ASX RELEASE
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CAR Group delivers excellent FY26 results

CAR Group Limited (ASX: CAR) today announced its results for the year ended 30 June 2026, delivering excellent revenue and earnings growth across its global portfolio.

The FY26 results highlight the continued strength and resilience of CAR Group's diversified business model, the quality of its market-leading brands and the benefits of ongoing investment in product innovation, artificial intelligence (AI) and increasingly connected vehicle ecosystems.

The Group's FY27 guidance reflects confidence in continued growth, underpinned by strong execution, portfolio diversification, AI-led product development and disciplined capital allocation. With opportunities to deliver more value to buyers, sellers and advertisers, alongside ongoing investment in innovation, artificial intelligence and connected vehicle ecosystems, CAR Group has multiple drivers for future growth.

Financial Highlights

- **Proforma results:** Proforma[1] Revenue of $1,253m, up 12%[2] on the prior corresponding period (pcp) in constant currency. Proforma earnings before interest, tax, depreciation and amortisation (EBITDA) of $700m, up 12% in constant currency.
- **Reported results:** Reported Revenue of $1,253m, up 6% on pcp in AUD. Reported EBITDA of $667m, up 8% on pcp in AUD. Reported Net Profit After Tax (NPAT) of $314m, up 14% on pcp in AUD.
- Reported EBITDA to operating cash flow conversion of 100%.
- 30% franked final dividend declared of 43.5 cents per share, bringing total FY26 dividends per share to 86.0 cents per share, up 8% on pcp.

[1] Proforma results are the best reflection of the underlying performance of the business as they normalize for the exit of the Australian Tyres business which was announced via ASX announcement on 14 January 2025 and certain non-recurring or non-cash items as in adjusted financials.
[2] All references on a constant currency basis unless stated

Financial Summary

AUD millions	FY25	FY26	AUD Growth %	CC[3] Growth %
Proforma[1] Revenue	1,144	**1,253**	10%	12%
Proforma[1] EBITDA	641	**700**	9%	12%
Adjusted[4] Revenue	1,184	**1,253**	6%	8%
Adjusted[4] EBITDA	641	**700**	9%	12%
Adjusted[4] NPAT	377	**407**	8%	11%
Reported Revenue	1,184	**1,253**	6%	n/a
Reported NPAT	274	**314**	14%	n/a
Adjusted Earnings per share (cents)	99.8	**107.6**	8%	11%
Final dividend per share (cents)	41.5	**43.5**	5%	n/a
Full Year dividends per share (cents)	80.0	**86.0**	8%	n/a

Key Segment Results

- **Australia:** Revenue increased 7% and Adjusted EBITDA increased 8%. carsales maintained its market leadership, supported by continued product innovation and strong customer engagement. The business continued to expand its role across the automotive ecosystem through the launch of Nexgate, our next generation dealer platform, while AI-led improvements in search, personalisation and workflow tools enhanced the experience for consumers and dealers.

[3] CC = Constant currency. Constant currency represents the underlying change vs pcp in local currency. This is calculated by restating the prior period results using current period FX rates.
[4] Adjusted financial information excludes certain non-recurring or non-cash items. See slide 43 of the FY26 Investor Presentation regarding the disclosure of non-IFRS Information and slide 44 of the FY26 Investor Presentation for a reconciliation of Adjusted to Reported Financials.

- **North America:** Revenue increased 12% and Adjusted EBITDA increased 12% on a constant currency basis. Growth was supported by premium dealer products, media momentum, data and analytics capability, contributions from minor acquisitions completed at the end of FY25 and continued progress in building a more diversified marketplace, media and dealer solutions ecosystem.
- **Latin America:** Revenue increased 19% and Adjusted EBITDA increased 23% on a constant currency basis. Revenue reflects the strategic exit of Car10's zero-margin loan factoring business. webmotors strengthened its leadership position in Brazil through audience growth, dealer services, finance, media and continued expansion of the Wallet product. Chile also delivered strong financial and operational results.
- **Asia:** Revenue increased 15% and Adjusted EBITDA increased 14% on a constant currency basis. This was supported by continued growth in Guarantee inspections, the scaling of more comprehensive inspections through Guarantee 2.0, rising digital transaction volumes via Encar Home Services, increased Dealer Direct trade-in activity and increasing use of AI across product and operational workflows.

Managing Director and CEO of CAR Group, William Elliott, commented:

"CAR Group has delivered another excellent year, with strong financial and operational outcomes across our global portfolio. This result reflects the growth capacity of our diversified business model, the quality of our market-leading businesses and the ongoing execution of our strategy.

"Our teams have continued to deliver for customers and shareholders in a dynamic operating environment. Across each of our markets, we are making buying and selling vehicles easier, safer and more efficient for consumers, dealers and manufacturers.

"FY26 was an important year in the evolution of CAR Group. We continued to move beyond traditional classifieds, building connected automotive ecosystems that support customers across more of the vehicle ownership journey. These ecosystems strengthen customer relationships, create new opportunities to deliver value and capture revenue and embed CAR Group more deeply in the markets we serve.

