



2024

Full year results

24 February 2025

[iress.com](https://www.iress.com)



Agenda

1. Overview & Transformation Update
2. FY24 Financial Results
3. Strategy & Outlook

Overview & Transformation Update

Marcus Price



Following a successful transformation program, Iress is a simpler, leaner business focused on driving operating leverage and building growth vectors



Delivered strong FY24 results - ahead of guidance

Materially strengthened balance sheet

Reset asset and cost base

Reinstated dividend

Building growth vectors

Iress has delivered strong FY24 financial results; ahead of guidance



Adjusted EBITDA



+25.2%
\$132.8m

Adjusted EBITDA Margin



+501.9bps
22.0%

Underlying EPS



+72.4%
34.3 cps

NPATA¹



+192.2%
\$30.1m

Leverage ratio



1.0x
(from 2.5x)

Final dividend



10.0 cps

Note: Compared with pcp (FY23)

1. NPATA represents Reported/Statutory NPAT adjusted for after-tax impairment, write-off and amortisation of acquired intangibles, and gain/loss on sale of assets.

Iress' transformation program has delivered on key objectives and embedded management disciplines



Financial discipline

Cost base reset; embedded cost discipline

Revised performance metrics

Divestment of non-strategic assets

Refreshed capital management plan



Performance & accountability

New P&L, BU-driven structure driving accountability

Refreshed leadership

Building momentum in the UK

Execution cadence & governance



Focus on key businesses

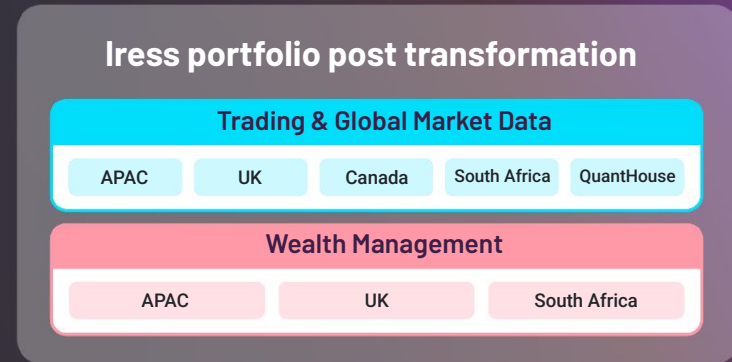
Significant improvement in customer sentiment

Prioritised and transparent product roadmap

Standardised pricing / discounting frameworks

UX uplifts for key products

Iress has sold non-strategic assets and is focused on driving growth in two strategic and profitable businesses: Trading & Global Market Data and Wealth Management



1. Superannuation business sale to Apex Group announced on 20 January 2025 with expected completion in Q2-25.

Financial Results

Cameron Williamson

CFO Overview



- Exceptionally strong 2024 financial performance
- Balance sheet materially strengthened
- Debt refinance delivered January 2025
- Dividend reinstated
- Focus on driving organic growth and operating leverage across Iress' continuing business following heightened period of M&A activity in last 18 months
- Continuing business performance highlighted in presentation

Strong earnings growth with improved margin



A\$m	FY23	FY24	\$ vs PCP	% vs PCP
Recurring Revenue	577.3	553.7	(23.6)	(4.1%)
Non-Recurring Revenue	48.8	50.9	2.1	4.3%
Total Revenue	626.1	604.6	(21.5)	(3.4%)
Staff costs	(327.4)	(290.7)	36.7	(11.2%)
Cost of sales	(110.0)	(107.2)	2.8	(2.5%)
Non-wage opex	(82.6)	(73.9)	8.7	(10.5%)
Total Operating Costs	(520.0)	(471.8)	48.2	(9.3%)
Adjusted EBITDA	106.1	132.8	26.7	25.2%
Adjusted EBITDA margin	16.9%	22.0%	502 bps	5.02%
Underlying NPAT (UPAT) ¹	35.9	63.4	27.5	76.6%
Underlying EPS (c)	19.9	34.3	14.4	72.4%

