



Full Year Results Presentation

Full year ended 30 June 2024



Disclaimer and Non-IFRS Information

Disclaimer

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Non-IFRS Financial Information

CAR Group results are reported under International Financial Reporting Standards (IFRS). This presentation also includes certain non-IFRS measures including "adjusted", "underlying" and "proforma". These measures are used internally by management to assess the performance of our business and our associates, make decisions on the allocation of resources and assess operational management. Non-IFRS measures have not been subject to audit or review. All numbers listed as reported comply with IFRS.

Agenda

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FY24 Highlights	Financial Performance	Operating Segments	Strategy Update	Appendix
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1. FY24 Highlights



Financial Performance

Excellent operating and financial performance with double digit revenue and earnings growth in all key markets

Proforma¹

Consolidation of acquisitions in both periods

Revenue
\$1,099m ↑ 17%
in AUD
15%
in CC³

EBITDA
\$581m ↑ 17%
in AUD
16%
in CC³

Adjusted²

Actual ownership excluding abnormal items

Revenue
\$1,099m ↑ 41%

EBITDA
\$581m ↑ 37%

NPAT
\$344m ↑ 24%

Reported

In accordance with IFRS

Revenue
\$1,099m ↑ 41%

EBITDA
\$568m ↑ 42%

NPAT⁴
\$250m ↓ 61%

All financial information is presented in AUD unless otherwise stated. All comparatives are vs pcp unless otherwise stated. (1) Proforma financial information assumes consolidation of Trader Interactive and webmotors in FY24 and prior periods. Proforma NPAT not provided due to the complexity in determining Trader Interactive and webmotors' financial information under a hypothetical capital structure. (2) Adjusted financials excludes certain non-recurring or non-cash items. See slide 2 regarding the disclosure of non-IFRS Information and slide 43 for a reconciliation of Adjusted to Reported Financials. (3) CC = Constant Currency. Constant Currency represents the underlying change vs pcp in local currency. (4) Reported NPAT of \$250m is down from \$646m in pcp as it included the recognition of \$487m gain on acquisition of Trader Interactive and webmotors.

Operational Highlights

Excellent operational metrics reflect the strength of our global marketplaces

2.6 million



49 thousand



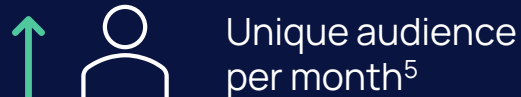
18 billion



1.3 billion



48 million



22 million



All arrows show change vs. FY23

(1) Inventory published for websites in Australia, South Korea, United States, Brazil, and Chile as at 30 Jun 24.

(2) Number of active dealers in Australia, South Korea, United States, Brazil and Chile as at 30 Jun 24.

(3) Page views for websites in Australia, South Korea, United States, Brazil and Chile for period 1 Jul 23 – 30 Jun 24.

(4) Sessions for websites in Australia, South Korea, United States, Brazil and Chile for period 1 Jul 23 – 30 Jun 24.

(5) Average monthly unique audience for websites in Australia, South Korea, United States, Brazil and Chile, monthly average for period 1 Jul 23 – 30 Jun 24.

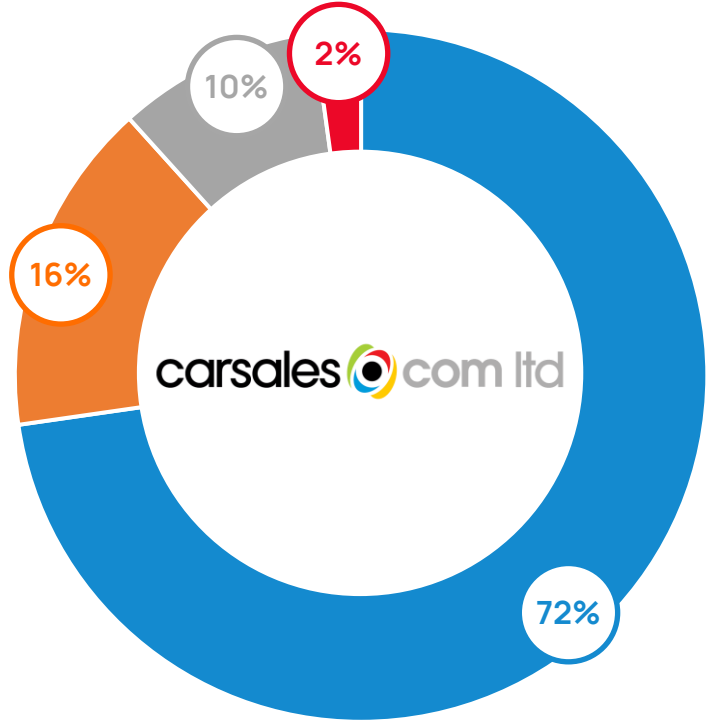
(6) Dealer leads from websites in Australia, South Korea, United States, Brazil, and Chile for period 1 Jul 23 – 30 Jun 24.

Where relevant, all pcp metrics exclude Mexico.

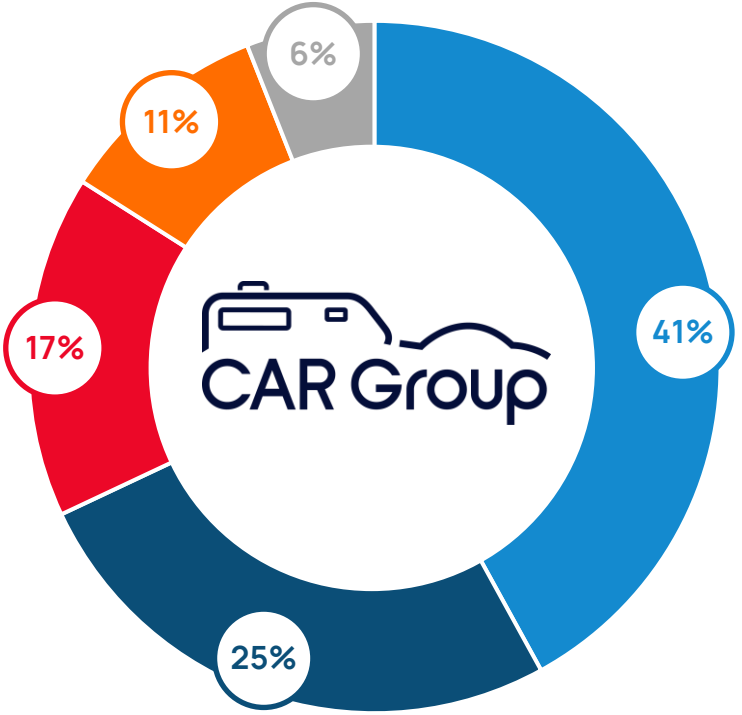
Increased Diversification in Attractive Markets

Revenue Contribution

Australia North America Latin America Asia Investments



carsales.com Ltd in FY19



CAR Group in FY24

Our Global Portfolio Of Retail Brands



carsales

TRADER INTERACTIVE

webmotors

Trust Encar

boatsales **bikesales** **farmmachinerysales**

RV Trader **Commercial TruckTrader**

chileautos

caravancampingsales **trucksales** **tyresales**

CycleTrader **EQUIPMENT TRADER**

loop **car10**

constructionsales **REDBOOK INSPECT** **RedBook**

BoatMart

Market Leading Positions in Large Addressable Markets

\$2.6 billion

\$8.4 billion

\$2.5 billion

\$2.0 billion

Refer to slide 45 for Total Addressable Market (TAM) calculation methodology. North America TAM re-stated to include private and media. Brazil and South Korea TAM re-stated to reflect recalculation of dealer and inclusion of media and private addressable markets.

