ONDO INSURTECH PLC · FY26 RESULTS · YEAR ENDED 31 MARCH 2026

Ondo InsurTech
Full Year Results

Ondo's LeakBot - The leading Predict and Prevent Solution for Water Damage in Home Insurance.

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Ondo — Breakthrough InsurTech Business in Europe and USA

Mark Wood CBE
EXECUTIVE CHAIRMAN

Three decades leading UK financial services — former CEO of **Axa Equity & Law** and UK & European CEO of **Prudential plc**. Founded **Paternoster**, the Deutsche Bank-backed pension de-risking insurer, and chairs listed savings platform **PensionBee PLC** and serves as SID for RAC Motoring Services. CBE for his work as chairman of the NSPCC.

Craig Foster
FOUNDER & CEO

Founded Ondo (formerly HomeServe Labs) and invented **LeakBot** — the world's first home water-leak detection and prevention device. Deep operating expertise across plumbing-repair services at **HomeServe plc**, home insurance at **HBOS plc**, and product development & marketing as Brand Manager at **Procter & Gamble**.

THE COMPANY

Water damage is one of the major perils in home insurance — **1.7 million US claims a year**, **$25 billion in annual losses**. LeakBot detects them 24/7 using patented **Thermi-Q™** technology, and our employed plumbers repair them free of charge — funded by the insurer, free to the homeowner.

155,000 ACTIVE CUSTOMERS · **29** PATENTS · **UK · US · NORDICS**

TODAY'S AGENDA

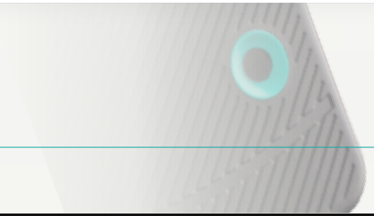
01 FY26 Results Highlights

02 Current Trading & Outlook

03 Financial Performance

04 The Refinancing

05 Investment Case



LEAKBOT

Water damage is one of the largest perils in home insurance

30% of underwriting for most home insurers

LeakBot is the leading Predict and Prevent solution for water damage claims

Delivers up to 70% reduction in claims costs, proven ROI

THE PROBLEM

Water leaks in homes cost insurers billions of dollars annually.

1.7m US claims / year · **$25bn** annual cost · **30%** of all home underwriting

THE SHIFT

Insurance is moving from underwriting risk to predict and prevent.

Technology is enabling the industry's biggest transformation in a generation.

LEAKBOT

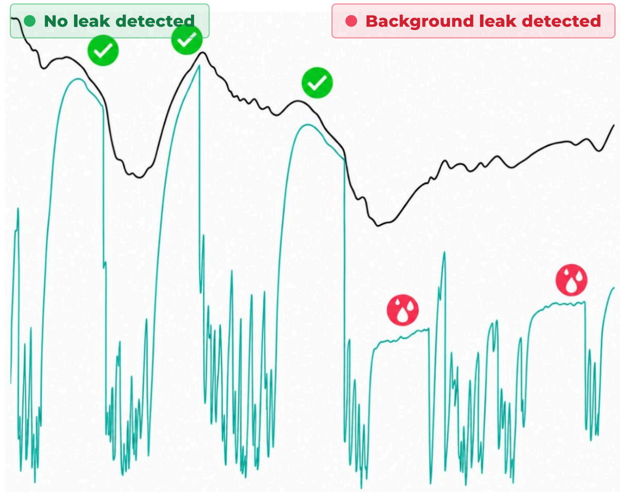
Patented detection. Employed plumbers. Insurer-funded.

26 carrier partners · **144,507** active LeakBots · **29** patents · **UK · US · Nordics**

TECHNOLOGY

How LeakBot detects background leaks.

- Thermi-Q measures **two signals**: ambient air temperature and pipe water temperature.
- A background leak draws cold water continuously, creating a **sustained drop** in pipe temperature.
- The device identifies this characteristic pattern and **distinguishes it from normal hot-water use** events.
- Sensitivity: **5ml per minute** (one teaspoon per minute) — detectable anywhere in the home, even behind walls.



