



**RELEASE TO AUSTRALIAN SECURITIES EXCHANGE  
FRIDAY, 24 NOVEMBER 2017**

**CHAIRMAN'S ADDRESS AND MANAGING DIRECTOR'S  
PRESENTATION TO SHAREHOLDERS AT  
2017 ANNUAL GENERAL MEETING**

In accordance with Listing Rule 3.13.3, please refer to the following attached documents:

**Part One: Chairman's Address to the Annual General Meeting**

**Part Two: Managing Director's Presentation to the Annual General Meeting**

**Jeremy Sambrook  
Company Secretary**

**Media/Further information:**

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**ADDRESS BY IMF BENTHAM LIMITED CHAIRMAN MICHAEL KAY  
TO THE ANNUAL GENERAL MEETING  
24 NOVEMBER 2017**

Ladies and gentlemen, welcome to the annual general meeting of IMF Bentham Limited for 2017.

My name is Michael Kay and I am the Chairman of IMF Bentham Limited. This is the third year I have had the privilege to chair your Company's AGM.

Before we commence with the formal business of this meeting, I would like to take this opportunity to introduce you to my fellow directors:

- Andrew Saker, Managing Director and CEO;
- Hugh McLernon, Executive Director;
- Alden Halse, Non-Executive Director;
- Michael Bowen, Non-Executive Director;
- Wendy McCarthy, Non-Executive Director; and
- Karen Phin, Non-Executive Director, the newest addition to our Board.

The Chief Financial Officer, Julia Yetsenga, and the Company Secretary and General Counsel, Jeremy Sambrook, are also in attendance.

The Company's auditor is Ernst & Young. Mr Rob Kirkby, a partner at Ernst & Young, is in attendance and will be available to answer questions concerning the Company's financial statements.

Each of you should have registered at the registration desk as you entered. If anyone has not registered, would you please do so now.

Before moving to the formal business of the meeting, I will take the opportunity to give you a brief overview of the 2017 financial year. I will then invite our CEO and Managing Director, Andrew Saker, to present to you his thoughts on FY17 and his plans for the future of your Company.

Following the meeting, my fellow directors and I would be delighted if you would join us for morning tea.

I will now deliver my address:

I will start with a quick recap of FY15 and FY16, tracking the key issues we encountered and the evolution of your Company's strategy. In that context I will then turn to what has been achieved in FY17, how it fits into our developing narrative and the future prospects for IMF's success.

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At the 2015 meeting we spoke about an unfortunate run of case losses (not at all in keeping with IMF's track record over many years); the enhancement of our strategy to diversify our risk through funding a greater number of cases across different jurisdictions; and our confidence that despite the losses, our risk management systems had not deteriorated.

At the 2016 meeting we reported to shareholders much improved results on the back of some good case wins. Perhaps even more importantly, we reported good progress with our risk diversification strategy. The number and value of cases in our portfolio increased significantly across our operations, we opened an office in Canada, and Judges Sulan (Australia) and Walker (USA) joined our investment committees. We also said we saw additional potential benefits for your Company through accessing capital more efficiently and with less risk and that this would be a priority in FY17.

2017 has seen further encouraging progress in the ongoing development of the Company and its strategy. In particular:

- Our Asian office has been opened in Singapore. We see good opportunities, particularly in Singapore and Hong Kong not only in insolvency related matters but also international arbitrations for which both jurisdictions are competing to be preferred venues.
- In order to support the ongoing growth opportunities in the USA, we have opened a new office in Houston, Texas.
- We continue to investigate other jurisdictions, including re-entry into Europe.
- On the capital side, there were two important developments during this calendar year. As shareholders well know, IMF requires significant capital to fund its cases and operations. That capital can be deployed for some years before there is a return and we must have a balance sheet that can withstand losses in the unfortunate event they arise. Borrowing to fund cases off our balance sheet creates credit risk and a mismatch between the ongoing servicing requirements and the eventual returns on the investment. Carrying large amounts of cash as a buffer against potential losses lowers our returns, particularly in the current low interest environment. While your Board is comfortable with debt and equity as part of the capital mix, we felt there was a better way to simultaneously gain greater access to capital to support our growth ambitions while leveraging returns and reducing risk.

Accordingly, in February 2017 we launched Bentham Fund number 1 for US investments up to a total of \$US200m. This non-recourse fund allows us to leverage our investments, reduce our risk and increase our returns. Of course, the success of this fund relies on us maintaining our strong track record of success. I will let Andrew take you through the details but let me say your Board believes the trade-off between the preferential returns to the fund investors (in terms of priority) and the reduced risk and increased returns to your Company is very much in the Company's best interest. This fund and recently announced Fund numbers 2 and 3 assist us to clear the critical impediment to our ongoing growth, namely access to capital.

Fund numbers 2 and 3 were announced last month with an aggregate committed capital of \$A150m and cover all territories outside the USA. Again, I will leave Andrew to take you through the details. However, I would point out that the ability to put Funds 2 and 3 together, which (unlike the US fund) are exposed to adverse costs orders, is underpinned by a world-first '*After the event*' insurance policy. The key reason for the underwriters' willingness to accept the risk is your Company's superior

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track record of success over many years of investing in litigation. All three funds have been funded by different investors. This diversity gives us confidence there is an appetite for the type of alternative or non-correlated assets we manage and that provided we maintain our track record, we can continue to raise the capital required to fund our growth on acceptable terms and at acceptable risk.

