



LONG-LAMB | BUSINESS PERFORMANCE

# Strong performance. Clear next-stage upside.

A concise summary of sales, profitability, momentum and growth drivers  
January 2025 - June 2026

**£15.65m**

Revenue

**62.5%**

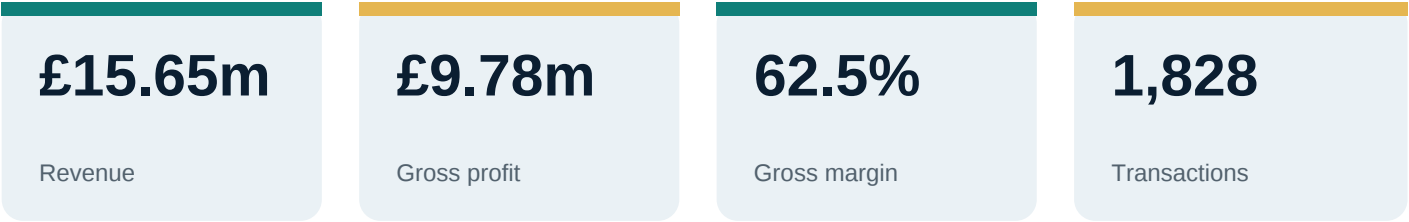
Gross margin

**4.24 / 5**

Customer satisfaction

# Scale and profitability reinforce each other

Overall results



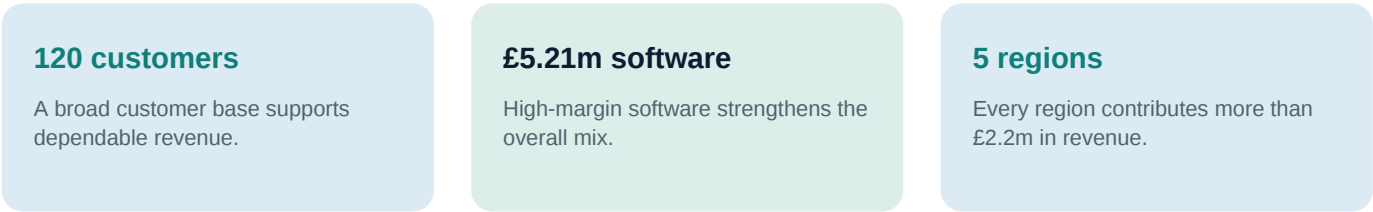
## The headline

Long-Lamb generated more than £15.6m in revenue and converted £9.8m into gross profit. A 62.5% gross margin shows that growth is not coming at the expense of value creation.

## Commercial breadth

The results span 120 customers, 12 products and four sales channels. The top 10 customers account for only 31.2% of revenue, limiting concentration risk.

## What is driving the result



## Why this matters

- Healthy economics

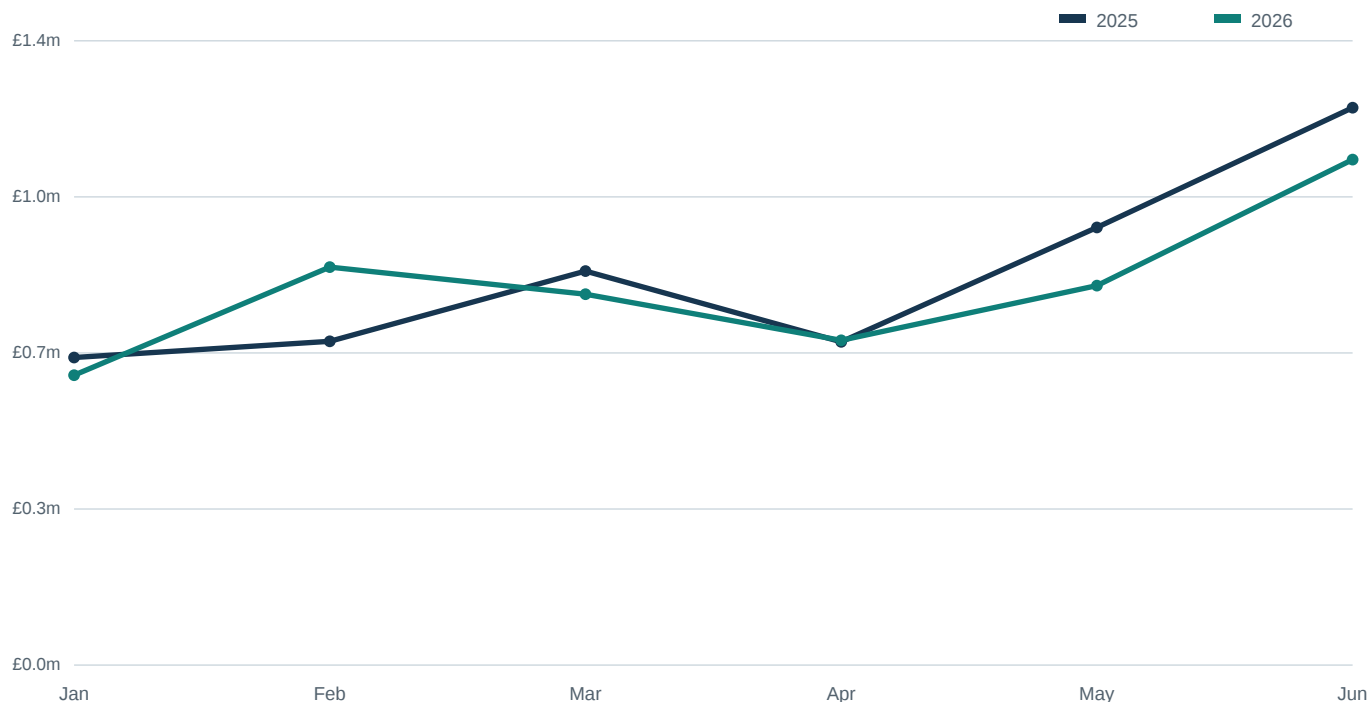
£0.63 of gross profit for every £1 of revenue.
- Strong relationships

Customer satisfaction averages 4.24 out of 5.
- Room to expand

The average transaction is £8,562 across a broad base.

# June signals renewed acceleration

H1 2025 vs H1 2026

**+33.2%**

June vs May

**£1.11m**

Best month of 2026

**+1.2%**

H1 customer satisfaction

## Balanced interpretation

H1 2026 revenue is 3.2% below H1 2025, with transaction volume unchanged. The latest month is more encouraging: June revenue rose 33.2% from May and reached £1.11m. Customer satisfaction also improved from 4.21 to 4.26.



# Broad markets, profitable products, repeatable talent

## Regional performance



## Three strengths to build on

**Portfolio**

Software margin is 79.9%; services contribute £7.58m revenue.

**Channels**

Direct generates 48.3% of revenue; Partner delivers a 64.4% margin.

**People**

Mr Declan Todd leads with £1.07m and 127% target attainment.



**Next priorities**

- Protect the gross margin.
- Scale software and partners.
- Replicate the top sales playbook.