

05 February 2026

Vianet Group plc

("Vianet", the "Company" or the "Group")

USA Contract Win and Trading Update

VIANET, the international provider of actionable data, business insights and payment solutions through an integrated ecosystem of connected hardware devices, software platforms and smart insights portals, is pleased to announce a significant USA contract and provide a current year trading update.

USA Agreement

Vianet Americas, Inc., a subsidiary of Vianet Group plc has entered a long-term, multi-year agreement with a large full-service restaurant company. Under the terms of the agreement, Vianet Americas, Inc. will deploy its Beverage Metrics inventory solution nationally across multiple locations, within one of the restaurant company's major brands.

Deployment of Beverage Metrics system helps hospitality operators to monitor and manage inventory, providing increased visibility and insight to optimise beverage operations.

The initial deployment, which is expected to be completed in Q1 of the upcoming financial year, will not impact the Group's current year's financials.

James Dickson, President of Vianet Americas Inc, and CEO of its parent company Vianet Group PLC, commented:

"This agreement reflects continued progress in the Group's strategy and together with our recent contract with World of Beer, and new partnership agreement with www.Fintech.com, it reinforces our long-term commitment to investing in the US hospitality market, which continues to perform strongly.

Deploying Beverage Metrics to a leading restaurant operator validates the relevance of our technology for large, multi-site operators in delivering measurable operational and financial benefits at scale"

Trading Update

Both divisions are expanding their installation footprint by extending existing customer contracts and winning new clients despite the backdrop of UK economic uncertainty particularly for our hospitality customers.

While this provides a solid base of recurring income and a healthy pipeline, the rate of deployment and pipeline conversion in the second half of the year has been slower than previously anticipated due to our customers' current cautious approach to investment.

The Group achieved a robust performance in the first half of 2026 with EBITDA rising by 10.5% to £1.88 million, underscoring the resilience of its business model. However, we expect the profit for FY2026 to align with the previous year's performance primarily due to a slower rate of deployment, ongoing strategic investments in the Beverage Metrics platform, and the discontinued ERP platform income.

At year-end, net debt is projected to be in line with market forecasts, which should facilitate a continued increase in the Group's final dividend.

James Dickson, Chair & CEO of Vianet commented:

"I'm pleased with the progress our business is making despite the challenging economic environment. The expansion of existing customer contracts, the acquisition of new clients, and our advancements in the USA underscore the strength and quality of our operations.

These developments will drive growth in recurring income and enhance cash generation. We remain optimistic about the Group's outlook and expect to deliver increased returns for our shareholders"

This announcement contains inside information.

- 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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