The financial results for FY17 were flat before tax and due to a one-off tax impact of capitalised loans between the parent Company and its US subsidiary, EPS reduced from 12.4c to 9c. Our results from year to year can move around due to the inherent uncertainty about when cases will be resolved. Some resolve quickly, some take years. Importantly, our strategy to increase the number of investments and thereby remove some of the lumpiness in our income, is bearing fruit. Investments are up from 38 in 2015 to 70 as at 30 September 2017. We have seen a concomitant increase in our intangible assets (being our investments in pending cases) which now total \$195m and in the estimated portfolio value which is now around \$4b. This suggests that if we have invested wisely, there is a strong pipeline of profitability emerging over the next few years.

I want now to express the sincere thanks of the Board, management and all the people of IMF to Alden Halse, who retires today as a director of the Company. Alden has been on the Board for 17 years, was its inaugural Chairman and is the current Chair of the Audit Committee. Alden has seen the Company through from its float as an entrepreneurial venture pursuing an idea new to Australia and indeed the world, to a Company with a market capitalisation of around \$400m that operates around the world. Alden, we are all deeply grateful for the years of service you have given our Company and the diligence, energy and wisdom you brought to the Board. You will be sorely missed and we wish you the very best for your life after IMF.

I want also to welcome Karen Phin, who was appointed as a non-executive director in August 2017. If you have read Karen's biography, you will know she has worked as both a lawyer and investment banker at the highest levels and that she brings to the Board, amongst other things, a strong understanding of the operation of capital markets. In her short time with us, Karen has already made a significant contribution to the Board, and my colleagues and I very much look forward to Karen's input, advice and guidance as the Company executes its strategy for profitable growth.

On the subject of thanks, may I also express my gratitude to my fellow Board members who, as in previous years, have provided tremendous support and guidance throughout the year.

To Andrew and the management team and all the people of IMF, thank you for your hard work, your diligence and the energy and intent you are putting into bringing our strategy to life. The metrics suggest it is working and that you have set the foundations for a successful future of profitable growth.

In summary Ladies and Gentlemen, I believe it has been a good year for your Company. Significant steps have been taken in growing the business, getting access to the capital necessary to fund our ambitions and in reducing risk. We are building a strong portfolio of investments, we have a strong pipeline of opportunities around the world and we have committed and talented staff who can transform opportunities into earnings. I hope you agree with me that your Company has a very bright future.

It is now my great pleasure to introduce our CEO and Managing Director, Andrew Saker.

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**PRESENTATION BY IMF BENTHAM LIMITED MANAGING DIRECTOR  
ANDREW SAKER TO THE ANNUAL GENERAL MEETING  
24 NOVEMBER 2017**

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**IMF**  
**BENTHAM**  
INTERNATIONAL LITIGATION FUNDING



**ANNUAL GENERAL MEETING**

**24 November 2017**

# Worldwide Funding Solutions

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**IMF BENTHAM**  
Five Australian offices and one Asian office funding cases throughout Australia, Asia and New Zealand.

**BENTHAM IMF**  
Five North American offices funding cases throughout the US and Canada.

# OVERVIEW OF IMF BENTHAM LIMITED

IMF has delivered a global ROIC of 1.6x since listing on the ASX in 2001. IMF is continuing to execute its growth strategy including international expansion, diversification and capital management.

IMF Fast Facts	Detail
<b>A leading global litigation funder</b>	<ul style="list-style-type: none"> <li>Listed on ASX in 2001.</li> <li>IMF has collected more than \$2 billion for clients since its formation.</li> <li>IMF operates from 11 offices in four countries with 75 staff, with new offices opening in Houston in February 2017, and Singapore in April 2017.</li> <li>Currently exploring opportunities in Europe.</li> </ul>
<b>High margin and ROIC business</b>	<ul style="list-style-type: none"> <li>Average life of each case is 2.6 years and IMF has delivered, over the past 16 years, a global ROIC of 1.6x (including cases lost).</li> <li>Investment portfolio at 30 September 2017 comprised 70 active matters, and an EPV of \$4 billion, spread between balance sheet and fund structures.</li> </ul>
<b>Comparative advantage</b>	<ul style="list-style-type: none"> <li>Quality risk mitigation process – case selection and case management expertise.</li> <li>Demonstrated by results – globally, over 16 years, settled or won 91% and only lost 9%, of 162 completed cases (excluding withdrawals).</li> <li>Infrastructure to internally manage large multi-party matters including launch of <i>MyIMF</i> during FY17.</li> </ul>
<b>Capital position</b>	<ul style="list-style-type: none"> <li>Strong balance sheet.</li> <li>Launch of Fund 1, 2 and 3 to provide leveraged, non-recourse capital for all new investments.</li> </ul>

*Note:* ROIC (return on invested capital) is calculated as gross income to IMF less all reimbursed costs, divided by total expenditure (excluding overheads but including expenditure and any adverse costs on lost cases).



# IMF's TRACK RECORD OF SUCCESS

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**\$2.1 billion**

Total recoveries

**\$1.3 billion**

Returns for funded claimants

**91%**

Success Rate

133

SETTLEMENTS

WON

LOST

The Funding Track Record does not include withdrawn cases.

