

28 November 2016

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

### **Senior Management Appointments**

The Board is pleased to announce that, following an initial review of potential candidates, Jon Sheffield, currently Financial Controller of Ingenta plc, will be appointed as Interim Chief Financial Officer, effective from 1 January 2017. Jon will attend plc Board Meetings and will be responsible for the finalisation and audit of the 2016 results and the budget for 2017 with the support of Alan Moug, Ingenta's current Chief Financial Officer, who as previously announced, will be leaving the business on 31 December. Jon qualified as a chartered accountant in 2001 before joining Ingenta in January 2010.

The Board is also pleased to announce the appointment of Kathryn Layland as Executive Vice President of Business Development, marking the latest phase in the refocusing of the management at Ingenta since the appointment of David Montgomery as Chief Executive Officer just over a year ago. With experience in publishing and in software sales to the publishing industry, Kathryn will lead a newly-formed sales unit responsible for selling Ingenta's product lines into global markets, reflecting the growing focus on appealing to a wider range of content owners.

In particular, there is a growing emphasis on providing our products on a standardised, software-as-a-service basis which reduces project risk, accelerates project completions and provides a higher level of recurring revenue and margins. The success of this strategy is already becoming evident as the last 6 sales this year with total contract value of over £2m have all been for software provided mainly on this basis.

David Montgomery, CEO, commented:

"I am delighted that we have been able to provide an opportunity for a member of our existing finance team to step up to a more senior position. It is also a measure of the growing momentum at Ingenta that we have been able to attract an industry player of the calibre of Kathryn Layland, with over 10 years' experience of selling software to international publishing organisations, to become a member of our senior management team. These appointments mean that, in just over a year, 15 of the 19 senior management positions have been filled through new hires or internal promotions, and we have the right people in the right places as our business continues to make progress."

#### **For further information, please contact:**

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