

Blackbird plc
(the “Company”)

Audited results for the year ended 31 December 2024

Blackbird plc (AIM: BIRD), the technology licensor, developer and seller of market-leading cloud native video editing platform, Blackbird, and developer of the online collaborative video editing and content creation platform, **elevate.io**, announces its audited results for the year ended 31 December 2024.

Ian McDonough, CEO of Blackbird, commented:

“2024 was a year of great progress for elevate.io which went on general release at the end of March 2024. Subsequently we have added features and functionality at pace and continue to do so. In September 2024 we began our first marketing campaigns which gave us valuable customer acquisition and usage insights. In January 2025 we brought Nick Lisher onboard as a consultant to strengthen our marketing team ahead of the payment gateway launch. Nick is a performance marketer with a track record of delivering exceptional revenue growth at previous SaaS companies. His experience will be invaluable as we look to scale elevate.io. On 11 February 2025 we introduced the first payment tier, Creator, on elevate.io. For a company that has in recent years been entirely focused on B2B white glove sales, going direct to customer is a significant undertaking. The paid Creator tier was seamlessly launched.

“Whilst its early days and we have little data to analyze, we are encouraged by the early growth of Creator. At the time of writing, 20 days in, the number of paying subscribers stands at circa 100. We have launched payments ahead of key features like vertical video editing in order to learn and optimize the search engine marketing algorithm. We will ramp up more significant marketing initiatives on additional platforms to our target customer base of creator and corporate video editors as features drop. It is worth noting that since the launch of vertical video our Weekly Active users doubled to 1,337 for the week ended 2 March 2025. The Board are excited about the prospects for elevate.io.

“The structural changes that we made to our business has led to improved financial performance, with the Blackbird division delivering a positive EBITDA of c.£0.5 million in 2024. Blackbird continues to be used at the pinnacle of Sports and News video creation. During 2024, our platform was used at a number of major global sporting events, including at the summer games where the platform was used on 75 concurrent feeds, granting remote access to our full suite of tools to global broadcasters. In News, we extended our partnership with the global financial news organization by a further three years and, through our partnership with Blox Digital, Blackbird continues to provide fast-turnaround content for 72 local US news stations. In an important election year, through our deal with the US Department of State, the US Secretary of State’s press conferences were edited and pushed at speed to social media through our platform.

“I am incredibly excited about 2025 and growing elevate.io’s user base and revenue. The size of the addressable market is significant and I look forward to working with our talented team to realise the value in our proven and patented technology.”

Operational highlights (post year end)

- **elevate.io’s** first payment tier, Creator, was launched successfully on 11 February 2025, ahead of management’s original plan, to gather further data and insights ahead of stepping up marketing activity
- At 3rd March 2025, **elevate.io** had circa 100 paid subscribers. Features continue to be added to the platform, such as vertical video on 25 February 2025, which will help drive further take up. This more than doubled the weekly active users in the week ending 2 March 2025 to 1,337[^] compared to the prior week. Monthly active users also doubled to 2,223[^] in February 2025 compared to the prior month. The Board are encouraged by these early signs. We are now enhancing our market initiatives to convert free users and drive further paid subscriptions and look forward to giving shareholders a further update on **elevate.io** take up at the AGM
- Nick Lisher joined **elevate.io** as a consultant from the start of 2025, alongside his Non-Executive role, to assist with executing against our go to market strategy and to drive early paying customer growth
- Multi-year renewal signed with CBS19, a Charlottesville-based local TV station
- £960k* revenue secured for 2025, at end of February 2025, which is down 18% year on year (2024 comparative at end of February 2024: £1,169k). The fall was primarily driven by the one-off winter and summer games deal in the order book in prior year

- Contracted but unrecognised revenue of £1,318k* at end of February 2025. Of this, £338k* is to be recognised in 2025, a further £690k* in 2026, with the remainder in 2027
- Selected to join Innovate UK's Global Business Innovation Programme which includes a fully-funded trip to attend the South by Southwest Conference in Austin, Texas in March 2025

*Unaudited and subject to exchange rate fluctuations

^Figures are based on users whose accounts are at least one week old

Operational highlights (during the year)

