

| eu-supply.com |

EU Supply PLC

CEO: Thomas Beergrehn

Growth and Innovation Forum 2018

30 January 2018

Disclaimer

These presentation slides ("Presentation") are being provided in connection with a presentation by EU Supply Plc ("the Company"). This Presentation does not constitute or form part of any invitation, offer for sale or subscription or any solicitation for any offer to buy or subscribe for any securities in the Company ("Company Securities") nor shall it or any part of it form the basis of or be relied upon in connection with, or act as any inducement to enter into, any contract or commitment with respect to Company Securities. This Presentation does not constitute a recommendation regarding any decision to sell or purchase Company Securities.

This Presentation is for information purposes only and must not be used or relied upon for the purposes of making any investment decision or engaging in any investment activity. While the information contained herein has been prepared in good faith, neither the Company nor Stockdale Securities Limited ("Stockdale") nor any of the Company's shareholders, directors, officers, agents, employees or advisers give, has given or has authority to give, any undertakings, representations, warranties or other assurance (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the information or opinions contained in this Presentation, or any revision thereof, or of any other written or oral information made or to be made available to any interested party or its advisers and no responsibility or liability is accepted by any of them for any such information or opinions or for any errors, omissions, misstatements, negligence or otherwise for any other communication written or otherwise. In addition, in issuing this Presentation, the Company does not undertake any obligation to update or to correct any inaccuracies which may become apparent in this Presentation. The figures and projections included in this Presentation are based on internal assumptions made by the directors and employees of the Company and have not been reviewed or verified as to their accuracy by any third party. Notwithstanding the aforesaid, nothing in this paragraph shall exclude liability for any undertaking, representation, warranty or other assurance made fraudulently.

This Presentation does not constitute, or form part of, an admission document, listing particulars or a prospectus relating to the Company, nor does it constitute, or form part of, any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any shares in the Company nor shall it or any part of it, or the fact of its distribution, form the basis of, or be relied upon in connection with, or act as any inducement to enter into any contract therefore.

No reliance may be placed for any purpose whatsoever on the information contained in this Presentation or on its completeness, accuracy or fairness thereof, nor is any responsibility accepted for any errors, misstatements in, or omission from, this Presentation or any direct or consequential loss however arising from any use of, or reliance on, this Presentation or otherwise in connection with it.

Stockdale which is regulated by the Financial Conduct Authority, is advising the Company and no one else in connection with the proposals contained in this Presentation. Stockdale's responsibilities as the Company's Nominated Adviser under the AIM Rules for Companies and the AIM Rules for Nominated Advisers will be owed solely to the London Stock Exchange and not to the Company, to any of its directors or any other person in respect of a decision to subscribe for or acquire Ordinary Shares in relation to this Presentation or otherwise. Stockdale is advising the Company and no one else (whether or not a recipient of these slides), and will not be responsible to anyone other than the Company for providing the protections afforded to customers of Stockdale, nor for providing advice in relation to the Presentation.

This Presentation may not be reproduced or redistributed, in whole or in part, to any other person, or published, in whole or in part, for any purpose without the prior consent of the Company. The contents of this Presentation are confidential and are subject to updating, completion, revision, further verification and amendment without notice.

The content of information contained in this Presentation has not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA"). The Presentation is being distributed on request only to, and is directed at, authorised persons or exempt persons within the meaning of FSMA or any order made there under or to those persons falling within the following articles of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended) (the "Financial Promotion Order"): Investment Professionals (as defined in Article 19(5)) and High Net Worth Companies (as defined in Article 49(2)). Persons who do not fall within any of these definitions should not rely on this Presentation nor take any action upon it but should return it immediately to the Company or Stockdale.

Neither this Presentation nor any copy of it should be distributed, directly or indirectly, by any means (including electronic transmission) to any persons with addresses in the United States of America (or any of its territories or possessions) (together, the "US"), Canada, Japan, Australia, the Republic of South Africa or the Republic of Ireland, or to any corporation, partnership or other entity created or organised under the laws thereof, or in any other country outside the United Kingdom where such distribution may lead to a breach of any legal or regulatory requirement. The recipients should inform themselves about and observe any such requirements or relationship.

The Company's ordinary shares have not been, and are not expected to be, registered under the United States Securities Act 1933, as amended, (the "US Securities Act") or under the securities laws of any other jurisdiction, and are not being offered or sold, directly or indirectly, within or into the US, Canada, Japan, Australia, the Republic of South Africa or the Republic of Ireland or to, or for the account or benefit of, any US persons or any national, citizen or resident of the US, Canada, Japan, Australia, the Republic of South Africa or the Republic of Ireland, unless such offer or sale would qualify for an exemption from registration under the US Securities Act and/or any other applicable securities laws.

