

Introduction

Blancco is the industry standard in data erasure and mobile device diagnostics.

Blancco data erasure solutions provide thousands of organisations with the tools they need to add an additional layer of security to their endpoint security policies through secure erasure of IT assets. All erasures are verified and certified through a tamper-proof audit trail.



Our Culture

Our vision is to enable companies to responsibly manage their data by erasing concerns for organisations worldwide.

READ MORE ON OUR CULTURE ON PAGES 30 TO 41



Our Environmental Impact

Blancco was one of the first companies to be awarded the London Stock Exchange's new Green Economy Mark accreditation. This certification is given to companies which generate between 50% and 100% of total annual revenues from products and services that contribute to the Green Economy.

READ MORE ON OUR ENVIRONMENTAL IMPACT ON PAGES 37 TO 41

Blancco is proud to be awarded the London Stock Exchange Green Economy Mark.



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Highlights

Financial

Revenue

£33.4m +9%

2019: £30.5m



Adjusted Operating Cash Flow

£7.3m

2019*: £9.1m



Group Operating (Loss)/Profit (£0.0m)

2019: £0.1m



Group Adjusted Operating Profit

£4.0m +14%

2019: £3.5m



Net Cash

£6.7m

2019: £0.1m



Earnings per share (pence)

£0.04p

2019*: (1.01p)



* 2019 results were restated following the implementation of IFRS16 "Leases". See note 1.2 to the financial statements for details.

Operational

- Full integration of Inhance Technology with additional mobile diagnostics capability driving new business generation, particularly in the mobile phone insurance sector
- Achieved "Advanced Technology Partner" status with Amazon Web Services ("AWS") in December 2019 and launched services on the AWS marketplace in June 2020
- Secured a key distribution partnership with Deloitte India
- Master Services Agreement secured with Aon to open new revenue stream in mobile insurance
- Continuing investment in R&D: protected IP position strengthened further with nine new patents filed in the period, entirely relating to the mobile product
- One of the first companies to be awarded the London Stock Exchange Green Economy Mark accreditation in recognition of over 50 per cent revenue generation from contribution to the sustainable economy