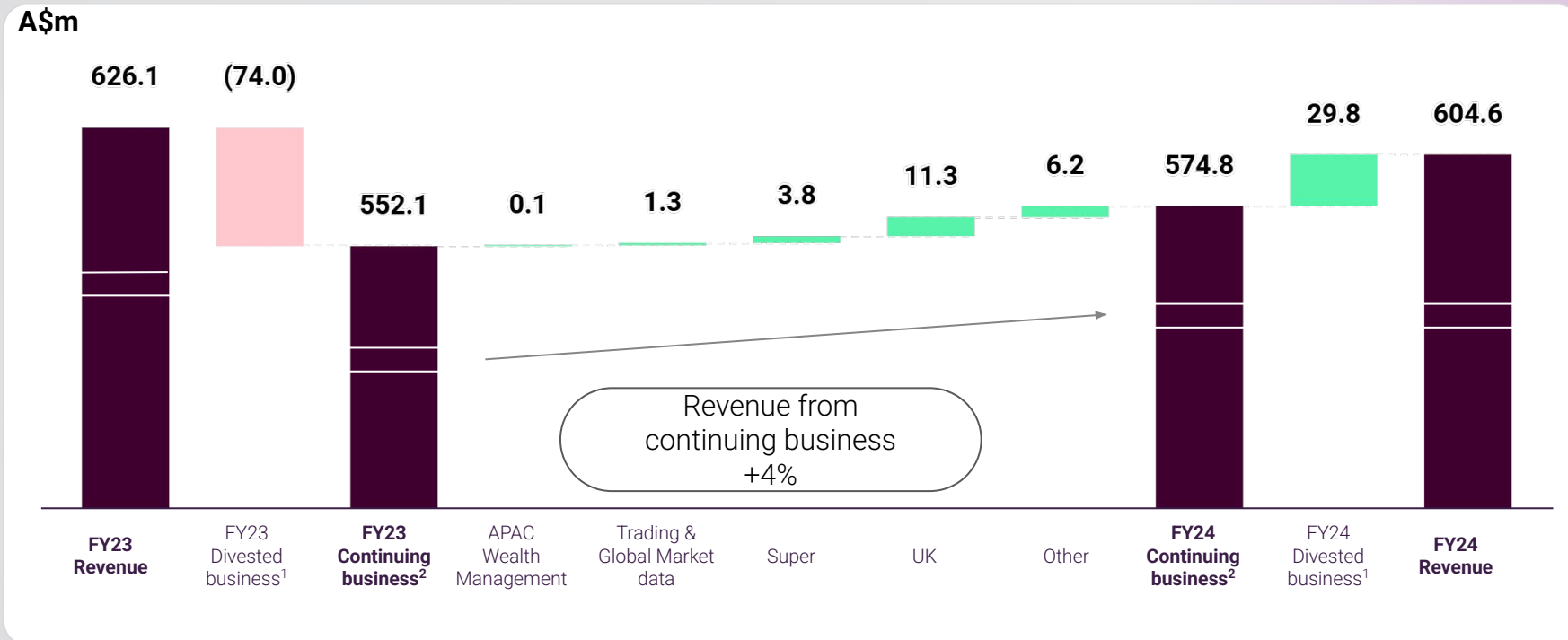
Key points

- Adjusted EBITDA up 25.2%, exceeded guidance throughout year, driven by significantly lower costs
- Revenue decline reflects divestment of assets; +4% from continuing business²
- Operating costs notably lower:
 - FTE reduction of 15%
 - Lower non-staff costs, despite inflationary environment
 - -2% from continuing business¹
- Margin expansion of >500bps
- EPS and UPAT both materially higher, > 70% vs pcp.

1. Refer Appendix slide 25 for Underlying NPAT summary.

2. Continuing business represents those business units that were in the Iress Group for the whole of 2023 and 2024; TGMD, APAC Wealth, Superannuation, UK Wealth & Sourcing, South Africa and Canada.