Forward-looking Statements

This Presentation or documents referred to in it contain forward-looking statements. These statements relate to the future prospects developments and business strategies of the Company and its subsidiaries (the "Group"). Forward-looking statements are identified by the use of such terms as "believe", "could", "envisage", "estimate", "potential", "intend", "may", "plan", "will" or the negative of those, variations or comparable expressions, including references to assumptions. The forward-looking statements contained in this Presentation are based on current expectations and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied by those statements. If one or more of these risks or uncertainties materialises, or if underlying assumptions prove incorrect, the Group's actual results may vary materially from those expected, estimated or projected. Given these risks and uncertainties, potential investors should not place any reliance on forward-looking statements. These forward-looking statements speak only as at the date of this Presentation.

Overview – Ticker: EUSP.L

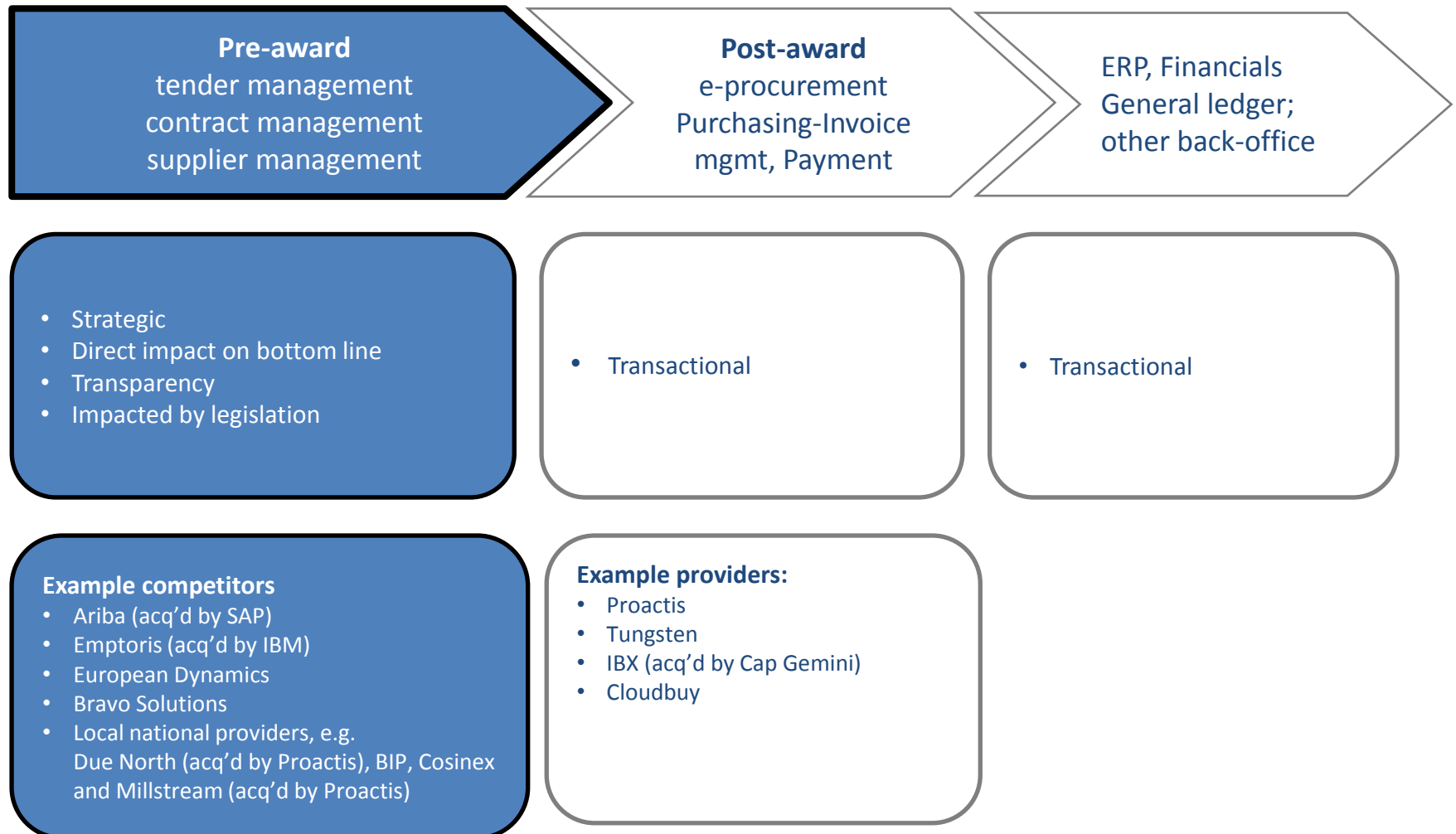
- Software as a Service (SaaS) provider of Tender and Contract Management, primarily in the EU/EEC public sector
- Delivering cost savings, transparency and legal compliance
- Well established market position
 - > 8 000 authorities and companies using our CTM™ – main revenues
 - > 450 000 suppliers responding to tenders - additional revenues in business alerts
 - National Systems for Ireland, Norway and Lithuania (and on 2 frameworks in the UK)
- Increasing demand - EU Directives 2014 - essential phases becoming mandatory across EU/EEC public sector
- Market Cap of £9m (on 26 January 2018)
 - Price/Sales_{TTM} = 1.8
 - High level of recurring revenues (c. 66% 2017), scalable business model



