# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# FORM 6-K

# REPORT OF FOREIGN PRIVATE ISSUER

# PURSUANT TO RULE 13a-16 OR 15d-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934

For the Month of February 2019

Commission File Number: 001-38607

ENDAVA PLC (Name of Registrant)

125 Old Broad Street London EC2N 1AR (Address of principal executive office)

(
Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:  Image:
Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):
Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): □

# EXHIBIT LIST

Exhibit	Description
99.1	Press Release dated February 28, 2019
99.2	Investor Presentation Q2 FY2019

Exhibit 99.1, other than the portions of Exhibit 99.1 under the caption "Outlook", are hereby expressly incorporated by reference into the registrant's registration statement on Form S-8 filed with the Securities and Exchange Commission on December 7, 2018 (File no. 333-228717).

# SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

ENDAVA PLC

Date: February 28, 2019 By: /s/ John Cotterell

Name: John Cotterell

Title: Chief Executive Officer



## ENDAVA ANNOUNCES SECOND QUARTER FISCAL YEAR 2019 RESULTS

#### Q2 FY2019

43.6%Year on Year Growth in Revenue to £71.8 million
42.4% Constant Currency Revenue Growth
IFRS diluted EPS £0.14 compared to £0.10 in the prior year period
Adjusted diluted EPS £0.20 compared to £0.12 in the prior year period

**London, U.K.** – Endava plc (NYSE: DAVA), a global provider of digital transformation, agile development and intelligent automation services, today announced results for the three months ended December 31, 2018, the second quarter of its 2019 fiscal year ("Q2 FY2019").

"Q2 FY2019 was another record quarter for Endava, with revenue of £71.8 million, a strong growth of 43.6% Year on Year on a reported basis from £50 million in the same quarter in the previous fiscal year. This remarkable revenue growth was driven by the expansion of our existing customers particularly our larger ones, as well as the acquisition of new customers." said John Cotterell, Endava's CEO.

"We delivered strong results in Q2 FY2019 with Profit Before Tax at £9.4 million and Adjusted Profit Before Tax at £13.6 million. Our strong client relationships contributed to our revenue growth and underpin future growth." said Mark Thurston Endava's CFO."

## FINANCIAL HIGHLIGHTS:

- Revenue for the second quarter ended December 31, 2018 was £71.8 million an increase of 43.6% compared to £50.0 million in the same period in the prior year.
- Revenue growth rate at constant currency (a non-IFRS measure) was 42.4% in the second quarter compared to 29.0% in the same period in the prior year.
- Profit before tax in the second quarter was £9.4 million compared to £6.0 million in the same period in the prior year or 13.1% of revenue compared to 12.0% in the same period in the prior year.
- Adjusted profit before tax (a non-IFRS measure) in the second quarter was £13.6 million compared to £7.5 million in the same period in the prior year or 18.9% of revenue compared to 15.0% in the same period in the prior year.



- Profit for the period was £7.4 million in the second quarter, resulting in a diluted EPS of £0.14, compared to profit for the period of £4.8 million and diluted EPS of £0.10 in the same period in the prior year.
- Adjusted profit for the period (a non-IFRS measure) was £10.9 million in the second quarter, resulting in adjusted diluted EPS (a non-IFRS measure) of £0.20 compared to adjusted profit for the period of £6.1 million and adjusted diluted EPS of £0.12 in the same period in the prior year.
- Net cash from operating activities was £9.6 million in the second quarter compared to £8.6 million in the same period in the prior year.
- Free cash flow (a non-IFRS measure) was £9.2 million in the second quarter compared to free cash flow of £7.4 million in the same period in the prior year.
- At December 31, 2018, Endava had cash and cash equivalents of £51.0 million, compared to £15.0 million at June 30, 2018. Net cash at December 31, 2018 was £51.0 million compared to net borrowing of £4.7 million at June 30, 2018.

## **OTHER METRICS:**

- Headcount reached 5,389 at December 31, 2018, with 4,845 average operational employees in the second quarter compared to a headcount of 4,580 at December 31, 2017 and 3,684 average operational employees in the second quarter of the prior year.
- Number of clients with over £1 million in spend grew to 60 on a rolling twelve months basis at December 31, 2018 compared to 42 at December 31, 2017.
- Top 10 clients accounted for 38% of revenue in the second quarter down from 45% in the same period in the prior year.
- By geographic region, 27% of revenue was generated in North America, 28% was generated in Europe and 45% was generated in the United Kingdom in the second quarter. This compares to 15% in North America, 37% in Europe and 48% in the United Kingdom in the same period in the prior year.
- Revenue by industry vertical was as follows in the second quarter, Payments and Financial Services 53%, TMT 27% and Other 20%. This compares to Payments and Financial Services 62%, TMT 26% and Other 12% in the same period in the prior year.



## **OUTLOOK:**

# For Q3 FY2019:

We expect revenues will be in the range £71.0m to £72.0m, representing constant currency growth of between 20% and 21%. We expect adjusted diluted EPS to be in the range of 16.0p to 17.0p per share.

#### Full Fiscal Year 2019:

We expect revenues will be in the range £284.0m to £286.0m, representing constant currency growth of between 29% and 30%. We expect adjusted diluted EPS to be in the range of 69.0p to 72.0p per share.

Endava is not able, at this time, to provide an outlook for IFRS diluted EPS for Q3 FY2019 or FY2019 because of the unreasonable effort of estimating certain items that are excluded from adjusted diluted EPS, including, for example, share-based compensation expense, amortisation of acquired intangible assets, foreign currency exchange (gains) losses, the effect of which may be significant.

## **CONFERENCE CALL DETAILS:**

The Company will host a conference call at 8:00 am EST today to review the second quarter 2019 results. To participate in Endava's second quarter 2019 earnings conference call, please dial in at least five minutes prior to the scheduled start time (877) 683-6368 or (647) 689-5450 for international participants, Conference ID 5350136.

Investors may listen to the call on Endava's Investor Relations website at <a href="http://investors.Endava.com">http://investors.Endava.com</a>. The webcast will be recorded and available for replay until Friday March 15, 2019.



#### ABOUT ENDAVA PLC:

Endava is a leading next-generation technology services provider and helps accelerate disruption by delivering rapid evolution to enterprises. Using distributed enterprise agile at scale, Endava collaborates with its clients, seamlessly integrating with their teams, catalysing ideation and delivering robust solutions. Endava helps its clients become digital experience-driven businesses by assisting them in their journey from idea generation to development and deployment of products, platforms and solutions. It services clients in the following industries: Payments, Financial Services, TMT, Consumer Products, Logistics and Healthcare. Endava had 5,389 employees as of December 31, 2018 located in offices in North America and Western Europe and delivery centres in Romania, Moldova, Bulgaria, Serbia, Macedonia, Argentina, Uruguay, Venezuela, and Colombia.

