PCI-PAL

Trading update

Positive momentum continues into FY27

Software and comp services

12 November 2026

PCI Pal has re-confirmed FY26 guidance and now expects to report FY26 results in the week commencing 23 November. The company also provided a trading update for the five months to October 2026 (5M27), with positive commercial momentum continuing into FY27 and new business sales ahead of management expectations. We maintain our conservative FY27 forecasts pending further detail when FY26 results are published.

Year end	Revenue (£m)	EBITDA (£m)	PBT (£m)	EPS (p)	DPS (p)	P/E (x)	EV/EBITDA (x)
6/24	18.0	0.9	(0.6)	(1.10)	0.00	N/A	53.9
6/25	22.5	2.3	0.8	0.69	0.00	101.2	20.2
6/26e	24.6	1.1	(0.7)	(0.69)	0.00	N/A	41.1
6/27e	27.2	2.2	0.1	0.10	0.00	N/A	20.8

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

PCI Pal has confirmed that it intends to publish its FY26 results in the week commencing 23 November, having delayed from the originally scheduled date of 22 September to allow sufficient time for audit processes around revenue recognition.

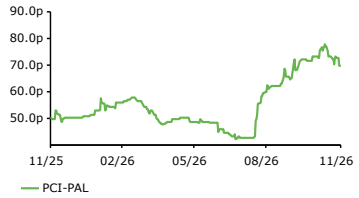
On 16 September, the company confirmed that it expects FY26 revenue of at least £24.6m and adjusted EBITDA of at least £1.1m (as per its 28 July trading update). The company also expects to report exit annual recurring revenue (ARR) at end-June 2026 of £24.8m (+29% y-o-y, +31% constant currency) and contracted ARR (CARR) of £27.9m (+25%, +27% constant currency). Today it reiterates this guidance.

The company also provided a trading update for 5M27. The strong commercial momentum seen during FY26 has continued into the new financial year. New business sales were ahead of management expectations, positioning the company well for the remainder of FY27. The company continues to expand business with existing key partners; add and onboard new partners; and grow its enterprise customer footprint. Customer retention has remained high and continues to be at top-quartile levels for a B2B software company.

In early October, the company rebranded as part of its strategy to increase brand presence and align its positioning with its market-leading proposition and continued growth ambitions.

Price	**70.00p**
Market cap	**£51m**
Net cash/(debt) at end FY26	£4.0m
Shares in issue	72.5m
Free float	71.1%
Code	PCIP
Primary exchange	AIM
Secondary exchange	N/A

Share price performance



Business description

PCI-PAL (PCI Pal) is a global cloud provider of secure payment solutions for business communications.

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