.4	(21)%

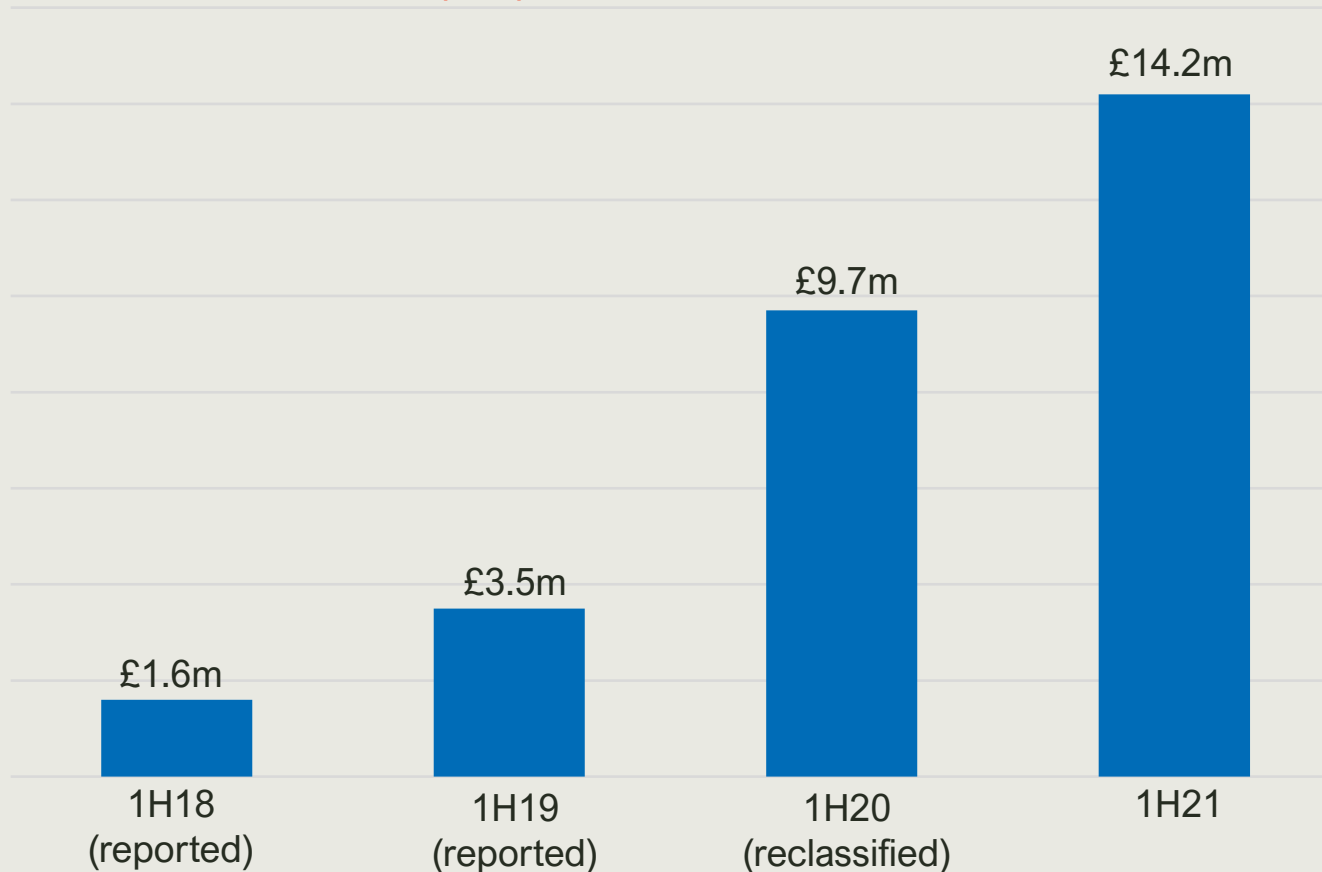
Travel, slightly lower headcount

Reduced lease costs

Product spend 18% of revenues

Plan to double Product function headcount by calendar year end

PRODUCT SPEND (£M)



2021 product expense consists of:

- £9.0m operating costs (*slide 21*)
- £5.2m cost of sale (*direct employee cost of delivery on slide 20*)