14

15

**2.6 years**

Average case length

**1.6X**

Return on Invested Capital

**162**

Number of cases funded to completion

## Revenue Summary

Revenue to funded claimants	\$1,310M	62%
<b>Revenue to IMF:</b>		
Reimbursement of costs	\$306M	15%
Net income (excluding overheads)	\$486M	23%
<b>IMF total revenue</b>	<b>\$792M</b>	<b>38%</b>
<b>Total revenue generated</b>	<b>\$2,102M</b>	<b>100%</b>

## Completions by Region

Completions by Region	Number of Cases	ROIC	IRR	Average Case Length
Bentham IMF (US) - Completions since inception in 2011	15	1.2x	83%	1.4 years
IMF Bentham Limited (Australia and RoW) - Completions since 1 July 2011	51	1.5x	62%	3.0 years

Note: ROIC (return on invested capital) is calculated as gross income to IMF less all reimbursed costs, divided by total expenditure (excluding overheads but including expenditure and any adverse costs on lost cases).

The data contained in the Funding Track Record has been reviewed by Ernst & Young to 30 June 2017.

# FINANCIAL RESULTS OVERVIEW

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	FY2017	FY2016	FY2017 v FY2016
Contract Income	\$113.3M	\$99.8M	▲14%
Litigation Expenses	\$(59.2)M	\$(46.8)M	▲26%
Net Income (from cases)	\$54.1M	\$53.0M	▲2%
Net Operating Expenses	\$(28.4)M	\$(26.8)M	▲5%
NPBT	\$25.7M	\$26.2M	▼1%
EPS (cents per share)	9.04 cents	12.38 cents	▼27%
DPS (cents per share)	7.0 cents	7.5 cents	▼7%
Dividend Payout Ratio	77.4%	60.6%	▲28%
ROE	7.6%	10.8%	▼30%
Net Asset Backing	\$1.20	\$1.19	▲1%
Cash	\$144.9M	\$142.5M	▲2%
Investment in Cases (Intangible assets)	\$190.9M	\$145.6M	▲31%
Estimated Portfolio Value	\$3.78BN	\$3.44BN	▲10%
Number of cases	65	54	▲20%

# ACCOUNTING TAX AND TAX PAYABLE

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Statutory Annual Report	FY2017	FY2016
Net Profit Before Income Tax	\$25.7M	\$26.2M
Income Tax Expense	\$(10.3)M	\$(5.3)M
Income Tax Expense as % of NPBT	40%	20%
Net Profit After Tax	\$15.4M	\$20.9M
EPS (cents per share)	9.0 cents	12.4 cents

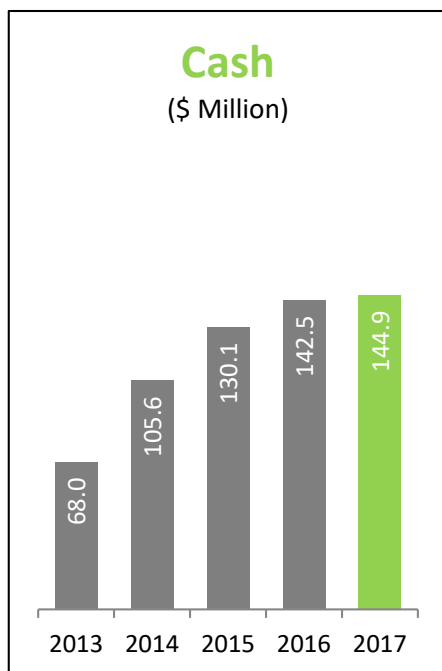
Applicable Tax Impact	FY2017	FY2016
Net Profit Before Income Tax	\$25.7M	\$26.0M
Tax Applicable for Financial Year	\$(7.0)M	\$(10.6)M
Actual Tax Applicable as % of NPBT	27.2%	40.8%
Adjusted Net Profit After Applicable Tax	\$18.7M	\$15.4M
EPS (cents per share)	10.9 cents	9.1 cents

- IMF's reported income tax expense for FY2017 has been impacted by one-off items relating primarily to the capitalisation of intercompany loans between the parent company and its US subsidiary.

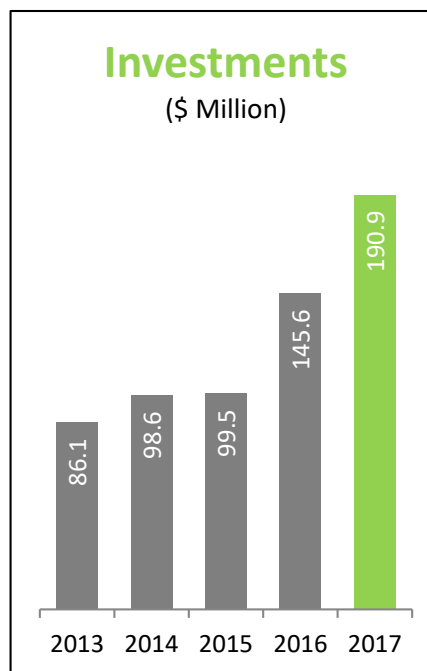
# BALANCE SHEET STRENGTH

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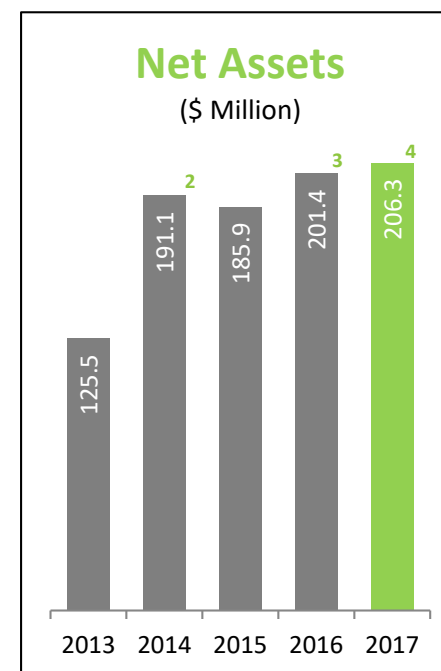
## Cash \$M



