RNS Number : 6612A
IntelliAM AI PLC
16 April 2026

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IntelliAM AI plc

("IntelliAM" or the "Group")

Trading Update for the Year Ended 31 March 2026

Strong Growth in Turnover and Annual Recurring Revenue

IntelliAM AI plc (AQSE: INT), a leading provider of AI-driven software solutions for the manufacturing and engineering sectors, provides an unaudited trading update for the year ended 31 March 2026 ("FY 26").

In FY 26, Group Revenue grew by 35% to approximately £5.25 million (vs. FY 25 pro-forma revenue of £3.92 million) and ARR [(1)] (Annual Recurring Revenue) grew 100% to £1.65 million (vs. £810k at the end of FY25). This strong growth in both turnover and ARR is below the market forecasts, which primarily reflects a shift towards larger average deal sizes, particularly in the second half of the year, which has lengthened sales cycles and affected the timing of revenue recognition. Underlying demand remains strong and continues to rise. The loss at the Adjusted EBITDA [(2)] level is expected to be c£925k, reflecting the material levels of investment during the period. Cash at year end was £100k, with short term receivables of c£1.4 million and undrawn overdraft facilities. In addition the company will shortly conclude a working capital facility.

Outlook

The Company has experienced growing momentum going into the new financial year and expects to see increasing traction across the business over the next period, particularly among large FMCG customers, where demand for integrated, data-driven operations continues to grow.

However, the Company has also pushed to diversify its customer base, with annualised revenue in the building products vertical doubling to approximately £500,000, following new contract wins secured this month. The Company initially entered the building products sector in November 2025, at which point annualised revenue stood at £250,000 across 15 manufacturing sites. Customers include leading industry operators such as Tarmac, Marshalls, H+H, and Knauf, with deployments spanning the UK and Japan.

This rapid growth in the building products sector adds to IntelliAM's established position in the FMCG (Fast Moving Consumer Goods) sector, in line with the strategy to broaden business vertical exposure and increase platform adoption.

While the Board is aware of some increase in competitive activity in the predictive maintenance segment (Stage 3), this tends to be from providers offering partial solutions and the Company has seen no customer attrition or material impact on new customer acquisition; At this point, very little competition is visible in the Stage 4 & 5 platform offering.

Operational Update

IntelliAM has also delivered strong progress in product development this year, most notably with the creation of its Unified Namespace, which connects data from sensors, machines, lines, and other systems, adds context and naming structure, and publishes that data so other applications can subscribe to it. This helps manufacturers turn disconnected data into actionable insight without adding heavy integration burden.

This capability underpins the next phase of growth, enabling scalable deployment, faster integration, and more efficient delivery of productivity solutions and positions the Group to expand further across existing and new customers.

Tom Clayton, Chief Executive Officer of IntelliAM, commented:

"We have continued to invest in our complement of talented colleagues across product development, sales and customer support, supporting continued growth in both revenue and annual recurring revenue. We are seeing increasing momentum in sales, alongside a shift towards larger, higher-value engagements. We remain positive about the outlook and confident in the Group's long-term opportunity."

Enquiries:

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About IntelliAM AI:

IntelliAM AI plc is a software company leveraging the power of AI and machine learning to transform productivity in the manufacturing and engineering sectors. The IntelliAM platform harnesses vast amounts of data from clients' machines and operational systems to provide actionable insights, enhancing productivity, reliability, supply-chain optimization, energy efficiency, and sustainability.

(1) Annual Recurring Revenue (ARR) is defined as the annualised value of subscription revenue in force at the period end, based on contracted recurring subscription agreements. In addition, the Group includes the annualised value of executed customer subscription contracts that are contractually committed but have not yet commenced at the period end, where commencement is expected in the following financial year.

(2) Adjusted EBITDA is defined as earnings before interest, tax, depreciation and amortisation, adjusted for non-cash and non-recurring items, including share-based payment expenses.

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