Ambient air temperature — upper line, low variability

Pipe water temperature — lower line; a sustained drop signals a background leak

Single device · **Whole home** · **Self-installs in 5 minutes** · **No pipe cutting** · **29 patents***

Thermi-Q™ continuously monitors the temperature differential between ambient air and pipe water — identifying background leaks automatically, 24/7.

LeakBot's go-to-market model.

STEP 01

INSURER

Funds the programme

Recurring monthly fee per home protected — in return for verified, measurable claim prevention.

STEP 02

HOMEOWNER

Receives device, self-installs

Free LeakBot, paid for by the insurer. Clips on in 5 minutes — no tools, no plumber, 6.5-year expected average lifetime.

78% of shipped devices activate

STEP 03

LEAKBOT DEVICE

Detects leaks 24/7

Patented **Thermi-Q™** technology is the only known way to detect micro-leaks anywhere in the home — without cutting the pipe.

STEP 04

ONDO PLUMBER

Fixes it — free

Ondo's W-2 employed plumbers diagnose and repair, end-to-end quality. Insurer receives a verified prevention report.

STEP 05

ONDO · INSURER

Water damage claims reduced

Verified ROI drives renewals and expansion. High customer satisfaction and Net Promoter Score reduces insurer customer churn.

LeakBot has a well tested and proven go-to-market and operating model

FY26 RESULTS · YEAR ENDED 31 MARCH 2026 VS FY25

FY Results **Summary**.

FINANCIAL HIGHLIGHTS

- Group revenue up **20%** to **£4.6m** (FY25: £3.9m)
- Recurring revenue up **51%** to **£3.8m** — now **83%** of total revenue (FY25: 66%)
- ARR at period end **£4.6m**, up **41%** (FY25: £3.3m)
- C-ARR at year end **£6.8m** (FY25: £5.9m), up **15.3%**
- US revenue up **117%** to **£2.3m** — now **49%** of Group revenue (FY25: 27%)
- Operating loss **£(6.4)m** (FY25: £(5.2)m), reflecting continued investment ahead of revenue converting to recurring cash

OPERATIONAL HIGHLIGHTS

- Active LeakBots up **33%** to **144,507** (FY25: 108,284)
- US Active LeakBots more than doubled, up **114%** to **57,408**
- **3,070** in-home repairs completed in the US, up **123%** year-on-year
- US NPS rose to **+88** (FY25: +79)
- New/expanded US contracts: **Nationwide, Westfield, Indiana Farm Bureau, Selective**; new launches with **Hanover** and **Liberty Mutual**
- **NFU Mutual** became the largest UK partner; **Alm. Brand Group** (Denmark) committed to a minimum of 15,000 devices

Post-period: balance sheet refinancing completed July 2026 — see Post-Period Events.

ONDO

BUSINESS SNAPSHOT TODAY · FOOTPRINT, PARTNERS, TRAJECTORY

Results **snapshot**.

144,507
Active LeakBots · 31 March 2026

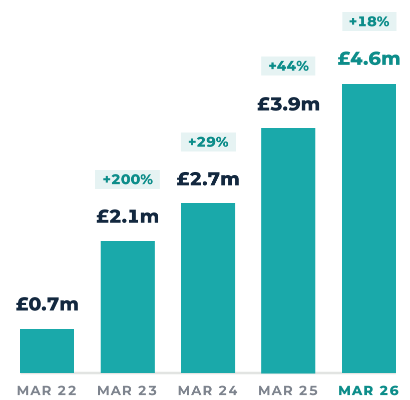
£6.8m
C-ARR — contracted annualised recurring revenue from insurer-funded units · **+15.3%** year-on-year growth