Revenue growth +4% from Iress' continuing business

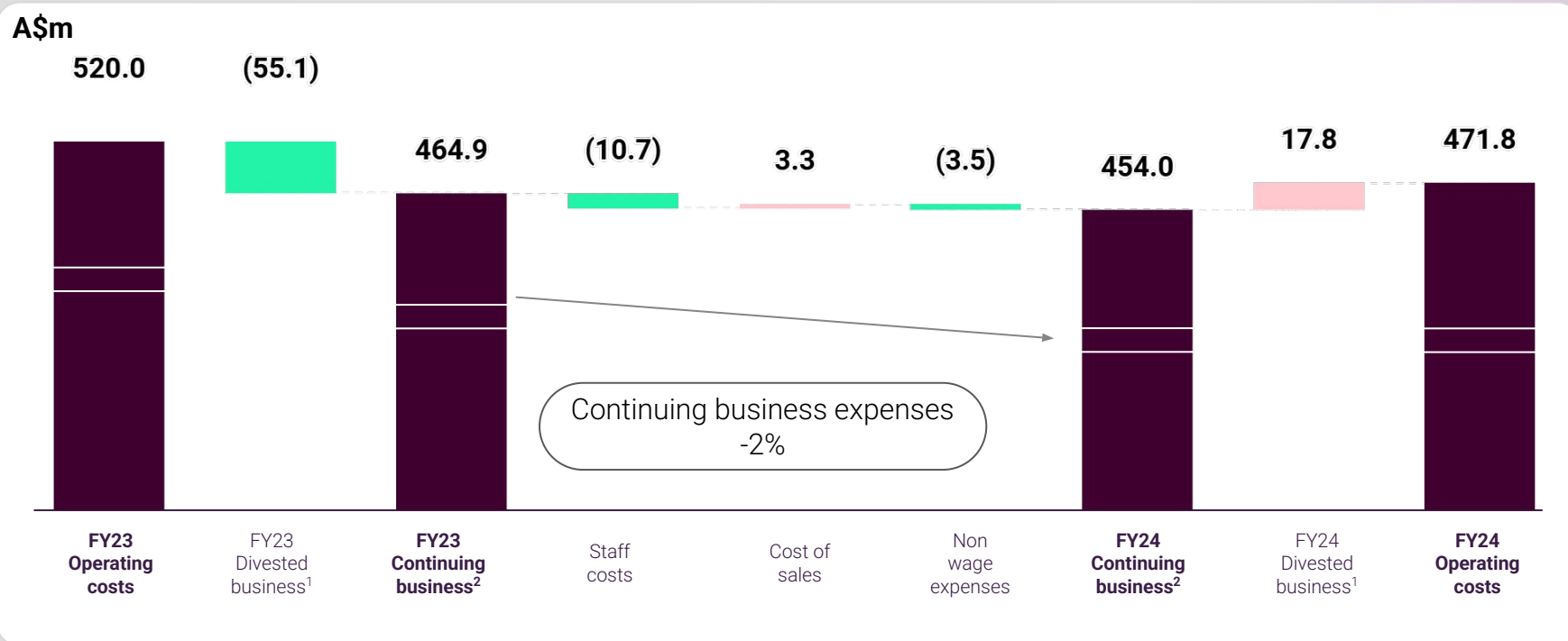


1. Divested business represents those businesses that were within the Iress Group for part of 2023 and 2024 and are divested as at end 2024; MFA, Platform, UK Mortgages and Pulse UK.

2. Continuing business represents those business units that were in the Iress Group for the whole of 2023 and 2024; TGMD, APAC Wealth, Superannuation, UK Wealth & Sourcing, South Africa and Canada.

Note: Favourable FX impact on Revenue \$5.8m: UK \$4.3m | TGMD \$1.3m | Other \$0.3m (Refer to Slide 31 for Foreign exchange rates).

