



Coffee Microcaps Conference

Rod Bristow
Chief Executive Officer

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Clime Investment Management Limited

Company Overview

- Diversified financial services business
 - Investment Management
 - Private Wealth Advice
 - Third party distribution
 - DIY investor platform
 - SMSF administration
- National footprint
 - Sydney (head office), Melbourne and Brisbane
 - 31 staff
 - 11 investment staff with >150 years' collective experience



Clime Investment Management Limited

Top 10 Shareholders

Shareholder	#	%	Cumulative %
HSBC Custody Nominees (Australia) Limited	11,183,011	20.45%	20.5%
Torres Industries Pty Ltd & Nagarit Pty Limited (Nagarit Super Fund)	7,470,576	13.66%	34.1%
Locope Pty Ltd & Savoir Superannuation Pty Ltd	6,975,001	12.75%	46.9%
Double Pty Limited & Abernethy SMSF Pty Ltd	4,032,850	7.37%	54.2%
Mr David Schwartz (David Schwartz Family Holdings Account)	2,821,430	5.16%	59.4%
Capital Property Corporation Pty Ltd	1,241,122	2.27%	61.7%
Clodene Pty Ltd	1,159,121	2.12%	63.8%
Robansheil Pty Ltd	1,130,446	2.07%	65.9%
Ruminator Pty Ltd	871,419	1.59%	67.4%
Di Iulio Homes Pty Limited (Di Iulio Super Fund A/C)	850,000	1.55%	69.0%



FY19 Highlights



Fund Ratings



FY19 Summary

Financial results

Assets Under Management (AUM) \$961M at 30/9/19

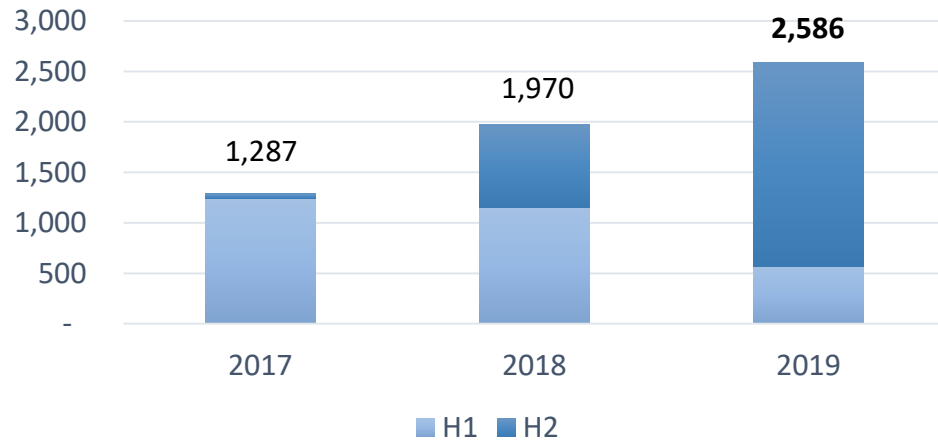
Up 4.1% from \$924M at 30/6/19

Item	30-Jun-19 (\$'000)	30-Jun-18 (\$'000)	Change (\$'000)	% Change
Revenue	12,448	10,864	1,584	15%
Net realised and unrealised gains on financial assets	759	89		
Occupancy expenses	(415)	(303)		
Administrative expenses	(10,219)	(8,683)		
Share of profit from joint venture	13	3		
EBITDA	2,586	1,970	616	31%
Depreciation and amortisation expense	(490)	(603)		
Net profit before income tax (NPBT)	2,096	1,367	729	53%
Income tax expense	(635)	(303)		
Net profit after income tax (NPAT)	1,461	1,064	397	37%

