

# Results Presentation

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**Half year ended  
31 January 2025**



# Today's agenda

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1. Introduction
2. Finance review
3. Operating review and outlook
4. Q&A
5. Appendices



Unless otherwise stated, all numbers throughout this presentation exclude the Group's share of its joint ventures.

# 1. Introduction


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**Jason Honeyman**  
Chief Executive

# Strong first half performance



<b>Completions (homes)</b>	<b>Underlying operating margin</b>	<b>Net private sales rate per outlet per week</b>	<b>Order book at 31 January (homes)</b>
<b>4,577</b> (2024 - 4,092)	<b>11.0%</b> (2024 - 11.0%)	<b>0.51</b> (2024 - 0.43)	<b>4,726</b> (2024 - 3,970)
<b>Underlying RoCE</b>	<b>Average outlets</b>	<b>Land bank (plots)<sup>1</sup></b>	<b>5* homebuilder</b>
<b>8.9%</b> (2024 - 8.1%)	<b>248</b> (2024 - 243)	<b>95,506</b> (2024 - 94,492)	

<sup>1</sup> Includes the Group's share of joint ventures.



## 2. Finance review

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**Shane Doherty**  
Chief Financial Officer

# Improving financial performance



	2025	2024	Mvt
Private completions	3,617	3,078	17.5%
Social completions	960	1,014	(5.3%)
Total completions	4,577	4,092	11.9%
Average selling price	£310,581	£309,278	0.4%
Revenue	£1,429.4m	£1,273.1m	12.3%
Gross profit (underlying)	£233.8m	£210.5m	11.1%
Gross margin (underlying)	16.4%	16.5%	(10bps)
Operating profit (underlying)	£156.6m	£139.9m	11.9%
Operating margin (underlying)	11.0%	11.0%	-
Profit before taxation (underlying)	£150.2m	£134.2m	11.9%
Interim dividend per share	21.0p	16.0p	31.3%

## First half highlights

Strong growth in volume output to 4,577 homes.

ASP of £310.6k with pricing remaining firm.

Underlying operating margin of 11.0%.

Growth in interim dividend to 21.0p.

# A strong balance sheet



	As at 31 January 2025	As at 31 July 2024	Mvt since 31 July 2024	As at 31 January 2024
Fixed assets	£41.7m	£30.2m	£11.5m	£30.1m
Investments in joint arrangements	£59.1m	£57.5m	£1.6m	£51.1m
Inventory	£4,764.3m	£4,714.8m	£49.5m	£4,542.4m
Land	£2,538.2m	£2,431.4m	£106.8m	£2,438.2m
Work-in-progress	£2,226.1m	£2,283.4m	(£57.3m)	£2,104.2m
Debtors	£89.1m	£77.7m	£11.4m	£68.0m
Net cash	-	-	-	£76.6m
<b>Total assets</b>	<b>£4,954.2m</b>	<b>£4,880.2m</b>	<b>£74.0m</b>	<b>£4,768.2m</b>
Creditors	(£632.0m)	(£669.8m)	£37.8m	(£585.4m)
Land creditors	(£289.7m)	(£225.3m)	(£64.4m)	(£238.5m)
Legacy building safety provision	(£502.1m)	(£509.2m)	£7.1m	(£510.1m)
Net debt	(£8.0m)	(£10.5m)	£2.5m	-
<b>Total liabilities</b>	<b>(£1,431.8m)</b>	<b>(£1,414.8m)</b>	<b>(£17.0m)</b>	<b>(£1,334.0m)</b>
<b>Net assets</b>	<b>£3,522.4m</b>	<b>£3,465.4m</b>	<b>£57.0m</b>	<b>£3,434.2m</b>
<b>NAV per share</b>	<b>2,960p</b>	<b>2,913p</b>	<b>47p</b>	<b>2,888p</b>
<b>Adjusted gearing</b>	<b>8.5%</b>	<b>6.8%</b>	<b>170bps</b>	<b>4.7%</b>

