

ASX Announcement 24 April 2025
 Income Asset Management Group (ASX:IAM) (IAM or Group)
 Q3 FY2025 Quarterly Activities Report

IAM Group closed Q3 FY2025 with a **net positive operating cash flow of \$197k, negating the need to calculate the estimated quarters of funding available.** The Group also has a **net cash position of \$6.31m**, plus bond holdings of \$659k, so the **liquidity buffer is \$7m in total.**

IAM announces revenue of \$3.7m for Q3 FY2025, slightly lower than Q2 FY2025 but pleasing given the Christmas holiday period effect on trading activity.

Bond and loan **FuA is at \$2.3bn (+32% Q3 FY2024 to Q3 FY2025)**, and client account numbers grew 28% (Q3 FY2024 to Q3 FY2025) to nearly **2,500 accounts.**

Key highlights:

- **Net positive operating cash flow of \$197k for the quarter.**
- **Transition of \$1.8b of client assets to Perpetual Corporate Trust was successfully completed** during the period.
 - **~\$2.5m costs removed from IAM cost base, we anticipate achieving planned cost reduction by EOFY**
- **Total AuA at the end of Q3 FY2025 is \$3.92bn.** This consists of:
 - **Bond/loan FuA of \$2.3bn**
 - **Cash AuA of \$1.62bn**
 - As part of the bond/loan FuA, IAM has **total custodial holdings of \$1.9bn.** Starting in May, **this custody holding will begin earning IAM a recurring revenue circa \$1m per annum, subject to FuA retention.** IAM's Perpetual Transition project is planned to complete its implementation phase by 30 June 2025 and reduce our annual expenses as announced previously.
- **Operating revenue for Q3 FY2025 was \$3.7m** noting the January closed period.
- **IAM Group will post a \$934k EBITDA loss** in Q3 FY2025. Seasonal factors and timing of transactions contributed to this and will benefit Q4.

The Debt Capital Markets business remains robust, with a strong Q4 FY2025 expected, subject to market conditions.



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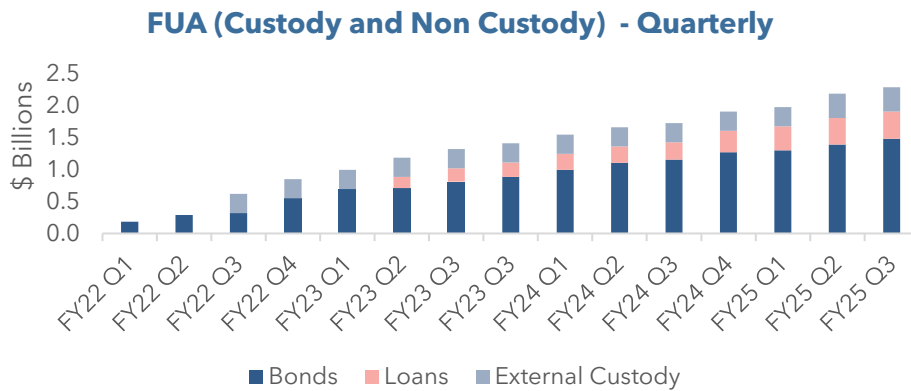
In Q3 FY2025, the IAM Capital Markets team executed the following primary transactions:

- For externally originated DCM deals, IAM bid for over \$400m during Q3 FY2025 and was allocated approximately \$170m.
- A total of \$160m of IAM originated transactions, headlined by the \$125m raised for MONEYME (ASX:MME).
- \$20m senior secured syndicated loan.

Client numbers and trading volumes

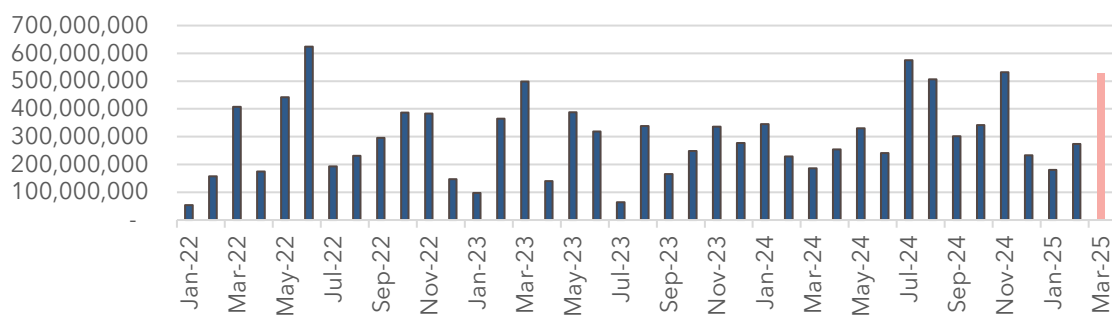
IAM has continued to increase both client numbers and funds under advice. We are seeing some clients choosing to hold their bonds on financial platforms such as Netwealth, Macquarie Wrap and HUB24. We welcome this as it enables seamless and simpler settlement and allows our advisory clients to view their investors' holdings in a familiar environment.

- Capital Markets bond/loan FuA grew 32% YOY to \$2.3bn (Q3 FY2025 vs Q3 FY2024).
- Client numbers grew 28% YOY to nearly 2500 accounts (Q3 FY2025 vs Q3 FY2024).