- **elevate.io** went on general release in March 2024 in accordance with the previously announced time frame
- **elevate.io** is being continually enhanced via a rapid deployment method and during the period multiple features were added, including more transformations, transitions, text, team structure, editing controls and further general performance improvements
- Placing announced on 29 February 2024:
 - raised approximately £1.05 million before expenses
 - brought onboard some engaged High Net Worth individuals who showed an interest in investing directly in our technology
 - proceeds used to bolster our investment in and grow **elevate.io**
- Board changes to reflect the skillsets required to execute our **elevate.io** strategy
 - Anne de Kerckhove joined the Board on 6 March 2024 as Senior Independent Non-Executive Director and Audit Chair and became Chair of the Board following the Annual General Meeting held on 18 June 2024. Anne is an experienced Board member and executive with a background in technology, innovation and digital. Anne currently chairs the Board of Eagle Eye Solutions Group and is a Senior Independent Director and Chair of the Nominations and ESG committees of evoke plc
 - Youri Hazanov joined the Board on 15 August 2024 as a Non-Executive Director. Youri is an experienced international Creator Economy executive with a track record of growing businesses and a background in technology, partnerships and marketing. Youri is currently General Manager and Chief Partnerships Officer and member of the executive team at JellySmack and previously led partnerships, business & strategy at YouTube in EMEA, CEE, Russia, Israel and the Middle East
 - Nick Lisher joined the Board on 16 September 2024 as a Non-Executive Director. Nick is a growth marketer who has driven performance marketing, community building, digital marketing, and innovative brand development at a number of ecommerce companies including Flo Health, Nextdoor and Depop
 - Andrew Bentley stepped down from the Board and from the Chair at the Annual General Meeting held on 18 June 2024. The Board would like to thank Andrew for all his contributions over his tenure
- Blackbird deployed at the 2024 summer games through an OEM partner with up to 75 live concurrent feeds being used for fast turnaround content for global broadcasters
- Successful renewals on Blackbird with:
 - Global financial news organisation for a further three years
 - FIFA for an additional 25 months
 - US Department of State, CBS Sports, Televisa Univision, Arsenal
- Deal signed with CBS19, a Charlottesville-based local TV station, for collaborative and scalable video editing and publishing for its broadcast and digital workflow
- New deal, through an OEM partner, with a South Korean TV station for fast turnaround of sports content to their OTT platform

Financial highlights

- In line with previous guidance, the structural changes made to the Blackbird division led to that division making a positive Adjusted EBITDA (pre LTIP and share option costs) of £492k in 2024 (2023: £365k Adjusted EBITDA loss pre LTIP and share option cost) and a net profit of £22k (2023: £966k loss)
- Placing and management subscription raised c. £1.05 million (net of expenses) to bring onboard some engaged high net worth investors and assist with **elevate.io's** growth
- Revenues of £1,608k for the 12 months to 31 December 2024, down 17% year-on-year (12 months to 31 December 2023: £1,937k) with the main reasons being the loss of the A+E Network deal in 2023 and some smaller customer churn

- Contracted but unrecognised revenue of £1,831k up 3% year-on-year (as at 31 December 2023: £1,770k):
 - £891k of this balance is to be recognised in 2025 (as at 31 December 2023: £1,151k to be recognised in 2024)
 - £678k in 2026 (as at 31 December 2023: £325k to be recognised in 2025)
 - £262k in 2027 (as at 31 December 2023: £294k to be recognised in 2026)
- Operating costs during the year to 31 December 2024 were £3,604k compared to £4,114k in 2023. Operating costs pre-capitalisation and LTIP provision decreased to £5,300k from £5,744k due to tight cost control and a restructuring of the Blackbird business. Capitalisation costs were higher than prior year at £1,696k (2023: £1,631k) with increased investment on the **elevate.io** platform in 2024 compared to prior year
- Total adjusted EBITDA loss (pre LTIP and share option costs), decreased to a loss of £2,137k (2023: a loss of £2,301k). This was due to lower revenues partially more than offset by lower operating costs
- The net loss for the year was £2,347k compared to a net loss of £2,493k in 2023 due to a lower Adjusted EBITDA loss pre LTIP provision and lower amortisation and depreciation charges partially offset by lower net financial income and a lower tax credit
- Net cash outflow, ignoring proceeds from share issues and transfers into short-term deposits, decreased to £3,748k (12 months to 31 December 2023: £3,786k) as improved performance in the Blackbird division offset higher costs on developing **elevate.io**
- At 31 December 2024 the Company had cash and short-term deposits of £3,770k (2023: £6,468k) and no debt.

