



# CONTANGO (CGA) PRESENTATION- AGM

15 NOVEMBER 2016

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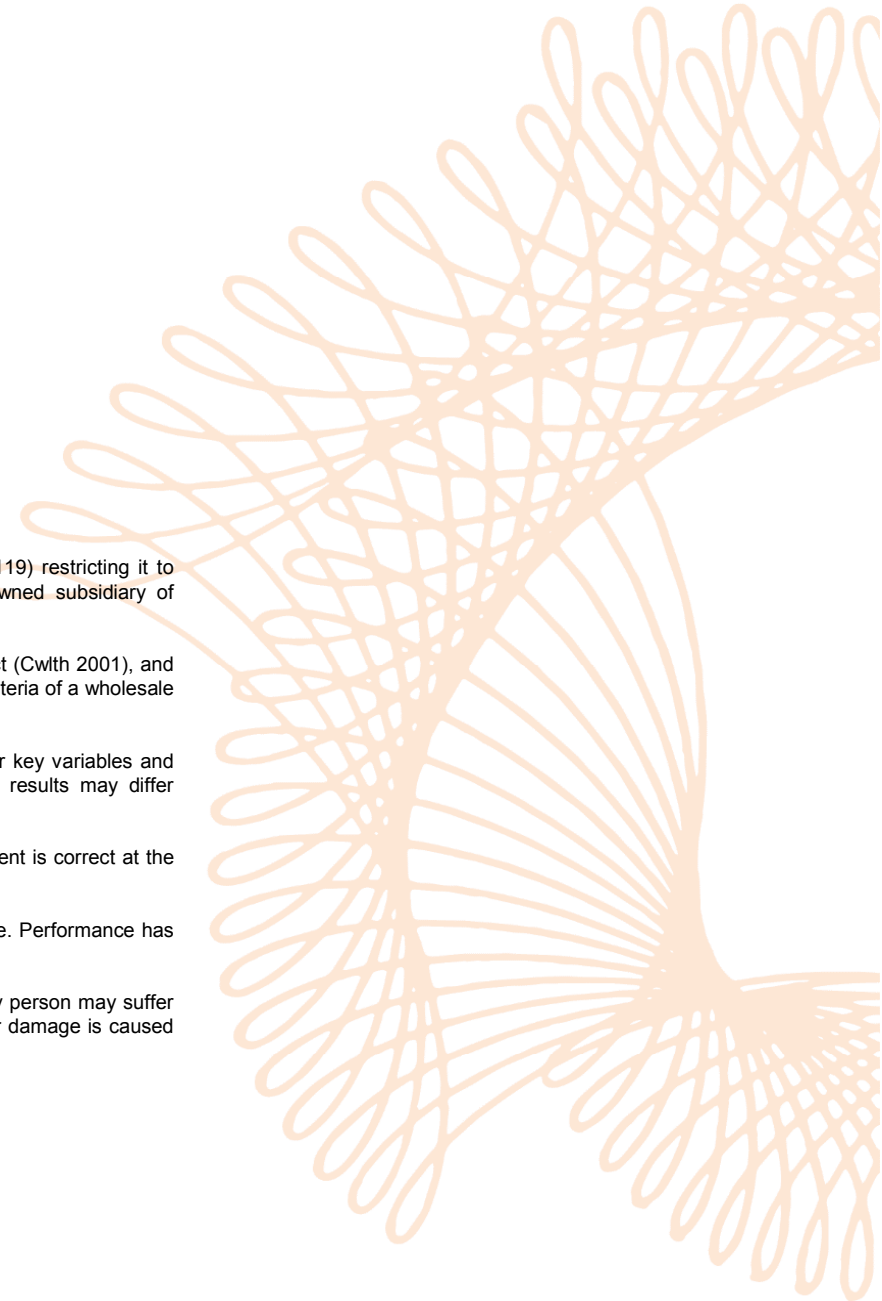
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# 1. OVERVIEW OF CONTANGO ASSET MANAGEMENT



