

30 April 2026

Company Announcements  
Australian Securities Exchange

## **Clime Investment Management Limited (ASX: CIW)**

### **March Quarter Update**

#### **Highlights**

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##### **Leadership and Governance**

- **Appointment of Paul Lahiff as Independent Non-Executive Chair**
- **Appointment of Anshul Thapar as Chief Operating Officer**

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##### **Strategic Transformation**

- **Completion of the sale of the Group's retail advice operations.**
- **Execution of an agreement to sell the Separately Managed Accounts (SMA) business.**
- **Continued transition toward a mandate-led capital allocation model with reduced operational complexity and improved scalability.**

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##### **Financial and Investment**

- **Strong improvement in investment outcomes.**
- **Performance fee provisioned in Clime Capital Limited (CAM) that subject to market performance is expected to be material.**
- **Balance sheet strengthened through adviser ownership restructuring initiatives.**

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##### **Positioning and Scale**

- **Asset consultancy (previously funds under mandate) approximately \$2.6 billion.**
- **Expected to exceed \$3.1 billion following completion of signed structural initiatives.**

Dear Shareholders,

### **Chair's Statement**

I am pleased to join Clime Investment Management Limited as Independent Non-Executive Chair effective 4 March 2026, at an important stage in the Company's evolution.

The Board has undertaken a detailed review of the Group's structure, governance and operating model. The actions now underway reflect a deliberate strategy to simplify the business, strengthen governance oversight and improve operational discipline.

I've been impressed with the clarity of strategic thought and a laser like focus on execution in the short time I have been involved with Clime.

Clime is transitioning toward a mandate-led investment model supported by improving investment performance and reduced operational complexity. The Board believes these changes provide a strong foundation for scalable growth and long-term shareholder value.

I look forward to working with management and fellow directors as Clime completes the next phase of its structural transition.

### **Paul Lahiff**

Independent Non-Executive Chair

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### **Managing Director Update**

**The March quarter marked a defining phase in Clime's transition from subscale diversified financial services to a disciplined mandate-driven capital allocator and market commentator.**

Over time, the Group accumulated a collection of sub-scale operations that created complexity, duplication and unnecessary cost. Over the past 18 months, the Board has worked methodically to simplify the business, reduce complexity and reposition Clime around a clear set of operating principles.

Those principles are straightforward — focus on what we do well, operate at meaningful scale, remove conflicts, and allocate capital with discipline.

This repositioning has moved Clime away from managing a fragmented collection of activities toward operating as a focused capital allocator, supporting advisers and investors through portfolio construction, capital allocation and clear market commentary.

Importantly, this shift aligns with the investment discipline that has historically underpinned Clime's strongest periods of performance — disciplined capital allocation supported by clear thinking and consistent execution.

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### **Business Model Transition**

This morning, the Company completed the sale of its retail advice operations for approximately **\$6.0 million** in equity (\$1mil) and vendor finance (\$5mil), while retaining selected high-net-worth family office relationships operating under portfolio management arrangements rather than traditional retail advice structures.

The business will continue to trade as Clime Private Wealth and approximately 20 staff will relocate to our Angel Place Pitt Street Office over the next 6 weeks.

Clime continues to support advisers through asset consulting, research and portfolio services, maintaining long-term commercial alignment while materially reducing internal complexity.

This morning the Company also executed an in-principal agreement to sell its Separately Managed Accounts, and selected managed funds for approximately **\$7.7million**, cash, with completion subject to platform consent, due diligence and completed documentation. Commercial terms are agreed.

These transactions represent further progress in exiting sub-scale retail product structures and aligning the Group to its future mandate-led operating model.

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### **Strategic Adviser Partnerships**

During the quarter, the Company strengthened its adviser partnership model through the restructuring of its investment in **James Street Wealth - 30% ownership** was transferred to the founder under a structured financing arrangement, with Clime retaining a **20% shareholding**.

This transaction will generate a meaningful profit in the Clime FY26 accounts.

This transaction reflects Clime's broader approach of supporting capable business leaders while maintaining long-term alignment through shared investment participation.

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### **Investment Performance**

Investment performance across the Group has improved materially following portfolio changes implemented progressively over the past 18 months.

Clime Capital Limited (CAM) has delivered strong active returns relative to its benchmark, the **ASX All Accumulation Index**.

For the nine months of this financial year ended 31 March, the CAM portfolio has delivered **active gross returns of approximately 9.8% above benchmark**, with a **financial year to date return of approximately 11.5%** These figures are pre fees and costs.

As a result, the Company is expecting a performance fee exceeding **\$1.0million**, representing the first performance fee generated in approximately three years. Portfolio settings currently reflect a conservative capital allocation stance, maintaining flexibility to redeploy capital as opportunities arise.

