

20 March 2025

Company Announcements  
Australian Securities Exchange

## **Clime Investment Management Limited (ASX: CIW)**


Dear Shareholders,

Clime Investment Management Limited is presenting at the TIP Group (ASX: TIP) Small Cap Conference on Thursday, 20 March 2025.

A copy of the presentation is attached.

This announcement is approved by the Board of Directors of Clime Investment Management Limited for release to the ASX.

For enquiries, please contact Michael Baragwanath (MD) on 1300 788 568 or via email at [info@clime.com.au](mailto:info@clime.com.au).



**Michael Baragwanath**  
**Managing Director**

MARCH 2025

# Clime Investment Management (CIW.ASX)

Michael Baragwanath – Managing Director

TIP Group Small Cap Conference Presentation



# Disclaimer

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# Clime - Clever investing made easy



## **Founded in 1996 Listed on the ASX in 2001**

- Founder led, strongly supported



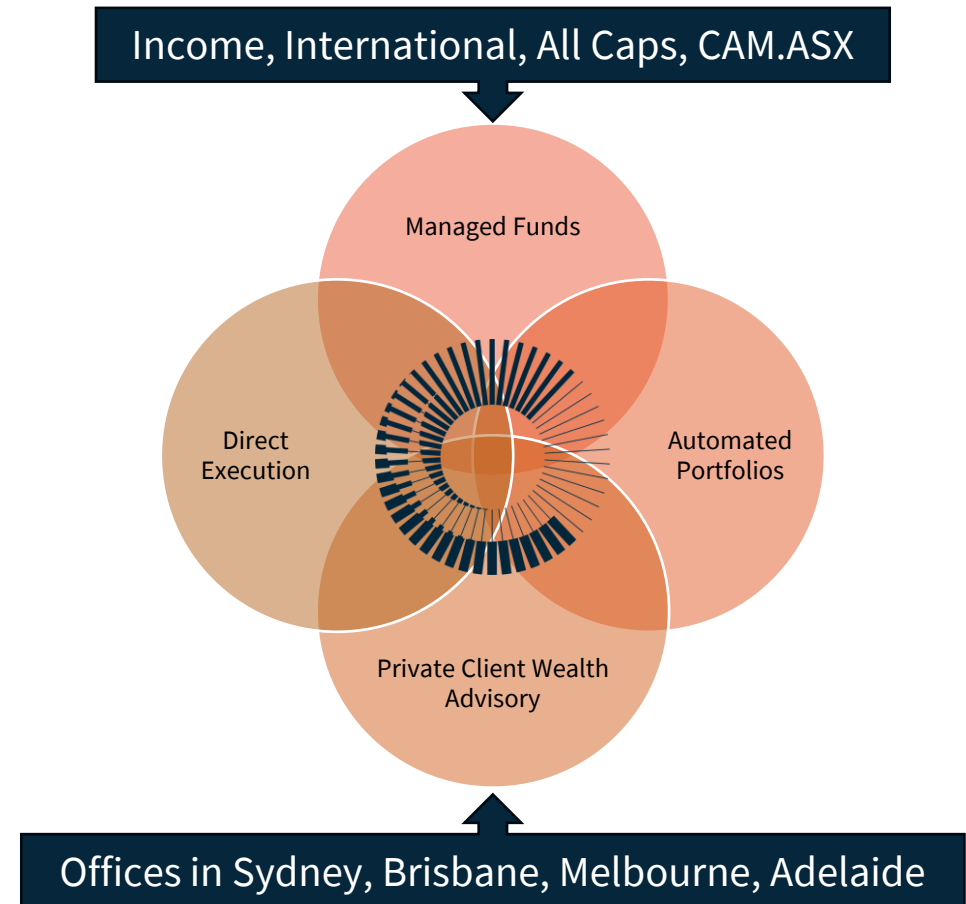
## **\$1.6 Billion Funds Under Management**

- Retail, Wholesale, Models, LIC, Direct



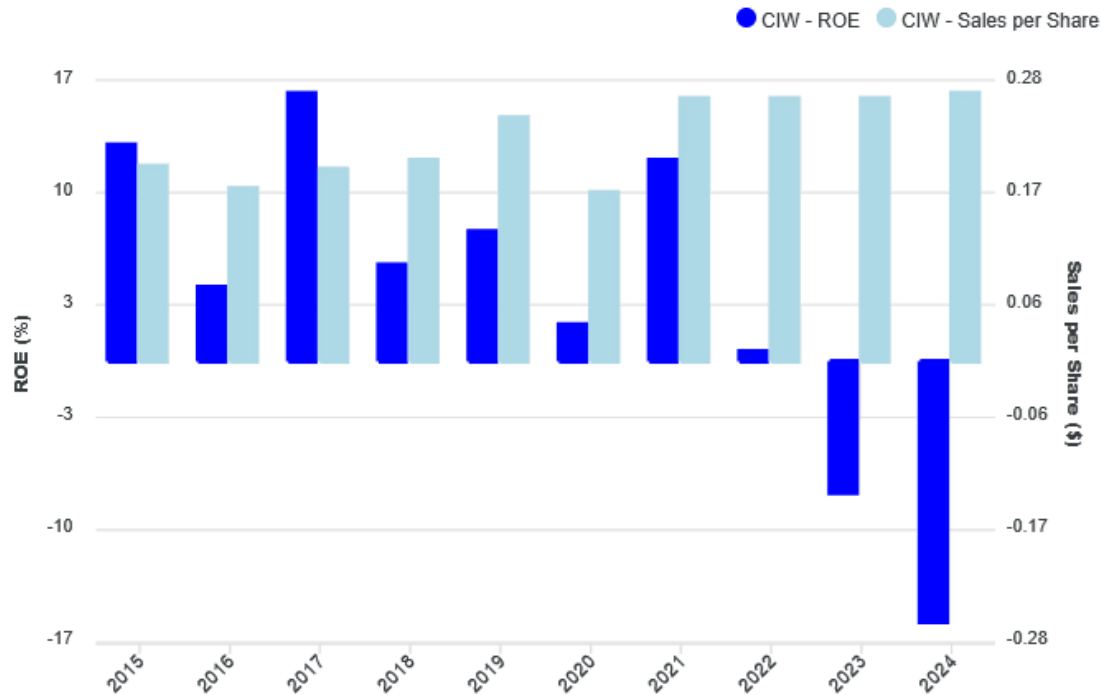
## **End to end offer with strong network effect**