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Blackbird plc

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About Blackbird plc

Blackbird plc operates in the fast-growing SaaS, Media and Entertainment and content creation markets. Blackbird plc's patented technology allows for frame accurate navigation, playback, viewing and editing in the cloud and it has two products. Blackbird@ a market leading suite of cloud-native computing applications, is used by rights holders, broadcasters, sports and news video specialists, live events and content owners, post production houses, other mass market digital video channels and corporations.

elevate.io is the company's new online collaborative content creation platform currently in general release. elevate.io is built using Blackbird's core technology and is aimed at professional teams and the fast growing Creator Economy. Blackbird plc also licences its core video technology, under its 'Powered by Blackbird' licensing model, enabling video companies to accelerate their path to true cloud business models.

www.blackbird.video

www.linkedin.com/company/blackbird-cloud

www.twitter.com/blackbirdcloud

www.facebook.com/blackbirdplc

www.youtube.com/c/blackbirdcloud

www.elevate.io

Chair's statement

I am delighted to have joined Blackbird's board in March 2024 and subsequently taken over the Chair from Andrew Bentley in August 2024. The Company has had award-winning patented scalable technology for the professional broadcast market for media and entertainment for many years. We are delighted to have powered the coverage of key sporting and news events during 2024.

Our underlying technology is now allowing us to disrupt the much larger market of collaborative video editing for the Creator Economy. We have all witnessed in the last five years the proliferation of video content and the shift from traditional media produced content to independent creators globally across all walks of society. Athletes, designers, professional sports teams, artists, influencers, chefs, musicians have all taken video to reach and engage with their fanbase and drive revenue. The quality of video content has substantially increased in the last two years with creators focusing on longer-form content. Direct to Consumer brands now also leverage video as the main tool to drive sales and consumer engagement. Small businesses use video to engage with prospects every day. Large corporates also leverage video as their main employee engagement tool as well as brand engagement. This growing market offers a massive opportunity to introduce new faster, simpler, collaborative tools to create and edit video.

elevate.io, our online collaborative video editor is the perfect tool for this new Creator Economy as it is accessible to all and allows creators to produce videos much faster with teams that can be dispersed across the world. **elevate.io** was released in Q1 2024 and new functionality has been added continuously to the platform. With very limited marketing spend, we have reached users in multiple verticals within the Creator Economy. We are now focusing on deploying our payment gateway and converting our consumers to enhanced paid packages.

Governance

Over the last year we have made changes to the composition and skill mix of the board to better reflect the requirements of our focus on the Creator Economy, on product-led growth and on SaaS Go to market. To this end, we were delighted to welcome two new non-executive board members, Yuri Hazanov and Nick Lisher. Yuri Hazanov, a highly experienced executive in technology and in the video space, brings a wealth of expertise in developing and scaling international businesses, with a proven track record of revenue growth and extensive knowledge and skill in partnerships across both B2C and B2B sectors. During a career spanning over two decades, Nick Lisher has demonstrated the power of marketing to connect consumers, build engaged communities and drive growth across various industries, from music and fashion to technology, education and health.

Regarding governance policies, we continue to adopt the guidance from the Quoted Companies Alliance (the QCA code). Our updated policy statement is available to view on our website at www.blackbird.video/aim-rule-26-information/.

On behalf of the board, we thank you for your continued support and we look forward to sharing the growth in deployment of **elevate.io** globally whilst also retaining our key broadcast clients.

Anne de Kerckhove
Chair

Chief Executive Officer's statement

2024 marked a year of significant progress for **elevate.io**, which officially launched in March 2024. Since then, we've rapidly added features and functionality, continuously enhancing the platform. In September 2024, we initiated our first marketing campaigns, yielding valuable insights into customer acquisition and usage. To strengthen our marketing efforts ahead of the payment gateway launch, we engaged **Nick Lisher** in January 2025 as a consultant. With his proven track record of driving exceptional growth at SaaS companies, Nick's expertise will be instrumental in scaling elevate.io.

When first embarking upon the **elevate.io** project, I was reminded many times of the words of large satellite and cable operators in my old world of media who would tell us media owners how difficult it was to build a direct to customer payment gateway. The world of SaaS has improved this situation but it is not a small undertaking then to build a global multi-currency gateway in a company that has been focussed on B2B white glove sales for so long. On February 11 2025, we very proudly successfully introduced the first payment tier, **Creator**, without any significant hitch, and we now have paying customers from around the world. The gateway itself has elements of innovation where fractional transparent payments are aimed at building trust with customers.