CAR Group Strategy

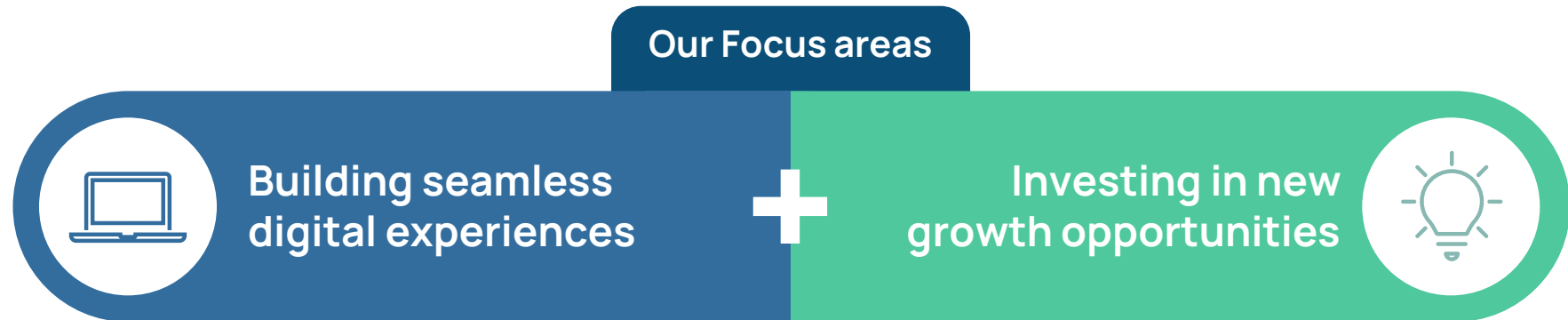
Our Purpose

To make buying and selling a great experience

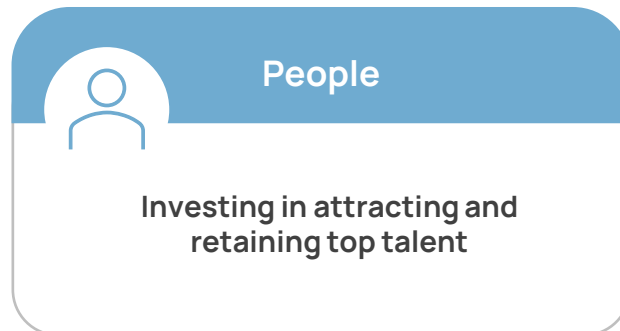
Our Vision

To create #1 digital marketplaces for vehicles around the world

Our Focus areas



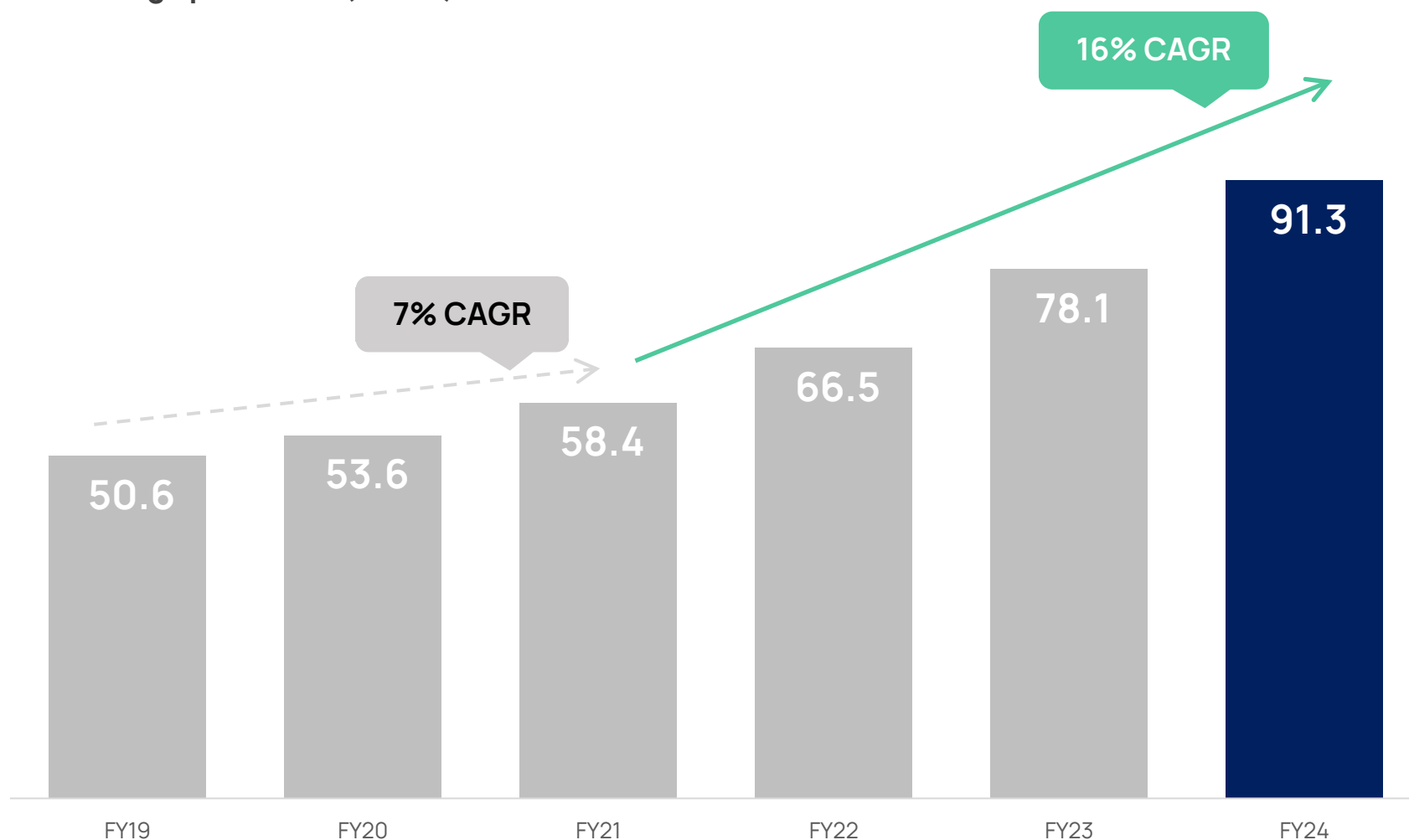
Our Drivers



Delivering Excellent Returns For Shareholders

Organic growth momentum complemented by accretive global acquisitions

Adjusted Earnings per Share (cents)¹



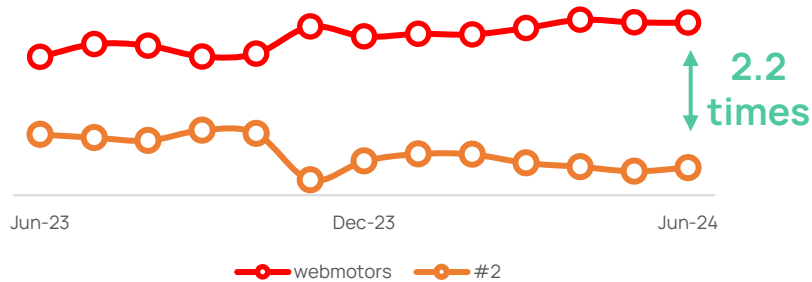
(1) In accordance with AASB 133, historical EPS has been restated based on an adjustment factor to take into account the new shares issued in connection with the Trader Interactive and webmotors acquisitions, where applicable.

Recap On First Year Of Majority Ownership



Substantial market share gains¹

Market share of unique visitors continues to grow



Strong finance momentum

Seamless finance integration with Santander and improving macro environment driving growth



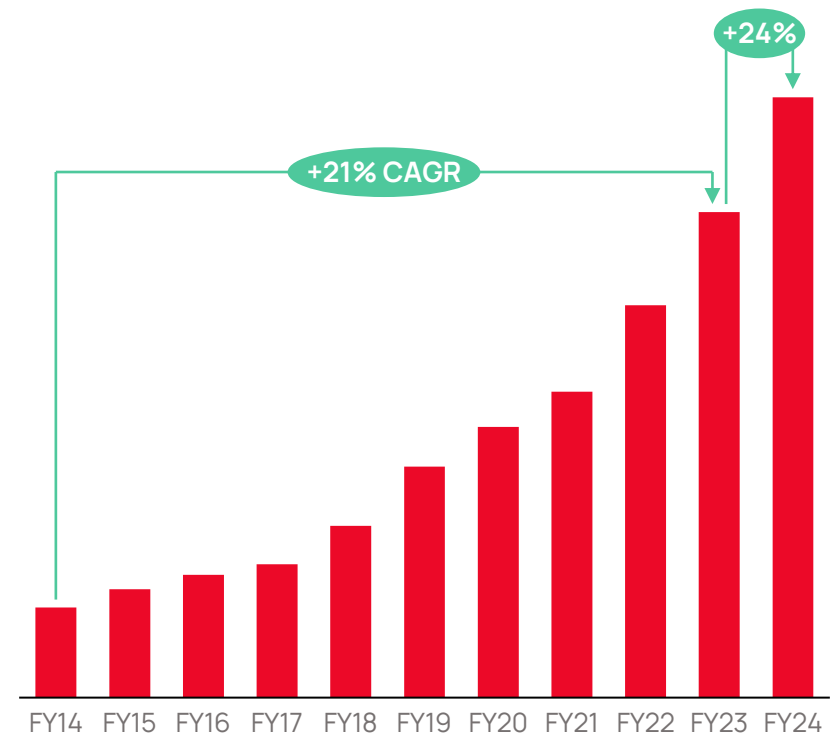
H2 FY24
Auto Finance
contracts³
Up 35%

Revenue diversification

Strong growth in media, private and finance delivering improved diversification

Media, Private
and Finance
Revenue⁴
Up 26%

webmotors Revenue (BRL)²



(1) webmotors market share based on monthly unique audience vs #2 across FY24, Similarweb. (2) webmotors revenue excludes car10 and Loop. (3) H2 FY24 vs H2 FY23. (4) FY24 vs FY23

Our Global Priorities

We have a clear set of priorities across our global marketplaces



1. Market Leadership

Expand the leadership positions of our online marketplaces

2. Digitising Services

Remove friction points in the vehicle buying and selling process

3. Depth

Deliver value for sellers through new premium depth products

4. Private

Create a seamless experience for private buyers and sellers

5. Media Expansion

Connect advertisers to our audience through the most sophisticated data products

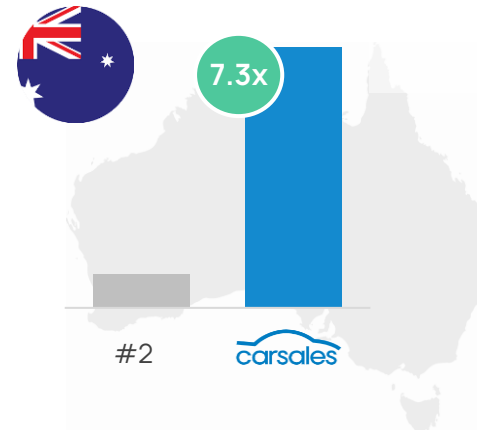
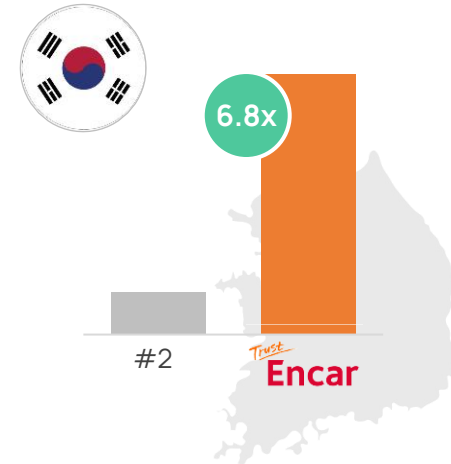
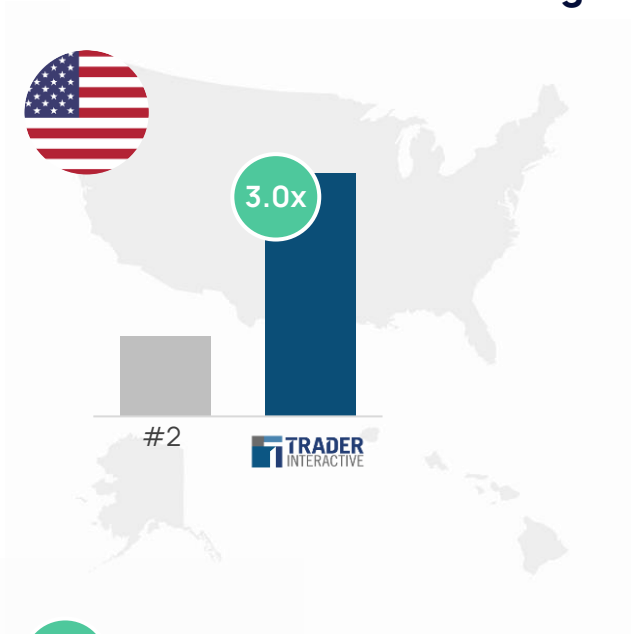
6. Future Horizons

Leverage insights and trends to explore new opportunities in core and adjacent markets

Key Highlights - Market Leadership



Strong market leadership¹



2.6 million
Vehicles online²

18 billion
Page views²

1.3 billion
Total Sessions²

48 million
Monthly unique audience²

(1) Market leadership is shown vs nearest vertical competitor. carsales.com.au based on June-24 sessions - Google Analytics. Trader Interactive, Encar and webmotors - Similarweb Jun-24 sessions. Trader Interactive excludes Equipment and Marine.