- Advice, Models, Funds, Execution



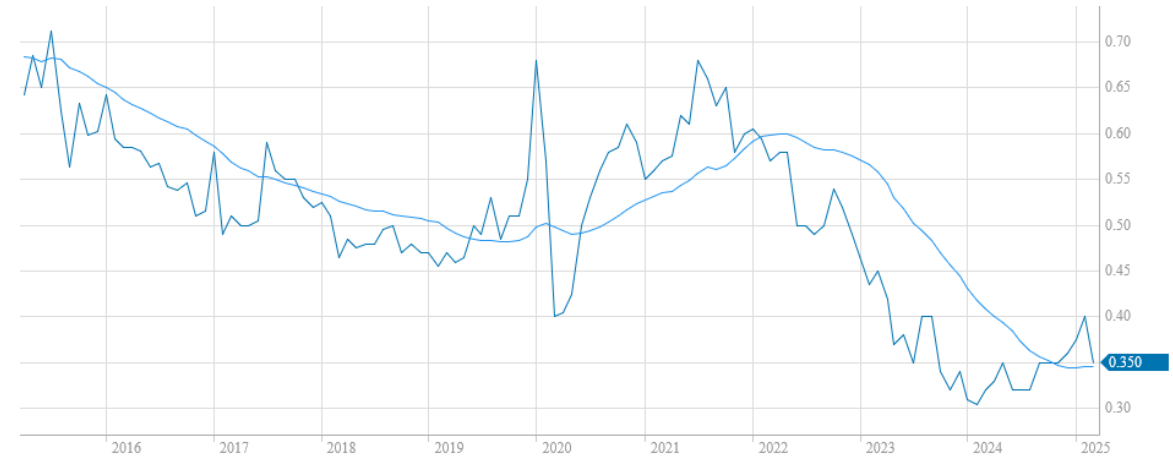
# Turnaround or Capital Killer™?

Return on Equity and Sales Per Share



TM: Capital Killers is trademark registered by Teaminvest Pty Ltd

Share price over time



“

December 2024 Half year results:

- Profit **up 137%** to \$405,000 (half)
- Revenue **up 2%** to \$6,070,000 (half)
- **\$1,503 change in Profit from Dec 23 – Dec 24**
- **Sale of Madison Licensee**
- **Executive cost out**, reinvestment in front-line staff



# Financials

Funds management and related activities revenue

Private wealth and corporate advisory services

Investment software

Performance fees generated

Income from direct investments, net

Others

**Gross income**

Share of net profit of associate

Net realised and unrealised losses on financial assets at fair value through profit or loss

**Total operating income**

Staff costs before redundancy costs

Funds administration, custody and investment management expenses

Sales and marketing expenses

Occupancy costs (excluding depreciation on right-of-use assets)

Other administrative expenses

**Total operating expenses**

**Operating profit/(loss) from continuing operations\***

31 December 2024	31 December 2023
\$	\$
3,565,730	4,115,482
2,250,223	1,401,298
12,817	34,775
7,831	1,148
202,293	327,343
31,750	46,000
<b>6,070,644</b>	<b>5,926,046</b>
<b>10,405</b>	-
<b>(36,169)</b>	<b>(86,866)</b>
<b>6,044,880</b>	<b>5,839,180</b>
(3,155,092)	(4,004,844)
(413,881)	(648,111)
(84,188)	(186,615)
(193,334)	(135,289)
(1,467,134)	(1,713,982)
<b>(5,313,629)</b>	<b>(6,688,841)</b>
<b>731,251</b>	<b>(849,661)</b>

Transitioning clients from non-advised IMA's to advised SMA's was lowering operational complexity at the cost of client flexibility, control and value – this activity was halted.

Executive cost out and Madison staff. Staff wages were above average for skill/experience.

Renegotiation of supplier contracts.