Whilst its early days and we have little data to analyze, we are encouraged by the early growth. At the time of writing, 20 days in, the number of subscribers stands at circa 100. We launched payments ahead of key features like vertical video editing in order to learn and optimize the search engine marketing algorithm. We will ramp up bigger marketing initiatives on additional platforms to our target customer base of creator and corporate video editors as features drop. It is worth noting that since the launch of vertical video our Weekly Active users doubled to 1,337 for the week ending 2 March 2025. The Board are excited about the prospects for elevate.io.

elevate.io is meticulously crafted to democratise professional video tools and make them available online and through a browser. **elevate.io** aims to deliver a user-friendly collaborative solution for both the **Creator Economy** and **corporate video sectors**. These markets are global in scope, encompassing long-form and short-form content creation for internal and external communications.

The Creator Economy

The Creator Economy's scale and growth are widely recognised. According to Goldman Sachs, the market was valued at \$250 billion in 2023, with projections to reach \$600 billion by 2030 (The Mediator). Video content is central to this ecosystem:

- **73% of teens** watch YouTube daily, and **53%** are active on TikTok;
- more adults in the U.S. consume news from social media than traditional TV or mainstream media; and
- half of Americans aged 18–35 regularly use at least five social media platforms, all heavily reliant on video.

These statistics highlight the ever-growing demand for video content across platforms, underscoring **elevate.io's** potential to support creators in meeting these needs.

Corporate Video

In the corporate world, video is increasingly recognized as a critical communication tool:

- **93%** of internal communicators believe video is essential for employee engagement (Ragan Communications and NASDAQ OMX Corporate Solutions).
- employees are **75% more likely** to watch a video than read documents or emails (Forrester Research); and
- despite this, only **31% of organizations** effectively use video for corporate communications from leadership, even though **80% of employees** prefer it (Brightcove).

elevate.io addresses this gap by offering scalable, accessible video creation tools, making it easier for companies to meet employee preferences.

Despite the competitive noise in the online video sector, elevate.io has a **core competitive advantage**—our proprietary codec and **vidlib technologies**. These innovations enable the seamless editing of videos of any length directly in a browser, a

capability unmatched in the market. The upcoming launch of **Blackbird 10** will further enhance quality and performance, solidifying our technological lead.

The **elevate.io** of today is V1 only. Much of the market opportunity and hard work in product and development lies ahead of us. We have identified customers and jobs to be done with elevate today that will provide significant revenue opportunities and traction. However, as we add features and functionality, which we are doing continuously, this will enable us to be able to perform additional jobs and the potential to serve further customers.

Upcoming features include:

- **Viral/Collaborative:** Comments for review and approve, view only mode
- **Editing features:** audio waveforms, speed adjustments, key frame animation presets
- **Templates** for branding and graphics
- **AI and automation tools**, such as speech-to-text and text-to-speech, to streamline workflows.

We've maintained a disciplined approach to our cost base, leading to further internal restructuring in 2024. These changes improved the financial performance of our **Blackbird media and entertainment division**, which delivered a **positive Adjusted EBITDA pre LTIP and share option costs of approximately £0.5 million** in 2024.

Blackbird continues to excel at the forefront of sports and news video creation:

- used in major global sporting events, including the Summer Games, with **75 concurrent feeds** enabling remote access for broadcasters;
- extended our partnership with a leading global financial news organization for an additional three years;
- supported U.S. local news stations through our partnership with **Blox Digital**, ensuring fast turnaround for content creation; and
- enabled the U.S. Secretary of State's press conferences to be edited and published to social media with speed and efficiency.

I am incredibly excited about 2025 and the opportunities to grow **elevate.io's** user base and revenue. The size of the addressable market is immense, and I look forward to working with our talented team to unlock the value of our proven and patented technology.

Ian McDonough
Chief Executive Officer

Financial review

Revenue

In the year ended 31 December 2024, the Company recorded revenues of £1,608k (2023: £1,937k), which represented a decrease of 17% year on year. The majority of the fall relates to the loss of the A+E Networks deal, along with churn from some smaller deals partially offset from non-recurring revenue from the 2024 summer games

Operating costs

Operating costs during the year to 31 December 2024 decreased to £3,604k compared to £4,114k in the corresponding period in 2023 due to cost savings from restructuring the Blackbird division. Operating costs pre-capitalisation and LTIP provision decreased to £5,300k from £5,744k. Capitalisation costs of £1,696k (2023: £1,631k) increased compared to prior year with a higher amount of work on developing the elevate.io platform.