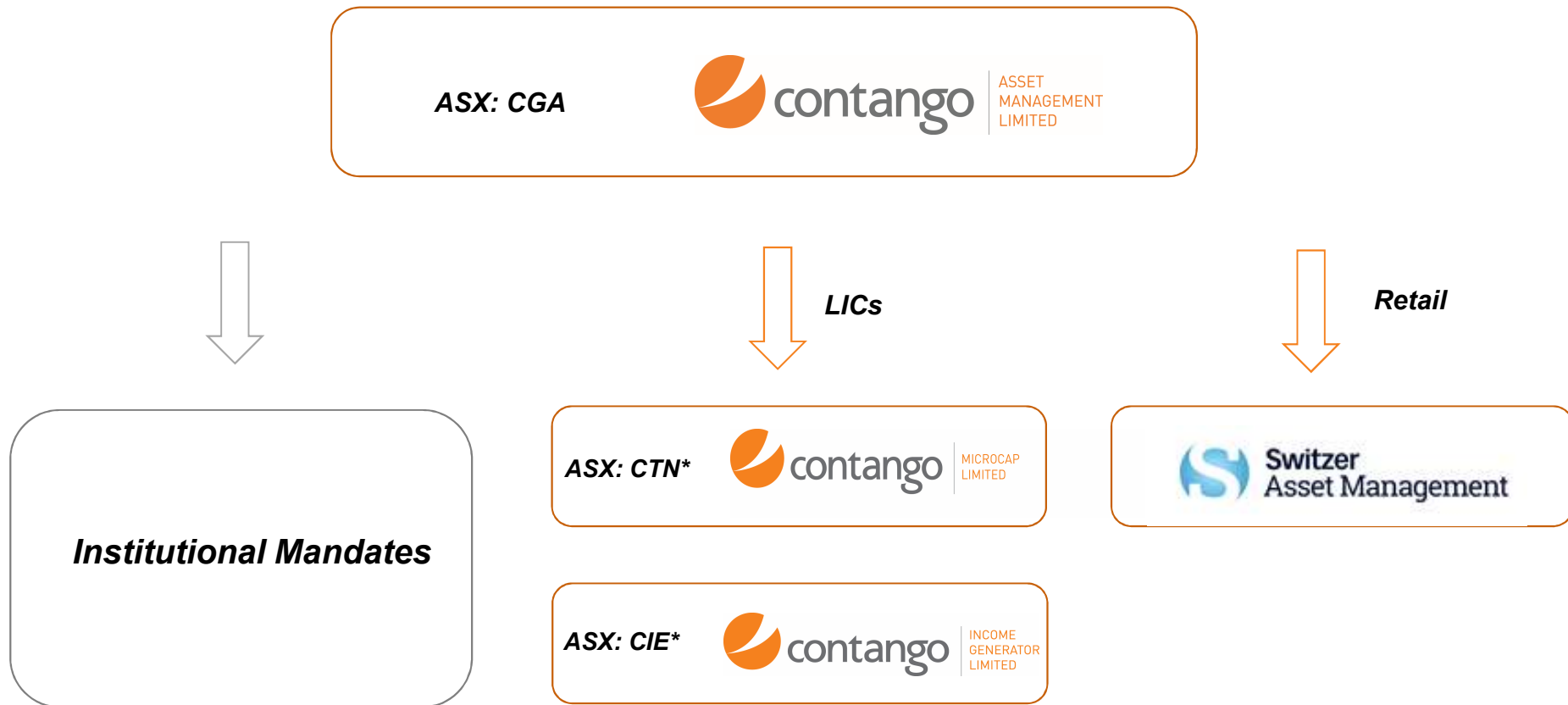
# CONTANGO STRUCTURE IS ALIGNED WITH CLIENTS ESTABLISHED INSTITUTIONAL AND LIC FUND MANAGER