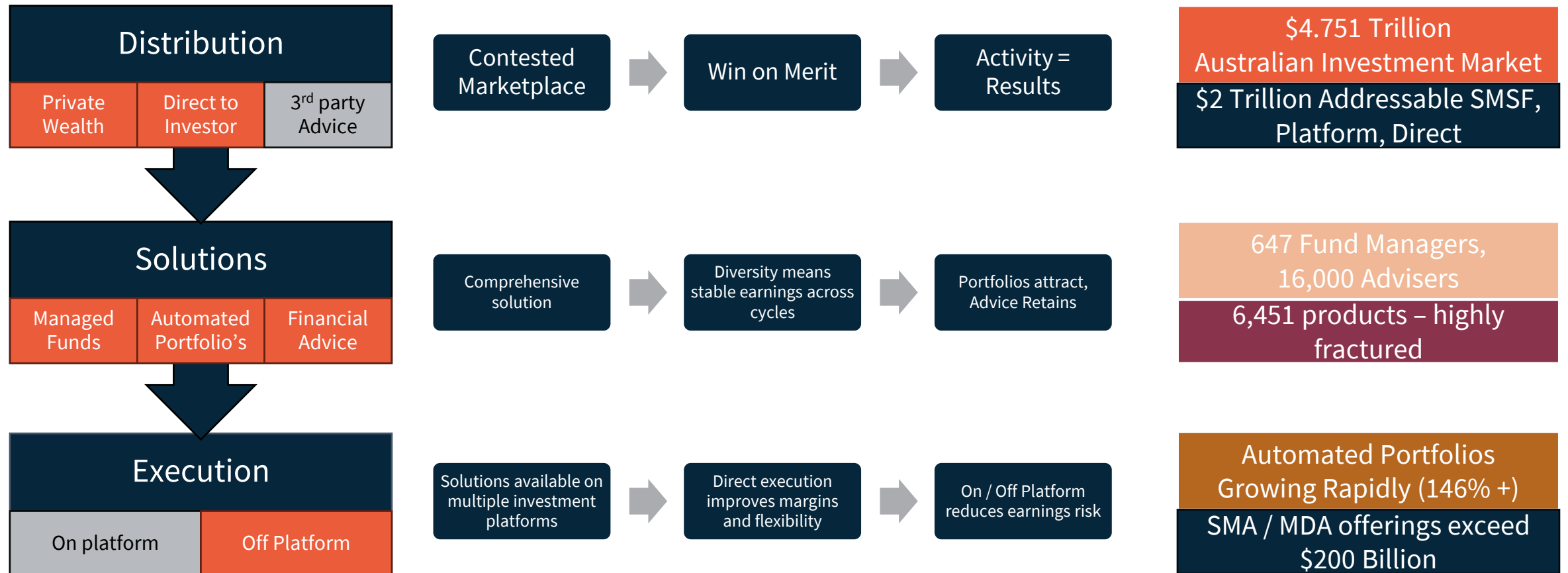
Lease costs understated (serviced office treated as admin expense). Two new office locations under contract

Significant cost reductions in insurance and IT expenses with improved hardware & cyber security

\* source: CIW HY25 audited financial statements



# Now comes the hard part!





The background is a dark, monochromatic image featuring a complex architectural or structural design. A prominent feature is a series of white, rectangular blocks or panels arranged in a curved, fan-like pattern on the left side. These blocks are connected by thin, white lines, suggesting a structural framework. The overall texture is a fine, grid-like pattern, possibly representing a mesh or a digital surface. The lighting is dramatic, with strong highlights and deep shadows, emphasizing the geometric forms and the intricate details of the structure.

**Strategy**

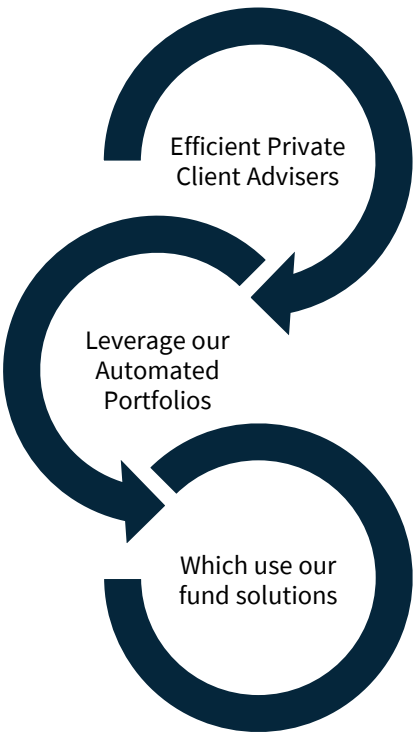


# Leveraging Complexity

Physical footprint in every State:

trust  
^

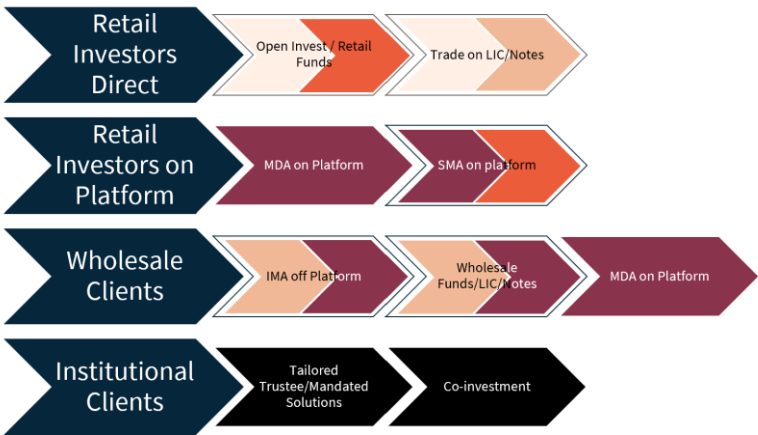
Private Wealth Advisers with a personal touch