Cash flow

On target to reach break-even by end of 2021

SUMMARY CASHFLOW

£M	1H21	1H20 restated	FY20
Adjusted EBITDA	(8.0)	(32.8)	(42.8)
Trade & other receivables	(2.1)	(7.3)	(2.8)
Contract assets	0.1	0.7	(2.3)
Trade & other payables	0.9	(4.8)	(5.9)
Deferred revenue	1.0	12.1	18.4
Working capital movement	(0.1)	0.7	7.4
Cash used in operations	(8.1)	(32.1)	(35.4)
PP&E	(0.1)	(0.3)	(0.3)
Other movements	(2.9)	77.7	127.8
Opening cash	137.6	45.5	45.5
Closing cash	126.5	90.8	137.6

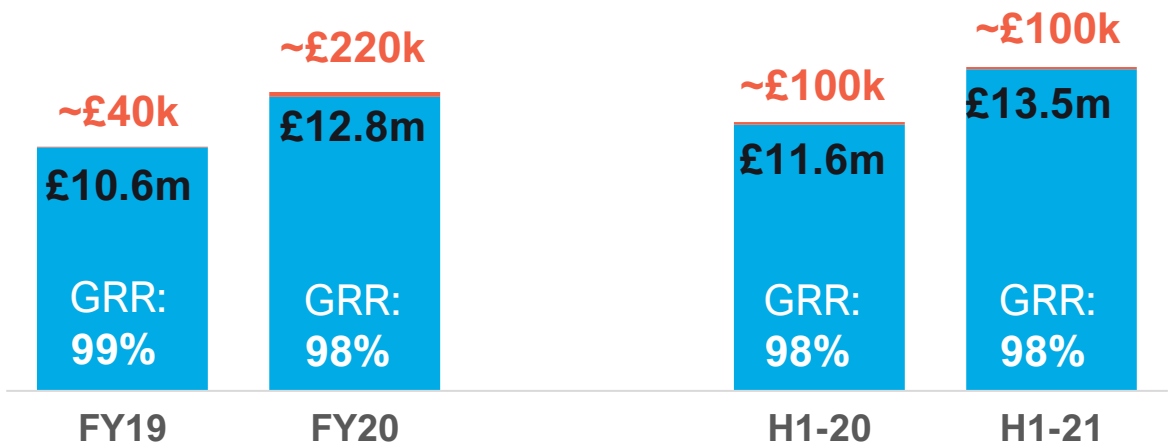
