



Income Asset Management Group Ltd

1H FY23 Report

1 JULY 2022 – 31 DECEMBER 2022

ASX Market Announcement

Income Asset Management Group Limited (ASX Stock Code: IAM)

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Investment risk

An investment in Income Asset Management Group Limited ('IAM' or 'Group'), is subject to known and unknown risks both specific to IAM and of a general nature, some of which are beyond the control of the Group. Such risks either may individually or in combination adversely affect the future operating and financial performance of IAM, its investment return and value of its securities. There can be no guarantee, and the directors and management give no assurances, (notwithstanding that they will use their conscientious best endeavours), that IAM will achieve its stated objectives or that any forward-looking statement or forecast will eventuate.

Forward-looking statements

This Presentation contains certain statements that may constitute forward-looking statements or information ("forward-looking statements"), including statements regarding the use of proceeds of any funds available to the Group. These forward-looking statements are based on certain key expectations and assumptions, including assumptions regarding the general economic conditions in Australia and globally, industry conditions in Australia and the intended operations of the Group. These factors and assumptions are based upon currently available information and the forward-looking statements contained herein speak only as of the date thereof. Although the expectations and assumptions reflected in the forward-looking statements are reasonable in the view of the Group's directors and management, reliance should not be placed on such statements, as there is no assurance that they will prove correct. This is due to forward-looking statements being subject to known and unknown risks, uncertainties and other factors that could influence actual results or events and cause actual results or events to differ materially from those stated, anticipated or implied in the forward-looking statements. These risks include, but are not limited to: uncertainties and other factors that are beyond the control of the Group; global economic conditions; risks associated with the financial markets; interest rates; bond prices; operational and seasonal risks associated with customer's cashflow requirements; delays or changes in plans; specific risks associated with the ability to meet software development commitments and capital expenditures; and risks associated with securities market volatility. Except to the extent implied by law, no representation or warranty as to the validity, certainty or completeness of any of the assumptions or the accuracy of the information, opinions, estimates or forecast contained in this document is made by the Issuer or its advisors or any of their respective officers, employers, agents or advisors.

The Group assumes no obligation to update any forward-looking statements or to update the reasons why actual results could differ from those reflected in the forward-looking statements, except as required by Australian securities laws and ASX Listing Rules.