£4.6m
Revenue FY26 · **+20%** year-on-year growth

26
Carrier partners across US, UK & Nordics

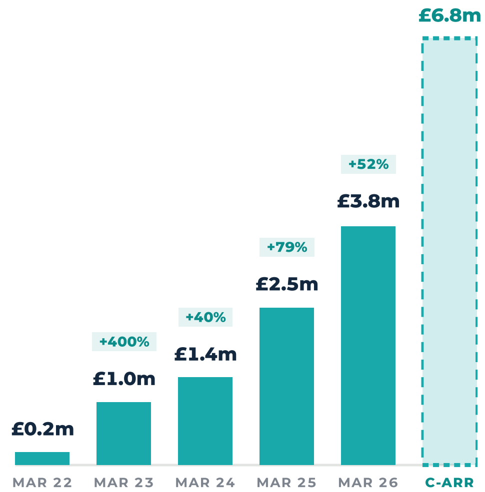
15.4m
Homes insured by insurers deploying LeakBots

REVENUE GROWTH



£0.7m → £4.6m · Mar 22 – Mar 26
Revenue CAGR +60% · Mar 22–Mar 26

RECURRING REVENUE

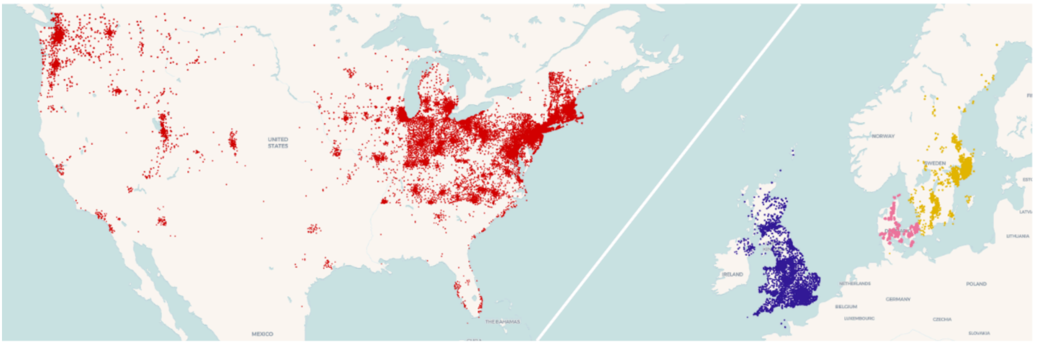


£0.2m → £3.8m · C-ARR **£6.8m** (contracted)
Recurring Revenue CAGR +109% · Mar 22–Mar 26

ACTIVE LEAKBOT FOOTPRINT AT 31 MARCH 2026

US	57,408	+114.0%
UK	31,071	−0.8%
DENMARK	27,229	−5.9%
SWEDEN	28,799	+35.9%

**Active LeakBots as at 31 March 2026*



PARTNER MOMENTUM · FY26

Contract wins: 2025/26.

Nationwide — LIVE

Expanded roll-out from 16 to 26 US states (Nov 2025).

Subsequent event: a further 35,000 units confirmed via the June 2026 refinancing, for H2 2026 delivery.

Co-operative Insurance Companies — LIVE

New partner via vipHomeLink — deploying across Vermont and New Hampshire.

Selective Insurance — LIVE

National rollout, 15-state footprint.

Bear River Mutual — LIVE

Launched in Utah.

Indiana Farm Bureau — LIVE

Rolling out to 15% of customers following a successful pilot.

Westfield — LIVE

Became LeakBot's 10th US carrier partner.

Liberty Mutual Insurance — LIVE

Active partner since prior year.

Admiral — LIVE

New two-year agreement — 10,000 further UK devices in 2026.

if... — LIVE

Extending across Denmark following the Topdanmark integration.

Alm Brand — LIVE

Extended to 160,000 customers across Alm. Brand, Codan and Privatsikring.

The Hanover Insurance Group — PILOT

Piloting LeakBot in the USA.

ageas — PILOT

Starting a LeakBot trial — one of the UK's largest personal lines insurers.

ONDO

CUSTOMER SATISFACTION · GROUP NPS +90 · 553 VERIFIED REVIEWS

World-class levels of customer satisfaction.

