## **Company fact sheet**

## **F**RWS

### Our business at a glance

RWS is a unique, world-leading provider of technologyenabled language, content and intellectual property services. Founded in 1958, RWS is headquartered in the UK and publicly listed on AIM.

**£47bn**Market size

£350.3m

H1 revenue

£45.6m

H1 adjusted profit before tax

8,000+ clients globally

**47 AI-related patents** 

2.85 billion words

translated by our Language eXperience Delivery platform **+36**NPS

7,814

65+ offices in 33 countries

Our in-house and network of language specialists are located across 189 countries

Financial figures, NPS and FTE, relate to period ending 31 March 2024. All other data relates to FY23.

### Examples of what we do

Our combination of AI-enabled technology and human expertise helps our clients to grow by ensuring they are understood anywhere, in any language



Localization of marketing and point of sale content for global product launches



Delivering next-generation content to any device and language



Translation of websites, apps and device interfaces across any language



Support for global clinical trials for drug development



Sourcing, annotating and validating training data for AI applications



Translation, filing and management of IP for any type of patent filer



Translations for insights in cross-border legal cases



Highly technical translation and publication for mission-critical industries

#### What makes us unique - the RWS Growth Model

# Building long-term client relationships. We work with:

80% of world's top 100 brands

Almost all of the top pharma companies, investment banks, law firms, and patent filers globally

Key global technology players

# Deepening our cultural and linguistic

548 language pairs supported

35,000+ in-house & freelance linguists

Nurturing future industry talent

Developing long-tail languages

## Deploying our unique technology and AI

Language Weaver pioneering AI-based machine translation

Trados – leading cloudoriented translation management and productivity solutions

Tridion, Propylon, Fonto and Contenta – content management solutions

#### Developing our portfolio

Experience in acquiring and integrating acquisitions – large (SDL, Moravia & LUZ) and small (Fonto & Propylon)

Launching new propositions to meet evolving client needs – data training services (TrainAI), Evolve, HAI, eLearning

## Leveraging our global scale and reach

Language eXperience Delivery - production platform

24/7 service via AI-driven technologies and human expertise

Transition to efficient shared services

#### What drives demand for our services















Continued innovation

Changing globalization market

#### **Our values**

## **Unlocking global** understanding



We partner



We pioneer



We progress



We deliver

### How are we organized

### **OPERATING DIVISION**

#### LANGUAGE **SERVICES**

- multiple verticals
- Data training, elearning, video localization and interpreting services
- development

#### INTELLECTUAL **PROPERTY SERVICES**

- Patent translation, filing and renewals
- Search, retrieval and monitoring services
- Highly specialized technical translations

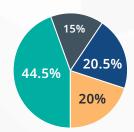
#### **REGULATED INDUSTRIES**

- Highly specialized technical translations
- Linguistic Validation support for clinical trials

#### LANGUAGE & CONTENT **TECHNOLOGY**

- Linguistic AI neural machine translation
- Language technology - translation management and productivity
- Content technology



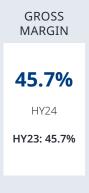


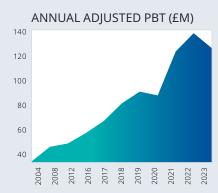
**PRODUCTION PLATFORM** 

## Language **eXperience** Delivery

#### Consistently strong financial performance and value creation







**BASIC EPS** 9.1p HY24 HY23: 10.6p

**ADJUSTED** 

**CASH CONVERSION 30%** HY24 HY23: 85%

#### Continued progress on our sustainability journey



#### **OUR ENVIRONMENT**



#### **OUR PEOPLE**



**OUR COMMUNITIES** 



### Carbon emissions

## **Science-Based Targets**

54.6%

Scope 1 & 2

Reduction by FY33

61.1% Scope 3

Reduction by FY33





#### **Gender diversity**

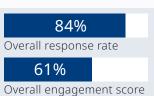
**Female** Male

Managers 46% 54%

Non-managers

55% 45%

2023 engagement survey



# **RWS Foundation**



Partnership with **CLEAR Global** 

**RWS Campus** 



Technology and internship programme with >700 universities

### **RWS Board**



**Female** 

33%

66%

Disclosure in line with

Male

**SASB TCFD** 