Retention Rates Are Market Leading

Gross retention rate continues to be robust in the high 90s

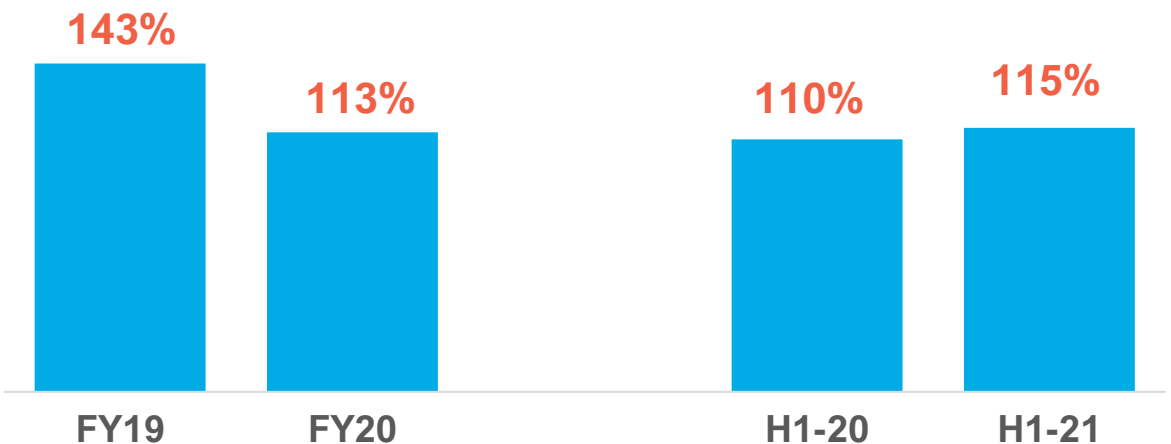
2,000+ customer base and growing

Over 20% of customer base upsold in the last 6 months

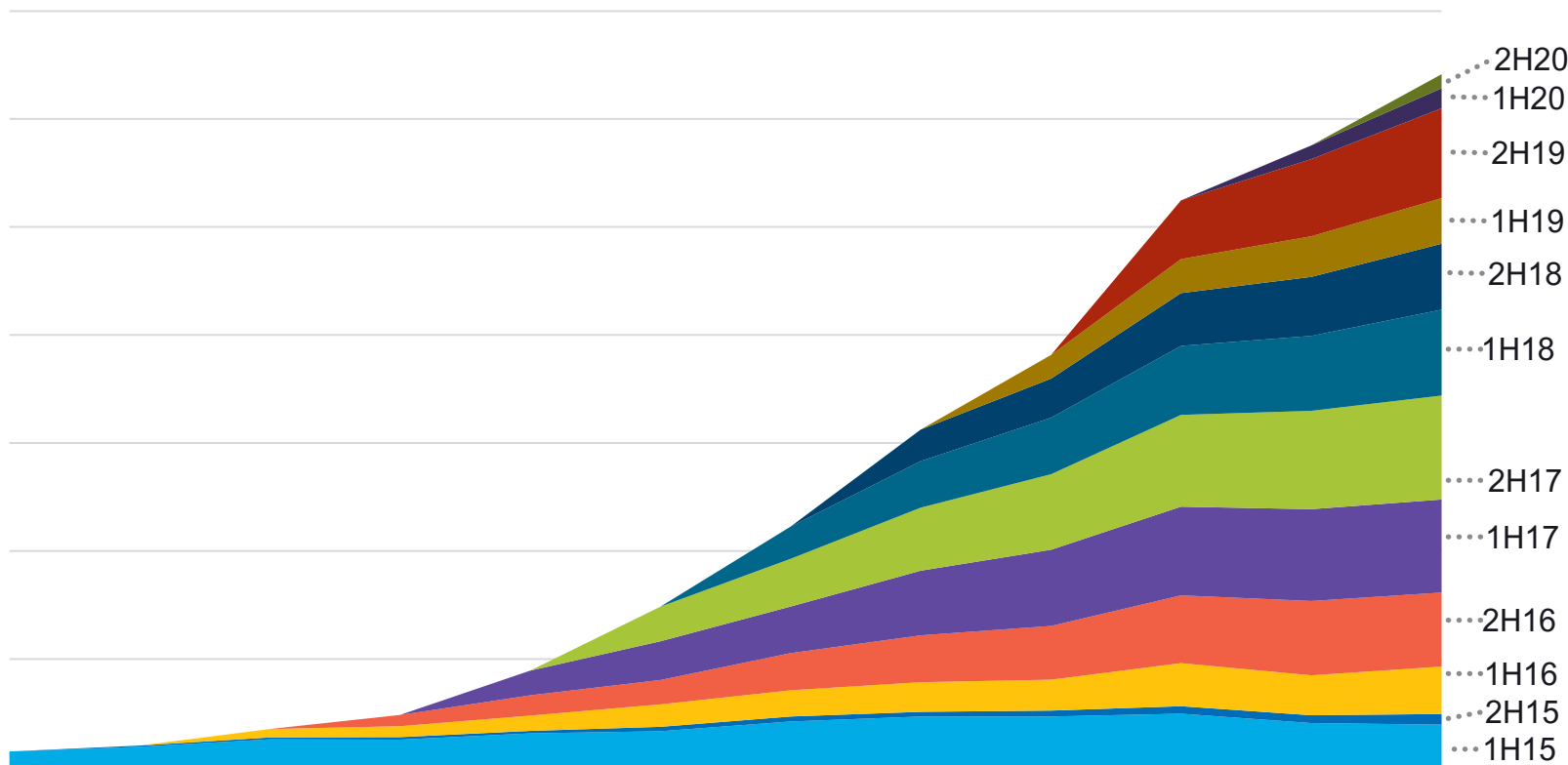
Revenue retention by MRR



Net retention rate



Group cohort progression



COHORT	GROWTH
H2 2020	1x
H1 2020	2x
H2 2019	2x
H1 2019	2x
H2 2018	2x
H1 2018	3x
H2 2017	3x
H1 2017	4x
H2 2016	7x
H1 2016	6x
H2 2015	10x
H1 2015	3x