#### **NON-IFRS FINANCIAL INFORMATION:**

To supplement Endava's Consolidated Statements of Comprehensive Income and Consolidated Balance Sheets presented in accordance with IFRS, the Company uses non-IFRS measures of certain components of financial performance. These measures include: revenue growth rate at constant currency, adjusted diluted EPS, adjusted profit before tax, adjusted profit for the period and free cash flow.

Revenue growth rate at constant currency is calculated by translating revenue from entities reporting in foreign currencies into British Pounds using the comparable foreign currency exchange rates from the prior period. For example, the average rates in effect for the fiscal quarter ended December 31, 2017 were used to convert revenue for the fiscal quarter ended December 31, 2018 and the revenue for the comparable prior period.

Adjusted diluted EPS is defined as the Company's profit for the period adjusted to exclude the impact of share-based compensation expense, amortisation of acquired intangible assets, realized and unrealized foreign currency exchange gains and losses, fair value adjustment of contingent consideration, initial public offering expenses incurred and Sarbanes-Oxley compliance readiness expenses incurred (all of which are non-cash other than realized foreign currency exchange gains and losses, initial public offering and Sarbanes-Oxley compliance readiness expenses) and the tax impact of these adjustments, divided by weighted average number of shares outstanding - diluted.



Adjusted profit before tax is defined as the Company's profit for the period adjusted to exclude the impact of share-based compensation, amortization of acquired intangible assets, realized and unrealized foreign currency exchange gains and losses, fair value adjustment of contingent consideration, initial public offering expenses incurred and Sarbanes-Oxley compliance readiness expenses incurred (all of which are non-cash other than realized foreign currency exchange gains and losses, initial public offering and Sarbanes-Oxley compliance readiness expenses).

Adjusted profit for the period is defined as the Company's profit for the period adjusted to exclude the impact of share-based compensation expense, amortisation of acquired intangible assets, realized and unrealized foreign currency exchange gains and losses, fair value adjustment of contingent consideration, initial public offering expenses incurred and Sarbanes-Oxley compliance readiness expenses incurred (all of which are non-cash other than realized foreign currency exchange gains and losses, initial public offering and Sarbanes-Oxley compliance readiness expenses).

Free cash flow is the Company's net cash from/(used in) operating activities, plus grants received, less net purchases of non-current (tangible and intangible) assets.

In order for Endava's investors to be better able to compare its current results with those of previous periods, the Company has shown a reconciliation of IFRS to non-IFRS financial measures. Management believes these measures help illustrate underlying trends in the Company's business and uses the measures to establish budgets and operational goals, communicated internally and externally, for managing the Company's business and evaluating its performance. Endava believes the presentation of its non-IFRS financial measures enhances an investor's overall understanding of the Company's historical financial performance. The presentation of the Company's non-IFRS financial measures is not meant to be considered in isolation or as a substitute for the Company's financial results prepared in accordance with IFRS, and its non-IFRS measures may be different from non-IFRS measures used by other companies.



This press release includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may be identified by use of terms and phrases such as "believe," "expect," "will," and other similar terms and phrases. Such forward-looking statements include, but are not limited to, the statements regarding our projected financial performance for our third fiscal quarter and full-fiscal year 2019. Forward-looking statements involve known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from the results anticipated by these forward-looking statements, including, but not limited to: our ability to sustain our revenue growth rate in the future; our ability to retain existing clients and attract new clients, including our ability to increase revenue from existing clients and diversify our revenue concentration; our ability to attract and retain highlyskilled IT professionals at cost-effective rates; our ability to penetrate new industry verticals and geographies and grow our revenue in current industry verticals and geographies; our ability to maintain favorable pricing and utilization rates; our ability to successfully identify acquisition targets, consummate acquisitions and successfully integrate acquired businesses and personnel; the effects of increased competition as well as innovations by new and existing competitors in our market; the size of our addressable market and market trends; our ability to adapt to technological change and innovate solutions for our clients; our plans for growth and future operations, including our ability to manage our growth; our expectations of future operating results or financial performance; our ability to effectively manage our international operations, including our exposure to foreign currency exchange rate fluctuations; and our future financial performance, including trends in revenue, cost of sales, gross profit, selling, general and administrative expenses, finance income and expense and taxes, as well as other risks and uncertainties discussed in the "Risk Factors" section of our Annual Report on Form 20-F filed with the Securities and Exchange Commission on October 11, 2018. In addition, the forward-looking statements included in this press release represent our views and expectations as of the date hereof and are based on information currently available to us. We anticipate that subsequent events and developments may cause our views to change. However, while we may elect to update these forward-looking statements at some point in the future, we specifically disclaim any obligation to do so except as required by law. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date hereof.

# **INVESTOR CONTACT:**

Endava Plc
Laurence Madsen, Investor Relations Manager
Investors@endava.com



# CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	Six Months Ended December 31		Three Mor Decem	oths Ended ober 31	
	2018	2017	2018	2017	
	£'000	£'000	£'000	£'000	
REVENUE	138,248	97,542	71,834	50,011	
Cost of sales					
Direct cost of sales	(83,026)	(60,321)	(42,668)	(30,904)	
Allocated cost of sales	(7,305)	(6,046)	(3,737)	(3,099)	
Total cost of sales	(90,331)	(66,367)	(46,405)	(34,003)	
GROSS PROFIT	47,917	31,175	25,429	16,008	
Selling, general and administrative expenses	(31,008)	(18,050)	(16,345)	(9,832)	
OPERATING PROFIT	16,909	13,125	9,084	6,176	
Net finance (expense) / income	(4,860)	(660)	331	(153)	
PROFIT BEFORE TAX	12,049	12,465	9,415	6,023	
Tax on profit on ordinary activities	(2,584)	(2,607)	(1,998)	(1,250)	
PROFIT FOR THE PERIOD AND PROFIT ATTRIBUTABLE TO OWNERS OF THE PARENT	9,465	9,858	7,417	4,773	
Other comprehensive income					
Items that may be reclassified subsequently to profit or loss:					
Exchange differences on translating foreign operations	662	255	930	234	
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF THE PARENT	10,127	10,113	8,347	5,007	
EARNINGS PER SHARE:					
Weighted average number of shares outstanding - Basic	48,859,382	45,100,165	49,454,195	45,100,165	