## Financial strength

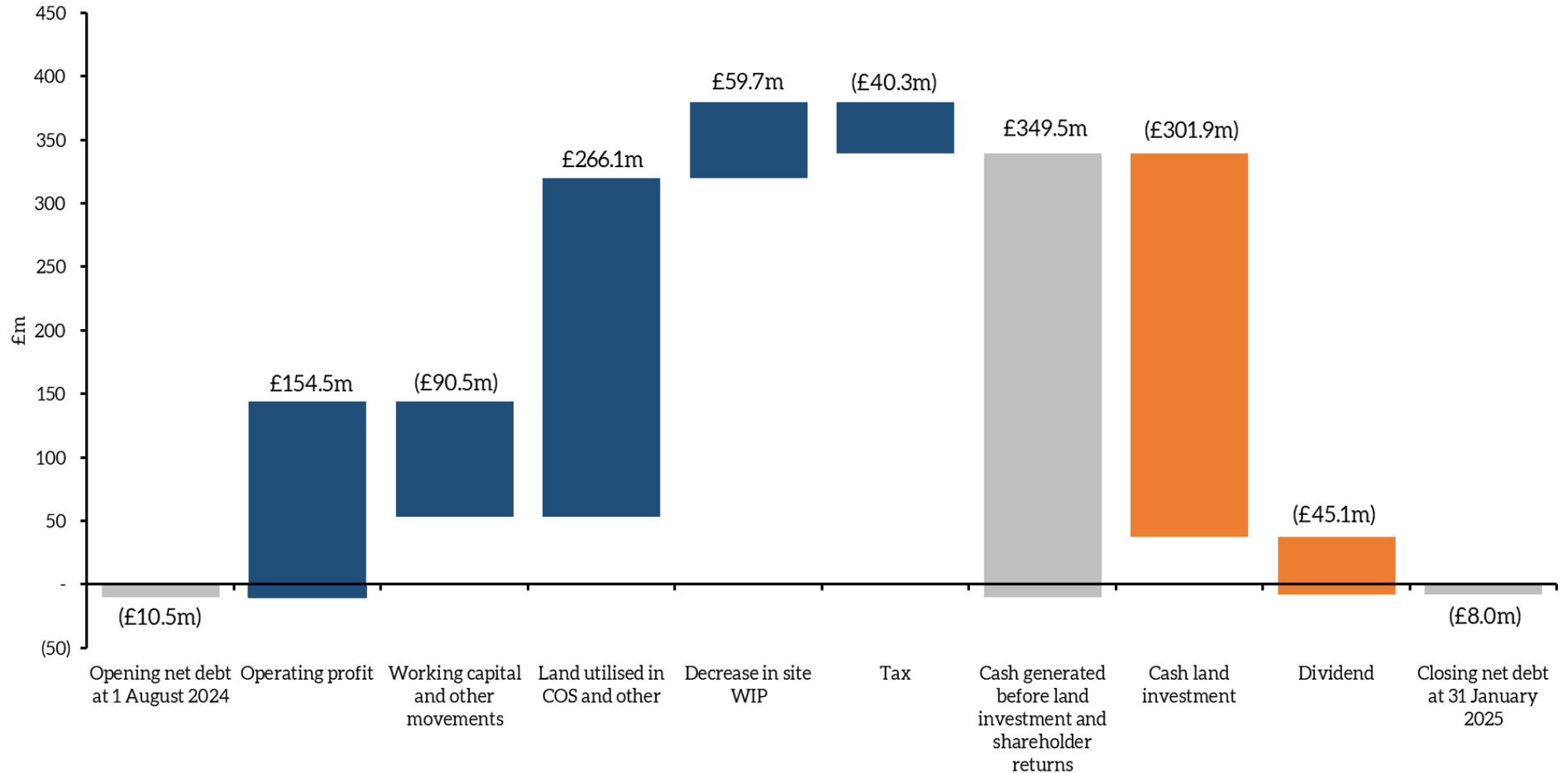
Well-capitalised and asset-backed balance sheet.

Strong land bank and WIP position to support growth plans.

Low adjusted gearing of 8.5%.

Growth in NAV per share of 1.6% to 2,960p.

# Group cashflow





# Driving value for shareholders



Strategic priorities	
Delivering volume growth	Supported by strong land, outlet and WIP position.
	Operational strength and structural capacity.
Increasing RoCE	Volume recovery to drive increase in asset turn.
	Margin improvement.

Capital allocation framework	
Financial strength underpins balanced approach to:	
Driving growth	Capital efficiency
↓	↓
Disciplined investment in high return land and WIP.	Ordinary dividend cover of 2.5x underlying earnings and returning excess cash.

# Guidance



	FY25 guidance
<b>Volume output</b>	Target of at least 8,500 completions, including c. 1,900 social homes.
<b>Overall ASP</b>	Around £310k.
<b>Administrative expenses<sup>1</sup></b>	Expected to grow by around 10% (FY24 – £141.8m).
<b>Operating margin<sup>1</sup></b>	Approaching 11%.
<b>Dividend cover</b>	Around 2.5x underlying earnings.

<sup>1</sup> Underlying.

## 3. Operating review and outlook

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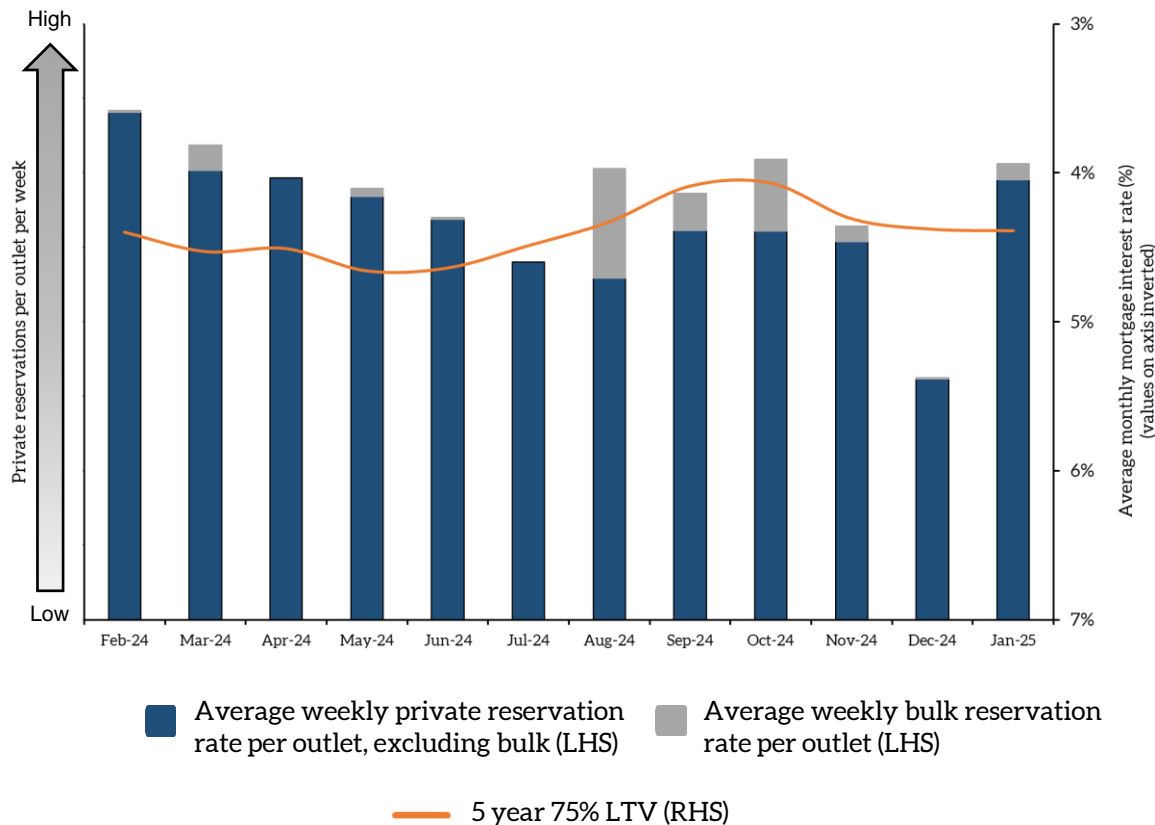


