



BANKING | ASSET FINANCING | WEALTH MANAGEMENT

Somers is a financial services investment company with high quality assets and modest leverage.

OVERVIEW OF SOMERS LIMITED

- Somers Limited is a Bermuda Stock Exchange listed financial services investment holding company with interests primarily in Australia, Bermuda, and the UK
- Established in 2012 with Shareholders' Funds of approximately £271 million and minimal debt
- Somers is managed by ICM Limited, a Bermuda based global fund manager and corporate finance adviser which manages over US\$24 billion in funds, directly and indirectly, in a range of mandates
- Somers is a long term investor

LONG TERM TOTAL SHAREHOLDER RETURN

- Somers' objective is to deliver superior shareholder total returns through either capital appreciation and/or income
- Aim to maximise value by holding a reasonably concentrated portfolio of investments
- Look to achieve synergistic benefits in terms of revenue and costs but do not look to merge investments
- Investments are in both listed and unlisted companies in a range of financial related sectors and markets
- Increased focus on fund and asset management businesses due to annuity style income and lower capital requirements

SHAREHOLDERS' FUNDS

£271
MILLION

ASSETS UNDER MANAGEMENT DIRECTLY MANAGING OVER

£360.3
MILLION

ASSETS UNDER MANAGEMENT INDIRECTLY MANAGING OVER

£22.2
BILLION

CONCENTRATED PORTFOLIO INTERESTS IN AUSTRALIA, BERMUDA AND UNITED KINGDOM

SELECTED INVESTMENTS



CUSTOMERS
55,000+



SETTLEMENTS
\$4.0b+ P.A.



DISTRIBUTION AVAILABLE VIA
85%+ OF MORTGAGE
BROKERS DIRECT TO
CONSUMER ONLINE



ASSETS UNDER
MANAGEMENT
\$14b+



PEOPLE
300+
STAFF OPERATING ACROSS
AUS, NZ & PHILIPPINES



PRODUCTS:
WE OFFER A RANGE OF
PRIME & SPECIALIST
MORTGAGE SOLUTIONS



AWARD-WINNING INVESTMENT MANAGEMENT HOUSE
DEDICATED TO CREATING
HIGH QUALITY
INVESTMENT PORTFOLIOS



PAM AWARDS
50 MOST
INFLUENTIAL
NICK TUCKER
CEO LISTED 2024

ADVISER FIRM OF THE YEAR
– SCOTLAND &
NTH IRELAND
2023 AWARDS:
PROFESSIONAL ADVISER AWARDS











OVER
150
MEMBERS OF STAFF

ASSETS UNDER
MANAGEMENT AND
ADMINISTRATION
£14.7 BILLION



WAVERTON FUNDS IS A RANGE OF
INVESTMENT VEHICLES INCLUDING
EQUITY, FIXED INCOME
AND MULTI-ASSET FUNDS

PORTFOLIO

Company	Country of Domicile	Sector	Gross Assets
1 Waverton Investment Management Limited	UK	 Wealth Management	42.9%
2 Resimac Group Limited	Australia	 Financial Services	32.8%
3 ICM Mobility Group Limited	UK	 Technology Company	9.5%
4 AK Jensen Group	Bermuda	 Brokerage Company	3.6%
5 Thorn Group Limited	Australia	 Financial Services	3.2%
6 Terra Firma Capital Corporation	Canada	 Financial Services	1.5%
7 Aura Group	Australia	 Wealth Management	1.0%
8 Mana Capital Limited	New Zealand	 Financial Services	1.0%

MACRO TRENDS AFFECTING FINANCIAL SERVICES



DIGITISATION & AUTOMATION

- Continued disruption by fintechs, digitalisation, automation, blockchain and artificial intelligence, both internally (replacement of staff, digitisation of business processes and workflows) and externally (move to robo-advice or underwriting, automated data driven decision making, smart contracts, etc)
- Decreasing customer loyalty promotes the commoditisation of finance and requires new approaches to customer / user experience, with a focus on reducing friction and lead times and improving transparency and instant engagement
- Significant move towards e-commerce and mobile in an environment of demonetisation, smartphone penetration and screen-time of 4+ hours a day in developed and emerging nations



FINTech

- Fintechs are expanding rapidly as consumers demand cheaper, efficient service with more choice. Multiple value chains continually being aggregated across banking, wealth management and insurance
- Millennial engagement and the drive to maintain relevance against other daily-user platforms have driven growth in new platforms focused on social, mobile, hyperlocal, and predictive personalisation
- Evolution of payments and the advent of blockchain / distributed ledger and cryptocurrency will change the financial services landscape long term
- Industry facing increasing threats from challenger firms working on technology enabled products which disintermediate traditional distribution and go direct to customer



MONETARY POLICY

- Adapting to and operating in a new era of higher interest rates
- Financial institutions and investors can now generate a return on their fixed income portfolio for the first time in years leading to an alternative asset class than just equities
- The full impact from higher interest rates has yet to be felt and companies need to plan for potential recession as Central Banks aim to reduce inflation



