

MONY Group plc - Trading Statement

Growth and continued strong strategic progress

MONY Group plc (“MONY Group” or “the Group”) today provides the following trading update for the period 1 July to 30 November 2025, ahead of its Full Year Results announcement on 23 February 2026.

Management expectations for the full year remain unchanged.

Performance update

MONY Group continued to deliver growth in revenue and adjusted EBITDA over the period, despite headwinds in insurance and PPC costs. Improved performance in H2¹ has been helped by Money, strong Energy performance and modest improvements in Insurance. This underlines the Group’s ability to leverage its broad portfolio to deliver consistent returns to shareholders.

Insurance - The diversity of our insurance offering and a gradual easing of trading headwinds in motor have supported performance.

Money - Continued good growth in borrowing, driven by strong credit card deal availability, and improved banking performance, supported by an increase in attractive current account switching promotions.

Home Services - Growth has been primarily driven by Energy, with October marking the successful launch of our first collective switch² since the collapse of the energy market in 2021 and market-leading deals promoted by MoneySavingExpert (MSE).

Cashback - Challenging economic conditions and uncertainty affecting UK consumer finances continue to weigh.

Travel - Competitive pressure in package holidays and softer demand for car hire, alongside ongoing pressure on consumer finances, has impacted performance.

Strategic update

Our two-sided marketplace strategy continues to deliver positive results. Member-based propositions are transforming our customer base from transactional users into loyal, engaged customers. SuperSaveClub (SSC) has reached two million members and is now contributing materially to Group revenue, with significant potential for further growth.

¹ Compared to H2 2024.

² Collective switch refers to the group purchasing arrangement whereby MoneySavingExpert negotiated exclusive energy tariffs, enabling participants to benefit from lower prices than standard market rates. The most recent collective switch took place in October 2025 and offered tariffs approximately 15% below the Ofgem Price Cap.

Provider propositions, including Market Boost, Tenancy and our B2B partnerships are delivering incremental growth and strengthening relationships with partners.

The strength of our portfolio of trusted brands alongside our data and tech platform provides the Group with a sustainable competitive advantage. As AI adoption accelerates, these foundations enable us to continue to embrace further opportunities to drive growth.

Capital Allocation

In line with our capital allocation policy, we launched a £30 million share buyback programme on 17 February 2025, which concluded on 2 December 2025.

Ice Travel Group (ITG)

As of 1 December 2025, MONY Group moved from a controlling stake in ITG to a minority position, reflecting a strategic decision to reduce Group operational complexity whilst retaining influence³.

ITG will benefit from greater operational independence, enabling the business to accelerate its plans while continuing to benefit from MONY's support and expertise.

Outlook

The Board remains confident that the Group is well positioned to deliver sustainable, profitable growth. Trading performance over the second half, combined with continued strategic momentum, underpins the Board's expectation that Adjusted EBITDA for FY25 will be in line with current market consensus⁴.

Looking ahead to FY26, we anticipate easing headwinds will create potential for a greater level of stability in our end markets. We are confident in delivering consistent progress by continuing to build out our strong member base, deepening provider relationships, and continuing to leverage our leading data and technology platform. Our diversified portfolio underpins our resilience and positions us to deliver sustainable, long-term value for shareholders.

Peter Duffy, Chief Executive Officer said:

"2025 has been a tough trading year so we are pleased with the Group's performance, which reflects the relevance of our brands, the resilience of our model, and the breadth of our markets. We are particularly pleased with the growth in SuperSaveClub which has now reached a milestone two million members. Looking ahead, we are optimistic about the outlook in our end markets, and excited by the opportunities AI brings. As we move into FY26, we remain confident in our ability to deliver sustainable growth and create value for all stakeholders."

³ MONY Group has moved from a shareholding of 67% to 49%. From FY26 onwards, ITG will be treated as an associate under the equity method rather than a consolidated subsidiary. ITG's revenue and EBITDA will be removed from Group forecasts and instead will include MONY's share of ITG's post-tax profit below operating profit. EPS assumptions should be adjusted to reflect this. Dividend receipts from ITG should be modelled as investing cash flows, not operating. FY25 comparatives will include 11 months of ITG consolidation.

⁴ Market expectations of adjusted EBITDA for 2025 from the analyst consensus on our investor website is £142.7m with a range of £136.5m to £144.9m. N.B. Consensus does not currently reflect the impact of ITG minority position.

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Forward-Looking Statements

This statement may include statements that are forward looking in nature. Forward looking statements involve known and unknown risks, assumptions, uncertainties and other factors which may cause the actual results, performance or achievements of the Group to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements. Except as required by the Listing Rules and applicable law, the Group undertakes no obligation to update, revise or change any forward-looking statements to reflect events or developments occurring after the date such statements are published. The information in this release is based on management information.