

9 October 2025

Motorpoint Group PLC
("Motorpoint" or the "Group")

Half Year Trading Update & Notice of Results

Positive momentum continues with year on year retail volume growth of 8.9%, strong market outperformance, and expected profit before tax growth of c.80%

Motorpoint Group PLC, the UK's leading independent omnichannel vehicle retailer, provides an update on its trading performance for the six months ended 30 September 2025 ("H1 FY26").

Highlights

- Retail volume growth of 8.9% compared with H1 FY25 demonstrating strong outperformance versus wider used car market. Total revenue increased 15.0% on previous period to £648m
- Record retail volumes in both July and August, the highest months since 2018 (excluding the two months post lock down in 2021)
- Profit before taxation is expected to be c.£3.6m, up 80% (H1 FY25: £2.0m)
- Return on Capital Employed (based on last 12 months) is expected to be c.58%, demonstrating the effectiveness of our capital light model
- Successful completion of second recent share buyback programme with 3.0m shares bought back and cancelled at a cost of £5.0m. Since March 2024, £10.9m (including FY25 dividend) has been returned to shareholders, with an overall reduction in shares in issue of over 7%
- H1 FY26 ended with a small net debt position of £0.5m, reflecting continued build-up of inventory levels to satisfy increased demand, and also includes completion of the £5m share buyback
- Stocking facility increases successfully renegotiated; increased working capital will help deliver future growth
- Strong momentum going into H2 FY26 with good availability of supply

Sales and Profitability

The strong momentum outlined in our AGM Trading Update in July has continued throughout the remainder of H1 FY26. Retail volumes in H1 grew 8.9% on the equivalent period in FY25, despite tougher comparatives in July and August 2024. Our market share of the 0-6 age cohort also increased 30 basis points to 2.45% in the last externally reported period (April to June 2025) versus the previous year's quarter. Our data-led approach to both buying and selling vehicles has helped support both an increase in buying activity and our continued strong metal margin performance. Whilst finance commission income remains challenged, due to relatively high interest rates and a greater stock mix of more affordable vehicles, our costs remain tightly controlled.

The strong performance delivered in H1 FY26 means the Board remains confident that the Group will achieve its expectations for the full year.

Share Buyback

The share buyback programme, which commenced on 3 April 2025, was successfully completed on 19 August 2025. 3,000,000 ordinary shares in the Company were repurchased on the London Stock Exchange for cancellation, at an average price of 165.27 pence per share and a total cost, excluding expenses, of £4.96m. This represented 3.46% of the issued share capital of the Company from when this latest buyback programme commenced. Since the share buyback programmes began in March

and latest buyback programme commenced. Since the share buyback programmes began in March 2024, along with the dividend re-introduction, £10.9m has been returned to shareholders, and the Group's shares in issue reduced by 7.28%.

Notice of Results

The Group expects to announce its Interim Results on 12 November 2025.

Mark Carpenter, Chief Executive Officer of Motorpoint Group PLC commented:

"I am pleased to report that the Group has delivered strong volume growth and significantly outperformed the wider market in the first half of FY26, building upon the improvements achieved last year. Data is increasingly fundamental to our business, supporting buying and pricing decisions, underpinning strong metal margins, and enabling us to sell more vehicles through market leading pricing and customer interaction. Providing our customers with a seamless experience has continued to drive our performance and our Net Promoter Score in the first half improved to 83. Although economic uncertainty remains, I am confident that our omnichannel business model and exciting strategic plans stand us in good stead going forward as we pursue expanded supply channels, new store openings, improved online and store channel integration, along with data and AI to drive further efficiency and improved customer experiences. We are well placed to take full advantage of the opportunities that exist in our market to build long term value."

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Notes to editors

Motorpoint is the UK's leading independent omnichannel vehicle retailer, focused on giving retail and trade customers the easiest, most affordable and seamless way of buying, selling and financing their car whether online, in store or a combination of both. Through its leading B2C platform [Motorpoint.co.uk](https://www.motorpoint.co.uk) and UK network of 21 sales and collection stores, the Group provides an unrivalled offering in the nearly new car market, where consumers can effortlessly browse, buy or finance their next car and collect or have it delivered directly to their homes. Motorpoint's purely online wholesale platform [Auction4Cars.com](https://www.auction4cars.com) sells vehicles into the wholesale B2B market that have been part exchanged by retail customers, or purchased directly from them by the Group as part of its online car buying service. Motorpoint's diversified business model, underpinned by its established brand, industry leading technology and sophisticated marketing infrastructure, always delivers the best choice, value and quality for customers.

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