Note:

- 1. The chart shows the total revenue growth, inclusive of losses, for the group of customers that joined Blue Prism in each respective half of the year. The H2 2019 cohort includes the addition of Blue Prism Cloud customers
- 2. Growth multiple (x) is based on dividing the H1 2021 exit revenue rate with the revenue rate in the first cohort half year

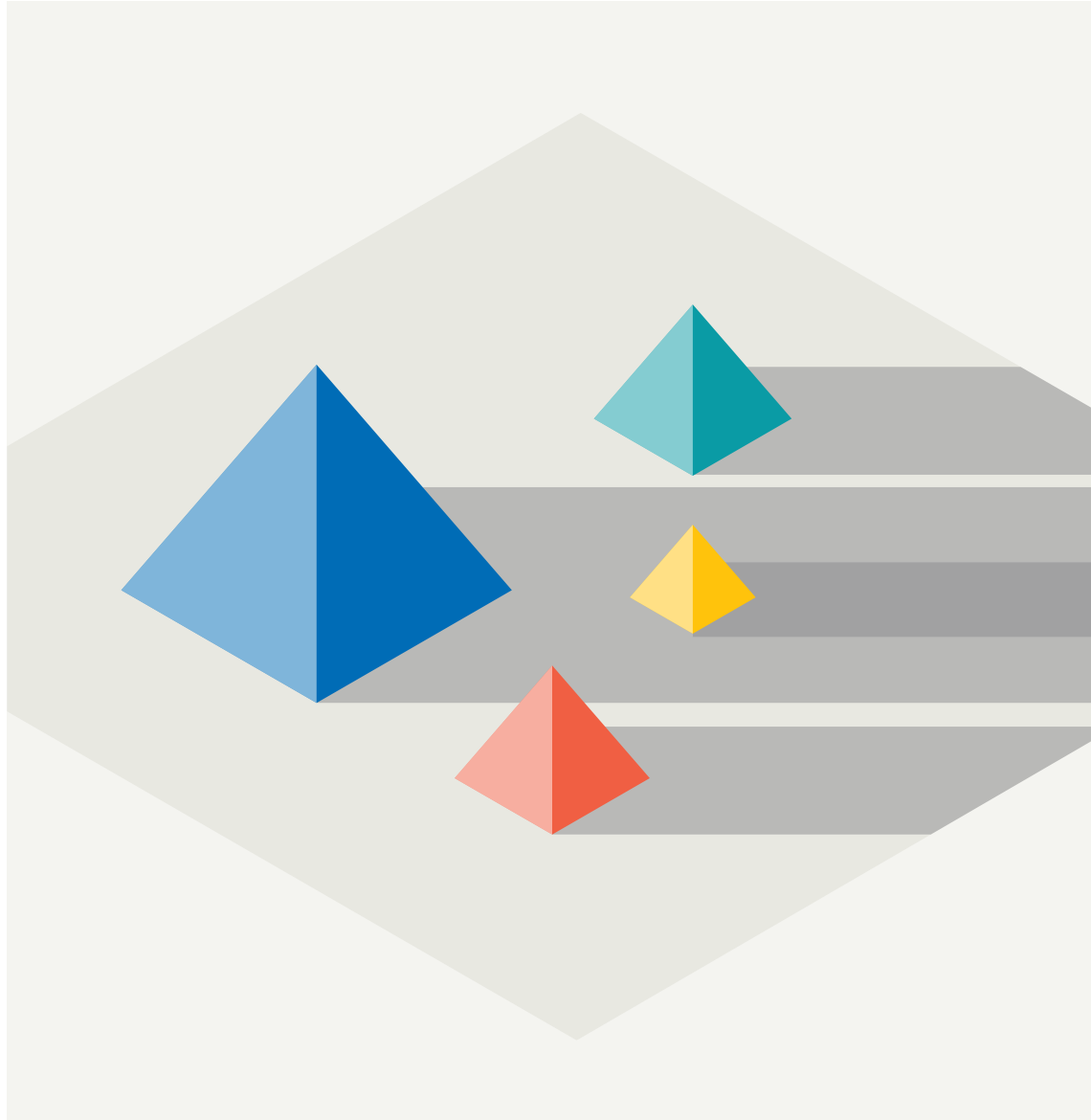
FY21 financial outlook

- No change from May Trading Update
- Based on H1 reported ARR of £162m, the Board believes FY21 revenue is likely to be towards the lower end of the £170-180m guidance range. FX is estimated to have negatively impacted the original guidance by ~£2m.
- The Group continues to expect an EBITDA loss for the year of c. £25m

.....