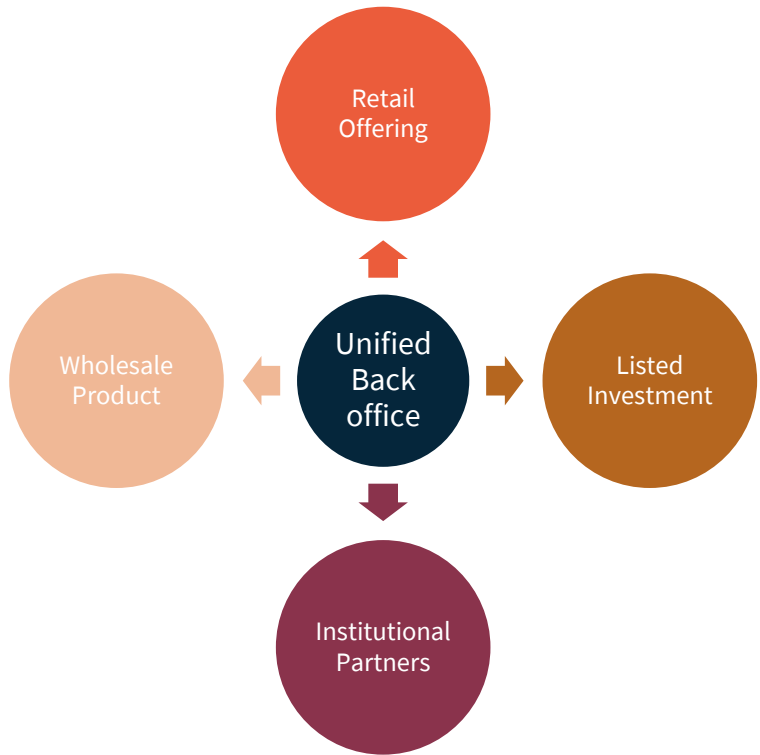
Multi-Channel Multi-Asset Strategy:

scale  
^

Separately Managed Accounts **on platform**  
Individually Managed Accounts **off platform**  
Managed Discretionary accounts **partner platform**



Single Trading Desk – Multiple Solutions



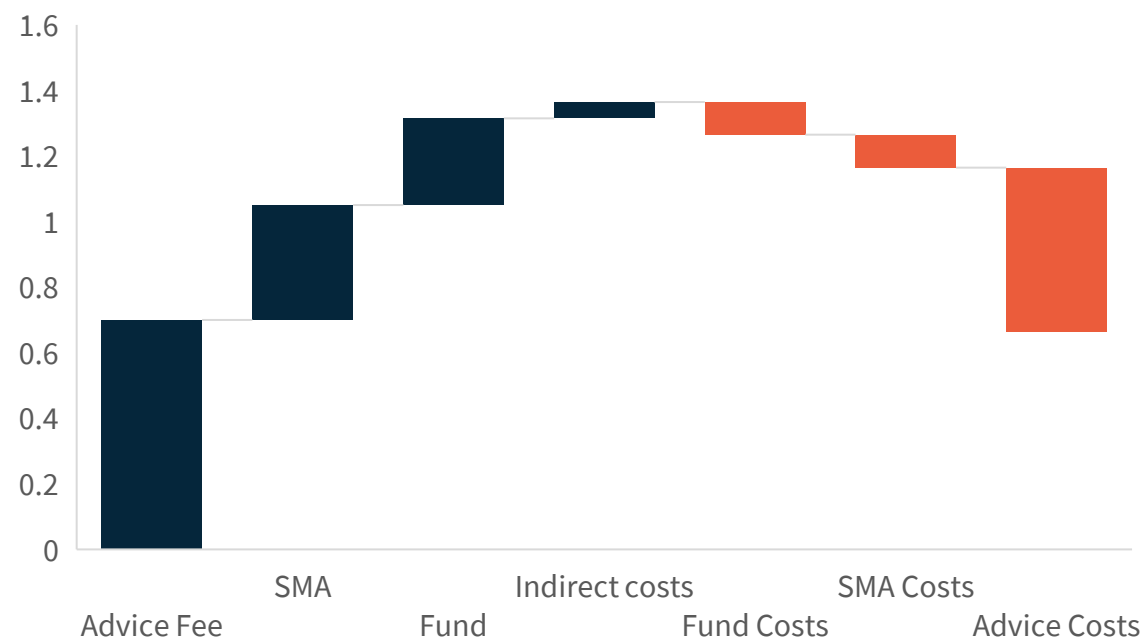
# Investors dine – we just bring them the menu