GEO-POLITICAL TENSIONS

- Conflict between Russia and Ukraine significantly impacts both inflation and the global supply chain; Israel and Hamas is unsettling areas of the Middle East
- US-China trade tensions having a long-term impact on the global economy
- Investment decisions must now consider global uncertainty, and in particular the impact that geo-political issues have on markets such as foreign exchange



ENVIRONMENTAL, SOCIAL AND GOVERNANCE

- Climate change is now an accepted reality with governments and intergovernmental organisations having initiatives in place targeting reductions in the impact of man-made emissions
- Changing work dynamics include an increased focus on diversity of labour, development of the platform economy, continued investment in AI, and ongoing impacts from Covid-19
- The rise of social media and information exchange have elevated the importance of transparency. Opaque business practices face growing scrutiny
- Effective governance remains fundamental to long-term investment performance. Corporates with strong governance are consistently demonstrating their ability to navigate economic uncertainty



CYBERSECURITY

- Sophistication and frequency of cyber-attacks in the spotlight, with companies spending larger parts of total budget on protection from wide scale privacy and data breaches. Digital enablement has necessitated a move to the cloud
- Reputational risk becoming as important as financial risk in an era of increased transparency and decreased trust. Companies are unable to control dissemination of content, customer backlash in social and online communities, with social sentiment often mirroring share price
- Increase in cyber crime penalties and biometric protocols



REGULATORY & COMPLIANCE

- Financial institutions are stronger than they were due to increased capital requirements but have more constrained lending policies
- Increased global focus on regulation following the 2008 financial crisis e.g. MiFID II, GDPR, Basel III shaping technology driven customer interaction, particularly around consent, KYC, identity and AML
- Stronger regulation of established institutions, contrasted by incentives and policies encouraging smaller, newer companies to compete and grow

ICM incorporates ESG factors into the investment process in three key ways:

01

UNDERSTANDING

In-depth analysis of the key issues that face potential and current holdings, as well as a deep understanding of the industry in which they operate.

02

INTEGRATION

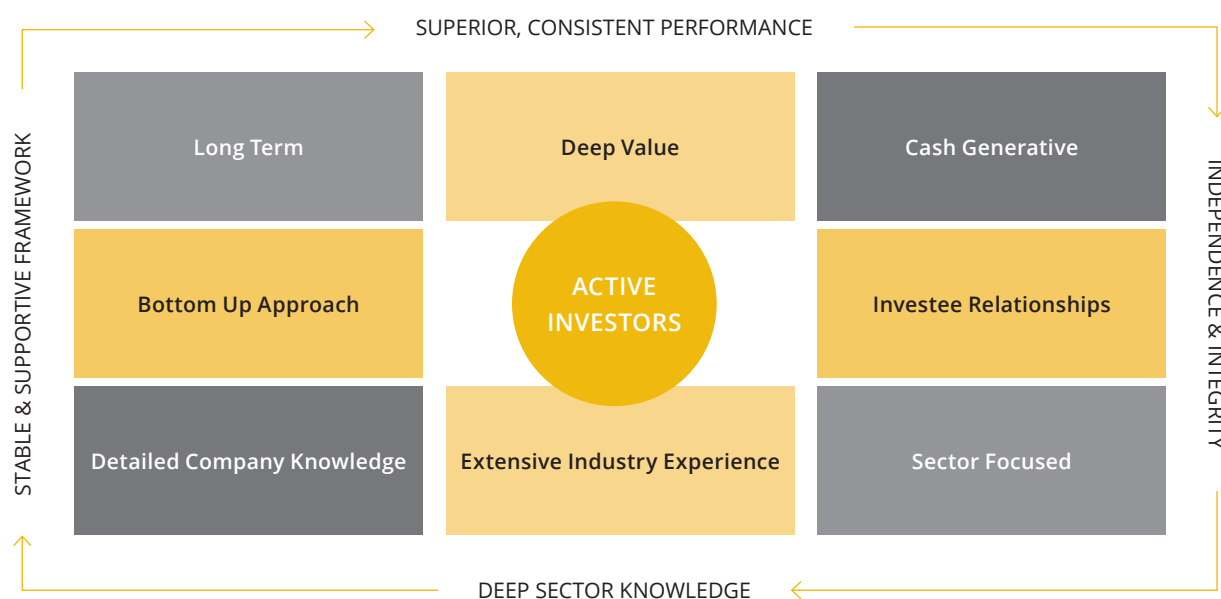
Incorporate the output of the 'Understanding' component detailed above into the full company analysis to ensure a clear and complete picture of the investment opportunity is obtained.

03

ENGAGEMENT

Engage with investee companies on the key issues on a regular basis, both virtually and on location, where possible, to discuss and identify any gaps in their ESG policy to further develop and improve their ESG disclosure and implementation.

We seek out and make compelling investments



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Past performance is no guide to the future. The value of investments and the income from them may go down as well as up and investors may not get back the full amount they originally invested. The information presented has been obtained from sources believed to be reliable but no representation or warranty is given, or may be implied that they are accurate or complete.

All data shown is as at September 30, 2023 unless otherwise specified.