**Jason Honeyman**  
Chief Executive

# Trading review and mortgage market



Private reservations and mortgage interest rates



## Market backdrop

H1 private reservation rate of 0.51 (2024 - 0.43) including 0.06 (2024 - 0.03) from bulk sales.

January was strongest month in H1 with a sales rate of c.0.6 (excl. bulk).

Improved customer sentiment and affordability.

Good availability of mortgage finance.

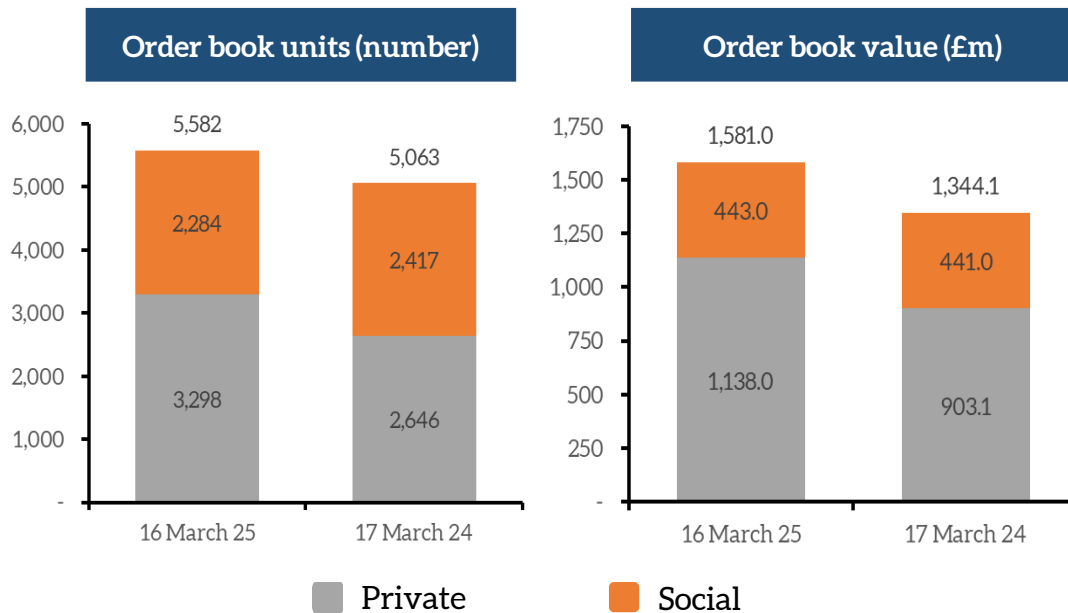
Cancellation rate normalised to 14% (2024 - 16%).

Source: Bank of England monthly average quoted fixed mortgage interest rates.

# Current trading and order book



## Order book at 16 March (2024: 17 March)



Over 95% sold for FY25 including completions to date.

### Seven weeks since 1 February

Sustained improvement in trading with a private reservation rate per outlet per week of 0.76 (2024 - 0.67).

Ongoing selective use of bulk sales, which contributed 0.10 to the private reservation rate (2024 - 0.01).

Overall incentives steady at c.4-5%.

Building order book to support further growth in FY26.



# Strong land bank to support growth



	2025	2024
Land with DPP	31,133	29,765
Pipeline	17,400	19,600
<b>Bellway owned and controlled plots</b>	<b>48,533</b>	<b>49,365</b>
Bellway share of land owned and controlled by joint ventures	873	927
<b>Total owned and controlled plots<sup>2</sup></b>	<b>49,406</b>	<b>50,292</b>
Strategic land holdings	46,100	44,200
<b>Overall land bank plots<sup>1,2</sup></b>	<b>95,506</b>	<b>94,492</b>

	2025	2024	Mvt
Land with DPP	£1,880.3m	£1,788.1m	£92.2m
Pipeline and strategic	£657.9m	£650.1m	£7.8m
<b>Total land value</b>	<b>£2,538.2m</b>	<b>£2,438.2m</b>	<b>£100.0m</b>

Depth in all tiers of land bank to support growth plans.

Controlled investment in land.

Targeting replacement land in the near term.

Expecting increased proportion of completions from strategic land.

<sup>1</sup> See appendix 13 for definitions.

<sup>2</sup> Includes the Group's share of joint ventures.

# Outlets and planning

## Good visibility on outlet openings

Contracted to purchase 5,246 owned and controlled plots across 32 sites in H1.

On track to open around 50 outlets in FY25, with over 30 in H2.

Good visibility on outlets for FY26, with limited planning risk.

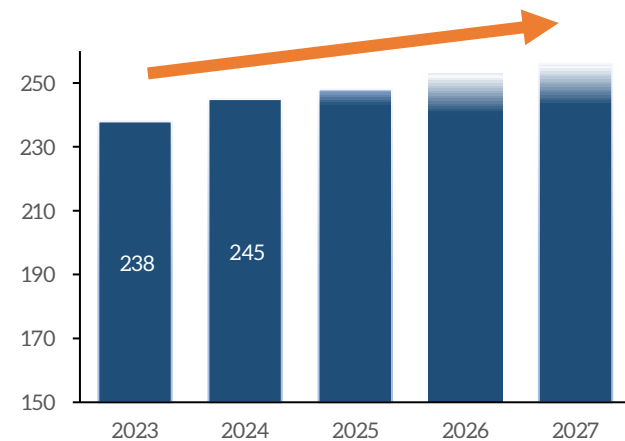


## Improving planning backdrop

Positive reforms to planning system with delays beginning to ease.