Weighted average number of shares outstanding - Basic	48,859,382	45,100,165	49,454,195	45,100,165
Weighted average number of shares outstanding - Diluted	54,454,333	49,436,677	54,892,513	49,596,219
Basic EPS	0.19	0.22	0.15	0.11
Diluted EPS	0.17	0.20	0.14	0.10



# CONDENSED CONSOLIDATED BALANCE SHEETS

TOTAL ASSETS         200,614         151,014         155,937           CIABILITIES - CURRENT         39         19,744         38,917           Trade and other payables         41,892         40,243         28,522           Corporation tax payable         1,270         1,488         741           Contingent consideration         1,244         5,259         5,141           Deferred consideration         4,691         4,401         11,993           TOTAL         49,136         71,135         85,314           LIABILITIES - NON CURRENT         3         20         45           Cortingent consideration         3         20         45           Cortingent consideration         -         -         1,235           Deferred consideration         -         -         1,235           Deferred tax liabilities         2,601         2,832         2,692           Other liabilities         2,88         10,380         11,200           EXECUTY         25         2,678         2,678           Agency relief reserve         4,430         4,430         4,430           Agency relief reserves         22,804         4,410         5,075           Other reserves		<b>December 31, 2018</b>	June 30, 2018	December 31, 2017	
Soodwill   42,447		£'000	£'000	£'000	
Soodwill   42,447					
Managible assets   30,303   30,787   31,356					
Property, plant and equipment         9,989         8,584         8,716           Deferred tax assets         2,519         2,488         9,19           NOTAL         85,258         82,921         81,508           INSETS - CURRENT         Inventories         —         —         —         16         —           Trade and other receivables         56,66         52,352         49,349           Corporation tax receivable         546         677         —           Cash and cash equivalents         51,044         15,048         25,066           IOTAL         115,556         66,093         74,429           IOTAL ASSETS         200,614         151,014         155,937           LABILITIES - CURRENT         JABILITIES - CURRENT           Dorrovings         39         19,744         38,917           Trade and other payables         41,892         40,243         28,522           Corporation tax payable         1,270         1,488         74           Contingent consideration         4,691         4,401         11,993           COTAL         49,136         71,135         85,314           LABILITIES - NON CURRENT         James and asset asset asset asset asset asset as		· ·	· ·	· · · · · · · · · · · · · · · · · · ·	
Deferred tax assets   2,519   2,488   919     DOTAL   88,5258   82,921   81,508     SASSETS - CURRENT	-	· · ·	· ·		
SECTION   SECT		· · · · · · · · · · · · · · · · · · ·			
Track and other receivables   —   16   14     Track and other receivables   63,766   52,352   49,349     Cash and cash equivalents   51,044   15,048   25,066     Cash and cash equivalents   51,044   15,048   25,066     COTAL   115,356   68,093   74,429     COTAL   15,056   68,093   74,429     COTAL   15,056   68,093   74,429     COTAL   15,014   151,014   155,937     CASETS   200,614   151,014   155,937     CASETS   200,614   151,014   155,937     CASETS   200,614   151,014   155,937     CASETS   39   19,744   38,917     Carde and other payables   41,892   40,243   28,522     Corporation tax payable   1,270   1,488   741     Contingent consideration   1,244   5,259   5,141     Contingent consideration   4,691   4,401   11,993     COTAL   49,136   71,135   85,314     CONTINGENT   1,200   1,488   1,380     CONTINGENT   2,200   45     Contingent consideration   —   7,251   6,961     Contingent consideration   —   7,251   6,961     Contingent consideration   —   1,235     Contingent consideration   —   1,235     Contingent consideration   —   2,250     Collegered tax liabilities   2,260   2,275     COTAL   2,888   10,380   11,200     COUTTY     CASET   2,600   2,832   2,600     CASET   2,600   2,838   10,380   11,200     COUTTY     CASET   2,600   2,838   10,380   11,200     COUTTY     CASET   2,600   2,838   10,380   11,200     COUTTY     CASET   2,600   2,838   10,380   11,200     COUTTY   3,838   10,380   11,200     COUTTY   3,83		, and the second			
New notion		85,258	82,921	81,508	
Trade and other receivables         63,766         \$2,352         49,349           Corporation tax receivable         546         677         —           Cash and cash equivalents         \$1,044         15,048         25,066           COTAL         115,356         68,093         74,429           COTAL ASSETS         200,614         151,014         155,937           LABILITIES - CURRENT           Sorrowings         39         19,744         38,917           Trade and other payables         1,270         1,488         741           Contingent consideration         1,244         5,259         5,141           Contingent consideration         46,91         4,401         11,993           COTAL         49,136         71,135         85,314           LABILITIES - NON CURRENT           Borrowings         3         20         45           Contingent consideration         —         7,251         6,961           Colefered tax liabilities         2,601         2,832         2,692           Other liabilities         2,601         2,832         2,692           Other liabilities         2,888         10,380         11,200 <td colspan<="" td=""><td></td><td></td><td></td><td></td></td>	<td></td> <td></td> <td></td> <td></td>				
Corporation tax receivable         546         677         —           Cash and cash equivalents         \$1,044         15,048         25,066           COTAL         115,356         68,093         74,429           COTAL ASSETS         200,614         151,014         155,937           LABRILITES - CURRENT         Borrowings         39         19,744         38,917           Trade and other payables         41,892         40,243         28,522           Corporation tax payable         1,270         1,488         741           Contingent consideration         1,244         5,259         5,141           Deferred consideration         4,691         4,401         11,993           FOTAL         49,136         71,135         85,314           LABILITIES - NON CURRENT         3         20         45           Contingent consideration         —         7,251         6,961           Deferred consideration         —         —         1,235           Deferred tax liabilities         2,601         2,832         2,692           Other liabilities         2,601         2,832         2,692           Other liabilities         2,88         10,38         11,200 <tr< td=""><td></td><td></td><td></td><td></td></tr<>					
Cash and cash equivalents         51,044         15,048         25,066           COTAL         115,356         68,093         74,429           COTAL ASSETS         200,614         15,014         155,337           CASTON COURSENT           Corrowings         39         19,744         38,917           Total and other payables         41,892         40,243         28,522           Corporation tax payable         1,270         1,488         741           Contingent consideration         4,691         4,401         11,193           Deferred consideration         4,691         4,401         11,193           Contingent consideration         3         20         45           Contingent consideration         -         7,251         6,961           Deferred consideration         -         -         1,235           Deferred tax liabilities         2,601         2,832         2,692           Other liabilities         2,88         10,38         11,200           Copy Try           Share capital         1,061         996         996           Share premium         48,614         2,678         2,678           Merge		· · · · · · · · · · · · · · · · · · ·	<i>'</i>	49,349	
TOTAL         115,356         68,093         74,429           FOTAL ASSETS         200,614         151,014         155,937           LABILITIES - CURRENT           Sorrowings         39         19,744         38,917           Trade and other payables         41,892         40,243         28,522           Corporation tax payable         1,270         1,488         741           Contingent consideration         1,244         5,259         5,141           Deferred consideration         4,691         4,401         11,993           TOTAL         49,136         71,135         85,314           LABILITIES - NON CURRENT           Sorrowings         3         20         45           Contingent consideration         —         7,251         6,961           Deferred consideration         —         7,251         6,961           Deferred consideration         —         —         1,235           Deferred tax liabilities         2,601         2,832         2,692           Other liabilities         2,88         10,380         11,200           Other liabilities         2,88         10,380         11,200 <th cols<="" td=""><td>·</td><td></td><td></td><td>_</td></th>	<td>·</td> <td></td> <td></td> <td>_</td>	·			_
