

22 January 2026

Ingenta plc
("Ingenta" or the "Company")

Trading Update

Ingenta plc (AIM: ING), a leading provider of software and services to the publishing and media industries, provides the following trading update for the year ended 31 December 2025 ("FY25").

The Group expects to report revenues for FY25 of £10.3m (2024: £10.2m), with adjusted EBITDA ahead of market expectations at £1.6m (2024: £1.8m). The Group continues to report strong cash generation with positive inflows during FY25 of £1.0m (2024: £0.9m), providing closing cash balances at 31 December 2025 of £4.7m (2024: £3.6m). The Group has no debt.

The Group's strategy in 2025 focused on investing in its sales and marketing activities to build a larger and longer-term pipeline of new business. The revitalisation of Group marketing is well underway with a new director in post which has substantially increased the quality and effectiveness of our outreach campaigns. The hiring of industry specific sales positions to drive new business wins has been slower than anticipated, as we continue to search for ideal candidates with the relevant specialist skills. However, in the interim, the existing teams are working on a number of sales opportunities and partnerships which are gaining traction.

Looking to 2026, the Group's high level of recurring revenues provides a substantial underpinning to its likely performance. Building on this base, the Board is confident that new business activities will bear fruit as the year progresses, and achieving growth in profitability from the 2025 level will to some extent be dependent on the speed with which new customers can be onboarded. The Group expects to announce FY25 results in April 2026 and will provide a more detailed outlook on 2026 at that time.

The Board intends to recommend a final dividend for the year of 2.75 pence per share, increasing the full year payment by 10% to a total of 4.5 pence (2024: 4.1 pence). Further details will be announced in due course regarding record and payment dates for the dividend.

Scott Winner, CEO of Ingenta, commented:

"The results posted here are an encouraging sign of the operational efficiency of the business and why the investment in sales should help accelerate growth and profitability in future years. Revenue growth in the year has been achieved mainly from the existing customer base although I am pleased to report another Edify customer has successfully gone live adding further depth to our recurring revenue base.

Looking forward, the existing teams are actively working on sales proposals which will be submitted in the first quarter of 2026 which we hope to report on in due course."

Certain information contained in this announcement would have been deemed inside information as stipulated under the UK version of the EU Market Abuse Regulation (2014/596) which is part of UK law by virtue of the European Union (Withdrawal) Act 2018, as amended and supplemented from time to time, until the release of this announcement.

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