Supportive backdrop for our plans for multi-year volume growth.

## Full year average number of outlets



# Production and cost control



## Focus on margin improvement and efficiency

Build cost inflation running in low single digits.

Robust cost controls.

Driving procurement savings through increased standardisation.

'Bellway Home Space' timber frame manufacturing facility progressing as planned.



# 'Better with Bellway'



## Delivering high-quality homes

45 NHBC Pride in the Job Awards including 3 regional award winners.

Record Construction Quality Review score of 92.3%.

Five-star homebuilder.



## Employer of Choice

'Best Staff Development Award' at the 2024 Housebuilder Awards.



## Carbon reduction

'Best Carbon Reduction Innovation or Practice' at the 2024 Building Innovation Awards.

## Well-positioned to drive multi-year growth in volume and returns

<b>FY25 volume</b>	On track to deliver at least 8,500 homes in FY25.
<b>FY26 volume</b>	Targeting 20% cumulative volume growth over two years to FY26.
<b>Capacity for growth</b>	Potential for significant volume growth over medium to long-term.
<b>Improving returns</b>	Refreshed approach to capital efficiency to deliver improving returns for shareholders.



## 4. Q&A

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## Ridley's Orchard Suffolk

# 5. Appendices

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1. Income statement
2. Net finance expenses
3. Building safety
4. Housing revenue
5. Reservations
6. Product analysis
7. Completions
8. Order book at 31 January
9. Land with DPP
10. Land investment
11. Strategic land
12. Land creditors
13. Land bank glossary



# Appendix 1 – Income statement



	2025			2024			Mvt	
	Underlying	Adjusting items	Total	Underlying	Adjusting items	Total		
Homes sold	4,577	-	4,577	4,092	-	4,092	11.9%	
Average selling price	£310,581	-	£310,581	£309,278	-	£309,278	0.4%	
Housing revenue	£1,421.6m	-	£1,421.6m	£1,265.6m	-	£1,265.6m	12.3%	
Other revenue	£7.8m	-	£7.8m	£7.5m	-	£7.5m	4.0%	
<b>Total revenue</b>	<b>£1,429.4m</b>	<b>-</b>	<b>£1,429.4m</b>	<b>£1,273.1m</b>	<b>-</b>	<b>£1,273.1m</b>	<b>12.3%</b>	
<b>Gross profit</b>	<b>£233.8m</b>	<b>16.4%</b>	<b>(£2.1m)</b>	<b>£231.7m</b>	<b>16.5%</b>	<b>(£7.4m)</b>	<b>£203.1m</b>	<b>11.1%<sup>1</sup></b>
Net PX trading loss	(£0.3m)	-	(£0.3m)	(£0.9m)	-	(£0.9m)	(66.7%)	
Administrative expenses	(£76.9m)	(5.4%)	(£76.9m)	(£69.7m)	(5.5%)	(£69.7m)	10.3%	
<b>Operating profit</b>	<b>£156.6m</b>	<b>11.0%</b>	<b>(£2.1m)</b>	<b>£154.5m</b>	<b>11.0%</b>	<b>(£7.4m)</b>	<b>£132.5m</b>	<b>11.9%<sup>1</sup></b>
Net finance expenses	(£5.8m)		(£7.3m)	(£4.3m)		(£9.4m)	(£13.7m)	34.9% <sup>1</sup>
Share of JV result	(£0.6m)		(£0.6m)	(£1.4m)		-	(£1.4m)	(57.1%)
<b>Profit before taxation</b>	<b>£150.2m</b>		<b>(£9.4m)</b>	<b>£134.2m</b>		<b>(£16.8m)</b>	<b>£117.4m</b>	<b>11.9%<sup>1</sup></b>
Taxation expense	(£43.1m)		£2.7m	(£38.3m)		£4.9m	(£33.4m)	12.5% <sup>1</sup>
<b>Profit after taxation</b>	<b>£107.1m</b>		<b>(£6.7m)</b>	<b>£95.9m</b>		<b>(£11.9m)</b>	<b>£84.0m</b>	<b>11.7%<sup>1</sup></b>
Earnings per share	90.3p		(5.7p)	84.6p		(10.0p)	70.6p	12.0% <sup>1</sup>

<sup>1</sup> Underlying

# Appendix 2 – Net finance expenses



	2025	2024	Mvt
Net bank interest receivable	£0.2m	£0.5m	(60.0%)
Fixed rate sterling USPP notes	(£1.7m)	(£1.7m)	-
Other interest:	(£4.3m)	(£3.1m)	38.7%
<b>Made up of:-</b>			
Land creditors - IFRS 9	(£7.1m)	(£5.3m)	34.0%
Lease liabilities - IFRS 16	(£0.4m)	(£0.2m)	100.0%
Net interest on pension asset	-	£0.1m	(100.0%)
Other interest receivable	£3.2m	£2.3m	39.1%
<b>Underlying net finance expenses</b>	<b>(£5.8m)</b>	<b>(£4.3m)</b>	<b>34.9%</b>
Unwinding of the discount on the legacy building safety improvements provision	(£7.3m)	(£9.4m)	(22.3%)
<b>Total net finance expenses</b>	<b>(£13.1m)</b>	<b>(£13.7m)</b>	<b>(4.4%)</b>

# Appendix 3 – Building safety



	2025	2024
SRT - expense	(£3.2m)	(£8.0m)
SRT - recoveries	£0.2m	-
<b>SRT - net cost of sales</b>	<b>(£3.0m)</b>	<b>(£8.0m)</b>
Structural defects - credit	£0.9m	£0.6m
<b>Net cost of sales</b>	<b>(£2.1m)</b>	<b>(£7.4m)</b>
Finance expenses	(£7.3m)	(£9.4m)
<b>Net legacy building safety expense</b>	<b>(£9.4m)</b>	<b>(£16.8m)</b>

## Accelerating pace of remediation

Spent £163.0m on legacy building safety since start of remediation programme.