**ASX: CGA**



- Contango Asset Management (CGA) is a established institutional and LIC fund manager
- CGA Board: Roger Amos (Chair), Patricia Toh, Marty Switzer, Charlie Aitken and George Boubouras (MD)
- Audit Committee, Risk Committee and REM Committee

# CONTANGO GROUP STRUCTURE IS ALIGNED WITH CLIENTS ESTABLISHED INSTITUTIONAL AND LIC FUND MANAGER



**\*LICs – Long-term Investment Management Agreements**

**46.25% ownership – JV with Switzer Financial Group (Contango manages retail mandates)**

## CONTANGO SUCCESSFULLY DEBUTS ON ASX IN SEPT OPTIMAL ALIGNMENT WITH CLIENTS, STAFF AND SHAREHOLDERS

***Our measured growth phase takes the next natural step. Well resourced and committed Contango team, backed by key cornerstone and listed on the ASX. Total alignment will benefit our clients, staff and other stakeholders***

1. Contango Asset Management Ltd (CGA) now listed on the ASX following announcement of a MBO in June from the listed investment company (LIC) Contango MicroCap Ltd (CTN)
  - *Staff ownership and alignment with clients is a key enhancement*
2. ASX listing reinforces a high level regulatory scrutiny and compliance
  - *ASX listing rules are an essential and transparent framework*
3. Key cornerstone investors are James Packer and Rob Rankin via Pacific Point Partners which holds 19.9% and is aligned with the management team lead by George Boubouras
  - *Alignment between committed long-term cornerstone investor and management team is a strong positive for our clients, staff and other stakeholders*

## 2. CONTANGO BUSINESS UPDATE



# Contango update

1. Contango MBO and listing completed on schedule. Key staff locked in for seven years (one of the longest in the local market)
2. Investment performance has been strong in 2016
3. Contango is on schedule to launch new funds before year end and March quarter utilising our existing portfolio strategies
4. \$30m Listed Investment Company (LIC) block trade for Contango Income Generator (CIE) completed in early November removing the cross ownership holding between the two Contango LICs

### 3. CONTANGO FLAGSHIP FUNDS



# CONTANGO ASSET MANAGEMENT OFFERS DIFFERENT AND BESPOKE PORTFOLIO SOLUTIONS FOR WHOLESALE CLIENTS

- We offer institutional portfolio solutions across many different segments of the market
- We also offer bespoke portfolio solutions tailored for all risk budgets
- Blended portfolio solutions
- Access to a large wholesale funds management team
- Wholesale funds managers do not charge commissions
- ESG embedded in the investment process

**Contango Share Fund  
Large Cap (GARP)**

**Contango Large Cap  
Leaders Income Fund**

**Contango Small Cap Fund**

**Contango Mid Cap  
(ex 30) Income Fund**

**Contango Micro Cap Fund**

**Contango Corporate  
Bond Fund**

## CONTANGO ASSET MANAGEMENT ALSO

### MANAGE INVESTMENTS FOR TWO LISTED INVESTMENT COMPANIES (LIC)

- Contango Income Generator Limited (ASX:CIE) is a LIC targeting dividends in the ex 30 investment universe.
- CIE Listed on the ASX in August 2015 at a premium.
- Contango MicroCap Limited (ASX: CTN) is a LIC targeting companies under \$350m market capitalisation.
- CTN listed on the ASX in March 2004 with a long track record of 16.3% (annualised) since inception.