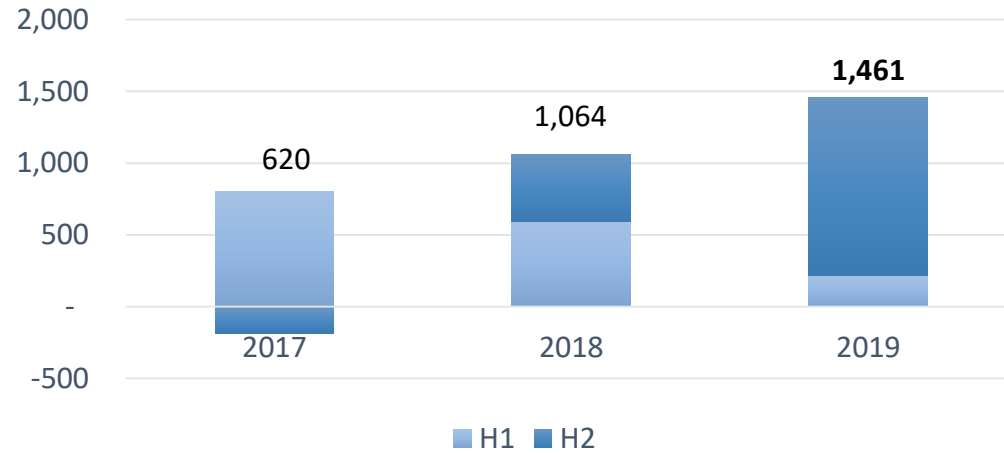


Track record of growth

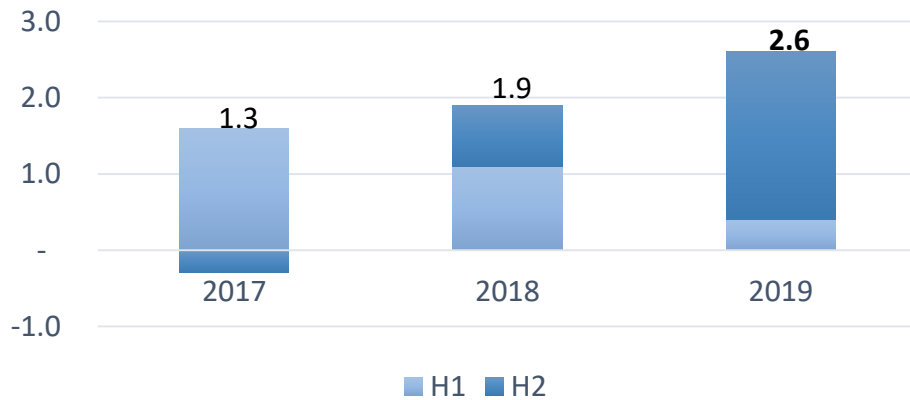
EBITDA ('000)



NPAT ('000)*



Earnings Per Share (cps)*



Fully franked grossed up dividend yield of
6.3% p.a based on 30 June 2019 closing price



**2017 NPAT and EPS adjusted for one off tax write back due to demerger of JASCO Ltd.*

FY19 Operational Summary

● Disciplined FY19 strategy execution

- HR Framework
- Executive Management Team
- Investment Management
 - Integration of CBG acquisition
 - Evolution of investment process and methodology
 - New product: Clime Fixed Interest Fund
- Future growth
 - \$1.9M investment in Private Wealth Advice (launched Nov. 2018)
 - Third party distribution of Clime investment products
- Active on-market share buyback
 - 0.6M shares bought back in FY19 at an average price of \$0.46 per share