## Advised Clients (dine in)

100% of Investor portfolio

Lapse / Redemption rate >5% per annum

High labour cost and risk

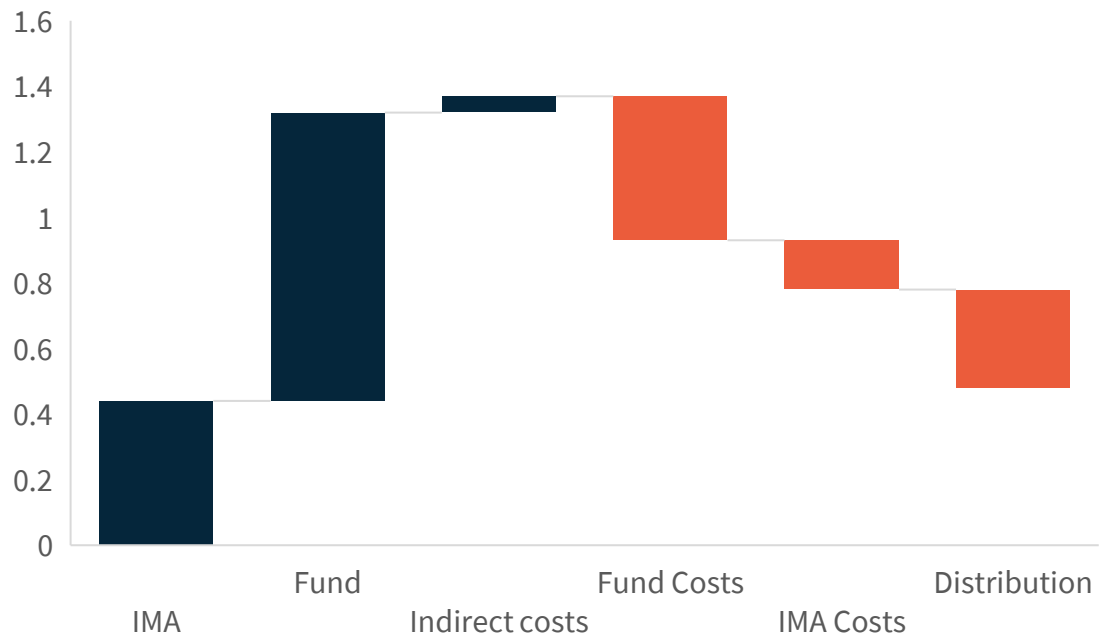


## (take away) Direct Clients

20% of Investor portfolio

Lapse / Redemption rate <7% per annum

Lower labour cost and risk



\* Cost breakdown highlighted above for information purposes only



# Clever Investing - CAM.ASX

## Equity Investor

- Seeks capital growth and reasonable yield

## Solution Delivered

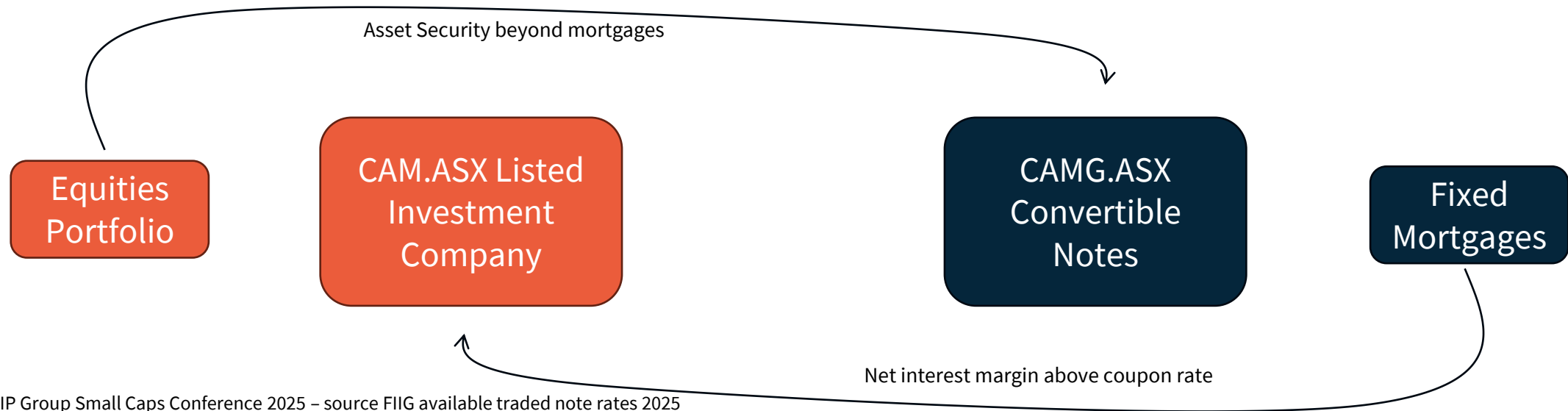
- Higher Dividend Yields on average
- 100% Exposure to Australian Equities

## Debt Investor

- Seeks consistent yield, lower risk and liquidity

## Solution Delivered

- Liquidity through an ASX traded instrument
- Real asset security and top quartile yield





