

25 April 2024

Vianet Group plc

("Vianet" or the "Group")

Strategic contract win in new vertical.

Ahead of its trading update this morning, Vianet Group plc (AIM: VNET), a global provider of actionable data and business insight through our ecosystem of connected hardware devices, management software platforms, and business insights portal, announces a notable strategic contract win with Wilcomatic Wash Systems ("Wilcomatic"), the UK's leading provider of commercial vehicle wash systems for petrol forecourts.

Following a period of comprehensive evaluation, leading payment solutions provider Vianet and its key partner Suresite Group Ltd ("Suresite"), the forecourt retail payment specialists, have strengthened their presence in the UK Car wash and Valeting market by securing the rollout of their contactless payment solution on a 5-year agreement with Wilcomatic.

Today's announcement follows our previous contract win in October where, in partnership with Suresite, we secured a deal to supply approximately 800 Trio IQ Smart Contact Pro payment systems to a well-established forecourt retailer.

James Dickson, Chair & CEO of Vianet commented:

"This contract win consolidates our entrance into an exciting new vertical and demonstrates the Group's ability to expand into adjacent industry verticals that we have previously highlighted. We are delighted that our efforts with new initiatives are yielding positive results as we continue to capitalise on the considerable opportunities with manufacturers and retailers within the forecourt sector and beyond.

"Our investments in technology, new market verticals, expansion of product lines, and our partnership with Suresite are unlocking substantial new market opportunities with well-established participants.

This exciting new partnership with the highly respected Wilcomatic, to deliver a top-tier payment solution and support to their customers, highlights the versatility of Vianet's innovative and dependable contactless hardware solutions, and further showcases Suresite's expertise in this sector, and underscores our positive momentum going into FY25."

- Ends -

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About Vianet

Vianet Group is a leading provider of actionable management information and business insight created

through combining data from our smart Internet of Things ('IOT') solutions and external information sources.

Since Admission to AIM in 2006, the Group has grown from its core beer monitoring business both organically and through strategic acquisitions to widen its offering and develop new businesses, especially in vending telemetry and contactless payment solutions particularly for the premium coffee sector.

Servicing over three hundred customers across the world and rendering live data to our IOT platform from over 250,000 connected machines daily, Vianet is one of the largest business to business (b2b) connected solutions providers in Europe with established long-term relationships with blue chip customers and growing recurring revenues which are over 85% of our total revenues.

In our **Smart Machines** division, we connect a single data gathering device with its own on-board communication capability to a customer's asset or system. The device then sends data back via our IOT platform to cloud based servers. The technology was originally developed for automated retailing machines; however, the flexibility and functionality of the device means the technology can be applied to any machine which has the capability to output data. The device is also used to connect our contactless payment solution and communicate payment terms to our cloud-based payment services providers where that application is also required.

The **Smart Zones** division is where we connect multiple data gathering devices into one or more systems or assets with the data from those devices being communicated back to our IOT platform and cloud-based servers via a single 3G communications hub. The technology was originally developed for flow monitoring devices, temperature sensors, and asset management in drinks retailing but any data gathering device with a digital output could be connected to the communications hub where required such as gaming machines, utilities management and EPOS.

For further information, please visit www.vianetplc.com

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