TOTAL ASSETS         200,614         151,014         155,937           CIABILITIES - CURRENT         39         19,744         38,917           Trade and other payables         41,892         40,243         28,522           Corporation tax payable         1,270         1,488         741           Contingent consideration         1,244         5,259         5,141           Deferred consideration         46,91         4,401         11,993           TOTAL         49,136         71,135         85,314           LABILITIES - NON CURRENT         3         20         45           Contingent consideration         —         7,251         6,961           Deferred consideration         —         —         1,235           Deferred tax liabilities         2,601         2,832         2,692           Other liabilities         2,88         10,380         11,200           EQUITY         267         267           Share capital         1,061         996         996           Share premium         48,614         2,678         2,678           Werger relief reserve         4,430         4,430         4,430           Werger relief reserves         22,804         <		· ·	,	*	
Common	TOTAL				
Sorrowings   39   19,744   38,917		200,614	151,014	155,937	
Trade and other payables         41,892         40,243         28,522           Corporation tax payable         1,270         1,488         741           Contingent consideration         1,244         5,259         5,141           Deferred consideration         4,691         4,401         11,993           COTAL         49,136         71,135         85,314           CALABILITIES - NON CURRENT           Borrowings         3         20         45           Contingent consideration         —         7,251         6,961           Deferred at a liabilities         2,601         2,832         2,692           Other liabilities         2,84         2,77         267           TOTAL         2,888         10,380         11,200           COUNTY           Share capital         1,061         996         996           Share premium         48,614         2,678         2,678           Merger relief reserve         4,430         4,430         4,430           Creating dearnings         73,956         59,260         48,519           Other reserves         22,804         4,410         5,075           Investment in own shares         (	LIABILITIES - CURRENT				
1,270	Borrowings	39	19,744	38,917	
Contingent consideration         1,244         5,259         5,141           Deferred consideration         4,691         4,401         11,993           FOTAL         49,136         71,135         85,314           LABILITIES - NON CURRENT           Borrowings         3         20         45           Contingent consideration         —         7,251         6,961           Deferred consideration         —         —         1,235           Deferred tax liabilities         2,601         2,832         2,692           Other liabilities         284         2,77         267           FOTAL         2,888         10,380         11,200           COUITY         Share capital         1,061         996         996           Share premium         48,614         2,678         2,678           Merger relief reserve         4,430         4,430         4,430           Retained earnings         73,956         59,260         48,519           Other reserves         22,804         4,410         5,075           Investment in own shares         (2,275)         (2,275)         (2,275)           FOTAL         148,590         69,499         59,423  <	Trade and other payables	41,892	40,243	28,522	
Deferred consideration       4,691       4,401       11,993         FOTAL       49,136       71,135       85,314         LIABILITIES - NON CURRENT       Borrowings       3       20       45         Contingent consideration       —       7,251       6,961         Deferred consideration       —       —       1,235         Deferred tax liabilities       2,601       2,832       2,692         Other liabilities       284       277       267         FOTAL       2,888       10,380       11,200         EQUITY         Share capital       1,061       996       996         Share premium       48,614       2,678       2,678         Werger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Novestment in own shares       (2,275)       (2,275)       (2,275)         FOTAL       148,590       69,499       59,423	Corporation tax payable	1,270	1,488	741	
April	Contingent consideration	1,244	5,259	5,141	
Contingent consideration   -	Deferred consideration	4,691	4,401	11,993	
Borrowings       3       20       45         Contingent consideration       —       7,251       6,961         Deferred consideration       —       —       1,235         Deferred tax liabilities       2,601       2,832       2,692         Other liabilities       284       277       267         FOTAL       2,888       10,380       11,200         EQUITY       50       996       996         Share capital       1,061       996       996         Share premium       48,614       2,678       2,678         Merger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         ICOTAL       148,590       69,499       59,423	TOTAL	49,136	71,135	85,314	
Contingent consideration — 7,251 6,961 Deferred consideration — 1,235 Deferred tax liabilities 2,601 2,832 2,692 Other liabilities 284 277 267 TOTAL 2,888 10,380 11,200 EQUITY Share capital 1,061 996 996 Share premium 48,614 2,678 2,678 Merger relief reserve 4,430 4,430 4,430 Retained earnings 73,956 59,260 48,519 Other reserves 22,804 4,410 5,075 Investment in own shares (2,275) (2,275) ICOTAL 148,590 69,499 59,423	LIABILITIES - NON CURRENT				
Deferred consideration       —       —       1,235         Deferred tax liabilities       2,601       2,832       2,692         Deferred tax liabilities       284       277       267         FOTAL       2,888       10,380       11,200         EQUITY       Share capital       1,061       996       996         Share premium       48,614       2,678       2,678         Merger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         ICOTAL       148,590       69,499       59,423	Borrowings	3	20	45	
Deferred tax liabilities       2,601       2,832       2,692         Deferred tax liabilities       284       277       267         FOTAL       2,888       10,380       11,200         EQUITY       50       50       996       996         Share capital       1,061       996       996       996         Share premium       48,614       2,678       2,678         Merger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         FOTAL       148,590       69,499       59,423	Contingent consideration	_	7,251	6,961	
Other liabilities       284       277       267         FOTAL       2,888       10,380       11,200         EQUITY         Share capital       1,061       996       996         Share premium       48,614       2,678       2,678         Merger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         FOTAL       148,590       69,499       59,423	Deferred consideration	_	_	1,235	
FOTAL SQUITY         2,888         10,380         11,200           Chare capital         1,061         996         996           Share premium         48,614         2,678         2,678           Merger relief reserve         4,430         4,430         4,430           Retained earnings         73,956         59,260         48,519           Other reserves         22,804         4,410         5,075           Investment in own shares         (2,275)         (2,275)         (2,275)           FOTAL         148,590         69,499         59,423	Deferred tax liabilities	2,601	2,832	2,692	
EQUITY Share capital 1,061 996 996 Share premium 48,614 2,678 2,678 Merger relief reserve 4,430 4,430 4,430 Retained earnings 73,956 59,260 48,519 Other reserves 22,804 4,410 5,075 INVESTMENT IN OWN Shares (2,275) (2,275) INVESTMENT IN OWN SHARES (2,275) 59,423	Other liabilities	284	277	267	
Share capital       1,061       996       996         Share premium       48,614       2,678       2,678         Merger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         TOTAL       148,590       69,499       59,423	TOTAL	2,888	10,380	11,200	
Share premium       48,614       2,678       2,678         Merger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         nvestment in own shares       (2,275)       (2,275)       (2,275)         TOTAL       148,590       69,499       59,423	EQUITY				
Werger relief reserve       4,430       4,430       4,430         Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         TOTAL       148,590       69,499       59,423	Share capital	1,061	996	996	
Retained earnings       73,956       59,260       48,519         Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         TOTAL       148,590       69,499       59,423	Share premium	48,614	2,678	2,678	
Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         INVESTMENT OF THE CONTROL OF THE C	Merger relief reserve	4,430	4,430	4,430	
Other reserves       22,804       4,410       5,075         Investment in own shares       (2,275)       (2,275)       (2,275)         INVESTMENT OF THE CONTROL OF THE C	Retained earnings	73.956	59.260	48.519	
rivestment in own shares (2,275) (2,275) (2,275)  FOTAL 148,590 69,499 59,423	Other reserves	,	· ·	· · · · · · · · · · · · · · · · · · ·	
TOTAL 148,590 69,499 59,423	Investment in own shares			(2,275)	
	TOTAL		, . ,	, ,	
	TOTAL LIABILITIES AND EQUITY				



# CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	Six Months Ende	d December 31	Three Months En		
	2018 £'000	2017 £'000	2018 £'000	2017 £'000	
OPERATING ACTIVITIES					
Profit for the period	9,465	9,858	7,417	4,773	
Income tax charge	2,584	2,607	1,998	1,250	
Non-cash adjustments	13,305	2,672	4,808	1,057	
Tax paid	(2,911)	(2,274)	(1,419)	(963)	
UK research and development credit received	_	1,854	_	917	
Net changes in working capital	(10,778)	(2,289)	(3,190)	1,544	
Net cash from operating activities	11,665	12,428	9,614	8,578	
INVESTING ACTIVITIES					
Purchase of non-current assets (tangibles and intangibles)	(3,964)	(2,767)	(2,070)	(1,137)	
Proceeds/(Loss) from disposal of non-current assets	25	_	25	_	
Acquisition of business / subsidiaries (net of cash acquired)	_	(17,392)	_	(17,392)	
Interest received	126	23	52	19	
Net cash used in investing activities	(3,813)	(20,136)	(1,993)	(18,510)	
FINANCING ACTIVITIES					
Proceeds from borrowings	3,500	22,979	3,500	22,971	
Repayment of borrowings	(23,526)	(13,643)	(3,511)	(4,620)	
Interest Paid	(222)	(203)	(74)	(127)	
Grant received	1,784	_	1,679	_	
Net proceeds from initial public offering	44,828	_	_	_	
Net cash from financing activities	26,364	9,133	1,594	18,224	
Net change in cash and cash equivalents	34,216	1,425	9,215	8,292	
Cash and cash equivalents at the beginning of the period	15,048	23,571	41,765	16,634	
Exchange differences on cash and cash equivalents	1,780	70	64	140	
Cash and cash equivalents at the end of the period	51,044	25,066	51,044	25,066	



# RECONCILIATION OF ADJUSTED FINANCIAL MEASURES TO COMPARABLE IFRS FINANCIAL MEASURES

# RECONCILIATION OF REVENUE GROWTH AT CONSTANT CURRENCY TO REVENUE GROWTH AS REPORTED UNDER IFRS:

	Six Months ende	Six Months ended December 31		Six Months ended December 31 Three Months ended I		nded December 31
	2018	2017	2018	2017		
REVENUE GROWTH AT CONSTANT CURRENCY	41.1%	31.7%	42.4%	29.0 %		
Foreign exchange rates impact	0.6%	1.2%	1.2%	(0.5%)		
REVENUE GROWTH AS REPORTED UNDER IFRS	41.7%	32.9%	43.6%	28.5 %		

# RECONCILIATION OF ADJUSTED PROFIT BEFORE TAX AND ADJUSTED PROFIT FOR THE PERIOD:

	Six Months Ende	d December 31	Three Months En		
	2018	2017	2018	2017	
	£'000	£'000	£'000	£'000	
PROFIT BEFORE TAX	12,049	12,465	9,415	6,023	
Adjustments:					
Share-based compensation expense	5,010	720	3,125	354	
Amortisation of acquired intangible assets	1,752	960	873	479	
Foreign currency exchange (gains) losses, net	(1,141)	481	(436)	44	
Initial public offering expenses incurred	1,055	685	79	604	
Sarbanes-Oxley compliance readiness expenses incurred	698	_	504	_	
Fair value movement of contingent consideration	5,805	_	_	_	
Total adjustments	13,179	2,846	4,145	1,481	
ADJUSTED PROFIT BEFORE TAX	25,228	15,311	13,560	7,504	
PROFIT FOR THE PERIOD	9,465	9,858	7,417	4,773	
Adjustments:					
Adjustments to profit before tax	13,179	2,846	4,145	1,481	
Tax impact of adjustments	(2,349)	(386)	(666)	(180)	
ADJUSTED PROFIT FOR THE PERIOD	20,295	12,318	10,896	6,074	
Diluted EPS (£)	0.17	0.20	0.14	0.10	
Adjusted diluted EPS (£)	0.37	0.25	0.20	0.12	



