



03 September 2025

Maintel Holdings plc
("Maintel", the "Company" or the "Group")

Trading Update

Maintel Holdings Plc, a leading provider of cloud communications, connectivity and security managed communications services, issues the following trading update.

While the Company entered the second half of the year with its largest sales pipeline for many years, it has experienced delays in pipeline closures and the loss of a significant key deal for the year. As a consequence, the Board now expects revenue for FY 2025 to be around £95.0m, with slightly unfavourable gross margin levels due to the remaining revenue mix. Adjusted EBITDA is now expected to be around £7.0m.

The Company entered the second half of the year with three key deals, which were expected to be significant contributors to the full-year performance. Two of these deals have been successfully signed. However, the Company was unfortunately unsuccessful in closing the third material deal despite excellent feedback from the potential customer.

The two key deals successfully secured represent a total contract value of £9.7m. The first was with a leading UK retailer to deliver an SD-WAN managed service across over 300 locations. The second was a managed Local Network & WIFI contract for a significant county police force. These deals both sit within the "Security & Connectivity" focus technology pillar for the Company.

The Board remains committed to its specialist communications Managed Service Provider strategy and the continued transformation programme, and it is confident that in combination this will ultimately support the Company's return to sustainable growth, profitability and cash generation. The Board believes the Group's focus on continuing to build differentiation in the market and optimising our operating models for growth will enable the Company to deliver longer term increase in shareholder value.

The Company expects to announce its unaudited interim results for the six months ended 30 June 2025 on Thursday, 18 September 2025.

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This announcement contains inside information for the purposes of Article 7 of EU Regulation 596/2014.

Notes to editors

Maintel Holdings Plc ("Maintel") is a leading provider of cloud communications, security and connectivity managed communications services to the UK public and private sectors. Its services aim to help its clients create customer experiences, services and workplaces that inspire and empower people, with a focus across three strategic pillars of technology:

- **Unified Communications and Collaboration** - Making customers' people more effective, efficient, and collaborative with UC&C technology. The core focus of this pillar is the high growth Unified Communications as a Service (UCaaS) market segment.
- **Customer Experience** - Helping customers to acquire, delight and retain their customers using customer experience technology. The core focus of this pillar is the high growth Contact Centre as a Service (CCaaS) market segment.
- **Security & Connectivity** - Securely connecting customers' people, partners and guests to their cloud platforms, applications, and data with secure connectivity, and protecting their business from cyber threat. The core focus of this pillar are the high growth Software Defined Wide Area Networking (SD-WAN) and Security Service Edge (SSE) segments.

Maintel combines technology from its strategic, global technology vendor and carrier partners, with its own Intellectual Property, deployed from and managed by its own platforms, to provide seamless solutions that its customers can consume without the need for the internal skillset required to design, deploy and manage the technology themselves.

Maintel serves the whole market, with a particular focus on key verticals of Financial Services, Retail, Public Healthcare,

Local Government, Higher Education, Social Housing and Utilities. Its core market constitutes organisations with between 250 and 10,000 employees in the private, public and not-for-profit sectors with headquarters in the UK.

The Company was founded in 1991 and it listed on London's AIM market in 2004 (AIM: MAI).

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