“It is the best thing that has happened in years... We were able to score the 10 tender returns and select the supplier in a week against about four weeks when we let the contract five years ago.”

British Nuclear Fuels – Sellafield

Service positioning



CTM™ (Complete Tender Management)

e-Contract Life Cycle Planning

Title	SNT	Status	Security Status	Procurement Reference	Contract Reference	Establishment	Lot Number	Contract Value
1) CALCULATION & DISSEMINATION OF THE SECURITY FOR THE GIBES (SCHEMES) (SCHEDULE)	10000174	Non-Discretionary	Commercial	00000000	00000000	000000	000000	000000
2) SECURITY PERFORMANCE CONTRACT (SCHEDULE)	10000174	Non-Discretionary	Commercial	00000000	00000000	000000	000000	000000
3) THE SECURITY OPERATION OF THE GIBES (SCHEDULE)	10000174	Non-Discretionary	Commercial	00000000	00000000	000000	000000	000000

Import of Shopping Cart, life cycle planning, lead time templates, planned dates, forecasts, resources assigned

e-Tender Management

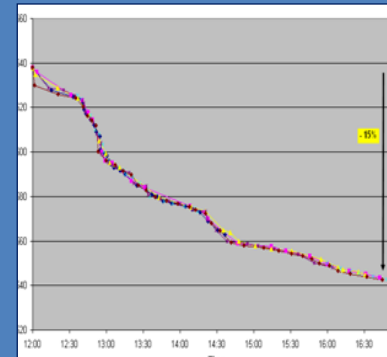
Checklist

RTT - Syntex: 2 years framework agreement

- Selecting of process template
- Template selection: Negotiated procedure without prior contract notice
- Manage packages
- Create, delete, copy or edit packages for this RFT add more detailed information regarding the procurement
- Select CPV codes
- Select CPV codes for this RFT, for OJEU publications and for business opportunities alerts (by email) to suppliers matching the CPV
- Check Scope of Works
- Internal approval of scope
- RFT Dates / Planned activities in this process
- Set or change dates related to this RFT
- Dynamic forms
- Add dynamic forms to the RFT
- Check that we have budget approved
- Budget must conform with...
- Set message recipients
- Set or change who is going to receive messages from suppliers
- Qual: Syntex: 2 years framework agreement (Response deadline (BST): 19/02/2009 08:00)
- Pricing required (if any)
- Select the type of pricing you wish to receive from the suppliers in your RFT
- Add RQ information

Configurable procedure templates, workflows, Intelligent support

e-Auctions



Online auctions, with option to extend with full event service

e-Contract Management

Active Pending Expired

Filter:

Contract reference: All

Contract expires in: All

Contract description: All

Supplier name: All

Contract add-on: All

Keywords: All

Page 1 of 1, total number of rows 14

ID	Ref	Name	Contract
2710	TT	Test	Contract awarded
2560	TRV 20110101 (CANCELLED)	Test	Contract awarded
2420	TRV 1	Test	Contract awarded
3350	test donia	Test	Contract awarded

Online contracts, single and multiple frameworks, variations, KPIs, surveys, further competitions, statistics

Entity Management (JVs, sites, qualification profiles, etc), and Supplier Relationship Management (SRM)