# RECONCILIATION OF NET CASH FROM OPERATING ACTIVITIES TO FREE CASH FLOW

Six Months End	led December 31	1 Three Months Ended December 31	
2018	2017	2018	2017
£'000	£'000	£'000	£,000
11,665	12,428	9,614	8,578
1,784	_	1,679	_
(3,939)	(2,767)	(2,045)	(1,137)
9,510	9,661	9,248	7,441



# **SUPPLEMENTARY INFORMATION**

# SHARE-BASED COMPENSATION EXPENSE

	Six Months Ended December 31		Six Months Ended December 31 Three Months Ended 31		
	2018	2017	2018	2017	
Direct cost of sales	1,939	482	1,191	237	
Selling, general and administrative expenses	3,071	238	1,934	117	
Total	5,010	720	3,125	354	

# **EMPLOYEES, TOP 10 CUSTOMERS and REVENUE SPLIT**

	Six Months End	Six Months Ended December 31		s Ended December 31 Three Months Ended Dece		nded December 31
	2018	2017	2018	2017		
Closing number of total employees	5,389	4,580	5,389	4,580		
Average operational employees	4,726	3,621	4,845	3,684		
Top 10 customers %	38%	45%	38%	45%		
Number of clients with > £1m of revenue (rolling 12 months)	60	42	60	42		
Geographic split of revenue %						
North America	27%	15%	27%	15%		
Europe	28%	37%	28%	37%		
UK	45%	48%	45%	48%		
Industry vertical split of revenue %						
Payments and Financial Services	53%	61%	53%	62%		
TMT	27%	27%	27%	26%		
Other	20%	12%	20%	12%		



# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME – TRANSLATED **INTO US\$**

	Six Months Ended December 31		Three Mont Decemb	
	2018	2017	2018	2017
	US\$'0001	US\$'000 <sup>2</sup>	US\$'0003	US\$'0004
REVENUE	179,004	128,609	92,429	66,395
Cost of sales				
Direct cost of sales	(107,502)	(79,533)	(54,901)	(41,028)
Allocated cost of sales	(9,459)	(7,972)	(4,808)	(4,114)
Total cost of sales	(116,961)	(87,505)	(59,709)	(45,142)
GROSS PROFIT	62,043	41,104	32,720	21,253
Selling, general and administrative expenses	(40,149)	(23,799)	(21,031)	(13,053)
OPERATING PROFIT	21,894	17,305	11,689	8,200
Net Finance (expense) / income	(6,293)	(870)	426	(203)
PROFIT BEFORE TAX	15,601	16,435	12,115	7,997
Tax on profit on ordinary activities	(3,346)	(3,437)	(2,571)	(1,660)
PROFIT FOR THE PERIOD AND PROFIT ATTRIBUTABLE TO OWNERS OF THE PARENT	12,255	12,998	9,544	6,337
Other comprehensive income				
Items that may be reclassified subsequently to profit or loss:				
Exchange differences on translating foreign operations	857	336	1,197	311
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD ATTRIBUTABLE TO OWNERS OF THE PARENT	13,112	13,334	10,741	6,648
EARNINGS PER SHARE:				
Weighted average number of shares outstanding	48,859,382	45,100,165	49,454,195	45,100,165
Weighted average number of shares outstanding - Diluted	54,454,333	49,436,677	54,892,513	49,596,219
Basic EPS	0.25	0.29	0.19	0.14
Diluted EPS	0.23	0.26	0.17	0.13

<sup>&</sup>lt;sup>1</sup>Translated solely for convenience into US dollars at the rate of £1.00=1.2948 <sup>2</sup>Translated solely for convenience into US dollars at the rate of £1.00=1.3185 <sup>3</sup>Translated solely for convenience into US dollars at the rate of £1.00=\$1.2867. <sup>4</sup>Translated solely for convenience into US dollars at the rate of £1.00=\$1.3276.



# DISCLAIMER

This presentation includes forward-looking statements. All statements contained in this presentation other than statements of historical facts, including statements regarding our future results of operations and financial position, our business strategy and plans and our objectives for future operations, are forward-looking statements. The words "anticipate," believe," "continue," "estimate," "expect," "intend," "may," "will" and similar expressions are intended to identify forward-looking statements. Such forward-looking statements include, but are not limited to, the statements regarding our projected financial performance for our third fiscal quarter and full-fiscal year 2019. Forward-looking statements involve known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from the results anticipated by these forward-looking statements, including, but not limited to: our ability to sustain our revenue growth rate in the future; our ability to retain existing clients and attract new clients, including our ability to increase revenue from existing clients and diversify our revenue concentration; our ability to attract and retain highly-skilled IT professionals at cost-effective rates; our ability to penetrate new industry verticals and geographies and grow our revenue in current industry verticals and geographies; our ability to maintain favorable pricing and utilization rates; our ability to excessfully integrate acquired businesses and personnel; the effects of increased competitions as well as innovations by new and existing competitors in our market; the size of our addressable market and market trends; our ability to adapt to technological change and innovate solutions for our clients; our plans for growth and future operations, including our ability to maintain favorable performance, including our ability to maintain favorable performance, including our exposure to foreign currency exchange rate fluctuations; and our expectations of future operating results

Except as required by law, we assume no duty to update any of these forward-looking statements after the date of this presentation to conform these statements to actual results or revised expectations, except as required by law. You should, therefore, not rely on these forward-looking statements as representing our views as of any date subsequent to the date of this presentation. Moreover, except as required by law, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements contained in this presentation.

This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither we nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

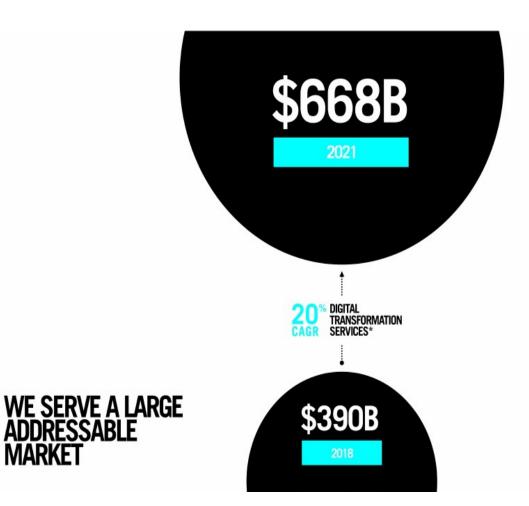
This presentation includes non-IFRS financial measures which have certain limitations and should not be considered in isolation, or as alternatives to or substitutes for, financial measures determined in accordance with IFRS. The non-IFRS measures as defined by us may not be comparable to similar non-IFRS measures presented by other companies. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by these or other unusual or non-recurring items. See the IFRS to Non-IFRS Reconciliation section for a reconciliation of these non-IFRS financial measures to the most directly comparable IFRS financial measures.