Commenced or completed works on 159 buildings.

Expect to make further strong progress in the current financial year and beyond.

**Total remaining provision**

£502.1m at 31 January 2025.



# Appendix 4 – Housing revenue



## Homes sold (number)

	2025			2024			Mvt		
	Private	Social	Total	Private	Social	Total	Private	Social	Total
Group	3,617	960	4,577	3,078	1,014	4,092	17.5%	(5.3%)	11.9%

## Average selling price (£000)

	2025			2024			Mvt		
	Private	Social	Total	Private	Social	Total	Private	Social	Total
Group	345.9	177.6	310.6	349.6	186.9	309.3	(1.1%)	(5.0%)	0.4%

## Average selling price ('ASP')



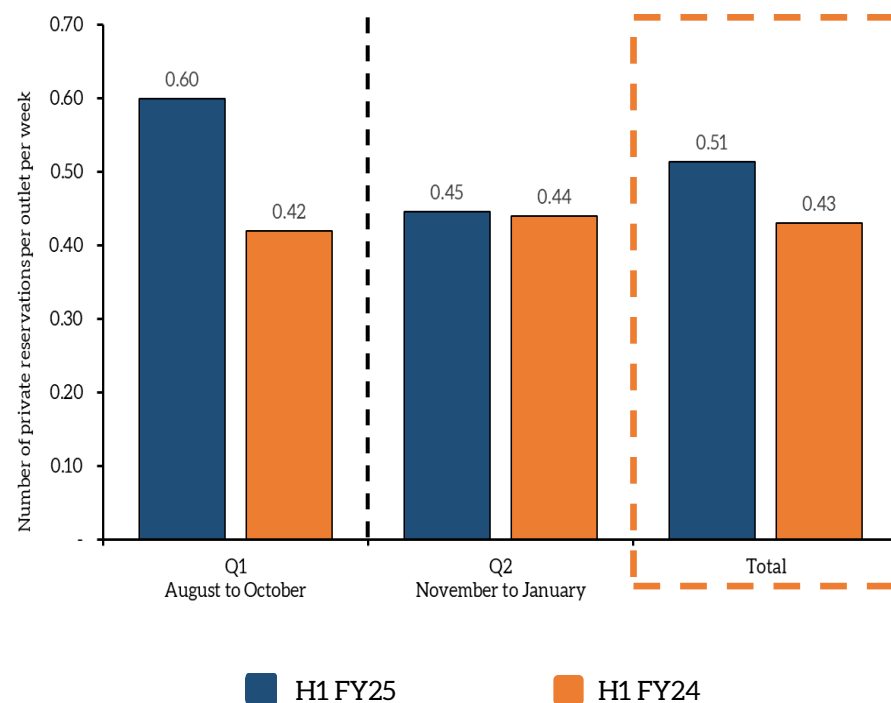
# Appendix 5 – Reservations



## Weekly reservation and cancellation rates <sup>1</sup>

	2025	2024	Mvt
Private	127	105	21.0%
Social	33	35	(5.7%)
<b>Total</b>	<b>160</b>	<b>140</b>	<b>14.3%</b>
Private rate per outlet	0.51	0.43	18.6%
Social rate per outlet	0.13	0.15	(13.3%)
<b>Total rate per outlet</b>	<b>0.64</b>	<b>0.58</b>	<b>10.3%</b>
Average outlets	248	243	2.1%
Cancellation rate	14%	16%	(2 ppt)

## Weekly private reservation rate per outlet

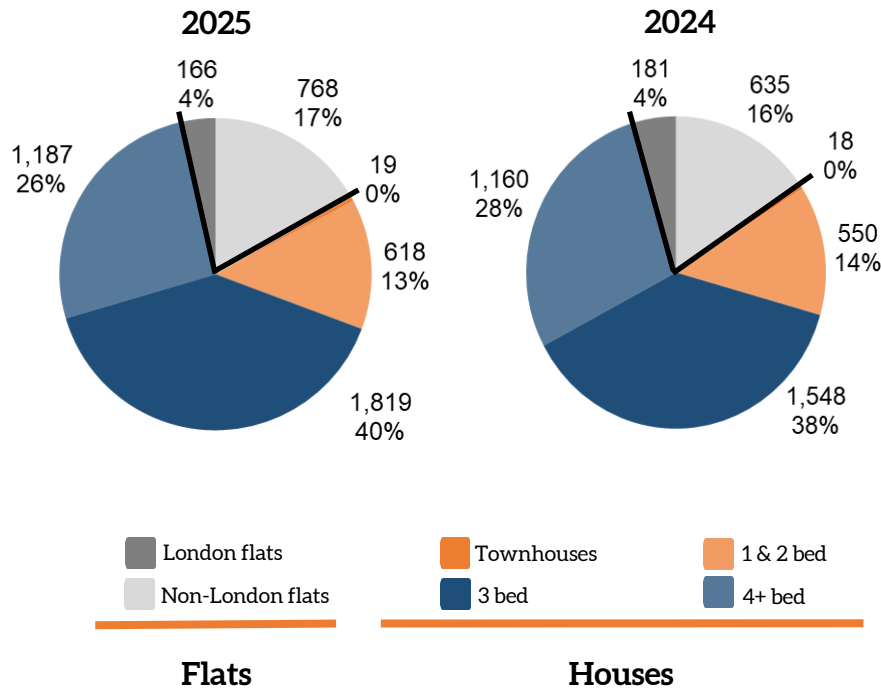


<sup>1</sup> Weekly reservation rates and average outlets are rounded to the nearest integer.

