

Investor Presentation 2020 Interim Results

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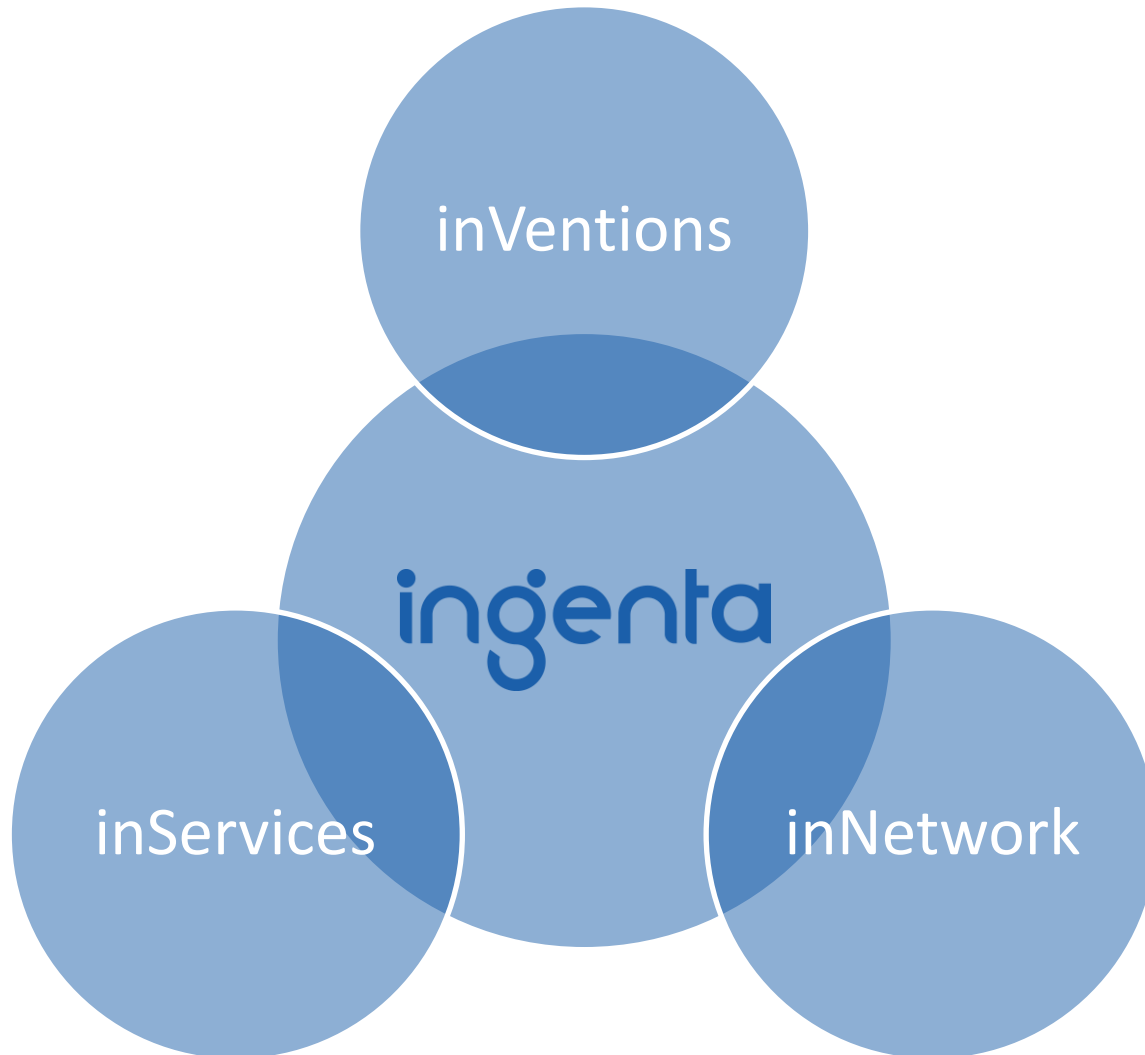
1. Mission Statement
2. Overview
3. Products and Services Offerings
4. Market Expansion Opportunities
5. Positioned for Growth

Mission Statement

Ingenta's mission is to increase share-holder value by providing media-agnostic business solutions to producers, publishers, and distributors through the implementation of our highly configurable software into complex business environments with knowledgeable and engaged staff, and superior service and support.

