



Operational Update

Annick Donat, Chief Executive Officer



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September Quarter Update: Q1 FY22



CIW Q1 FY22 Results

Financial Indicator	30-Sep-21	30-Jun-21	% Change
Funds under management and advice (FUM&A)	\$5.4 billion	\$5.1 billion	↑ 4.90%
Insurance Premiums under Advice	\$46 million	\$45 million	↑ 2.20%
Cash and liquid investments, no debt	\$13 million	\$10.1 million	↑ 29%



Key performance drivers

- Increased advice activity across Madison Financial Group
- New business growth in Private Wealth
- Australian Income funds outperformance vs benchmark
- Smaller Companies fund outperformance vs benchmark
- Rationalisation of operating systems

The results have also benefitted from solid growth in Funds Under Management and Advice (FUM&A), now \$5.3 billion, improved operating earnings, and solid balance sheet returns.

Funds Under Management & Advice (FUMA)

Funds Under Management and Advice (FUMA) as at 30 September 2021 exceeds \$5.3 billion



FY22 September Quarter Update

FUNDS AND INSURANCE PREMIUMS UNDER MANAGEMENT AND ADVICE

	30 Sep 2021	30 June 2021	Change	% Change
FUNDS UNDER MANAGEMENT				
Individually Managed Accounts (IMAs)	\$581 million	\$556 million	\$25 million	4.5%
Clime Capital (Listed Investment Company)	\$158 million	\$163 million	(\$5 million)	-3.1%
Managed Funds and mandates	\$372 million	\$362 million	\$10 million	2.8%
Separately Managed Accounts (SMAs)	\$99 million	\$98 million	\$1 million	1.0%
SUB - TOTAL, FUNDS UNDER MANAGEMENT	\$1,210 million	\$1,179 million	\$31 million	2.6%
FUNDS AND INSURANCE PREMIUMS UNDER ADVICE				
Funds Under Advice - WealthPortal [#]	\$819 million	\$833 million	(\$14 million)	-1.7%
Funds Under Advice - Other investment platforms	\$3,288 million	\$3,057 million	\$231 million	7.6%
Insurance Premiums Under Advice	\$46 million	\$45 million	\$1 million	2.2%
SUB - TOTAL, FUNDS UNDER ADVICE	\$4,153 million	\$3,935 million	\$218 million	5.5%
TOTAL FUMA	\$5,363 million	\$5,114 million	\$249 million	4.9%

Notes:

[#]WealthPortal is a 'white-label' of OneVue's investment platform providing integrated asset management and reporting solutions for clients of Financial Advisers licensed by various AFSL holders including Madison.



FUMA: Q1 FY22

This is comprised of:

- Private Wealth growth
- Clime Capital Notes conversion
- New business growth – retail platforms

Clime gross FUM (\$M)



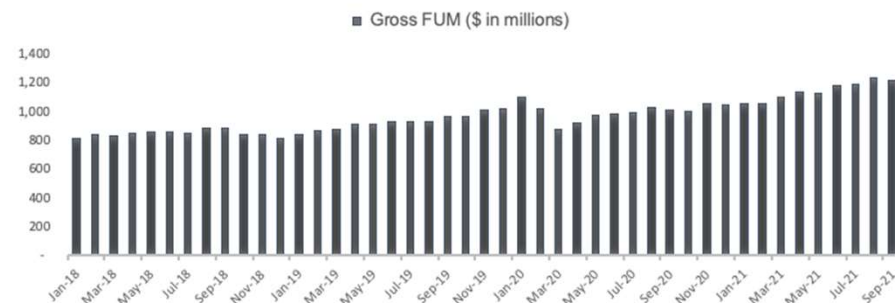
Funds under management (FUM) and Advice

Solid growth in Funds Under Management and Advice (FUM&A), now over \$5.3 billion