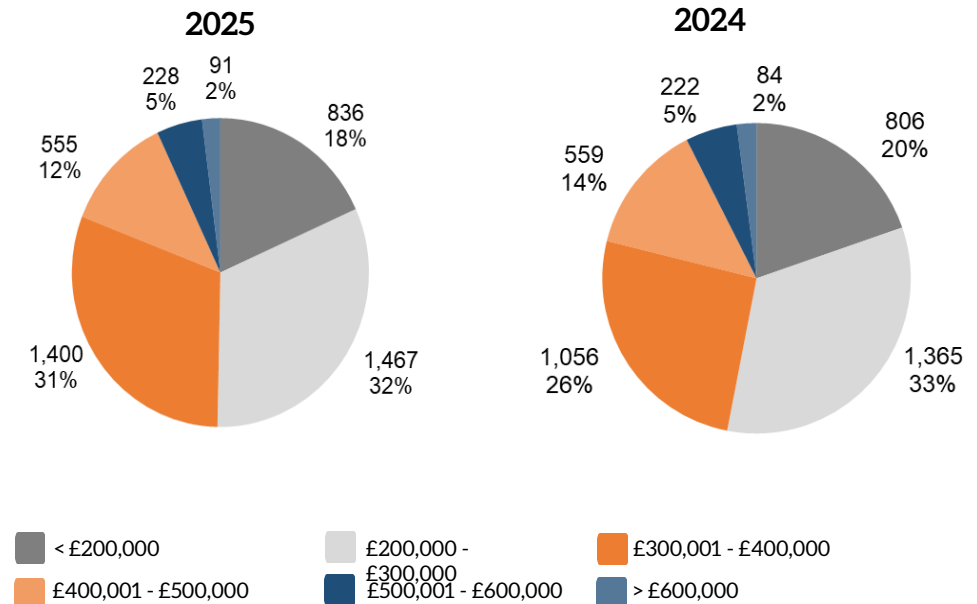
# Appendix 6 – Product analysis



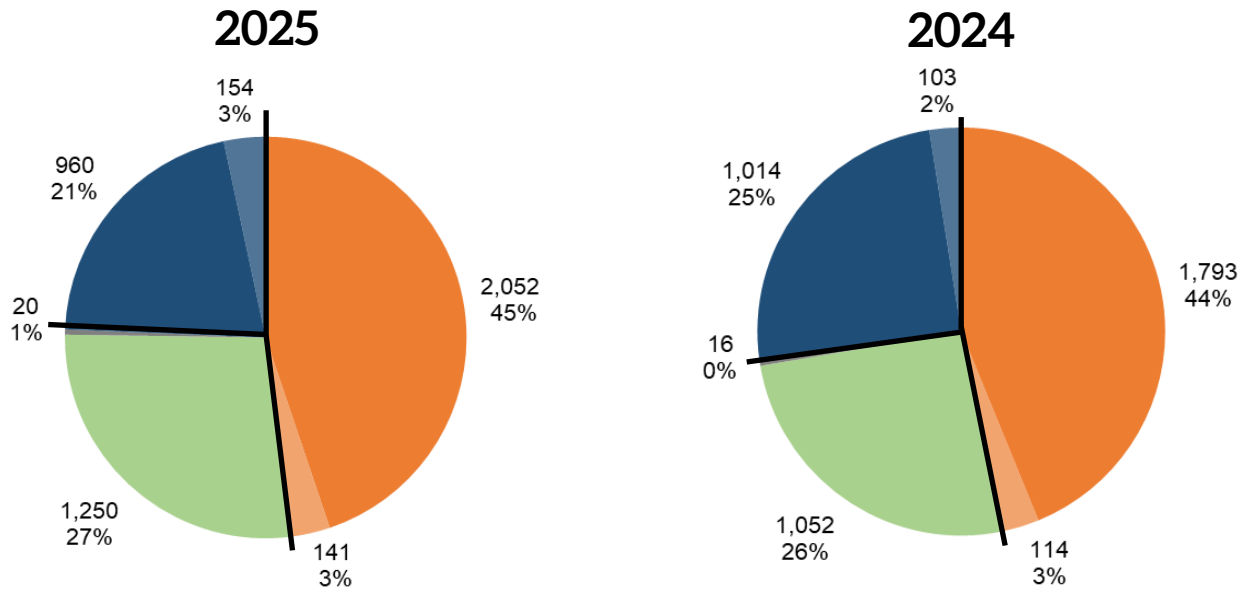
## Product mix analysis



## Selling price analysis



# Appendix 7 – Completions



## Second time buyers

- Other second time buyers
- Part-exchange

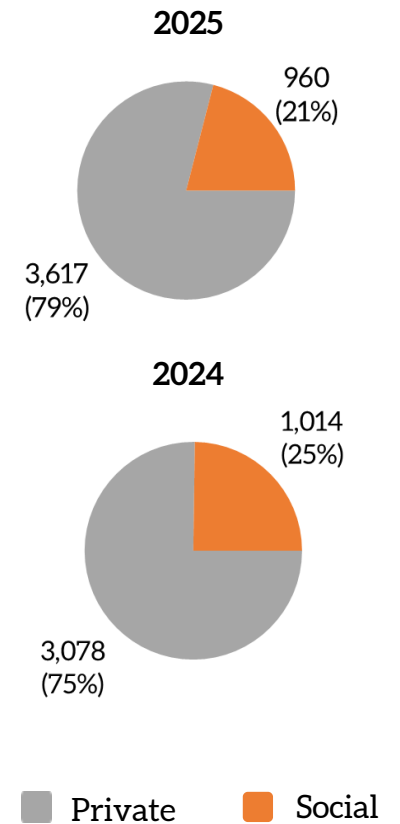
## Deposit assisted and first time buyers

