



1 October 2025

Taylor Wimpey plc

Investor and analyst update and trading statement for the period from 28 July 2025 to date

Investor and analyst update

Taylor Wimpey will today host an event for institutional investors and analysts where Chief Executive Jennie Daly, Group Finance Director Chris Carney, and members of the senior management team will outline how the business is set up to deliver growth, unlock value and maximise returns in the next phase of the cycle.

The event will demonstrate the work undertaken to optimise our land position in the context of an improving planning backdrop, and to position the business for growth, notwithstanding the current more muted demand environment.

At the event we will outline the drivers for the following medium term targets:

- UK completions (excl. JVs): 14,000
- UK landbank years^{**}: 4.5 - 5
- Group operating profit margin^{*†}: 16-18%
- Group return on net operating assets^{***}: >20%

Growth will be driven by higher outlet numbers, without the need for net land investment as we unlock the value of our strong, existing landbank and reinvest in smaller sites.

Operating profit margins will benefit from operating leverage as volumes grow and with the evolution of the landbank as we cycle into newly purchased land which benefits from improved margins.

We are highly focused on optimising our capital efficiency helping us to deliver materially improved return on net operating assets. Recent changes to the National Planning Policy Framework enable us to target a shorter landbank and this together with improved WIP efficiency and higher volumes will significantly improve our asset turn.

We also reaffirm our confidence in our capital allocation policy which prioritises balance sheet strength, investment in the business to support growth across the cycle and a reliable dividend for shareholders.

Current trading

Against the backdrop of softer market conditions beginning in the second quarter, we have delivered a robust sales rate. In the nine weeks to 28 September 2025, our net private sales rate was 0.65 per outlet per week (2024 equivalent period: 0.70), and 0.64 excluding bulk deals (2024 equivalent period: 0.68). Pricing remained broadly flat with a cancellation rate of 16% (2024 equivalent period: 16%).

Our sales rate for the year to date is 0.74 per outlet per week (2024 equivalent period: 0.72), and 0.69 excluding bulk deals (2024 equivalent period: 0.68). The cancellation rate for the year to date is 16% (2024 equivalent period: 15%).

As at week ended 28 September 2025, our total order book value was £2,123 million (2024 equivalent period: £2,153 million), excluding joint ventures, representing 7,223 homes (2024 equivalent period: 7,709 homes), of which 73% are exchanged (2024 equivalent period: 73%).

Outlook

We remain on track to deliver our full year 2025 guidance range of 10,400 to 10,800 UK completions (excluding JVs) and we continue to expect to deliver full year Group operating profit* of c.£424 million.

While mindful of the various issues impacting customer sentiment and propensity to buy homes, including the impact of the delayed UK Budget on short term customer confidence, we remain well positioned and own all land with planning for 2026 completions.

We are currently operating from 215 outlets (2024 equivalent period: 207) and expect 2025 year end outlets to be in the range of 210 to 215 (31 December 2024: 213). Going forward, average outlets will increase year on year as we unlock value from our strong landbank and redeploy capital for growth. We remain confident in the underlying fundamentals of the UK housing market, with its pressing need for new homes, and in the medium term potential of the business to deliver profitable growth and maximise shareholder returns.

Definitions

* Operating profit is defined as profit on ordinary activities before financing, exceptional items and tax, after share of results of joint ventures.

*† Operating profit margin is defined as operating profit divided by revenue.

** Net operating assets is defined as net assets less net cash, excluding net taxation balances and accrued dividends. Average net operating assets is the average of the opening and closing net operating assets of the 12-month period.

*** Return on net operating assets (RONOA) is defined as rolling 12-month operating profit divided by average net operating assets.

*†† UK landbank years is defined as the number of plots in the UK short term owned and controlled landbank divided by the legal completions

...of the company is defined as the number of plots in the current term period and considered as such in the period of the legal completion in the most recent 12 month period.

-Ends-

The presentation materials will be provided online following the meeting:
www.taylorwimpey.co.uk/corporate/investors/results-and-reports

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Notes to editors:

Taylor Wimpey plc is a customer-focused homebuilder, operating at a local level from 22 regional businesses across the UK. We also have operations in Spain.

For further information, please visit the Group's website: www.taylorwimpey.co.uk

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