Dynamic Reporting

Business Alerts

Integration interfaces

CM Lite

*PQQ is Pre-Qualification Questionnaire



**CPV is European Common Procurement Vocabulary

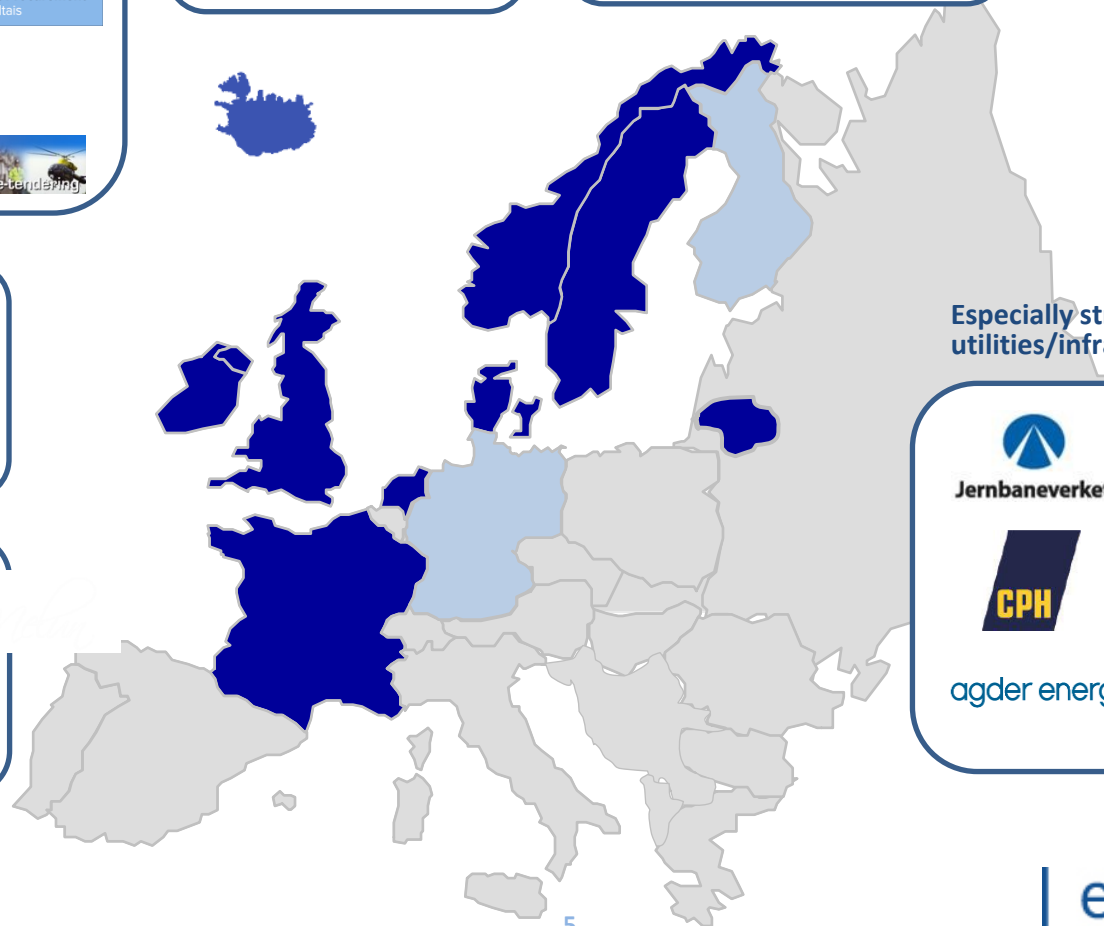
End-customer examples



EU Supply's CTM™ platform

- Used in 9 EU/EEC Member States by > 8 000 authorities and companies
- Available in 16 languages

