

Results for the half year ended 31 December 2024

“Strongly positioned for a market recovery”

11 February 2025

 **gleeson** plc



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Graham Prothero
CEO



Stefan Allanson
CFO

Overview

A robust performance

Gleeson Homes:

- 801 homes sold (H1 23/24: 769)
- Net reservation rate on open-market sales up 13% at 0.44 per site/week
- Margin impacted by pricing, incentives and extended prelims
- 5-star customer recommendation in every region maintained
- Site opening growth plan progressing well
- Partnership interest remains strong

Gleeson Land:

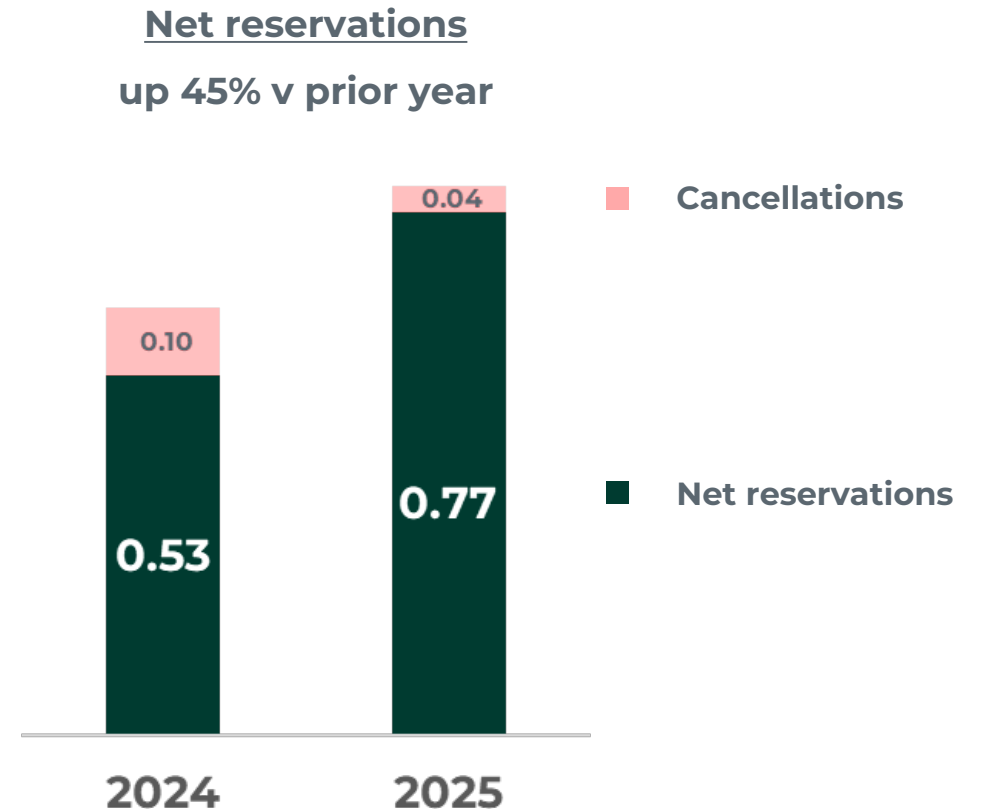
- No site completions in H1
- Progress on current opportunities gives confidence for H2
- Three sites received planning consent in January
- Success in bids significantly strengthening pipeline

Strongly positioned for a market recovery



Encouraging early start

- Recent open market sales rate up 45% over prior period:
 - 4 weeks to 31 January 2025: 0.77
 - 4 weeks to 2 February 2024: 0.53
- Affordability strong but still some way to go before buyer confidence fully restored
- Buyers need incentivising
- Proactive and targeted approach on pricing and incentives



Net reservation rates exclude private multi-unit sales, partnership sales and s106 Affordable sales to Registered Providers

Financial Performance

Group income statement

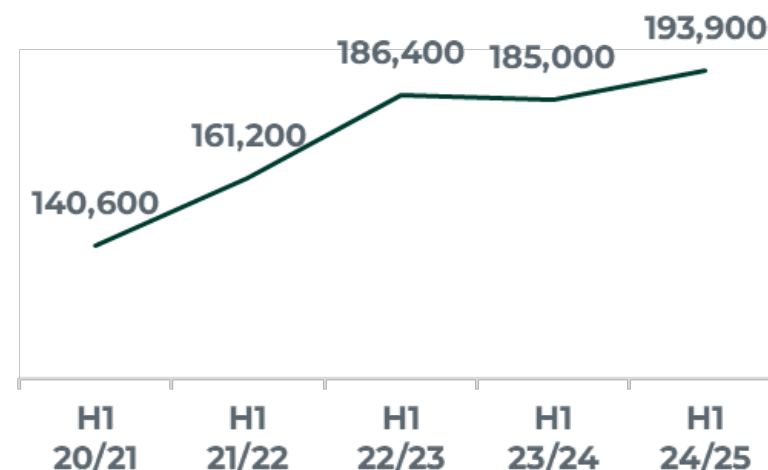
£ million	H1 24/25	H1 23/24	Change	Notes
Gleeson Homes	156.6	142.3	10.0%	Homes sold up 4.2%, ASP up 4.8%
Gleeson Land	1.3	9.2	(85.9%)	Land swap on two JV promotion agreements
Revenue	157.9	151.5	4.2%	
Gleeson Homes	9.1	10.2	(10.8%)	Operating margin 140bp lower
Gleeson Land	(1.9)	1.0	n/a	No sites sold (H1 23/34: one site sold)
Group overheads	(2.1)	(2.4)		Tight control of costs
Operating profit	5.1	8.8	(42.0%)	
Interest	(1.5)	(1.6)		
Profit before tax	3.6	7.2	(50.0%)	
Tax	(0.8)	(1.6)		23.0% effective tax rate (H1 23/24: 22.7%)
Profit attributable to shareholders	2.8	5.6		
EPS (Basic earnings per share)	4.8p	9.6p	(50.0%)	

Gleeson Homes

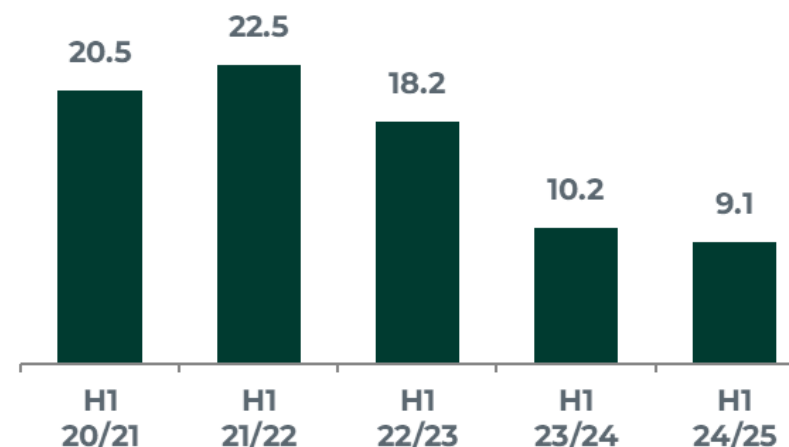
- Homes sold up 4.2% to 801 (H1 23/24: 769)
 - Including 95 private multi-unit sales (H1 23/24: 169)
- ASP up 4.8% to £193,900 (H1 23/24: £185,000)
 - +0.8% increase in underlying selling prices*
- Revenue up 10.0% to £156.6m (H1 23/24: £142.3m)
 - Includes £1.2m land sale
- Gross profit of £32.1m (H1 23/24: £34.9m)
 - Gross profit per home sold £39.8k (H1 23/24: £45.3k)
 - £0.2m profit on sale of surplus land
 - Gross margin on unit sales 20.6% (H1 23/24: 24.5%)
- Overheads reduced 6.9% to £23.1m (H1 23/24: £24.8m)
 - Reflects reduced headcount and tight control of costs
- Operating profit £9.1m (H1 23/24: £10.2m)
 - Operating margin 5.8% (H1 23/24: 7.2%)

* Underlying based on open-market sales and adjusted for bed, garage and site mix impact