GROUP NPS	CUSTOMER SATISFACTION SCORE	★ TRUSTPILOT	APP STORE	GOOGLE PLAY
+90	4.93/5	4.7 ★	4.7 ★	4.7 ★
	96% score us 5 / 5	2,337 reviews	1.4K ratings	2.47K · 100K+ installs

HOMEOWNERS

*"I'm incredibly **surprised and impressed that this service is provided for free** — it seems too good to be true! My plumber found the leak in a weird place I never would have found myself, fixed it super quickly. **I couldn't be happier.**"*

L. M. · Ohio

★★★★★

Liberty Mutual. INSURANCE

*"He ran the diagnostic checks and quickly located the leak — replaced the faulty part, all free of cost. **Don't recall such commendable service in recent memory.** We need more companies like LeakBot."*

S. K. · Pennsylvania

★★★★★

Nationwide®

*"**What an outstanding service.** I was a little hesitant — worried that there would be a hidden cost, but was reassured. Michael was terrific."*

P. P. · New Jersey

★★★★★

SELECTIVE INSURANCE®

INSURANCE CARRIERS

*"The **outstanding results, including strong claims savings and exceptional customer satisfaction**, demonstrate the value this innovative program provides."*

Jeff McDonald

SVP Property & Casualty

FB INDIANA FARM BUREAU

*"**It's one thing to send an alert… It's another to connect you with an expert** who understands the issue and can send someone to your home."*

Casey Kempton

President, Personal Lines

Nationwide®

Homeowners value our 5* service provided by their insurer for free. And insurers value what we fix.

Summary P&L and Balance Sheet.

Consolidated Group results, year ended 31 March 2026.

P&L SUMMARY

	FY26	FY25
Revenue	£4,645k	£3,869k
Cost of sales	£(4,426)k	£(3,747)k
Gross profit	**£219k**	**£122k**
Gross margin	4.7%	3.2%
Administrative expenses	£(6,636)k	£(5,294)k
Operating loss	**£(6,417)k**	**£(5,172)k**
Net finance expense	£(842)k	£(993)k
Loss before tax	£(7,259)k	£(6,165)k
Tax credit	£82k	£—
Loss for the year	**£(7,177)k**	**£(6,165)k**

BALANCE SHEET SUMMARY

	FY26	FY25
Non-current assets	£1,178k	£842k
Inventories	£649k	£578k
Trade & other receivables	£805k	£1,403k
Cash and cash equivalents	£1,122k	£3,989k
Total assets	**£3,754k**	**£6,812k**
Trade & other payables	£5,188k	£4,630k
Borrowings (incl. HomeServe loan notes)	£6,618k	£7,072k
Lease liabilities	£236k	£—
Total liabilities	**£12,042k**	**£11,702k**
Net assets / (liabilities)	**£(8,288)k**	**£(4,890)k**

ONDO

FINANCIALS · UNIT ECONOMICS

FY results gross margin.

REVENUE LESS COGS

Revenue	£4.6m
Device activation costs (71% in USA)	£2.4m
Plumbing costs	£2.0m
Gross margin	**4.7%**

Underlying Gross Margin **58%**
(excluding device activation costs)

Plumber efficiency drives underlying gross margin (ex device activation costs)

	UK	DK	USA	GROUP
Jobs / day	2.2	2.1	1.6	1.9
Underlying gross margin	61%	71%	45%	58%

Sweden excluded — no in-house repair service.

4.7% gross margin a result of fast growth in the USA. Underlying unit economics are healthy — and improving as US jobs per day continues to rise (1.8 average since April 1st, 2026).

SIMPLIFYING HOW WE REPORT

Simplified KPIs for transparency.