-  Countries with revenues 2017
-  Countries where initial market push started

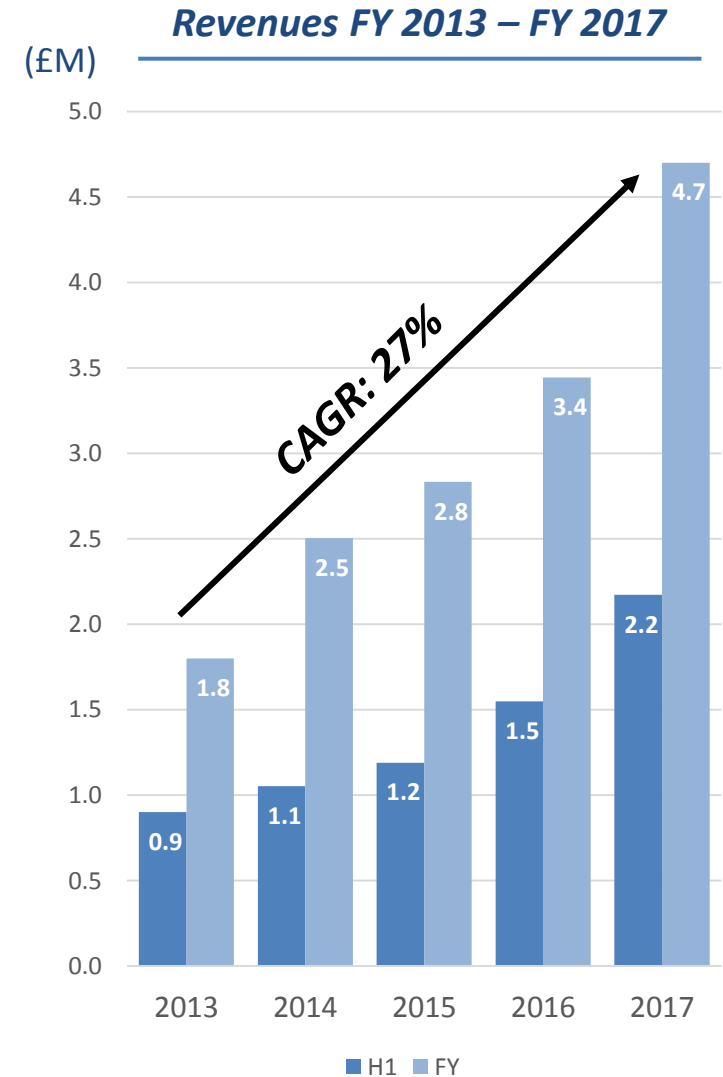


Especially strong position with large utilities/infrastructure authorities



Profitable growth platform

- Scalable business model:
 - 100% SaaS delivery to all end-users
 - Single product CTM™ online configurable to all our customer needs, rapid deployment, low costs
 - Over £20m invested in the platform – entry barrier
- High level of revenue visibility: c 66% recurring or of repeated nature
- Revenue growth:
 - Year on year 2017: 38%
 - CAGR 2013-2017: 27%
 - Existing markets and segments where EUS has unique value proposition and position
 - Business Alerts (a tender alert e-mail service for suppliers)
 - Farming existing customers
- Operating profit achieved in 2017



Share price and recent announcements

Time/Date	Code	Headline	Source
07:00 25-Jan-2018	EUSP	Trading Update and Directorate Change	RNS
07:00 18-Jan-2018	EUSP	Contract Win	RNS
07:00 18-Dec-2017	EUSP	Change of Registered Office	RNS
07:00 05-Dec-2017	EUSP	Contract Wins	RNS
07:00 01-Dec-2017	EUSP	Holding(s) in Company	RNS
07:00 21-Nov-2017	EUSP	Contract Win	RNS
07:00 16-Nov-2017	EUSP	Contract Win	RNS
07:00 01-Nov-2017	EUSP	Contract Wins and Extensions	RNS

Analysts following the company

- Stockdale (NOMAD)
- Progressive (research note available as hand out)



