hipages Group Holdings Ltd
Level 10, 255 Pitt Street,
Sydney NSW 2000
ABN: 67 644 430 839
hipagesgroup.com.au

ASX Release 24 August 2026

hipages Group FY26 Results

Delivering the next chapter of our strategic evolution

hipages Group Holdings Ltd (ASX: HPG) ("hipages" or "the Group"), Australia and New Zealand's #1 platform to connect households and home improvement businesses, today announces its financial results for the 12 months ended 30 June 2026 (FY26)[1].

Highlights[2]

- **Delivered FY26 guidance for revenue, EBITDA margin and free cash flow, underpinned by +9% Subscription ARPU growth**
- **Pro-forma NPAT up 156% to $6.1m**
- **50% FCF flow-through rate: $1 of growth revenue generated 50c FCF**
- **Significant increase in free cash flow to $9.4m with a cash balance of $34m providing flexibility to pursue disciplined M&A to support further TAM expansion**
- **Strategic evolution to a multi-product platform: expanded into attractive adjacency with acquisition of majority stake in Viz Insurance, adding 4.5k users and expanding TAM**

Financial metrics	FY26	FY25	Var
Total revenue ($m)	**90.6**	83.1	+9%
EBITDA ($m)	**22.9**	19.6	+17%
EBITDA margin (%)	**25.3%**	23.6%	+1.7ppt
Pro-forma NPAT ($m)	**6.1**	2.4	+156%
Statutory NPAT ($m)[3]	**15.0**	2.4	+528%
Free cash flow ($m)	**9.4**	5.6	+66%
Closing cash and funds on deposit ($m)	**34.2**	26.9	+27%
Key operating metrics			
ARR excl. GST ($m)[4]	**95.6**	88.4	+8%
Subscription ARPU ($)[5]	**2,475**	2,267	+9%
Revenue per User ($) (ex-Viz Insurance)	**1,619**	1,515	+7%
Serviced businesses (000's)[6]	**60.4**	54.9	+10%
Subscription businesses (000's)[7]	**36.4**	36.6	(1%)
Business-household connections (m)	**2.7**	2.8	(4%)

[1] FY26 ASX Release should be read alongside the Appendix 4E and FY26 Results presentation.
[2] All comparisons refer to the previous corresponding period (pcp) unless otherwise stated.
[3] Statutory NPAT includes the benefit of previously unrecognised net deferred tax assets principally related to historical tax losses and R&D tax offsets.
[4] ARR refers to Annual Recurring Revenue, the annualised subscription revenue from business customers (excluding GST) at the end of the period (i.e. 30 June 2026 for FY26). It is calculated as the number of business accounts at that date multiplied by their monthly subscription price excluding GST, multiplied by 12 (months).
[5] Subscription ARPU (Annual Revenue Per User) is calculated as the annual operating revenue (total revenue from ordinary activities) divided by the average of the opening and closing number of subscription businesses for the period.
[6] Serviced businesses refer to the total number of business customers which have been on a subscription or used other paid services over the last 12 months, inclusive of 4,508 serviced businesses related to the acquisition of Viz Insurance Pty Ltd.
[7] Refers to business customers committed to a monthly subscription product at the end of the period considered.

Commenting on the result, hipages Group CEO & Co-Founder, Roby Sharon-Zipser said:

"FY26 was another year of strong execution for hipages Group, as we continued to invest in our multi-product platform, adding new functionality, AI integration and expanding hipages for business, which drove strong customer engagement and a further 9% increase in ARPU.

"We also expanded into Insurance with the acquisition of a majority stake in VIZ Insurance. This expands our total addressable market and adds a complementary insurance offering to our business platform.

"Our strong free cash generation and balance sheet enabled us to commence an on-market share buy-back of up to 10% of issued share capital during the year, with our shares trading well below intrinsic value, while retaining flexibility to invest in future organic and inorganic growth opportunities."

FY27 outlook

Looking ahead to FY27, we remain focused on product innovation, embedding AI across our products and operations, expanding value-added services and driving deeper engagement across our ecosystem. We also remain open to disciplined M&A that complements our multi-product platform and meets our strict value-creation criteria, alongside our organic growth agenda. With strong momentum across the platform and financial firepower, we are well positioned to deliver sustainable growth and shareholder returns.

While macroeconomic conditions remain uncertain, the Group's strong market position, efficient operating structure and strong balance sheet provide confidence in the outlook.

For FY27, hipages Group expects to deliver:

- Total revenue growth of 9–11%
- EBITDA margin of 25–27%
- Free cash flow of $11–13 million

Investor briefing and Q&A

hipages Group CEO & Co-Founder, Roby Sharon-Zipser and CFOO, Jaco Jonker will host a webinar to present the FY26 results for investors and analysts at **10:00am AEST today (24 August 2026)**.

To attend the webinar, please pre-register via the following link:
https://investors.hipagesgroup.com.au/webinars/y5an3y-fy26-results-and-webcast

ENDS

ASX Release was authorised by the Board of hipages Group (ASX: HPG)

Further Information:

Ryan Thompson
M: +61 423 151 378
E: ryan.thompson@sodali.com

Christopher Kightley
M: +61 413 009 992
E: christopher.kightley@sodali.com

About hipages Group (ASX:HPG)

hipages Group is an online home improvement marketplace and Software-as-a-Service (SaaS) platform connecting home improvement professionals with households through hipages Australia and hipages New Zealand (Builderscrack). To date, over 5 million Australians and New Zealanders have used hipages Group to change the way they find, hire and manage trusted home improvement professionals. hipages for business is a proprietary workflow software solution that is key to the Company's strategic evolution from marketplace to multi-product platform. hipages for business helps trades and home improvement businesses by managing their whole workflow from lead generation through to payment and completion.