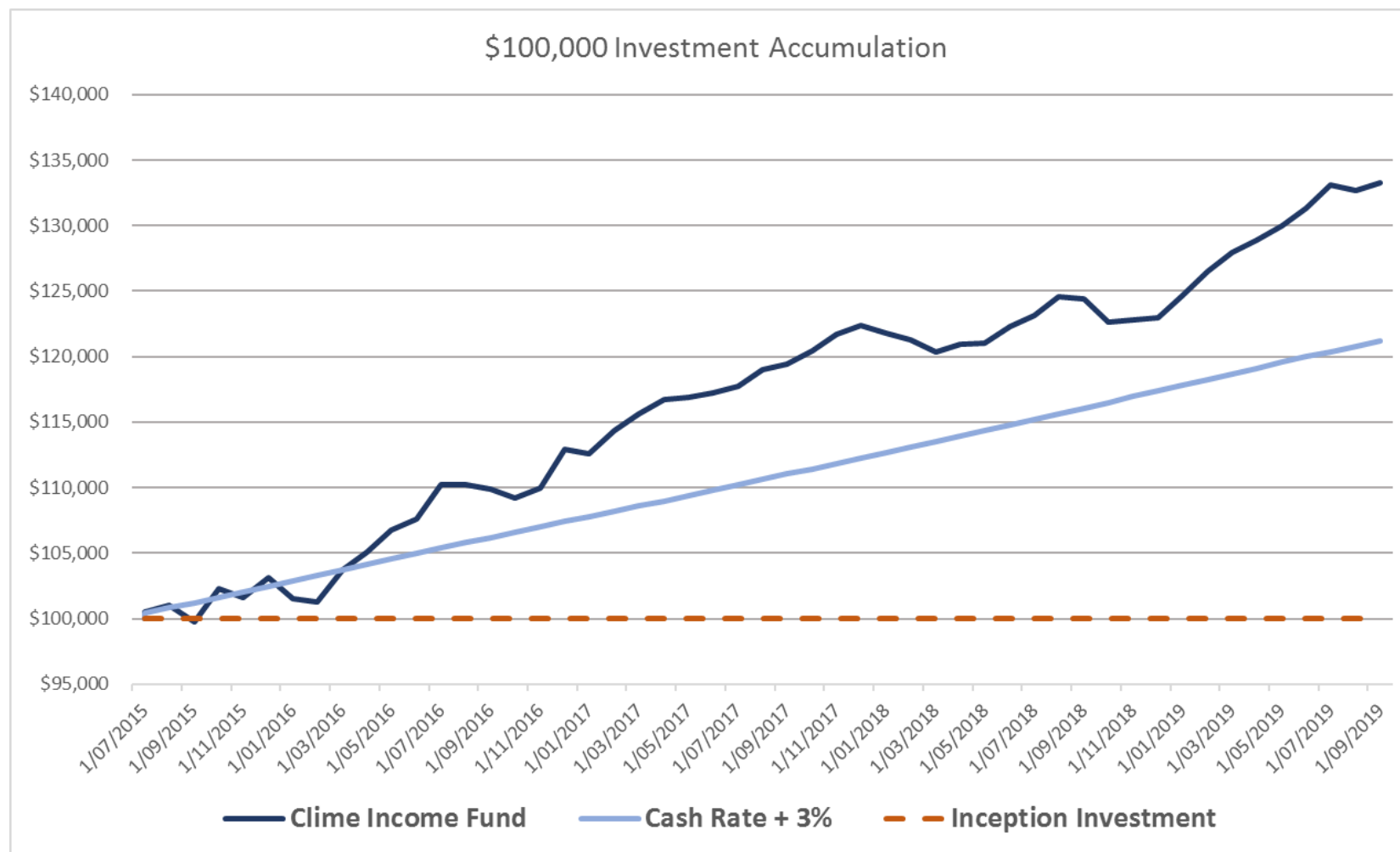
Investment Products

Investment type	Clime Group Product	Suitable for...	AUM (\$M) 30/9/19
Individually Managed Accounts (IMAs)	<ul style="list-style-type: none"> All Cap Australian Equity IMA High Conviction Australian Equity IMA Income IMA Balanced Ethical Income IMA 	Wholesale investors only	\$462
Separately Managed Accounts (SMAs)	<ul style="list-style-type: none"> Clime Conservative Portfolio Clime Balanced Portfolio Clime Growth Portfolio Clime High Growth Portfolio 	Wholesale and Retail investors	\$80
Managed Funds	<ul style="list-style-type: none"> Clime CBG All Cap Australian Equity Fund Clime Smaller Companies Fund Clime International Fund Clime Australian Income Fund Clime Fixed Interest Fund 	Wholesale and Retail investors (Clime Fixed Interest Fund wholesale only)	\$277
Listed Investment Company	<ul style="list-style-type: none"> Clime Capital Limited (ASX: CAM) 	Wholesale and Retail investors	\$142



