

14 January 2016

**Cambria Automobiles plc**  
("Cambria" or the "Group")  
**AIM: CAMB**

**AGM Trading Update**

Prior to the Annual General Meeting being held today at 10.00am, the Board of Cambria is pleased to announce the following trading update.

The Group is successfully maintaining the momentum achieved in the last financial year and the trading performance in the first four months of the current financial year has been substantially ahead of the corresponding period in 2014/15. This performance has been achieved in a record new car market with 2015 delivering UK new car registrations of 2,633,503. The market has seen year-on-year growth in registrations in all but one of the last 46 months, although the rate of growth is slowing as the comparatives toughen.

Trading in the first four months of the financial year has been substantially ahead of the corresponding period in 2014/15 on both a total and a like-for-like basis.

New vehicle unit sales were up 4.0% (like-for-like down 1.2%), with gross profit per retail unit improving. Used vehicle sales also performed well, with unit sales 4.7% (like-for-like 2.9%) ahead of the same period in the prior year and gross profit per unit continuing to increase. This performance has significantly enhanced the profit derived from the used car segment of the business. Growth in the Group's aftersales operations has also continued, with profitability up by 3.1% (like-for-like in line) year-on-year.

The Swindon Land Rover business that was acquired on 30 April 2015 has continued to perform in line with expectations. This acquisition added the second Land Rover dealership to the Group, and the Board remains confident about its potential.

On 8 January 2016, the Board was pleased to announce the acquisition of its third Land Rover dealership in Welwyn Garden City. This business will be immediately earnings enhancing in the second half of the 2015/16 financial year.

The Board expects Cambria's Interim Results for the six months to 28 February 2016 to be significantly ahead of the corresponding period of 2014/15 and views the outlook for the remainder of the financial year with confidence. In this regard, the Group's trading performance is tracking in line with the recently revised market expectations for the full year.

-Ends-

**Enquiries:**

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## **About Cambria - [www.cambriaautomobilesplc.com](http://www.cambriaautomobilesplc.com)**

Cambria Automobiles ("Cambria") was established in March 2006 with the aim of creating a balanced independent UK motor retail group through a self-funded "buy and build" strategy, focused on turnaround opportunities.

Working in close cooperation with its manufacturer partners, the Group has built a balanced portfolio of 29 luxury, premium and volume dealerships, representing 44 franchises and 17 brands, with geographical representation spanning from the North West to the South East in Kent and South West in Exeter. These businesses are autonomous and trade under local brand names, including Dees, Doves, Grange, Invicta, Motorparks and Pure Triumph.

Cambria's brand portfolio currently comprises Abarth, Alfa Romeo, Aston Martin, Dacia, Ford, Fiat, Honda, Jaguar, Jeep, Land Rover, Mazda, Nissan, Renault, Seat, Triumph, Vauxhall and Volvo.

The management's success in turning around under-performing dealerships has allowed Cambria to build a strong balance sheet. As a result, the Group is in a position to acquire valuable premium operations, like the recently acquired Land Rover dealership in Welwyn Garden City, Jaguar Land Rover business in Barnet and Land Rover business in Swindon, which are immediately earnings enhancing and directly in line with the Group's strategy to further enhance the brand portfolio.

The Group's medium term ambition is to create a £1 billion turnover business producing attractive returns on capital.