Gumtree Australia Markets
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ASX ANNOUNCEMENT

Gumtree Australia Markets Limited (ASX: GUM)

Full Year Results — FY26 (ended 30 June 2026)

Gumtree Australia Markets Limited (ASX: GUM) is pleased to report its financial results for the full-year ended 30 June 2026 (FY26) — a period defined by meaningful profit growth, disciplined cost management, and accelerating progress on our platform modernisation strategy.

Key financial Highlights (FY26)

Revenue	**$69.6M**	↓ 7% pcp
EBITDA	**$7.8M**	↑ 29% pcp
Net Profit Before Tax	**$3.5M**	vs $(0.1M) pcp
Operating Cash Flow	**$7.3M**	↑ 27% pcp
Debt Repaid (CBA)	**$4.9M**	Ongoing deleveraging
Head Office Cost Savings	**$1.8M**	↓vs pcp

Financial Performance

Gumtree delivered a strong profitability result in FY26, demonstrating the power of our ongoing operational discipline. Despite a 7% decline in total revenue — driven by continued softness in programmatic advertising and increased competition in select Classifieds segments — the Company achieved a 29% increase in EBITDA to $7.8 million, reflecting significant and sustainable cost savings flowing through to the bottom line.

Most notably, the Company returned to profitability with a net profit before tax of $3.5 million, compared to a loss of $0.1 million in the prior corresponding period — a strong turnaround that demonstrates the strength of our restructured operating model.

Strong operating cash conversion continued, with net cash flows from operating activities of $7.3 million. The Company also made further progress on its debt reduction journey, repaying $4.9 million against the CBA loan facility, which stands at $27.9 million as at 30 June 2026.

The terms of the existing CBA facility have been successfully amended during the year, resulting in a reduction of the quarterly principal repayment requirements and an extension until November 2027.

Operational Progress

Gumtree's core strategic pillars — Motors, Pets, Jobs and Real Estate — continue to underpin the Group's product and commercial roadmap. During FY26, the team delivered a number of meaningful milestones:

- We announced two important milestones in our journey to modernise the marketplace buying and selling experience by reaching 2,500 Gumtree Pay transactions (powered by Adyen) in April 2026 and facilitating more than $1million of goods securely transacted since launch — a milestone for the platform's transactional future.
- A commercial partnership with Australian Community Media (ACM) was announced in H1 FY26, increasing total online audience to 6.2 million Australians per month. Carsguide became the exclusive provider of expert automotive content across the entire ACM network, with Gumtree receiving marketing credits in return.
- Continued investment in trust & safety, and user experience delivered measurable improvements in app ratings on both iOS and Android, as well as on Trustpilot and Productreview — a key indicator of platform health and improving seller/buyer confidence.

AI Transformation Project

In August 2026 Gumtree executed a transformative project to fully embed AI into its operations – this will realise material cost efficiencies within the business and increases output, productivity and delivery quality. The initiative has resulted in 22 roles being impacted in its Technology Engineering group. It is envisioned that these AI tools have the capability to be deployed on revenue growth initiatives going forward.

Governance

During the year, Tommy Logtenberg was formally appointed as Managing Director of Gumtree Australia Markets Limited, having successfully led the organisation as Chief Executive Officer since 2023. This appointment reflects the Board's confidence in Tommy's strategic vision and his track record of driving profitable growth and achieve significant cost savings.

Outlook

The Company enters FY27 focused on its revenue pipeline, overall cost structure and product roadmap. Key growth initiatives underway include:

- Motors category expansion through releasing new features targeting increased dealer and consumer engagement and growing market share in Caravan and Motor Bikes.
- Rollout of additional transactional capabilities across general Classifieds, including ‘Buy Now’ and a Wallet functionality — building on the early success of Gumtree Pay.

- Continued strong focus on cost savings with the objective to free up funds for growth initiatives. The AI Transformative Project referred to above will be a major part of this initiative. It is envisioned that the bulk of the savings from these initiatives will be deployed to fund growth opportunities going forward.

Management remains focused on growing the top line in a competitive market, while maintaining the successful cost discipline that has driven our profitability turnaround.

On behalf of the Board, we thank our shareholders for their continued support and confidence in Gumtree's growth journey.

Tommy Logtenberg
Managing Director
Gumtree Australia Markets Limited

This announcement has been approved by the Board of Directors.