

24 June 2026

Vertu Motors plc ("Vertu Motors", "Group", "Company")

AGM Trading Update – Group Trading Ahead of Market Expectations

Vertu Motors, a leading UK automotive retailer with a network of 191 sales and aftersales outlets, is pleased to announce the following update with regards to the three-month period to 31 May 2026 (the "Period").

The Group continues to trade positively in the financial year, with like-for-like volume growth in all channels: new retail, Motability, used vehicle and fleet and commercial. Aftersales is contributing to growth in Group profits year-on-year. Group margins remain stable and overall trading performance remains ahead of prior year levels.

The Group continues to review and transform its portfolio of operations. The Group will launch its first Omoda and Jaecoo dealership on 1 July 2026, providing exposure to two of the fastest-growing automotive brands in the UK market. The opening, in an existing Group site in Burton, demonstrates the Group's ability to reposition existing assets to support attractive growth opportunities. Another Group outlet will be re-franchised to Omoda and Jaecoo on 1 October 2026. The Group will have 15 sales outlets representing Chinese automotive brands following these openings.

Cost benefits will arise from portfolio changes, such as the relocation in the coming months of Sheffield Mazda from a stand-alone site to a multi-franchise operation alongside the Nissan franchise in the city. Group operating costs remain tightly controlled.

As a result of the above trading and portfolio changes, the Board anticipates that full year results for FY27 will be ahead of current market expectations¹.

¹ According to compiled data at 18 June 2026, the current consensus of three sell side analysts' expectations for FY27 adjusted profit before tax is £24.5m with a range of £23.5m to £25.1m.

Robert Forrester, Chief Executive Officer, said:

"The Group has made an encouraging start to FY27 with full year results now expected to be ahead of market expectations, supported by growth across all key revenue channels and continued momentum in our high margin aftersales operations. While we remain mindful of wider consumer pressures and the ongoing impact of the Zero Emission Mandate, we are confident in the resilience of the business and our ability to capture growth opportunities, including through the launch of our first Omoda and Jaecoo dealership in Burton."

This announcement contains inside information for the purposes of Article 7 of the Market Abuse Regulation (EU) 596/2014 as it forms part of UK domestic law by virtue of the European Union (Withdrawal) Act 2018 ("MAR"), and is disclosed in accordance with the Company's obligations under Article 17 of MAR.

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Notes to Editors

Vertu Motors is the fourth largest automotive retailer in the UK with a network of 191 sales outlets across the UK.

Vertu Motors was established in November 2006 with the strategy to consolidate the UK motor retail sector. It is intended that the Group will continue to acquire motor retail operations to grow a scaled dealership group. The Group's acquisition strategy is supplemented by a focused organic growth strategy to drive operational efficiencies through its national dealership network.

Vertu's Mission Statement is to "deliver an outstanding customer motoring experience through honesty and trust".

Vertu Motors Group websites – <https://investors.vertumotors.com> / www.vertucareers.com

Vertu brand websites – www.vertumotors.com