We value our independent and genuine culture as we focus on solving complicated situations in a way that unlocks our customers and ourselves.

ingenta: Media Management Solutions



inVentions:

- Owned / Created platforms
- Intellectual property

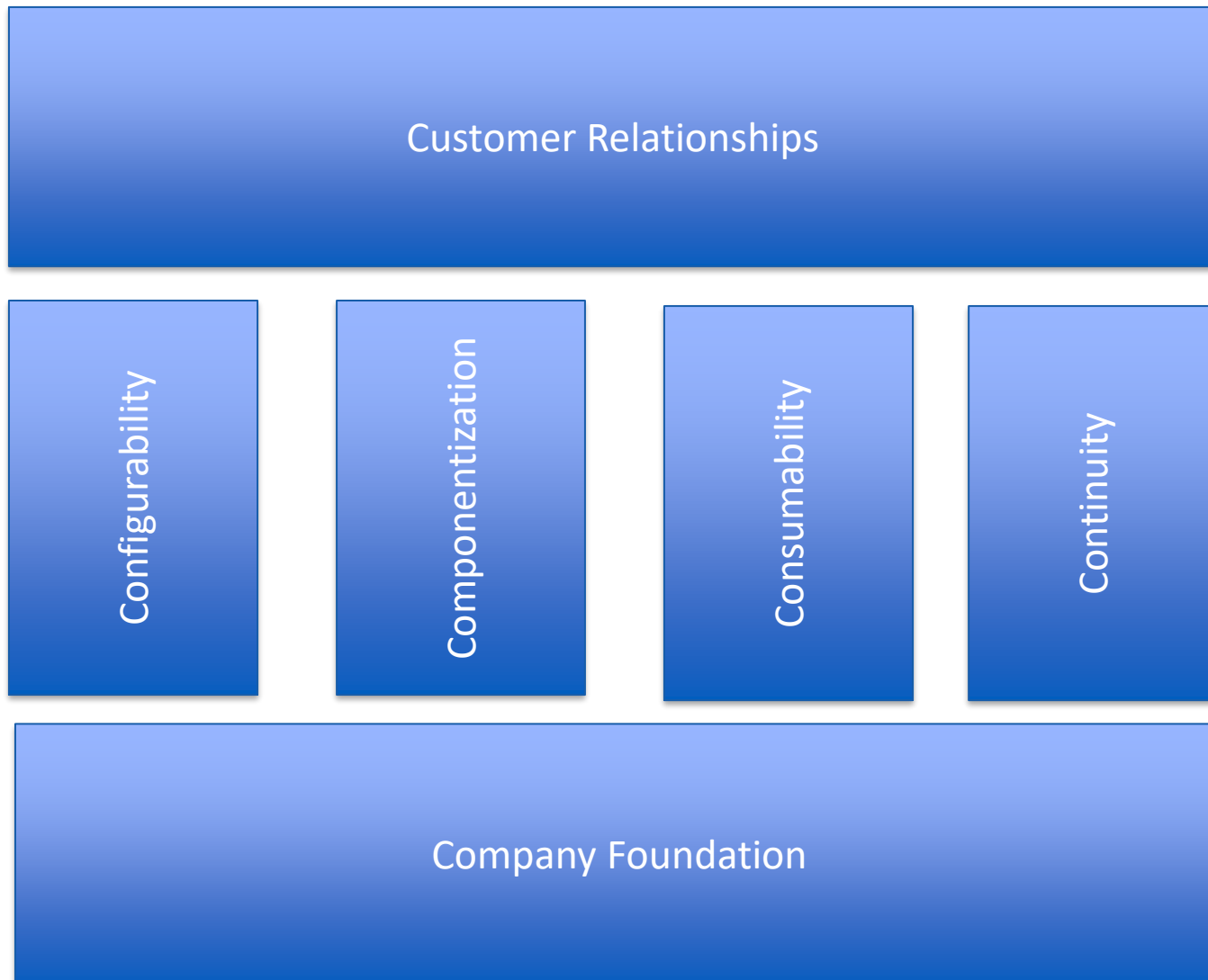
inServices

- Specific services to help customers run / sell their business

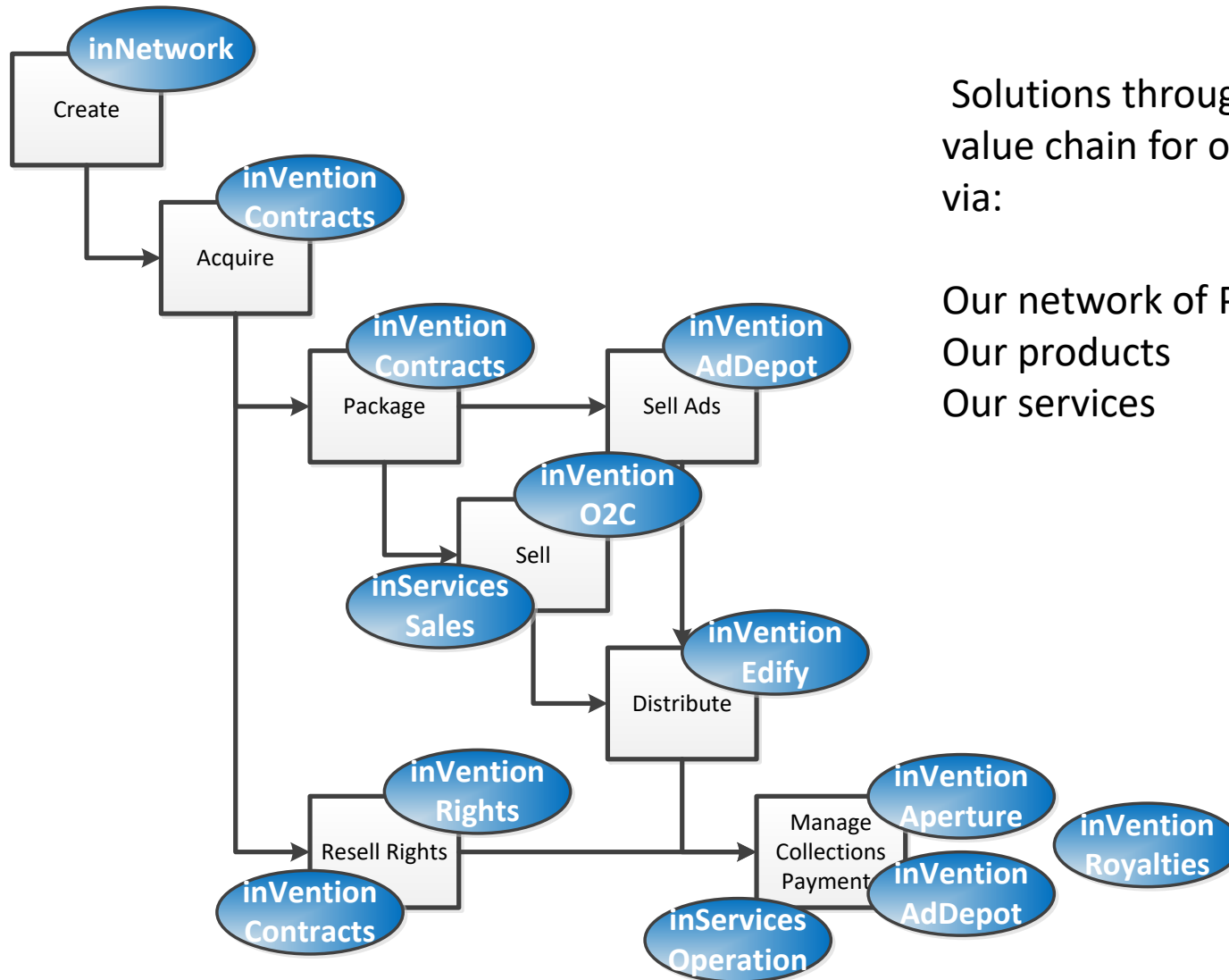
inNetwork