## Investments<sup>1</sup> \$M



## Net Assets \$M

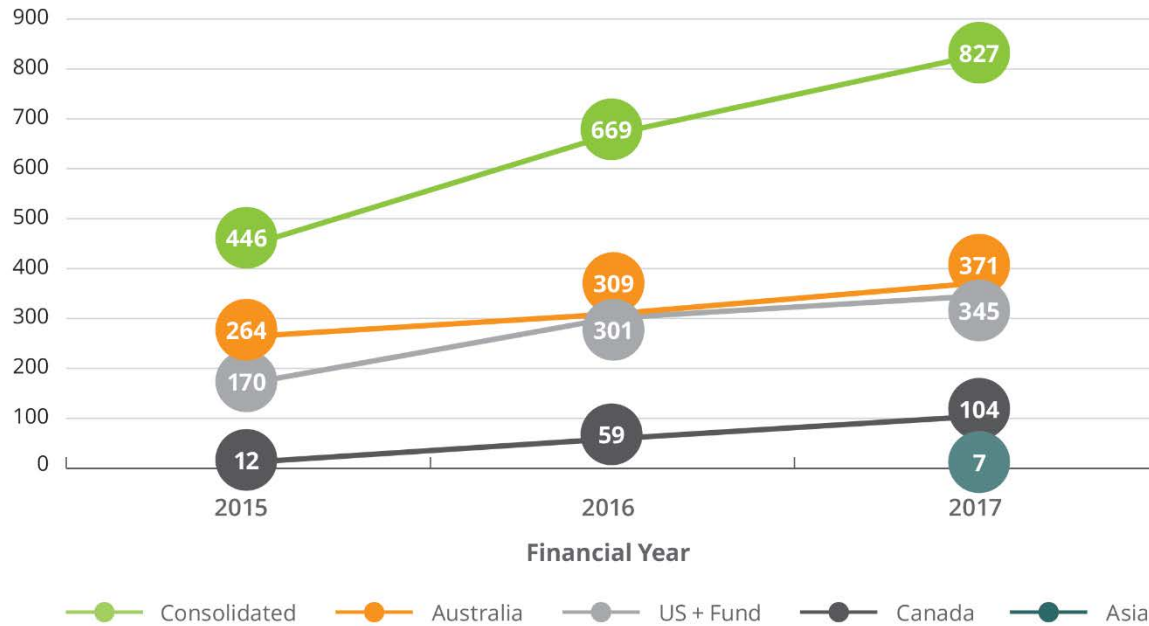


- Investments includes capitalised overheads relating to the litigation.
- IMF raised capital during FY2014 totalling \$42,031,791 through its institutional placement and share placement plan. A further \$27,631,244 in equity was raised through convertible noteholders converting into shares, and convertible note redemptions totalled \$11,180,756 as a result of the early redemption of the convertible notes. In addition, \$1,673,477 was raised from shareholders participating in the dividend reinvestment plan. IMF raised \$50 million in debt through the issuance of the Bentham IMF Bonds.
- IMF raised capital during FY2016 totalling \$32 million through the issue of fixed rate notes.
- IMF raised capital during FY2017 totalling \$40 million through the issue of fixed rate notes.

# FY2017 OPERATIONAL HIGHLIGHTS

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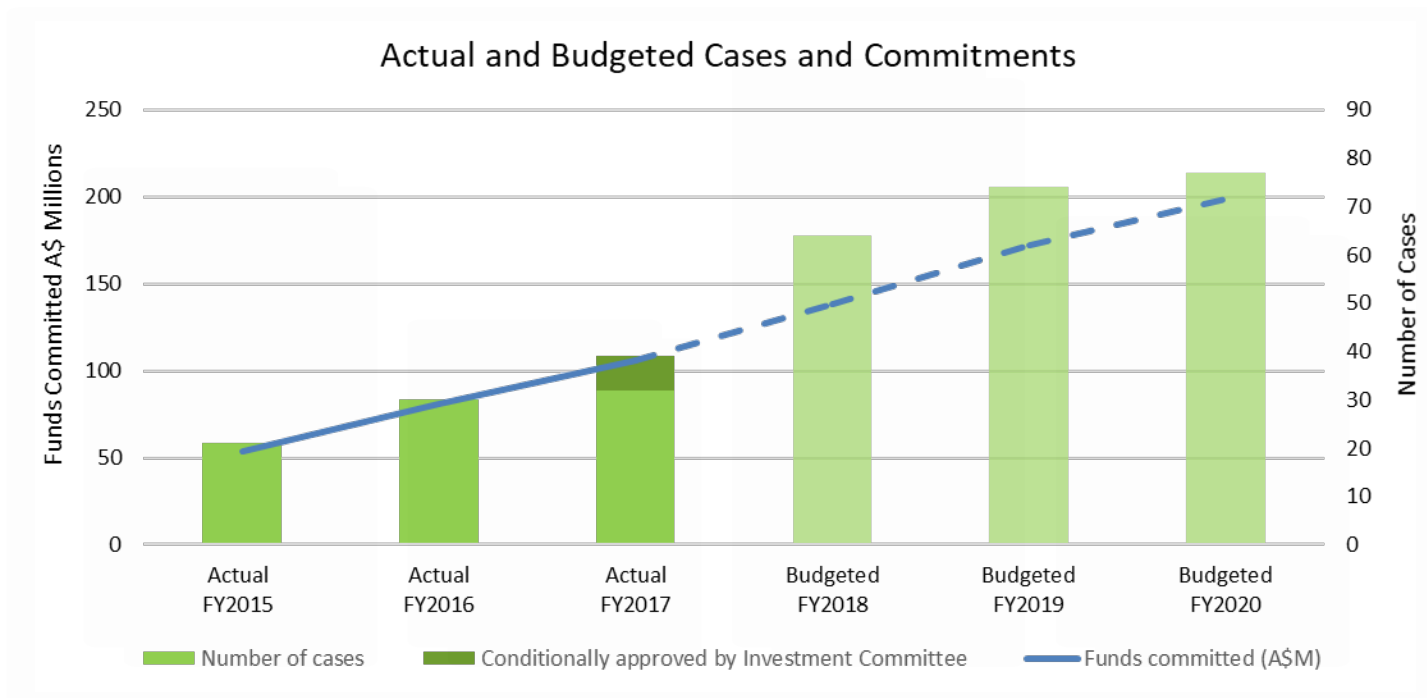
Funding Applications (number of applications)



