

## ASX Announcement

2 May 2025

### FY25 Outlook Update

CTM (ASX:CTD) expects FY25 Group revenue to be approximately 4% softer than forecast and as a result, Group EBITDA will be impacted by around \$30m relative to the target metrics presented in the 1H results briefing on 19th February 2025.

In rest of World ex Europe (RoW), broad economic and tariff uncertainty in North America and Asia has led to reductions in client activity resulting in slower growth than expected during what is traditionally the busiest period of the year. As a result, we now expect RoW revenue and EBITDA growth to be approximately +5% and +10% respectively versus FY24.

Target metrics previously announced for Europe remain on-track.

New client wins year to date have surpassed TTV \$1.6b with approximately half being generated in Europe. This is significantly above our annual target of \$1.0bn and is expected to be a positive contributor to the FY26 Group metrics previously released to the market in February 2025.

Client retention remains on track at 97%.

Cashflow has been strong in line with the indication of full year cash conversion of 80-90% provided in February. The share buyback program continues with approximately 5.8m shares purchased for \$78.2m since inception, reducing total shares on issue to approximately 140.5m shares.

This outlook assumes the tariff uncertainty impacting March and April activity remains through the remainder of the financial year and there is no further deterioration to April client activity in May and June.

We expect FY26 Group metrics to be updated at our FY25 full year August results announcement in accordance with our standard planning timeframe.

A conference call for investors will be held today at **10:00am (Sydney)**. To pre-register for the conference call, please click on the following link: [Conference Pre-Registration](#). If you wish to ask a question during the conference call, please select \*1 (star,1) on your keypad.

Authorised for release by the Board.

ENDS

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