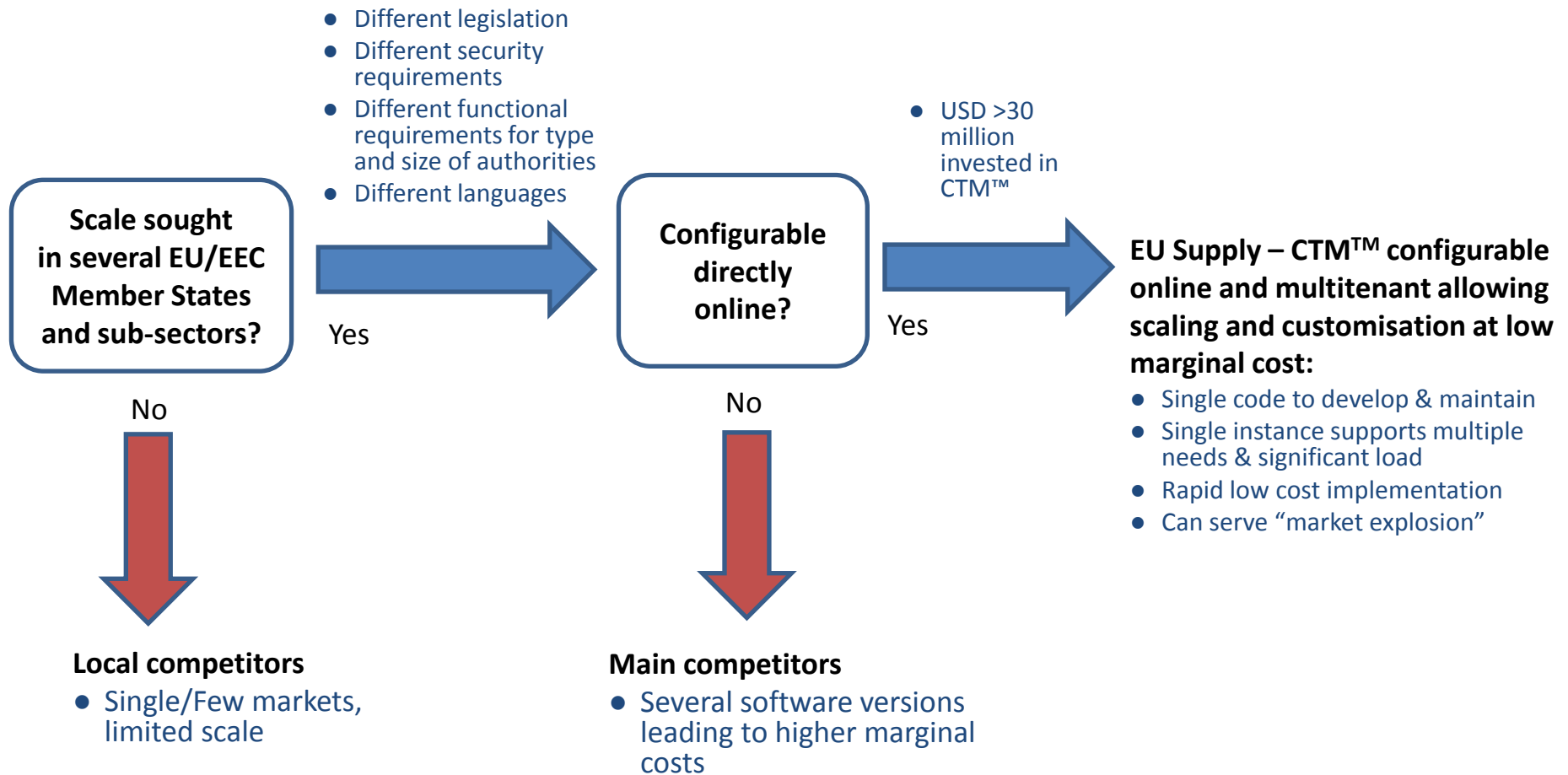
Source: London Stock Exchange on 25 January 2018

| eu-supply.com |

Thank you!

Appendices

Competitive Advantage and Scalability



Micro Procurement – next phase growth example

In focus Are NHS staffing agency costs out of control?

National framework agreements are a great way to ensure quality of supply and agreed "list prices". However, they do not by themselves secure the best dynamic price. New, more competitive and agile service providers are locked out during the life of a framework and the few large existing suppliers left can hold their "list prices".

Dynamic eMarketPlaces

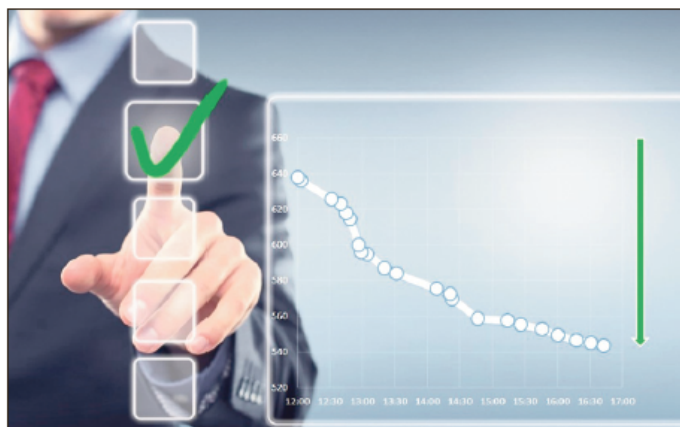
One way to break this mindset of "list price" is to open up the frameworks to new, more aggressive, agile and competitive providers. The European Commission introduced EU Public Procurement legislation – known as Dynamic Purchasing System – specifically to allow for this. Dynamic eMarketPlaces allows fast mini competitions to be held between

a large number of qualified framework providers, often over hours or days. New emerging competitive providers can legally join the framework at any point in full compliance of public procurement legislation.

Dynamic eMarketPlaces are ideally suited to categories where the market is dynamic and new entrants emerge, such as agency staff, social care services or fast-moving technology categories such as IT.

What are the savings potential?