Average Selling Price ("ASP") £

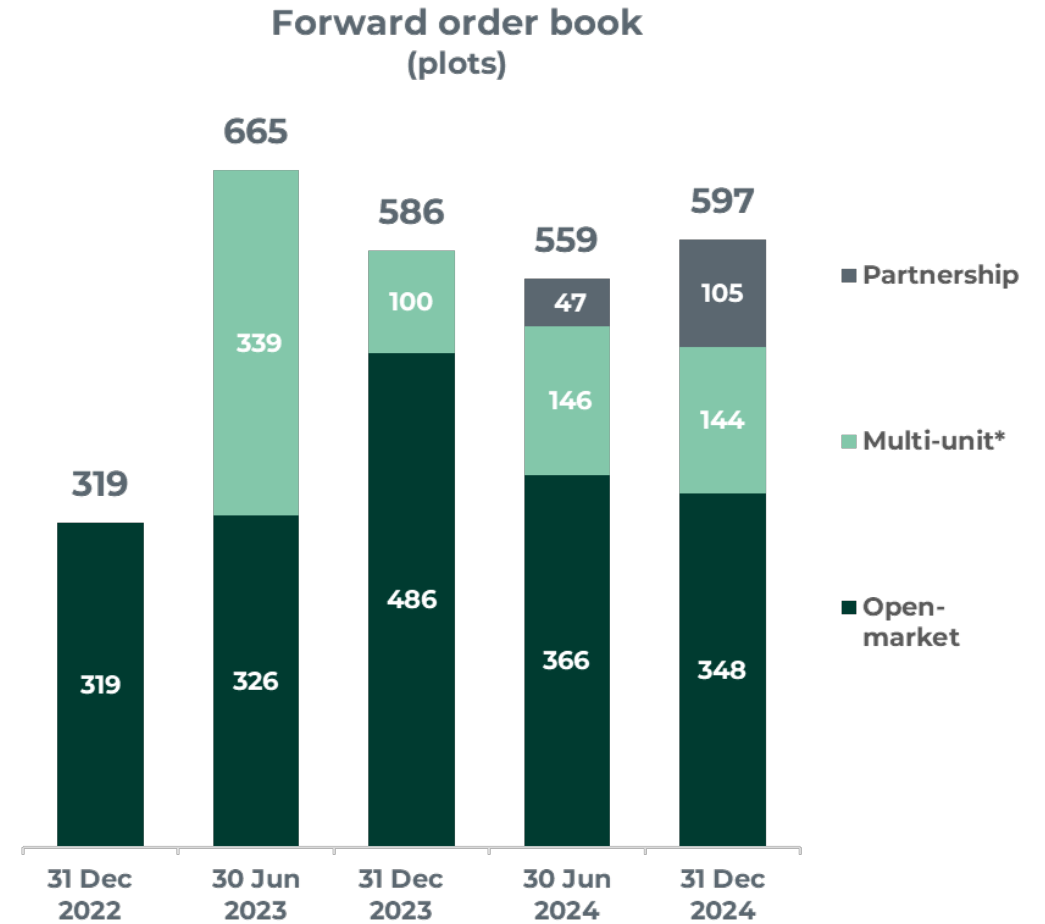


Operating profit £m



Forward order book

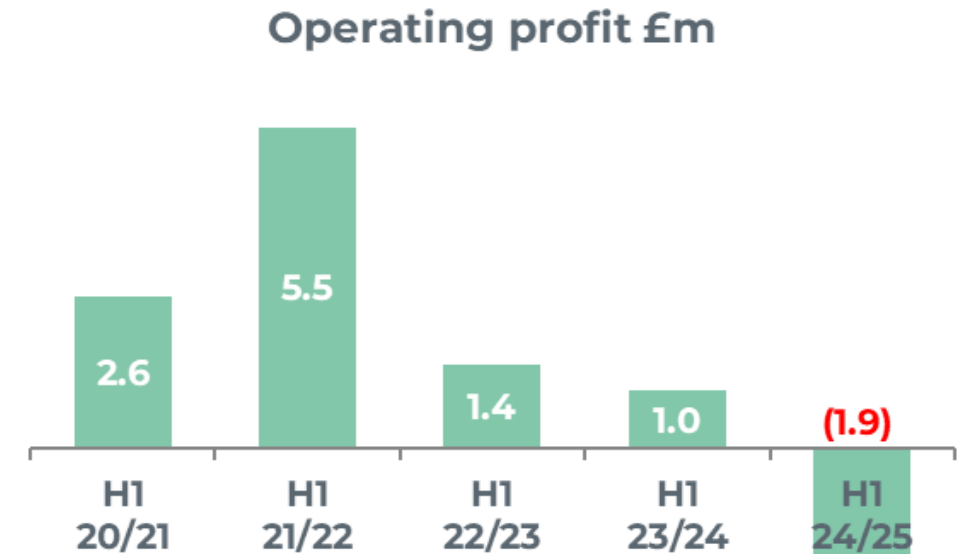
- Forward orders up 1.9% compared with December 2023
 - Continued multi-unit orders
 - Second partnership agreement
- Recovery in market confidence needed to re-build open-market forward orders



*Includes s106 multi-unit Affordable Homes for-rent sold to Registered Providers

Gleeson Land

- No land sales completed (H1 23/24: 1 promotion land sale)
- Gross loss £0.3m (H1 23/24: gross profit of £2.9m)
 - £0.3m additional provisions
- Overheads £1.6m (H1 23/24: £1.9m)
- Operating loss £1.9m (H1 23/24: operating profit of £1.0m)



Group balance sheet

£ million		31 December 2024	31 December 2023	Notes
Gleeson Homes	Land	116.2	98.2	£14,600 per plot (December 2023: £12,100, June 2024: £12,800)
	WIP	218.2	227.4	£2.8m per site (December 2023: £2.7m, June 2024: £2.7m)
Gleeson Land	Land	16.8	14.0	73 sites (December 2023: 70 sites, June 2024: 71 sites)
	WIP	19.3	18.5	
Total inventories		370.5	358.1	
Other assets		17.7	21.2	£14m Gleeson Homes, £1m Group, £3m tax
Gleeson Homes land creditors		(12.8)	(10.9)	11.0% of Gleeson Homes land assets (December 2023: 11.1%)
Other liabilities*		(60.1)	(62.5)	£57m Gleeson Homes, £1m Gleeson Land, £3m Group
Net (debt)/cash		(18.1)	(18.7)	
Net assets		297.2	287.2	

*Includes £12.3m exceptional building safety provision (June 2024: £12.4m)

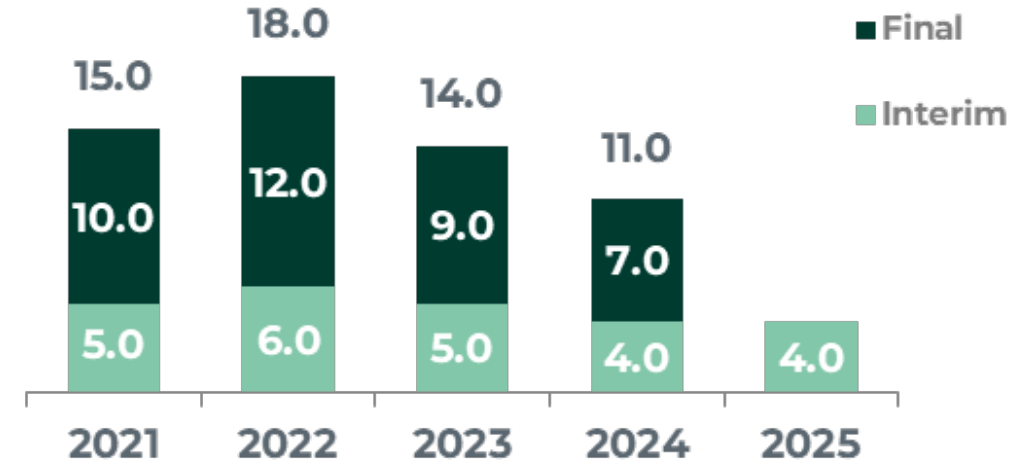
Group cash flow

£ million	H1 24/25	H1 23/24	Notes
Profit before tax	3.6	7.2	
Depreciation and other	3.9	4.3	Depreciation, provisions, finance costs and SBP charges
Working capital movements	(29.7)	(24.6)	Gleeson Land debtors reduced significantly in prior half-year
Cash used in operating activities	(22.2)	(13.1)	Strong prior year cash flows in Gleeson Land
Tax	(2.1)	(2.0)	
Interest and finance costs	(1.1)	(2.0)	Prior year includes cost of facility refinancing
Capital expenditure less disposals	(0.7)	(1.1)	Higher prior year spend on sales outlets, offices and IT
Increase in loans and borrowings	16.0	13.0	
Principal elements of lease payments	(0.8)	(0.5)	Office, equipment & vehicle leases
Dividends	(4.1)	(5.2)	
Increase/(decrease) in cash/(overdraft)	(15.0)	(10.9)	
Closing net debt	(18.1)	(18.7)	

Dividends

- Interim dividend of 4.0 pence per share (H1 23/24: 4.0 pence)
- To be paid on 4th April 2025 to shareholders on the register at close of business on 7th March 2025
- Dividend cover policy: full year earnings to cover dividends between 3 and 5 times

Dividends
(pence per share)



Interest cover

3.9x

4.3x

3.1x

3.0x

Operations & Strategy

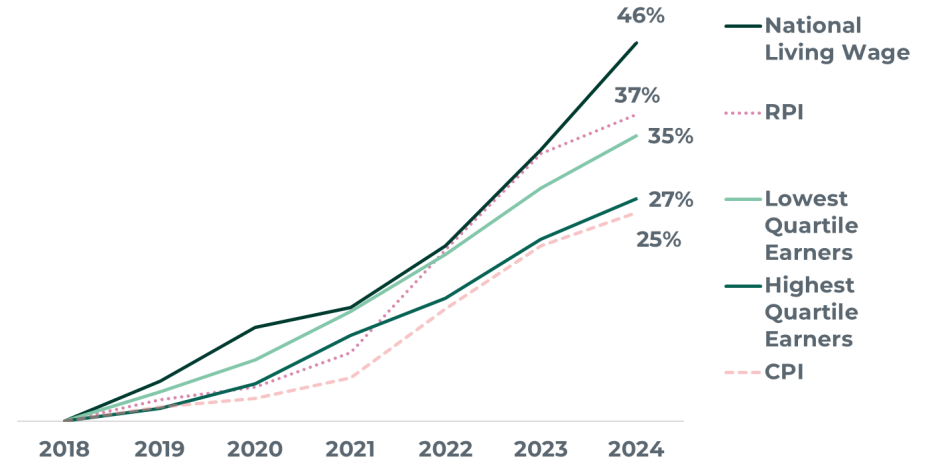
Gleeson Homes

Market environment

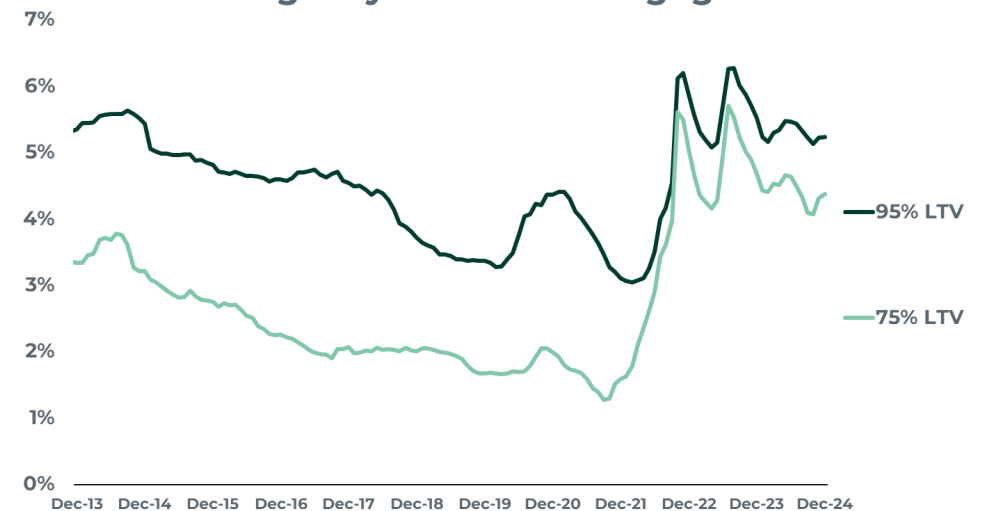
- Demand environment awaiting stable macro and improved confidence
- Interest rate cut on 6 February: further cuts expected this year
- Mortgage rates stable and availability is good
- Selling prices steady – continuing use of incentives
- Build cost inflation – expect 2% to 3% over next 6 months
- Planning improving slowly
 - Some proactive response evident in Local Authorities with significant allocation shortfalls
 - Local Authorities remain under-resourced
 - Continued difficulty in forecasting consents

