RNS Number : 1411H Motorpoint Group plc 12 November 2025

#### **12 November 2025**

## **Motorpoint Group PLC**

("Motorpoint" or the "Group")

#### Interim Results

Market outperformance leading to strong sales and profit growth, driven by investment in data and technology

Motorpoint Group PLC, the UK's leading independent omnichannel vehicle retailer, today announces its unaudited interim results for the six months ended 30 September 2025 ("H1 FY26").

## H1 FY26 Financial Summary

Financial KPIs	6 months to	6 months to	Change	12 months
	30 September	30 September		to 31 March
	2025	2024		2025
Revenue	£647.7m	£563.1m	+15.0%	£1,173.1m
Gross profit	£49.5m	£44.7m	+10.7%	£90.8m
Operating expenditure	£(41.0)m	£(38.6)m	+6.2%	£(78.1)m
Other income	nil	nil	nil	£0.8m
Finance expense	£(4.9)m	£(4.1)m	+19.5%	£(9.4)m
Profit before taxation	£3.6m	£2.0m	+80.0%	£4.1m
Profit for the period	£2.7m	£1.5m	+80.0%	£3.2m
EBIT DA <sup>(1)</sup>	£13.6m	£11.1m	+22.5%	£23.9m
Basic earnings per share	3.2p	1.7p	+88.2%	3.7p
Dividend	1.0p	nil	+1.0p	1.0p
Return on Capital	58.8%	18.7%	+4,010	46.6%
Employed <sup>(2)</sup>			bps	
(Debt)/ cash and cash	£(0.5)m	£11.2m	-£11.7m	£6.6m
equivalents				

- (1) Earnings before interest, tax, depreciation and amortisation
- (2) Last 12 months EBIT divided by average net assets over that period
  - Total revenue increased 15.0% on the previous period, outperforming the wider used car market and benefitting from an increase in average vehicle selling price
  - · Data-led approach to buying and selling vehicles has resulted in improved and stable metal margins
  - Finance commission income remains subdued due to relatively high interest rates
  - · Operating expenditure increase reflects opening of one new store, minimum wage and national insurance increases, along with volume related headcount increase
  - Notable savings in other variable costs, following management action, including energy and card payment fees
  - Increased finance expense reflects higher stock levels, despite a moderate decrease in interest rates
  - Profit before tax increased 80.0% to £3.6m, and EBITDA by 22.5% to £13.6m
  - Cash movement influenced by £5.0m share buyback and increased vehicle purchasing to satisfy demand
  - Return on Capital Employed improved to 58.8%, from 18.7% in the corresponding period last year, reflecting our increased profitability and demonstrating the effectiveness of our capital light model
  - In line with our progressive dividend policy announced at FY25 year end, an interim dividend of 1.0p is declared

### Operational and Strategic Highlights

Operational KPIs	6 months to 30 September 2025	30 September	J
Market share (0-6 year old)	2.50%	2.33%	+17 bps
Net Promoter Score (NPS)	83	77	+6
Vehicles sold	47.40k		
Retail Wholesale	32.94k 14.46k		
Days in stock	49	41	+8 days
Retail gross profit per unit	£1,349	£1,317	+£32
Wholesale gross profit per unit	£351	£369	-£18
Customer acquisition cost <sup>(1)</sup>	£149	£147	+£2

- (1) Total marketing cost per retail unit sold
  - Retail volume growth of 8.9% compared with H1 FY25, demonstrating strong performance versus the wider used car market. Based on SMMT data, overall used car sales were up 2.8% in July to September on previous year; Motorpoint were up 7.4%. Performance skewed towards newer vehicles
  - · Supply of nearly new vehicles continues to improve, reflected in increased fleet channel buying activity and increased stock levels. Days in stock influenced by higher stock levels towards the end of the period as we gear up for demand in second half
  - Successful negotiations with stock facility providers to increase seasonal loan capacity from current £165m to £205m, to support growth aspirations
  - Over 9,750 cars acquired direct from consumers, an increase of 14.7% in the period, with scope for further improvement as marketing activity increases
  - Investment in a data-led approach to both buying and selling vehicles is now embedded in our operational model and drove both an increase in buying activity and continued strong metal margin performance and lower levels of overage stock
  - Further technology investment to develop our website and digital brand awareness, along with benefitting from the advantages of adopting AI, has resulted in significantly increased customer activity, and excellent sales in the first half
  - Efficiency focus has resulted in 14.5% increase in retail units sold per FTE since FY23
  - · Successful implementation of a new finance ERP system to improve controls and increase productivity
  - · Strong focus on customer experience has resulted in a notable improvement in our NPS rating
  - Included in the Sunday Times 'The 115 best big organisations to work for 2025', reinforcing our commitment to maintaining a highly engaged team
  - 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%

## **Current Trading and Outlook**

- · Strong momentum has continued into H2 FY26:
  - $\cdot$   $\;$  Delivered retail volume growth of 8.1% in October and good profitability
  - · Metal margins remain strong and used car prices stable
  - · Increased stock levels ahead of our busy Q4 trading period
- · Vehicle supply direct from consumers increasing with resource and marketing investment
- · Expect macroeconomic pressures to gradually ease
- · Acceleration of strategic growth plans

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

"I am pleased to report another strong performance in the first half of the year, in which we increased our retail volumes by 8.9% and gross profit by 10.7%. We significantly outperformed the wider used car market during the period, demonstrating that our proposition to make car buying easy continues to

resonate strongly with customers. Our strategic investment in technology and the use of data and AI, combined with the exceptional service provided by our highly engaged team, has enabled us to sell more vehicles at market leading pricing and provide our customers with a seamless car buying experience.

"With technology, data and AI integral to our growth strategy going forward, we are also excited by several other strategic initiatives including new store openings, investment in existing stores and the expansion of our supply channels.

"While we are mindful of the imminent Autumn Budget, and the subsequent effect on the consumer environment, trading since the period end confirms that demand for Motorpoint cars remains strong. We therefore remain confident in our competitive offering and believe we are well positioned to continue to grow our position in the market while delivering sustainable shareholder value."