(2) Refer to references 1, 3, 4 and 5 on slide 6 for respective source.

Key Highlights – Digitising Services



We are facilitating an increasingly digital buying and selling processes



Home Transactions

Encar Home listings increased, demonstrating a rise in consumer demand for online transactions



Encar Home car listings

27 thousand cars online¹
Up 43%



Encar Home transactions

Completed transactions²
Up 24%



Powersports Direct

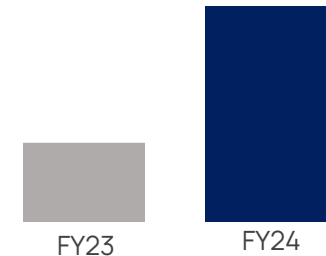
Powersports Direct leads increased, demonstrating the interest in a fully digital offering

BUY  NOW

-  Buyer details
-  Trade-in
-  Insurance Coverage
-  Delivery or Pickup
-  Reserve & Pay

Powersports Direct Leads

Up 220%



(1) As at 30 June 2024 (2) For the period from 1 July 2023 to 30 June 2024.

Key Highlights - Depth

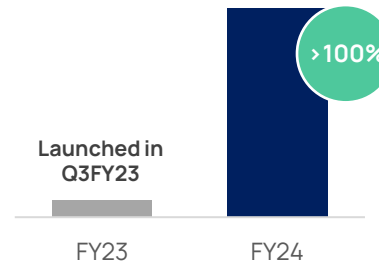


Depth products provide superior inventory ranking or features – these have driven value for sellers in a more challenging market



Strong growth in Premium Select

Premium Select transactions



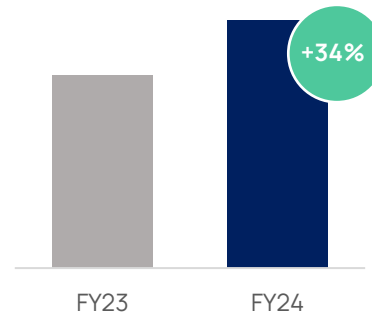
Dealer depth uptake increases

Depth usage



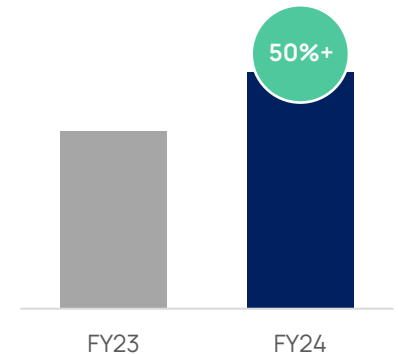
Acelerador continues to deliver

Acelerador revenue



Guarantee penetration reaches 50% milestone

Guarantee penetration¹



(1) +50% represents guarantee penetration as opposed to a comparison growth rate.

Key Highlights – Media Expansion



Leveraging technology and IP effectively across the Group

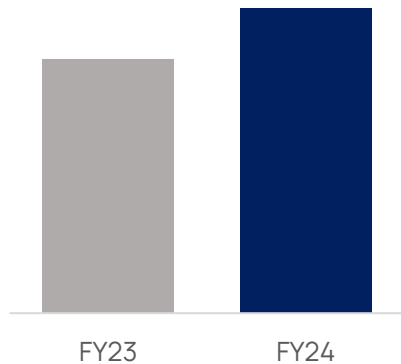


Australia

Revenue growth driven by the introduction of new products, diversification into non-automotive categories and higher new car inventory levels

Australia Media Revenue

Up 20%



North America & Latin America

- Implementation of carsales' programmatic ad technology
- Building direct sales teams and OEM relationships
- Improved OEM engagement delivered substantial revenue uplift