Funds Under Advice (FUA)	FUA - To 30 September 2021	Funds Under Management (FUM)	FUM & A	Clime Gross FUM (\$M)
WealthPortal #	\$819 million			
Other Investment Platforms	\$3,288 million			
Insurance Premiums	\$46 million			
Total	\$4,153 million	\$1,210 million	\$5,363 million	

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GROSS FUM (\$ IN MILLIONS) - TO END OF SEP 2021



Strong fund performance



Clime Fund Performance

Portfolio Results as at 30 September 2021 (All returns shown after fees)

EQUITIES	1 - month	3 - month	6 - month	FYTD	1 Year	2 Year (p.a)	3 Year (p.a)	5 Year (p.a)	10 Year (p.a)	Inception (p.a)
CSCF - Smaller Companies Fund	-2.5%	0.3%	15.0%	0.3%	31.9%	16.7%	19.2%	N/A	N/A	20.2%
CIF - Clime International Fund (Wholesale)	-3.6%	2.7%	11.2%	2.7%	20.6%	9.8%	9.4%	N/A	N/A	9.5%
CAM (After fees before taxes)	-2.8%	-0.6%	10.7%	-0.6%	27.2%	5.8%	6.9%	N/A	N/A	9.9%
Clime All Cap Fund - (CBG Fund Wholesale)	-2.3%	-0.7%	9.3%	-0.7%	24.3%	7.2%	7.4%	9.0%	8.7%	9.3%
IMA - Growth	-2.2%	-0.7%	9.7%	-0.7%	23.3%	7.4%	9.2%	N/A	N/A	N/A
IMA - High Conviction	-2.3%	-1.7%	6.5%	-1.7%	14.6%	3.4%	7.8%	N/A	N/A	9.6%
INCOME	1 - month	3 - month	6 - month	FYTD	1 Year	2 Year (p.a)	3 Year (p.a)	5 Year (p.a)	10 Year (p.a)	Inception (p.a)
CAIF - Aust Income Fund	-0.2%	2.9%	7.2%	2.9%	13.9%	6.0%	6.4%	6.4%	N/A	6.7%
IMA - Income	-0.7%	3.6%	10.3%	3.6%	19.3%	6.2%	6.8%	N/A	N/A	N/A
IMA - Balanced Ethical Income	-1.5%	3.1%	11.3%	3.1%	20.6%	12.0%	10.3%	N/A	N/A	10.1%
CFIF - Clime Fixed Interest Fund	-0.2%	0.4%	1.2%	0.4%	3.1%	2.3%	N/A	N/A	N/A	2.5%

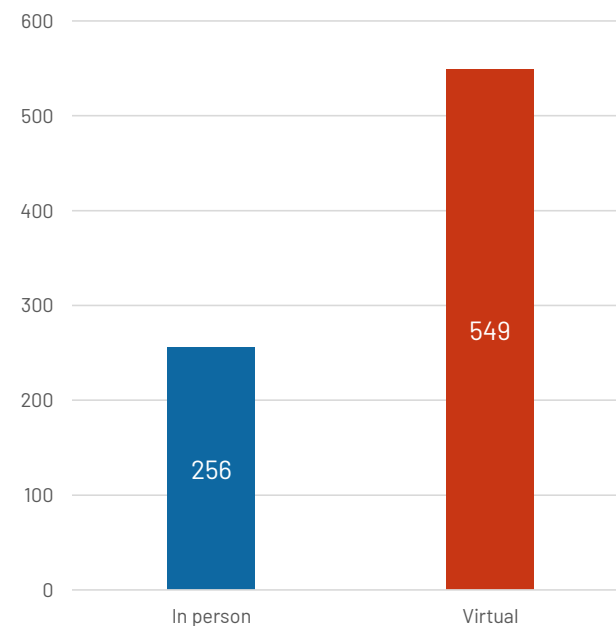
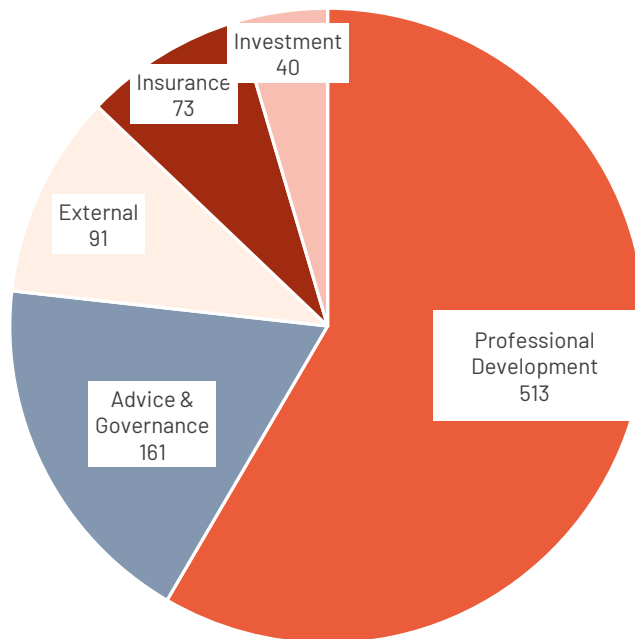
Fund / Investment Performance: 30 Sep 2021

