

Quarterly Activity Report and Appendix 4C

Carma Limited (ASX: CMA) ("Carma" or "the Company") is pleased to provide its Quarterly Activity Report and Appendix 4C for the quarter ended 31 March 2026 (Q3 FY 2026).

Key highlights:

- 1,344 total units sold, up 118% on prior corresponding period ("pcp"), comprising 774 retail units sold (+73% on pcp) and 570 wholesale units sold (+237% on pcp)
- Total revenue of \$28.7m, up 94% on pcp
- Gross profit of \$3.0m (+128% on pcp) and gross profit per retail unit of \$3,800 (+32% on pcp)
- Average retail units reconditioned per shift of 15.7 for the quarter, up 149% on pcp
- Total vehicles purchased of 1,627 for the quarter, up 263% on pcp
- Cash used in operating activities of \$6.5m (excluding the increase in vehicle inventory of \$6.0m)

Q3 FY 2026 Commentary

Sell-to Carma continues to scale quickly

Total vehicles purchased in the quarter was 1,627 units, up 263% on the pcp with nearly half (45%) of total purchases occurring in the last month of the quarter. Sell-to Carma is the dominant source of vehicle acquisitions with Sell-to Carma and trade-ins accounting for 90% of the total purchases in the quarter. One additional location was opened in Newcastle during the period expanding geographical coverage across New South Wales and bringing the Sell-to Carma network to eight locations at 31 March 2026.

Greater vehicle selection driven by increased reconditioning throughput

Retail units reconditioned increased 146% on pcp, to 955 for the quarter, with the average retail units reconditioned per shift increasing 149% on pcp, to 15.7. The uplift continued through the quarter with March 2026 reaching 17.0 retail units reconditioned per shift and accelerated to over 20 through April 2026. Retail units available for sale on the Carma website reached 362 as at 31 March 2026.

Gross profit per retail unit increased to \$3,800

The combination of higher vehicles acquired through Sell-to Carma and greater reconditioning efficiency has resulted in a lift in the gross profit per retail unit to \$3,800, an increase of 32% on pcp. Total gross profit for the quarter was \$3.0m, an increase of 128% on pcp.

Cash and cashflow updates

Carma held \$36.3m in cash and funds on deposit at quarter end, with a further \$12.1m of unused finance facilities available¹, representing \$48.4m in available funding.

The value of the Company's vehicle inventory increased by \$6.0m during the quarter, funded from cash reserves on balance sheet. With excess liquidity available, Carma also repaid \$7.7m of its bailment finance facility during the quarter, reducing the drawn balance to \$2.3m as at 31 March 2026.

The table below details the movements in available funding and vehicle inventory:

Description	Q2 FY2026 (\$m)	Q3 FY2026 (\$m)	Change (\$m)
Cash and funds on deposit	58.3	36.3	(22.0)
Unused finance facilities available	1.6	12.1	10.5
Total available funding	59.9	48.4	(11.5)
Vehicle inventory	15.8	21.8	6.0
Total available funding and vehicle inventory	75.7	70.2	(5.5)

Net cash used in operating activities for the quarter was \$12.5m. Excluding the \$6.0m in cash outflow associated with the increase in vehicle inventory the operating cash outflow for the quarter was \$6.5m.

Carma Co-founder and CEO, Lachlan MacGregor said:

"We are delighted to see the ongoing popularity of our Sell-to Carma offering. The volume of enquiries that we are receiving from customers wanting a fast and easy way to sell their cars quickly for a fair price has shown to us that we have identified a core unmet need for Australians. Our eight locations, including our newest in Newcastle, means that Carma is now more accessible than ever.

March was a true step-change with 733 vehicles purchased in that month alone. This growth in purchases will result in more retail units reconditioned per shift and more vehicles available for sale across both our retail and wholesale platforms."

Use of Funds

In accordance with ASX Listing Rule 4.7C.2, Carma provides the following update on its use of funds:

Use of funds	Funds received per prospectus (\$m)	Expenditure since IPO (\$m)	Status
Payment of proceeds by SaleCo to Selling Shareholders	28	28	Paid in full
Offer costs attributable to Selling Shareholders	2	2	Paid in full
Total SaleCo uses	30	30	
Brand and marketing	12	2	On track
Property, plant and equipment and software development	4	2	On track
Fund operating cash flows	13	5	On track
Public company costs	3	2	On track
Working capital	32	19	On track
Offer costs	6	6	Paid in full
Total Company uses	70	36	
Total uses	100	66	

In accordance with ASX Listing Rule 4.7C.3, related party payments in Q3 FY 2026 totalled \$395k, comprising payments to non-executive and executive directors for Director's fees, salaries, post-employment benefits and expense reimbursements.

