

ASX ANNOUNCEMENT

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Fourth Quarter and Financial Year-end FUM update – 30 June 2025

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Australian Ethical delivers 34% full year FUM growth to record high of \$13.94bn

Australian Ethical has reported strong quarterly net flows and investment performance in the fourth quarter (Q4) of FY25 contributing to full year FUM growth of 34%.

Reflecting on these results, John McMurdo, Australian Ethical Chief Executive Officer, said:

"Our strong fourth quarter result, and our full year FUM growth of 34% reflects the ongoing disciplined execution of our strategy as well as the resilience of our ethical investment approach in the face of challenging economic and geo-political cycles.

"The continued demand for our way of investing has delivered record super net flows of \$209m in the quarter. Our investment performance has also contributed to strong FUM growth, and I'm thrilled that we have been able to reward investors with strong returns during this period. Together, this further demonstrates that ethical investing can deliver great outcomes while making money a force for good."

Q4 retail and wholesale net flows

Q4 retail and wholesale net flows of \$195 million were primarily attributable to superannuation which was boosted by record year-end voluntary contributions and the resumption of superannuation marketing campaigns following the successful administration transition from Mercer to GROW Inc in the first half of the financial year. Further, the number of new members consolidating their super balances has increased after enhancements to the join process, whilst superannuation guarantee contributions continue to underpin stable ongoing positive net flows.

Q4 institutional net flows

Australian Ethical recorded positive Q4 institutional net flows of \$61 million from its fixed income funds and mandates following the acquisition of Altius Asset Management early in FY25 and is beginning to secure new clients within the relatively new institutional channel.

Full year net flows

Total organic flows for FY25 were \$593 million across superannuation and investments, with inorganic full year net outflows of \$71 million relating to the Altius business – these flows tend to be cyclical in nature. The acquisition of Altius contributed \$1.93 billion of inorganic FUM as well as strong fixed income capability. The Altius business has been well integrated into the Australian Ethical business and all three transitioning Altius fixed income funds now have a recommended rating from Lonsec research.

Investment Performance

Strong investment performance contributed \$591million to Q4 FUM. Investment performance benefited from the limited exposure to resources and fossil fuels, with disciplined processes leading the team to trim overvalued holdings and invest in higher quality opportunities across sectors and asset classes. The team has also identified alternative defensive exposures, bolstered allocations to private markets, and actively managed fixed income amid market volatility.

Funds under management

Funds under management reached a record \$13.94 billion at 30 June 2025, representing an increase of 6% over the quarter and 34% over the FY25 full year.

FUM and flows for the fourth quarter FY25:

Product Category	FUM Mar 25 (\$bn)	Net Flows		Market & other ² (\$bn)	FUM Jun 25 (\$bn)
		Retail & wholesale ¹ (\$bn)	Institutional (\$bn)		
Investments ³	4.17	(0.01)	0.06	0.20	4.42
Superannuation	8.92	0.21	-	0.39	9.52
Total	13.10	0.20	0.06	0.59	13.94

FUM and flows for the year to 30 June 2025:

Product Category	FUM Jun 24 (\$bn)	Net Flows		Altius acquisition (\$bn)	Market & other ² (\$bn)	FUM Jun 25 (\$bn)
		Retail & wholesale ¹ (\$bn)	Institutional (\$bn)			
Investments ³	2.19	0.06	(0.05)	1.93	0.29	4.42
Superannuation	8.25	0.51	-	-	0.76	9.52
Total	10.44	0.58	(0.05)	1.93	1.05	13.94

¹ Retail & wholesale includes net flows from direct, advised, employer and values-aligned channels.

² Includes changes in asset value due to market movements and net income.

³ Investments includes Managed Funds, SMA, ETF and mandates.

⁴ Variances in totals due to rounding.

This announcement is authorised by Karen Hughes, Company Secretary.

About Australian Ethical

Australian Ethical is one of Australia's leading ethical investment managers*. Since 1986, Australian Ethical has provided investors with investment management products that align with their values and provide long-term, risk adjusted returns. Investments are guided by the Australian Ethical Charter which shapes its ethical approach and underpins both its culture and its vision. Australian Ethical has over \$13 billion in funds under management across investments and superannuation. Visit: www.australianethical.com.au

*Please refer to <https://www.australianethical.com.au/why-ae/investment/#awards> for specific awards Australian Ethical has won, including the specific categories.