The guidance provided above is forward-looking in nature. Actual results may differ materially. See the cautionary note regarding forward-looking statements below, under “Disclaimer”.

.....



CONCLUDING REMARKS

Jason Kingdon, CEO & Chair

In conclusion

- Blue Prism digital workers are defining a **clear model for Intelligent Automation**, which moves beyond early days of RPA and **towards intelligent digital workforce** working within all businesses
- We are doubling down on R&D investment, becoming a **product-led** global software company
- Focused on building **long-term** strategic customer relationships

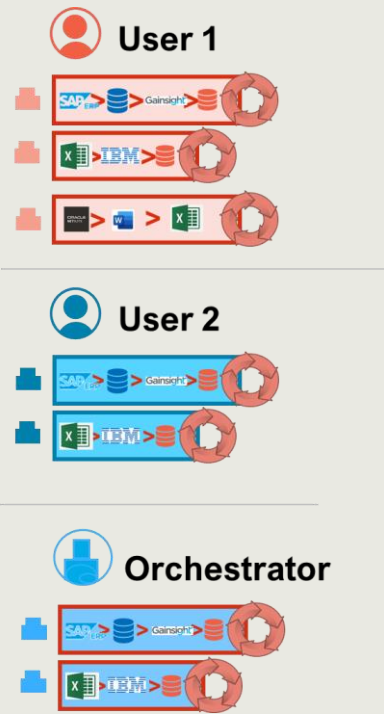


APPENDICES

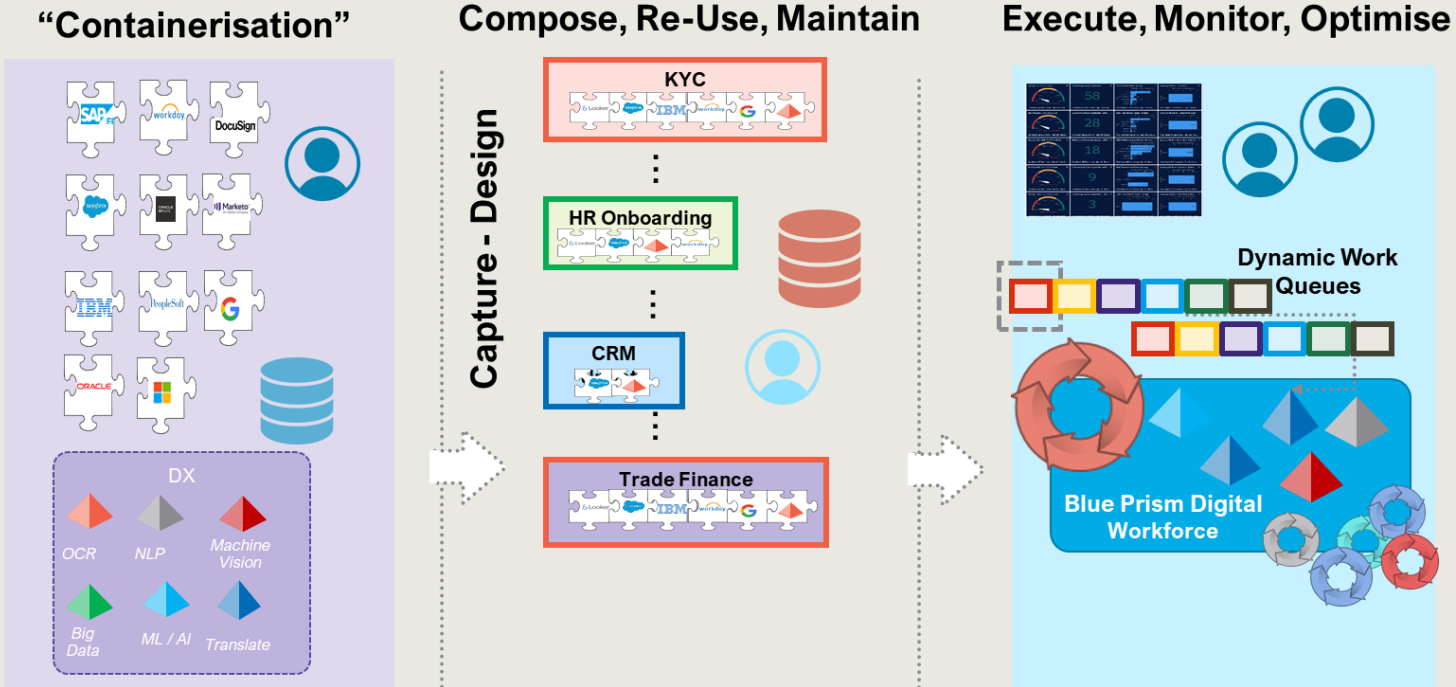
A differentiated approach to RPA



Conventional RPA



Blue Prism Intelligent Automation



Headcount

EMPLOYEES

Number of employees at 30 April 2021	1H21	1H20
Sales & marketing	598	647
Research & development	316	255
General & admin	123	108
Total operating costs	1,037	1,010

During the period the Group has continued to evolve the organisational structure to effectively align go to market and product development and maintenance. Consequently, it has established a Chief Revenue Office (CRO) which includes all the functions associated with the execution of the GTM strategy including Sales, Field Marketing and Field Services.

The Product Group has been expanded to include product strategy, development, support and education services. The Group has continued to prioritise investment into the product function build capability and capacity.

blueprism[®]

A Digital Workforce for Every Enterprise

Disclaimer

This document comprises the slides for a presentation concerning Blue Prism Group Plc (the “Company”) and its interim results for the first half of its 2021 financial year (the “Presentation”).

No reliance may be placed for any purposes whatsoever on the information in this Presentation or on its completeness. The Presentation is intended to provide a general overview of the Company’s business and does not purport to deal with all aspects and details regarding the Company. Accordingly, neither the Company nor any of its directors, officers, employees or advisers nor any other person makes any representation or warranty, express or implied, as to, and accordingly no reliance may be placed on, the fairness, accuracy or completeness of the information contained in the Presentation or the views given or implied. Neither the Company nor any of its directors, officers, employees or advisers nor any other person shall have any liability whatsoever for any errors or omissions or any loss howsoever arising, directly or indirectly, from any use of this information or its contents or otherwise arising in connection therewith.