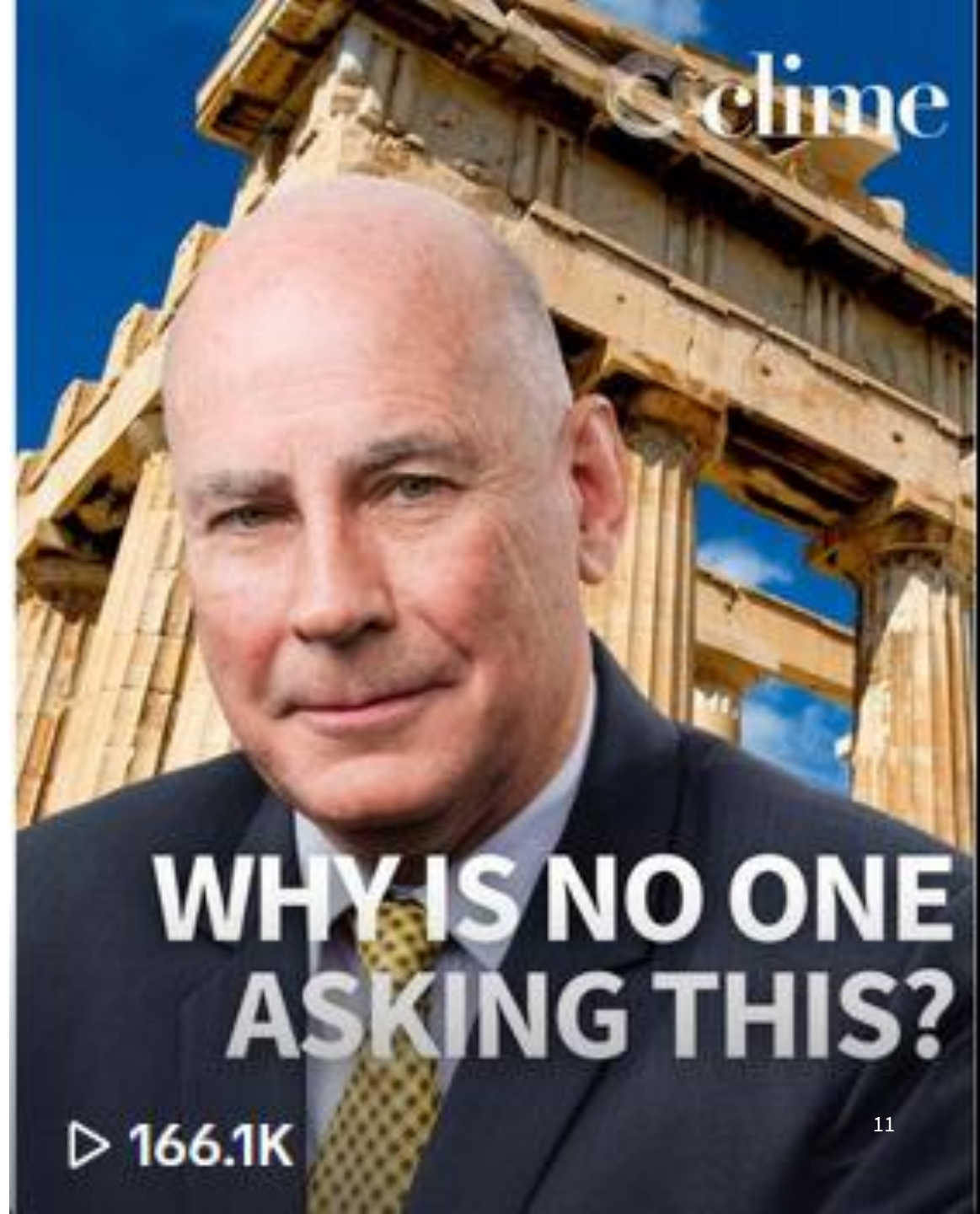
# Connecting with the next generation

Connecting with new and existing investors in new ways.

