PCI-PAL

Technology integration

Software and comp services

Targeting the US healthcare opportunity

19 November 2025

PCI Pal has launched its new secure integration with Epic healthcare software. Epic is the leading electronic healthcare record (EHR) software provider in the US, serving close to half of all hospitals. The integration will enable users of Epic software to take secure payments from within Epic applications, improving compliance and reducing friction. This is an important step in the company's plan to expand in the US, with the healthcare market offering significant potential for new business.

Year end	Revenue (£m)	EBITDA (£m)	PBT (£m)	EPS (p)	DPS (p)	EV/EBITDA (x)	P/E (x)
6/24	18.0	0.9	(0.6)	(1.10)	0.00	37.7	N/A
6/25	22.5	2.3	0.8	0.69	0.00	14.1	73.0
6/26e	24.0	0.7	(1.2)	(1.16)	0.00	48.2	N/A
6/27e	27.2	2.2	0.1	0.09	0.00	14.6	N/A

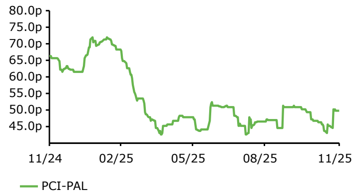
Note: EBITDA, PBT and diluted EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

PCI Pal has a strong position in the UK (62% of FY25 revenue was from the EMEA region and 36% from North America) and the company is keen to expand further in the US, one of the largest markets for contact centres. Many of its partners are US-headquartered companies, giving it a strong position from which to win US-based customers. The company has identified the healthcare market as a near-term opportunity due to the high volume of customer interactions that involve payments.

Healthcare organisations often have fragmented and complex payment systems that operate outside their core EHR systems. Using PCI Pal's deep integration with Epic's EHR software, healthcare organisations will be able to process payments via any channel within the Epic environment without exposing data to agents or internal systems. PCI Pal is now available on the Epic Showroom Connection Hub (effectively its marketplace). We would expect the company to address this market through a combination of direct sales and its partner network.

Price	**50.50p**
Market cap	**£37m**
Net cash/(debt) at end FY25	£3.9m
Shares in issue	72.5m
Free float	89.4%
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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