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IntelliAM AI PLC
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IntelliAM AI plc

("IntelliAM" or the "Group")

New customer wins and conversion of RBM contracts to IntelliAM

IntelliAM AI plc, the AI-powered predictive maintenance and asset management software company, is pleased to announce a series of new customer purchase orders and contract conversions secured from Q1 commercial activity in the current financial year.

IntelliAM has received initial purchase orders with an aggregate material value of more than £200,000. These orders comprise a combination of services and software, including deployment of the IntelliAM platform Layer 1 predictive maintenance module, which provides customers with the foundation for further adoption of IntelliAM's software-led asset performance and reliability offering.

The purchase orders include both new customer wins and the successful conversion of legacy RBM customer relationships onto the IntelliAM platform. Former RBM customers that have renewed and transitioned their accounts to IntelliAM with new purchase orders include Scottish Shellfish, Tennent's and Edinburgh Airport.

In addition, IntelliAM has secured new logo activity across a range of sectors, including Chivas Brothers, Yeo Valley and Valeo Confectionery. The Company has also secured activity with Tarmac Cement, representing a new division of Tarmac not previously served by IntelliAM.

The board believes these wins provide a strong commercial basis from Q1 sales activity and demonstrate IntelliAM's ability both to convert existing industrial customer relationships onto the IntelliAM platform and to secure new customer logos across food and beverage, infrastructure, aviation, cement and manufacturing markets.

IntelliAM expects that a number of these initial purchase orders may provide the opportunity for further scaling of software and services adoption over time, consistent with the expansion seen with other customer relationships.

Commenting, Tom Clayton, Chief Executive Officer of IntelliAM AI plc, said:

"We are pleased to announce a series of new customer wins and the successful conversion of former RBM customers onto IntelliAM with new purchase orders.

"These initial purchase orders, secured from Q1 commercial activity, have a material aggregate value of more than £200,000 and combine services with deployment of the IntelliAM platform Layer 1 predictive maintenance module. Importantly, they provide a strong base from which to scale further software adoption across the year.

"The breadth of customers, spanning food production, drinks, aviation, cement and confectionery, demonstrates the applicability of IntelliAM's AI-powered asset performance technology across a wide range of industrial environments.

"We are particularly encouraged by the balance of activity between new logos and RBM contract conversions. This gives us confidence that IntelliAM can continue to grow by expanding existing industrial relationships while also

securing new customers for our software-led asset performance platform."

Enquiries:

Investor questions on this announcement
We encourage all investors to share questions on this announcement via our investor hub:
https://investors.intelliam.ai/link/eXgq2y

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