**Contango Income  
Generator Ltd  
(ASX: CIE)**

**Targeting sustainable  
dividends in the ex30  
investment universe**

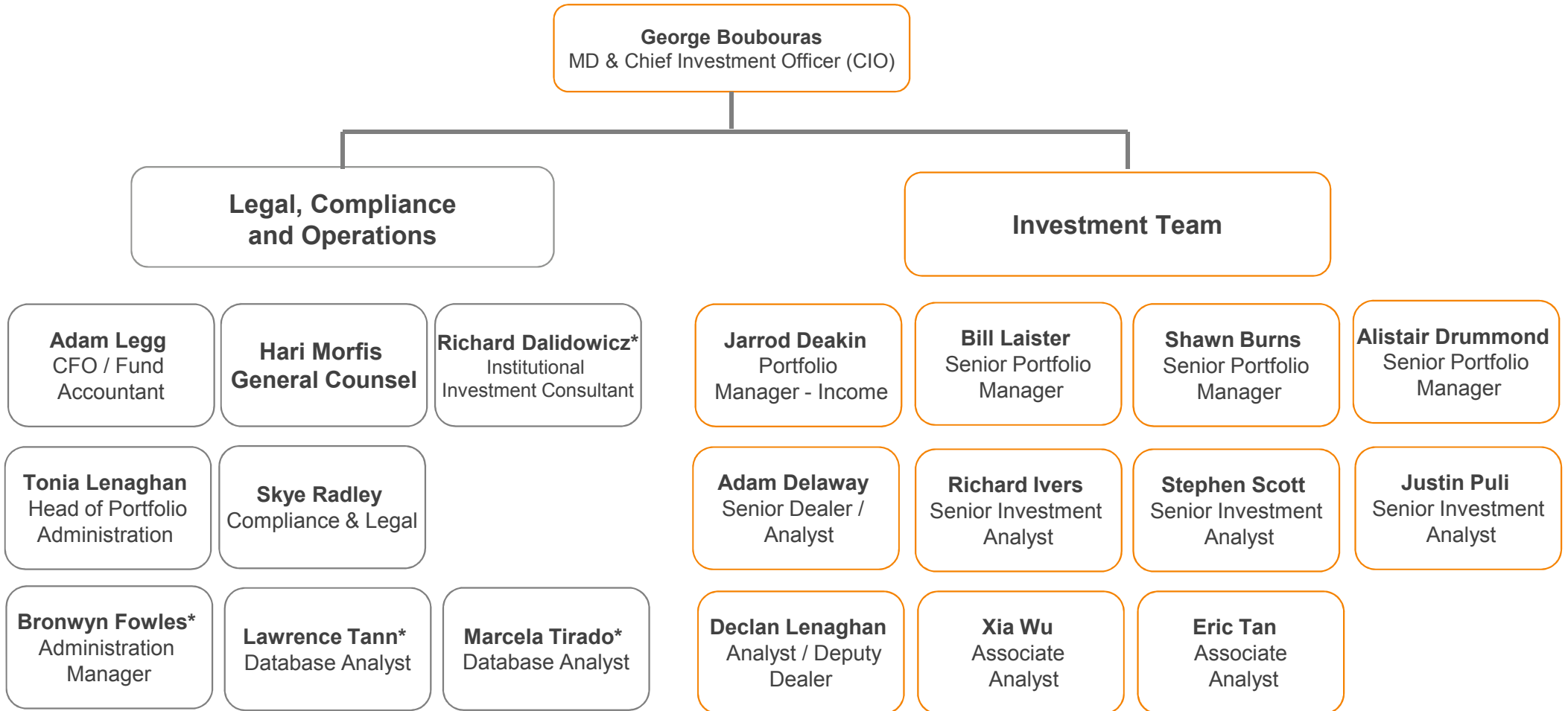
**Contango Micro Cap  
Ltd  
(ASX: CTN)**

**Targeting micro cap /  
emerging companies**

## 4. INTRODUCING THE CONTANGO TEAM



CONTANGO HAS A FLAT AND EFFICIENT STRUCTURE  
EXPERIENCED AND LARGE INVESTMENT TEAM



\* Contract/part time employee

WELL RESOURCED INVESTMENT TEAM  
**AVERAGE OF 20+ YEARS INDUSTRY EXPERIENCE**

<b>Role</b>	<b>Team member</b>	<b>Years experience</b>
Chief Investment Officer (CIO) & MD	George Boubouras	26
Senior Portfolio Manager	Alistair Drummond	31
Senior Portfolio Manager	Bill Laister	35
Senior Portfolio Manager	Shawn Burns	30
Portfolio Manager – Income Solutions	Jarrold Deakin	23
Senior Investment Analyst / Deputy PM MicroCap	Stephen Scott	20
Senior Investment Analyst	Justin Puli	14
Senior Investment Analyst	Richard Ivers	23
Associate Analyst	Xia Wu	4
Associate Analyst	Eric Tan	2
Senior Dealer / Analyst	Adam Delaway	18
Database Analyst / Deputy Dealer	Declan Lenaghan	2