- Partner network including products and service partners

Ingenta Approach



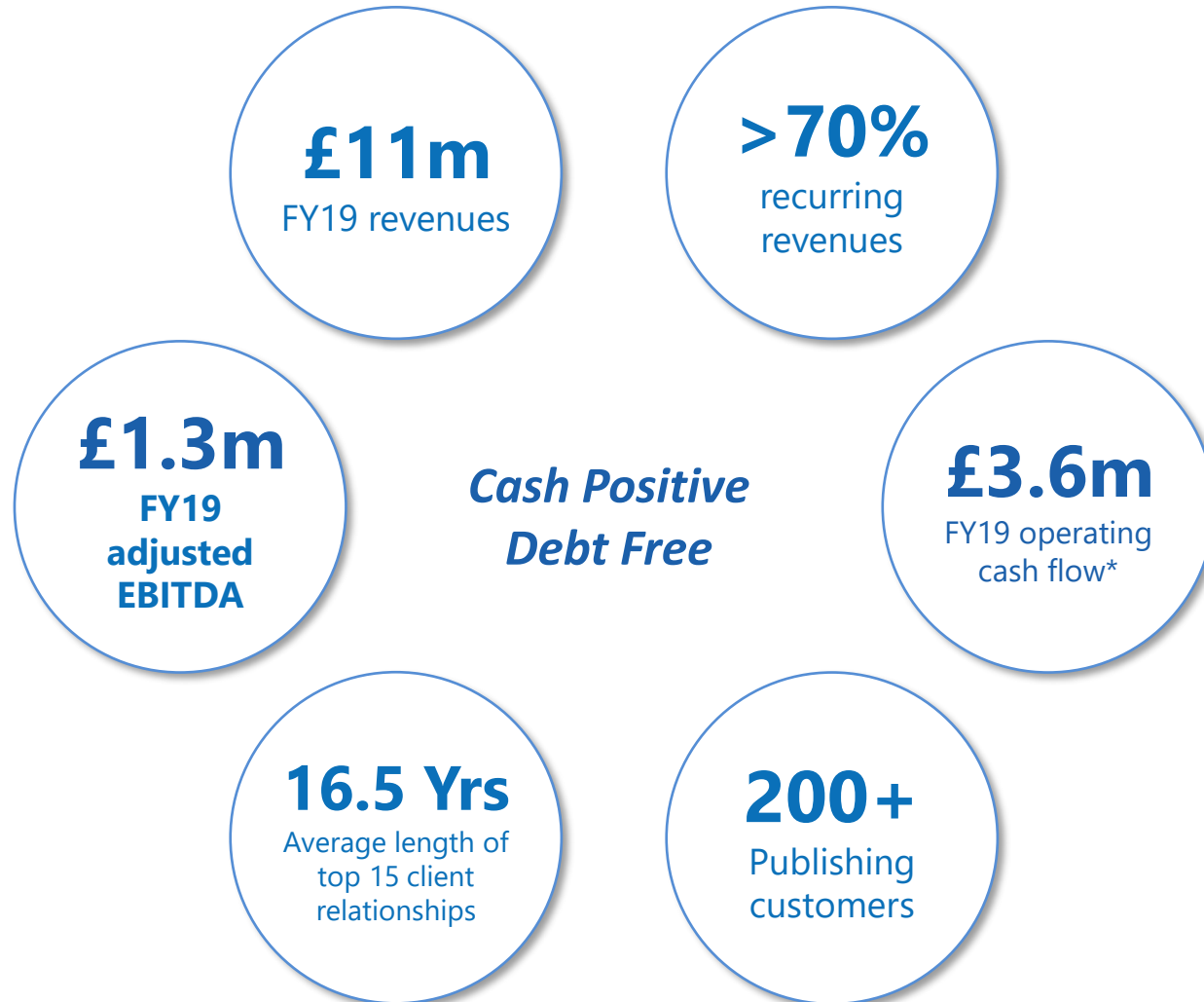
Value Chain Proposition



Solutions throughout the value chain for our customers via:

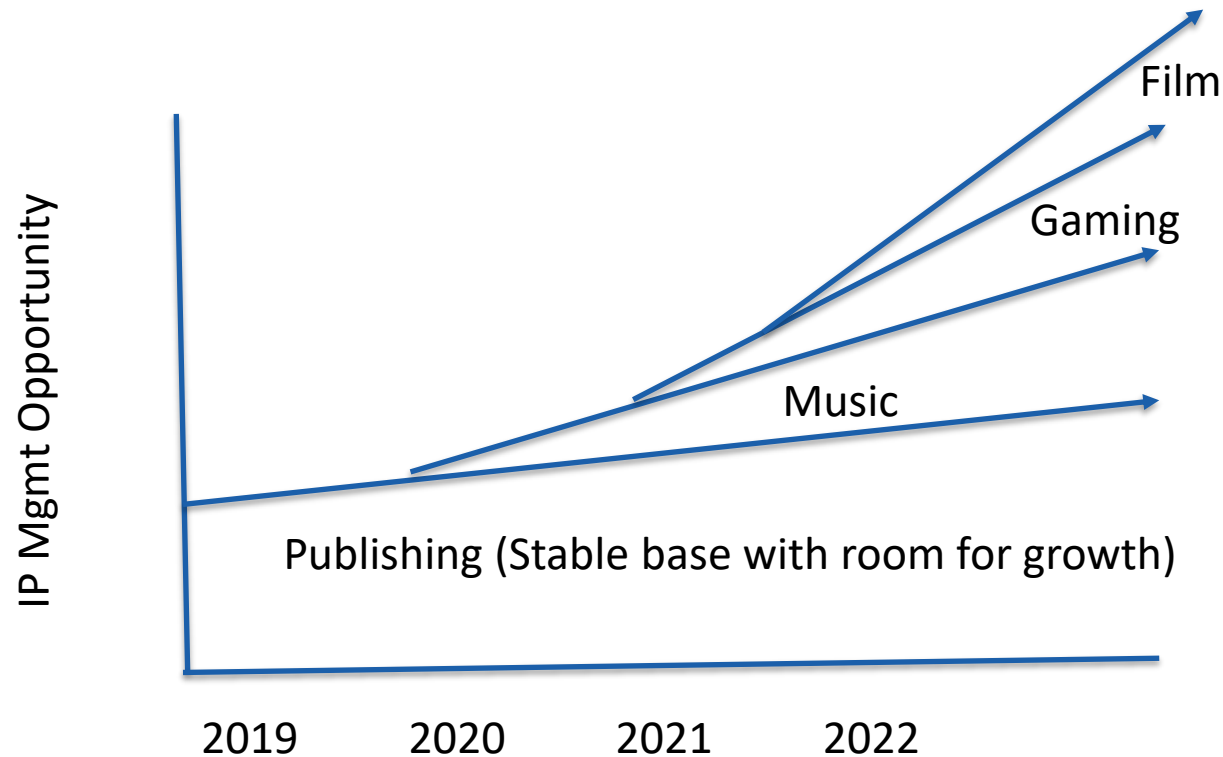
Our network of Partners
Our products
Our services