- Unassisted first time buyers
- Help to Buy - non-London

## Other buyers

- Housing Association
- Investor

## Homes sold



# Appendix 8 – Order book at 31 January

	2025			2024			Mvt		
	Private	Social	Total	Private	Social	Total	Private	Social	Total
At 1 August	2,887	2,257	5,144	2,191	2,220	4,411	31.8%	1.7%	16.6%
Reservations	3,310	849	4,159	2,717	934	3,651	21.8%	(9.1%)	13.9%
Completions	(3,617)	(960)	(4,577)	(3,078)	(1,014)	(4,092)	17.5%	(5.3%)	11.9%
<b>At 31 January</b>	<b>2,580</b>	<b>2,146</b>	<b>4,726</b>	<b>1,830</b>	<b>2,140</b>	<b>3,970</b>	<b>41.0%</b>	<b>0.3%</b>	<b>19.0%</b>

# Appendix 9 - Land with DPP<sup>1</sup>



	2025			2024		
	Plots	Cost	Average plot cost	Plots	Cost	Average plot cost
At 1 August	30,787	£1,861.4m	£60.5k	32,229	£1,913.3m	£59.4k
Net purchases	4,923	£285.0m	£57.9k	1,628	£111.3m	£68.4k
Sold	(4,577)	(£266.1m)	£58.1k	(4,092)	(£236.5m)	£57.8k
At 31 January	31,133	£1,880.3m	£60.4k	29,765	£1,788.1m	£60.1k

## Land bank

Good visibility with regards to construction and outlet openings.

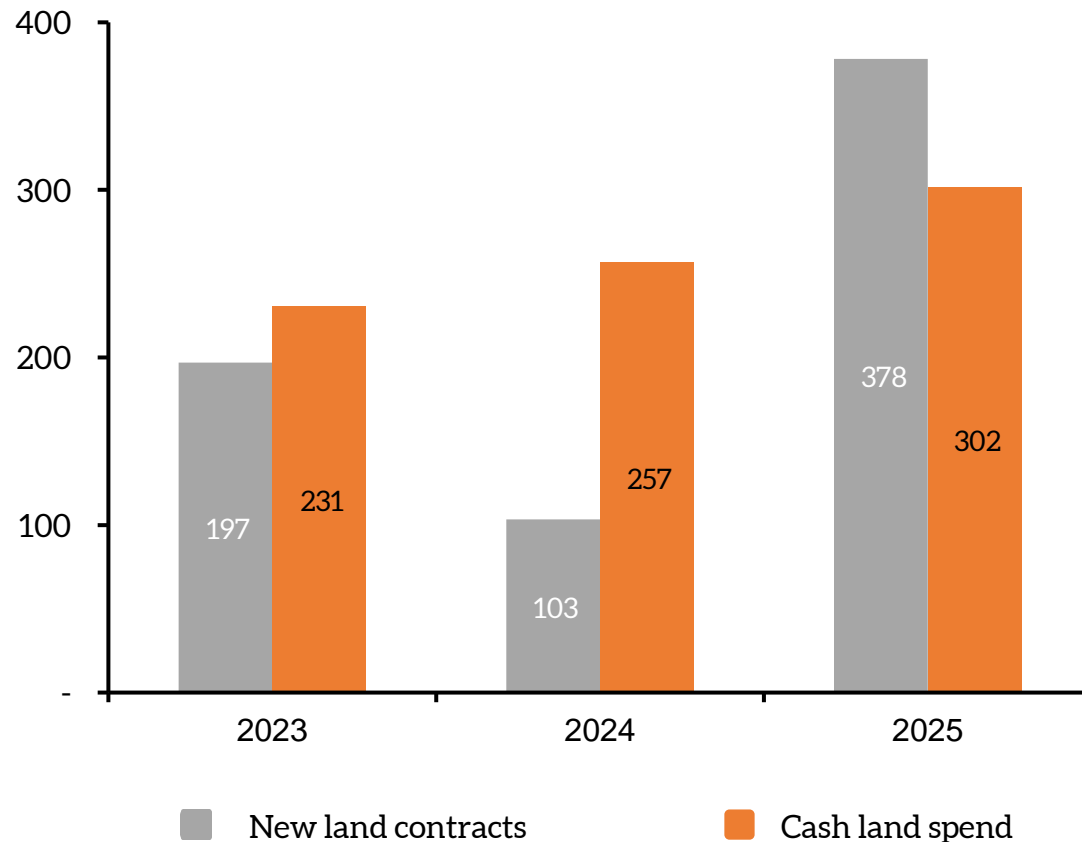
<sup>1</sup> See appendix 13 for definitions.



