

# Shareholder Update

H1 FY2018 - 2019

Rod Bristow  
Chief Executive Officer

Biju Vikraman  
Chief Financial Officer



# Clime Investment Management Limited

## Overview

- A diversified financial services business
- Private wealth advice and investment solutions for high net worth and sophisticated investor clients
  - Multi-asset class investment products (IMAs, SMAs, Managed Funds, LICs)
  - Private Wealth advice
  - DIY investor platform
  - SMSF administration



# HY19 Summary

## Highlights

- Successful Senior Management transition
  - CEO Rod Bristow appointment September 2018
  - Founder John Abernethy remains Director of CIW, Chairman of Clime Capital Limited and advising in a 'Chief Economist' role
- Strategy execution during H1
  - Improve executive team capability
  - Private Wealth advice launch (Nov. 18)
  - Standardise investment process and methodology
  - Third party distribution for wider reach
  - Upgrade DIY investor platform



# HY19 Financial Result Summary

	31-Dec-18	31-Dec-17	Change	% Change
Revenue (\$'000)	5,205	5,166	39	1%
Expenses (\$'000)	-4,655*	-4,027	-628	16%
<b>Operating Profit (\$'000)</b>	<b>550</b>	<b>1,139</b>	<b>-589</b>	<b>-52%</b>
Amortisation of Intangibles (\$'000)	-223	-285	62	22%
<b>Statutory NPAT (\$'000)</b>	<b>214</b>	<b>590</b>	<b>-376</b>	<b>-64%</b>
EPS (cents per share)	0.4	1.1	-0.7	-64%
DPS (cents per share)	0.75	1.5	-0.75	-50%
Assets Under Management (\$M)	816	811	5	0.6%
Cash and cash equivalents (\$'000)	4,313	4,242	71	2%
Financial assets held at fair value (\$'000)	5,355	6,297	-942	-15%

\*Note: Expenses in H1 FY 19 included the following associated with introducing Private Wealth Advisory services (\$'000)

Salaries and Wages	722
One-off restructuring costs	96
Consultants	32
Premises	44
Sales and Marketing	55
<b>TOTAL</b>	<b>949</b>



# HY19 Financial Result Summary

## Detail

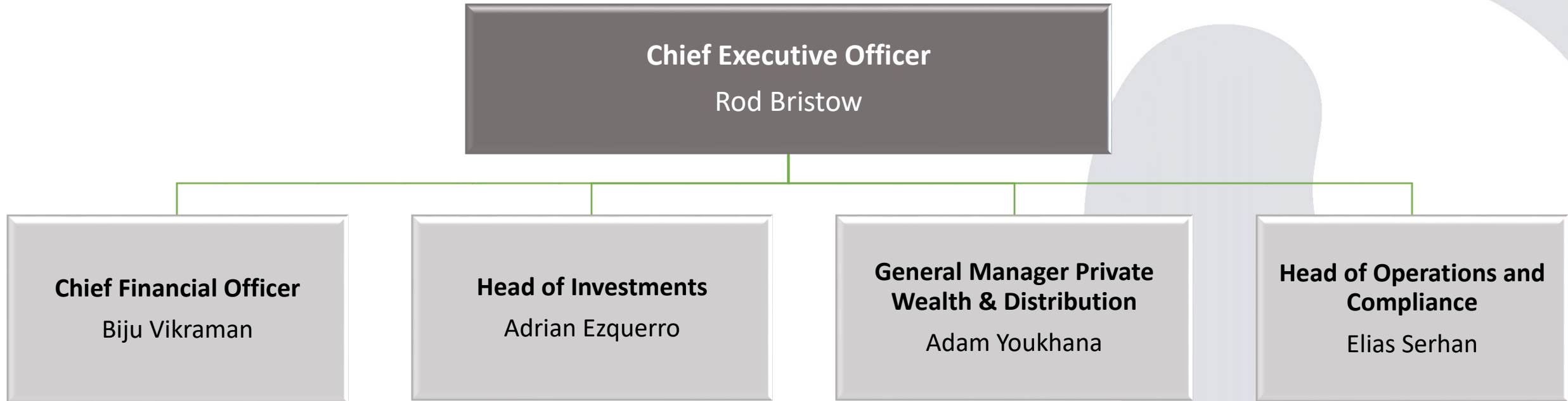
- Higher expenses this period from Private Wealth strategy
- New operating division
  - Private Wealth and Distribution, housing all client-facing functions
    - Private Wealth advice
    - Third party distribution
    - DIY investor platform
    - SMSF Administration
- Challenging December quarter for investment markets
  - AUM growth 0.6% above PCP

# Outlook

- Enhance return on equity through growing and investing in
  - Private Wealth advice
    - Expand client advisory and relationship management capability
  - Third party distribution
    - Clime products used by financial advisers external to the group
  - DIY Investor Platform
    - Rebranding (scheduled for H2) to increase subscriptions
  - New investment products to meet client demand
  - Business simplification and technology efficiency
  - Mergers and acquisitions that deliver scale and optimize operational leverage



# Executive Management Team



# Thank you!

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