



# INCOME ASSET MANAGEMENT ANNUAL GENERAL MEETING

25 November 2024

## **No investment advice or offer of shares**

This presentation does not constitute investment advice, or an inducement or recommendation to acquire or dispose in any shares of IAM, in any jurisdiction.

## **Risks and assumptions**

This presentation contains statements (including forward-looking statements), opinions, projections, forecasts and other material, based on various assumptions. Whilst this presentation was prepared with care and attention, those assumptions may or may not prove to be correct. All forward-looking statements, whilst considered reasonable by the Company at the date of this presentation, involve known and unknown risks, assumptions and uncertainties, many of which are beyond IAM's control. There can be no assurance that actual outcomes will not differ materially from those stated or implied by these forward-looking statements, and readers are cautioned not to place undue weight on such forward-looking statements. To understand more about the risks and uncertainties faced by the Company, please refer to IAM's 2024 Annual Report.

Statements about past performance are not necessarily indicative of future performance. To the extent required by law, neither the Company nor any of its directors, officers, employees and agents give any warranty, representation or guarantee as to the accuracy or likelihood of fulfillment of any forward-looking statement in this presentation or assumption upon which any part of this presentation is based or the accuracy, completeness or reliability of the information contained in this presentation.

## **Non-GAAP financial measures**

A number of non-GAAP financial measures are used in this presentation. You should not consider any of these in isolation from, or as a substitute for, the information provided in the audited consolidated financial statements, which are available on the Company's website.

## **Dollar estimates**

All references to dollars, cents or \$ in this presentation are to Australian currency, unless otherwise stated.

# Agenda

---

- Chair's welcome
  - Greetings and agenda
  - Business update
- Formal business of the meeting
  - Notice of meeting
  - Voting on resolutions
- Close of meeting



Chair's welcome

# Business Update



## **FY24 was an eventful and volatile year for IAM.**

- Strong growth in client numbers and Funds Under Advice (FUA)
- Improving revenue run rate with FY impacted by poor first quarter
- High costs; including one-off expenses for legacy systems
- Problematic operations and settlements processes.

**Post the capital raise recently announced and mostly completed, we have repaid debt and so have reduced our cost base by \$1.5m on an annualised basis, including the reduced interest burden.**

## **IAM capital raise**

### **The capital raise was important for several reasons:**

- It allows us to repay our \$10m in debt, eliminating interest costs by \$1.2m per annum and reduced administration burden
- It builds a stronger working balance sheet, to generate interest revenue but also support mismatched settlements and other ways the firm can help facilitate client settlements
- It has refreshed our share register with new investors to the firm
- It introduces Morgans research to complement the research from Blue Ocean Equities, giving investors a regular update on the firm from two sources close to IAM.

## Administration switch to Perpetual Corporate Trust

**Now that our interest burden is gone, once the agreement with PCT is fully implemented, the total of our cost reduction will be circa \$4m.**

- PCT are Australia's leading experts in fixed income administration and custody
- Our client experience will be industry leading and our costs will be lower
- The cost of PCT administration and custody will be passed on to clients
- With the same number of clients and same volume of trades, the brokerage revenue will contribute more meaningfully to profitability going forward – but of course we know sales and activity will increase

## Sales activity

**We see continued growth in our investment grade (IG) bond turnover**

- Recent new issues for CBA, Barclays and Woolworths have been well received by clients
- **IAM recently bid for \$200m or 13% of the total \$1.5bn of the CBA T2 capital deal, our largest bid ever.** Investors were delighted to invest in a CBA subordinated bond that paid well over 6% to investors, while the dividend yield is 4.2% to investors.

## Sales activity (cont.)

### Introducing our Loans and RMBS products to investors

- Co-Head of Capital Markets, James Shillington, completed a national roadshow presenting our Loan product which was well received and will support future loan transactions
- Head of Structured and Asset Backed Securities, Tony Perkins, will soon begin a national roadshow of the RMBS market
- We are seeing significant demand from investors in the bank T2 market, especially as investors prepare for the transition from ASX Hybrid Tier 1 issuance. CBA has a listed hybrid maturing soon and their T2 was issued at much wider margin. Investors don't want to replace all T1 exposure with T2, leading to greater interest in RMBS and higher yielding bonds and loans.

**IAM total bond and loan FUA is now in excess of \$2.1bn and client accounts over 2300** - both metrics are growing strongly now that the capital raise has assured investors of the support for IAM.



---

# Notice of meeting

---

# Voting on resolutions

# ITEM 1: IAM Group Ltd Financial Statements and Reports

---



To receive and consider the Financial Report, the Directors' Report and Auditor's Report of the Company for the year ended 30 June 2024.

## ITEM 2: Remuneration Report

---



To consider and, if thought fit, to pass the following Resolution as an ordinary resolution of the Company:

*“To adopt the Remuneration Report for the year ended 30 June 2024.”*

### Notes:

- In accordance with section 250R of the Corporations Act, the vote on this resolution will be advisory only and will not bind the Directors of the Company
- A voting exclusion statement applies to this resolution, as set out in the Explanatory Notes

## ITEM 3: Election of Director - Mr Simon Maidment

---



To consider and, if thought fit, to pass the following Resolution as an ordinary resolution of the Company:

*“That Mr Simon Maidment, who was appointed as an additional director effective 29 April 2024, and who holds office until the end of the Meeting in accordance with Clause 8.1 (c) of the Company’s Constitution and ASX Listing Rule 14.4, and being eligible, offers himself for election, be elected as a Director of the Company.”*

## ITEM 4: Approval of additional 10% placement capacity

---



To consider and, if thought fit, to pass the following Resolution as a special resolution of the Company:

*“For the purpose of Listing Rule 7.1 A and for all other purposes, to approve the issue of additional Equity Securities up to 10% of the issued capital of the Company (at the time of issue), calculated in accordance with the formula prescribed in Listing Rule 7.1 A.2 over a 12- month period and on the terms and conditions set out in the Explanatory Memorandum.”*

Note:

- A voting exclusion statement applies to this resolution, as set out in the Explanatory Notes.