- Improved sourcing of potential investment opportunities.
- Rapidly growing and dynamic asset class.
- High potential for IMF to lead market globally, given existing scale and increasing diversity.

# CASES AND COMMITMENTS

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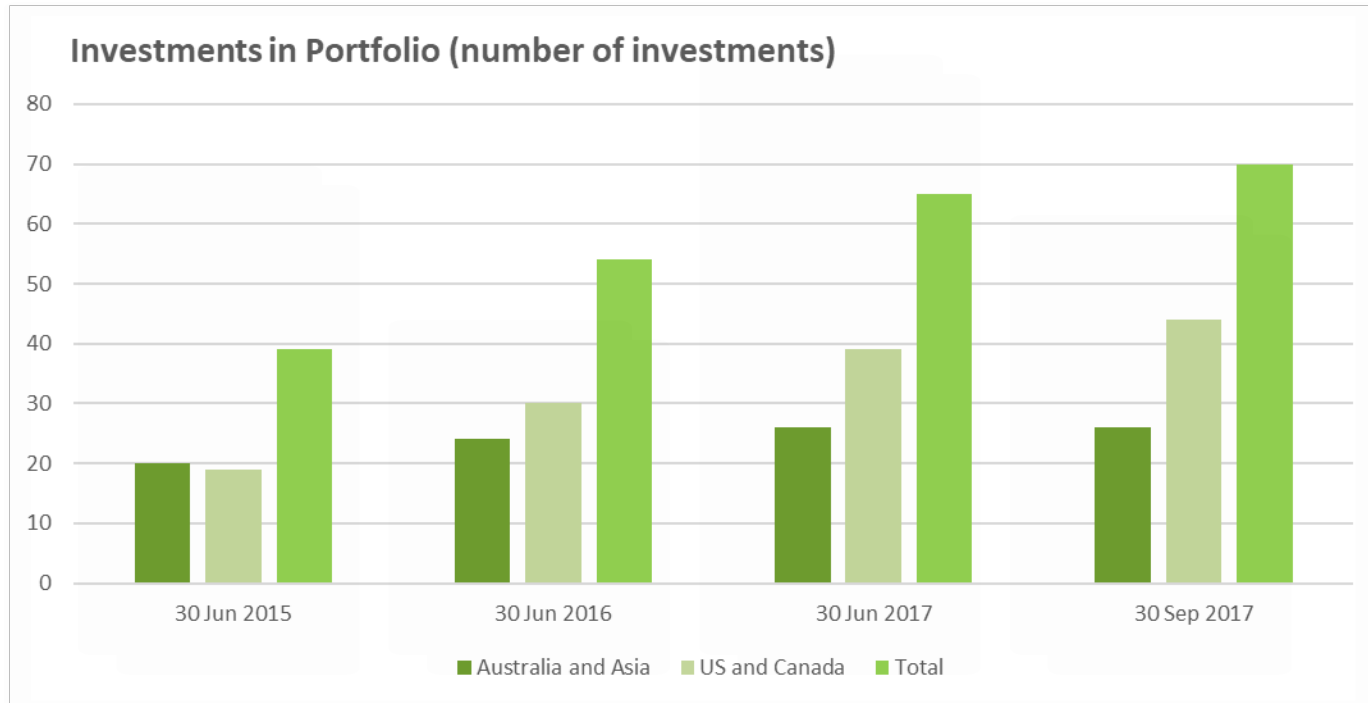


Growth derived from:

- Increase in number of Investment Managers.
- Maturing offices in US, Canada and Singapore.
- Launch of new product offerings for corporates and insolvency.
- Increased targets for funding for Investment Managers.

# INVESTMENT PORTFOLIO AT 30 SEPTEMBER 2017

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- Increase in number of cases currently funded to 70 matters.
- Increase in estimated portfolio value to \$4 billion.
- Increase in investment in cases represented by intangible asset value of \$195 million.