# DELIVER RAPID EVOLUTION BY COMBINING NEXT-GEN TECHNOLOGIES WITH DEEP INDUSTRY EXPERTISE DEATION TO PRODUCTION CAPABILITIES, DISTRIBUTED AGILE AT SCALE, DOMAIN EXPERTISE AND NEAR-SHORE DELIVERY



CONSULTANTS & AGENCIES

TRADITIONAL IT SERVICES



\* WORLDWIDE SEMIANNUAL DIGITAL TRANSFORMATION SPENDING GUIDE IDC NOVEMBER 2017





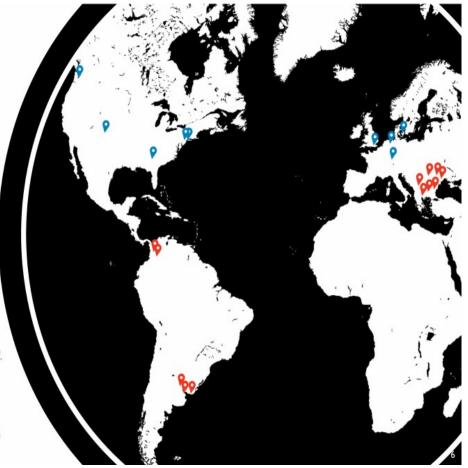
DENMARK, GERMANY, NETHERLANDS, UNITED KINGDOM, UNITED STATES

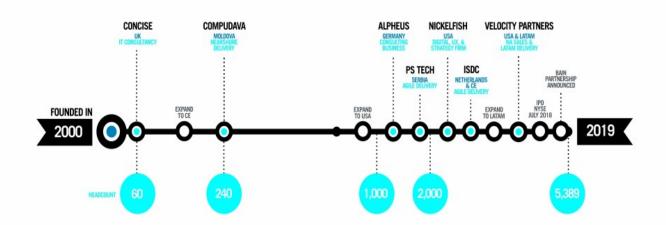


EUROPEAN UNION: ROMANIA, BULGARIA; CENTRAL EUROPEAN COUNTRIES: MACEDONIA, MOLDOVA AND SERBIA; LATIN AMERICA: ARGENTINA, COLOMBIA, URUGUAY AND VENEZUELA



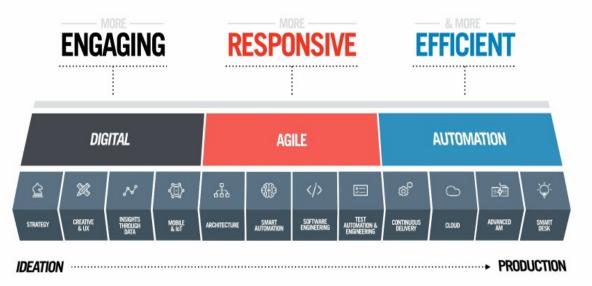
Employee Geography	FY16	FY17	FY18	Q2FY18	Q2FY19
Western Europe	237	233	232	233	238
EU Countries	1.572	2.314	2.578	2,504	2,904
Non-EU Countries	928	1,073	1,279	1.159	1,453
Latin America	-	68	665	616	731
North America	58	56	65	68	63
	2 705	3 744	4.810	4 580	5 380