#### Analyst & investor webinar

There will be a webinar for sell-side analysts and investors at 9:30am BST today, the details of which can be

obtained from FTI Consulting via motorpoint@fticonsulting.com.

#### **Enquiries:**

Amy Goldup

Motorpoint Group PLC via FTI Consulting

Mark Carpenter, Chief Executive Officer Chris Morgan, Chief Financial Officer

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**Forward looking statements:** The information in this release is based on management information. This report includes statements that are forward looking in nature. Forward looking statements involve known and unknown risks, assumptions, uncertainties and other factors which may cause the actual results, performance or achievements of the Group to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements. Except as required by the Listing Rules and applicable law, the Company undertakes no obligation to update, revise or change any forward looking statements to reflect events or developments occurring after the date of this report.

## 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 and UK network of 21 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 <a href="Auction4Cars.com">Auction4Cars.com</a> 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.

## Non-Executive Chair's statement

## Benefitting from effective management during downturn

The used car industry in the UK has faced difficult market conditions for several years. High interest rates, periods of price volatility, depressed consumer demand and constrained vehicle supply combined to cause upheaval in the industry and reduce our sales and profits. Motorpoint responded well to these conditions by restructuring to limit losses during FY24, and by positioning the Company to benefit from future market improvements. We have indeed begun to reap some benefits of these moves.

FY25 saw moderate improvement in macroeconomic headwinds - slight reductions in interest rates, periods of improved consumer sentiment, more stable used car pricing and some loosening of supply. In this environment, we grew retail sales and market share strongly, increased our margins and reduced days in stock, and returned to meaningful levels of profitability and cash generation for the year.

Market conditions have improved modestly during the first half of FY26 as vehicle supply is beginning to loosen and the UK economy is in slight growth. The company also further progressed its implementation of strategic new capabilities in data analytics, AI and online, and continued its operational excellence. I am pleased that, as a result of these improvements, our performance has continued to strengthen. The Company achieved meaningful improvement in the period across our financial measures including revenue, unit sales, market share and operating profit.

Motorpoint expects to continue to face less than robust market conditions for the foreseeable future. Interest rates remain high, UK economic growth is lacklustre, and the effect of global disruptions in trade

on the UK used car industry are unclear. Nevertheless, we are cautiously optimistic that economic trends are broadly favourable, confident that Motorpoint is well positioned to benefit from an improved used car market, and looking increasingly to the future by increasing our investment in our strategic capabilities.

#### Strategic opportunity

Four years ago, Motorpoint embraced the role of technology and digital services in its business and set forth an ambitious goal to become the UK's largest used car dealer. We believed that our strategic opportunity was to provide market leading digital services, and to redefine the omnichannel business model by developing integrated consumer journeys across our digital, store, customer service and delivery channels that meet changing consumer needs.

Through the challenging market of the past few years, the Company remained committed to its strategic direction and to our belief in the size of the opportunity, although our capacity to invest in our strategic plans was naturally constrained. We have made modest but targeted strategic progress while balancing our ambitions with responsible financial management.

With a positive FY25 and first half of FY26 behind us, and cautious optimism for the future, we are once again making targeted investments toward our long-term strategic plans. We are continuing our technological progress with data tools, AI and our website, scaling our Sell Your Car direct purchase proposition, testing market opportunities for aftersales service, and have returned to our programme of adding stores. We remain convinced of our long-term strategic opportunity and look forward to pursuing it with vigour as conditions allow.

### Capital allocation

Motorpoint has consistently demonstrated its ability to generate cash, even in tougher economic times. Since the beginning of FY25 we have reintroduced a dividend and, including today's interim dividend declaration, returned nearly £12 million to shareholders. Our priority remains to invest cash responsibly in pursuit of our ambitious strategic agenda. However, we believe the buybacks and dividend are an appropriate use of excess cash and an enhancement to shareholder value.

I would like to thank the Motorpoint team for their agility and resilience over the past few years, which has positioned the business well. I am delighted that their hard work has been rewarded with continued market outperformance and a return to consistent profitability.

#### John Walden

Chair Motorpoint Plc 12 November 2025

#### Chief Executive's statement

#### Overview

The Group delivered strong volume growth and significantly outperformed the wider market in the first half of FY26, building upon the improvements achieved last year. Our commitment to achieving profitable growth underpinned by a highly efficient organisation, has played a huge part in this achievement and a leaner, more profitable Motorpoint has been made possible by our highly engaged team and excellent culture.

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. Our Trustpilot score of 4.6 is one of the highest for car sales in the UK and reinforces the high levels of customer satisfaction achieved.

Although the current economic uncertainty continues to impact consumer confidence, 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 and new store openings, while continuing to benefit from our improved online and store channel integration and implementation of data and AI to drive further efficiencies and improved customer experiences. We are well placed to take full advantage of the opportunities that exist in our market to build long term shareholder value.

Having navigated through a number of external headwinds in recent years and executed on our Brilliant Basics programme to deliver operational excellence, we returned to achieving profitable growth in FY25, with our momentum providing a good line of sight going forward. Aligned with this momentum, the pace of change within Motorpoint is accelerating. Having the right stock at the right price is important, but we also need to engage with our customers to provide them with a seamless omnichannel experience, that makes car buying easy. We continue to invest in our website, our digital marketing expertise and the use of Al to increase customer interaction success. Al agents have enhanced the customer journey and improved conversion.

### Strategic growth momentum

We have continued to invest in FY26, with data intelligence now being fundamental to how we operate

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As well as buying and pricing dynamically which was implemented last year, data and Al play an important role in customer interaction and in our preparation capability. In a low margin industry where products typically depreciate over time, investing in data capabilities is essential, with data-driven decision making enabling both cost base efficiencies and exit price optimisation.

