

# MOTO INTERIM REPORT



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## Overview

A summary of Moto Holdings Limited (herein referred to as “Moto” or the “Group”) performance for the six months ended 28 June 2023 (“H1 2023”) is set out in the following pages. The summary results have been prepared under United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law), including FRS 102 “The Financial Reporting Standard applicable in the UK and Republic of Ireland. The Group’s next full year accounts will be for the year ending 27 December 2023.

## Business Review

Moto is the largest motorway service area (MSA) operator in the United Kingdom. The Group operates a national network of 69 sites at 52 locations, including 49 sites at 34 MSA locations, as well as a number of adjacent to motorway locations. Our UK-wide presence results in a diverse customer base and reduces our exposure to certain regional and economic factors. We generate turnover from distinct services and products: EV charging, convenience food, confectionery, tobacco and news, forecourt, commercial activities, amusements, and fuel, allowing us to service a broad range of customer needs. We operate franchises with well-known, national and international brands; M&S, Greggs, Pret a Manger, Costa, Burger King, KFC, West Cornish Pasty, Chow, WH Smith, BP, Tesla and Gridserve.

Moto’s vision is to ‘transform the UK’s rest stop experience’ aiming to provide exceptional service and an unrivalled customer experience to all of its visitors by providing a market leading range of high-quality brands and services on each of its sites. Moto is committed to continued investment across its network of sites, leading the transition to clean energies across the strategic road network and further strengthening its strong brand portfolio, in order to continue to exceed the expectations of its customers. Moto is committed to achieving its goals profitably and sustainably.

The Group is well-placed to benefit from recovery and growth in the UK economy and remains focused on long term growth. The Group expects to continue benefiting from current trends in the market, which include the increase in preference for branded food outlets and the transition to clean energies.

The performance of the Group has been exceptionally strong especially considering the inflationary pressures; primarily across utilities, cost of goods sold and labour. Prices have been updated to mitigate impact on the financial performance.

In H1 2023 the Group has continued to invest in the ‘transformation of the UK rest stop experience’. Investment was focused rolling out seven new trading units across KFC and Pret a Manger and continued the redevelopment of our sites. Alongside investment in our technology infrastructure to leverage future growth, and we are continuing to progress the development of the land at the two locations purchased in Sawtry and Tiverton in 2022, both of which have full planning permission.

Working with our partners, Gridserve and Tesla, we have rolled out a further 138 high powered chargers across 14 sites, making great progress towards the goal of a minimum of six high powered chargers per site by mid 2024. We now have 325 high powered chargers across our sites, plus 165 medium and low powered chargers.

We are pleased with the progress made against the strategic priorities to 'transform the UK rest stop experience'. The business has recovered post covid and responded robustly in a highly inflationary market. Investment will continue in the transformation strategy, rolling out new brands and materially changing the landscape of EV charging across the UK's strategic road network and improving our customer experience and colleague efficiency via the investment in new technology infrastructure.

We have also hired a Managing Director of EV & Energy to focus on our industry leading roll out of Ultra Rapid charging hubs for EVs. In addition to this we are now evaluating the exciting opportunity to become a Charge Point Operator in our own right, like our partners Gridserve and Tesla, as well as becoming a generator of clean power as we push ahead with planning consents for solar farms to supply renewable energy at 19 of our sites.

## Trading Update

We are pleased to report strong financials for the first half of FY23, following the unforeseen challenges as a result of the global economic impact of the Ukraine war which ultimately impacted financial performance during FY22. H1 delivered a record-breaking c.£50m EBITDA, +£10m favourable year on year; reflecting continued investment throughout the business.

Traffic levels have returned to c.98% of FY19 and financial performance continues to exceed expectations. Turn in's, as a result of our transformation strategy, have increased, resulting in more visitors to our sites. This, plus price inflation has supported a very strong non-fuel revenue performance +17.2% YoY.

Both revenue and gross profit were favourable across all offerings compared to FY22, with non-fuel gross profit up 18.1% and fuel gross profit up 36.2%. Alongside the strong financial performance the feedback from our customers is demonstrating our strategy is resonating. We are delighted to have been rated as the UK's best MSA for the second year running and an average customer satisfaction score at Moto sites of 94%, in addition our NPS for H1 is 40% which is an increase of 79% year on year, H2 continues the strong performance, continuing to exceed FY22.

## Future Prospects

The long-term strategy of the business remains unchanged, to 'transform the UK's rest stop experience', we will continue to invest in our services, products and facility offerings in order to attract more customers and realise our growth potential. During the remainder of 2023 the business will continue to invest significant capital into site redevelopment and technology, as well as investing in the opening of a further eight new trading units, providing higher and more assured returns. Our ESG strategy is now fully established and we are making excellent progress towards our goals, more information can be found on the website.

## Current Financing Position

There has been no change in the Group financing in H1 2023, with £835m of funding with a tenure of 7-15 years, across UK institutes and US private placements. Locking in at preferential interest rates prior to the market increases.

## Claire Catlin

Chief Financial Officer

Moto Holdings Limited

## Cautionary Statement

This document contains various forward-looking statements that reflect management's current views with respect to future events and anticipated financial and operational performance. Forward-looking statements as a general matter are all statements other than statements as to historical facts or present facts or circumstances.

By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors because they relate to events and depend on circumstances that may or may not occur in the future.

Forward looking statements are not guarantees of future performance and the Group's actual financial condition, results of operations and cash flows, and the development of the industry in which the Group operates, may differ materially from (and be more negative than) those made in, or suggested by, the forward-looking statements contained in this document. In addition, even if the Group's financial condition, results of operations, and cash-flows and the development of the industry in which it operates are consistent with the forward-looking statements contained in this document, those results or developments may not be indicative of results or developments in subsequent periods.

Although the Group believes that the expectations reflected in these forward-looking statements are reasonable, no assurance can be provided that they will materialise or prove to be correct. Because these forward-looking statements are based on assumptions or estimates and are subject to risks and uncertainties, the actual results or outcome could differ materially from those set out in the forward-looking statements. These forward-looking statements speak only as at the date of this document. The Group expressly undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, other than as required by law or regulation.

This Interim Report has not been audited or otherwise independently verified.

The information contained in this Interim Report has been prepared on the basis of the knowledge and information available to Directors at the date of its preparation and the Group does not undertake any obligation to update or revise this Interim Report during the financial year ahead.

