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Ingenta PLC
25 June 2026

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Ingenta plc

("Ingenta" or the "Company")

AGM Trading Update

Ingenta plc (AIM: ING), a leading provider of software and services to the publishing and media industries, is pleased to provide the following update ahead of its Annual General Meeting ("AGM") to be held at the Company's head office, Suite 2, Whichford House, Parkway Court, John Smith Drive, Oxford, OX4 2JY at 10.30am today.

Highlights

- Over £2m of new business wins since the start of the financial year across all major product lines and markets.
- Encouraging pipeline of further opportunities across core markets.
- Ongoing investment in new product development and AI enabling Ingenta to grow into diverse markets and geographies.

Trading Update

As noted in the Company's full year results announcement in April 2026, Ingenta entered the year with a strong pipeline of new business opportunities.

The Board is pleased to report that since the start of the financial year, the Company has secured a number of new customer contracts across the full range of Ingenta's major products and services, with total contract values exceeding £2m over a three-year period.

These contracts include providing our ConChord IP management software to an influential US record label, a new contract for the deployment of Edify to a leading US university publisher and the provision of our legacy commercial software products to an international trade publishing customer in the Australian market. There are further substantial prospects still in the pipeline, which we expect to close in the second half of the current year.

These wins evidence the attractiveness of both our new and legacy products to a wide range of owners of high value IP content across diverse markets and geographies, underpinning our belief that the management team can deliver accelerating growth in new business.

As a result of this new business momentum, the Company is expecting to deliver increased revenues in 2026 compared with 2025. The management team is continuing with previously announced plans to invest in building our sales and marketing resources, and the additional costs being incurred by the Company will result in EBITDA for the current year being a little lower than in 2025, despite the increased revenues.

Looking beyond the current year, as previously noted, there is ongoing attrition of some longer-term customers currently on our legacy platforms who have been seeking to move to global whole-enterprise software platform providers. Some of the larger customers in this group have requested to move to shorter term contracts, which reduces our visibility over future revenue streams, and introduces a greater risk level to 2027 revenues and beyond. As a result, we are prepared for the new business wins described above to be subject to an offsetting impact from reduction in revenues from these customers in 2027, although some degree of mitigation will be achieved in future years by reducing costs related to the servicing of these customers.

New Product Development and AI

Ingenta has always been focused on mission-critical software, specifically tailored to meet the needs of its clients. This has resulted in long-duration customer relationships as Ingenta is continuously innovating to meet evolving customer requirements. Today, AI is a cornerstone of Ingenta's growth and innovation agenda, designed to deliver measurable value for both the Company and its clients in the coming years.

Key initiatives include AI-driven metadata extraction, automated content summarisation, multilingual search, and advanced content discovery tools, all of which are designed to address the evolving needs of global publishers and content providers. The Company's best-of-breed approach leverages AI innovations from leading technology vendors, ensuring continuous improvement while maintaining the governance and reliability demanded by enterprise clients. Additionally, Ingenta is exploring premium AI services, such as enhanced search and trend-based content collections, as part of its subscription models, creating new monetisation opportunities. This disciplined and pragmatic approach positions Ingenta to capitalise on the transformative potential of AI while preserving the stability and trust that underpin its long-term success.

Scott Winner, Chief Executive Officer, commented:

"We are delighted with the strong start to the year, securing over £2 million in new business across all major product lines and markets, which demonstrates the continued relevance and appeal of our solutions to a diverse range of high-value IP content owners. Our focus on innovation, particularly through the integration of AI into our products and services, positions Ingenta at the forefront of the publishing and media industries.

"Looking ahead, we are confident that our disciplined strategy, combined with an encouraging pipeline of opportunities, will enable us to maintain momentum and deliver value for our shareholders."

Certain of the information contained within this announcement is deemed by the Company to constitute 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.

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Notes to Editors:

Ingenta was founded in 1998 with a vision to provide software which supports the owners of high value content to present and customise their online offering and maximise revenues from that content. Originally targeting the academic publishing market, its offerings have evolved to underpin the online delivery and the management of Intellectual Property rights for content owners as diverse as trade book publishers, international standards organisations, Non-Governmental Organisations, Professional Societies, record labels, gaming companies and film and TV producers. It has also expanded into providing mission-critical business support services to these customers, including management of contracts, rights and royalties, subscription management, order fulfilment and inventory control.

Headquartered in Oxford, UK, with additional offices across North America, Ingenta is now a world-leading provider of specialist business publishing software and services for the global media and publishing industries. Its suite of SaaS-based software offerings provides a pathway for customers to grow from the smallest requirements right up the largest and most complex Ingenta combines the agility to implement new services quickly with the ability to adapt quickly to its clients' evolving needs, built on the depth of experience that comes from decades in the industry. This blend of independence and adaptability underpins Ingenta's highly configurable solutions, helping publishers and content providers thrive in a rapidly evolving digital landscape. For more information visit: https://www.ingenta.com/

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