During the period, we also concentrated on building our preparation capability with further investment in MOT lanes and a technician apprenticeship scheme which represents good progress in developing our aftersales offer. Initial aftersales activity has commenced, where capacity is available, and is focused on high margin warranty repair work.

We continue to execute our strategy of expanding supply channels, opening new stores, investing in our existing estate, and enhancing our capabilities in AI and data. We are also focused on broadening brand reach and developing our aftersales proposition. Motorpoint's competitive pricing for used cars remains central to our mission, consistently attracting customers and differentiating us from competitors.

The Board continues to review strategic plans, and whilst investing in organic growth remains the priority, it has concluded that cash generation can also support returning significant levels of excess cash to shareholders by way of buybacks and dividends. I am pleased with the successful execution of the second share buyback in recent years, with the purchase and cancellation of 3.0m shares at a cash cost of £5.0m, along with the re-introduction of our progressive dividend policy and declaration to pay an interim dividend of 1p a share (H1 FY25: nil).

A progress update on our strategic priorities:

#### **Expansion of supply channels**

- · Increased fleet purchases
- · Data led purchasing has grown bid conversion and margin in H1 FY26
- · Supporting intelligent purchasing
- · Sell Your Car (SYC) run rate transactions have doubled since the beginning of FY26
- · Over 9,750 cars bought direct from consumer up 14.7%
- · Stocking facility headroom increased to support growth

#### New store openings

- Despite market gains, still have a relatively small share of highly fragmented market
- · Aim for 10% share in our 0-6 year old markets; new Norwich store performing to expectation
- · Remains considerable opportunity for market share expansion and further profitable growth

## Data and AI to further inform buying and pricing

- · Algorithmic based vehicle allocation underway
- · Data driven pricing strategy implemented
- · Agentic AI to reactivate closed quotes
- · Al digital discovery assistant successfully tested, with implementation in H2 FY26
- All cars on display with QR codes for pricing, generating strong customer insight and productivity gains

## Broaden brand reach

- · For first time, most prominent Google used car retailer. Most keywords in top three positions
- · 37k+ YouTube subscribers; 10m views
- Focus on Google vehicle listing ads, Al product usage and remarketing activity; lead costs down
   25% on last year
- · Aggregator diversification; record leads
- New expanded SYC CRM journey

## Further technology development to enhance customer journey

- · New finance ERP system
- · New purchase ordering system
- $\cdot$   $\;$  Hybrid cloud environment allows performance, cost and efficiency benefits
- · Security posture investment

## Develop aftersales offer

- MOT testing station roll out
- Successful trial of internal and external warranty repairs
- · Technical development of internal team to learn new skills:
  - Vehicle Prep Assistants (VPAs) to technicians
  - Technicians to MOT tester/ warranty technicians
- Workshop upgrades

Motorpoint remains well positioned to accelerate growth and make significant market share gains while capitalising on the above priorities to improve the customer experience and increase efficiency.

## The Motorpoint Virtuous Circle remains at the core of everything we do

Our operating model of how our employees and stakeholders interact, the Motorpoint Virtuous Circle, combined with our values of Proud, Happy, Honest and Supportive, continue to provide a robust framework for explaining how we do business.

The Virtuous Circle begins with our employees. We measured team satisfaction again and there

continues to be strong satisfaction levels across all teams. Our values scored highly, with 87% of the team saying that they were proud to work for Motorpoint. We were also delighted to be named by the Sunday Times as a best company to work for in 2025.

As the pace of business expansion increases, recruiting high calibre team members is especially important, and we revamped our recruitment processes in H1 FY26 to ensure we recruit the best. We also invested heavily in training, with new courses introduced, and a strong focus on leadership and self-development.

We believe that the engagement of our team is directly correlated to our customers' satisfaction, the next piece of our Virtuous Circle. As we innovate our omnichannel customer experiences, our highly engaged team continued to deliver what we believe is a market leading proposition of Choice, Value, and Quality to our loyal customers with an unerring focus on customer satisfaction. We focused on improving the customer experience in H1 and are delighted that our NPS rating has increased to 83 from 77.

The final piece of our Virtuous Circle is delivering for our shareholders. We have been pleased to deliver profitable growth and returning to high Return on Capital Employed in H1 FY26 of 58.8% (H1 FY25: 18.7%), as well as being able to return £10.9m to shareholders since April 2024 and declare a dividend of 1p per share.

### **Environmental, Social and Governance (ESG)**

Environmental performance continues to improve across our operations. We have achieved our target to send less than 1% of waste to landfill, and our recycling rate has increased from 60.3% to 66.8%. EPC ratings at Derby and Portsmouth have increased following targeted renovations and efficiency measures, and we have made good progress with ESOS actions. These upgrades support our broader carbon reduction goals and regulatory readiness as well as achieving ongoing savings. We continue to stock more Electric Vehicles and are reviewing innovative ways to charge these efficiently.

#### **Historic Finance Commissions**

The Supreme Court issued its judgement on the October 2024 Court of Appeal rulings in August 2025. They dismissed the bribery and fiduciary duty claims. However, they upheld on the Court of Appeal's ruling which related to an unfair relationship between customer and lender. This was based on specific facts of the case.

Following this update, the Financial Conduct Authority (FCA) issued a consultation document on 7 October 2025. This covered a redress scheme for customers who had bought cars on finance. The consultation period has been extended to December 2025.

Motorpoint's view continues to be that automotive brokers are not liable under a redress scheme and therefore do not consider that any provision is required.

#### Outlook

Strong momentum has continued into H2 FY26. We have delivered retail volume growth of 8.1% in October and good profitability. Metal margins remain strong and used car prices stable, and stock levels increased ahead of the busy Q4 trading period. Vehicle supply direct from consumers is increasing with resource and marketing investment. We expect macroeconomic pressures to gradually ease, as we accelerate our strategic growth plans.