\* Contract / part time employee

# INVESTMENT TEAM RESPONSIBILITIES

## GEORGE BOUBOURAS

### B.Ec (Hons) (26/2)

- MD & Chief Investment Officer
- Chairman Economics Committee
- Chairman Strategy Committee
- Chairman Portfolio Construction Committees & equity meetings
- Key account relationships
- Broker relationships

## ALISTAIR DRUMMOND

### B.Ec, BLLB (31/7)

- Senior Portfolio Manager & Deputy Chair
- Banks
- Telecommunication Services
- LIC relationships/Family Office
- Institutional mandates
- Broker relationships

## BILL LAISTER

### B.Ec (36/17)

- Senior Portfolio Manager Micro Caps
- Senior Portfolio Manager Small Caps
- Metals & Mining
- Steel & Gold
- Coal & Uranium

## SHAWN BURNS

### B.Ec, CFA, CPA, F Fin (33/5)

- Senior Portfolio Manager Large Caps
- Deputy Portfolio Manager Small Caps
- Insurance
- Transportation/Infrastructure
- Chemicals
- Healthcare
- Energy

## STEPHEN SCOTT

### B.Ec, F Fin (22/2)

- Senior Investment Analyst and Deputy Portfolio Manager Microcaps
- Construction Materials
- Consumer Durables & Apparel
- Food Beverage & Tobacco
- Diversified Financials (asset managers)
- IT, software and hardware
- Tourism / travel

## RICHARD IVERS

### B.Bus (Accounting), Dip AppFin, MBA (23/0)

- Senior Investment Analyst
- Media
- Pharmaceuticals & Biotech
- Small healthcare
- Containers & Packaging
- Retail

## JUSTIN PULI

### B.Com (Hons), CFA (15/2)

- Senior Investment Analyst
- Real Estate/Property Trusts
- Gaming
- Consumer & Business services
- Derivatives
- Utilities
- Capital Goods
- Mining

## JARROD DEAKIN

### B. Ec., G Dip App Fin, Dip FP(23/1)

- Portfolio Manager Income Solutions
- Fixed Income
- Derivatives
- ETF Market Making
- LIC relationships
- Equity Relationships

## XIA WU

### B.Com (Hons), M. Com, CFA (4/0)

- Associate Equity Analyst
- Equity database
- Quantitative analysis
- Report preparation
- Research projects

## ERIC TAN

### B.Com (2/0)

- Associate Equity Analyst
- Equity database
- Quantitative analysis
- Report preparation
- Research projects