Financial Highlights

IAM Group revenue hits a record \$6.8m, increasing 75% from \$3.9m in 1H 22

STRONG HALF AND PROFITABLE QUARTER



TOTAL REVENUES \$6.8m
75% increase vs 1H 22



BOND TRADING REVENUE \$4.8m
164% increase vs 1H 22



GROUP ASSETS UNDER ADMINISTRATION (AuA) \$2.7bn
51% increase vs 1H 22



BOND CLIENT NUMBERS 1,000+
135% increase vs 1H 22



TOTAL EXPENSES
Down 4% vs 1H 22

CHART 1: HALF YEARLY REVENUE & EBITDA

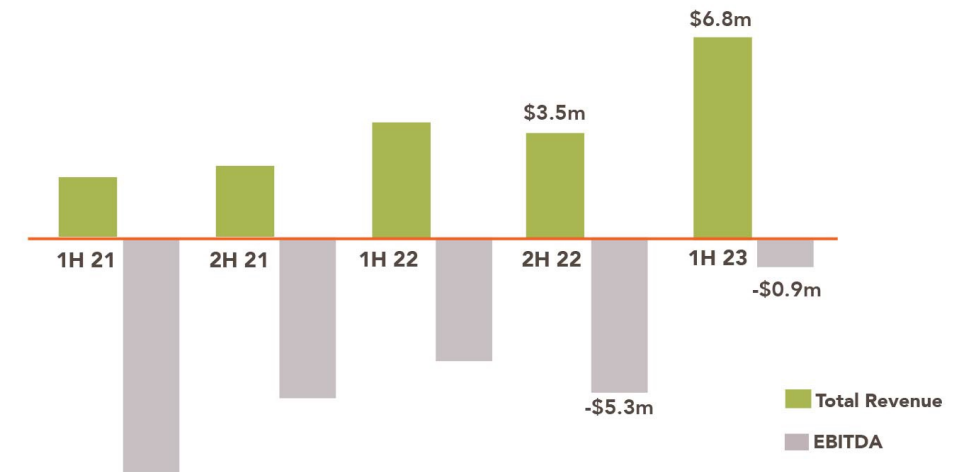
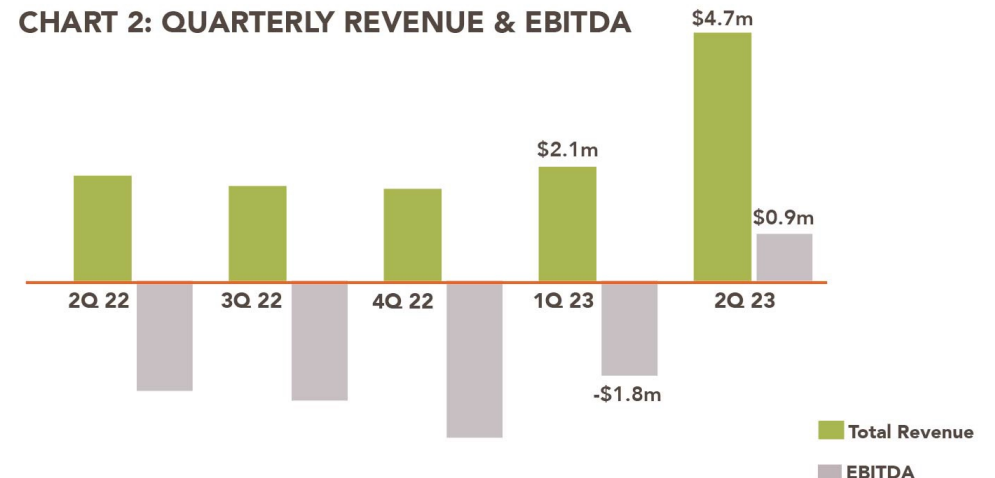


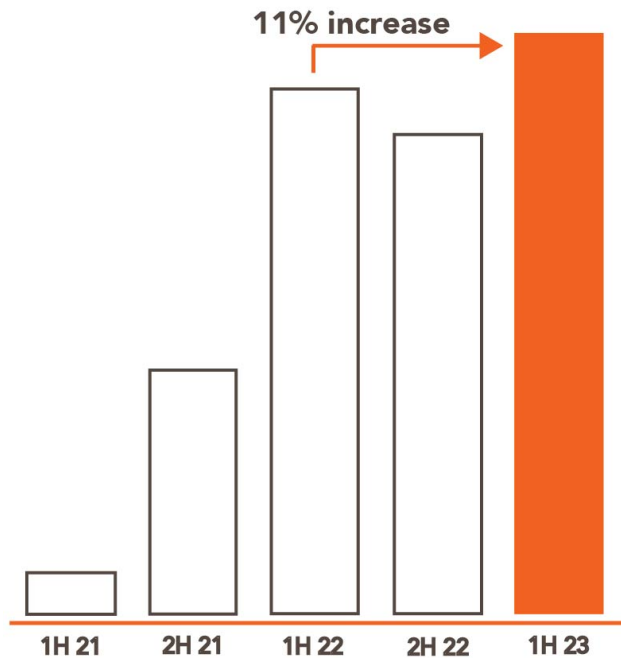
CHART 2: QUARTERLY REVENUE & EBITDA



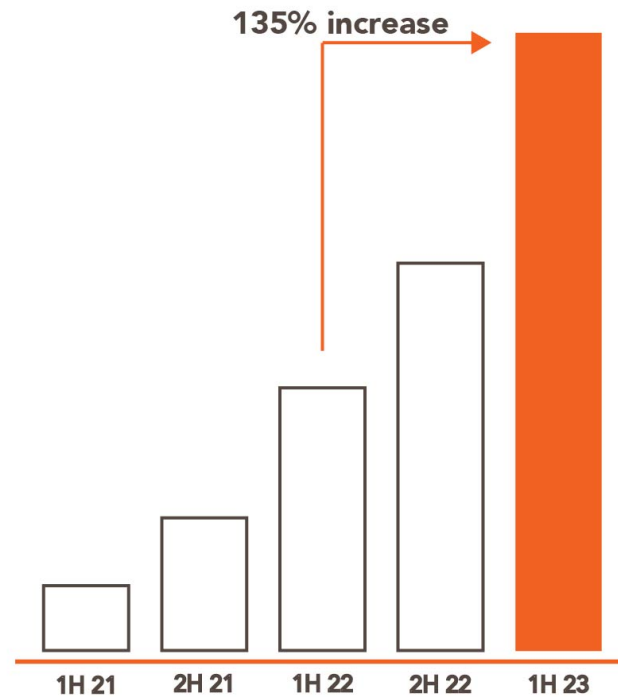
Improvements across all key business metrics