# Appendix 10 – Land investment



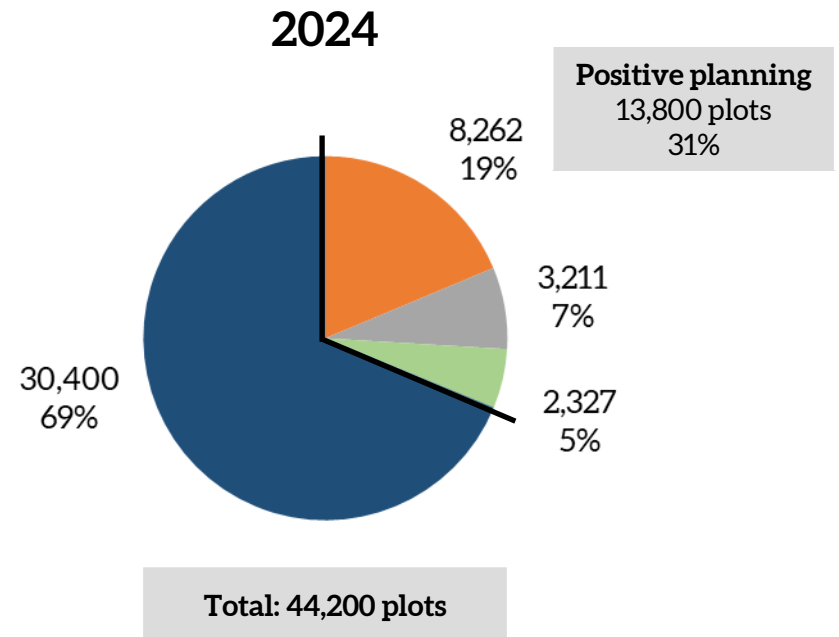
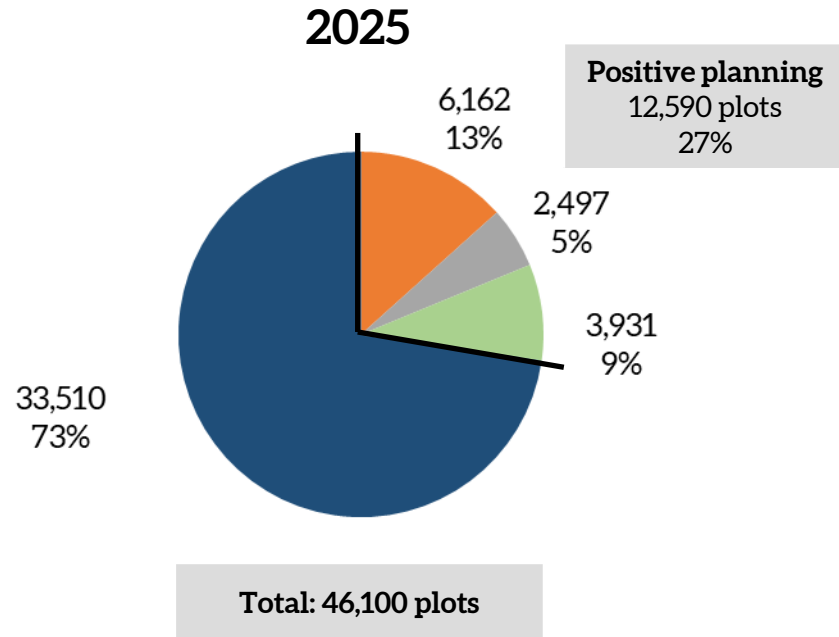
Cash land spend and value of new land contracts (£m)



**New land contracts**

Contracted to purchase 5,246 owned and controlled plots across 32 sites in H1.

# Appendix 11 – Strategic land



#### Positive planning status

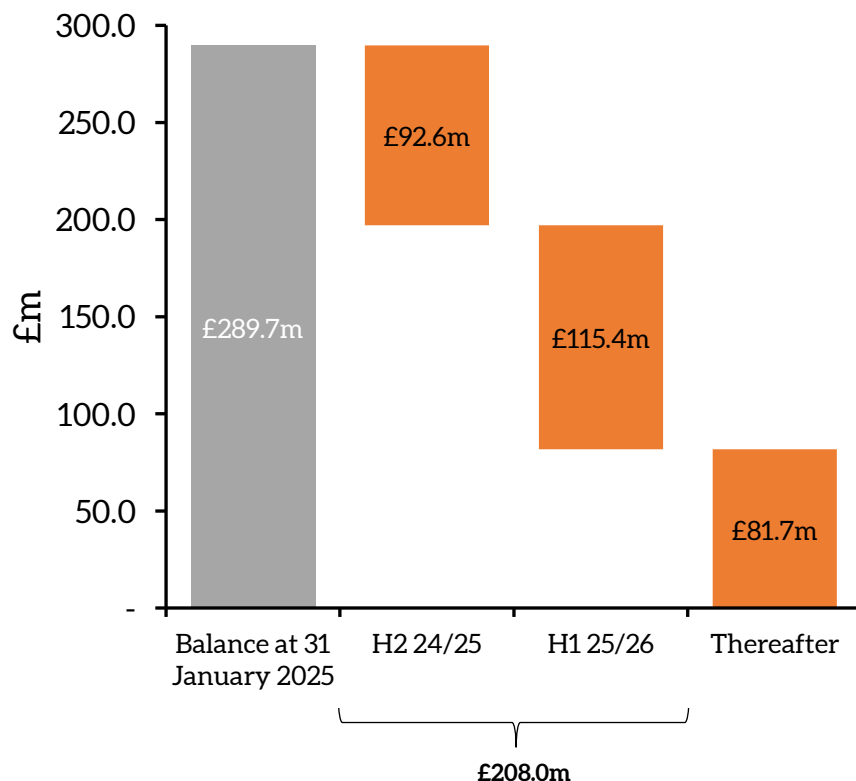
- Allocated
- Application
- Both

#### Longer-term interests

- Longer-term interests

# Appendix 12 – Land creditors

Land creditor payment profile



- Often able to secure a discount on land deals in return for making upfront payments.
- Seek to defer payments where it is cost effective to do so.
- £208.0m due for payment in the next 12 months.

# Appendix 13 – Land bank glossary

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## Owned and controlled plots

- **Land with DPP:** Plots owned or unconditionally contracted by the Group where there is an implementable **detailed planning permission**.
- **Pipeline:** Plots which are either owned or contracted by the Group, pending an implementable detailed planning permission, with development generally expected to commence within the next three years.

## Strategic land holdings

- **Strategic:** Longer-term plots which are typically held under option or through a promotional agreement.

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