Source: ONS, Earnings and hours worked
Bank of England

Wage growth and inflation



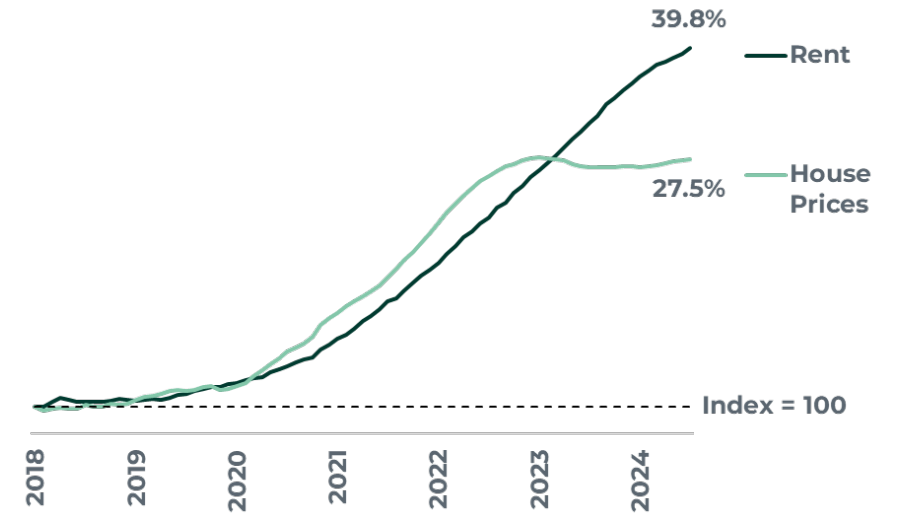
Average 5-year fixed mortgage rates



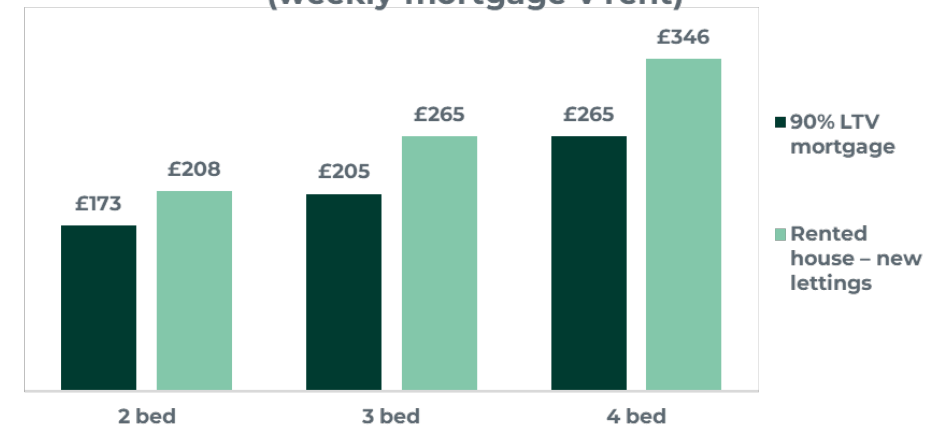
Highly affordable

- Cheaper to buy than rent
 - Typical Gleeson 2-bed home costs £700 per month to buy
 - Equivalent home costs £900 per month to rent
- Affordable for low-income buyers
 - Lowest income earners experiencing “real” earnings growth
 - National Living Wage up 9% more than inflation since 2018
 - National Living Wage (NLW) increasing by 6.7% from April 2025
 - A couple on the NLW can afford a home costing £225,749
 - Most Gleeson 3-bed homes affordable on NLW
 - Average mortgage payments on a 2-bed Gleeson home are 22% of Gleeson buyers’ take-home pay
 - National 40-year average 36%, North & E Midlands 40-year average 25%
- Significant energy cost savings
 - £870 per annum saving on a 3-bed Gleeson home

House prices & Rent in North & Midlands
(Indexed 2018)

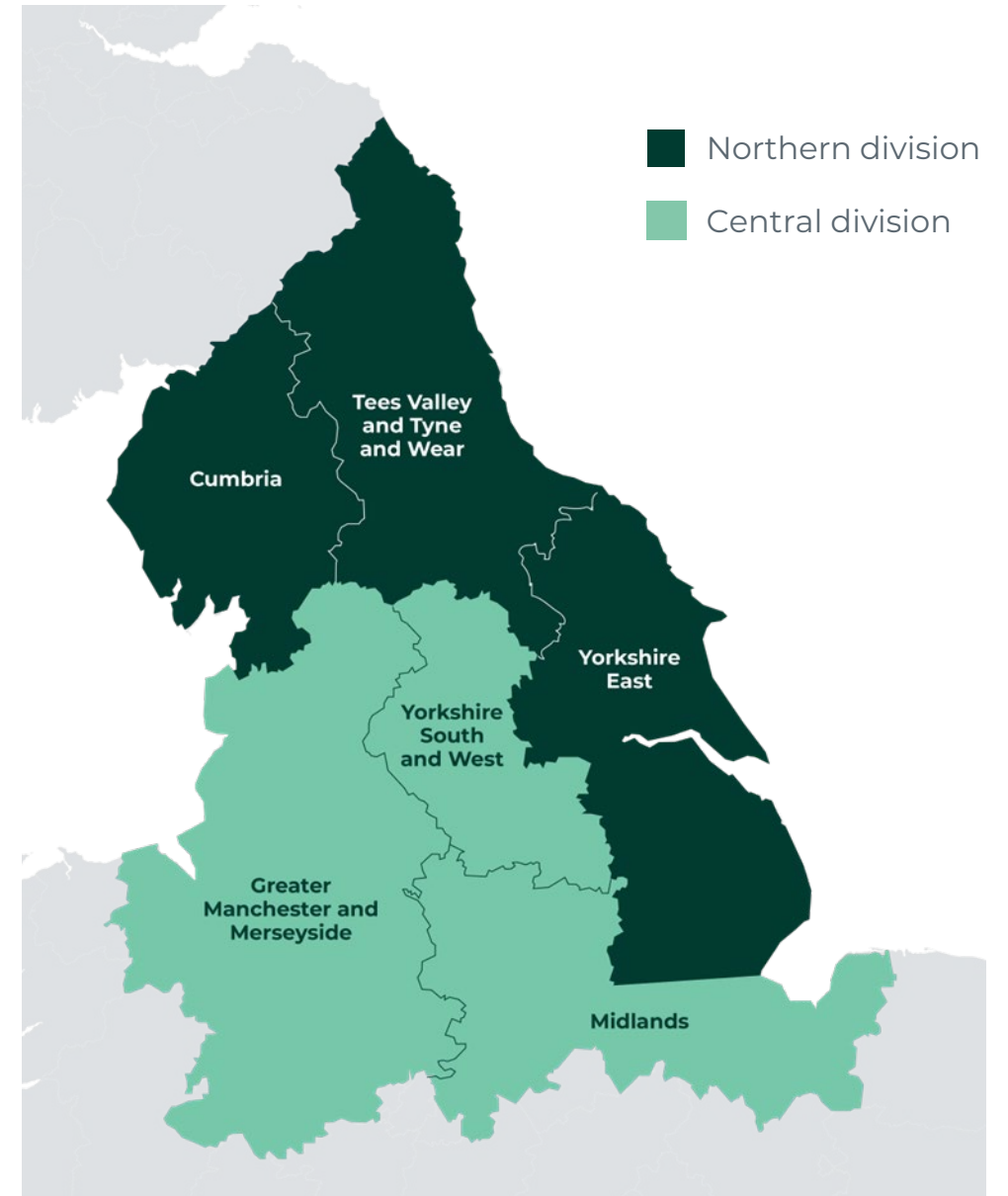


Cheaper to buy than rent
(weekly mortgage v rent)



Operational capability

- 6 regions, 2 divisions
 - Capacity of c.500 homes p.a. in each region
- Further strengthening operations
 - Build cost savings initiatives
 - Commercial controls further improved
 - Sales focus continuing
- Focus on high-quality build and customer service
 - 5-star in each region
 - Transitioning to HBF's new rating system in 2025



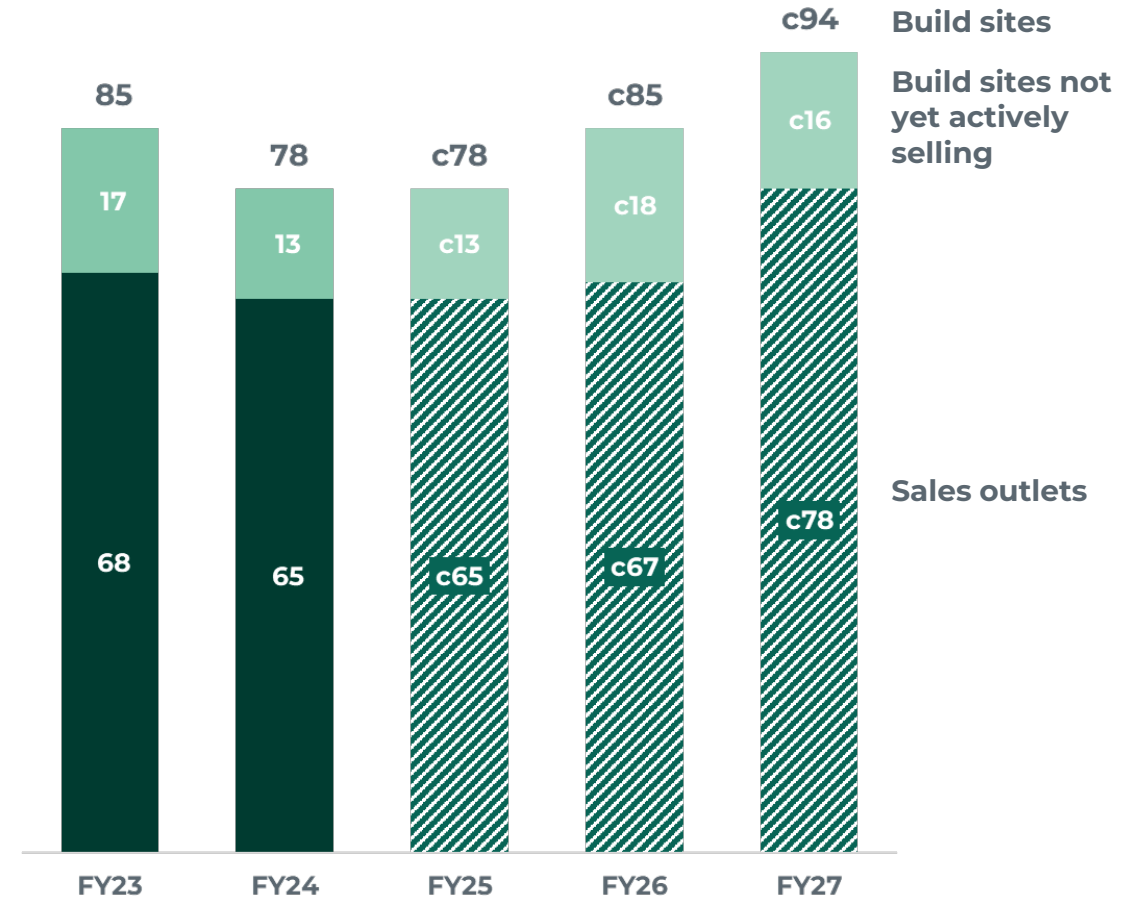
- Private rented sector continues to be highly active
- Housing Associations keen to participate but constrained, pending new funding settlement
- High level of activity to date:
 - 2 agreements signed: Waterloo Sidings, Leeds, 47 plots and Shetcliffe Lane, Bradford, 58 plots
 - First plot handovers Summer 2025
 - Multiple deals under negotiation
 - Targeting one partnership agreement per region by year-end
- Continue to expect c.20% of home sales from Partnership sites over medium-term

