

ASX ANNOUNCEMENT 29 August 2025

A Transformational Year with Strong Performance from Continuing Operations

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Gumtree Australia Markets Limited (ASX: GUM) is pleased to present the financial results for the Company for the Financial Year ended 30 June 2025.

Highlights

- Successful completion of the sale of the Capital Markets division for a total consideration of \$6.8m (enterprise value; on a cash and debt-free basis)
- Total Revenue at \$74.4m (down 7.6% pcp)
- Group EBITDA (excluding discontinued operations) of \$6.0m (up 93% on \$3.1m pcp)
- Group Net Loss Before Tax (excluding discontinued operations) of \$0.1m (\$2.4m loss pcp)
- Gumtree business segment EBITDA of \$9.3m (up 32% pcp)
- Gumtree business segment net profit before tax was \$3.4m (\$1.5m profit pcp)
- Net cashflow from operating activities at \$ 5.7m (up 138% pcp) and
- Group materially deleveraged in the financial year with \$5.2m repaid to CBA and \$4.1m of loans transferred or repaid as part of the divestiture of Capital Markets

Financials

While total Group revenues declined by 7.6% pcp, the Gumtree Group revenues from its Motors activities increased by 6.4% pcp driven by more listings, incremental products offered and a strong demand. Total Advertising revenues were impacted by continued soft market conditions.

Reported Group EBITDA (excluding discontinued operations) increased to \$6.0 million. Adjusting for one-off costs, the Company achieved an underlying EBITDA of \$6.8 million. Our FY25 reported results were impacted by the following one-off costs:

- Residual Transaction Service Agreement (TSA) and one-off consulting costs related to the successful exit of the services and support provided by previous owner (Adevinta) and the process of migrating to right-sized and proven system providers of \$0.6 million.
- M&A fees (legal and tax) related to the sale of the Capital Markets division of \$0.2 million.

The Gumtree business segment reported significant profitability growth with segment EBITDA increasing to \$9.3 million (from \$7.0 million in prior year) and net profit before tax increasing to \$3.4 million (from \$1.5 million in prior year).

During the financial year the Company successfully claimed a total of \$1.9 million of R&D tax benefits related to FY24 following the continued investments in our platform (for improving user experience, trust & safety initiatives, cyber security enhancements, etc). Management expects a higher amount of R&D expenses to be identified for FY25 resulting in incremental tax savings.

During FY25, the Company repaid a total amount of \$5.2 million on the CBA loan facility (outstanding balance: \$32.8 million as at 30 June 2025). In addition, a total of \$4.1 million of loans were transferred or repaid as part of the Capital Markets sale process.

Operations

The Gumtree business segment has strongly focused on executing its strategic roadmap. In November 2024 the Group signed a contract with Adyen, a global fintech provider, as part of its Transactional strategy. In the last 12 months the Group launched multiple Transactional offerings with the roll-out of Gumtree Pay being the key milestone.

In the coming year the Company will launch more Transactional products (like shipping integrations and buyer protection services) and features for our user base with a strong focus on our key categories being Motors, Pets, Jobs and Real Estate.

The Company announced in November 2024 a partnership with the Homely Group in its real estate category. Through this partnership, the total number of real estate listings on Gumtree across for sale and rentals has grown significantly from nearly 11,000 to around 180,000, nationwide.

In May 2025 Gumtree Group announced it signed an MOU with NZME to explore the development of a competing digital marketplace in New Zealand's lucrative automotive market.

Governance

The Company appointed one independent board member, John O'Loughlen, during the year adding a broad range of governance, strategic and finance skills to the Company. Also, Alec Pismiris and Twila Jensen resigned from the Board during the year. The Board thanks those outgoing directors for their contributions.

Outlook

FY25 was a transformational year for the Company with the successful divestment of our Capital Markets business. The simplification of the investment story and the focus on the exciting online marketplace sector with higher profitability levels are expected to deliver superior results going forward.

All key systems and processes are now managed in-house or via reputable (local) partners, following the successful migration project (completed in April 2024). The last implementation one-off costs included in the FY25 results are non-recurring.

With all operations streamlined, the Company requires less overhead costs going forward. With the reduction of Head Office costs, Management expects annual savings of \$1.2m to flow through to Group EBITDA in FY26. Please refer to 'Note 3: Segment Information' of the Annual Report for additional details.

In addition, Management has identified multiple revenue opportunities in its Motors category as well as from rolling out additional Transactional features.

On behalf of the Board, I thank you for your continued support.

Tommy Logtenberg
Chief Executive Officer

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This announcement has been authorised for release by the Board of Directors.