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Ten Lifestyle Group PLC
16 March 2026

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Ten Lifestyle Group plc

("Ten" or the "Group")

H1 2026 Trading Update

- Net Revenue up 6% on PY, 9% at constant currency
- Adj EBITDA up 16% on PY, 28% at constant currency
- Active Members up 23% on PY

Ten Lifestyle Group plc (AIM: TENG), the global concierge technology platform driving customer loyalty for global financial institutions and other premium brands, announces its trading update for the six months ended 28 February 2026 ("H1 2026").

The Group expects to report Net Revenue[1] of c.£33.7m for the half year, 6% ahead of the first half of the prior year (H1 2025: £31.8m) and 9% ahead at constant currency. Active Members[2] have increased by 23% since the end of the prior year to 436k (H1 2025: 354k), led by higher engagement with our digital platform.

Adjusted EBITDA[3] for H1 2026 is expected to increase by £1.0m to c.£7.0m (H1 2025: £6.0m), representing a 16% year-on-year growth, and up 28% at constant currency. Adjusted EBITDA margin[4] is expected to improve to 20.7% (H1 2025: 18.9%), reflecting enhanced operational performance.

At the end of H1 2026, the Group's net cash increased to c.£9.3m (FY 2025: £9.6m, H1 2025: £6.8m). At the beginning of the period, the Group repaid the remaining £0.8m of loan notes and secured a three - year £5.0m revolving credit facility with NatWest to support the Group's short - term working capital requirements. This facility provides greater flexibility, at a lower cost, than the Group's previous finance structure.

During the period, the Group launched the Ten Digital Platform with a leading UK bank under an existing Large[5] contract and launched a digitally enabled concierge contract with a leading global technology company, representing an expansion into a new customer segment. The Group also won new contracts during the period, including a Medium fully digital contract in Europe with an existing corporate banking client and a new digitally enabled Large contract in AMEA, both expected to launch in H2 2026.

The Group continues to invest in its technology and digital platform, strengthening its "better than the internet" customer experience, enhancing efficiency, scalability and service quality, and reinforcing its competitive moat.

Alex Cheatle, CEO of Ten Lifestyle Group, said:

"We continue to strengthen our market position through improvements to our leading customer loyalty platform. This provides "better than the internet" results for the users of our service and supports contract wins and drives margin, efficiency, scalability and service quality. The new contracts that we won during the period are expected to launch during H2 2026 and support continued growth into FY 2027. We remain on track to deliver in line with the market's expectations for the full financial year."

[1] Net Revenue includes the direct cost of sales relating to certain member transactions managed by the Group.

[2] Individuals holding an eligible product, employment, account or card with one of Ten's corporate clients are "Eligible Members", with access to Ten's platform, configured under the relevant corporate client's programme, with Eligible Members who have used the platform in the past twelve months becoming "Active Members".

[3] Adjusted EBITDA is operating profit/(loss) before interest, taxation, amortisation, depreciation, share-based payment expense, and exceptional items.

[4] Adjusted EBITDA margin is Adjusted EBITDA as a percentage of Net Revenue.

[5] Ten categorises its corporate client contracts based on the annualised value paid, or expected to be paid, by the corporate client for the provision of concierge and related services by Ten as: Small contracts (below £0.25m); Medium contracts (between £0.25m and £2m); Large contracts (between £2m and £5m); and Extra Large contracts (over £5m). This does not include the revenue generated from suppliers through the provision of concierge services.

- End -

For further information please visit www.tenlifestylegroup.com **or call:**

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Notes to Editors:
About Ten Lifestyle Group Plc

Ten Lifestyle Group plc partners with financial institutions and other premium brands to attract and retain wealthy and mass affluent customers.

Millions of members have access to Ten's services across lifestyle, travel, dining and entertainment on behalf of over fifty corporate clients. Ten's partnerships are based on multi-year contracts generating revenue through platform-as-a-service and technology fees.

Ten's operations are underpinned by an increasingly sophisticated personalisation platform comprising industry-first, proprietary technology, thousands of supplier relationships and 27 years of proprietary expertise delivered from over 20 global offices. Ten was also the first B Corp-certified company on the AIM market, demonstrating its commitment to sustainability, social responsibility and ethical business practices.

Ten is on a mission to become the most trusted service platform in the world.

For further information about Ten Lifestyle Group Plc, please go to: www.tenlifestylegroup.com.