International Media Revenue

Up 29%¹



(1) Calculated on a constant currency basis

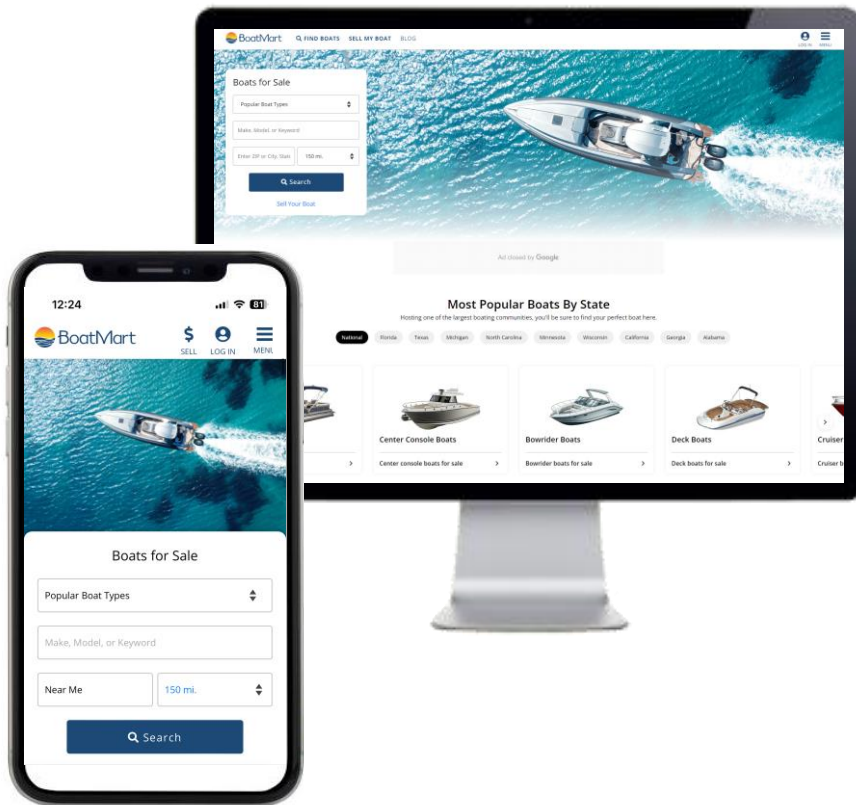
Key Highlights – Future Horizons



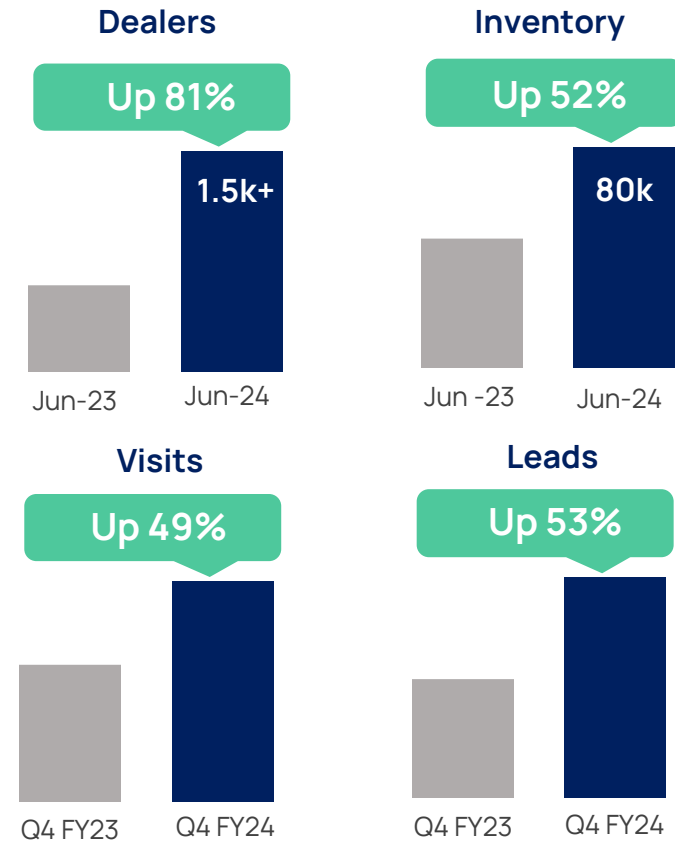
Excellent progress on marine launch



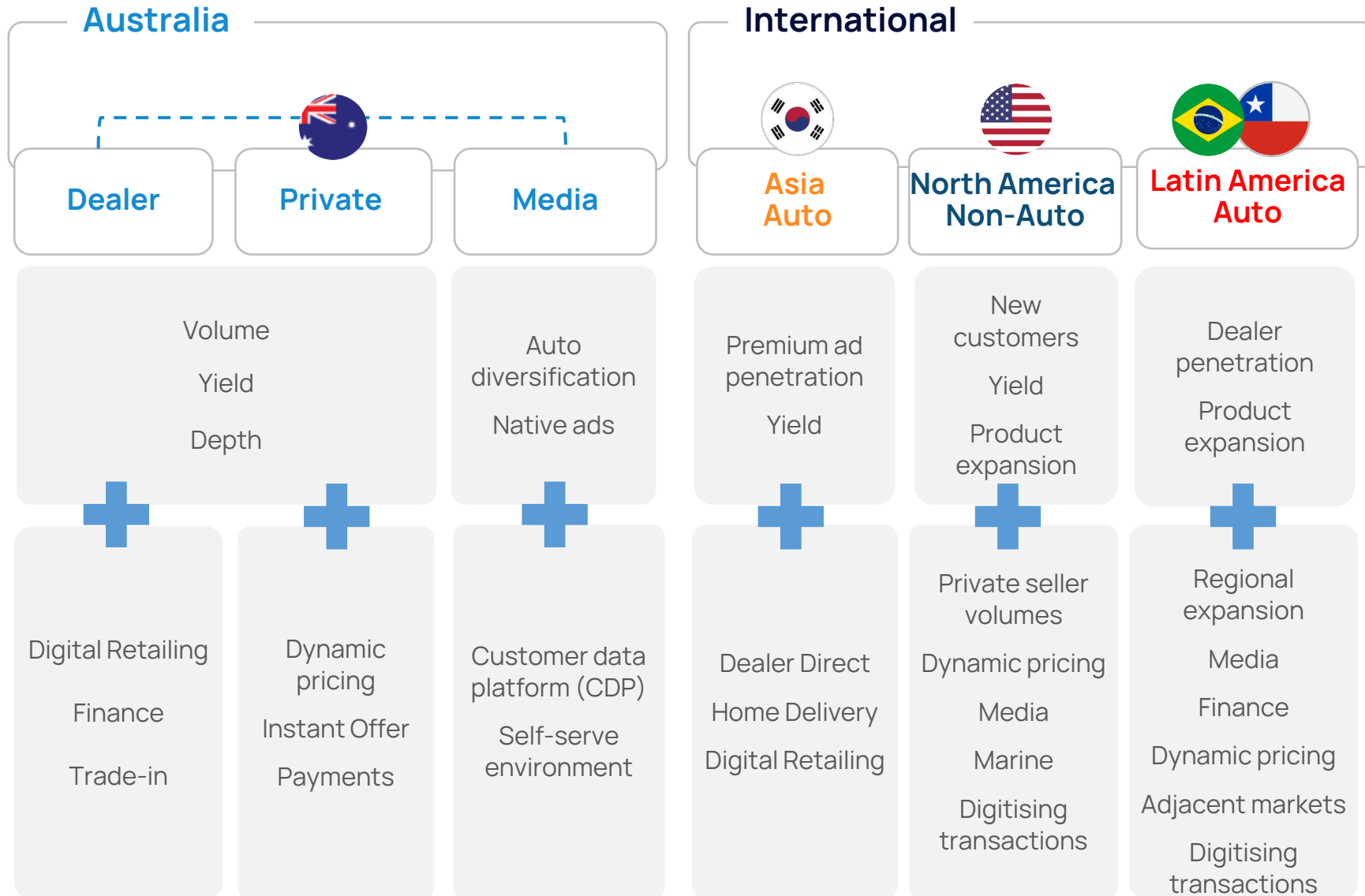
Marine



We are making excellent progress on expanding our marine footprint in the US



Multiple Marketplace Growth Drivers

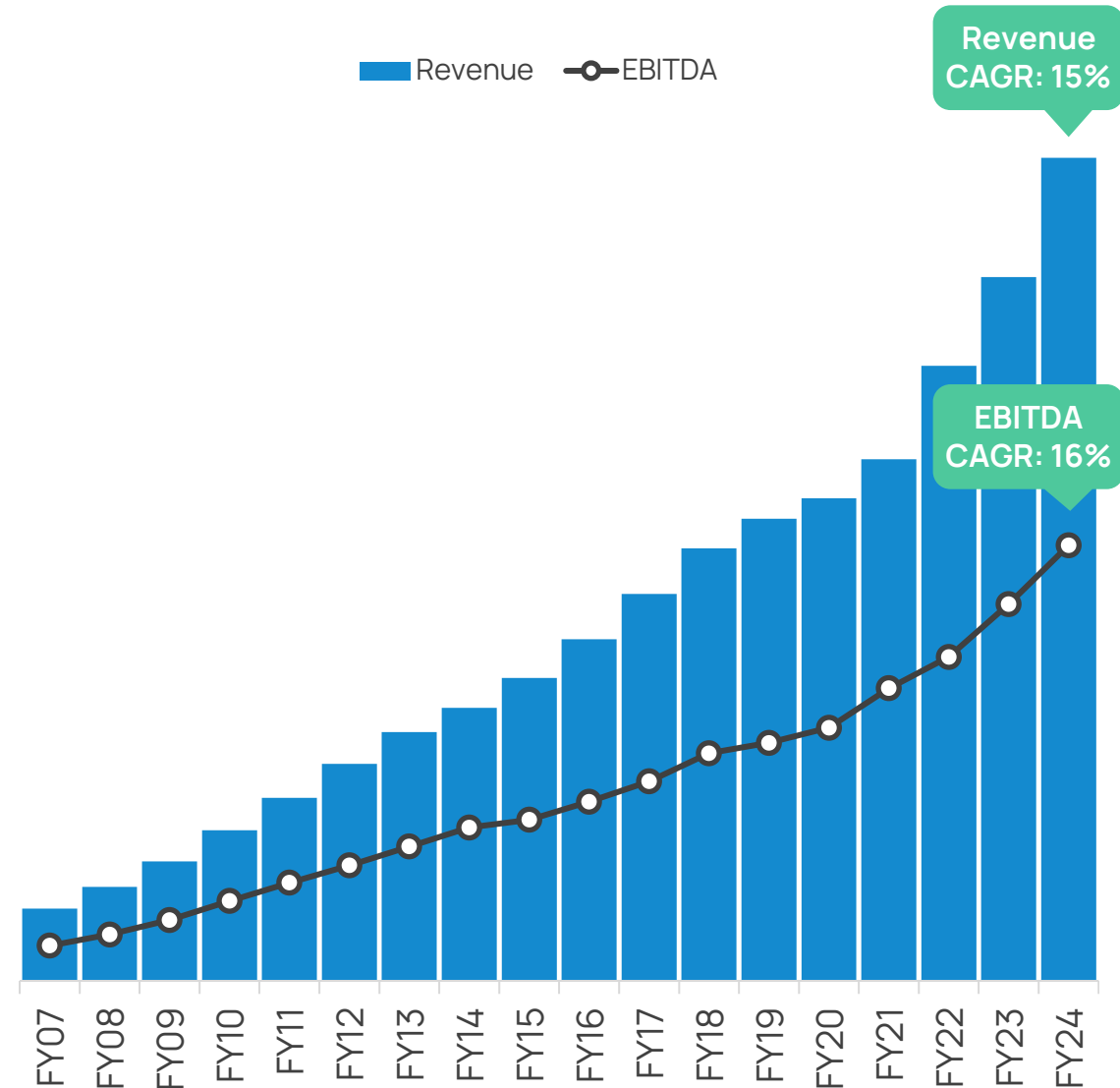


Compelling Growth Through Different Economic Cycles

Highly resilient and countercyclical business model

- CAR Group is more geared to used vehicle buy & sell transactions which have less cyclicality than new vehicle buy transactions.
- Dealers & OEMs need to move inventory in any economic environment, including when interest rates are high.
- Marketplaces deliver a high return on investment versus other advertising sources and tends to be last channel to be reduced.
- Subscription model for dealers in the US and South Korea results in high recurring levels of revenue.
- Cost base has a good level of flexibility.
- Diversity of geographies and industries provide further resilience.

Group Proforma Financial Performance (\$AUDm)



FY25 Outlook

Outlook Statement

We expect to deliver good growth in Revenue, Adjusted EBITDA and Adjusted NPAT on a constant currency basis.

Margin

We expect to see similar Adjusted EBITDA margins in FY25.

Australia Observations

Dealer

- We expect to deliver good growth in Dealer revenue supported by growth in lead volumes, depth and yield.

Private

- We anticipate solid revenue growth supported by dynamic pricing optimisation and Instant Offer growth.

Media

- We expect good revenue growth supported by continued expansion of our native ad products, programmatic capability and non-automotive diversification.

Investments

- We expect solid growth in revenue and similar EBITDA versus FY24.

International Observations

North America

- We expect good growth in revenue and good growth in EBITDA.

Latin America

- We expect strong growth in revenue and strong growth in EBITDA.

Asia

- We expect good growth in revenue and solid growth in EBITDA.