- It has been a productive year for all Clime funds, with all products adding positively to client portfolio returns.
- The CAIF is ranked in the top 10 in its category in Morningstar, over all time frames (from ~100 funds).
- CSCF is now available for investment on several leading investment platforms, enabling access to Australia's advice community.

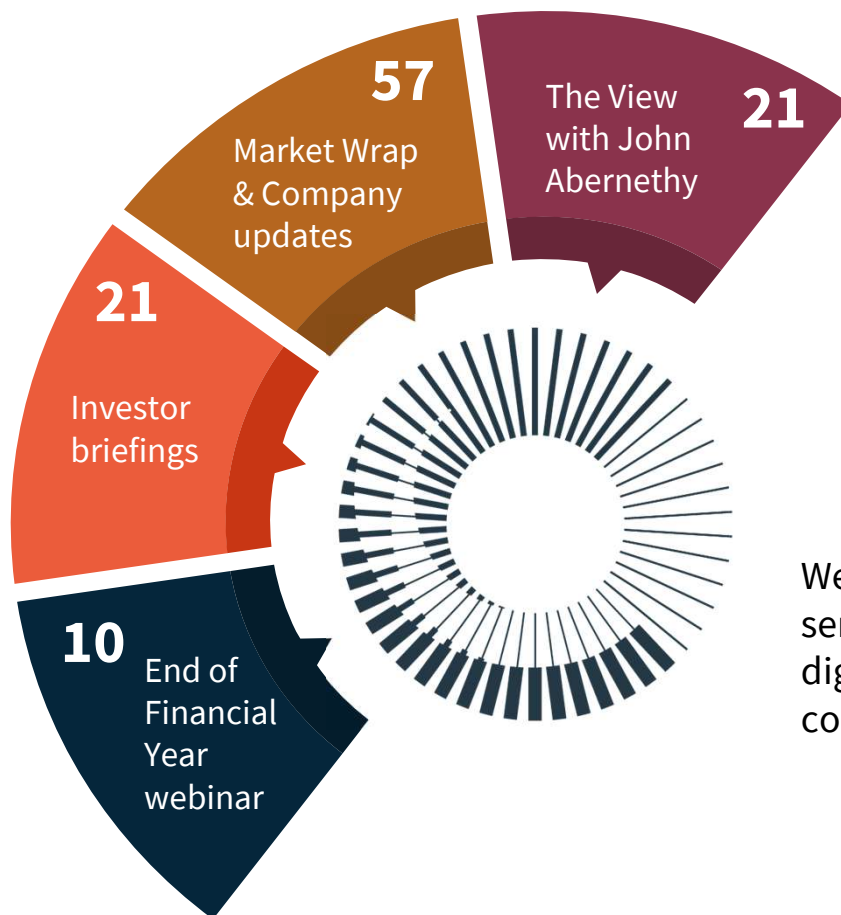


Educating the advice community

- Strong attendance and engagement
- Quality sessions led by experts (inhouse & education partners)
- Hybrid delivery
- 4.5/5 average rating



Helping clients be confident with their investment decisions



We have a long history of engaging with clients through seminars/webinars. By scaling engagement through other digital platforms, we are creating open environments which connect people.