## Mark Carpenter

Chief Executive Officer 12 November 2025

## **FINANCIAL REVIEW**

## Group financial performance headlines

The period experienced strong retail unit sales growth of 8.9% with 32.94k retail vehicles sold (H1 FY25: 30.25k). Total revenue for the six months ended 30 September 2025 increased 15.0% to £647.7m (H1 FY25: £563.1m) reflecting both higher volume and increased average selling price.

Gross profit was £49.5m (H1 FY25: £44.7m). Retail gross profit per unit increased to £1,349 (H1 FY25: £1,317). During the period, increased metal margin, through use of data and improved stock management, offset the impact of subdued finance commissions.

Operating expenditure increased by 6.2% to £41.0m (H1 FY25: £38.6m), reflecting one new store, a rise in headcount to keep up with the demand driven by the growth in retail sales, wage inflation, and the employer national insurance rise. Other variable costs were tightly controlled.

Profit before taxation improved to £3.6m (H1 FY25: £2.0m). Finance costs increased to £4.9m (H1 FY25: £4.1m), due to higher inventory levels in the period, despite a slight softening in interest rates. EBITDA improved to £13.6m (H1 FY25: £11.1m).

Net debt at 30 September 2025 was £0.5m (31 March 2025: net cash of £11.2m), reflecting continued build-up of inventory levels to satisfy increased demand and the successfully completed share buyback which incurred a cash cost of £5.0m.

Further to the re-introduction of the dividend in FY25, the Board has declared an FY26 interim dividend of 1p per share which results in a cash cost of £0.8m. This will be paid on 12 December 2025, to those

shareholders on the register at close of business on 21 November 2025.

Return on Capital Employed improved to 58.8% from 18.7% in H1 FY25, demonstrating the effectiveness of a capital light model and improving profitability.

### **Trading performance**

The Group has two key revenue streams, being (i) vehicles sold to retail customers via the Group's stores, call centre and digital channels, and (ii) vehicles sold to wholesale customers via the Group's <a href="https://doi.org/10.1007/nc.com">Auction4Cars.com</a> website.

	Retail H1 FY26 H1 FY25		Wholesale H1 FY26 H1 FY25		H1 FY26	Total H1 FY26 H1 FY25	
	£m	£m	£m	£m	£m	£m	
Revenue	574.8	502.2	72.9	60.9	647.7	563.1	
Gross profit	44.4	39.9	5.1	4.8	49.5	44.7	

#### Retail

Retail units sold increased by 8.9% in the period, with a total of 32.94k units being sold (H1 FY25: 30.25k). Average selling price was £16.4k, an increase of 5.8% on the previous period.

Retail gross profit per unit increased to £1,349 (H1 FY25: £1,317), which included greater focus on dataled pricing and stock management. Gross margin of 7.7% declined slightly compared to prior period (H1 FY25: 7.9%), which reflected an increase in average selling price. Last year benefited from the inclusion of an administration fee for customers which was abolished in autumn 2024.

Days in stock increased to 49 days in the period (H1 FY25: 41 days). This reflected strong buying, with increased stock levels sought to maximise sales opportunities as we enter the second half of FY26.

Finance per vehicle sold increased in the period by 7.0% to £684 and extras by 14.3% to £279, reflecting a broadened product mix.

Preparation costs per unit have increased slightly in the period, which reflected an element of inflation and vehicle age mix, although efficiencies introduced include in-house MOT testing and performing warranty repair work.

The business increased its focus during H1 FY26 to acquire more vehicles directly from customers via its Sell Your Car platform. To date, this has proved successful with a run rate doubling of vehicles acquired.

### Wholesale

Wholesale units via <u>Auction4Cars.com</u>, which sells vehicles that have been part exchanged by retail customers, or directly purchased from consumers, increased by 11.1%. 14.46k vehicles were sold via this purely online platform (H1 FY25: 13.02k). Wholesale gross profit per unit was broadly consistent with the previous period at a healthy £351 (H1 FY25: £369).

#### Operating expenses

Operating expenses increased from £38.6m in H1 FY25 to £41.0m. Full time equivalent employees increased to 787, from 746 at 30 September 2024, as we responded cautiously to increased demand, as well as the opening of the Norwich store in December 2024. Employee costs also rose as a result of inflation and employer national insurance increases. Marketing costs increased from £4.4m to £4.9m as we continue to target more market share. Customer acquisition cost per retail unit remained constant at £149 (H1 FY25: £147). Other variable costs were tightly controlled, with notable energy and bank card fee reductions.

#### Interest

The Group's net finance expense was £4.9m (H1 FY25: £4.1m); reflecting higher stock levels maintained throughout the period despite a slight easing of interest rates.

Total interest charges on the stocking facilities in the period were £3.5m (H1 FY25: £3.0m), reflecting higher inventory holding. Interest on lease liabilities was £1.1m (H1 FY25: £1.0m) and interest on banking facilities was £0.3m (H1 FY25: £0.1m).

### Taxation

The tax charge of £0.9m is based on the standard corporation tax rate of 25.0% (H1 FY25: 25.0%).

#### Shares

At 30 September 2025, 83,619,822 ordinary shares were outstanding, and 3,987,590 held in the Employee Benefit Trust. The share number decreased by 3.5% from 86,619,822 at the start of the financial year, as a result of the most recent buyback.

#### Earnings per share

Basic and diluted earnings per share were 3.2p and 3.1p respectively (H1 FY25: both 1.7p).

#### **Dividends**

A dividend was re-introduced in the FY25 full year results and £0.9m was paid during H1 FY26. The Board has declared an interim dividend of 1p per share with an associated cash cost of £0.8m (H1 FY25: £Nil).

#### Capital expenditure

Capital expenditure was £1.3m (H1 FY25: £2.3m) with main items including spend on MOT bays and technical investment. Tight controls are in place to manage spend responsibly.

#### **Balance sheet**

Net assets decreased since year end by £2.6m to £24.3m, which was due to the share buyback completed during the period, offset by increased profitability.