## ITEM 5: Approval of placement of first tranche

---



To consider and, if thought fit, to pass the following Resolution as an ordinary resolution of the Company:

*“That for the purposes of ASX Listing Rule 7.4 and for all other purposes, Shareholders ratify the prior issue and allotment of 49,630,623 fully paid ordinary shares in the Company, on the terms and as outlined in the Explanatory Notes accompanying the Notice.”*

### **Note:**

- A voting exclusion applies to this resolution (see Explanatory Notes for details)

## ITEM 6: Approval of issue of Shares under Conditional Tranche 2 of the Placement

---



To consider and, if thought fit, to pass the following Resolution as an ordinary resolution of the Company:

*“That for the purposes of ASX Listing Rule 7.1 and for all other purposes, Shareholders approve the issue and allotment of 47,420,893 fully paid ordinary shares in the Company, on the terms and as outlined in the Explanatory Notes accompanying the Notice.”*

### **Note:**

- A voting exclusion applies to this resolution (see Explanatory Notes for details)

## ITEM 7: Approval of issue of Shares to an Associate of Mr Simon Maidment

---



To consider and, if thought fit, to pass the following Resolution as an ordinary resolution of the Company:

*“That for the purposes of ASX Listing Rule 10.11.1, Shareholders approve the issue of 3,333,333 fully paid ordinary shares in the Company to Simon Roderick Maidment and Patricia Anne Maidment as Trustees for the S and P Maidment Superannuation Fund, on the terms and as outlined in the Explanatory Notes accompanying the Notice.”*

### **Note:**

- A voting exclusion applies to this resolution (see Explanatory Notes for details)

## ITEM 8: Approval of issue of Options to Lead Managers and Underwriters

---



To consider and, if thought fit, to pass the following Resolution as an ordinary resolution of the Company:

*“That for the purposes of ASX Listing Rule 7.1 and for all other purposes, Shareholders approve the issue of 750,000 options to each of Blue Ocean Equities Pty Limited and Morgans Corporate Limited, on the terms and as outlined in the Explanatory Notes accompanying the Notice.”*

### **Note:**

- A voting exclusion applies to this resolution (see Explanatory Notes for details)

# Voting

A blue-tinted photograph of a modern glass building on a rooftop terrace. The building has large glass panels reflecting the sky and the city skyline in the background. The terrace floor is made of light-colored tiles, and there is a low wall or railing in the foreground. The overall mood is serene and architectural.

## Proxy Voting Summary

**Income Asset Management Group**  
**Annual General Meeting**  
**Monday, 25 November 2024**

### Security Classes

FPO Escrowed Expiry TBA Client  
Fully Paid Ordinary Shares

Resolutions	For		Against		Open		Open - Unusable 'in favour'		Totals		Exclusions		Abstain		No Instruction Securities
	Holders %	Votes %	Holders %	Votes %	Holders %	Votes %	Holders %	Votes %	Holders	Votes	Holders	Votes	Holders	Votes	
2. Adoption of the Remuneration Report	23 65.72	114,188,238 96.62	6 17.14	1,607,975 1.36	6 17.14 0.00	2,382,764 0* 2.02 0.00	0 0.00	0 0.00	35	118,178,977	4	37,051,223	0	0	114,991,565
3. Election of Mr Simon Maidment as a Director	32 82.06	152,822,336 98.45	1 2.56	25,100 0.02	6 15.38	2,382,764 1.53	0 0.00	0 0.00	39	155,230,200	0	0	0	0	114,991,565
4. Additional 10% Placement Capacity	24 72.73	121,752,100 97.78	3 9.09	390,625 0.31	6 18.18	2,382,764 1.91	0 0.00	0 0.00	33	124,525,489	0	0	6	30,704,711	114,991,565
5. Ratification and approval of the issue of Shares under Tranche 1 of Placement	27 71.06	111,844,791 76.68	3 7.89	28,660 0.02	8 21.05	33,979,685 23.30	0 0.00	0 0.00	38	145,853,136	0	0	2	9,377,064	114,991,565
6. Approval of issue of Shares under Conditional Placement	26 70.27	111,593,791 76.64	3 8.11	28,660 0.02	8 21.62	33,979,685 23.34	0 0.00	0 0.00	37	145,602,136	0	0	3	9,628,064	114,991,565
7. Approval of issue of Shares to an Associate of Mr Simon Maidment	27 71.05	151,238,121 97.58	5 13.16	1,358,315 0.88	6 15.79	2,382,764 1.54	0 0.00	0 0.00	38	154,979,200	0	0	1	251,000	114,991,565
8. Approval of issue of Options to Lead Managers and Underwriters	23 69.70	121,172,815 97.31	4 12.12	969,910 0.78	6 18.18	2,382,764 1.91	0 0.00	0 0.00	33	124,525,489	0	0	6	30,704,711	114,991,565



# Close of meeting

---



**THANK YOU**

# Contact us

**P:** 1300 784 132

**E:** [sales@incomeam.com](mailto:sales@incomeam.com)

**W:** [incomeam.com](http://incomeam.com)