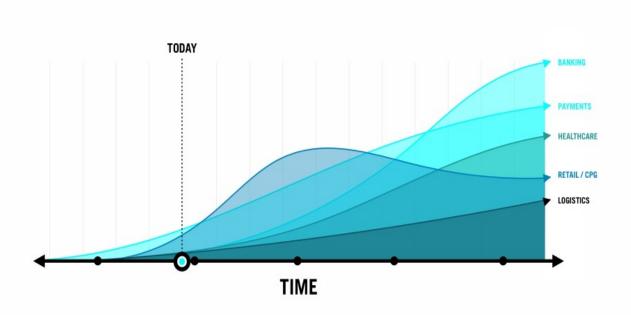




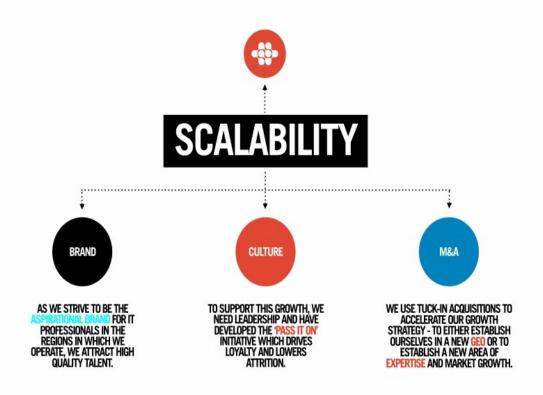
HISTORY OF ENDAVA

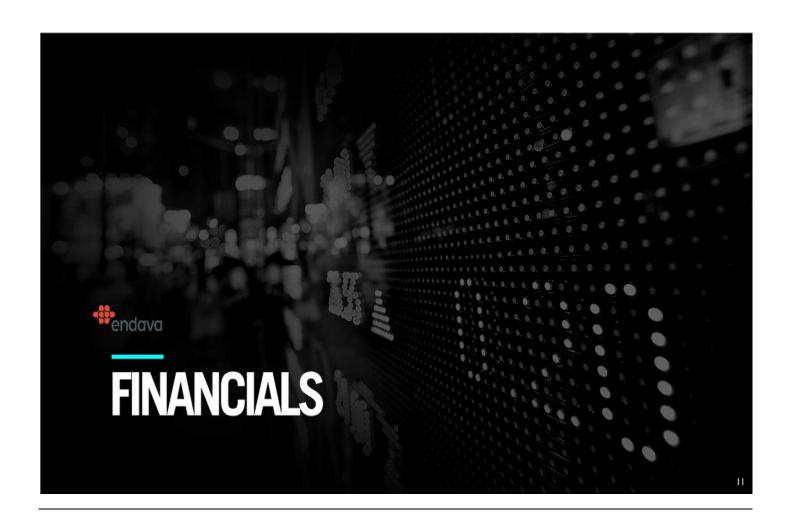
# **WE MAKE OUR CLIENTS**





TECHNOLOGY DISRUPTION WAVES & CONVERGENCE





# FINANCIAL HIGHLIGHTS

MASTER SERVICE AGREEMENTS WITH CLIENTS

PRIMARILY T&M BASED PRICING

LONG-TERM CLIENT RELATIONSHIPS

STRONG REVENUE GROWTH

**HEALTHY MARGINS** 

LOW CAPEX REQUIREMENTS

POSITIVE FREE CASH FLOW



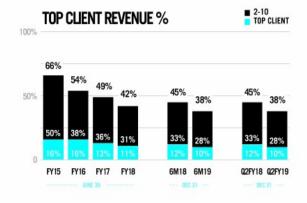
OVER LAST 5 YEARS, **89.1% OF REVENUE** (ON AVERAGE) EACH FISCAL YEAR WAS GENERATED FROM CLIENTS IN THE PREVIOUS YEAR.

\* SEE PAGE 20 FOR RECONCILIATION OF IFRS TO NON-IFRS METRICS STRONG REVENUE GROWTH



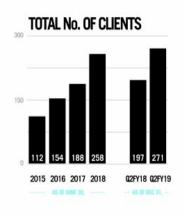


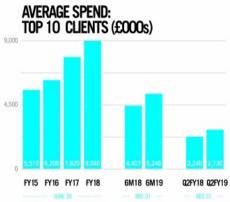
\* SEE PAGE 20 FOR RECONCILIATION OF IFRS TO NON-IFRS METRICS ROBUST PROFITABILITY

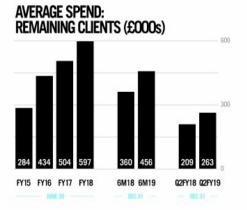




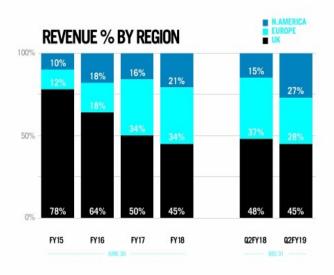
DEEP CLIENT RELATIONSHIPS

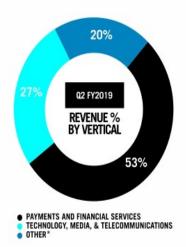






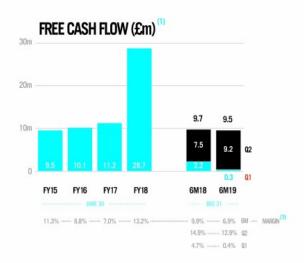
INCREASING NUMBER & SPEND OF CLIENTS





OTHER INCLUDES CONSUMER PRODUCTS, HEALTHCARE, LOGISTICS AND RETAIL VERTICAL DIVERSE REVENUE BASE: GEOGRAPHY & INDUSTRY VERTICALS





(1) SEE PAGE 20 FOR RECONCILIATION OF IFRS TO NON-IFRS METRICS

LOW CAPEX & POSITIVE FCF





	YEAR ENDED JUNE 30,		SIX MONTHS ENDED DECEMBER 31		THREE MONTHS ENDED DECEMBER 31			
4	2015	2016	2017	2018	2017	2018	2017	2018
Reconciliation of Revenue Growth at Constant Currency to Revenue Growth								
as Reported under IFRS								
Revenue Growth as Reported under IFRS	31.6%	37.2%	38.1%	36.5%	32.9%	41.7%	28.5%	43.6%
Foreign exchange rates impact	1.0%	(0.6%)	(9.6%)	0.7%	(1.2%)	(0.6%)	0.5%	(1.2%)
Revenue Growth at Constant Currency		36.6%	28.5%	37.2%	31.7%	41.1%	29.0%	42.4%
Reconciliation of Adjusted Profit Before Tax and Adjusted Profit for the								
Period								
£ in 000s								
Profit before Tax	£15.206	£20,831	£21,700	£24,650	£12,465	£12,049	£6,023	£9,415
Adjustments:					6675666			200
Share based compensation expense	180	768	854	1.505	720	5,010	354	3,125
Amortization of acquired intangible assets	_	1.165	1.715	2.653	960	1.752	479	873
Foreign currency exchange (gains) losses, net	754	(4)	967	17	481	(1.141)	44	(436
Initial public offering expenses incurred	-	-	_	4.643	685	1.055		79
Sarbanes-Oxley compliance readiness expenses incurred	_	_	_	_	_	698	_	504
Fair value movement of contingent consideration						5.805		8555
Total Adjustments	£934	£1.929	£3,536	£8.818	£2,846	£13.179	£1,481	£4,145
Adjusted Profit Before Tax	£16,140	£22,760	£25,236	£33.468	£15,311	£25,228	£7,504	£13,560
Margin % (Adjusted Profit Before Tax as a percentage of Revenue)	19.2%	19.7%	15.8%	15.4%	15.7%	18.2%	15.0%	18.9%
Profit for the Period	£13,547	£16,706	£16,832	£18,975	£9,858	£9,465	£4,773	£7,417
Adjustments:								
Adjustments to profit before tax	934	1,929	3,536	8.818	2,846	13,179	1,481	4,145
Tax impact of adjustments	(203)	(217)	(586)	(976)	(386)	(2,349)	(180)	(666)
Adjusted Profit for the Period	£14,278	£18,418	£19,792	£26,817	£12,318	£20,295	£6,074	£10,896
Reconciliation of Net Cash from Operating Activities to Free Cash Flow	220000000000	10-0-0-0	2000 00000000	020 m/ 16490.v/3	9540-070-0847	5,650,000	6-00000-0000	95555
Net Cash from Operating Activities	£11,107	£10,897	£14,740	£33,984	£12,428	£11,665	£8,578	£9,614
Adjustments:								
Grant received	468	1,948	2,924	147		1,784	**	1,679
Net purchase of non-current assets (tangible and intangible)	(2,083)	(2,730)	(6,478)	(5,404)	(2,767)	(3,939)	(1,137)	(2,045
Free Cash Flow	£9,492	£10,115	£11,186	£28,727	£9,661	£9,510	£7,441	£9,248
Margin % (Free Cash Flow as a percentage of Revenue)	11.3%	8.8%	7.0%	13.2%	9.9%	6.9%	14.9%	12.99

IFRS TO NON-IFRS RECONCILIATION