Non-current assets were £62.3m (31 March 2025: £70.7m) made up of £10.5m of property, plant and equipment, £48.3m right-of-use assets, intangible assets of £2.2m and a deferred tax asset of £1.3m (31 March 2025: £15.4m, £51.0m, £3.0m and £1.3m respectively). In addition, the £4.9m asset held for sale relates to proposed sale and lease back of the Derby site.

The Group closed the period with £186.9m of inventory, up from £151.4m at 31 March 2025. Days in stock for the period were 49 days (H1 FY25: 41 days and FY25: 43 days).

At 30 September 2025, the Group had £165.0m (31 March 2025: £165.0m) of stocking finance facilities available of which £143.5m (31 March 2025: £122.4m) was drawn. (Total is split Black Horse Limited £90.0m, and £75.0m with Lombard North Central Plc). During the first half, additional seasonal uplifts were agreed with both Lombard (£25.0m) and Black Horse (£15.0m). These will be made available during seasonal peaks in Q3 and Q4 on an annual basis going forward.

The Group also had a banking facility with Santander UK plc, split between £6.0m available as an uncommitted overdraft and £14.0m available as a revolving credit facility, at 30 September 2025.

Trade and other receivables of £21.6m increased from year end due to a rise in prepayments based on vendor activity (31 March 2025: £13.4m).

Trade and other payables, inclusive of the stock financing facilities, have increased to £197.4m (31 March 2025: £155.2m) with most of the movement being due of the increase in the stocking facility balance.

There was a decrease in total lease liabilities to £55.0m (31 March 2025: £57.4m).

#### Cash flow

Cash flow from operations was £8.6m inflow (H1 FY25: £16.0m inflow). The fall represents increased buying activity resulting in higher stock levels to achieve increased growth in market share.

Other main items in the cash flow include capital expenditure of £1.3m (H1 FY25: £2.3m), principal lease repayments of £3.6m (H1 FY25: £2.9m), interest payments of £4.9m (H1 FY25: £4.1m) and share buyback payments of £5.0m (H1 FY25: £4.7m).

## Capital allocation

The Group's objective when managing working capital is to ensure adequate working capital for all operating activities and liquidity, including comfortable headroom to take advantage of opportunities, or to weather short term downturns. The Group also aims to operate an efficient capital structure to achieve its business plan.

Our Capital Allocation Policy is aligned to strategy, whilst rewarding shareholders by maximising return through a disciplined deployment of cash generated.

Organic Growth and Margin Expansion

Grow retail volumes ahead of used car market, and margins, by investing in new stores, data, brand, technology and new income streams.

Treatment of Excess Capital

The Board is committed to maintaining an efficient balance sheet; its expectation is that excess cash, over and above investment opportunities to support growth, will be returned to shareholders, in the form of share buybacks or dividends.

## Acquisitions

Consider only if earnings per share accretive, attractive risk profile and clear industry logic.

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 165.3p per share and a total cost, excluding expenses, of £5.0m. This represented 3.5% of the issued share capital of the Company from when this 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 7.3%.

The Board has declared the payment of an interim dividend of 1p per share with an associated cash cost of £0.8m (H1 FY25: £Nil).

Chief Financial Officer 12 November 2025

# RESPONSIBILITY STATEMENT OF THE DIRECTORS IN RESPECT OF THE FY26 UNAUDITED INTERIM RESULTS

The Directors confirm that these condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard 34, 'Interim Financial Reporting', as adopted by the European Union and that the interim management report includes a fair review of the information required by DTR 4.2.7 and DTR 4.2.8, namely:

- an indication of important events that have occurred during the first six months and their impact on the condensed consolidated interim financial statements, and a description of the principal risks and uncertainties for the remaining six months of the financial year; and
- · material related-party transactions in the first six months and any material changes in the related-party transactions described in the last annual report.

A list of current Directors and their biographies is maintained on the Motorpoint Group PLC website www.motorpointplc.com

## By order of the Board

#### Mark Carpenter

Chief Executive Officer
12 November 2025

#### Statement of Comprehensive Income

## For the six months ended 30 September 2025

	Note		Unaudited Six Months ended 30 September 2024 £m
Revenue	6	647.7	563.1
Cost of sales		(598.2)	(518.4)
Gross profit Operating expenses		49.5 (41.0)	44.7 (38.6)
Operating expenses Operating profit	7	8.5	6.1
Finance costs	8	(4.9)	(4.1)
Profit before taxation		3.6	2.0
Taxation		(0.9)	(0.5)
Profit for the period		2.7	1.5
Total comprehensive income for the period attributable to equity holders of the parent		2.7	1.5
<b>Earnings per share</b> Basic Diluted	9 9	3.2p 3.1p	1.7p 1.7p

The Group's activities all derive from continuing operations.

Total comprehensive income for the period is all attributable to the shareholders of the Company.

## **Condensed Consolidated Balance Sheet**

## As at 30 September 2025

·		30 September 2025	Restated* As at 30 September 2024 (unaudited)	31 March 2025
ASSETS	Note	(unaudit ed) £m	£m	£m
<b>Non-current assets</b> Property, plant equipment	and	10.5	9.7	15.4
Right-of-use assets		48.3	52.0	51.0

Intangible assets		2.2	3.1	3.0
Deferred tax assets		1.3	1.4	1.3
Total non-current assets		62.3	66.2	70.7
Current assets				
Inventories		186.9	129.3	151.4
Trade and other receivables		21.6	17.9	13.4
Cash and cash equivalents		4.5	11.2	6.6
Assets held for sale	10	4.9	2.4	-
Total current assets		217.9	160.8	171.4
TOTAL ASSETS		280.2	227.0	242.1
LIABILIT IES				
Current liabilities				
Trade and other payables, excluding contract liabilities		(197.4)	(137.1)	(155.2)
Lease liabilities		(7.1)	(6.0)	(6.0)
Current tax liabilities		(1.4)	(0.3)	(0.5)
Total current liabilities		(205.9)	(143.4)	(161.7)
NET CURRENT ASSETS		12.0	17.4	9.7
Non-current liabilities				
Lease liabilities		(47.9)	(52.6)	(51.4)
Provisions		(2.1)	(2.6)	(2.1)
Total non-current			(55.2)	
liabilities		(50.0)	(	(53.5)
TOTAL LIABILITIES		(255.9)	(198.6)	(215.2)
NET ASSETS		24.3	28.4	26.9
EQUITY				
Share capital	12	0.8	0.9	0.9
Capital redemption reserve	12	0.2	0.1	0.1
Capital reorganisation		(8.0)	(0.8)	(8.0)
reserve Employee Benefit Trust		(7.7)	(4.7)	(8.5)
reserve Retained earnings		31.8	32.9	35.2
TOTAL EQUITY		24.3	28.4	26.9
*See note 13 for explanation	of restatem			20.9