	Open market site	Partnership site
Site size	50-200 plots	100-900 plots
Sales rate	30-50 homes p.a.	50-80 homes p.a.
Proportion forward sold	None	30-50%
Sales risk	Open market	Mix of forward sold to partner and open market
Gross margin	25-35%	15-30%
ROCE	20-30%	35-45%

Build and sales sites

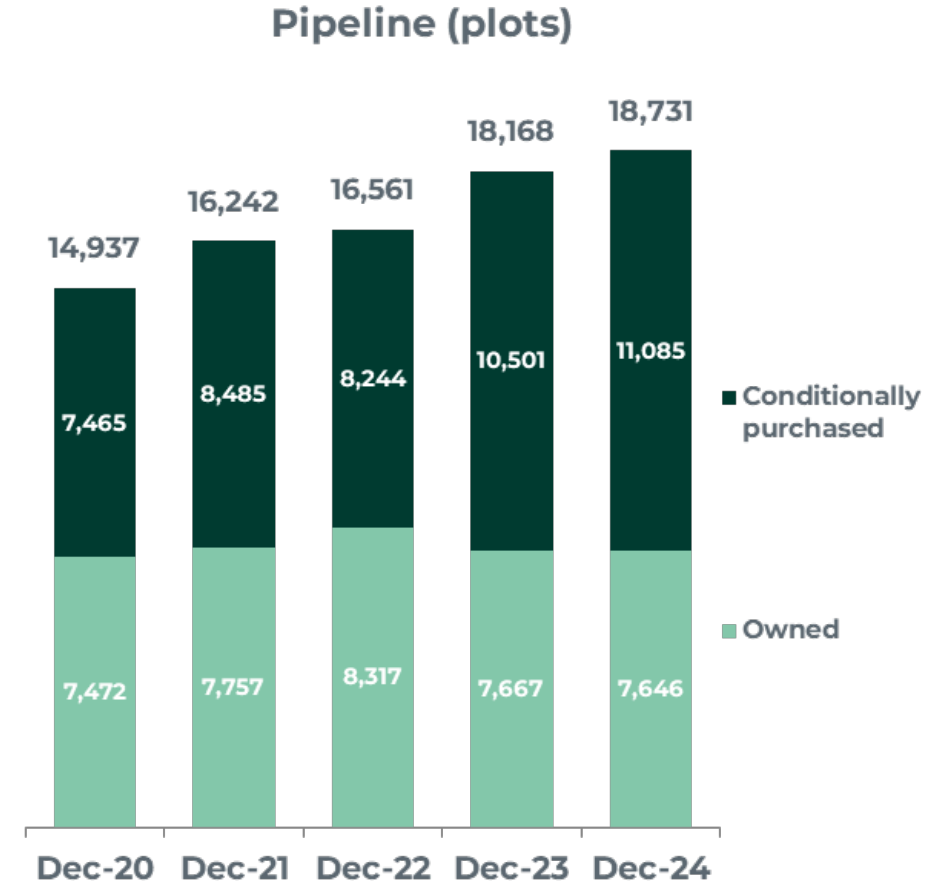
- Build sites
 - 8 sites opened (H1 23/24: 3 sites opened)
 - 79 sites (31 December 2023: 76)
 - 79 average sites (H1 23/24: 78)
 - Expect sites to grow by 10 net new sites each year thereafter
- Sales outlets
 - 11 outlets opened for sales (H1 23/24: 2 outlets opened)
 - 65 outlets (31 December 2023: 64)
 - 64 average outlets (H1 23/24: 67)
 - Expect outlets to grow by 10 net new outlets each year thereafter
- Planning delays impacted build and sales site starts

Average number of sites



A pipeline for growth

- Pipeline up 3.1% to 18,731 plots on 174 sites
 - 79 active build sites
 - 10 owned, not yet active
 - 85 conditionally purchased sites
- High quality pipeline to support growth
 - Average cost c.£15,900 per plot (31 Dec 2023: £14,800)
- Land continues to be available at sensible prices
 - Land cost of pipeline additions £25,100 per plot (31 Dec 2023: £18,800)



The route to 3,000 homes p.a.

- Under-supplied market segment, with strong underlying demand for high quality affordable homes
- Business well positioned to achieve growth:
 - Pipeline of 95 future sites
 - Controlled expansion, increasing sales outlets by 10 sites p.a. from FY25/26
- Remain confident of achieving at least 3,000 units p.a. in the medium term in a stable market
- Partnerships incremental to medium-term objective

	FY24	Medium-term, stable market scenario
Sales rate*	0.55	0.60
Sales outlets	65**	100
Total homes sold	1,772	3,000 p.a.

* Average completions per site based on a 50-week year

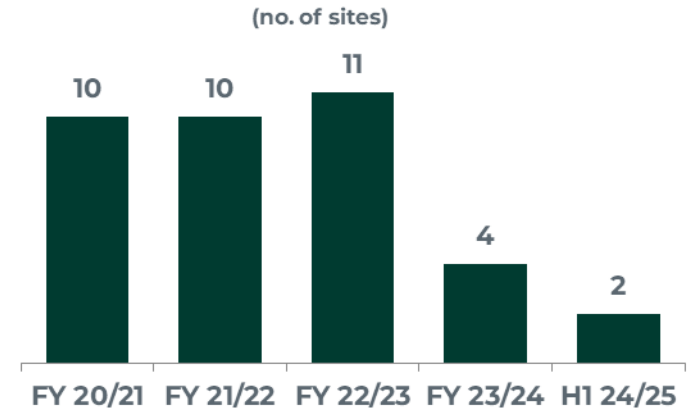
** 64.8 average sales outlets

Gleeson Land

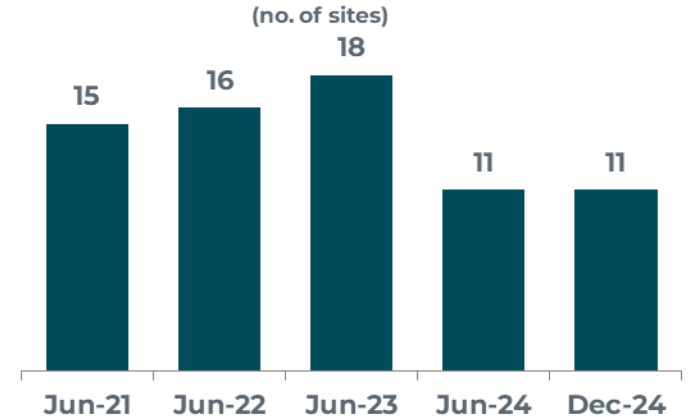
Planning activity

- Expect 4-8 sites sales in H2
 - Little planning risk, more timing and execution risk
- NPPF changes already benefiting both current and future years
- 2 planning applications submitted (FY24: 4, H1 FY24: 1)
- 2 sites granted permission (FY24: 5)
- 11 sites were awaiting a planning decision (June 2024: 11, Dec 2023: 11)
 - Of which, three sites received consent in January
- 11 sites currently with permission (June 2024: 7)

Planning applications submitted



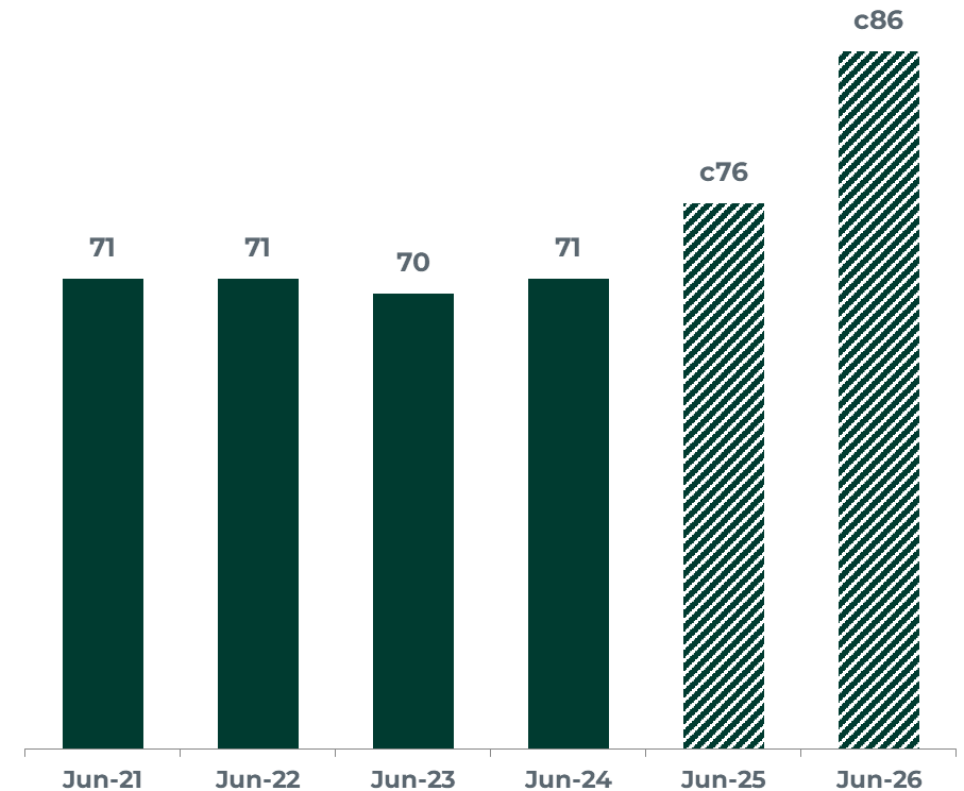
Sites awaiting a planning decision



Executing the strategy

- Strategy is significantly strengthening the medium-term outlook
 - 3-region structure fully operational
 - 100% customer satisfaction score
 - Market-leading research and data analytics capabilities delivering increased bids and increased win rate
 - H1 early indications are very encouraging:
 - Bid rate doubled, now 5-6 sites per month
 - Win rate doubled, now winning c1/3 of bids
 - Portfolio additions growing – will be adding c2 per month

Gleeson Land portfolio



Summary & Outlook

Strongly positioned for a market recovery

- Early signs of a bright start to H2 underpinning confidence in FY outlook
- Gleeson Homes well positioned for growth
 - Site openings accelerating, as planned
- Gross margins expected to improve from H2
 - Lower margin sites completing in H2 and H1 next year
 - Build cost inflation pressure appears manageable
- Gleeson Land's growth strategy is beginning to deliver
 - Expect 4-8 site sales in H2
 - Portfolio growth to accelerate
 - Well placed to benefit from NPPF