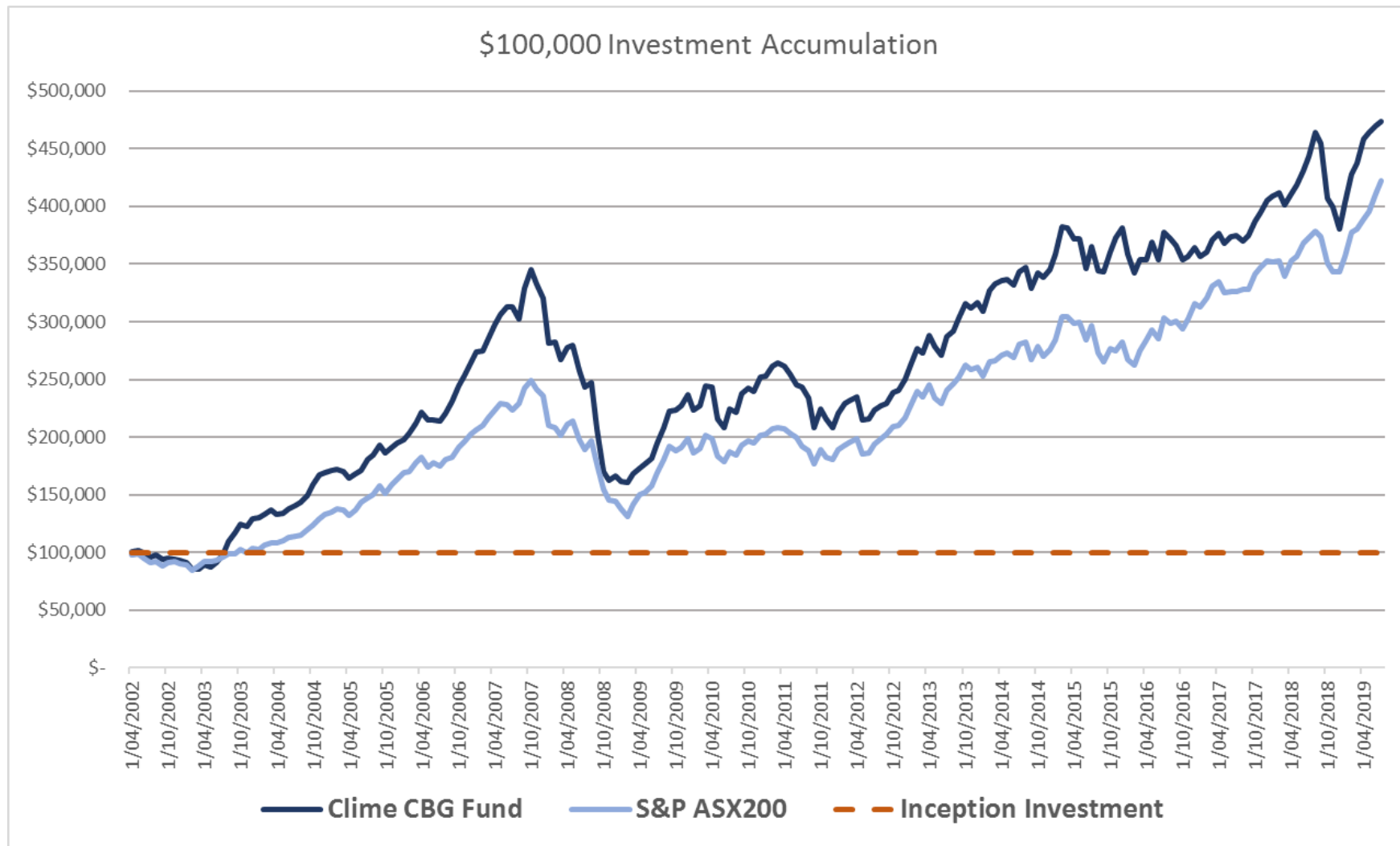
Investment Performance

Clime Australian Income Fund



7.0% annual return since inception (after fees)