Significant savings have been achieved on categories such as agency staff costs. For example, Amsterdam City in the Netherlands, with an agency spend of €200m, is achieving 25 per cent cost savings on average across their projects. They run fast



competitive procurements, often only for a day, involving up to 100 providers to secure the best market price.

Why not in the UK?

If Amsterdam can achieve an average 25 per cent cost reduction, what about the NHS staffing agency bill of £3.3billion? A bill which grows every year.

Surprisingly, there seems to be little widespread use of such dynamic purchasing systems in the UK.

One reason could be that NHS users don't have access to a suitable agile modern platform. Users are under time pressure to secure agency staff in hours or days. They need a system to run fast competitions across a large number of suppliers with a few clicks. A user-friendly interface with pre-configured templates can put the power back with the NHS, rather than the large providers.

EU Supply platform

The EU Supply platform is available online to run EU Procurement compliant mini competitions – quickly and easily, across a large number of suppliers within hours. NHS Trusts and authorities can be set up in a matter of days with their specific requirements, such as bespoke workflows, templates, checklists and libraries of shared or own-standard PQOs and requirements. In the current climate of austerity and up to 40 per cent departmental budget cuts, Dynamic eMarketPlaces, fully compliant to Public Procurement legislation, could have a major impact on the growing NHS agency bill and social care costs.

Sid Bains is director of solutions at EU Supply
sid.bains@eu-supply.com
www.eu-supply.com

- Possible value added sales
- Existing client base

.....
"Expensive staffing agencies are quite simply ripping off the NHS. It's outrageous that taxpayers are being taken for a ride by companies charging up to £3,500 a shift for a doctor. The NHS is bigger than all of these companies, so we'll use that bargaining power to drive down rates and beat them at their own game."

– Health Secretary Jeremy Hunt, June 2015

Significant shareholders (as of 9 January 2017)