Income Asset Management Group Limited (ASX: IAM)

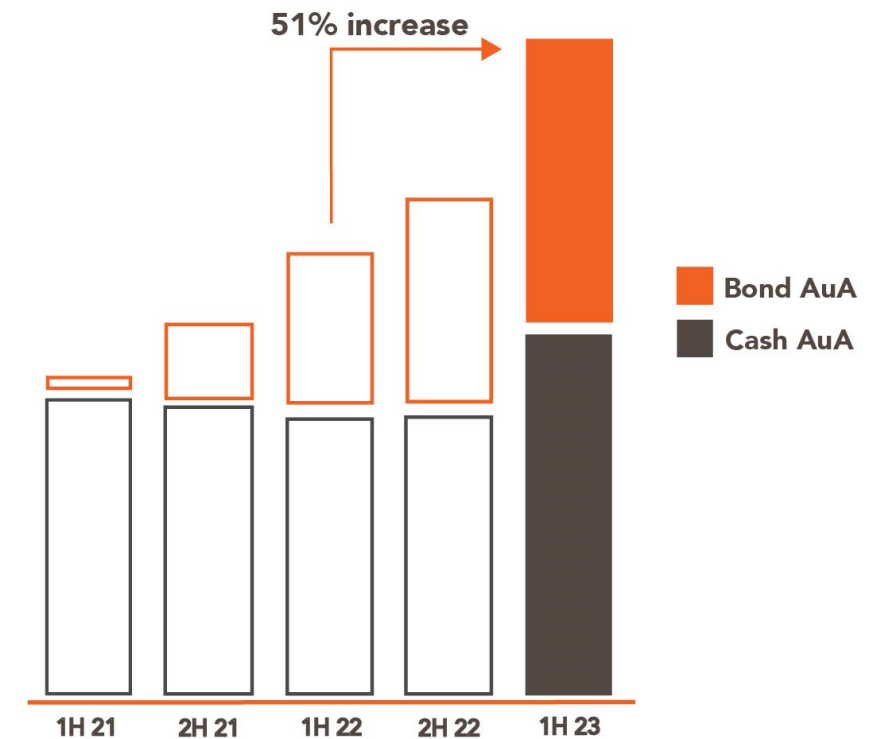
BOND TRADING VOLUMES



NEW BOND CLIENTS



BONDS AND CASH AUA



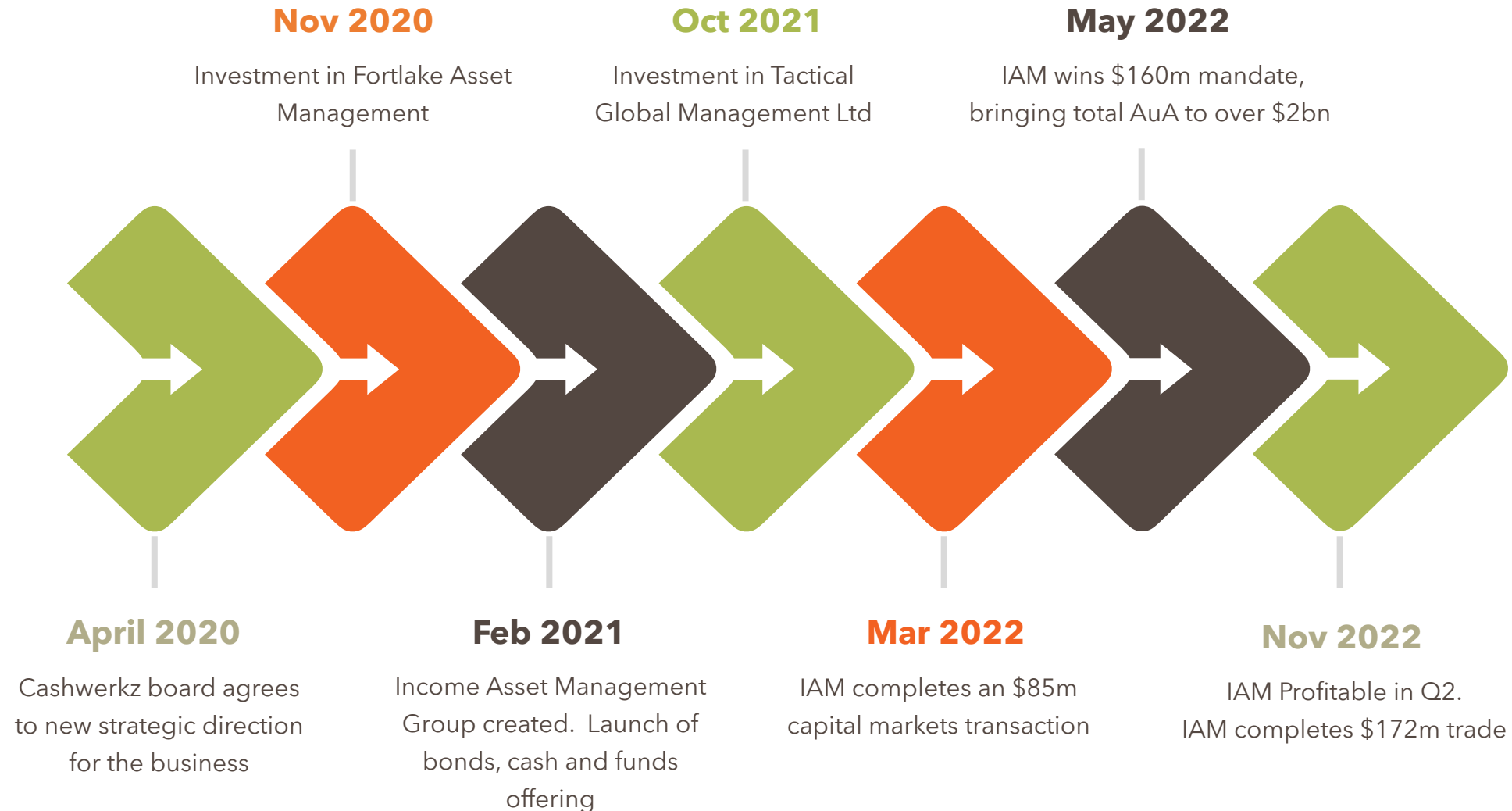
IAM is moving through our growth stage. We have the capacity now to originate and source quality transactions and place them in large volume, with our ever-growing list of investors.

H1 FY23 Highlights

- Moved into secondary loan placements.
- Growth in our model bond portfolio service to over \$400m in AuA, the template in place.
- Strong Debt Capital Market deal flow with incoming origination enquiry.
- Growth in the list of investors, word of mouth driving enquiry, total clients over 1,000.
- Trustees Australia Limited (TAL) now profitable after acting as Bare Trustee on several recent transactions. TAL is now a revenue centre as opposed to a cost centre.
- Fortlake Asset Management (FAM) named “Best-performing fixed-income fund for 2022” by Livewire Markets. FAM FUM hits \$332m as of 31 December 2022.
- 45% increase in Cash Brokerage to \$0.7m, driven by a 30% increase in Cash AuA to \$1.5bn.
- \$10m IAM Note successfully placed. Note investors also receive company option with a strike price of 25c.