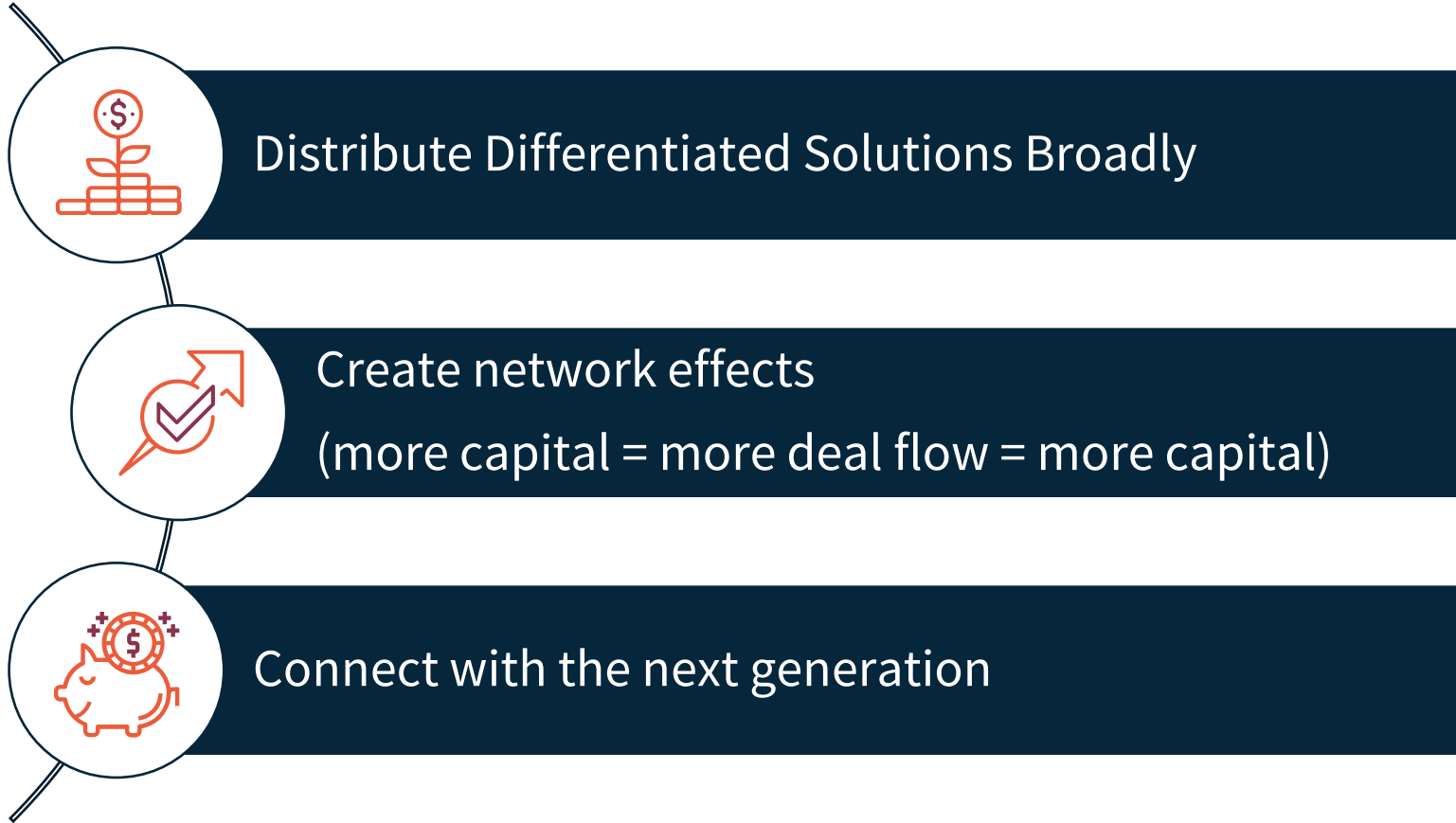
- **Zero marketing spend**
- **Short punchy videos**
- **471,717 views in 2 months (from near 0)**
- **9,699 Likes (from 0)**
- **1,227 comments (from 0)**
- **1,323 shares (from 0)**
- **Total watch time - 118 days**