Q&A

Appendices

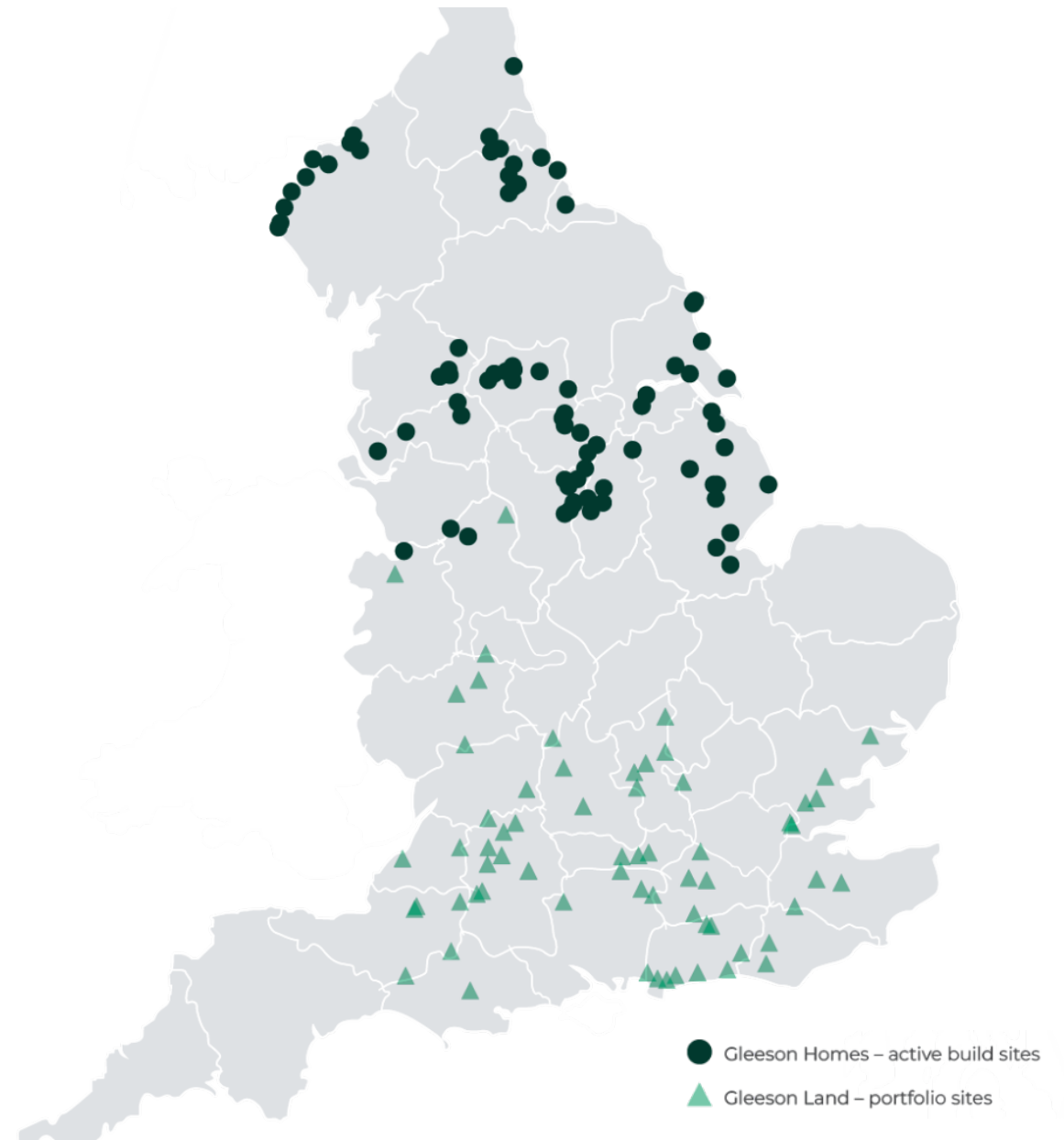
About MJ Gleeson plc

Gleeson Homes

We build and sell high-quality, low-cost homes where they are needed, for people who need them most.

Gleeson Land

We promote land, enhancing its value by securing mainly residential planning.



Building safety

- Wholly committed to remediating life-critical fire-safety issues
- Identified 17 buildings over 11 metres
 - 16 buildings below 18 metres, 1 building at 18.3 metres
 - 4 with some cladding (none fully clad)
 - Remediation works focused on internal compartmentation, fire doors, fire barriers and some minor cladding removal
- £12.9m provision booked in 2022 remains appropriate
- Focused on completing works swiftly:
 - 7 buildings by June 2025
 - 8 buildings by June 2026
 - 2 buildings by June 2027 and June 2028
- Completion requires regulator sign-off

Stage of work	No. of buildings
Work underway	5
In design or procurement	8
Being assessed	3
Unable to access building	1

Customer demographics & case studies

Customer demographics

- Gleeson Homes' customers:
 - First time buyers: up slightly at 55% (67% two years ago)
 - Median age: up one year at 35 years old (29 years old three years ago)
 - Over 55 year-olds: slightly higher at 22% (11% two years ago)
 - Youngest buyer 18 years old, oldest buyer 87 years old
 - Cash buyers: at 6% (6% two years ago)
 - Single buyers: slightly lower at 43%
 - Loan to Income: down from 3.3x to 3.2x earnings
 - Median income: unchanged at £29,800 p.a.
 - Average deposit for mortgaged buyers: 10% (12% last year)
- The lowest earners:
 - 5% of UK workforce earn the National Living Wage
 - 22% of Gleeson customers earn the National Living Wage
- The highest earners:
 - Top 10% of Gleeson buyers - median salary £55,700 p.a. (85th percentile)



Jayne, 65 and Karl, 65

Occupation: Retired School Teacher and Driving Instructor

Date of purchase: July 2024

Development: Monarch Green, County Durham

House type: 3-bedroom, semi-detached Glin

Purchase price: £167,000

Mortgage: £nil, cash purchase

After 45 years of marriage and previously living in a larger 4-bedroom home, Jayne and Karl decided that they wanted to downsize.

They were drawn to their 'Glin' home for many reasons, particularly the large kitchen diner space and southwest facing garden. They have also found living in their Gleeson home much more affordable with their energy bills being much lower than before, due to the home's excellent insulation.

Jayne and Karl love the location of their new home, and are looking forward to settling in whilst also hoping to see a bit more of the world to fulfil their love of travelling.



Kenzie, 21 and Tyler, 23

Occupation: NHS Process Assistant and HGV Mechanic

Date of purchase: June 2024

Development: Rainsborough Park, Knottingley

House type: 4-bedroom detached, Longford

Purchase price: £264,995

Mortgage: £1,350 per month

Kenzie and Tyler couldn't wait to start their next chapter by owning their first home together. Renting wasn't an option for them, as they wanted to invest in themselves and get onto the property ladder.

After viewing a few new build house developers in their area, Rainsborough Park was the closest to their parents' houses, and the other developers' houses were a lot more expensive than the Longford house they wanted.

Kenzie and Tyler love the fact they are the first people to have lived in their home, with everything being fresh and customised to their style.



Jordan, 27 and Victoria, 25

Occupation: Telecommunications Engineer and Primary School Teacher

Date of purchase: May 2024

Development: The Green, Blidworth

House type: 3-bedroom, detached Kilkenny

Purchase price: £244,996

Mortgage: £1,060 per month

After previously renting, Jordan and Victoria decided to move back in with their parents to save up for their first home. They were eager to be living alone together, however renting was never a long-term option, and they wanted to get onto the property ladder.

They chose the Kilkenny because they loved the fact it was detached and had a spacious front and back garden, including a driveway which fits both of their cars.

The location of the development is perfect for Jordan and Victoria, it is in a quiet location, and it is close to family.



James, 28 and Gemma, 28

Occupation: Kitchen Designer and Early Years Teacher

Date of purchase: June 2024

Development: Barley Meadows, Cumbria

House type: 3-bedroom semi-detached, Tyrone

Purchase price: £159,995

Mortgage: £745 per month

After relocating to Cumbria and renting for seven years, James and Gemma started the search for their first home. Having previously spent between £600-£800 on rent a month, they were ready to start putting this money towards a mortgage.

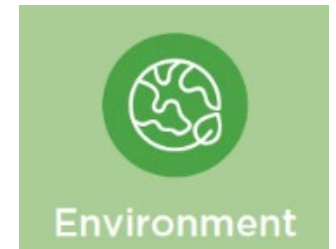
They chose the Tyrone because they loved the downstairs layout, which is ideal for their children to play in, as well as the beautiful garden.

The deciding factor for James and Gemma to buy this home was the safe environment and outdoor space for their children to play in for years to come.



Sustainability

- Our commitment to sustainability is central to our mission of transforming lives by building affordable, quality homes for those who need them most
 - Affordable for every working couple
 - 5-star housebuilder – in all regions
 - Crime data shows Gleeson developments benefit high risk areas
 - “AIIR” rate reduced to below industry average
 - Carbon reduction programme – 1/5th homes made from concrete bricks



Sustainability



Communities

- A couple working full time on the National Living Wage can afford a Gleeson Home on any of our developments
- 5-star build and service, in every region
- Crime data shows Gleeson developments benefit high risk areas



People

- 85% employee engagement score, with 83% saying they are proud to work for Gleeson
- Promoting women in construction
- Investors in People GOLD accreditation
- Leadership and management development pathways



Environment

- Progressing near-term and net-zero targets plan with SBTi
- Installed Air Source Heat Pumps for all homes started after 15 June 2023
- Will sell c500 homes in FY25 built using concrete bricks or reconstituted stone
- Working with the Future Homes Hub and the Supply Chain Sustainability School

Market Backdrop

Significantly cheaper to buy than rent

Number of bedrooms	Average Gleeson price	85% LTV mortgage (cost per week)	90% LTV mortgage (cost per week)	<i>Rented house – new lettings</i> (cost per week)
2 bed	£164,200	£159	£173	£208
3 bed	£195,400	£189	£205	£265
4 bed	£252,600	£245	£265	£346