Performance measures

The Company has identified certain metrics such as i) Adjusted EBITDA pre LTIP provision and share option costs and ii) cash burn excluding proceeds from share issues and transfers into short-term deposits, which whilst they are non-GAAP metrics, assist in the understanding of business performance. These alternative performance measurements may not be directly comparable with other companies' measures and are not intended to be a substitute for any International Accounting Standards performance measures. The Company believes that Adjusted EBITDA pre LTIP provision and share option costs is the best measure to reflect core operational performance and that cash burn, excluding proceeds from share issues and transfers into short-term deposits, provides the best measure of the cash being utilised by the business until it can be self-generating.

Adjusted EBITDA pre LTIP provision and share option costs

The Adjusted EBITDA pre LTIP provision and share option costs loss decreased to a loss of £2,137k (2023: a loss of £2,301k). This was due to lower operating costs partially offset by lower revenues as explained above.

Net loss

The net loss for the year was £2,347k compared to a net loss of £2,493k in 2023 due to an improved Adjusted EBITDA loss pre LTIP provision and share option costs as explained above, and a lower depreciation charge (caused by having to capitalise and depreciate the previous office lease due to its length under IFRS16, as opposed to expensing the current shorter office lease to the Income statement) partially offset by lower net financial income and a lower tax credit.

Cash burn excluding proceeds from share issues and transfers into short-term deposits

During the year the Company's cash burn, excluding proceeds from share issues and transfers into short-term deposits, decreased to £3,748k from £3,786k in 2023, primarily as a result of improved performance from the Blackbird division partially offset from additional costs incurred on developing the elevate.io platform.

The Company ended the year with a balance sheet including £3,770k of cash and short-term deposits (31 December 2023: £6,468k) and no debt.

Outlook

The Company started 2025 with a contracted but unrecognised revenue balance of £1,831k (2023: £1,770k) for the Blackbird division up 3% on prior year. The main reasons were the renewals of the global financial news organisation and FIFA deals partially offset from one year less of the technology licensing minimum guarantee and no balance at the end of 2024 similar to the 2024 summer games order which was included at 31 December 2023. In 2024 the Blackbird division made a positive EBITDA for the first time and we are forecasting that this will continue in 2025.

Post **elevate.io's** beta launch in March 2024 features and functionality are being continuously added. In November 2024 the number of elevate.io users exceeded 40,000 and since then the user numbers have continued to grow. The payment gateway was successfully launched on 11 February 2025. This will give us more valuable data and insights ahead of a bigger marketing initiative to our target customer base of creator and corporate video editors once further features drop. At 3rd March 2025, **elevate.io** had circa 100 paid subscribers. Features continue to be added to the platform, such as vertical video on 25 February 2025, which will help drive further take up. This more than doubled the weekly active users in the week ending 2 March 2025 to 1,337 compared to the prior week. Monthly active users also doubled to 2,223 in February 2025 compared to the prior month. We are now enhancing our market initiatives to convert free users and drive further paid subscriptions and look forward to giving shareholders a further update on elevate.io take up at the AGM. The Board is encouraged by the speed of recent **elevate.io** development, the early positive feedback and excited about its growth prospects.

Stephen White
Chief Operating and Financial Officer

Income statement and statement of comprehensive income for the year ended 31 December 2024

	2024 £	2023 £
CONTINUING OPERATIONS		
Revenue	1,607,673	1,937,481
Cost of Sales	(141,973)	(124,918)
GROSS PROFIT	1,465,700	1,812,563
Other Income	2,000	-
Operating costs excluding LTIP provision and share option costs	(3,604,239)	(4,113,851)
ADJUSTED EARNINGS BEFORE INTEREST, TAXATION, DEPRECIATION, AMORTISATION, EMPLOYEE SHARE OPTION COSTS AND LTIP PROVISION (ADJUSTED EBITDA Pre LTIP and Share Option Costs)	(2,136,539)	(2,301,288)
Employee share option costs	(47,044)	(41,309)
LOSS BEFORE INTEREST, TAXATION, DEPRECIATION, AMORTISATION (EBITDA)	(2,183,583)	(2,342,597)
Depreciation	(82,498)	(168,111)
Amortisation	(411,585)	(416,691)
	(494,083)	(584,802)
OPERATING LOSS	(2,677,666)	(2,927,399)
Net Finance income	259,928	325,409
LOSS BEFORE INCOME TAX	(2,417,738)	(2,601,990)
Income tax	70,887	108,704
LOSS FOR THE YEAR	(2,346,851)	(2,493,286)
Other comprehensive income	-	-
TOTAL COMPREHENSIVE LOSS FOR THE YEAR	(2,346,851)	(2,493,286)
Earnings per share expressed in pence per share: Basic – continuing and total operations	(0.61p)	(0.68p)