# INVESTMENT PORTFOLIO AT 30 SEPTEMBER 2017

## Australia and Asia – Estimated Portfolio Value

EPV Range	Number of cases	EPV \$M	Possible completion FY2018 \$M	Possible completion FY2019 \$M	Possible completion FY2020 and later \$M
Less than \$50M	18	363.2	165.0	116.2	82.0
Greater than \$50M	8	1,253.0	520.0	683.0	50.0
<b>Total Portfolio</b>	<b>26</b>	<b>1,616.2</b>	<b>685.0</b>	<b>799.2</b>	<b>132.0</b>

## US, USA Fund and Canada – Invested and Committed Capital

	Number of cases	Total (excluding capitalised overheads and interest) \$M	Possible completion FY2018 \$M	Possible completion FY2019 \$M	Possible completion FY2020 and later \$M
<b>Invested Capital</b>					
USA and Canada cases	32	90.3	19.8	61.4	9.1
USA Fund cases	12	14.8	1.3	7.8	5.7
<b>Total</b>	<b>44</b>	<b>105.1</b>	<b>21.1</b>	<b>69.2</b>	<b>14.8</b>
<b>Remaining Commitment to be deployed</b>					
USA and Canada cases	32	19.3	1.1	14.6	3.6
USA Fund cases	12	21.9	0.0	7.8	14.1
<b>Total</b>	<b>44</b>	<b>41.2</b>	<b>1.1</b>	<b>22.4</b>	<b>17.7</b>
<b>Total USA and Canada cases</b>		<b>109.6</b>	<b>20.9</b>	<b>76.0</b>	<b>12.7</b>
<b>Total USA Fund cases</b>		<b>36.7</b>	<b>1.3</b>	<b>15.6</b>	<b>19.8</b>
<b>Total Commitments</b>		<b>146.3</b>	<b>22.2</b>	<b>91.6</b>	<b>32.5</b>



# INVESTMENT PORTFOLIO AT 30 SEPTEMBER 2017

## Notes to the Group's Case Investment Portfolio

### Past Performance

Past performance is not necessarily an indication of future performance. Both the Long Term Conversion Rate and IMF's global and US ROIC may vary materially over time. By providing this information, IMF has not been and is not now in any way providing earnings guidance for future periods. IMF will update its Long Term Conversion Rate and global and US ROIC figures semi-annually in its Case Investment Portfolio report.

### EPV

EPV is IMF's current best estimate (in Australian dollars) of a claim's recoverable amount, which takes into account the perceived capacity of the defendant to meet the claim. It is not necessarily the amount being claimed by the funded claimants in the case and is not the estimated return to IMF from the case if it is successful. An EPV is subject to change over time for a number of reasons, including changes in circumstances and knowledge relating to a case, partial recovery and, where applicable, fluctuations in the foreign exchange rates between the applicable local currency and the Australian dollar.

### Possible Completion Periods

The possible completion period is IMF's current best estimate of the period in which a case may be finalised. A case may finalise earlier or later than the identified period for various reasons.

Completion for these purposes means finalisation of the litigation by either settlement, judgment or arbitrator determination, for or against the funded claimant. It may not follow that the financial result will be accounted for in the year of finalisation. Possible Completion period estimates are reviewed and updated where necessary on a quarterly basis.

### Invested and Committed Capital

Invested and committed capital is equal to the total capital either invested or committed to investments in cases, translated to Australian dollars at the foreign exchange spot rate prevailing on the reporting date.

### Accounting Consolidation of IMF's Investment Vehicles

IMF's US Investment Vehicle will be consolidated within the IMF group financial statements, with Fortress' interest reflected as a Non-Controlling interest. Therefore, the entire funding commitment from cases funded by the US Investment Vehicle are included in the quarterly Case Investment Portfolio. The current portfolio includes twelve cases funded by the US Investment Vehicle.

### Split Reporting

The different regional reporting formats within the Case Investment Portfolio reflect the predominant underlying earnings structure of the applicable region; a percentage of the resolution amount in Australia and Asia and a multiple of capital invested in the US.

# CASES FUNDED SINCE 30 SEPTEMBER 2017

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IMF has announced unconditional funding of two cases since 30 September 2017:

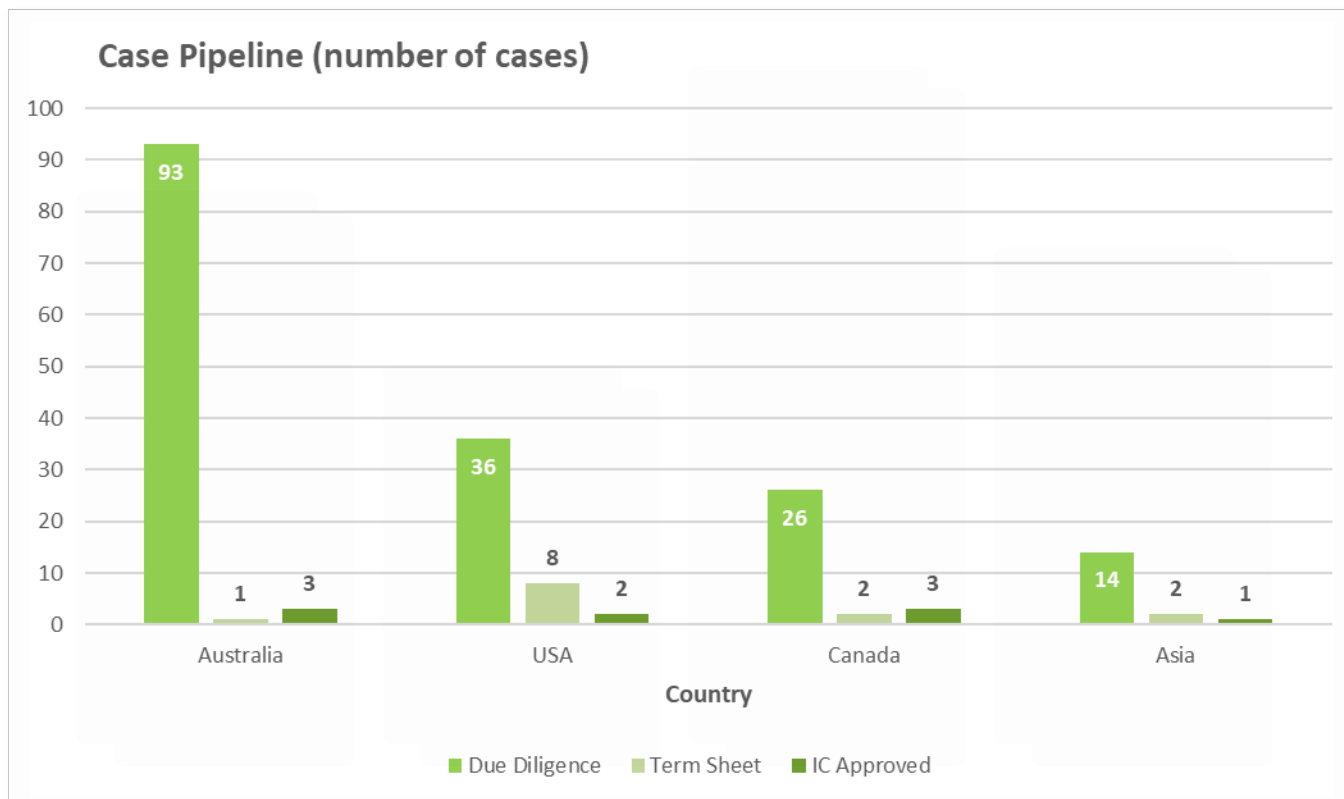
- Commonwealth Bank of Australia class action (9 October 2017)
- Santanol (13 November 2017)

IMF has also announced conditional funding of the following cases:

- Woolworths Limited class action (11 April 2017)
- Sirtex Medical class action (31 July 2017)
- Canadian class action - St Jude Medical (14 August 2017)
- GBC Oil Company Ltd (18 September 2017)
- Katherine Contamination class action (30 October 2017)

# CASE PIPELINE AT 31 OCTOBER 2017

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- Exposure to multiple jurisdictions - developed, high growth and emerging.

# IMF CAPITAL PLANS

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- IMF has now launched a US and RoW fund to fund all new matters from 2017 for the next three years (or until fully deployed).
- The funds, together with the issue of bonds in 2016 and 2017, have provided IMF with access to approximately \$480 million in funds for investment.
- Access to funds for new investments effectively minimises capital required for new cases (save for cases outside funds' concentration limits).
- The funds provide non-recourse, leveraged equity enabling IMF to generate returns superior to investing on its own balance sheet.

# US FUND ECONOMICS AND HYPOTHETICAL INVESTMENT

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- IMF's US Fund provides an opportunity for IMF to considerably enhance its risk adjusted returns via non-recourse equity finance.
- Key fund dynamics:
  - Total capital commitments of USD133m with mutual upsize option to USD200m
  - Investor contributes 75% of the capital, IMF 25%
  - Returns (European basis) waterfall:
    - Investor – Fortress
    - Investor preferred return and undrawn fee
    - IMF capital
    - IMF management fee 2% of deployed capital
    - Residual profit 85% IMF, 15% Investor
- Hypothetical example using a single investment for illustrative purposes only.
  - Assumptions:
    - USD5m capital deployed in investment
    - ROIC of 1.2x (US average)
    - Investment period of 3 years

IMF US Fund	Investor US\$M	IMF US\$M
Investor	3.7	
Investor Pref <sup>1</sup>	1.7	
IMF Capital		1.3
IMF Management Fee		0.2
IMF Profit Share		3.4
Investor Profit Share	0.7	
<b>Total</b>	<b>6.1</b>	<b>4.9</b>
<b>ROIC<sup>2</sup></b>	<b>0.6x</b>	<b>2.8x</b>

<sup>1</sup> Indicative equity rate of 15% pa utilised for the purposes of illustration

<sup>2</sup> ROIC is calculated assuming loss rate equal to historical levels

*The above hypothetical example is for illustrative purposes only. The IMF US Fund will only earn revenue from cases which reach a successful outcome. IMF does not control the outcome of the case or the length of the investment period. This illustrative example is not intended in any way whatsoever to constitute a forecast or estimate of returns from the IMF US Fund.*

# RoW FUND ECONOMICS AND HYPOTHETICAL INVESTMENT

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- IMF's RoW Fund, coupled with the ATE cover, provides an opportunity for IMF to fully deploy the fund in a risk managed, non-recourse leveraged equity structure.
- Key fund dynamics:
  - Total capital commitments of \$150m
  - Investor contributes 80% of the capital, IMF 20%
  - Returns (European basis) waterfall:
    - Investor – Partners Capital and Amitell Capital
    - Investor preferred return and undrawn fee
    - IMF capital
    - IMF management fee 2% of deployed capital
    - Residual profit 80% IMF, 20% Investor
- Hypothetical example using a single investment for illustrative purposes only.
  - Assumptions:
    - \$5m capital deployed in investment
    - ROIC of 1.5x
    - Investment period of 3 years

IMF RoW Fund	Investor A\$M	IMF A\$M
Investor	4.0	
Investor Pref <sup>1</sup>	1.7	
IMF Capital		1.0
IMF Management Fee		0.2
IMF Profit Share		4.5
Investor Profit Share	1.1	
<b>Total</b>	<b>6.8</b>	<b>5.7</b>
<b>ROIC<sup>2</sup></b>	<b>0.7x</b>	<b>4.7x</b>