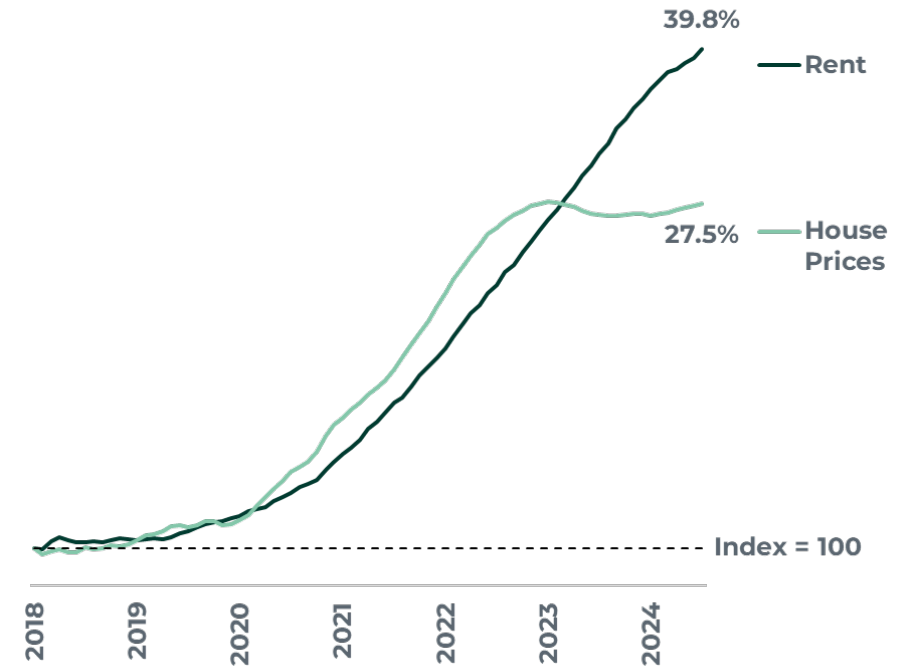
All mortgage payments based on 85%/90% LTV, 5yr fixed, 35yr term at 4.83%/5.02% (average available mortgage from Rightmove on 10 January 2025) on Gleeson average OMS ASP in 6-months to Dec-24

Rented house new lettings is based on new lettings in Dec-24 from OnTheMarket

Building the affordable homes the country needs

- Selling prices affordability to lower income households
 - £384,500 average new build house price in England*
 - £291,700 average new build house prices in North & East Midlands*
 - 50% higher than Gleeson's average selling price of £193,900
- Affordable alternative to renting
 - Rental costs up 9.5% in last 12 months – local house prices flat
 - Typical Gleeson 2-bed home costs £173 per week to buy versus £208 per week to rent
- Accelerating our delivery via Partnerships
- Significantly lower cost but equal quality to other housebuilders

House prices & Rent in North & Midlands
(Indexed 2018)



*Source: UK House Price Statistics for all new build dwellings for 12 months to September 2024, provided by UK House Price Index

Average Gleeson selling price on completions in FY25

Rental cost based on the median of new rent listings of a 3-bed house in the North of England and East Midlands. Data provided by OnTheMarket

House Prices per Sales Listing Data provided by OnTheMarket

Highly affordable

- Affordable for low-income buyers
 - Mortgage payments 22%* take home pay v UK average 36%**
 - Lowest income earners experiencing “real” earnings growth
 - National Living Wage (NLW) increasing by 6.7% from April 2025
 - A couple on the NLW can afford a home costing £225,749
 - 38% higher than Gleeson’s average 2-bed home
 - Higher than Gleeson average 3-bed home
- Mortgage costs as a percentage of take home pay for first time buyers:
 - Affordability strong . . . especially in the North & Midlands
 - North of England and East Midlands 27%
 - 40-year average for the North of England and East Midlands 25%
 - Gleeson home 22%
- Energy savings important – typically £12 per week saving on a 2-bed home and £870 per annum saving on a 3-bed home from January 2025

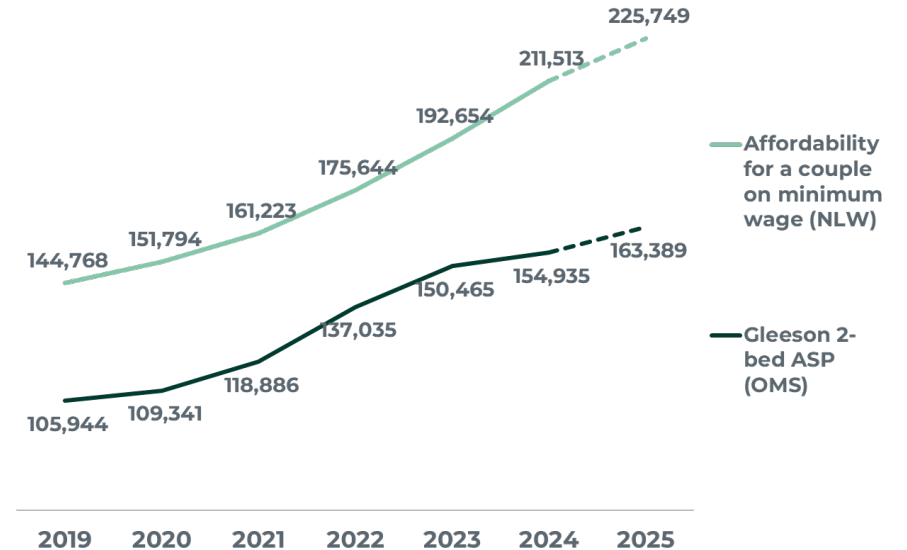
*Median salaries of FTB on 3-bed OMS Gleeson home

**Source: Nationwide Building Society FTB mortgage payment % by region

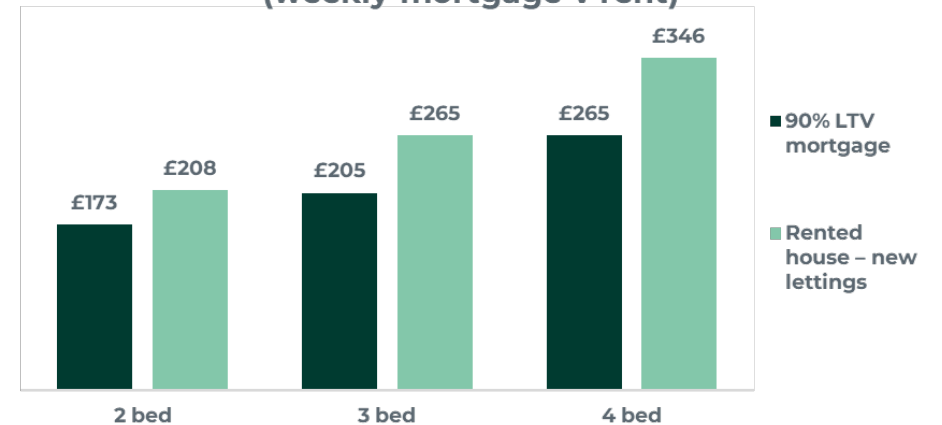
Gleeson 2-bed FOB OMS ASP £163,389. Mortgage payments on 90% LTV, 5 year fixed, 35 year term at 5.02%

3-bed properties, 35 year, 5 year fixed, 90% LTV, 5.02%

How much can a couple on the minimum wage afford versus Gleeson Homes' average 2-bed price

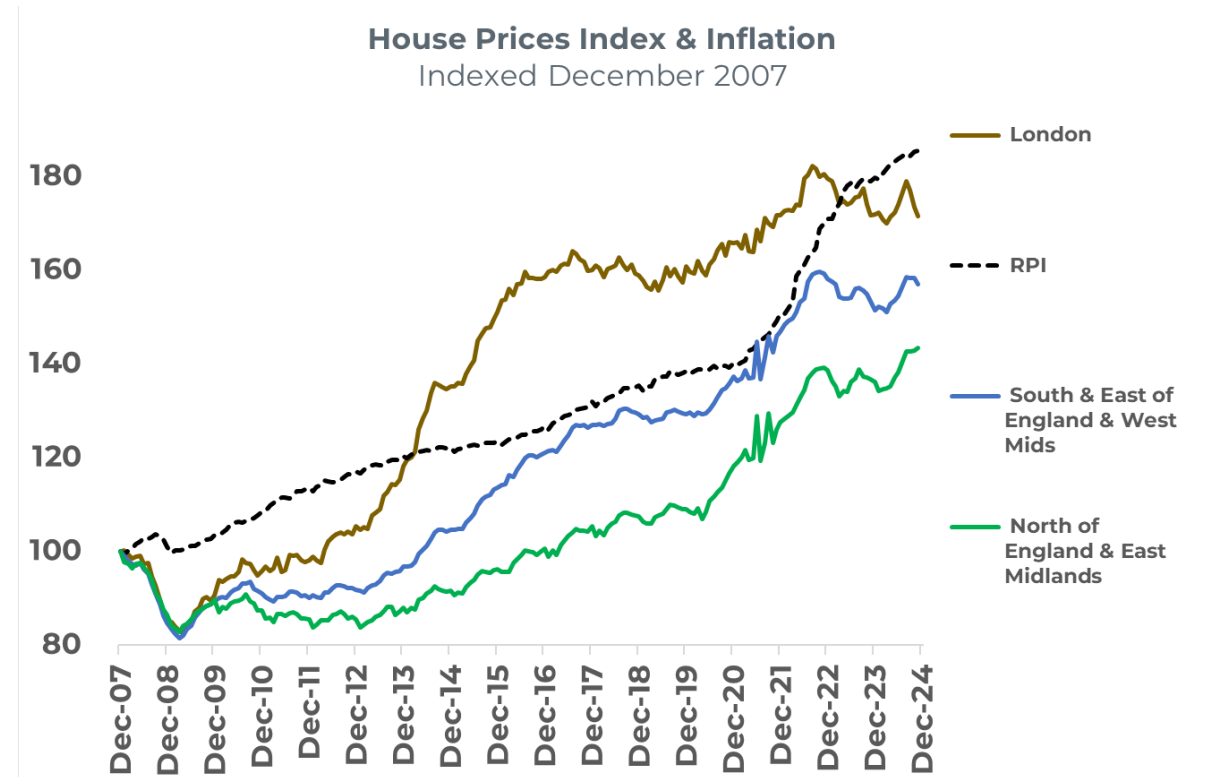


Cheaper to buy than rent (weekly mortgage v rent)



House prices – North of England isn't North London

- Price increases since December 2007 vary by region
 - London up 72%
 - North of England & East Midlands up 43%
 - Below rise in RPI of 85%
- Since 2014:
 - National living wage up 81%
 - Gleeson prices up 60%
- Since August 2022:
 - London house prices down 6%
 - North of England & East Midlands prices up 4%



