

9 June 2025

Lords Group Trading plc
(‘Lords’, ‘the Company’ or the ‘Group’)

Acquisition

Lords strategically acquires the trade and assets of CMO

Lords, one of the UK's largest specialist distributors of building materials, announces that it has acquired the trade and assets of CMO Group Limited¹ (‘CMO’), the UK's largest online-only retailer of construction products following a CMO pre-pack administration process (the ‘Acquisition’).

The Acquisition brings together Lords' infrastructure and merchanting expertise with CMO's digital-first online model and reflects Lords' continued focus on growth, diversification, and digital innovation in the construction materials distribution sector.

Founded in 2008 as Construction Materials Online, CMO has built a market-leading e-commerce platform serving homeowners and trade professionals through a suite of specialist superstore websites. With over 140,000 listed products and a unique hybrid approach combining online convenience with expert technical support, CMO has brought true disruption to a traditionally offline industry

The Acquisition, further details of which are set out below, marks a new chapter for CMO and its c.120 colleagues who will join the Group. Lords acknowledges that the events leading to the Acquisition have had an impact on a number of stakeholders, including creditors and suppliers. The pre-pack administration process was undertaken with careful consideration and in close coordination with legal and financial advisers, with the intention of preserving as much business continuity, employment, and value as possible.

Dean Murray, CEO of CMO, said:

"The Acquisition marks a new and exciting chapter for CMO. We have built a strong, digitally-led business over the past 15 years, and in Lords we have found a partner that not only understands our model but shares our ambition. I am incredibly proud of what the CMO team has achieved and excited about what is next."

Commenting on the Acquisition, Shanker Patel, CEO of Lords, said:

"We are delighted to welcome CMO into the Lords family. CMO brings a well-established digital platform, strong customer reach, and a specialist product-led approach that complements our own. This partnership allows us to blend traditional merchanting strengths with cutting-edge digital capabilities.

"We are also mindful of the impact of the pre-pack administration process on affected parties and are committed to conducting the transition with respect. Our focus now is on ensuring a stable and successful future for the CMO business and all its stakeholders."

All trading activity continues under the new ownership without interruption. Customers, suppliers, and partners are being contacted directly to ensure continuity and alignment.

- Ends -

FOR FURTHER ENQUIRIES:

Lords Group Trading plc

Via Burson Buchanan

Shanker Patel, Chief Executive Officer
Stuart Kilpatrick, Chief Financial Officer

Tel: +44 (0) 20 7466 5000

Cavendish (Nominated Adviser and Joint Broker)
Ben Jeynes / Hamish Waller (Corporate Finance)
Julian Morse / Henry Nicol / Matt Lewis (Sales/Corporate Broking)

Tel: +44 (0) 20 7220 0500

Berenberg (Joint Broker)
Matthew Armitt / Harry Nicholas / Detlir Elezi

Tel: +44 (0) 20 3207 7800

Burson Buchanan
Henry Harrison-Topham / Steph Whitmore / Abby Gilchrist

Tel: +44 (0) 20 7466 5000
LGT@buchanan.uk.com

NOTE

¹ The trade and assets of CMO subject to the Acquisition exclude the 'Tiles' business formerly owned by CMO Group Limited and generated revenue in the year ended 31 December 2024 of c.£52 million. The total cash consideration payable of £1.8 million will result in Lords acquiring a property valued at £1.2 million.

Notes to editors:

Lords is a specialist distributor of building, plumbing, heating and DIY goods. The Group principally sells to local tradesmen, small to medium sized plumbing and heating merchants, construction companies and retails directly to the general public.

The Group operates through the following two divisions:

Merchandising: supplies building materials and DIY goods through its network of merchant businesses and online platform capabilities. It operates both in the 'light side' (building materials and timber) and 'heavy side' (civils and landscaping), through 31 locations in the UK.

Plumbing and Heating: a specialist distributor in the UK of plumbing and heating products to a UK network of independent merchants, installers and the general public. The division offers its customers an attractive proposition through a multi-channel offering. The division operates over 16 locations enabling nationwide next day delivery service.

Lords was established over 40 years ago as a family business with its first retail unit in Gerrards Cross, Buckinghamshire. Since then, the Group has grown to a business operating from 47 sites.

The information contained within this announcement is deemed by the Company to constitute inside information pursuant to Article 7 of EU Regulation 596/2014 as it forms part of UK domestic law by virtue of the European Union (Withdrawal) Act 2018 as amended. Upon the publication of this announcement via a Regulatory Information Service, this inside information is now considered to be in the public domain.

This information is provided by RNS, the news service of the London Stock Exchange. RNS is approved by the Financial Conduct Authority to act as a Primary Information Provider in the United Kingdom. Terms and conditions relating to the use and distribution of this information may apply. For further information, please contact rns@seg.com or visit www.rns.com.

RNS may use your IP address to confirm compliance with the terms and conditions, to analyse how you engage with the information contained in this communication, and to share such analysis on an anonymised basis with others as part of our commercial services. For further information about how RNS and the London Stock Exchange use the personal data you provide us, please see our [Privacy Policy](#).

END

ACQFLMBTMTAMBFA