**Carma Limited (ASX: CMA)**
ABN 20 648 091 418

**ASX Announcement**
9 July 2026

# Retail Deliveries Update

In June 2026 Carma delivered 453 Retail Units, with a total of 1,003 delivered in the three months to 30 June 2026. This is a 112% increase compared with the 474 Retail Units delivered in the three months to 30 June 2025.

Carma delivered 3,146 Retail Units in FY26 representing a 50% increase compared with the 2,101 Retail Units delivered in FY25. Carma expects FY26 Retail Revenue of $91.3m and Total Revenue (including Wholesale and Other Revenue) of $113.8m.

The number of Retail Units delivered from month to month can vary based on period specific factors including the number of operating and delivery days in the relevant month, public and school holidays and other seasonal factors.

| Period | Retail Units delivered | Retail Revenue [1] | Reconditioning Days in period [2] |
|---|---|---|---|
| July 2025 | 166 | $5.3m | 23 |
| August 2025 | 232 | $7.2m | 21 |
| September 2025 | 235 | $7.1m | 22 |
| **Q1 FY 2026** | **633** | **$19.6m** | **66** |
| October 2025 | 249 | $7.5m | 22 |
| November 2025 | 253 | $7.5m | 20 |
| December 2025 | 244 | $7.0m | 18 |
| **Q2 FY 2026** | **746** | **$22.0m** | **60** |
| January 2026 | 249 | $7.1m | 19 |
| February 2026 | 270 | $8.1m | 20 |
| March 2026 | 255 | $7.5m | 22 |
| **Q3 FY 2026** | **774** | **$22.7m** | **61** |
| April 2026 | 226 | $6.4m | 19 |
| May 2026 | 324 | $8.8m | 21 |
| June 2026 | 453 | $11.8m | 21 |
| **Q4 FY 2026** | **1,003** | **$27.0m** | **61** |

Note:
[1] Retail Revenue is the revenue generated from the sale of used vehicles to retail customers online made through Carma's website. Carma also earns revenue from the sale of used vehicles to wholesale customers, and other revenue including origination of customer loans, extended coverage and the referral of insurance products.
[2] Reconditioning Days is the number of days reconditioning operations were active.

The financial information in this announcement is unaudited.

## Background

Carma's IPO Prospectus dated 16 October 2025 included a table (Figure 41, page 69 – included below) which showed the quarterly retail inventory units delivered for the period Q1 FY 2023 to Q1 FY 2026.

In order to assist investors in understanding the key drivers, monthly variability and seasonality of revenue in its early stage as a listed company, Carma has decided that for a minimum of the prospectus forecast period to June 2026, it will release to the ASX its monthly *Retail Units delivered* and *Retail Revenue*.

Figure 41: Quarterly retail inventory units, inventory days and retail units

| Period | Average online available retail inventory units (#) | Online inventory days | Retail units delivered (#) |
|---|---|---|---|
| Q1 FY23 | 366 | 152 | 222 |
| Q2 FY23 | 572 | 161 | 326 |
| Q3 FY23 | 691 | 178 | 350 |
| Q4 FY23 | 694 | 157 | 402 |
| Q1 FY24 | 702 | 173 | 374 |
| Q2 FY24 | 653 | 117 | 513 |
| Q3 FY24 | 442 | 67 | 601 |
| Q4 FY24 | 391 | 62 | 572 |
| Q1 FY25 | 340 | 52 | 602 |
| Q2 FY25 | 254 | 41 | 577 |
| Q3 FY25 | 124 | 25 | 448 |
| Q4 FY25 | 194 | 37 | 474 |
| Q1 FY26 | 209 | 30 | 633 |

***This announcement has been authorised by the CEO***

**For all investor enquires:**
Lachlan MacGregor, CEO
(02) 8319 3210
ir@carma.com.au

**For all media enquires:**
Sling & Stone
(02) 8073 5390
carma@slingstone.com

### About Carma Limited

Carma is transforming the way Australians buy and sell pre-owned cars. Headquartered in Sydney, Australia, Carma is a fully digital platform that delivers a simpler, smarter and more transparent experience. With an extensive range of quality vehicles, every car is rigorously inspected and reconditioned through a process that's verified by the NRMA, who have named Carma their Preferred Used Car Dealership.

Customers can buy online and checkout in under 10 minutes with fixed pricing, integrated finance, extended coverage, and a 7-day return policy. Selling is just as seamless: customers receive a fast, data-driven offer and instant payment. It’s a safer, smarter alternative to private sales, without the hassle or risk. Visit carma.com.au to learn more.