TIP Group Small Caps Conference 2025



# Strategy Summary

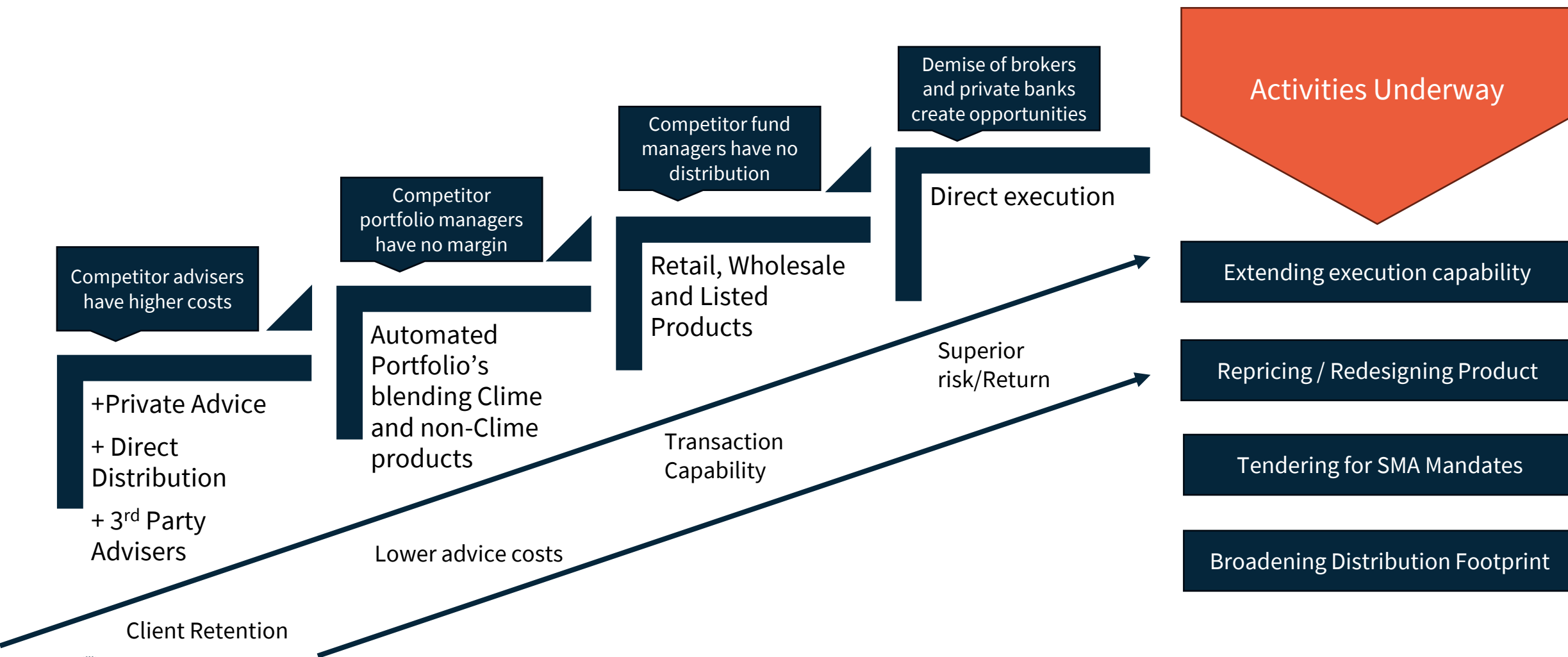




# Moats



# Cost and Network Competitive Advantages





**Risks**



# Risks and Mitigants

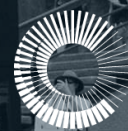
Risk	Impact	Probability	Recent Mitigants
Compliance failure	Medium	Medium	Tri-party compliance and supervision (internal, external funds specialist, external advice specialist)
IT Security	High	High	>6-month-old hardware, complete partner review and penetration test.
Market	Medium	High	Diversified product offering across income, equities, international
Key person	Medium	Medium	Recruitment of 3 additional portfolio managers and two operations managers
Regulatory change risk	High	Medium	Review of product and distribution program based on expected changes.





A black and white photograph of the Sydney Opera House and the Sydney Harbour Bridge. The Opera House's iconic white, shell-like roof is in the foreground, with its geometric patterns clearly visible. Above it, the massive steel truss structure of the Harbour Bridge dominates the upper half of the frame. In the lower foreground, a wide set of stairs leads up towards the Opera House, with several people walking on them. To the right, a sign for the 'Box Office and Foyers' is visible, along with the 'clime' logo. The word 'Trust' is written in a large, white, sans-serif font on the left side of the image.

Trust



clime



# Our Board



**John Abernethy**

Chair  
of the board

*Founder and chair of Clime, over 40 years of funds management experience across all asset classes.*



**Michael Baragwanath**

Managing  
Director

*18 years of financial services experience in advice, product, distribution, compliance commercial finance and international business.*



**Will Riggall**

Executive  
Director

*Chief Investment Officer and director of Clime managing portfolio of products including IMA, SMA and fund offerings. 20 years of Funds management experience*



**Henry Davis**

Non-Executive  
Director

*Practicing specialist tax lawyer, CBD city councillor and charitable trust board director.*



**Tushar Kale/  
Angela Wang**

Joint Company  
Secretary

**Tushar** – Chief Financial Officer, leader of Clime's finance team, extensive experience in senior banking, wealth and advisory businesses. **Angela** – practicing lawyer dealing in international business.



# Why Invest in Clime?



## Integrated Offering

- Our comprehensive product offering offers cost advantages and the ability to outmanoeuvre our competitors and capture a higher share of wallet



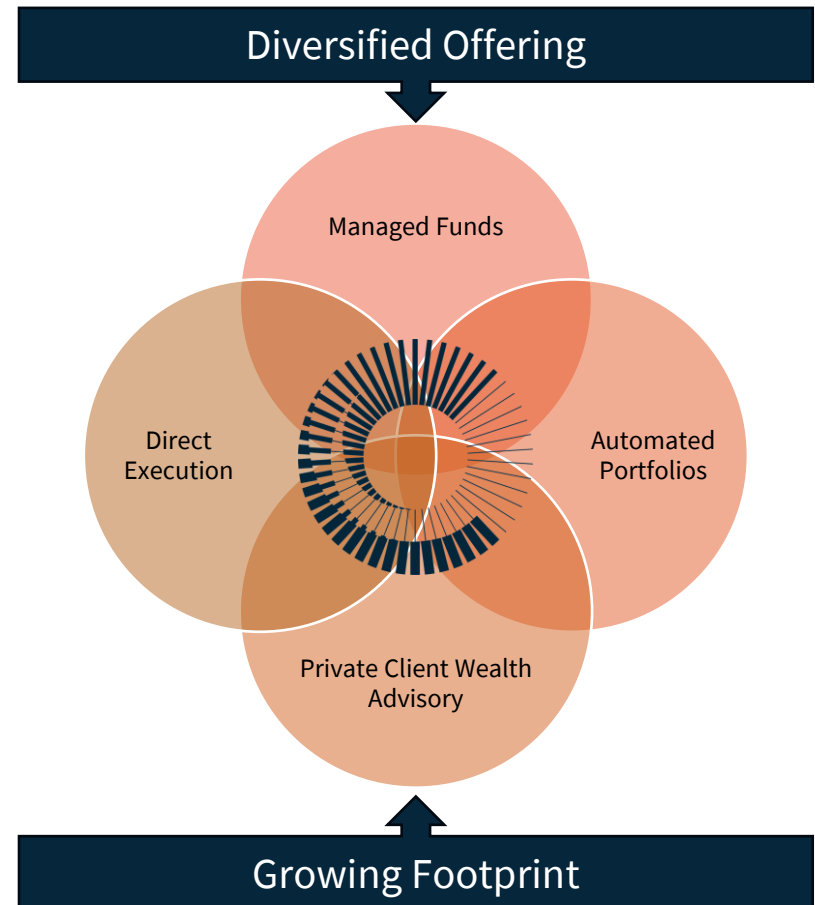
## Capital efficient

- Cost effective management and technology capable of delivering strong earnings growth over time.



## Right sized for success

- Small enough to be a challenger brand, large enough to execute.







clever investing made easy

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