This Presentation does not and is not intended to constitute, and should not be construed as, an offer, inducement, invitation or commitment to purchase, subscribe to, provide or sell any securities, services or products of the Company in any jurisdiction, or any part of any solicitation of any such offer, inducement, invitation or commitment, or to provide any recommendations for financial, securities, investment or other advice or to take any decision. You are encouraged to seek individual advice from your personal, financial, legal, tax and other advisers before making any investment or financial decisions subscribing for or purchasing any securities. Certain statements in this Presentation regarding the Company are, or may be deemed to be, forward-looking statements (including such words as “believe”, “expect”, “estimate”, “intend”, “anticipate” and words of similar meaning). These forward-looking statements are neither historical facts nor guarantees of future performance. Such statements are based on current expectations and belief and, by their nature, are subject to a number of known and unknown risks, uncertainties and assumptions which may cause the actual results, events, prospects and developments of the Company and its subsidiaries to differ materially from those expressed or implied by the forward-looking statements. Forward-looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. Except as required by applicable law or regulation, neither the Company (nor its members, directors, officers, employees, agents or representatives) undertakes any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

The information contained in this Presentation is for background purposes only. The subject matter of the Presentation may be subject to change and the Company does not take any responsibility for updating or amending the contents to reflect such changes. The material contained in this Presentation reflects current legislation and the business and financial affairs of the Company, which are subject to change without notice.

This Presentation summarises information contained in the 2021 interim results. No statement in this Presentation is intended to be a profit forecast and no statement in this Presentation should be interpreted to mean that earnings per Company share for current or future financial years would necessarily match or exceed the historical published earnings per Company share.

The information contained in this Presentation has been obtained from Company sources and from sources which the Company believes to be reliable but it has not independently verified such information and does not guarantee that it is accurate or complete.