

20 May 2020

# Vistry Group

Vistry Group PLC

## Trading Update for the period covering 1 January 2020 to date

Vistry Group PLC (the "Group") is today providing an update on trading in the period from 1 January 2020 to date including the Group's ongoing response to COVID-19, and on its progress with the integration of the enlarged Group, ahead of its Annual General Meeting ("AGM") which is being held at noon today.

### **Greg Fitzgerald, Chief Executive commented:**

"In these unprecedented times, the Group's performance during lockdown has been better than initially expected in respect of reservations, completions and cash management. We are pleased by how effectively our site management and health and safety teams have adapted to the new operating procedures. As a result, we currently have more than 5,600 operatives working safely across our developments and expect productivity to continue to increase.

"The continued strength of Vistry Partnerships throughout the past two months has proven our rationale for the acquisition, which has given us a highly resilient business underpinned by significant demand for affordable homes."

### **Current trading**

#### **Partnerships**

Vistry Partnerships had a strong start to the year, progressing its strategy of accelerating revenue growth and margin expansion through an increase in land-led contracting and mixed tenure development.

Our Partnerships business has led our return to site and is the most resilient part of our business in the current market conditions given the high proportion of revenue from contracting and pre-sold developments, which provides a high level of cash realisation. Over 70% of normal production capacity has already been restored as our teams get used to the new COVID-safe operating procedures.

We are operating across all of our 73 contracting sites and continue to increase the future pipeline. The contracting forward order book totals £827m.

In respect of Partnerships development activity, we are operating on 31 of our 34 sites. Interest from housing associations and investors continues to be strong, and demand from private buyers is improving steadily.

#### **Housebuilding**

In the first 11 weeks of trading in 2020, we saw a strong increase in the average sales rate per site per week, accompanied by some positive momentum on pricing. The business first reported a material impact on trading from COVID-19 from mid-March.

Our sales teams have successfully remained open to business throughout, taking virtual tours, new reservations, progressing exchanges and handing over completed homes during the period of lock down. Our sales offices have now reopened for appointments and the Group sees significant opportunity from increasing the use of online channels for all future customer interactions.

