#### **CLIME INVESTMENT MANAGEMENT (CIW)**



# ASX ANNOUNCEMENT March Quarter Update (Financial Year 2021)

### Funds Under Management and Advice (FUM&A) exceed \$5 billion

The Board of CIW is pleased to advise shareholders that FUM&A now exceeds \$5 billion. This is comprised of:

- Direct funds under management via Clime Private Wealth, IMAs, SMAs and managed funds.
- Funds under advice within the Madison network.
- Funds under administration on the Wealth Portal platform.

Developed from its heritage of educating and empowering Australians, the Group provides a range of investment and professional services to direct investors, private wealth clients and Financial Advisers. Clime believes that knowledge is powerful when delivered with integrity, transparency, and conviction.

The key aspects of FUM&A as at 31 March 2021 are as follows:

- Funds Under Management \$1,095 million, up 5.3% from 31 December 2020.
- Funds Under Advice was \$3,989 million, up 5.5% from 31 December 2020.
- Total group FUM&A as at 31 March 2021 was \$5,084 million.

Further details are provided in the table.

FUNDS AND INSURANCE PREMIUMS UNDER MANAGEMENT AND ADVICE (Unaudited)	31 Mar 2021	31 Dec 2020	Change	% change	
FUNDS UNDER MANAGEMENT					
Individually Managed Accounts (IMAs)	\$522 million	\$505 million	\$17 million	3.3%	
Clime Capital Limited (Listed Investment Company)	\$150 million	\$133 million	\$17 million	12.7%	
Managed Funds and mandates	\$330 million	\$310 million	\$20 million	6.4%	
Separately Managed Accounts (SMAs)	\$93 million	\$92 million	\$1 million	1.1%	
SUB- TOTAL FUNDS UNDER MANAGEMENT	\$1,095 million	\$1,040 million	\$55 million	5.3%	
FUNDS AND INSURANCE PREMIUMS UNDER ADVICE					
Funds under administration – WealthPortal <sup>1</sup>	\$834 million	\$837 million	(\$3 million)	(0.4%)	
Funds under advice	\$3,109 million	\$2,875 million	\$234 million	8.1%	
Insurance Premiums Under Advice	\$46 million	\$70 million	(\$24 million)	(34.3%)	
SUB-TOTAL FUNDS AND INSURANCE PREMIUMS UNDER ADVICE	\$3,989 million	\$3,782 million	\$207 million	5.5%	
TOTAL FUM&A	\$5,084 million	\$4,822 million	\$262 million	5.4%	

<sup>&</sup>lt;sup>1</sup> WealthPortal Pty Ltd (WealthPortal) is a wholly owned subsidiary of CIW. WealthPortal is a 'white-label' of IRESS' investment platform providing asset management and reporting solutions for clients of Financial Advisers licensed by various AFSL holders including but not limited to Madison Financial Group Pty Ltd (Madison).

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#### **Investment Performance**

The management of Clime's investment portfolios reflects our style of investing in quality stocks using strong valuation discipline. Our primary objective is to achieve strong returns for clients in excess of the relevant benchmark, for lower levels of risk. This allows growth in capital for clients during accumulation and the generation of meaningful income during their retirement.

The Clime investment portfolios outperforming their relevant benchmarks for the three-year period ending 31 March 2021 are shown below:

Strategy	Investment type	3-year performance vs benchmark Since inception vs benchmark <sup>2</sup>		
Australian Equities				
Clime Smaller Companies Fund	Managed Fund Wholesale and Retail investors	Outperforming		
Clime "High Conviction"	Individually Managed Account (IMA) Wholesale investors only	Outperforming <sup>2</sup>		
Australian Income				
Clime Australian Income Fund	Managed Fund Wholesale and Retail investors	Outperforming		
Clime Australian Income	Individually Managed Account (IMA) Wholesale investors only	Outperforming		
Clime Fixed Interest Fund	Managed Fund Wholesale investors only	Outperforming <sup>2</sup>		
Clime Balanced Ethical Income	Individually Managed Account (IMA) Wholesale investors only	Outperforming		

As disclosed in CIW's announcement dated 12 April 2021, the Board of CIW is also pleased to advise shareholders of several product milestones. These include:

- Total return since April 2017 inception for the Clime Smaller Companies Fund (CSCF) exceeding 100%
- CSCF has grown strongly and now exceeds \$80 million
- CSCF is now available for investment on several leading investment platforms, enabling access to Australia's advice community
- The listed investment company, Clime Capital Limited (ASX:CAM) has a gross asset value above \$150 million and continues to provide its shareholders with quarterly dividends.

<sup>&</sup>lt;sup>2</sup> Inception for these portfolios is less than three years.

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#### **Strategic Initiatives**

Across the Clime group "Project Streamline" continues to roll out, to focus on enhancing the investor and adviser experience. Whilst the areas of focus originally identified as part of Project Streamline are expected to be substantially completed by end June, we will continue in our efforts to improve the way we operate, serve our clients, and focus on growth.

As at 31 March 2021, CIW had approximately \$10 million of liquid capital and we retain a substantial investment in the investment company Clime Capital Limited.

With our current share price of \$0.57 per share, CIW is capitalised at \$37 million.

We thank shareholders, investors and advisers for their ongoing support of Clime.

Neil Schafer and Brett Spork Joint Acting Chief Executive Officers 22 April 2021

This document is approved by the Board of Directors of Clime Investment Management Limited for release to the ASX. For enquiries, please contact Neil Schafer on 1300 788 568 or by email to <a href="mailto:info@clime.com.au">info@clime.com.au</a>.