### **Operating Model and Cost Alignment**

The Group continues to align its operating structure to the emerging mandate-led model. The transfer of retail advice operations reduced annual operating costs by approximately **\$2.5 million**.

To support execution, **Anshul Thapar** was appointed Chief Operating Officer to strengthen operational discipline and simplify workflows across the business.

Following completion of signed initiatives, the Company is targeting a further **~20% reduction** in operating expenses as legacy structures are exited.

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### **Professional Development and Industry Support**

Clime continues to invest in professional development as part of its commitment to strengthening capability across the broader advice and investment ecosystem. Currently, **five staff members are undertaking their professional year** under a structured mentoring framework.

The Company has also developed an online adviser examination preparation platform using internal resources. This tool will be released to the market at no cost to support professional education. While elements of adviser development will transfer under the Clime Private Wealth transaction, the Company intends to continue supporting training and capability development as part of its broader commitment to industry.

Clime has also expanded direct communication through digital platforms, with educational and investment content regularly achieving more than **10,000 views**, supporting transparent engagement with investors and advisers.

In the past 90 days YouTube views have achieved breakout growth with more than **197,000 views** (315% on last quarter), **21,600** hours watched and more than 2 million impressions. Unexpectedly the company now earns income through YouTube advertising.

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### **Regulatory Engagement**

During the period, the Company initiated and undertook a Freedom of Information (FOI) process and review with ASIC in relation to previously disclosed matters.

The Board takes these matters seriously and remains committed to acting in the best interests of shareholders.

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### **Asset Consulting**

Capital under mandate and a new revenue line, Asset Consulting will now be published in quarterly reports, because of the above-mentioned transactions this line item now represents **\$2.6 billion** of investment capital. Subject to completion of signed initiatives, capital under mandate is expected to exceed **\$3.1 billion**, alongside a materially reduced operating cost base. Asset consulting services include stock selection, asset allocation advice, macro-economic advice, use of our dealing desk and or the construction of bespoke wholesale offerings under our Contributory Asset Scheme.

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### Outlook and Strategic Direction

The Board believes the structural changes completed during the March quarter represent a major step toward completion of the Group’s long-term transition.

Clime is now positioned to operate as a focused mandate-led investment business supported by improving investment performance, strengthened governance and materially reduced operational complexity.

Over the coming months, priority areas include:

- Completing remaining structural initiatives
- Continuing to align operating costs with the simplified business model
- Expanding mandate relationships
- Progressing the final phase of structural change

**The Board remains confident that the structural changes completed over the past 18 months have materially strengthened the Company’s long-term outlook.**

### **Asset Consulting and Mandates (FUM) at circa \$2.54 billion**

The following table provides specific detail of FUM across the CIW Group and changes over the March quarter:

| <b>FUNDS UNDER MANAGEMENT &amp; ADVICE<br/>(Unaudited)</b> | <b>30-April-26<br/>\$mill</b> | <b>31-Mar-26<br/>\$mill</b> | <b>31-Dec-25<br/>\$mill</b> | <b>Change<br/>\$mill</b> | <b>Change<br/>\$</b> |
|--|-------------------------------|-----------------------------|-----------------------------|--------------------------|----------------------|
| Clime Capital Limited (Listed Investment Co.)              | \$153                         | \$155                       | \$155                       | (\$1)                    | (1.0%)               |
| Managed Funds  | \$100                         | \$98                        | \$116                       | (\$17)                   | (13.8%)              |
| Separately Managed Accounts (SMAs)                         | \$327                         | \$327                       | \$335                       | (\$8)                    | (2.4%)               |
| Asset Consulting and mandates                              | \$1,959                       | \$959                       | \$944                       | 1015                     | 107.5%               |
| <b>TOTAL FUM&amp;A</b>                                     | <b>\$2,539</b>                | <b>\$1,540</b>              | <b>\$1,551</b>              | <b>\$989</b>             | <b>63.7%</b>         |

*FUM figures for 30 April 2026 are estimates only and reported above to highlight the impact of the transaction completed today including the asset consultancy / mandates received.*

### Closing comments:

When I joined Clime, the objective was to rebuild the business into something stronger, simpler and more disciplined. That required allowing the existing structure to operate long enough to test assumptions, observe performance and confirm where real value could be created.

In short, to go down every rabbit hole.



Having given the business time to reveal its strengths and limitations, we now have the confidence to move forward with a clear direction — one built on focus, disciplined capital allocation and the removal of unnecessary complexity and conflict.

The business taking shape today reflects the strengths that originally defined Clime, while positioning the Company to achieve significantly more in the future.

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

For enquiries, please contact Michael Baragwanath (MD) on 1300 788 568 or via email at [info@clime.com.au](mailto:info@clime.com.au).

A handwritten signature in black ink, appearing to read "M Baragwanath".

**Michael Baragwanath**  
**Managing Director**