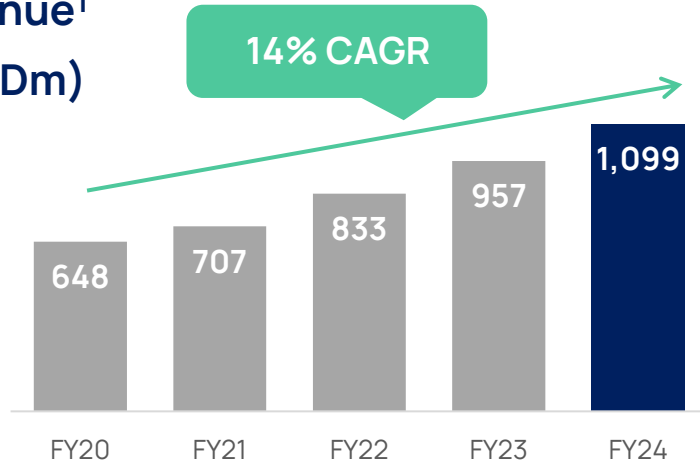


2. Financial Performance

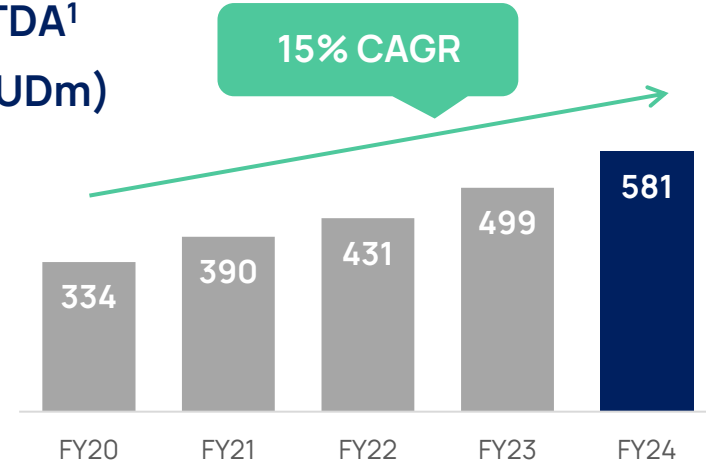


Track Record of Growth

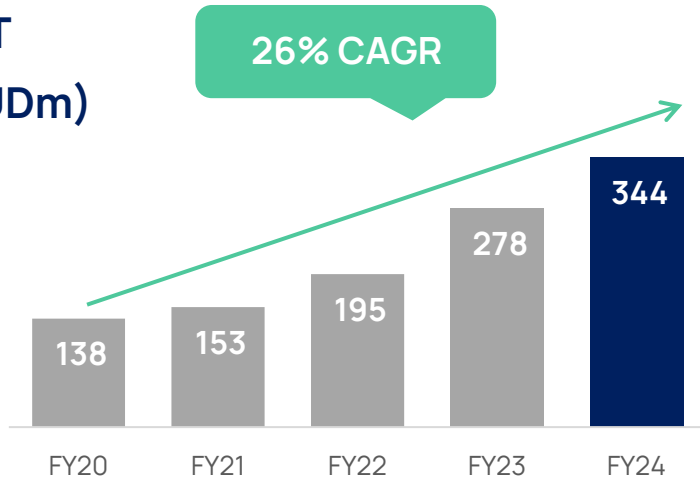
Proforma Revenue¹ (\$AUDm)



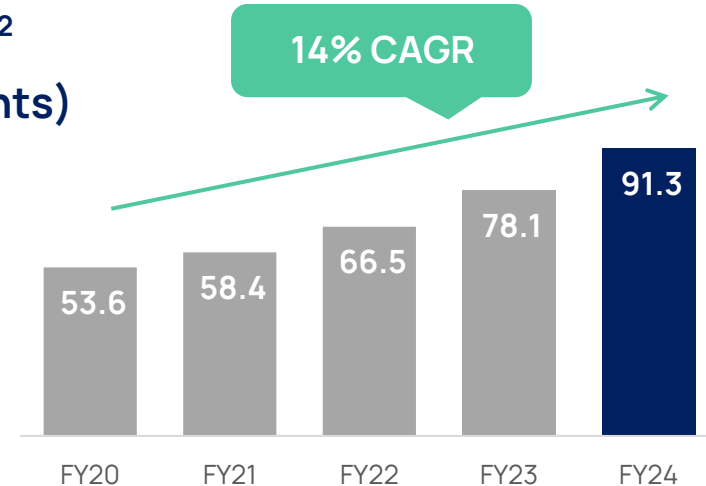
Proforma EBITDA¹ (\$AUDm)



Adjusted NPAT (\$AUDm)



Adjusted EPS² (cents)



Refer to footnote 1 and 2 on slide 5 for proforma and adjusted financial definitions. (1) Revenue and EBITDA are presented on a constant currency basis. (2) In accordance with AASB133, historical EPS has been restated based on an adjustment factor to take into account the new shares issued in connection with the Trader Interactive and webmotors acquisitions, where applicable.

P&L Summary

\$AUDm	FY23	FY24	Growth %
Revenue	781	1,099	41%
Operating expense	(356)	(518)	(45%)
Adjusted EBITDA	425	581	37%
Depreciation & amortisation	51	71	40%
Net finance cost	49	72	47%
Income tax expense	62	81	31%
Profit from associates	17	(0)	(100%)
Non-controlling interests (NCI)	(3)	(13)	(387%)
Adjusted NPAT	278	344	24%
Significant items	367	(94)	n.m.
Reported NPAT	646	250	(61%)
Adjusted earnings per share (cents)	78.1	91.3	17%
Final dividend per share (cents)	32.5	38.5	18%

- Excellent underlying revenue and EBITDA growth enhanced by the full year consolidation of Trader Interactive and webmotors in FY24.
- D&A reflects depreciation of building fit-outs and software assets. Large increase due to the consolidation of Trader Interactive and webmotors.
- Increased net finance cost reflects higher interest rates.
- The movement in profits from associates and non-controlling interests reflects the transition of Trader Interactive and webmotors from minority to majority equity ownership positions.
- Final dividend of 38.5 cents per share declared, up 18% on pcp. Dividend will be franked at 50%.
- Refer to slide 43 for a breakdown of significant items.
- The decrease in Reported NPAT is largely due to the one-off gains of \$487m recognised in FY23 on moving to majority ownership of Trader Interactive and webmotors.

Segment Performance

Double-digit revenue and earnings growth in all key segments

\$AUDm	Proforma			
	FY23	FY24	Growth %	CC % ¹
Australia ²	399	450	13%	13%
North America	239	277	16%	13%
Latin America	139	182	31%	25%
Asia	104	121	17%	15%
Investments	61	68	12%	12%
Revenue	942	1,099	17%	15%
Australia ²	259	292	13%	13%
North America	140	166	18%	15%
Latin America	48	66	39%	34%
Asia	53	59	13%	11%
Investments	(3)	(3)	3%	3%
EBITDA	496	581	17%	16%

- **Australia** – Core Australian marketplace delivered excellent revenue and earnings growth through continued enhancement of our customer value proposition. Double-digit revenue growth across the three key segments of Dealer, Private and Media.
- **North America** – Excellent growth supported by new customer acquisition, increased adoption of depth products, dynamic pricing, and new media technology.
- **Latin America** – Outstanding webmotors growth delivered via national expansion, new products and media technology and an uplift in finance transactions.
- **Asia** – Excellent double-digit growth underpinned by opening new Guarantee Inspection sites and better branch utilisation. Encar Home also continues to scale.
- **Investments** – Good growth in tyres and inspection revenue.

EBITDA Margin Summary

Expansion in group margin while investing for future growth

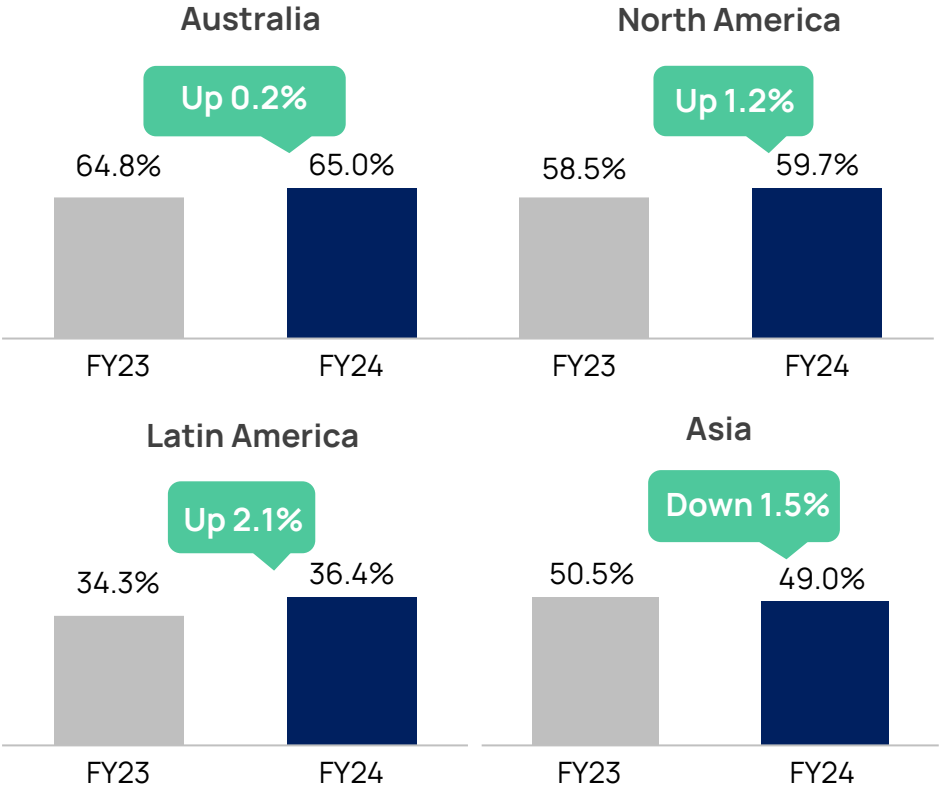
Australia – Small margin improvement while investing in future growth initiatives, including site simplification, C2C payments, private sell experience and new media technology.

North America – Good margin growth through yield increases and increasing penetration of high margin dealer depth and media products. Continued investment in future growth opportunities including media, private sell, marine, and dealer products and software.

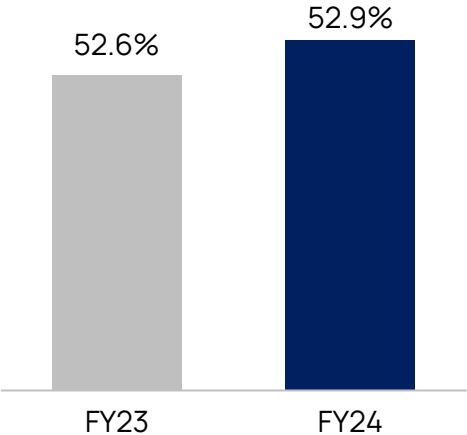
Latin America – Excellent margin expansion through operating leverage while continuing to invest in national expansion, new dealer products, private seller and a new finance integration with Santander.