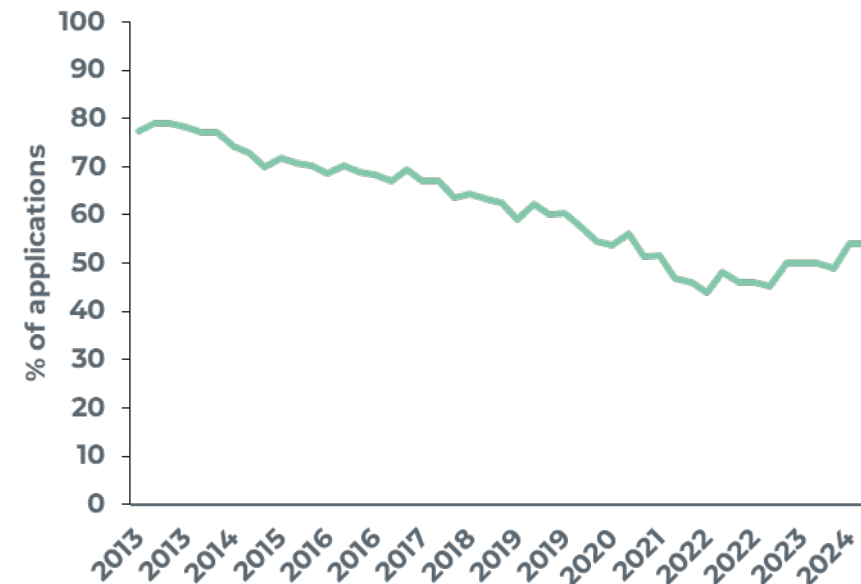
Source: ONS; UK House Price Index

Planning environment

Major planning applications granted
(England)



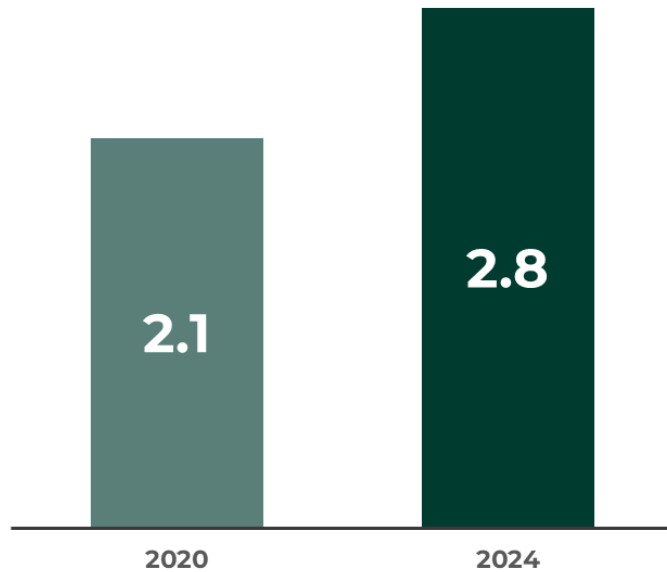
Applications decided within statutory time period
(Major – 13 weeks, Minor – 8 weeks)
(England)



Source: Department for Levelling Up, Housing and Communities, England. Lichfields, Insights, Start to Finish

Planning environment (continued)

Length of planning approval period (years)
(England and Wales)



Residential planning approvals
(England)



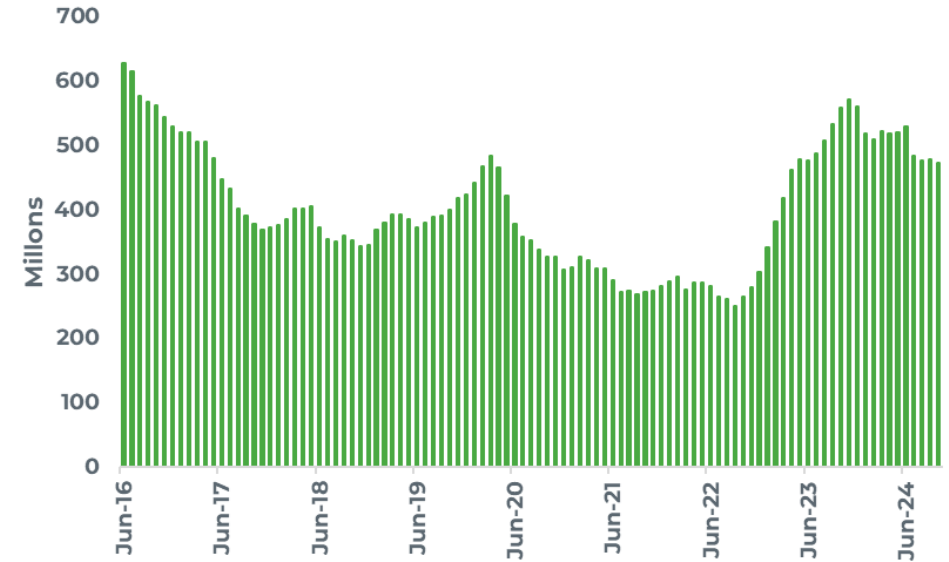
Source: Department for Levelling Up, Housing and Communities, England and Wales. Lichfields, Insights, Start to Finish
New Housing Pipeline, Q3 2024 Report, Glenigan

Healthy supply chain

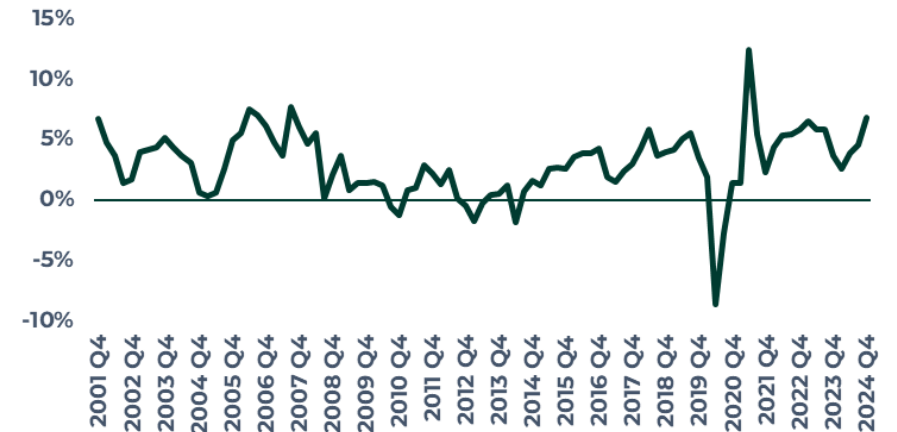
- Materials:
 - Availability high
 - Call-off periods & delivery times good
 - Material costs up +1.3% in last 6 months (bricks, blocks, plaster material)
- Labour:
 - Availability good
 - Labour rates up +0.6% in last 6 months (groundworkers)

Source: Brick stocks Department for Business & Trade; EMP Construction Index

Brick stocks



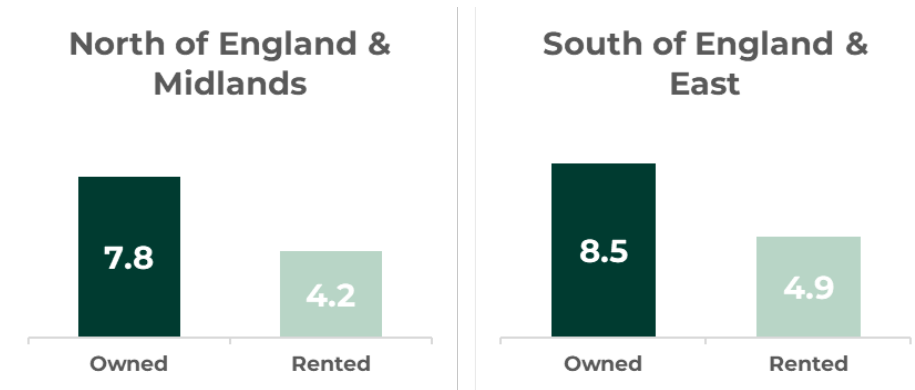
Wages in construction (3m av.) year-on-year (%)



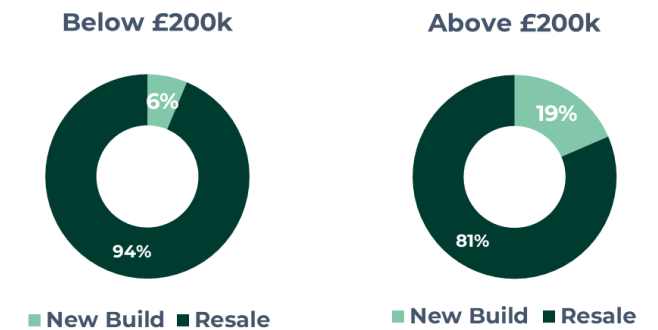
Structural under-supply of quality, affordable homes

- Shortage of affordable homes in North of England and Midlands:
 - 7.8 million households renting
 - 0.7 million households on Local Authority waiting lists
 - 1.3 million adults living with parents
- Little choice of affordable new build homes in North of England and East Midlands
 - 6% of all homes below £200,000 are new build
 - 19% of all homes above £200,000 are new build
- Energy performance poor in most existing homes
 - 15% of English housing stock rated A or B (EPC)
 - 84% of new builds rated A or B (EPC)
 - 97% of Gleeson Homes rated A or B (EPC)

Household tenure
(millions of households)



Supply of affordable new build homes
% of all homes bought North of England & East Midlands



Source: ONS Table 109 Dwelling stock: by tenure and region, England, to 31 March 2023; Homes for sale Land Registry 2022; EPC ratings DLUHC (HM Land Registry confirmed that historic data refreshes due to a backlog of new title cases)

Highly affordable

- Selling prices affordable to lower income households
- £384,500 average new build house price in England*
- £291,700 average new build house price in North & East Midlands*
 - 50% higher than Gleeson's average selling price of £193,900
- £193,900 average Gleeson selling price in the North & East Midlands

Gleeson Homes v All housebuilders ASP
(£'000)



*Source: UK House Price Statistics for all new build dwellings for 12 months to September 2024, provided by UK House Price Index
Average Gleeson selling price on completions in FY25

Mortgage availability, rates and costs

- Buyers starting to adjust to higher cost of borrowing
- Alternative products available following end of HtB in March 2023
 - First Homes, Shared Ownership, Deposit Unlock, HtB Mortgage guarantee, Own New
- Mortgage market health, arrears low, availability high
 - 85% LTV – 1,254 first time buyer products
 - 90% LTV – 696 first time buyer products