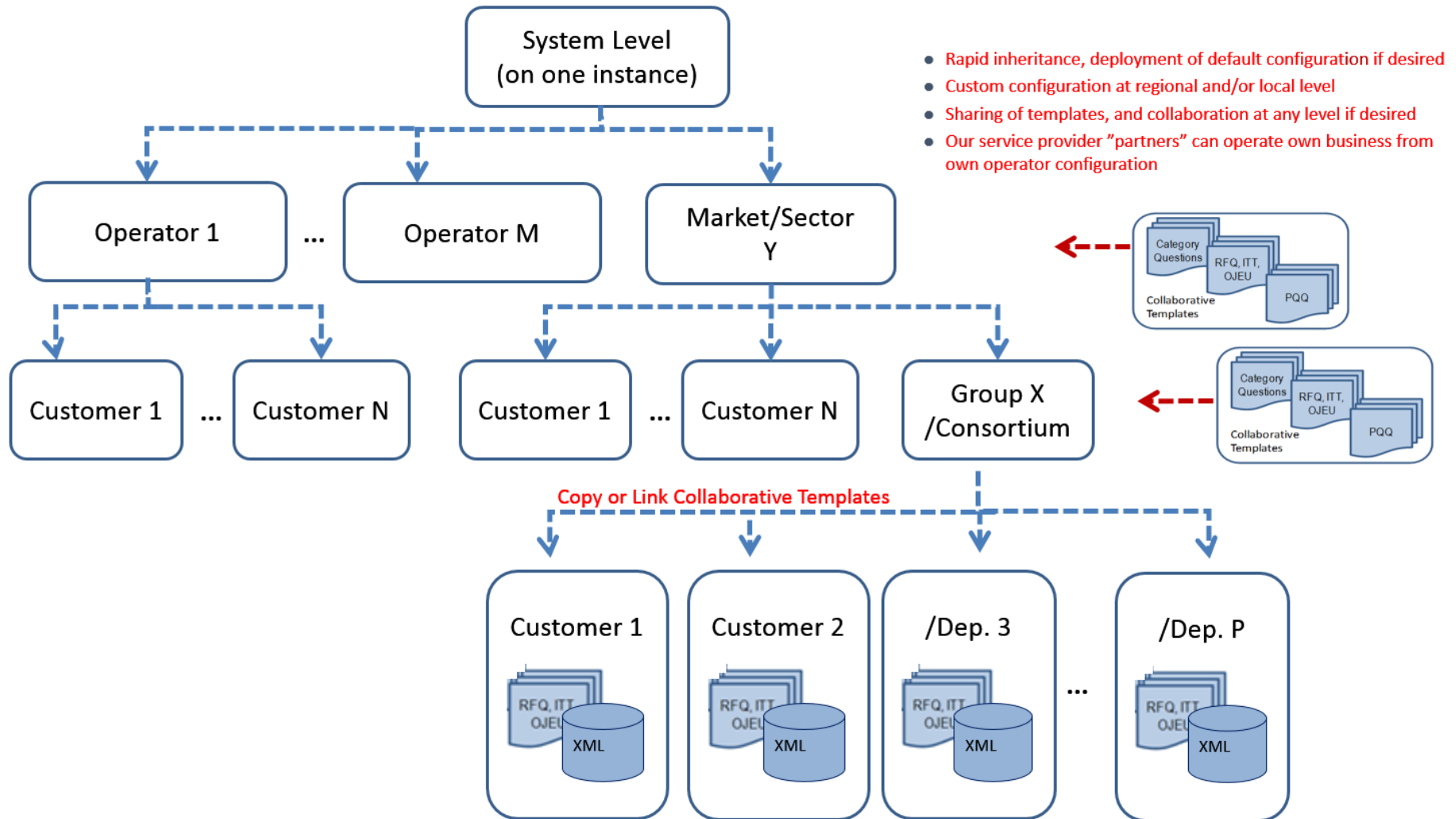
Major Shareholders

Significant Shareholders

Name	No. of shares	% of total issued share capital
Thomas Beergrehn*	8,980,903	13.3
Hargreave Hale	5,933,182	8.8
Adrian Friend	4,886,238	7.2
Herald Investment Management	3,980,000	5.9
River & Mercantile Asset Management	3,676,743	5.4
Thrice Capital Management	3,613,174	5.3
City Financial	3,300,000	4.9
Miton Group Plc	3,025,000	4.5
Foreningssparbanken AB	3,016,462	4.5
Amati Global Investors	3,011,000	4.4
Jonas Ljungstroem	2,050,000	3.0

* Shares held in own name and by Internet Startups Holding BV, an investment company controlled by Thomas Beergrehn.

Hierarchical model – Bespoke configuration



Ease-of-use and flexibility – for scalability across EU/EEC

Checklists to guide users (compliant to laws and policies)

Checklist	
RFT - proces nall1exempel11	
✓	Selecting of process template Template selected: <i>Simplified procedure</i>
✓	Manage packages Create, delete, copy or edit packages for this RFT add more detailed information regarding the procurement
✗	Select CPV codes CPV codes for RFT, for any relevant publications and business opportunities email alerts
✗	Dynamic forms Add dynamic forms to the RFT
✗	RFT Dates / Planned activities in this process Set or change dates related to this RFT View
✓	Publication sites Manage external publication sites for this RFT View
✗	Complaint procedure Update complaint procedure
✗	processmall1exempel11 [Response deadline (CET): 28/09/2013 00:30]
✗	Pricing required (if any) Select the type of pricing you wish to receive from the suppliers in your RFT
✗	Manage Questionnaire Add or edit questions to be answered by the suppliers through the system and for you evaluate after submission deadline.
✗	Documents Upload documents that the suppliers can download

Configurable online (ensuring scalability across Europe)

Template			
Short description: <input type="text" value="Simplified procedure"/> (recommended max 25 characters)			
Main template settings			
Key	Value	Allow edit	Hide
Standalone notice (template used for notice mangement only, no checklist)	<input type="text" value="No"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Allow automatic addition of questions from template	<input type="text" value="No"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Number of process steps	<input type="text" value="1"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Include auction	<input type="text" value="No"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Require entry of initial estimated value for process selection	<input type="text" value="No"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Currency	<input type="text" value="SEK"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Minimum standstill period (Alcatel directive rules)	<input type="text" value="No"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

"...more user friendly solution with a more intuitive user interface... Will mean that the new platform for Doffin is more modern and that it gives the necessary flexibility in relation to future development needs." **Dag Strømsnes, Department Head, Difi**

Accreditations and memberships



Gold
Microsoft
Partner



- ISO 27001:2013 certified for all business processes
 - UK HMG IA based ISMS and risk assessment
 - Confidentiality, integrity and availability
 - Redundancy at all levels
 - DR within 1 hour in case of disaster
 - 99.9% available since 2009
- ISO 9001:2015 certified (quality management)
- ISO 14001:2015 certified (environment management)
- ISO 20000-1: 2011 certified (service management)

- SIMAP eSender "gamma" approved for all 19+7 OJEU notices using latest XSD 2.0.9
- EU Golden Book (two cases)
- Member eTendering Expert Group
- Board member of EUPLAT