Asia – Margin reduction due to investment in marketing, particularly Dealer Direct and new branch expansion to drive future growth.

Segment EBITDA margin



CAR Group EBITDA margin

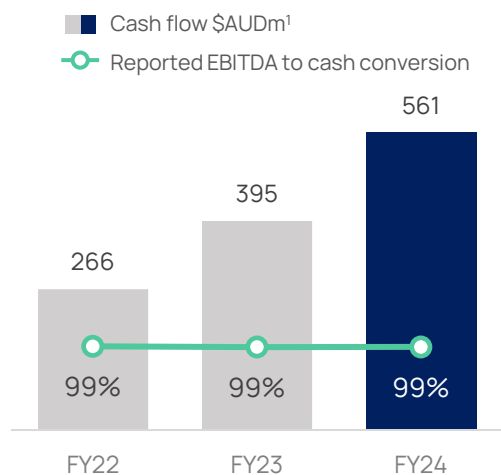


Strong Cash Flow and Robust Balance Sheet

Cash flow conversion

- 99% EBITDA to cash conversion reflects the attractive working capital profile of marketplace business models and good cash collections.

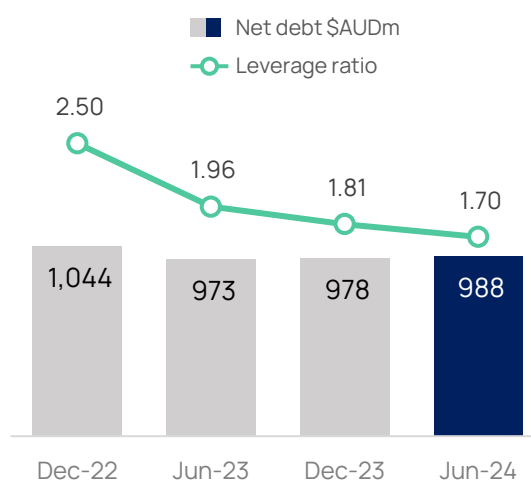
EBITDA to Cash flow



Leverage², net debt

- Further reduction in leverage ratio on a proforma² basis, remains prudent at 1.7x.

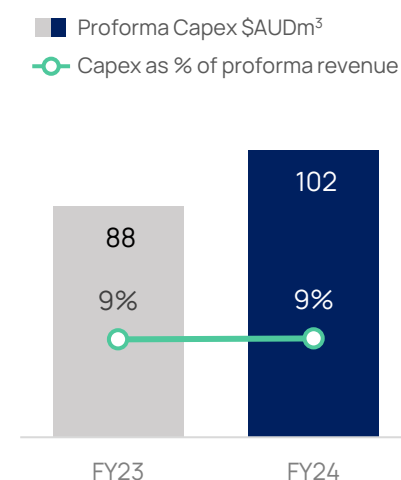
Net debt



Capex

- Capex investment continues to support growth. Key investments include digitising services, trade-in, dynamic pricing, media products, site simplification, marine, C2C payments and leasehold improvements in South Korea branches.

Capex



Refer to footnote 1 on slide 5 for proforma financial definitions. (1) Operating cash flow excluding tax. (2) Jun-24 leverage ratio has been calculated on the basis of net debt / proforma EBITDA FY24. Ratios are based on proforma financial outcomes and may vary with bank covenant definitions. (3) Proforma capex includes 100% of the capex for Trader Interactive and webmotors in both FY23 and FY24. Calculated on a constant currency basis.



3. Operating Segments

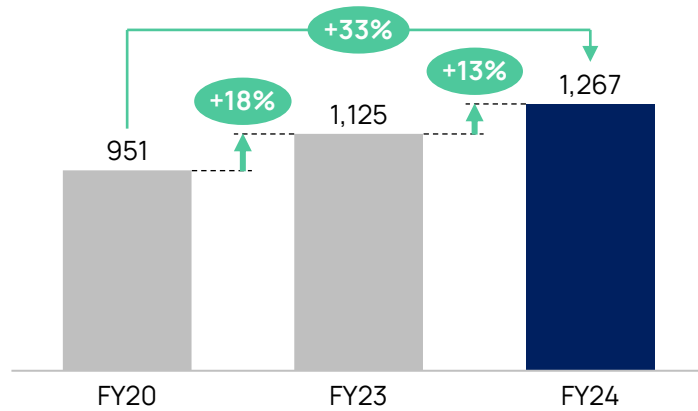


Australian Market Observations

The Australian used car market remains robust

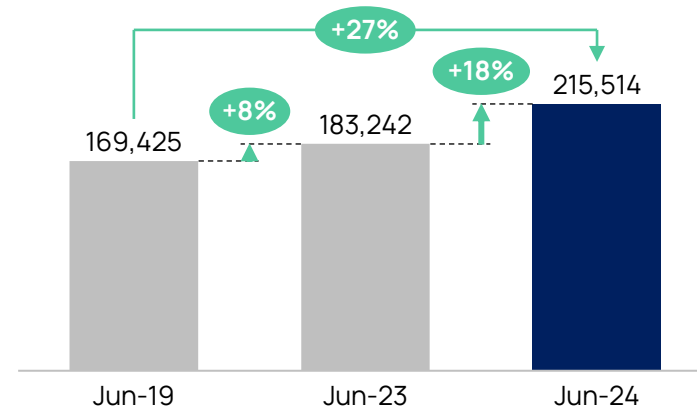
VFACTS¹ new vehicle sales

New vehicle sales have increased



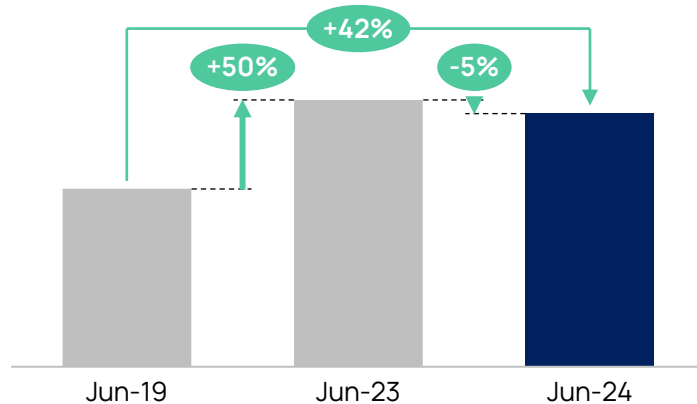
Used car inventory on site²

Used car inventory on site has increased



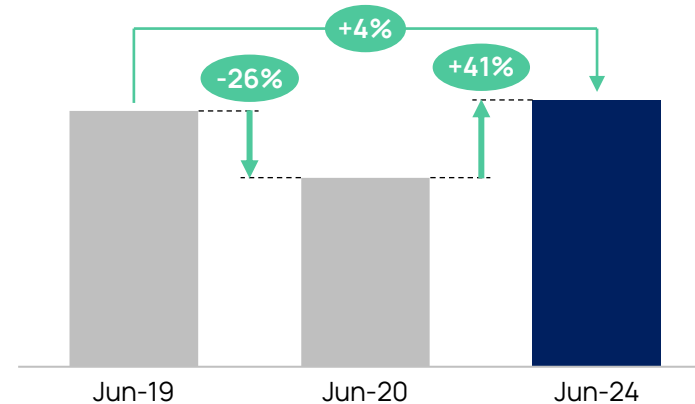
Used car prices³ (Dealer & Private)

Used car prices remain elevated



Dealer & Private used car median time to sell

Median time to sell has returned to pre-COVID levels



(1) VFACTS reported new car sales volume Jul-Jun, Federal Chamber of Automotive Industries. (2) Published inventory on last day of the month. (3) Based on the average used car price on site on the last day of the month.



Australia

\$AUDm

vs pcp%

Revenue

450m

↑ 13%

Adjusted EBITDA

292m

↑ 13%

Revenue Breakdown

Dealer

228m

↑ 12%

Private

99m

↑ 10%

Media

73m

↑ 20%

Data, Research
& Services

50m

↑ 10%



Excellent operational execution in all segments supported by a robust used car market

- Increase in Dealer revenue driven by lead volumes, yield and expanded depth penetration. Depth benefitted from strong product value and an increase in inventory and time to sell.
- Private revenue uplift underpinned by increased market share, dynamic pricing optimisation and increased uptake of Instant Offer.
- Growth in Media revenue driven by continued product and advertiser diversification and a competitive new car market.
- Data, Research & Services result reflects good performance from Redbook which provides industry leading data services.
- EBITDA margin has increased slightly reflecting the inherent operating leverage amidst ongoing investment for future growth.

North America

\$AUDm

vs pcp%

Proforma Revenue

277m



16%

Proforma EBITDA

166m



18%

\$USDm

vs pcp%

Proforma Revenue

182m



13%

Proforma EBITDA

108m



15%



Business model strength in more challenging market conditions

- Delivered double-digit revenue growth. This was an excellent outcome given more challenging macro conditions, particularly in the recreational verticals.
- Strong dealer value proposition demonstrated by increases in dealer numbers and average yield per dealer. Increase in yield through increased premium select penetration, package upsells and price increases.
- Net increase of 100 dealer customers over the past year.
- Revenue diversification through improved contribution from private and media segments.
- Private result supported by dynamic pricing and improved marketing
- Media segment grew strongly, driven by adopting CAR Group's programmatic advertising technology and increasing the sophistication and size of the direct sales team.



Latin America

\$AUDm	vs pcp%	CC %
Proforma Revenue 182m	↑ 31%	↑ 25%
Proforma EBITDA 66m	↑ 39%	↑ 34%



Strong operational execution delivers excellent financial performance

- Excellent progress made across all strategic initiatives in first full year of webmotors majority ownership.
- Delivered higher average revenue per dealer through higher depth and CRM product penetration, price increases and new product launches including inspections and Vision 360.
- National expansion plan is driving strong growth in revenue with an increase in market share in key markets outside Sao Paulo and Rio (Curitiba, Goiana Salvador, Belo Horizonte and Brasilia).
- Ongoing revenue diversification with significant increase in revenue through the implementation of the private dynamic pricing engine and investment in media operations.
- 35% increase in finance contracts written in the second half, driven by improved credit availability and a streamlined auto loan application process with Santander.
- Delivered substantial EBITDA margin growth alongside reinvestment into future growth initiatives.
- Strong growth in subsidiaries Car10 and Loop.
- Excellent revenue growth in Chile through the implementation of the lead model.



