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

ASX Announcement
9 November 2026

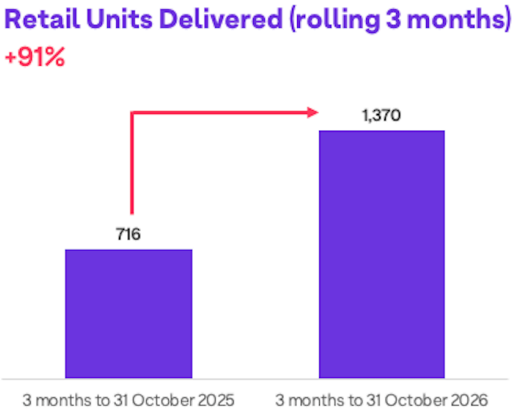
Retail Deliveries Update

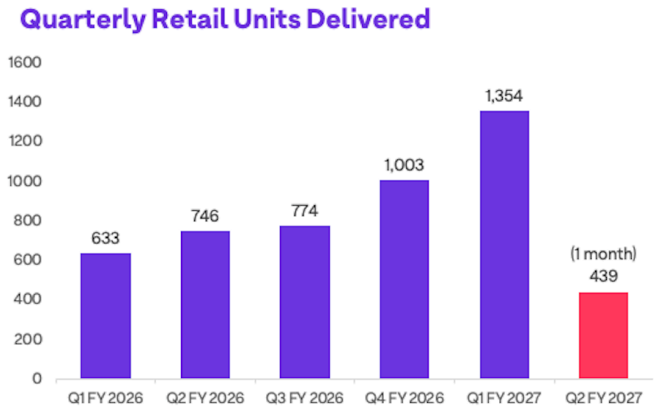
Carma posts best-ever start to any quarter on deliveries, with record buying and reconditioning

Key Operating Highlights:

- 439 retail units delivered in October. This is a record first month for any quarter, with deliveries accelerating after school holidays ended
- Record vehicles purchased of 818 in October, up 85% on pcp
- Record 25.3 retail units reconditioned per shift in October, up 101% on pcp, with 532 retail units reconditioned

In October 2026 Carma delivered 439 Retail Units, bringing the total to 1,370 for the three months to 31 October 2026. This is a 91% increase compared with the 716 Retail Units delivered in the three months to 31 October 2025.





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.

Retail deliveries and retail revenue by month

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**
July 2026	423	$11.8m	23
August 2026	461	$12.6m	21
September 2026	470	$13.0m	22
Q1 FY 2027	**1,354**	**$37.4m**	**66**
October 2026	439	$12.1m	21

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.

This announcement has been authorised by the CEO

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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.