Ralton Asset Management

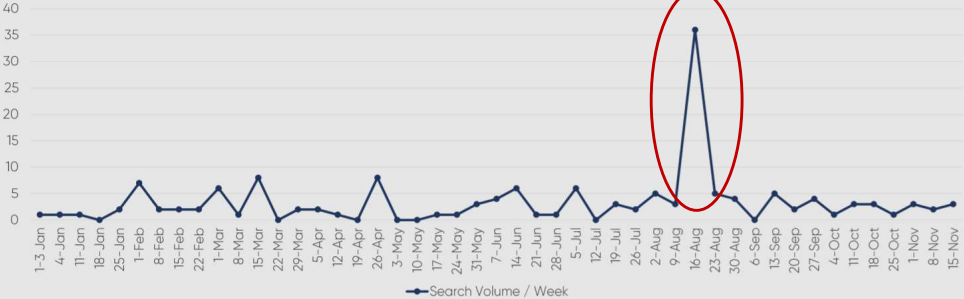
- Established 2005
- Managed Account service launched 2008
- Available on 7 platforms
- 4 specialist SMA portfolios
- All portfolios outperformed relevant benchmark over September quarter
- Zenith rated
- Strong brand recognition as leader in SMA (separately managed accounts)
- 15-year track record of outperformance
- \$60m FUM across 35 AFSLs



Clime in the media

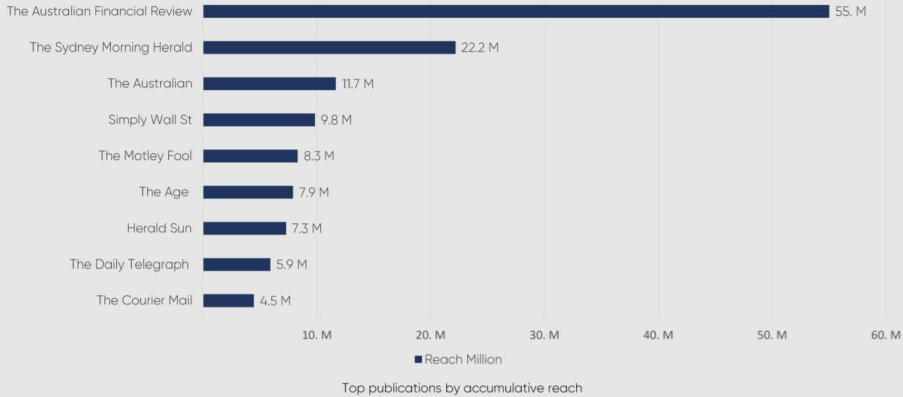
Clime Portfolio Manager expertise actively contributing to reporting season

Key Metrics Volume – Week-by-Week



A look at the volume of Clime Investment Management mentions on a week-by-week basis. There was an average of 4 articles per week since our engagement started in April. This compares to an average of 2 articles per week for the months prior to engagement.