<sup>1</sup> Indicative equity rate of 12.5% pa utilised for the purposes of illustration

<sup>2</sup> ROIC is calculated assuming loss rate equal to historical levels

*The above hypothetical example is for illustrative purposes only. The IMF RoW Fund will only earn revenue from cases which reach a successful outcome. IMF does not control the outcome of the case or the length of the investment period. This illustrative example is not intended in any way whatsoever to constitute a forecast or estimate of returns from the IMF RoW Fund.*

# ATE POLICY

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- ATE policy with “A” grade insurer.
- Limit of \$30 million, after excess of \$7.5 million.
- Covers all cases written for the next three years in the RoW fund, irrespective of date of completion.
- Cost of \$10.3 million plus GST and stamp duty, paid out of RoW fund draw.
- Unique policy, with exclusivity in Australia and Asia.
- Based on IMF’s record of success.

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# ENHANCED RISK MANAGEMENT

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- IMF's risk management process includes Case selection, Investment Committee review, and Case Management.
- Case selection must meet minimum legal, factual and commercial criteria before recommendation to the Investment Committee.
- Rigorous Investment Committee process to challenge legal and factual issues by a group comprising experienced litigators and commercial staff.
- Our Investment Committee process has been supplemented by the addition of John Sulan QC, former Justice of the Supreme Court of South Australia and former United States District Judge for the Northern District of California, Vaughn R Walker.
- Case management by experienced Investment Managers (former legal practitioners and Counsel).
- No material changes to this process since IMF's inception.
- Additional risk mitigants include the use of ATE adverse cost insurance, co-funding arrangements and the recent establishment of an investment vehicle managing third party capital.



# GROWTH STRATEGY

*IMF has identified significant opportunities for growth and risk diversification.*

Item	Opportunity
<b>Major domestic growth opportunities</b>	<ul style="list-style-type: none"> <li>■ Renewed focus on the insolvency market and corporate funding.</li> <li>■ Potential opportunities with common fund orders with open class claims.</li> <li>■ Only funder in Australia with infrastructure to manage group claims.</li> </ul>
<b>Major international growth opportunities</b>	<ul style="list-style-type: none"> <li>■ Restraint period after sale of JV interest expired in mid-July, and considering opportunity to re-enter the market.</li> <li>■ Canadian operations deep into second year of operations, and starting to harvest opportunities for funding.</li> <li>■ Asian office opened in April 2017, establishing a regional presence in Singapore with a mandate for funding in South-East Asia. Hong Kong has announced introduction of legislation to fund arbitration matters.</li> <li>■ US continues to develop, with San Francisco now two years old, and Houston a new market.</li> </ul>
<b>Growth and diversification</b>	<ul style="list-style-type: none"> <li>■ Operates from 11 offices around the world, with increasing awareness and demand for funding in all jurisdictions.</li> <li>■ Operational diversification, capital funding diversification, and potential introduction of deep adverse cost insurance cover provide a significant investment in risk mitigation.</li> </ul>
<b>Capital structure</b>	<ul style="list-style-type: none"> <li>■ Commenced fund structures to diversify risk on a non-recourse basis.</li> <li>■ With US and non-US fund will be able to harvest current investment, return profits, retire some debt and improve capital efficiency measures.</li> </ul>

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# KEY RISKS - IMF

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Item	Description
<b>Investments in cases which are lost</b>	<ul style="list-style-type: none"> <li>If a funded case is lost, IMF will lose not only its investment but may, in jurisdictions in which the “loser pays” rule applies have to pay the defendant’s costs.</li> </ul>
<b>Portfolio concentration risk</b>	<ul style="list-style-type: none"> <li>IMF’s financial performance in each of FY2018 and FY2019 is exposed to portfolio concentration risk associated with two large investments in Wivenhoe and Westgem. IMF’s execution of its diversification strategy has sought to reduce portfolio concentration risk in future periods.</li> </ul>
<b>Competition</b>	<ul style="list-style-type: none"> <li>IMF currently has a number of competitors in the Australian litigation funding market, including overseas based competitors, who are becoming more active. There are multiple litigations funders in the US market and competition for investments is strong. The increasing competition within the global litigation funding market may impact on the performance of IMF.</li> </ul>
<b>Government regulation</b>	<ul style="list-style-type: none"> <li>No assurance can be given that regulation in IMF’s key markets will not change in the future and adversely affect IMF’s business and financial performance. However, there is presently no such legislation proposed in the markets in which IMF operates of which it is aware.</li> </ul>
<b>Common law development of industry</b>	<ul style="list-style-type: none"> <li>To date, the courts have generally found in favour of litigation funding arrangements in Australia but the courts, in Australia or overseas, will continue to oversee the development of the litigation funding industry and adverse decisions may impact on the business of IMF.</li> </ul>
<b>Technology</b>	<ul style="list-style-type: none"> <li>IMF is dependent on technological systems to operate effectively. These systems may fail or may not operate properly. IMF may fail to keep its technology up to date with the resultant loss of business opportunities.</li> </ul>
<b>Reliance on key management</b>	<ul style="list-style-type: none"> <li>IMF depends substantially on its executive directors, senior management and key personnel to oversee the day-to-day operations and the strategic management of IMF. There can be no assurance given that there will be no detrimental impact on IMF if one or more of these directors or employees cease their employment.</li> </ul>

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