## Condensed Consolidated Statement of Changes in Equity

## For the six months ended 30 September 2025

Six Months ended 30 September 2025 (Unaudited)	Share capital re	Capit al dempt ionre reserve	Capital organisation reserve		Retained earnings	Total equity
	£m	£m	£m	£m	£m	£m
At 1 April 2025	0.9	0.1	(0.8)	(8.5)	35.2	26.9
Profit for the period	-	-	-	-	2.7	2.7
Total comprehensive income for the period Transactions with owners in their capacity	-	-	-	-	2.7	2.7
as owners: Share-based payments	-	-	-	-	0.6	0.6
Buyback and cancellation of shares	(0.1)	0.1	-	-	(5.0)	(5.0)
EBT share purchases and commitments	-	-	-	-	-	-
Share-based compensation options satisfied through EBT	-	-	-	0.8	(8.0)	-
Payment of dividends	-	-	-	-	(0.9)	(0.9)
At 30 September 2025	0.8	0.2	(8.0)	(7.7)	31.8	24.3

Six Months ended 30 September	Share capit al re	Capit al dempt ionre	Capital eorganisation		Retained earnings	Total equity
2024 (Unaudited)		reserve	reserve			
At 1 April 2024 Profit for the period	£m 0.9 -	£m 0.1 -	£m (0.8)	£m (5.1) -	£m 36.0 1.5	£m 31.1 1.5
Total comprehensive income for the period Transactions with owners in their capacity as owners:	-	-	-	-	1.5	1.5
Share-based payments	-	-	-	-	0.5	0.5
Buyback and cancellation of shares	-	-	-	-	(4.7)	(4.7)
Share-based compensation options satisfied through EBT	-	-	-	0.4	(0.4)	-
At 30 September 2024	0.9	0.1	(8.0)	(4.7)	32.9	28.4

## **Condensed Consolidated Cash Flow Statement**

## For the six months ended 30 September 2025

		Unaudited Six Months ended 30 September 2024 £m
Profit attributable to equity shareholders	2.7	1.5
Adjustments for: Taxation charge	0.9	0.5
Finance costs	0.9 4.9	0.5 4.1
Operating profit	8.5	6.1
Share-based payments	0.6	0.5
Depreciation and amortisation charges	5.1	5.0
Profit on disposals of property, plant and equipment		(0.1)
Cash flow from operations before movements in	14.2	11.5
working capital Increase in inventory	(35.5)	(26.9)
(Increase) / decrease in trade and other receivables	(35.5 <i>)</i> (8.2)	(26.9)
Increase in trade and other payables	38.1	30.1
Cash generated from operations	8.6	16.0
Interest paid on borrowings and financial facilities	(3.9)	(3.1)
Interest paid on lease liabilities	(1.0)	(1.0)
Net cash generated from operating activities	3.7	11.9
Cash flows from investing activities Purchases of property, plant and equipment and intangible	(1.3)	(2.3)
assets		
Net cash used in investing activities	(1.3)	(2.3)
Cash flows from financing activities		
Payments to acquire own shares	(5.0)	(4.7)
Repayment of leases Payment of dividends	(3.6) (0.9)	(2.9)
Repayment of borrowings	(38.5)	(14.0)
Proceeds from borrowings	43.5	14.0
Net cash used in financing activities	(4.5)	(7.6)
Net (decrease) / increase in cash and cash equivalents	(2.1)	2.0
Cash and cash equivalents at the beginning of the period	6.6	9.2 11.2
Cash and cash equivalents at end of the period	4.5	11.2
Net cash and cash equivalents comprises: Cash at bank	4.5	11.2

 $\label{thm:condensed} The \ notes \ form \ an \ integral \ part \ of \ these \ Condensed \ Consolidated \ Interim \ Financial \ Statements.$ 

## 1. Basis of Preparation

Motorpoint Group Plc (the Company) is incorporated and domiciled in the United Kingdom under the Companies Act 2006.

The Company is a public company limited by shares and is listed on the London Stock Exchange; the address of the registered office is Champion House, Stephensons Way, Derby, DE21 6LY. The Condensed Consolidated Interim Financial Statements of the Company as at and for the six months ended 30 September 2025 comprise the Company, all of its subsidiaries and the Motorpoint Group Plc Employee Benefit Trust (the 'EBT'), together referred to as the "Group". These Interim financial statements are presented in pounds sterling because that is the currency of the primary economic environment in which the Group operates.

The Condensed Consolidated Interim Financial Statements for the six months ended 30 September 2025 are unaudited and the auditors have not performed a review in accordance with ISRE 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity.

#### Going Concern

The interim financial statements are prepared on a going concern basis. The Group regularly reviews market and financial forecasts and has reviewed its trading prospects in its key markets.

The Group has continued to manage its net debt comfortably, with headroom at the period end of £9.0m on the Revolving Credit Facility. The Board considers that the available headroom, coupled with the highly cash generative nature of the business and the available cash levers provide a strong degree of financial resilience and flexibility.

The Board has reviewed the latest forecasts of the Group, including the impact of multiple scenarios, and considered the obligations of the financing arrangements.

For the purpose of considering going concern the Group focuses on a period of at least 12 months from the point of signing the interim results.