Asia

\$AUDm	vs pcp%	CC %
Revenue 121m	↑ 17%	↑ 15%
Adjusted EBITDA 59m	↑ 13%	↑ 11%



Increasing adoption of premium and digital retailing products

- Excellent growth in revenue and EBITDA driven by increasing premium product penetration, yield increases and continued increase in Home delivery transactions.
- Guarantee inspections reached a significant milestone of over 50% of all new listings. This increase was driven by:
 - Opening of 8 new inspection centres with 59 now operational across South Korea;
 - Extended operating hours in certain inspection centres;
 - Establishment of new dealer contracts at existing inspection centres; and
 - Expansion of minimum volume commitments from existing dealers.
- Growth further supported by a 10% price rise on standard ads that was introduced at the end of H1 FY24.
- Encar Home delivery transaction volumes were up 24% vs pcp driven by more available inventory and an improved transaction process.
- Dealer Direct continues to improve after being impacted by difficult credit market conditions.





4. Strategy Update



Our Global Priorities

We have a clear set of priorities across our global marketplaces



1. Market Leadership

Expand the leadership positions of our online marketplaces

2. Digitising Services

Remove friction points in the vehicle buying and selling process

3. Depth

Deliver value for sellers through new premium depth products

4. Private

Create a seamless experience for private buyers and sellers

5. Media Expansion

Connect advertisers to our audience through the most sophisticated data products

6. Future Horizons

Leverage insights and trends to explore new opportunities in core and adjacent markets

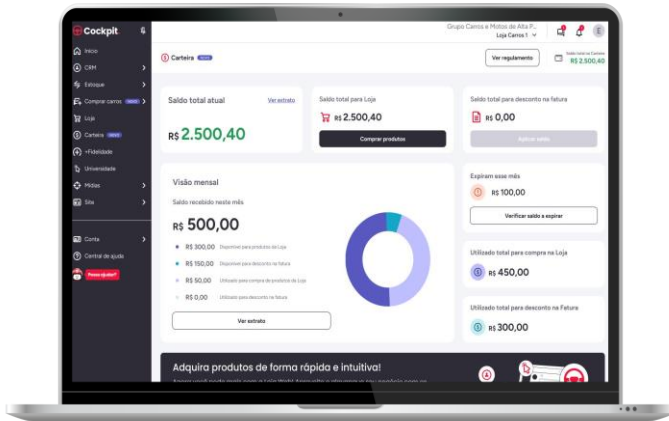
 Further details in the following pages

Depth

Deliver value for sellers through new premium depth products



Wallet attracts incremental spend



- Santander loyalty program launched H2 FY24
- Participating dealers can redeem webmotors products through credits granted by Santander via cockpit
- Attracting incremental spend



Guarantee evolution



- 10% Guarantee Inspection price rise to be implemented gradually from 1 August 2024
- Regional expansion progressing
- Extending opening hours
- Introducing new Guarantee Inspection products



Premium Select Reporting Module



- Detailed depth ROI reporting
- Enabling dealers to measure the benefits of their promoted inventory
- Reducing dealer churn

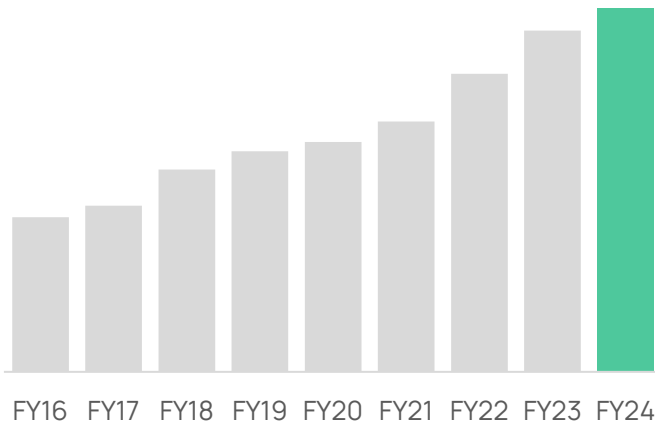


Private Seller Experience

Create a seamless experience for private buyers and sellers



Through continual innovation private yield has increased at 11% CAGR



The listing fee is still only a small amount of the car's value



Average ad fee¹

Average car price²

Take rate



Expanding our service offering and enhancing trust and safety



Broadening the eligibility criteria of vehicles that can utilise our Instant Offer service



AI photo assist



Verified Seller



In-app messaging



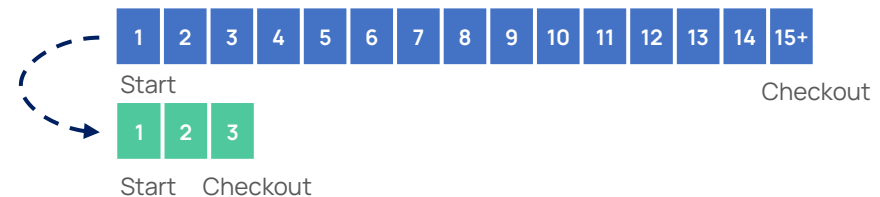
Test drive bookings



Payment facilitation



Exporting carsales' products and reducing the number of private ad placement steps



Reduced ad placement steps from 15+ to 3, increasing ad conversion and user satisfaction

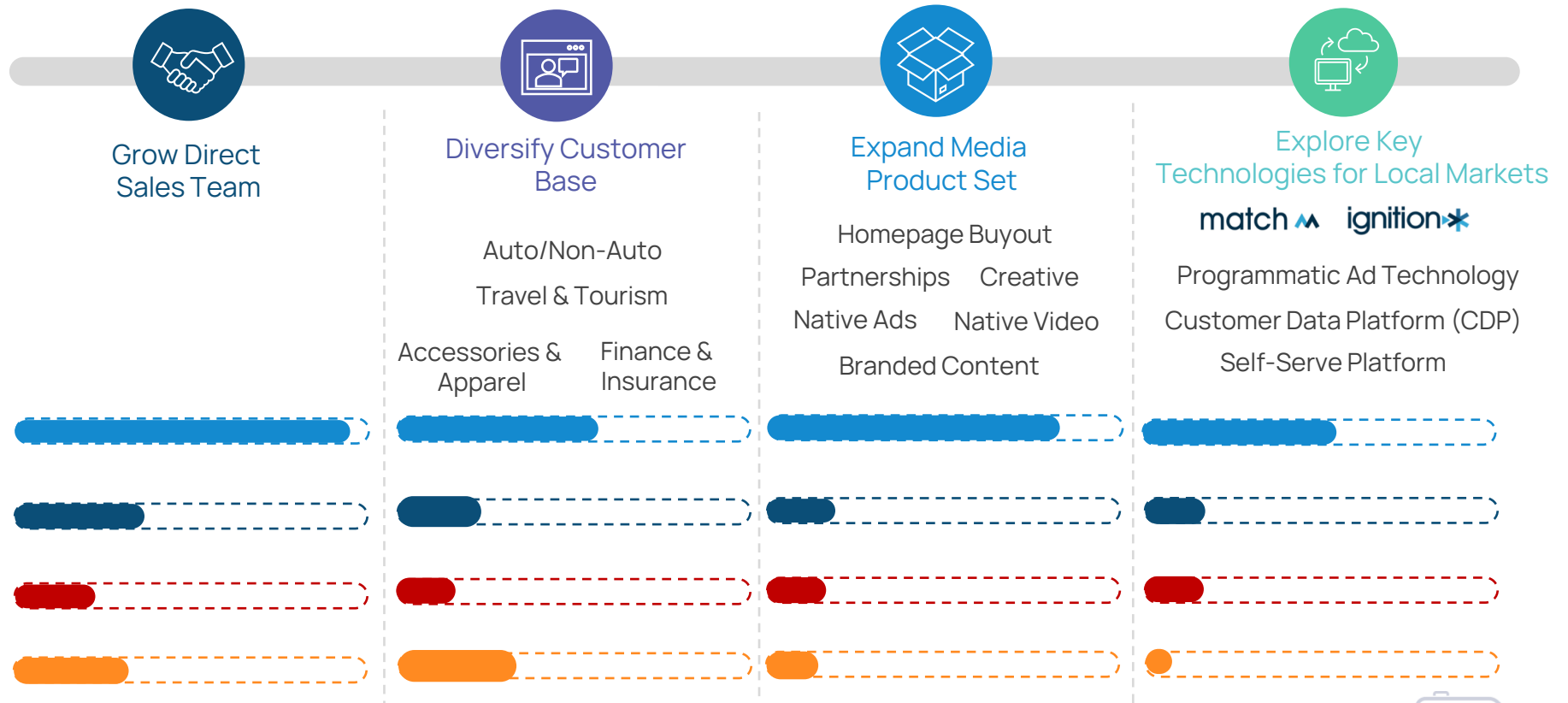
(1) Average private ad fee per vehicle listed as at 30 June 2024. (2) Average car price listed on carsales.com.au at 30 June 2024.

Media Expansion

Connect advertisers to our audience through the most sophisticated data products



Total addressable markets for advertising are significant



Estimated progress



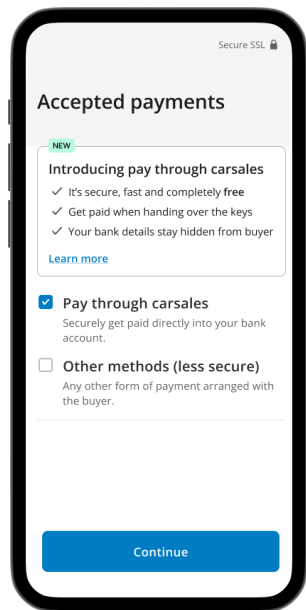
Refer to slide 45 for Total Addressable Market (TAM) calculation methodology. Bars represent estimated progress made.