## ADAM DELAWAY (18/0)

- Senior Dealer & Analyst
- Portfolio Database Analyst

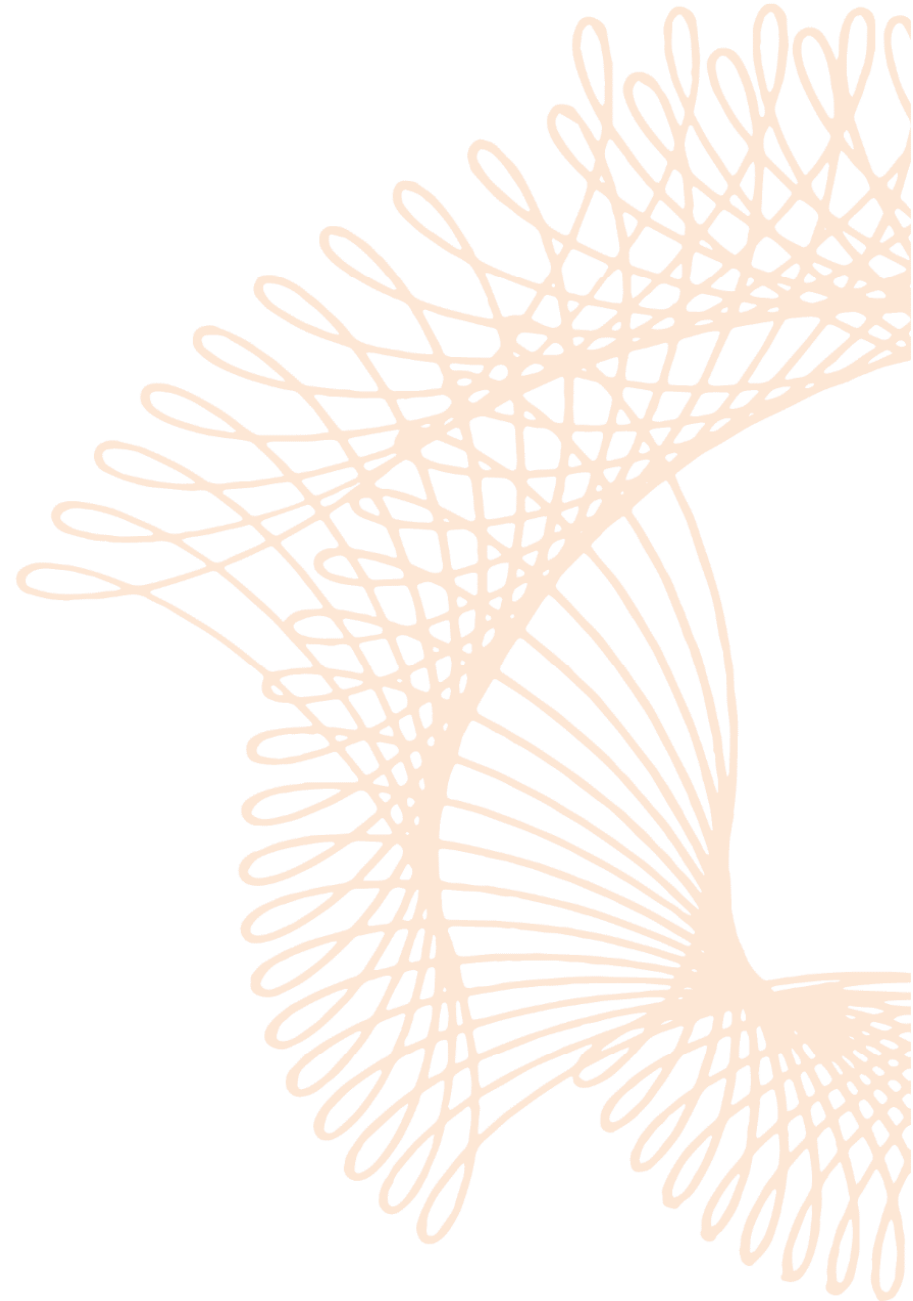
## DECLAN LENAGHAN (2/2)

- Portfolio Database Analyst
- Deputy Dealer

(years industry experience / years at Contango).



## 5. SUMMARY



## SUMMARY

### ENHANCED STRUCTURE FOR CLIENTS

- Contango is an established fund manager and has a successful track record.
- Team 100% committed to generate performance for our clients. Persistent out-performance has been delivered for our clients over the past year.
- Key investment professionals locked in for 7 years (longer vs our peers) and have equity. Ensures stability.
- Investment team resourcing above industry peers. Increased investment on additional portfolio attribution and risk systems.
- General Counsel and compliance roles filled with high calibre individuals.
- ASX listing and key cornerstone investors aligns Contango with our clients and key stakeholders.
- New structure is transparent and optimal for sustainable growth

## CONTACT DETAILS

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