Statement of financial position as at 31 December 2024

	2024	2023
	£	£
ASSETS		
NON-CURRENT ASSETS		
Intangible assets	3,831,607	2,547,305
Property, plant and equipment	17,655	78,192
	<hr/> 3,849,262	<hr/> 2,625,497
CURRENT ASSETS		
Trade and other receivables	732,375	699,829
Current tax assets	70,887	108,704
Short-term investments	607,376	2,489,009
Cash and bank balances	3,162,581	3,979,265
	<hr/> 4,573,219	<hr/> 7,276,807
TOTAL ASSETS	<hr/> <hr/> 8,442,481	<hr/> <hr/> 9,902,304
EQUITY AND LIABILITIES		
CAPITAL AND RESERVES		
Issued share capital	3,096,618	2,947,284
Share premium	34,980,224	34,079,856
Capital contribution reserve	125,000	125,000
Retained earnings	(30,656,558)	(28,356,751)
TOTAL EQUITY	<hr/> 7,545,284	<hr/> 8,795,389
CURRENT LIABILITIES		
Trade and other payables	877,197	1,106,915
TOTAL LIABILITIES	<hr/> 877,197	<hr/> 1,106,915
TOTAL EQUITY AND LIABILITIES	<hr/> <hr/> 8,422,481	<hr/> <hr/> 9,902,304

Statement of changes in equity for the year ended 31 December 2024

	Issued share capital £	Retained earnings £	Share premium £	Capital contribution reserve £	Total equity £
Balance at 1 January 2023	2,941,044	(25,904,774)	34,038,746	125,000	11,200,016
Changes in equity					
Issue of share capital	6,240	-	41,110	-	47,350
Share based payment	-	41,309	-	-	41,309
Total comprehensive loss for the year	-	(2,493,286)	-	-	(2,493,286)
Balance at 31 December 2023	2,947,284	(28,356,751)	34,079,856	125,000	8,795,389
Changes in equity					
Issue of share capital	149,334	-	900,368	-	1,049,702
Share issue expenses	-	-	-	-	-
Share based payment	-	47,044	-	-	47,044
Total comprehensive loss for the year	-	(2,346,851)	-	-	(2,346,851)
Balance at 31 December 2024	3,096,618	(30,656,558)	34,980,224	125,000	7,545,284

Statement of cash flows for the year ended 31 December 2024

	Notes	2024 £	2023 £
Cash flows from operating activities			
Cash used in operations	A	(2,513,577)	(2,157,629)
Interest paid on lease liabilities		(70)	(3,185)
Tax received		108,704	94,178
Net cash from operating activities		(2,404,943)	(2,066,636)
Cash flows from investing activities			
Payments for intangible fixed assets		(1,695,887)	(1,706,141)
Payments for property, plant and equipment		(20,719)	(44,096)
Transfer from short-term investments		1,881,633	1,877,333
Interest received		402,825	236,634
Net cash from investing activities		567,852	363,730
Cash flows from financing activities			
Share issues (net of expenses)		1,049,702	47,350
Payment of lease liabilities		(29,295)	(97,529)
Net cash from financing activities		1,020,407	(50,179)
Decrease in cash and cash equivalents		(816,684)	(1,753,085)
Cash and cash equivalents at beginning of year		3,979,265	5,732,350
Cash and cash equivalents at end of year		3,162,581	3,979,265

A. **Reconciliation of loss before income tax to cash used in operations**

	2024 £	2023 £
Loss before income tax	(2,417,738)	(2,601,990)
Depreciation	82,498	168,111
Amortisation charges	411,585	416,691
Finance income	(259,928)	(325,409)
Earnings before interest, taxation, depreciation and amortisation	(2,183,583)	(2,342,597)
Adjustment for Employee share option costs	47,044	41,309
Movements in working capital:		
Decrease in trade and other receivables	5,272	165,300
(Decrease) in trade and other payables	(382,310)	(21,641)
Cash used in operations	(2,513,577)	(2,157,629)