All numbers are unaudited.

¹ Refer to item 7.6 of Appendix 4C for further detail.

This announcement has been authorised by the Board of Directors.

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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.

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Carma Limited

ABN

20 648 091 418

Quarter ended ("current quarter")

31 March 2026

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	29,368	81,635
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(26,311)	(73,616)
(c) advertising and marketing	(1,449)	(4,205)
(d) leased assets	-	-
(e) staff costs	(5,580)	(15,647)
(f) administration and corporate costs	(2,667)	(7,715)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	103	452
1.5 Interest and other costs of finance paid	(18)	(257)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other		
(a) IPO Costs	-	(3,233)
(b) increase in vehicle inventory	(5,964)	(7,581)
1.9 Net cash from / (used in) operating activities	(12,518)	(30,167)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(401)	(2,932)

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Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
(d) investments	-	-
(e) intellectual property	(550)	(1,909)
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	4
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other – term deposit	-	(410)
2.6 Net cash from / (used in) investing activities	(951)	(5,247)

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	70,000
3.2 Proceeds from issue of convertible debt securities	-	1,010
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	-	(3,209)
3.5 Proceeds from borrowings	2,431	39,412
3.6 Repayment of borrowings	(10,136)	(39,042)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other – Lease liabilities	(819)	(2,815)
3.10 Net cash from / (used in) financing activities	(8,524)	65,356

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	58,264	6,329
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(12,518)	(30,167)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(951)	(5,247)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(8,524)	65,356
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	36,271	36,271

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	36,271	58,264
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	36,271	58,264

6. Payments to related parties of the entity and their associates		Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	395
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	30,000	2,267
7.2	Credit standby arrangements	-	-
7.3	Other – term deposits guarantee facility	-	-
7.4	Total financing facilities	30,000	2,267
7.5	Unused financing facilities available at quarter end		12,121
7.6	<p>Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.</p> <p>Bailment finance facility</p> <p>Carma has a bailment financing arrangement which it uses to fund inventory (in combination with cash). The movement in the facility's balance is reflected under financing activities, and the movement in vehicle inventory is reflected in operating activities.</p> <p>Carma's bailment finance facility is provided by Volkswagen Financial Services who retains legal ownership of the vehicle during the period of bailment. Legal ownership passes to Carma immediately prior to delivery to a customer. Draw down and repayment of the bailment finance facility occurs on an individual vehicle basis and typically draw down occurs post-purchase by Carma. Repayment is completed immediately before or post sale.</p> <p>The bailment finance facility is provided on a secured basis, which includes security over all assets of Carma and is subject to bi-annual renewal.</p> <p>Interest is charged under the bailment finance facility at a margin above the 90-day Bank Bill Swap rate.</p> <p>The bailment finance facility is provided at a weighted average interest rate of 7.30% p.a. applicable as at 31 March 2026.</p> <p>The Bailment Finance Facility has a total limit of \$30.0m, with \$2.3m drawn at quarter end. The amount that can be drawn at any point is limited to the vehicle inventory on hand at an 80% Loan-to-Value Ratio ("LVR"). Based on vehicle inventory at quarter end, the undrawn capacity was \$12.1m.</p>		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(12,518)
8.2	Cash and cash equivalents at quarter end (item 4.6)	36,271
8.3	Unused finance facilities available at quarter end (item 7.5)	12,121
8.4	Total available funding (item 8.2 + item 8.3)	48,392
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	3.9
<p><i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i></p>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	<p>Answer:</p> <p>Net cash used in operating activities for the quarter included \$6.0m disclosed in item 1.8(b) which reflects the cash outflow associated with the increase in vehicle inventory during the quarter.</p> <p>Excluding the increase in vehicle inventory, the operating cash outflow for the quarter was \$6.5m. On this basis, the calculation of estimated quarters of funding available would increase by 3.5 quarters to 7.4 quarters.</p> <p>In addition, if the Company had chosen to finance the increase in inventory through the bailment facility (at 80% LVR) the net cash outflow would have reduced to \$1.2m, with the \$4.8m facility drawdown reflected in financing activities. On this basis, the estimated quarters of funding available would increase by 2.3 quarters to 6.2 quarters.</p>	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	<p>Answer: N/A</p>	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	<p>Answer: N/A</p>	
<p><i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i></p>		

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Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 April 2026

Authorised by: The Board of Directors of Carma Limited

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