

16 March 2022

Vertu Motors plc

(“Vertu Motors” or the “Company”)

VERTU MOTORS AWARDED TOYOTA FRANCHISE IN WEST OF SCOTLAND

Vertu Motors is pleased to announce that its owned brand, Macklin Motors, has been awarded the Toyota franchise in the West of Scotland from 1 April 2022. The Group intends to develop four dealerships in the coming periods to cover this extensive territory with the first dealership at Darnley, South Glasgow opening on 1 April.

This will be the Macklin Motors brand’s first representation of the manufacturer, which is the world’s best-selling car maker and is at the forefront of the electrification of the global automotive sector and the development of new mobility solutions through the Kinto brand. Vertu Motors already operates three Toyota outlets in the East Midlands under the Vertu brand.

The new Toyota operations will offer the full range of new and used Toyota vehicles including the new Yaris Cross, Aygo X, the iconic Land Cruiser and the further extensive range of Toyota hybrid and electric vehicles. Motability customers will also be welcomed.

Recruitment has now commenced for the new operations.

Robert Forrester, Chief Executive of Vertu Motors, said:

“I am delighted to announce our expansion in Scotland and the addition of Toyota to the Company under our Macklin Motors brand. Toyota is a world-renowned manufacturer that we’re delighted to represent. We have confidence that its investment and wider strategy will make it one of the most successful automotive manufacturers in the UK in the coming decade.

“The addition of these dealerships augments the Group’s representation in Scotland under the Macklin Motors brand and expands our operational footprint in Scotland. It also demonstrates our confidence in both the future of the automotive retail sector and in Scotland’s economy.”

Paul Marshall, General Manager of Network Development for Toyota and Lexus, said:

‘We are delighted to be expanding our operations with Vertu Motors plc through their Macklin Motors operation in this key geographic region, and are looking forward to developing several new exciting facilities for our customers.’

ENDS

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Notes to Editors

Vertu Motors is the fifth largest automotive retailer in the UK with a network of 159 sales outlets across the UK. Its dealerships operate predominantly under the Bristol Street Motors, Vertu and Macklin Motors brand names.

Vertu Motors was established in November 2006 with the strategy to consolidate the UK motor retail sector. It is intended that the Group will continue to acquire motor retail operations to grow a scaled dealership group. The Group's acquisition strategy is supplemented by a focused organic growth strategy to drive operational efficiencies through its national dealership network. The Group currently operates 155 franchised sales outlets and 4 non-franchised sales operations from 120 locations across the UK.

Vertu's Mission Statement is to "deliver an outstanding customer motoring experience through honesty and trust".

Vertu Motors Group websites – investors.vertumotors.com / www.vertucareers.com

Vertu brand websites – www.vertumotors.com / www.bristolstreet.co.uk / www.macklinmotors.co.uk / www.vertumotorcycles.com