Key Figures



* before expenditure on R&D, acquisitions, dividends and reorganisation costs

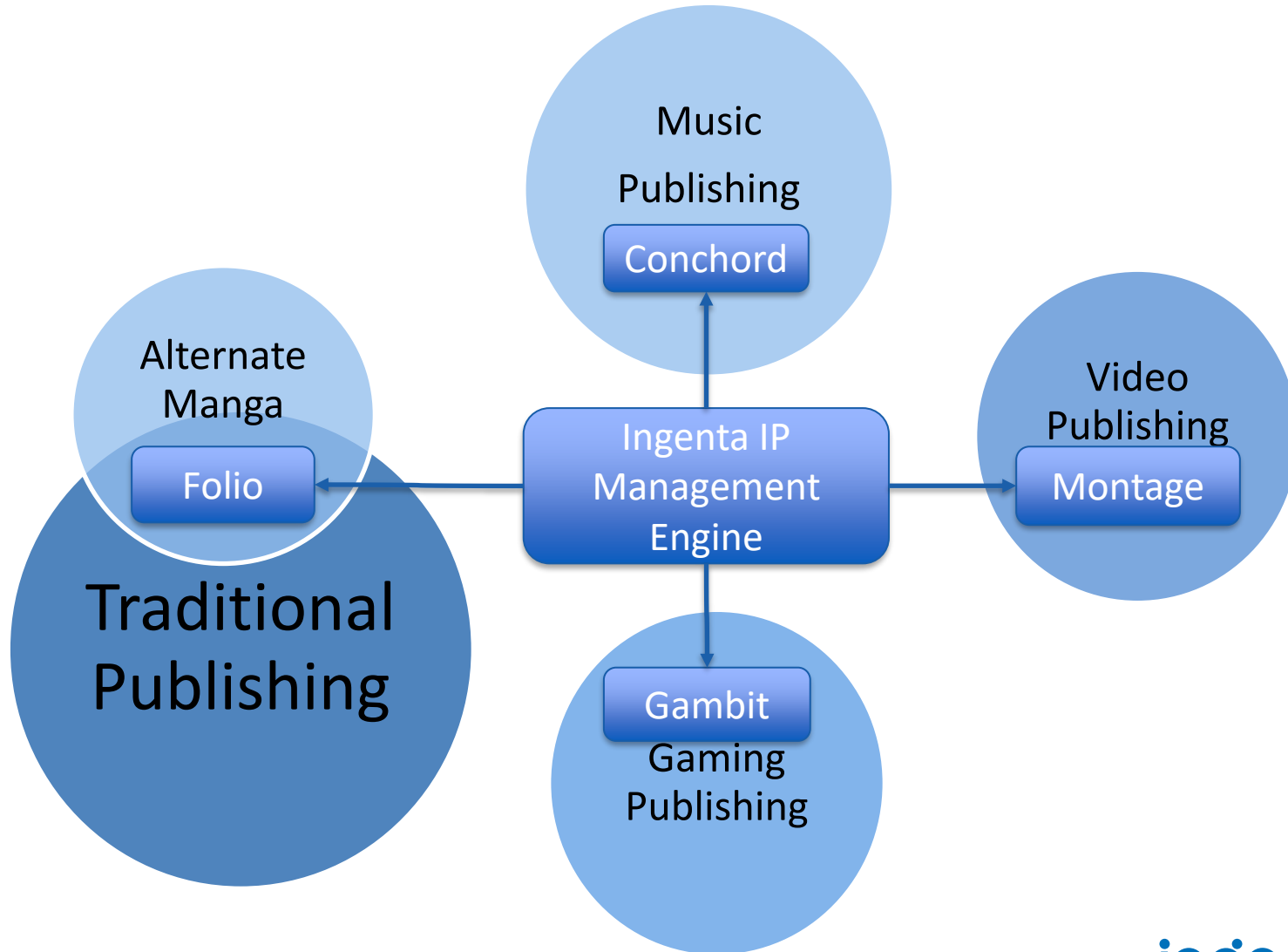
Focus: Addressable Market Expansion



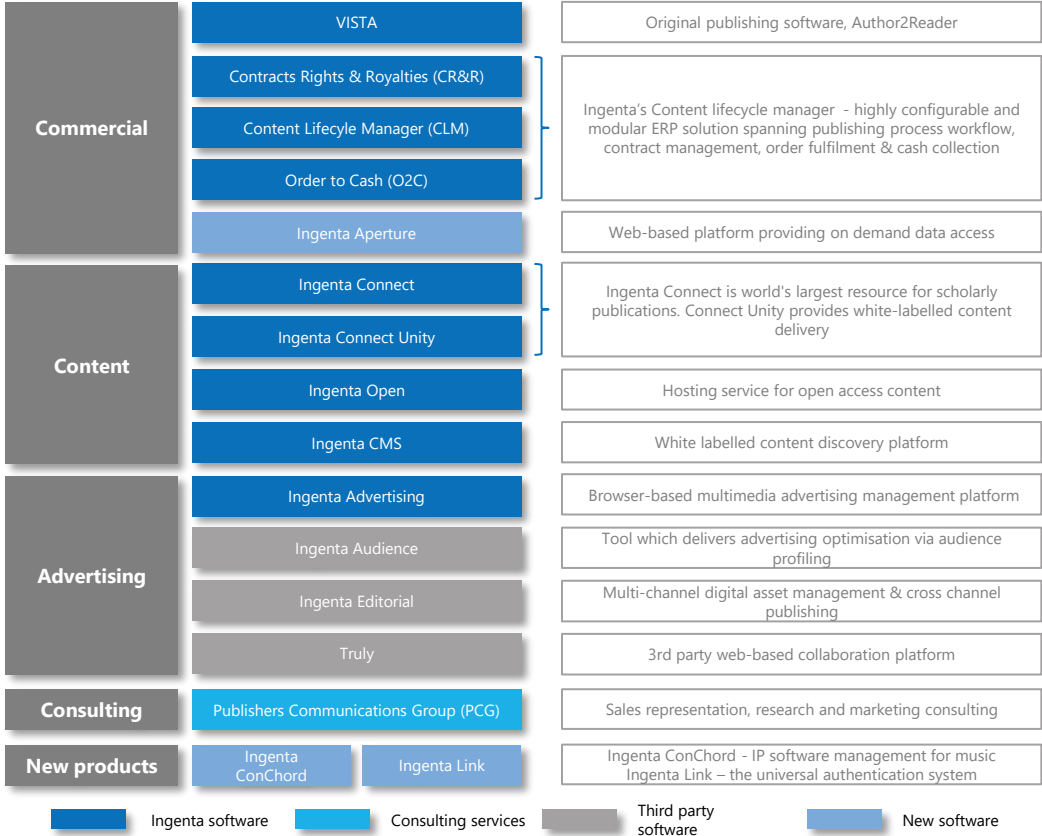
We are leveraging our current stable base to break into adjacent markets greatly expanding overall value and potential