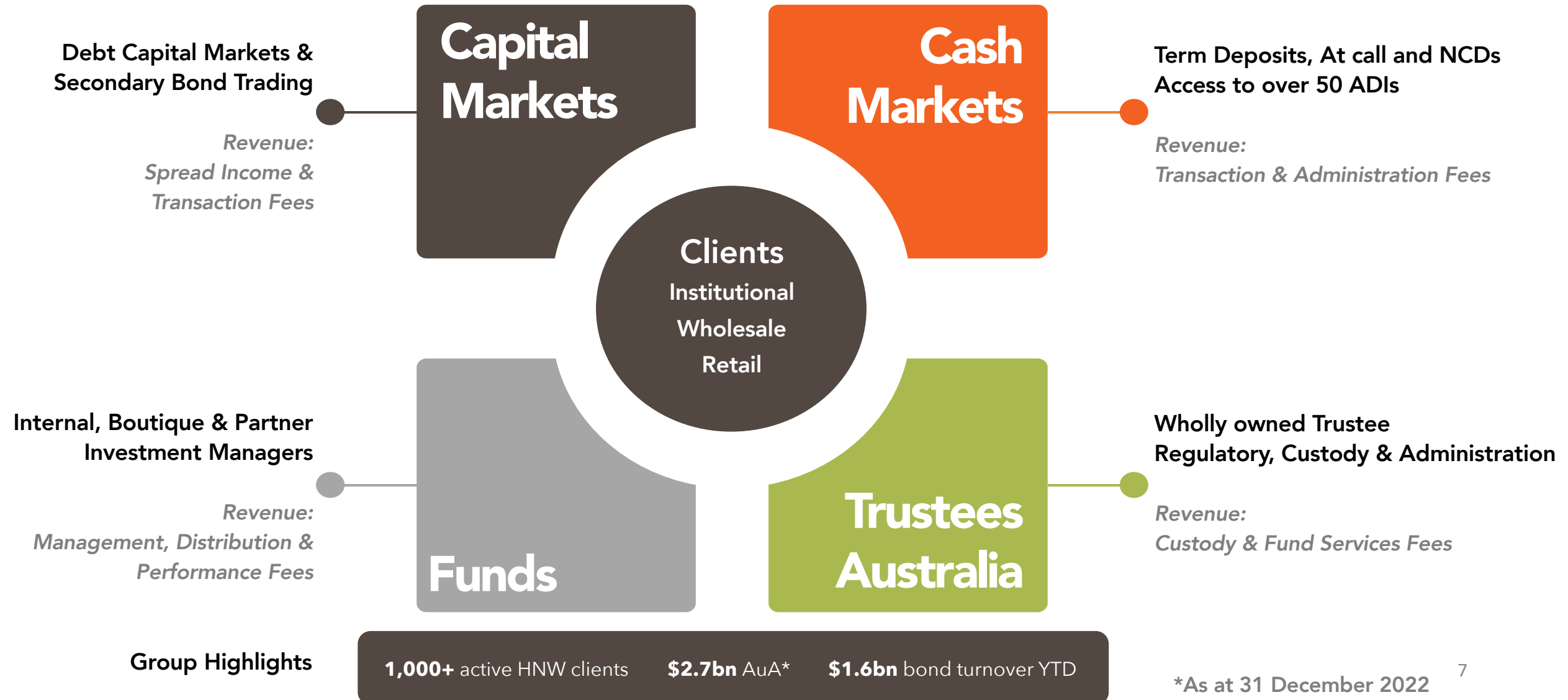
About Income Asset Management (ASX: IAM)

IAM specialises in bond issuance and trading, cash products and funds distribution



About Income Asset Management Cont.

Our business divisions are complimentary with each division creating value for the others



Favourable market conditions continue to drive growth across all business divisions

H2 FY23 Outlook

- A significant pipeline of secondary loan transactions and 'special situation' deals.
- A large take-up of our Model Bond portfolio, offering a simple, transparent and cost-effective way to invest in Investment Grade bonds. Investment platforms, Private Banks and Advisory firms, looking for a simple solution for debt investment.
- Investigating the best model to 'crack' the listed bond opportunity. We see listed bonds as the key to offering bonds in a scalable manner to retail clients, so there is a huge potential for growth in this space.
- Expecting strong demand for IAM's cash solutions.
- Incoming enquiry for Fund distribution both locally and internationally.
- Funds Division looking to move into Funds Management to capitalize on expertise and distribution network.
- TGM is progressing with new funds for distribution.
- A new technology platform being introduced in 4Q FY23 will ensure all parts of the business are able to manage the rapid scaling of the Group.

ASX Market Announcement

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This announcement was approved for release by the IAM Board of Directors.

The Group consists of:

- **Income Asset Managements Group Ltd**
ACN 010 653 862
- **IAM Capital Markets Limited**
ACN 211 273 048 AFSL 283119
- **IAM Funds Pty Ltd**
ACN 643 600 088
- **Trustees Australia Limited**
ACN 010 579 058 AFSL 260038
- **IAM Cash Markets Pty Ltd**
ACN 164 806 357

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The background of the slide features a close-up, artistic photograph of several old, heavily worn coins. The coins are dark and textured, with some showing faint embossed designs. They are arranged in a way that creates a sense of depth and history, with some coins in sharp focus and others blurred in the foreground and background.

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