	GROUP	USA	UK	DENMARK	SWEDEN
01 **Active LeakBots**	**144,507**	57,408	31,071	27,229	28,799
02 **ARR at period end**	**£4.6m**	£2.6m	£1.3m	£0.5m	£0.2m
derived: Revenue Per Device / month	*£2.64/mo*	*£3.74*	*£3.52*	*£1.47*	*£0.60*
03 **Underlying gross margin**	**58%**	45%	61%	71%	100%
04 **Contracted ARR**	**£6.8m**	£4.3m	£1.6m	£0.7m	£0.2m

All figures at 31 March 2026. Sweden is a monitoring-only proposition with no in-home repair service, hence the higher underlying margin on lower revenue per device.

DEFINITIONS

01 Active LeakBots

Live devices, at a point in time, that are currently generating recurring revenue. Excludes devices whose underlying insurance policy has cancelled or that have lost signal/battery and are not currently billing, even though technically deployed. Includes all new activations in the period.

02 ARR at period end

Annualised recurring fee revenue from devices with a **live LeakBot signal** at period end. Excludes contracted but unactivated devices.

03 Underlying gross margin

Gross margin generated from active LeakBots after deducting the plumbing servicing costs *(ignores activation costs of new LeakBots in period).*

04 Contracted ARR (C-ARR)

ARR from active devices, **plus** annualised revenue from committed and contracted but not-yet-activated devices (at an assumed activation rate by country within 18 months)

BALANCE SHEET · POST YEAR-END

Refinancing complete.

HOMESERVE LOAN NOTES RESTRUCTURED

- Interest rate cut from **12%** to **5%** per annum
- Redemption date extended to **31 May 2030**
- Delivers an immediate **£1.1 million** benefit from the write-down
- **£7.2 million** reduction in future cash debt service to December 2029

EQUITY FUNDRAISE COMPLETED

- **£2.9 million** raised on **9 July 2026**
- Approved with approximately **99.5%** shareholder support at the General Meeting

ADDITIONAL FACILITIES SECURED

- **£2 million** of convertible loan notes issued
- A further **£2 million** committed credit facility available from HNW investors

NET EFFECT

Materially strengthened balance sheet and a broader HNW investor base to support the company for the long-term.

CURRENT TRADING — AS AT 30 JUNE 2026 · Q1 FY27, UNAUDITED

Current trading & outlook.

ACTIVE LEAKBOTS AT 30 JUNE 2026

167,000 +15% Qtr-on-Qtr

Total active LeakBots, up from 144,507 at 31 March 2026

MARKET	30-JUN-26	YOY
UK	30,400	+1.5%
Denmark	39,000	+25%
Sweden	31,000	+38%
USA	66,000	+64%

Revenue, ARR, C-ARR and margin are not disclosed for this date.

OUTLOOK

- **Nationwide** has confirmed its intention to order a further 35,000 LeakBots in H2 2026.
- **Admiral** signed a new two-year agreement for a further 10,000 UK devices in 2026.
- **Alm. Brand Group's** Nordic rollout (minimum 15,000 devices across three brands) continues to scale.
- **Ageas** has begun a UK trial; **Hanover** is piloting in the US.
- Expansion with **If** — Scandinavia's largest personal lines insurer — since the TopDanmark merger.
- Strong pipeline across the **UK, DK and USA**.
- **Länsförsäkringar** now growing its LeakBot base in Sweden.
- Switch to new **Lithium batteries** delivering 3x battery life.
- The Group has entered a pilot outsourcing arrangement with **Beagle Services** to support lower-cost US expansion into sub-scale states.

The Group expects to grow its active LeakBot base with existing partners and sign further new logos across the Nordics, UK and USA in the year ahead.

REPORTING CONTRACT WINS

How we will size contract announcements.

Partner contracts vary widely in scale. Future RNS announcements on new contract wins will state which of these four bands the deal falls into, giving a consistent read on size across partners.

BAND 1	BAND 2	BAND 3	BAND 4
5,000–10,000	**10,000–20,000**	**20,000–40,000**	**40,000+**
ACTIVE DEVICES	ACTIVE DEVICES	ACTIVE DEVICES	ACTIVE DEVICES

At standard pricing, every **10,000 active US devices = ~$300k gross profit / year**. At **$197 LTV per device**, 10,000 new activations = **$2m** in lifetime gross margin over 6.5 years.