* before expenditure on R&D, acquisitions, dividends and reorganisation costs

Market Expansion Opportunity



Product and Services Offerings



Income Statement

| | 2020 H1 £m | 2019 H1 £m | 2019 £m |
|-----------------------------------|---------------|----------------|----------------|
| Revenue | 5.2 | 5.3 | 10.9 |
| Cost of Sales | (2.9) | (3.2) | (6.2) |
| Sales & Marketing | (0.3) | (0.5) | (0.8) |
| Administration | (1.3) | (1.2) | (2.5) |
| Adjusted EBITDA | 0.6 | 0.3 | 1.3 |
| Restructuring | (0.0) | (0.3) | (0.5) |
| Foreign Exchange | 0.0 | (0.0) | (0.0) |
| Revaluation | 0.0 | 0.0 | 0.0 |
| Underlying EBITDA | 0.6 | (0.0) | 0.8 |
| Depreciation | (0.2) | (0.2) | (2.0) |
| Finance costs | (0.0) | (0.0) | (0.0) |
| Profit / (loss) before tax | 0.4 | (0.2) | (1.3) |
| Taxation | 0.0 | (0.1) | (0.1) |
| Profit / (loss) after tax | 0.4 | (0.3) | (1.3) |
| Profit / (loss) per share | 2.09p | (1.86)p | (7.98)p |

- Revenue focussed towards higher quality time and materials contracts
- Over 75% of revenues are recurring in nature
- Business combination plans have reduced annualised costs by £4m
- Margins improving
- H1 2020 Administration costs include £0.2m of non-recurring items
- Cost run rate currently at £9.5m
- 2019 Depreciation includes £1.8m non-cash impairment charges relating to goodwill
- Research and development costs charged to income statement

Revenue Analysis

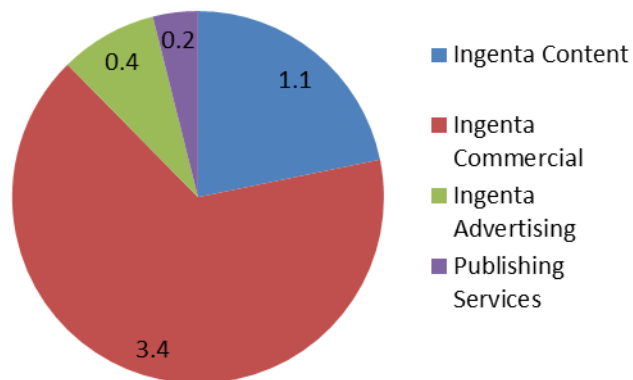
2020 H1 Revenue matrix (£m)

| | Licence | Time based services | Non Recurring |
|---------------------|------------|---------------------|---------------|
| Ingenta Commercial | 0.2 | 0.6 | 0.8 |
| Ingenta Content | - | 0.0 | 0.0 |
| Ingenta Advertising | - | 0.1 | 0.1 |
| Publishing Services | - | 0.0 | 0.0 |
| Total | 0.2 | 0.7 | 0.9 |
| | 4% | 13% | 18% |