Future Horizons

Leverage insights and trends to explore new ideas and opportunities



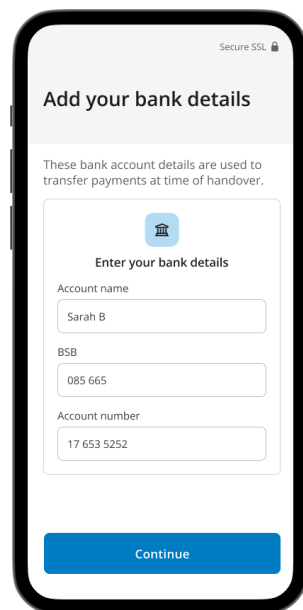
C2C payments



Seller

Payment preference

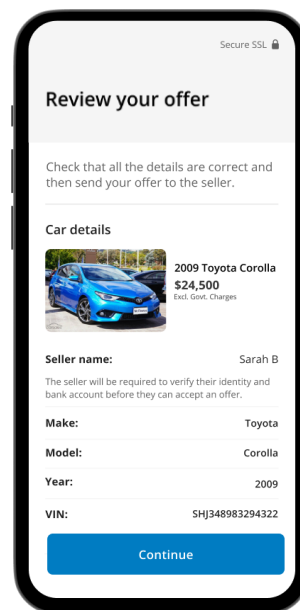
Select "pay with carsales" when making a private listing



Seller

Enter account

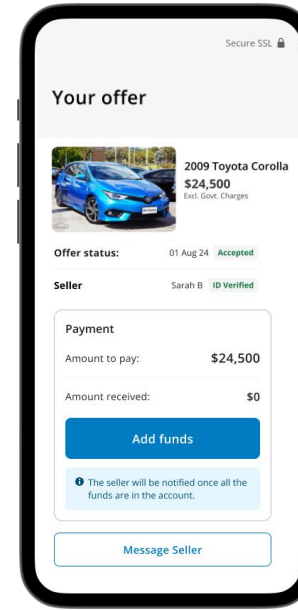
Verify identity documents and bank details



Buyer

Offer and pay

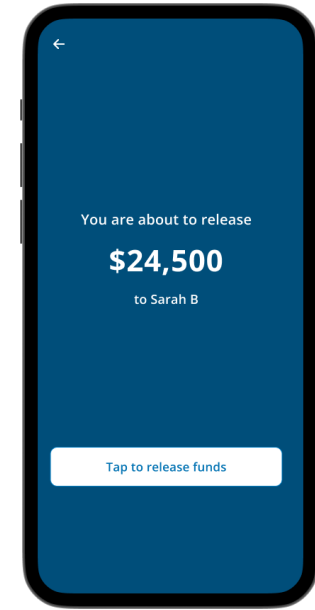
Create an offer to buy for the seller to approve



Buyer

Add funds

Add funds into carsales account



Buyer

Release payment

Instantly release payment to seller



Enhance Security, Trust & Safety

Driving Long Term Shareholder Value

CAR Group has multiple growth opportunities across large addressable markets



Clear leadership positions in each of our markets

Our leadership positions generate strong network effects, further building competitive advantage and delivering long term growth



Digitising vehicle transactions

There is strong demand for frictionless buying and selling experiences creating significant opportunities for digital incumbents



Underpenetrated international markets

Digital advertising spend is lower in our international markets with significant runway to grow through increasing take-rates



Transferrable, scaled IP and technology

Our global technology platform and IP can facilitate rapid deployment of strategic products in all markets



Strong cash flows with robust balance sheet

High margin business model that generates strong free cash flows. This supports investment in new growth initiatives and provides for good dividends



5. Appendix



Overview of CAR Group Non-IFRS Financial Information

What is IFRS and non-IFRS financial information?

- IFRS financial information is financial information that is presented in accordance with all relevant accounting standards.
- Non-IFRS financial information is financial information that is presented other than in accordance with all relevant accounting standards. For example:
 - Revenue or profit information calculated on a basis other than under accounting standard definitions or calculated with accounting standards and then adjusted e.g. “adjusted” or “underlying”.

What non-IFRS financial information does CAR Group disclose in its half year and year end results presentations?

- CAR Group presents reported financial information for its business segments, associates and investments where applicable IFRS financial information exists. The financial information presented is sourced directly

from financial information prepared in accordance with all relevant accounting standards and has been subject to either review or audit by CAR Group’s external auditors (PwC).

- In CAR Group’s investor presentations the company aims to provide equal or greater prominence to IFRS financial information. However, we also present or refer to non-IFRS financial information. Please note, all information labelled “Reported” in this presentation complies with IFRS.
- Non-IFRS financial information is calculated based on statutory IFRS financial information and adjusted to show either a position excluding significant items which have been removed OR presented based on CAR Group’s effective equity ownership interest of an entity’s underlying revenue, EBITDA or NPAT.
- Any non-IFRS financial information is clearly labelled as “underlying”, “Adjusted” or “Proforma” to differentiate it from reported/IFRS financial information.
- CAR Group provides reconciliations on the face of slides, appendices and in footnotes of presentations in order to allow the reader to

clearly reconcile between the IFRS and non-IFRS financial information.

Why does CAR Group disclose non-IFRS financial information in its half year and full year results presentations?

- CAR Group has invested in businesses in Malaysia, Thailand, Indonesia, South Korea, United States, Chile and Brazil and has become a global portfolio of online automotive assets. Accordingly, CAR Group management believes that the presentation of additional non-IFRS information in its half year and full year results presentations provides readers of these documents with a greater understanding into the way in which management analyses the business as well as meaningful insights into the financial conditions of CAR Group overall performance.
- The Australian Securities and Investment Commission (“ASIC”) acknowledges the relevance of non-IFRS financial information in providing “meaningful insight” as long as it does not mislead the reader.

Segment Details

\$AUDm	Proforma				Adjusted			
	FY23	FY24	Growth %	CC % ¹	FY23	FY24	Growth %	CC % ¹
Dealer	203	228	12%	12%	203	228	12%	12%
Private	90	99	10%	10%	90	99	10%	10%
Media	61	73	20%	20%	61	73	20%	20%
Online Advertising	353	399	13%	13%	353	399	13%	13%
Data, Research and Services	46	50	10%	10%	46	50	10%	10%
Australia	399	450	13%	13%	399	450	13%	13%
North America	239	277	16%	13%	183	277	52%	48%
Latin America	139	182	31%	25%	34	182	n.m.	n.m.
Asia	104	121	17%	15%	104	121	17%	15%
Investments	61	68	12%	12%	61	68	12%	12%
Revenue	942	1,099	17%	15%	781	1,099	41%	40%
Australia	259	292	13%	13%	259	292	13%	13%
North America	140	166	18%	15%	107	166	55%	53%
Latin America	48	66	39%	34%	10	66	n.m.	n.m.
Asia	53	59	13%	11%	53	59	13%	11%
Investments	(3)	(3)	3%	3%	(3)	(3)	3%	3%
EBITDA	496	581	17%	16%	425	581	37%	36%

Reconciliation of Adjusted to Reported Financials

\$AUDm	FY23	FY24
Adjusted EBITDA	425	581
Restructuring, M&A and FX items	(25)	(13)
Reported EBITDA	400	568
Adjusted NPAT	278	344
Restructuring, M&A and FX items	(25)	(13)
Gain on step acquisition	487	-
Gain on lease modification & hedge	1	3
Profit from associates adjustments	(12)	-
Acquired intangible amortisation	(56)	(82)
Impairment of Investments	(38)	-
Tax Impact	10	(2)
Reported NPAT	646	250

A

A

B

C

D

E

F

G





- A. M&A and other significant items include South Korea IPO process, closure of Mexico, and webmotors transaction costs.
- B. Gain on step acquisition reflects the one-off gain recognised on moving to majority ownership in the US and Brazil in FY23.
- C. Gain on lease modification from change in fair value of financial liability of Melbourne head office lease.
- D. Profit from associates adjustments reflect M&A-related expenses that Trader Interactive incurred as a 49% associate in FY23.
- E. Amortisation on acquired intangibles primarily relating to the acquisition of Trader Interactive, webmotors and Encar. webmotors is net of NCI.
- F. Impairment of investments reflects non-cash impairment of Tyres Group business in FY23.
- G. Tax Impact reflects the net impact from above adjustments offset by cash impact of utilisation of acquired tax losses in Trader Interactive and withholding tax on intercompany dividend paid.

Exchange Rates

FX rates, full year ended June	FY24	
	Average	Closing
AUD / USD	0.66	0.67
AUD / KRW	875.04	925.00
AUD / BRL	3.28	3.65
AUD / CLP	594.44	621.00

For the presentation, constant currency growth rates have been derived by applying FY24 average rates to convert historical financials.

Total Addressable Markets

Country	Segment		Volume (m)	Yield (AUD)	TAM (AUDm)
	Dealer	B2C	2.0	250	500
		Digital retailing	0.2	700	110
		Digital trade-in	0.5	500	225
		Finance	0.1	490	50
		Non-auto	-	-	200
	Private		1.8	100	175
	Media		-	-	800
	Data & Services		-	-	500
Australia Total					2,560
	Dealer	RV	0.8	667	500
		Powersports	1.5	200	300
		Trucks	10.0	170	1,700
		Equipment	2.5	280	700
	Private		5.5	65	350
	Media		-	-	4,800
US Total					8,350
	Dealer	New	1.7	360	600
		Used	1.7	360	600
		Wholesale	0.3	360	100
	Private		1.7	360	600
	Media		1.7	42	70
South Korea Total					1,970
	Dealer		7.0	100	700
	Private		5.0	50	300
	Media		-	-	1,500
Brazil Total					2,500
Total					15,430