

1 September 2025

Company Announcements
Australian Securities Exchange

Clime Investment Management Limited (ASX: CIW)

“CIW posts strong FY25 profit”

Pretax and amortisation profit of \$2.1 million; and Final dividend of 0.5 cents (fully franked).

The CIW Board is pleased to advise that FY25 it as reported a **pretax and amortisation profit of \$2.1 million.**

This is a significant \$5 million improvement over the FY24 result.

Importantly for owners, in FY25 CIW returned to both profit and dividend paying.

A final dividend of **0.5 cents per share (fully franked)** has been declared and payable on 24 October.

In summary the key lines for reported profits were:

- \$2.39 million – Pretax, amortisation, impairment and abnormals
- \$2.14 million – Pretax, amortisation, and impairment
- \$1.00 million – Pretax

To follow the adjustments to reported profit the directors advise:

- a. A \$271k abnormal net charge included \$479k of redundancy costs as the company restructured its executive roles following the divestment of Madison Financial (“Madison”) in FY24.
- b. IT transitioning and legal expenses (\$460k) were offset by a revaluation (positive \$688k) of our Infocus Wealth convertible notes as Infocus raised capital at a premium to our issued notes cost; and
- c. Noncash amortisation charges of \$725k were expensed plus noncash impairment charges of \$391k were accounted in the \$1.0 million pretax reported profit.

Shareholders should note that CIW is required by accounting standards to expense \$0.725k million in noncash amortisation charges. The amortisation of acquired assets, that continue to generate substantial revenue, acts to understate our reported profits and the transfers to retained profits.

FY26 outlook

Our Annual Report outlines a range of initiatives that have and will be undertaken by CIW in FY26. Suffice to say that CIW is evolving rapidly as it draws upon both its core funds management heritage and its uniquely recognised branding.

The target market for both Clime product solutions and advice is substantial. Our challenge is to meet this opportunity and leverage our position by combining scale, innovation, and a renewed client focus.

With approximately \$1.7 billion under advice, management and direction, plus the strength of our listed public structure, CIW holds an advantage at a time when many competitors are struggling for recognition.

Our direct and digital communications strategy has already reconnected us with thousands of Australians, lifting engagement well above pre-Covid levels. The success we have seen throughout FY25 underpins our confidence to pursue direct marketing and distribution opportunities with greater vigour in FY26.

Our strategy is to expand the breadth of our funds and advice offerings to advised, direct and third-party clients. This includes broadening the asset classes we cover, deepening our private wealth and corporate advisory capabilities, and introducing bundled multi-asset investment solutions that draw together our equity, credit and income expertise.

We are also enhancing scale and client experience through investment in technology — from Clever.Clime.com.au for self-directed investors, to product transparency systems that raise standards across the industry. Coupled with newly established CBD offices in Sydney and Melbourne, CIW is now better positioned to serve clients nationally.

As we grow, our goal is to lift operating margins toward 20% in FY26, with a medium-term target of 30% in FY27. While CIW remains a high fixed-cost business, continued growth in advice, funds management and corporate fees should continue to drive revenue growth well ahead of expenses.

The foundations are in place. FY26 will be about turning that foundation into acceleration, and building CIW into a true multi-asset, client-focused manager of scale.

This announcement is approved by the Board of Directors of Clime Investment Management Limited for release to the ASX.

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