The investment case.

01 **Proven business model** and demonstrable ROI for insurers.

02 **Patent-protected technology** with no direct competitors.

03 **Accelerating growth** across established markets.

04 **Visibility to sustainable recurring revenue** from contracted clients.

05 **Significant opportunity for scale** ahead.

06 **Enhanced governance**, systems and controls.

APPENDIX · DEFINITIONS

Key terms used in this presentation.

C-ARR Contracted Annual Recurring Revenue	ARR from active devices, **plus** annualised revenue from committed and contracted but not-yet-activated devices (at an assumed activation rate by country within 18 months). Committed, contracted — not pipeline or forecast.
Active LeakBots	Live devices, at a point in time, that are currently generating recurring revenue. Excludes devices whose underlying insurance policy has cancelled or that have lost signal/battery and are not currently billing, even though technically deployed. Includes all new activations in the period. Replaces Registered Customers as the headline metric from FY26.
Monthly Churn Rate	Active LeakBots lost in the month, as a percentage of the **opening active base**.
Gross Profit / Margin (ex CAC)	Revenue from recurring monthly fees, less direct service costs (plumber wages, repair parts, device monitoring). **Excludes** device acquisition cost, central overhead, corporate costs.
CAC Customer Acquisition Cost	One-time cost per activated device: device hardware + shipping, including allocation of costs for unactivated devices in the same period. **Separate** from Gross Margin (ex CAC).
Net Profit per Device	LTV **minus** CAC. The **$148** figure on Slide 10 is net profit per device, not gross profit.
CSAT Customer Satisfaction	Post-repair survey, rated **out of 5**. Ondo CSAT: 4.93/5.
ARR Annual Recurring Revenue	Annualised recurring fee revenue from devices with a **live LeakBot signal** at period end. Excludes contracted but unactivated devices.
Gross New Activations	Devices activated for the **first time** in a given reporting period.
Average Customer Lifetime	Calculated as **(1 / Monthly Churn) / 12**. Currently ~6.5 years.
Underlying Gross Margin	Gross margin generated from active LeakBots after deducting the plumbing servicing costs *(ignores activation costs of new LeakBots in period).*
LTV Lifetime Value	Total **gross profit** expected from a device over its 6.5-year Average Customer Lifetime, at current pricing and gross margin assumptions.
NPS Net Promoter Score	Measures customer likelihood to recommend. Scale: **−100 to +100**. Ondo NPS: 88.

How we will size contract announcements

Band 1	5,000 – 10,000
Band 2	10,000 – 20,000
Band 3	20,000 – 40,000
Band 4	40,000 +

At standard pricing, every **10,000 active US devices = ~$300k gross profit / year**. At **$197 LTV per device**, 10,000 new activations = **$2m** in lifetime gross margin over 6.5 years.

APPENDIX · SHAREHOLDER REGISTER

Shareholders.

Shares in issue @ 16 July 2026 — close: **246,524,760**

Significant shareholders (over 3%) and director holdings

MAJOR SHAREHOLDERS (over 3%)

NAME	NUMBER	%
James van den Bergh	17,238,136	6.99%
Jeremy Attard-Manche	16,666,666	6.67%
HomeServe Assistance Limited	13,628,275	5.53%

DIRECTOR HOLDINGS

NAME	NUMBER	%
Mark Wood EXECUTIVE CHAIRMAN & DIRECTOR	4,533,701	1.84%
Craig Foster CHIEF EXECUTIVE & DIRECTOR	3,514,239	1.43%
Graham Bird NON-EXECUTIVE DIRECTOR	1,314,541	0.53%
Greig Paterson NON-EXECUTIVE DIRECTOR	692,278	0.28%
Kevin Withington CHIEF FINANCIAL OFFICER & DIRECTOR	656,140	0.27%
James Quin NON-EXECUTIVE DIRECTOR	340,252	0.14%