The Board has considered a severe but plausible downside scenario, when compared with the base model, in considering the going concern status of the Group, reducing volumes and prices, and increasing interest rates and comparing with headroom available against banking covenants and liquid resources required to continue trading. In this case, the business would make efforts to reduce expenditure at both current sites and consider the capital expenditure for any new sites. This scenario demonstrates that the Group would comply with the relevant covenants.

The Directors are aware of the impact of potential economic headwinds as described previously, but after assessing these risks do not believe there to be a material risk to the going concern of the Group.

Given the continued historical liquidity of the Group, and sufficiency of reserves and cash in the stressed scenarios modelled, and in addition to increased profitability, the Board has concluded that the Group has adequate resources to continue in operational existence over the going concern period and into the foreseeable future thereafter. Accordingly, they continue to adopt the going concern basis in preparing the interim results.

#### 2. Statement of Compliance

These Condensed Consolidated Interim Financial Statements have been prepared in accordance with UK adopted IAS 34 Interim Financial Reporting and the Disclosure and Transparency Rules sourcebook of the UK's Financial Conduct Authority. The financial information included does not constitute statutory accounts within the meaning of section 434 of the Companies Act 2006 ('the Act') and do not include all the information required for full annual financial statements. Accordingly, they should be read in conjunction with the Annual Report and Financial Statements of Motorpoint Group PLC for the year ended 31 March 2025. These condensed consolidated interim financial statements were approved by the Board of Directors on 11 November 2025.

#### 3. Significant Accounting Policies

The same accounting policies, presentation and methods of computation which were followed in the preparation of the Annual Report and Financial Statements for Motorpoint Group PLC for the period ended 31 March 2025 have been applied to these Condensed Consolidated Interim Financial Statements where applicable. The accounting policies and details of new standards adopted in the year ended 31 March 2025 are listed in the Motorpoint Group PLC Annual Report and Financial Statements on pages 131-140.

### 4. Comparative Figures

The comparative figures for the financial year ended 31 March 2025 are extracted from the Motorpoint Group PLC Annual Report and Financial Statements for that financial year. The accounts have been reported on by the Company's auditor and delivered to the Registrar of Companies. The report of the auditor was (i) unqualified (ii) did not include a reference to any matters to which the auditor drew attention by way of emphasis without qualifying their report and (iii) did not contain a statement under section 498(2) or (3) of the Act.

#### 5. Segmental Reporting

The Group has prepared segmental reporting in accordance with IFRS 8 'Operating Segments'. The Group's chief operating decision maker is considered to be the Board of Directors. Segmental information is presented on the same basis as the management reporting. An operating segment is a component of the business where discrete financial information is available and the operating results are regularly reviewed by the Group's chief operating decision maker to make decisions about resources to be allocated to the segment and to assess its performance.

Operating segments are aggregated into reporting segments to combine those with similar characteristics.

The Group operates its omnichannel vehicle retailer offering through a store network and separate financial information is prepared for these individual store operations. These stores are considered separate 'cash generating units' for impairment purposes. However, it is considered that the nature of the operations and products is similar and they all have similar long term economic characteristics and

the Group has applied the aggregation criteria of IFRS 8. In addition, the Group operates an independent trade car auction site offering a business-to-business entirely online auction marketplace platform which is assessed by the Board as a separate operation and thus there are two reportable segments: retail and wholesale.

	Retail	Retail	Wholesale	Wholesale	Total	Total
	30 September 2025	30 September 2024	303 September 2025	0 September 2024 <b>S</b> £m	30 September 2025	30 September 2024
	£m	£m	£m	LIII	£m	£m
Revenue	574.8	502.2	72.9	60.9	647.7	563.1
Cost of sales	530.4	(462.3)	67.8	(56.1)	598.2	(518.4)
Gross profit	44.4	39.9	5.1	4.8	49.5	44.7

#### 6. Revenue

Revenue represents amounts chargeable, net of value added tax, in respect of the sale of goods and services to customers. Revenue is measured at the fair value of the consideration receivable, when it can be reliably measured, and the specified recognition criteria for the sales type has been met. The transaction price is determined based on periodically reviewed prices and are separately identified on the customer's invoice. There are no estimates of variable consideration.

The transaction price for motor vehicles and motor related services is at fair value as if each of those products are sold individually.

#### (i) Sales of motor vehicles

Revenue from the sale of retail motor vehicles is recognised when the control has passed; that is, when the vehicle has been collected by, or delivered to, the customer. Payment of the transaction price is due immediately when the customer purchases the vehicle. Sales of accessories, such as mats, are recognised in the same way.

Revenue from the sale of wholesale vehicles is recognised when the control has passed; that is, when full payment has been made for the vehicle. The Group also sells wholesale vehicles in bulk transactions to auction houses. When this is the case revenue is recognised upon the earlier of collection of the vehicles or full payment.

The Group operates a return policy which is consistent with the relevant consumer protection regulations. This is offered in the form of a 14 day money back guarantee for home delivery customers.

#### (ii) Sales of motor related services and commissions

Motor related services sales include commissions on finance introductions, extended guarantees, paint protection products, and cosmetic and alloy wheel maintenance plans. Sales of paint protection products are recognised when the control has passed; that is, the protection has been applied and the product is supplied to the customer.

The assessment is based on whether the Group controls the specific goods and services before transferring them to the end customer, rather than whether it has exposure to significant risks and rewards associated with the sale of goods or services.

The Group receives commissions when it arranges finance, insurance packages, extended warranty and paint/cosmetic protection for its customers, acting as agent on behalf of a limited number of finance, insurance and other companies. For finance and insurance packages, commission is earned and recognised as revenue when the customer draws down the finance or commences the insurance policy from the supplier which coincides with the delivery of the product or service. Commissions receivable for all motor related services are paid typically in the month after the finance is drawn down. For extended warranty and paint/cosmetic protection, the commission earned by the Group as an agent is recognised as revenue at the point of sale on behalf of the principal.