Key Metrics Top Publications by Reach



Strategic roadmap FY2022-2025

Creating a responsive ecosystem – Company, Client and Community working together to create mutual benefit and success

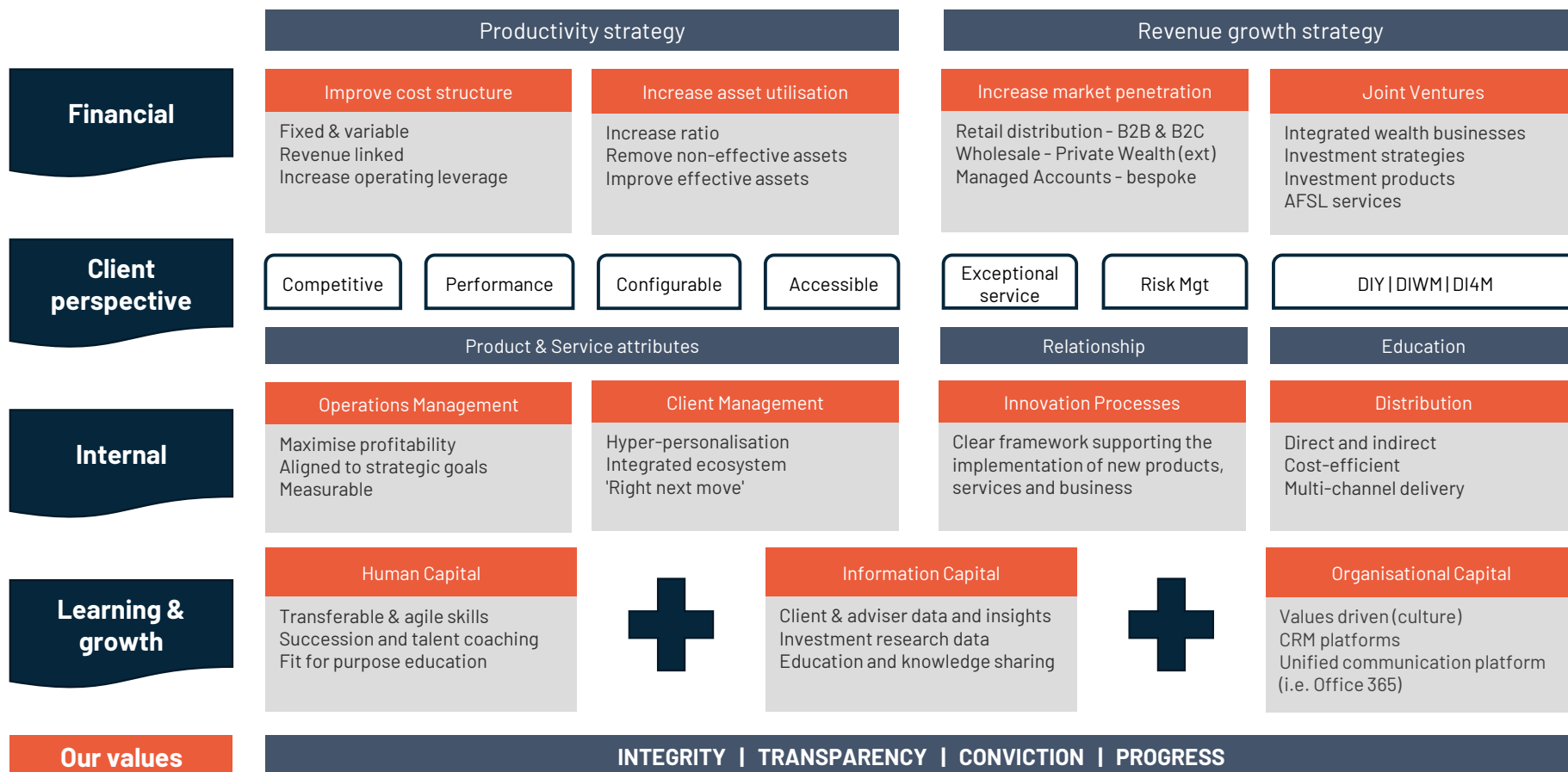
- People adapting to new ways of working
- Insight led client engagement
- Data and insights to provide real time intelligence
- Exploring new markets and opportunities





Clime exists to add value for its clients & shareholders

Educating and serving our clients to create better financial and life outcomes



Current trading and Q3 momentum

Progress – into Q2
FY22



New Markets and growth opportunities

- Continued momentum in IMA new business
- New markets opening NFP, Foundations and Family Offices – with recent new mandate wins
- Increased education events for new and existing advisers and clients continues to identify new business opportunities



