

RNS Number : 1905V  
Inspired PLC  
30 January 2025

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**Inspired PLC**  
("Inspired", the "Company" or the "Group")

**Notice of Results and Confirmation of FY24 Performance**

Inspired (AIM: INSE) the UK's leading energy and sustainability advisor, announces that, further to its full year trading update on 2 December 2024 (the "**December Update**"), it expects to announce its audited full year results to 31 December 2024 ("**FY24**") on 31 March 2025.

The Group confirms in respect of FY24 that it expects to report results in line with revised guidance set out in the December Update and market expectations:

- Revenue of c.£94.0m (FY23: £98.8m)
- Group Adjusted EBITDA\* of £23.0m (FY23: £25.2m)
- Group Adjusted PBT\*\* in line with market expectations
- Cash Conversion\*\*\* in FY24 was c.90% (FY23: 70%)
- Following completion of the c.£26.7m fundraising in January, the Company is on track to achieve a consolidated net debt/EBITDA ratio towards 1:1 (on a LTM basis) by the end of FY25 or earlier

The FY25 financial year has started well and in line with management's expectations. The three significant Optimisation Projects referred to in the December Update have commenced and are on track for delivery in H1 2025 as anticipated.

**Mark Dickinson, CEO of Inspired** said: *"The Group is now better placed than ever to deliver as a full-service provider of sustainability solutions for our customers. As we enter FY25, our strong start and solid financial position set the stage for continued growth. With our strong business pipeline, the three significant Optimisation projects progressing well and with a strengthened balance sheet, we have the ability to reduce leverage and capitalise on the significant organic growth opportunities, in our growing addressable market."*

*"Our confidence is underpinned by a record pipeline and the growing momentum we are seeing across our four divisions supported by a need for companies to reduce energy costs, consumption and carbon emissions in an increasingly complex regulatory environment. We are focused on building on the momentum we are seeing and delivering on our strategic objectives in FY25 and beyond."*

\* Adjusted EBITDA is earnings before interest, taxation, depreciation and amortisation, excluding exceptional non-recurring items and share-based payments.

\*\* Adjusted profit before tax is earnings before tax, amortisation of intangible assets (excluding internally generated amortisation related to computer software and customer databases), exceptional items, share-based payments, the change in fair value of contingent consideration and foreign exchange gains/(losses).

\*\*\* Cash Conversion is cash generated from operations, as adjusted to exclude exceptional non-recurring items, as a percentage of Adjusted EBITDA.

**Enquiries**

For further information, please contact:

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