

22 August 2025
ASX Announcement

FY25 Results Highlights & FY26 Guidance

Australian technology and debt collection provider Credit Clear Limited (ASX: CCR) ("Credit Clear" or "the Company") is pleased to announce its financial results for the year ending 30 June 2025 (FY25).

Highlights:

- **Revenue Growth:** \$46.9m in revenue for FY25, a 12% increase on the prior corresponding period (pcp), driven by expanded client relationships and a rise in active debt file referrals.
- **Earnings Improvement:** Underlying EBITDA¹ reached \$7.4m, up 76% on pcp, with margins improving from 10% in FY24 to 16% in FY25.
- **Robust Cash Position:** Cash at bank increased to \$15.6m as of 30 June 2025, up \$2.5m from FY24, positioning the Company to fund digital innovation and potential market expansion.
- **Digital Innovation Driving Results:** Direct digital payments grew 20% on pcp to \$140m, with the Consumer cohort showing the strongest adoption.
- **Customer satisfaction:** The technology platform delivered accelerated collection rates and a Net Promoter Score (NPS) of +40 across 550,000 responses.
- **Client Growth and Strong Pipeline:** Added 182 new clients, with a robust sales pipeline signalling strong future revenue potential.
- **FY26 Outlook:** Positioned to capitalise on digital collection trends, with early-stage client onboarding investments expected to drive FY26 revenue to \$50 million - \$52 million and Underlying EBITDA to \$9 million - \$10 million.

Credit Clear delivered record revenue of \$46.9m for FY25, up 12% on pcp, driven by growth across the business, including expanded client relationships and an 11% increase in active debt file referrals amid a supportive economic environment.

The upfront investment of onboarding and resourcing a significant number of new clients resulted in FY25 gross margins remaining flat at 53% (FY24: 53%). Importantly, the benefits of this upfront investment in new clients is expected to deliver revenue uplift in FY26.

The Company achieved Underlying EBITDA¹ of \$7.4m for the year, a 76% improvement on the prior corresponding period (pcp). This reflects disciplined cost management, the scalability of Credit Clear's digital platforms, with digital collection payments growing at a stronger rate than

total revenue. Additionally, Underlying EBITDA margin improved from 10% in FY24 to 16% in FY25.

The Company had \$15.6m cash at bank on 30 June 2025, a \$2.5m improvement on FY24, leaving it well-positioned to fund growth opportunities, including further digital innovation and potential market expansion.

Credit Clear delivered strong operational performance over the financial year, supported by a favourable macroeconomic environment and improved competitive positioning within the industry, due to its innovative technology platform.

Innovative Digital technology

Direct digital payments grew 20% on pcp to \$140m, with the Company's Consumer cohort showing the strongest adoption rate, with the Company observing unprecedented efficiency and customer engagement. Digital innovation continues to revolutionise the Company's ability to capture a greater share of wallet in its clients.

Credit Clear's ability to leverage its technological platform has resulted in accelerated collection rates and improved customer satisfaction, as evidenced by an NPS of +40 (across 550,000 responses). This shift underscores the Company's leading position in the tech-enabled debt recovery landscape.

New clients signed and strong pipeline

The Company added 182 new clients during the year, including expansions in Tier-2 clients, which increased to 52 from 44 in FY24. Importantly, the growth in new clients combined with the increasing value and volume of debt files being referred to Credit Clear in FY25, is a key leading indicator for future revenue growth. The Company has observed a strong sales pipeline with growing opportunities in sectors such as energy, utilities, insurance, and government, with a robust pipeline for further Tier-1 and Tier-2 wins.

FY26 Outlook

Credit Clear anticipates FY26 revenue to be in the range of \$50 million to \$52 million, with client onboarding investments made in FY25 are expected to drive revenue uplift. Ongoing focus on operating leverage will be a focus for FY26; the Company expects Underlying EBITDA¹ in the range of \$9 million to \$10 million, with continued margin improvement.

The Company intends to undertake an on-market share buy-back² for up to 10% of the Company's issued capital, as part of the Company's capital management strategy. The buy-back will be conducted in the ordinary course of trading in accordance with the terms specified in the accompanying Appendix 3C released today.

Credit Clear CEO and MD, Andrew Smith, said:

“FY25 has been a year of strong execution, with record revenue and improved earnings highlighting the scalability of our digital-first model.

We have overcome adverse weather events in the first half of the year to deliver consistent growth, supported by higher debt file volumes and the ongoing adoption of our technology-driven offering. Our expanded client base, with significant new signings, and the surge in digital payments to \$140 million demonstrate our competitive edge in a challenging environment.

As we look to FY26, Credit Clear is well-positioned to capitalise on ongoing digital transformation trends within our industry, delivering better outcomes for clients and their customers. Financially, we continue to improve on our foundations, with growth in our cash balance, margins and operating leverage providing us with the flexibility to execute on opportunities as they arise.”

Results Webinar

The Company will host an FY25 Results investor webinar today, Friday, 22 August 2025 at 9:30am.

The details are as follows:

Event: Credit Clear FY25 Results Webinar

Date: Friday, 22 August 2025.

Time: 9:30am (AEST)

Presenters: Andrew Smith (CEO), Victor Peplow (CFO) & Jason Serafino (COO / CTO)

Registration link: https://us02web.zoom.us/webinar/register/WN_uemBVY85TXmUR4S7LGlgxQ

Investors can submit questions prior to the webinar to melanie@nwrcommunications.com.au

1. Underlying EBITDA excludes share-based expenses and non-core business items, but includes tech dev opex
2. The buy-back will comply with both the “10/12” limit under the Corporations Act 2001 (Cth) and the ASX listing rules and does not require shareholder approval.

This ASX announcement was authorised for release by the Board of Credit Clear Limited.

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About Credit Clear

Credit Clear Limited is an Australian technology company that has developed a digital billing and communication platform that helps organisations drive smarter, faster, and more efficient financial outcomes by changing the way customers manage their re-payments through a user experience that the market demands in a digital age, powered by award winning artificial intelligence.

Credit Clear manages customer accounts across a range of industries including transport, financial services, insurance, government, and utilities. The Company is based in Australia headquartered in Sydney and offices in Melbourne, Brisbane, Adelaide, and Perth.

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