

**ASX ANNOUNCEMENT** 28 August 2024

## A Year of Transformation

The Market Limited (ASX: MKT) is pleased to present the financial results for the Company for the Financial Year ended 30 June 2024.

### Highlights

- Revenue up 12% to \$91.5m,
- Reported EBITDA before impairment of \$0.5m, adjusting for one-off costs underlying EBITDA at \$7.8m and,
- Ongoing deleveraging with \$8.0m repaid to CBA

### Financials

Total revenues increased by 12% to \$91.5 million from \$81.6 million in the previous financial year, driven by the positive contribution of the Gumtree Group (Gumtree Australia, Carsguide and Autotrader Australia), acquired in October 2022.

Group reported EBITDA before impairment amounts to \$0.5 million. Adjusting for one-off costs, the Company achieved a much stronger underlying EBITDA of \$7.8 million and an adjusted profit before tax of \$1.2 million (see appendix for details).

Our FY24 reported results were impacted by significant one-off costs:

- TSA and one-off consulting costs for the Gumtree Group 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 (\$5.9 million).
- Final legal fees related to Takeovers Panel process, settlement of legal proceedings with former management and for restructuring (\$1.4 million).
- Losses from discontinued operations, being Subscribacar, which activities have been ended in the financial year (\$1.0 million).
- A non-cash impairment of \$2.2 million against the goodwill of the Stockhouse business (acquired in 2019) following a review of its financial performance at the half year.

During FY24, the Company repaid a total amount of A\$8.0 million on the CBA loan facility (outstanding balance: A\$38.0 million as at 30 June 2024). See Appendix 4E post balance date events.

**ASX ANNOUNCEMENT** 28 August 2024Operations

The Gumtree Group has strongly focused on executing its strategic roadmap. In the last 12 months, we have launched our first Transactional offerings with the roll-out of an Instant Cash Offer solution and a Car Inspection service. In the coming months we will launch more Transactional products (like payments and shipping functionalities) and features to our user base with a strong focus on our key categories, being Motors, Pets, Jobs and Real Estate.

Gumtree Group recently announced a partnership with the Homely Group in its real estate category, anticipated to go live in November. Through this partnership, the total number of real estate listings on Gumtree across both for sale rentals will grow significantly from nearly 11,000 to around 200,000, nationwide.

Within our Capital Markets business, strategy has been set for the year and we continue to invest in an improved user experience for HotCopper and Stockhouse leveraging all the key learnings and insights across the two sites.

Governance

The Company appointed two independent board members and independent Chairman during the year adding a broad range of governance, strategic and finance skills to the Company.

Outlook

FY24 was a year of transformation for The Company. We have built strong foundations for future growth across both the Gumtree Group and HotCopper/Stockhouse in the Capital Markets segment.

The significant one-off costs included in the FY24 results are non-recurring and management expects that FY25 will broadly reflect FY24 excluding the impact of these costs, which increases overall profitability. The Company has identified multiple opportunities for additional cost efficiencies to increase returns in next financial year.

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

Tommy Logtenberg

Chief Executive Officer

**ASX ANNOUNCEMENT** 28 August 2024

**APPENDIX**
**1. Normalised EBITDA**
**MKT – normalised EBITDA from continuing operations**

<b>The Market Limited – AUD \$M</b>	<b>FY24</b>
One-off costs	
TSA and one-off consulting costs Gumtree Group system change	5.9
One-off legal Fees (Takeovers / Deed / Restructuring)	1.4
<b>Total One Offs</b>	<b>7.3</b>
EBITDA continued operations before impairment	0.5
<b>Normalised EBITDA from continuing operations</b>	<b>7.8</b>

**2. Adjusted net profit before tax**
**MKT – Adjusted profit before tax from continuing operations**

<b>The Market Limited – AUD \$M</b>	<b>FY24</b>
One-off costs	
TSA and one-off consulting costs Gumtree Group system change	5.9
One-off legal Fees (Takeovers / Deed / Restructuring)	1.4
<b>Total One Offs</b>	<b>7.3</b>
<b>Impairment (non-cash) Stockhouse goodwill</b>	<b>2.2</b>
Reported net profit (loss) before income tax	(8.4)
<b>Normalised net profit (loss) before income tax continuing operations</b>	<b>1.2</b>

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