Investment
Performance

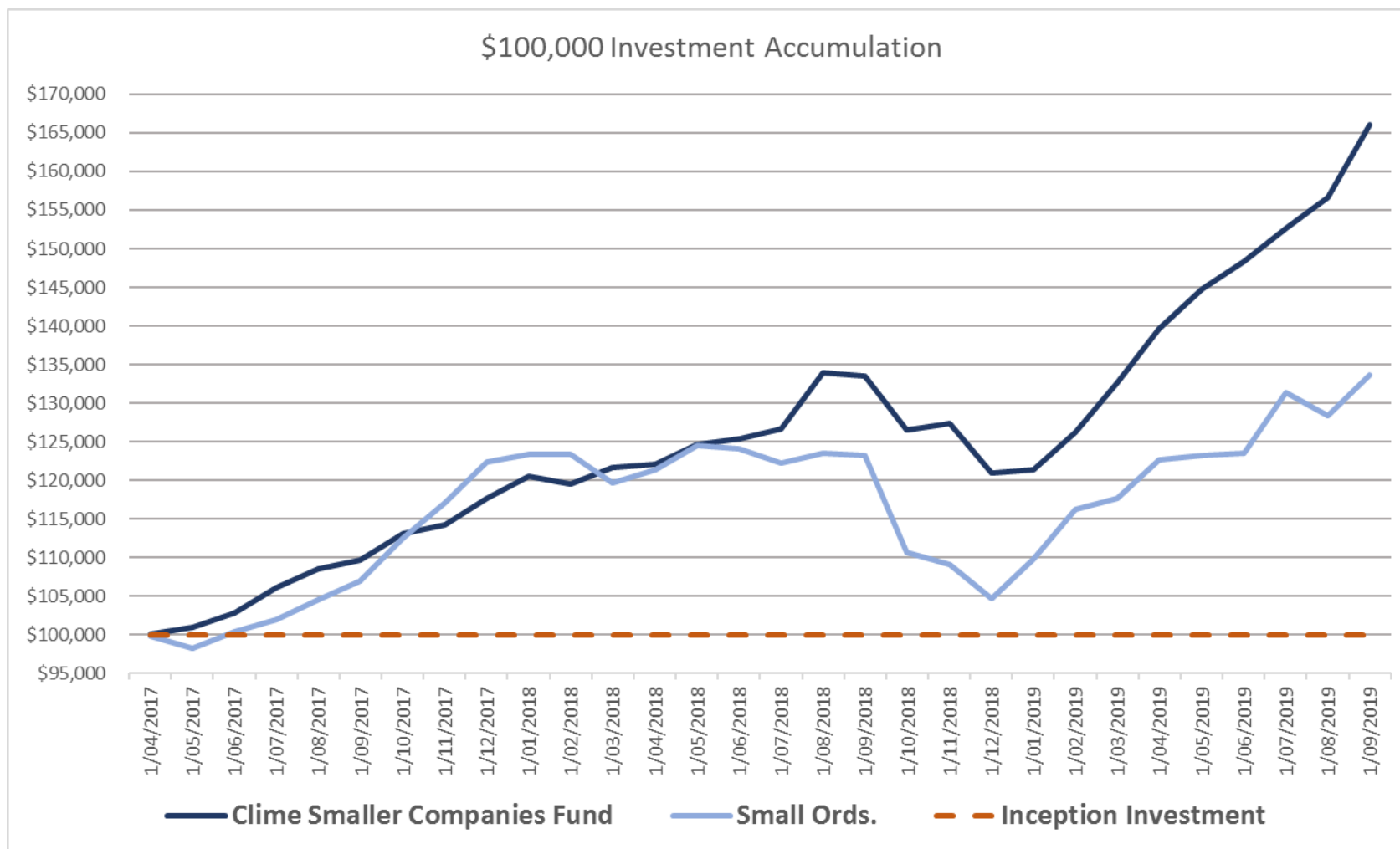
Clime CBG
Australian
Equities Fund

9.52% annual return since inception (after fees)



Investment Performance

Clime Smaller Companies Fund



23.23% annual return since inception (after fees)



Clime – Market positioning

Operating Segment	Market Position	Clime Positioning
Investment Management	<ul style="list-style-type: none"> – Crowded market – Passive investments gaining market share – Insourcing of investment management by large super funds 	<ul style="list-style-type: none"> – Robust investment process delivering positive returns that demonstrates the benefits of active management – Niche strategies to differentiate (All Cap, Smaller Companies, Fixed Income)
Private Wealth Advice	<ul style="list-style-type: none"> – Lack of trust in retail financial advice – Value exchange for clients unclear 	<ul style="list-style-type: none"> – Tailored wholesale financial advice – Multi-asset class investment solutions to deliver target returns at a defined level of risk
Third party distribution	<ul style="list-style-type: none"> – Financial advice adjusting to post-Royal Commission operating model – Institutions exiting and non-aligned financial adviser segment growing 	<ul style="list-style-type: none"> – Supporting financial advisers with sound investment performance, information and knowledge to empower their clients
DIY Investor Platform	<ul style="list-style-type: none"> – Structural change as competitive pressure on advice margins post Royal Commission 	<ul style="list-style-type: none"> – Making finance simple with integrated information, investment execution and reporting for DIY Investors
SMSF Administration	<ul style="list-style-type: none"> – Fragmented market 	<ul style="list-style-type: none"> – Ease and convenience for Private Wealth clients to have assets managed and reported within the one group



Outlook

- **Clime is at a key scale point**
- Continued focus on enhancing return on equity through
 - Organic growth
 - Business simplification and technology efficiency
 - Mergers and acquisitions that deliver scale and optimize operational leverage





Thank you