Revenue from sale of motor vehicles Revenue from motor related services and commissions	Six Months ended 30 September 2025 £m 615.9 28.7	Six Months ended 30 September 2024 £m 536.2 23.8
Revenue recognised that was included in deferred income at the beginning of the period - Sale of motor vehicles	0.1	0.1
Revenue recognised that was included in deferred income at the beginning of the period - Motor related services and commissions	3.0	3.0
Total Revenue	647.7	563.1

### 7. Operating profit

Analysed as:

Operating profit includes the effect of charging / (crediting):	ended 30 September 2025 £m	ended 30 September 2024 £m
Inventory recognised as expense	595.8	516.2
Movement in provision against inventory	0.1	0.9
Employee benefit expense	20.7	19.1
Depreciation of property, plant and equipment and right-of- use assets	4.4	4.3
Amortisation of intangible assets	0.7	0.7
Expense on short term and low value leases	0.1	0.1
Profit on disposals of property, plant and equipment and right-of-use assets	-	(0.1)
Total expenses comprise:	Six Months ended 30 September 2025 £m	Six Months ended 30 September 2024 £m
Cost of sales	598.2	518.4
Operating expenses:		
Selling and distribution expenses	9.9	9.3
Administrative expenses	31.1	29.3
Total operating expenses	41.0	38.6
Total expenses	639.2	557.0

## 8. Finance costs

Total finance costs	4.9	4.1
Other interest payable	1.1	1.0
Interest on stocking finance facilities	3.5	3.0
Interest on bank borrowings	0.3	0.1
	£m	£m
	2025	2024
	September	30 September
	ended 30	Six Months ended
	Six Months	

## 9. Earnings per Share

Basic and diluted earnings per share are calculated by dividing the earnings attributable to equity shareholders by the weighted average number of ordinary shares at the end of the period.

	Six Months ended 30	Six Months ended 30
	September 2025	September 2024
Profit attributable to ordinary shareholders (£m)	2.7	1.5
Weighted average number of ordinary shares in Issue ('000)	84,994	88,261
Basic Earnings per share (pence)	3.2	1.7
Diluted number of shares in issue ('000)	85,999	88,600
Diluted Earnings per share (pence)	3.1	1.7

The difference between the basic and diluted weighted average number of shares represents the dilutive effect of the various Group share plans. This is shown in the reconciliation below.

	Six Months	Six Months
	ended 30	ended 30
	<b>Sept ember</b>	September
	2025	2024
Weighted average number of ordinary shares in Issue ('000)	84,994	88,261
Adjustment for share options ('000)	1,005	339
Weighted average number of ordinary shares for diluted		

10. Assets held for sale	<b>30</b> 30 September		
	September	2024	
	2025	£m	
	£m		
Land and buildings	4.9	2.4	

Assets classified as held for sale comprise land and buildings relating to the Group's site in Derby, which will be subsequently leased back.

#### 11. Borrowings

During the period the Company renegotiated the terms of its stocking facilities to include seasonal uplifts of £40.0m, increasing available headroom from £165.0m to £205.0m through Q3 and Q4 on an annual basis going forward. As at the reporting date £5m of the revolving credit facility (H1 FY25: £Nil) and £Nil of the overdraft (H1 FY25: £Nil) was drawn down. The terms of the revolving credit facility and overdraft require a full repayment for a period of at least one day or more in each financial year and half year with no less than one month between repayments.

The finance charge for utilising the revolving credit facility was dependent on the Group's borrowing ratios as well as the base rate of interest in effect. During the period ended 30 September 2025 interest was charged at 6.3% (H1 FY25: 7.0%) per annum. The interest charged for the period of £0.3m (H1 FY25: £0.1m) has been expensed as a finance cost.

### 12. Share Capital

	30 September 2025		31 March 2025	
	Number	Amount	Number A	Amount
	'000	£m	'000	£m
Allotted, called up and fully paid ordinary shares of 1p each				
Balance at the beginning of the period	86,620	0.9	89,970	0.9
Released from treasury awaiting cancellation	-	-	30	-
Cancelled treasury shares	-	-	(30)	-
Bought back and cancelled during the period	(3,000)	(0.1)	(3,350)	-
Balance at the end of the period	83,620	0.8	86,620	0.9

During the period 3,000,000 shares were purchased in accordance with the terms of the share buyback programme, which commenced on 3 April 2025. All of these shares were cancelled as at 30 September. The shares were acquired at an average price of 165.3p per share, with prices ranging from 120.3p to 185.0p.

The 3,000,000 shares bought back and cancelled represent 3.5% of the issued ordinary shares, at a purchase cost of  $\pm 5.0$ m.

The Group does not have a limited amount of authorised capital.

## 13. Prior year restatement

#### Right-of-use assets and lease liabilities

The financial statements for the six months ended 30 September 2024 have been restated to reflect a prior period adjustment relating to right-of-use assets and lease liabilities. This adjustment was disclosed in note 37 of the Annual Report and Financial Statements of Motorpoint Group PLC for the year ended 31 March 2025.

The following table summarises the impact on the Group's consolidated financial statements:

	As at 30 September		As at 30 ptember
	2024 (as previouslyadj	Total ustments (re	2024 estated)
Consolidated balance sheet (extract)	reported) £m	£m	£m
Right-of-use assets	51.4	0.6	52.0
Total assets	226.4	0.6	227.0
Lease liabilities (current)	(4.5)	(1.5)	(6.0)

Lease liabilities (non-current)	(53.5)	0.9	(52.6)
Total liabilities	(198.0)	(0.6)	(198.6)
Net assets	28.4	-	28.4

#### 14. Dividends

The aggregate amount of dividend comprises:

Six Months ended 30
September 2025 2024
£m £m

2025 final dividend paid (1p on 85.2m ordinary shares)

0.9 -

Subsequent to the end of the period, the Directors have declared a 1p per share interim dividend (H1 FY25: Nil), payable on 12 December 2025, with a record date of 21 November 2025.

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