1Spatial

Enterprise agreement with Caltrans

Contract renewal

Software and comp services

30 September 2025

1Spatial's $1.7m annually renewing enterprise agreement with the California Department of Transportation (Caltrans) provides high-profile recognition of the company's location master data management capability and validation of its 'land and expand' strategy. The deal will contribute an additional $0.5m to FY26 annual recurring revenue, starting in H1. Our estimates are unchanged. However, following sluggish US trading in H1, this win may also signal that decision processes in the US are starting to move forward again.

Year end	Revenue (£m)	EBITDA (£m)	EBIT (£m)	EPS (p)	EV/EBITDA (x)	P/E (x)
1/24	32.3	5.5	2.5	1.40	10.0	34.2
1/25	33.4	5.6	1.8	0.76	9.7	63.4
1/26e	36.0	6.1	2.0	0.79	9.0	60.5
1/27e	38.3	8.1	3.8	2.11	6.7	22.8

Note: EBITDA, EBIT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

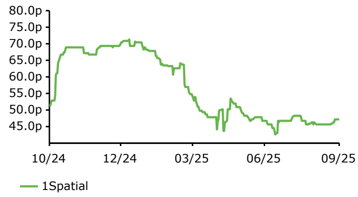
1Spatial has secured a $1.7m annually renewing enterprise agreement with Caltrans, consolidating six years of bilateral software licences into a streamlined arrangement. The deal represents a 50% increase in licence revenue versus FY25 and includes $1.5m in annual enterprise licences, with approximately $500k of incremental revenue already deployed through July 2025.

This agreement demonstrates successful execution of the company's 'land and expand' strategy. The engagement started as an initial contract for data quality checking six years ago. In May 2022 1Spatial announced the expansion to comprehensive data governance deal across a number of Caltrans's critical transportation systems. This new engagement marks a significant further expansion. Under the terms of the agreement, licences will be reviewed annually and the annual licence 'trued up' to reflect the change. Management expects a further step-up in the annual licence in FY27.

This expanded deployment with a high-profile customer should also support sales initiatives elsewhere in the key US market. 1Spatial has ongoing projects with six additional US state transport departments, each with expansion opportunities. Following sluggish US trading in H1, the company highlighted a $1m renewal in the state of Montana in its AGM statement. This, together with the Caltrans renewal, may signal that decision processes in the US are starting to move forward again.

Price	**48.00p**
Market cap	**£53m**
	GBP/USD1.34
Net cash/(debt) at 31 January 2025	£(1.1)m
Shares in issue	111.3m
Code	SPA
Primary exchange	AIM
Secondary exchange	N/A

Share price performance



Business description

1Spatial's core technology validates, rectifies and enhances customers' geospatial data. Its software and advisory services reduce the need for costly manual checking and correcting of data. Its SaaS products use the core technology to solve significant workflow bottlenecks like the creation of traffic management plans and validating data.

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