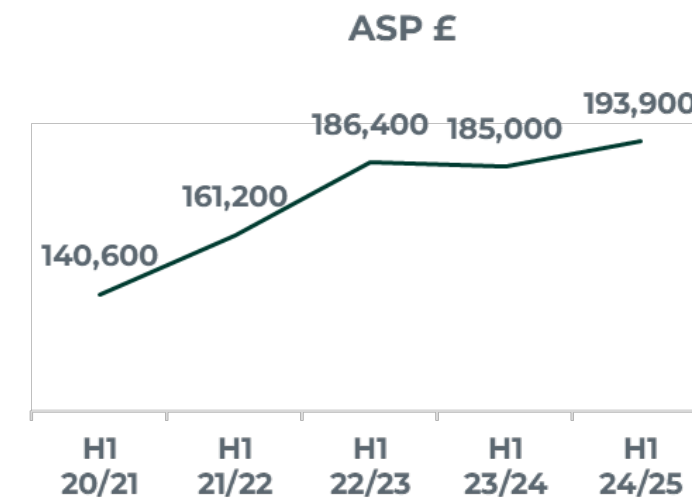
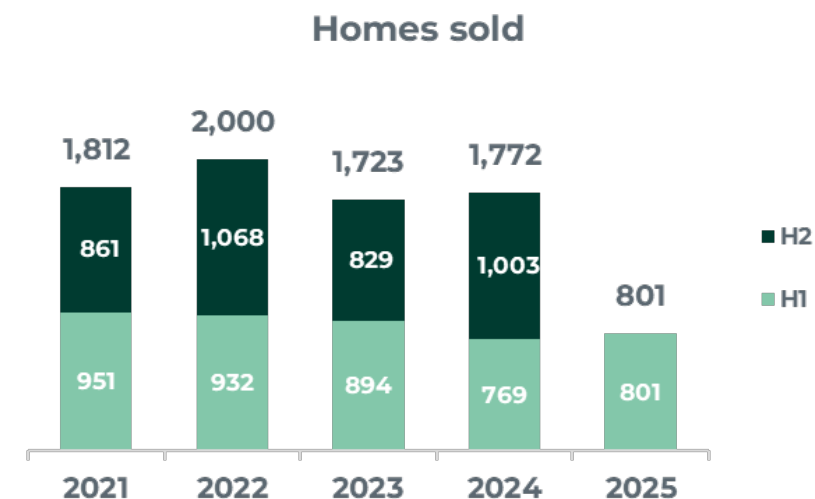
Average mortgage rates:			
	<u>5-yr fixed</u>	<u>2-yr fixed</u>	<u>Variable</u>
85% LTV	4.83%	5.08%	6.59%
90% LTV	5.02%	5.44%	7.75%

Source: Rightmove best available rates January 2025; moneyfactscompare.co.uk

Gleeson Homes - interim results

Gleeson Homes

- Homes sold up 4.2% to 801 (H1 23/24: 769)
 - Including 95 multi-unit sales (H1 23/24: 169)
 - c43% of full year, as expected
- Revenue up 10.0% to £156.6m (H1 23/24: £142.3m)
 - Includes £1.2m land sale
- ASP up 4.8% to £193,900 (H1 23/24: £185,000)
 - +0.8% increase in underlying selling prices*
 - Gross prices up 2.3%
 - Average incentives** up £1,900 at £8,900 (4.3%)
 - Customer extras down £500 at £2,100 (1.0%)
 - +1.2% increase from reduced multi-unit sales
 - +2.8% house-type and mix
 - 2-beds 20% (H1 23/24: 26%), 4-beds 14% (H1 23/24: 11%)
 - Garages 65% (H1 23/24: 57%)

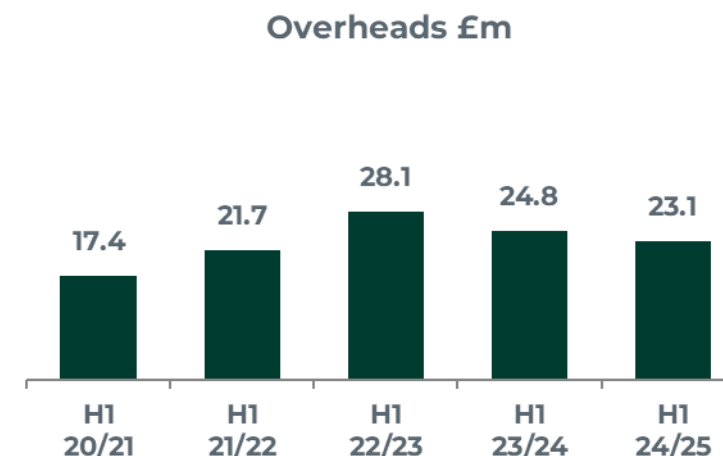
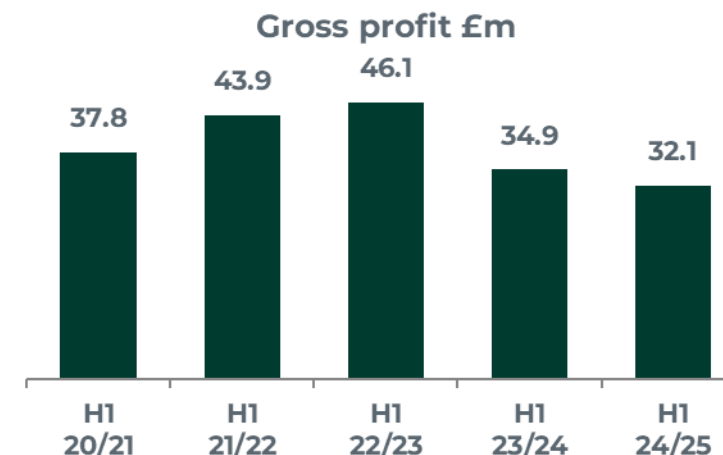


* Underlying based on open-market sales and adjusted for bed, garage and site mix impact

**Average incentives on open-market sales (cash and non-cash incentives)

Gleeson Homes

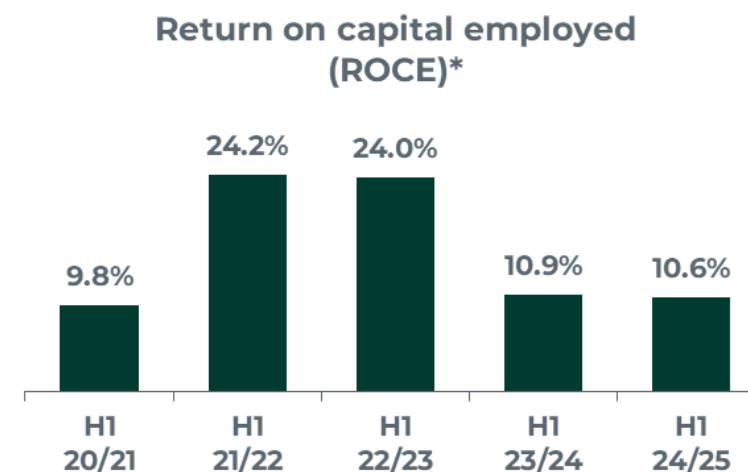
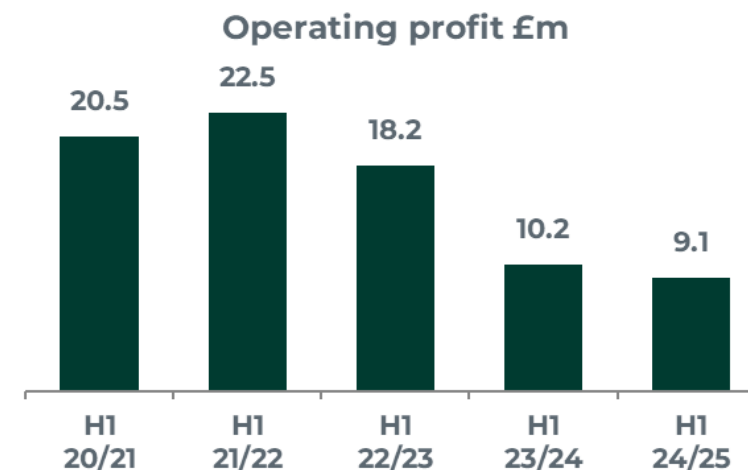
- Gross profit of £32.1m (H1 23/24: £34.9m)
 - Gross profit per home sold £39.8k (H1 23/24: £45.3k)
 - £0.2m profit on sale of surplus land
 - Gross margin on unit sales 20.6% (H1 23/24: 24.5%)
 - Increased incentives & lower extras
 - Multi-unit sales
 - Cost increases on older sites nearing completion
 - Extended site durations
 - Build cost inflation +0.9% in last 6 months
- Overheads reduced 6.9% to £23.1m (H1 23/24: £24.8m)
 - Reflects reduced headcount and tight control of costs
 - Overhead cost control to continue whilst ensuring capacity to deliver growth



*Gross profit includes £0.2m land sale gross profit

Gleeson Homes

- Other operating income £0.1m (H1 23/24: £0.2m)
- Operating profit £9.1m (H1 23/24: £10.2m)
- Operating margin 5.8% (H1 23/24: £7.2%)
- ROCE 10.6% (H1 23/24: 10.9%)



FY23 results are stated before £1.0m exceptional restructuring costs and FY22 results are stated before £12.9m exceptional building safety provision

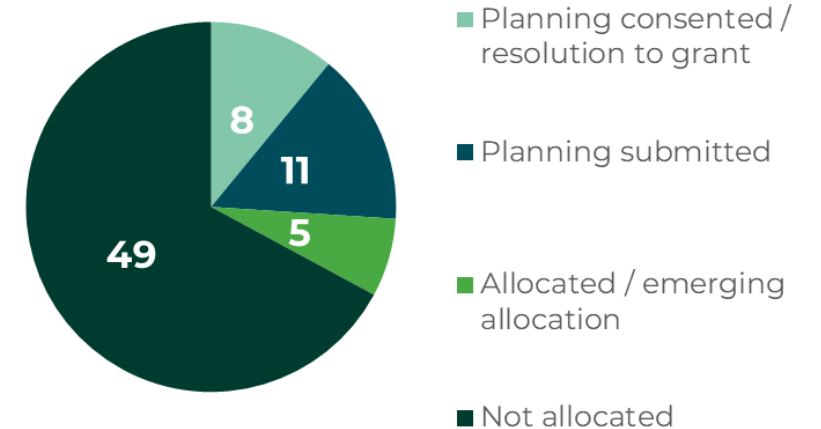
* Return on capital employed is calculated based on earnings before interest and tax and exceptional items (EBIT), expressed as a percentage of the average of opening and closing net assets for the prior 12 months after deducting deferred tax and cash and cash equivalents net of borrowings

Gleeson Land portfolio

Portfolio

- Continued focus on enhancing the depth and quality of the portfolio
- 73 sites (Dec 23: 70 sites)
- 17,434 (Dec 23: 17,574 plots)
- 1,382 plots on 8 sites with consent / resolution to grant (June 2024: 1,473 plots on 7 sites)

At 31 Dec 2024



	As at 31 December 2024		As at 30 June 2024		As at 31 December 2023	
	No. Sites	Plots	No. Sites	Plots	No. Sites	Plots
Planning consented / resolution to grant	8	1,382	7	1,473	9	1,660
Planning submitted	11	3,220	11	3,045	11	3,328
Allocated / emerging allocation	5	1,128	5	1,128	7	1,374
Not allocated	49	11,704	48	11,265	43	11,212
Total	73	17,434	71	16,911	70	17,574

Thank you



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