ONDO INSURTECH PLC

Group, investor information & financial reporting

ondoplc.com ↗

LEAKBOT

Product, partners & customer experience

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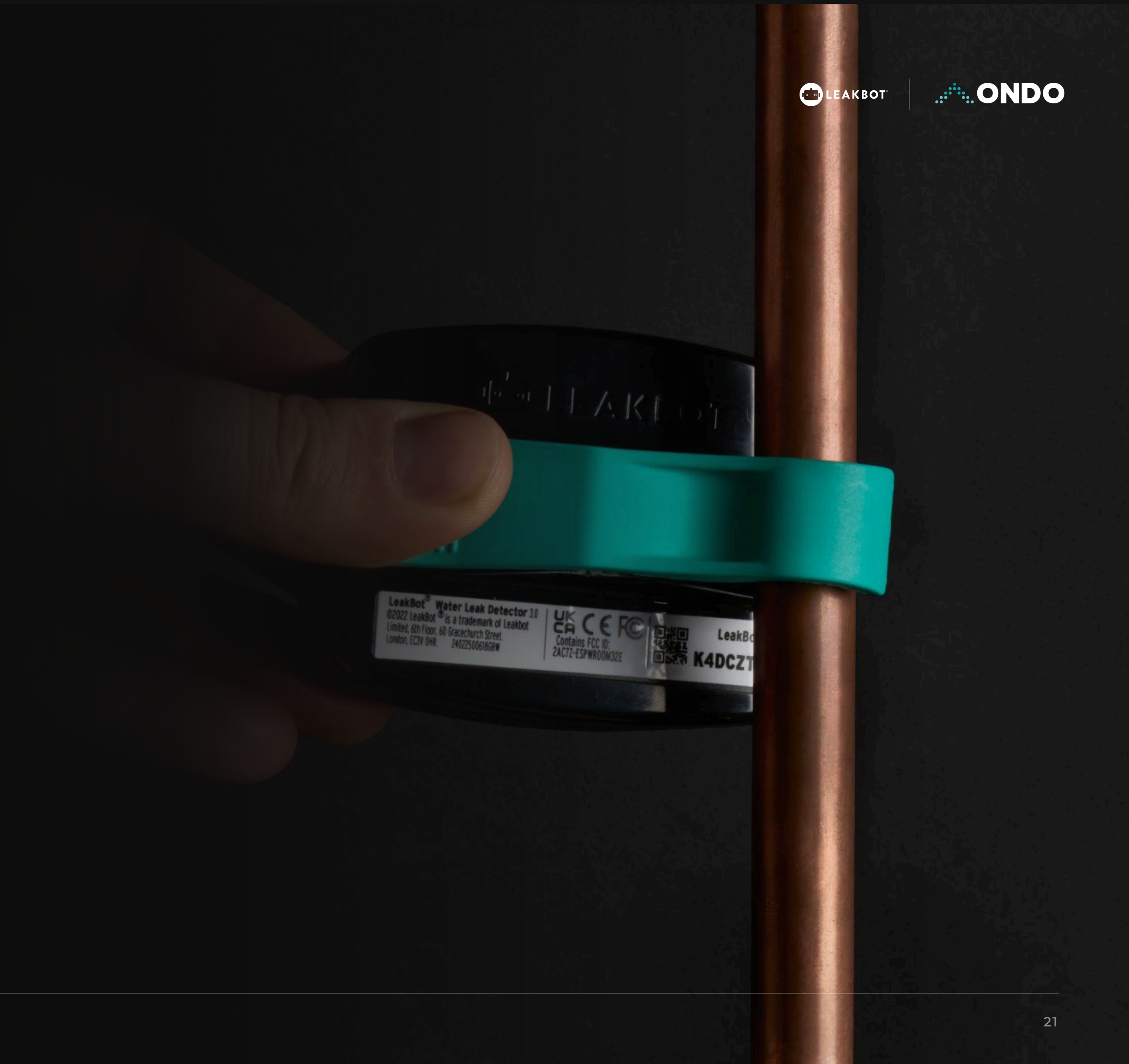

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