"In Australia, we recently launched Nexgate, bringing together a broader suite of dealer workflow and data solutions under a single brand. We enhanced the customer experience through conversational search and personalisation.

"In North America, Trader Interactive continued to build a more diversified marketplace, media and software ecosystem. Xenara, our in-house media agency, delivered strong momentum, while the integration of CRM provider Dealership Performance 360 provides an opportunity to broaden the dealer ecosystem across CRM, marketing, marketplace and data capabilities.

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“webmotors delivered another excellent year in Brazil. Audience growth remained strong, finance and dealer solutions continue to scale, and media remains a significant long-term opportunity as automotive manufacturers seek more targeted and measurable marketing solutions.

“In South Korea, the scaling of Guarantee 2.0, together with growth in Encar Home Services and Dealer Direct, is creating a more seamless experience across the vehicle transaction journey.

“Through disciplined and targeted investment, we are using AI to help consumers find the right vehicle faster, equip dealers with smarter tools and improve productivity across our operations. Launched during the year in Brazil, our global AI hub, CG/lab, is bringing together product, engineering and AI expertise to rapidly develop, test and scale new ideas across the Group.

“The shift towards electric vehicles and the emergence of new EV entrants into our markets are already contributing to our performance and represent an ongoing opportunity. As vehicle technology becomes more complex, consumers are seeking trusted information, transparency and confidence when making purchasing decisions. Our marketplaces are supporting this transition through richer content, personalised experiences, assurance products, financing solutions and data-driven marketing capabilities.

“We enter FY27 with confidence. Our leading marketplace brands, expanding technology ecosystems, proprietary data and accelerating innovation provide a compelling foundation for continued long-term growth.”

FY27 Outlook and Commentary[5]

We expect to deliver the following in FY27:

Revenue growth of 11-14% in constant currency

- **Australia:** Expect high single-digit % revenue growth driven by volume, yield and depth penetration in Dealer; volume, yield and Instant Offer in Private; and continued product and advertiser diversification in Media.
- **North America:** Expect double-digit % revenue growth in constant currency supported by higher customer yield, increased penetration of depth products, media expansion, data growth and marine.
- **Latin America:** Expect double-digit % revenue growth in constant currency to be driven by increase in dealer customers, yield and increased penetration of premium dealer products, finance and media revenue.

[5] All financial outlook references are on a constant currency basis. These financial outcomes are dependent on a number of factors. These factors include prevailing macroeconomic conditions, geopolitical risk, customer demand, and movements in inflation and FX rates. Growth % represents anticipated growth in constant currency vs FY26.

- **Asia:** Expect double-digit % revenue growth in constant currency supported by continued uplift in Guarantee penetration combined with higher Encar Home and Dealer Direct volumes.

Adjusted EBITDA growth of 10-13% in constant currency

- Continued operating leverage expected in Australia and Latin America.
- North America revenue growth expected to be higher than EBITDA growth due to ongoing investment in marine.
- Asia revenue growth expected to be higher than EBITDA growth due to investment in scaling the Dealer Direct and Home Services products.

Adjusted NPAT growth of 9-12% in constant currency

- Net finance costs estimated to be ~$66m-$72m.
- Depreciation and amortisation expected to grow at ~16-19%.
- Effective tax rate expected to be ~20-21%.

-ENDS-

Release authorised by the Board of CAR Group Limited.

FY26 Results Presentation webcast link: https://webcast.openbriefing.com/car-fyr-2026/

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Financial Results

AUD Millions	FY25	FY26	AUD Growth %	CC Growth %
Australia	485	519	7%	7%
North America	308	327	6%	12%
Latin America	205	251	22%	19%
Asia	136	145	7%	15%
Investments	11	11	4%	4%
Revenue	**1,144**	**1,253**	**10%**	**12%**
Operating expense	(503)	(553)	(10%)	(11%)
Adjusted EBITDA	**641**	**700**	**9%**	**12%**
Depreciation & amortisation	(87)	(101)	(16%)	(17%)
Net finance cost	(69)	(63)	9%	7%
Income tax expense	(88)	(107)	(21%)	(21%)
Non-controlling interests	(20)	(23)	(14%)	(11%)
Adjusted NPAT	**377**	**407**	**8%**	**11%**
Adjusted earnings per share (cents)	99.8	107.6	8%	11%
Final dividend per share (cents)	41.5	43.5	5%	n/a
Summary of Reported Results				
Reported Revenue	1,184	1,253	6%	n/a
Reported NPAT	274	314	14%	n/a
Reported Earnings per share (cents)	72.6	82.9	14%	n/a

About CAR Group Limited

CAR Group is a global digital marketplace business dedicated to making buying and selling a great experience. With a vision to be the global leader in online vehicle marketplaces, we offer world-leading technology and advertising solutions designed to transform how people buy and sell across the globe.

CAR Group operates across diverse vehicle categories - automotive, commercial, industrial, and leisure - and spans several international markets including Australia (carsales), South Korea (Encar), the United States (Trader Interactive), Chile (chileautos) and Brazil (majority shareholder of webmotors).