| Managed Services | Hosting & Support | Retainer / Revenue Share | Recurring |
|------------------|-------------------|--------------------------|------------|
| 1.1 | 1.5 | - | 2.6 |
| - | 1.0 | 0.1 | 1.1 |
| - | 0.4 | - | 0.4 |
| - | - | 0.2 | 0.2 |
| 1.1 | 2.8 | 0.4 | 4.3 |
| 22% | 54% | 7% | 82% |

| Total | |
|------------|------|
| 3.4 | 66% |
| 1.1 | 22% |
| 0.4 | 8% |
| 0.2 | 4% |
| 5.2 | 100% |
| 100% | |

ACT H1 2020 - £5.2m revenue



- Strong recurring revenues in all divisions
- Multi year renewals typically covering 2 – 5 years
- Commercial Licences offered as SaaS and perpetual
- Content and Advertising licences incorporated into annual hosting and support fees
- Commercial Time-based revenues from implementations and change controls
- Majority of contracted work on T&M basis

Balance Sheet

| | 2020 H1 £m | 2019 H1 £m | 2019 £m |
|-------------------------------------|---------------|---------------|------------|
| Intangible Assets | 2.8 | 4.5 | 2.8 |
| Fixed Assets | 0.5 | 0.5 | 0.5 |
| Non Current Assets | 3.2 | 5.1 | 3.3 |
| Trade Debtors | 1.2 | 1.5 | 2.2 |
| Accrued Income | 0.1 | 0.4 | 0.6 |
| Other Debtors | 0.4 | 0.8 | 0.4 |
| Cash | 3.5 | 1.8 | 2.6 |
| Current Assets | 5.2 | 4.5 | 5.8 |
| Total Assets | 8.4 | 9.6 | 9.1 |
| Share Capital | 1.7 | 1.7 | 1.7 |
| Reserves | 2.2 | 2.9 | 1.8 |
| Equity | 3.9 | 4.6 | 3.5 |
| Trade Creditors | 0.5 | 0.3 | 0.4 |
| Deferred Income | 2.4 | 2.4 | 2.9 |
| Accruals | 0.5 | 0.4 | 0.5 |
| Other Creditors | 1.1 | 1.9 | 1.8 |
| Liabilities | 4.5 | 5.0 | 5.6 |
| Total Equity and Liabilities | 8.4 | 9.6 | 9.1 |

- Intangible assets include goodwill related to acquisitions (£1.8m write down in 2019)
- No capitalised research and development costs
- Annual renewals follow calendar year (deferred income)
- In excess of £20m spent on research and development since 2010
- No borrowings other than leases
- Positive distributable reserves in the parent company of £6.3m
- £20m of tax losses carried forward

Cash Flow Statement

| | 2020 H1 £m | 2019 H1 £m | 2019 £m |
|------------------------------|---------------|---------------|------------|
| Underlying EBITDA | 0.6 | (0.0) | 0.8 |
| Working Capital movements | 0.6 | 1.0 | 0.9 |
| Capital Expenditure | (0.2) | (0.2) | (0.3) |
| Interest Paid | (0.0) | (0.0) | (0.0) |
| R&D tax credit received | 0.0 | 0.0 | 0.3 |
| Dividend paid | 0.0 | (0.3) | (0.3) |
| Cash movement in the period | 0.9 | 0.5 | 1.3 |
| Cash at beginning of period | 2.6 | 1.3 | 1.3 |
| Cash at end of period | 3.5 | 1.8 | 2.6 |

- Cash generative
- Calendar year renewal cycle
- Dividend deferred until H2 2020
- Capital expenditure includes all operating lease payments

Outlook

- Concentrate on core offering (Commercial and Edify)
- Integrate service offerings across all product lines
- Expand recurring revenue model into Commercial products
- Short-term revenue growth trade off for long term success
- Expansion into wider IP and rights management verticals

Positioned for Growth

- Attractive offerings in core markets
- Increased opportunities in new large growing markets
- Minimal investment for product expansions
- Organizationally structured for expansion with approaches for fixed and variable staffing models
- Operating with few fixed assets and largely virtualized global teams



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