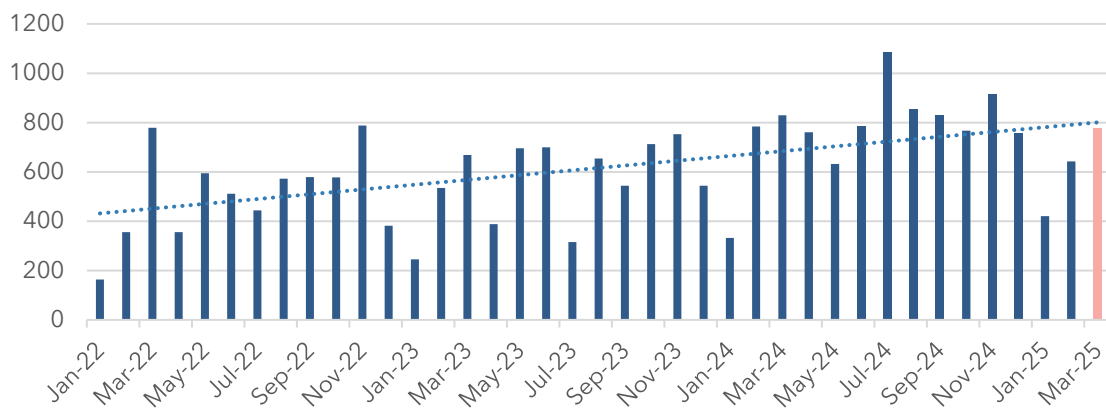


We saw the seasonal drop-off in trading in January as usual, and a slow pick-up in February. However, we are pleased with the growth in March, in both face-value volumes and number of trades.

Bond and Loan Trading Volume (Face Value) - Monthly



Bond and Loan Trade Count - Monthly



Key cash flow highlights:

- IAM's total cash at the end of Q3 FY2025 was \$6.31m, and an additional \$659k held in bonds.
- With a **positive \$197k of operating cash flow**, there is no requirement to calculate the number of quarters of funding available, in accordance with Section 8 of the attached.
- Total cash receipts from customers and interest earned was \$3.82m in Q3 FY2025.
- Total cash operating outflows and finance costs were \$4.34m in Q3 FY2025.

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RELATED-PARTY TRANSACTIONS

With reference to payments to related parties (Section 6 of the attached Appendix 4C), item 1 comprises payments to related parties and their associates, including directors and key management personnel, and includes directors' fees of \$162,941 and salaries (including superannuation) of \$82,480.

Items to note:

All FY2025 numbers are unaudited.

This announcement was approved for release by the IAM Chair.

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Income Asset Management Group Limited ACN 010 653 862;
IAM Capital Markets Limited ACN 111 273 048 | AFSL 283119;
IAM Cash Markets Pty Ltd ACN 164 806 357 corporate authorised representative (no. 001295506) of AFSL 283119;
Trustees Australia Limited ACN 010 579 058 | AFSL 260038; and,
IAM Funds Pty Ltd ACN 643 600 088 corporate authorised representative of (no. 001296921) of AFSL 260038;
ETB Pty Ltd ACN 670 409 462 corporate authorised representative (no. 001305688) of AFSL 260038.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Income Asset Management Group Limited

ABN

42 010 653 862

Quarter ended ("current quarter")

31 March 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1.1 Receipts from customers – brokerage and fees	2,686	6,296
1.1.2 Receipts from customers – securities trading	1,083	5,162
1.1.3 Net in/(out)flows for settlement of financial instruments held on balance sheet	719	(471)
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(1,154)	(3,333)
(c) advertising and marketing	(53)	(171)
(d) leased assets	(24)	(71)
(e) staff costs	(2,939)	(8,588)
(f) administration and corporate costs	(83)	(3,143)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	49	139
1.5 Interest and other costs of finance paid	(87)	(836)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	197	(5,016)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
(c) property, plant and equipment	(14)	(68)
(d) investments	-	-
(e) intellectual property	-	-
(f) intangibles	(12)	(12)
(g) other non-current assets	(64)	(64)
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to related party	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
2.6 Net cash from / (used in) investing activities	(90)	(144)

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	18,000
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	(119)	(1,042)
3.5 Proceeds from borrowings	-	206
3.6 Repayment of borrowings	(71)	(783)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Repayment of convertible debt securities	-	(10,000)
3.9 Other – proceeds from derivative financial assets	-	560
3.9 Other – repayments of lease principal	(172)	(503)
3.10 Net cash from / (used in) financing activities	(362)	6,438

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	6,514	4,723
4.2	Net cash from / (used in) operating activities (item 1.9 above)	197	(5,016)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(90)	(144)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(362)	6,438
4.5	Effect of movement in exchange rates on cash held	56	314
4.6	Cash and cash equivalents at end of period	6,315	6,315

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	6,315	6,514
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	6,315	6,514

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	(245)
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facility	-	-
7.2 Credit standby arrangements	-	-
7.3.1 Other – bond trading settlement (DVP) facility	5,000	-
7.3.2 Other – Supplier funding	86	86
7.4 Total financing facilities	5,086	86
7.5 Unused financing facilities available at quarter end		5,000
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
7.3.1 Bond trading settlement (DVP) facility – Secured over the traded securities. Interest rate of 5%, settled up to T+5.		
7.3.2 BidFin Capital – Unsecured facility. Interest rate of 6.03% and repayment date of August 2025.		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	197
8.2 Cash and cash equivalents at quarter end (item 4.6)	6,315
8.3 Unused finance facilities available at quarter end (item 7.5)	5,000
8.4 Total available funding (item 8.2 + item 8.3)	11,315
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer:	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer:	

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 24 April 2025

Authorised by: The Board of Directors

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

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