Pipeline

- Continued growth in Adviser recruitment pipeline, with opportunities for joint ventures and acquisitions



SMA Growth

- SMA book growing, with a move to bespoke SMAs underpinned by Clime Investment team expertise and strong investment framework
- Combining our SMA business with Ralton AM Pty Ltd



Clime Direct

- Focus on Clime Direct, increase content generation, increase of digital engagement to increase subscriber base



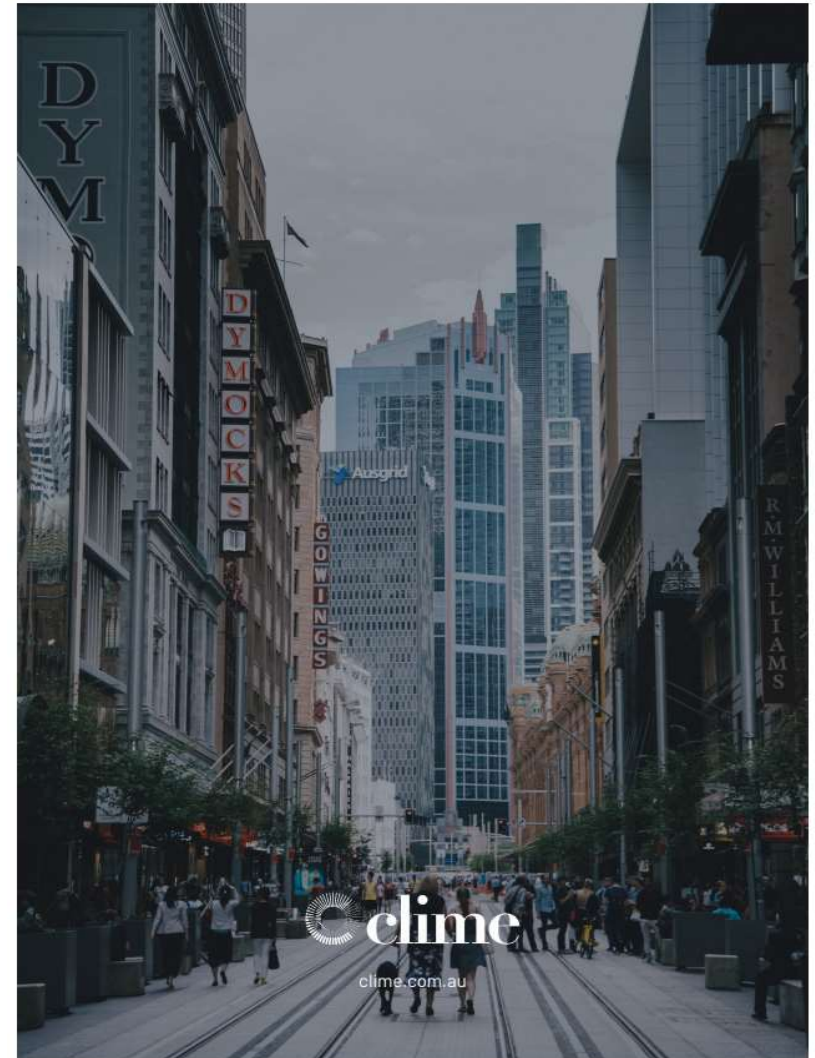
Clime Funds

- Increase retail footprint for Clime managed funds and SMAs – available on more platforms



Conclusion

- We expect to see continued growth in FUM & A to the year end
- Due diligence ongoing with several business opportunities, aligning to our strategic objectives
- Delivery of a comprehensive and informative education program throughout Q3, for Advisers and Private Wealth clients
- A strong pipeline of new business
- Our program of work on data and insights will continue into Q3 FY22





Invest in people, who invest in you.

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