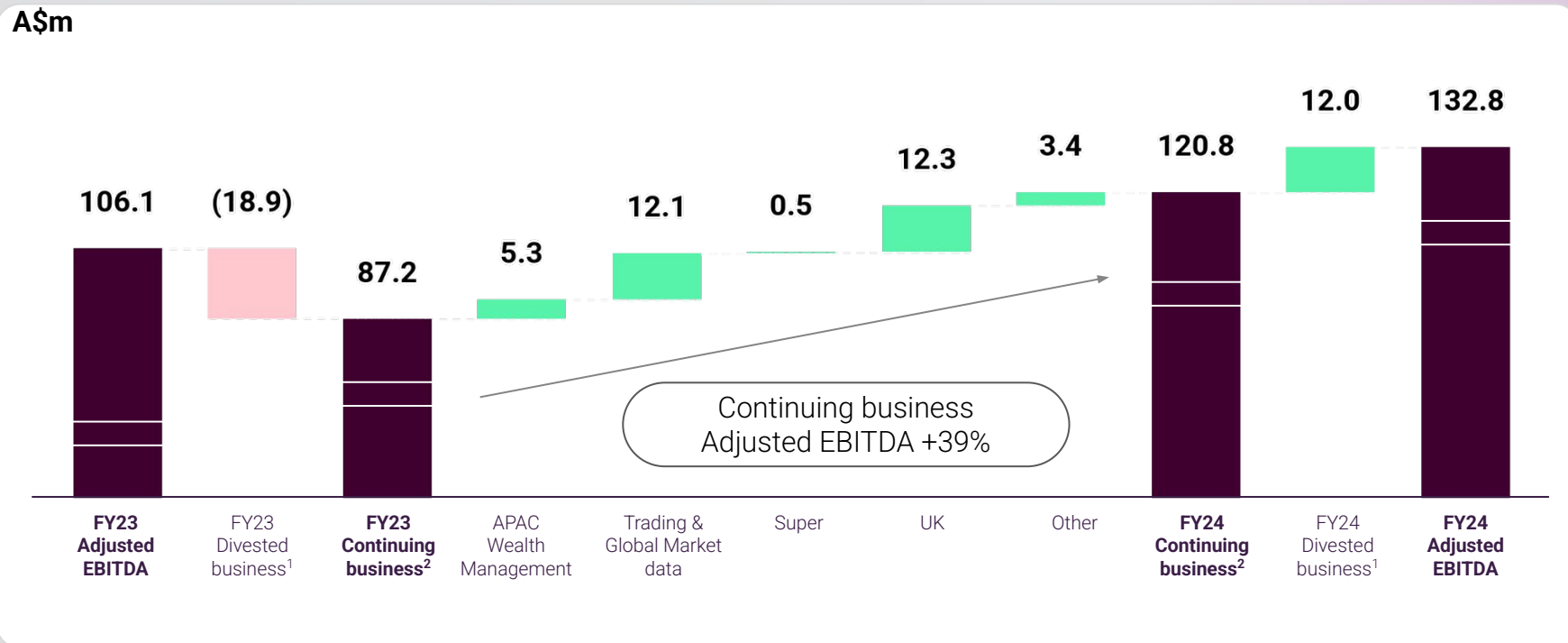
Cost discipline -2% reduction in expenses across Iress' continuing business



1. Divested business represents those businesses that were within the Iress Group for part of 2023 and 2024 and are divested as at end 2024; MFA, Platform, UK Mortgages and Pulse UK.

2. Continuing business represents those business units that were in the Iress Group for the whole of 2023 and 2024; TGMD, APAC Wealth, Superannuation, UK Wealth & Sourcing, South Africa and Canada.

Material 39% uplift in Adjusted EBITDA across continuing business



1. Divested business represents those businesses that were within the Iress Group for part of 2023 and 2024 and are divested as at end 2024; MFA, Platform, UK Mortgages and Pulse UK.

2. Continuing business represents those business units that were in the Iress Group for the whole of 2023 and 2024; TGMD, APAC Wealth, Superannuation, UK Wealth & Sourcing, South Africa and Canada.

Group P&L Adjusted EBITDA Reconciliation to NPAT



A\$m	FY23	FY24	% vs PCP
Adjusted EBITDA	106.1	132.8	25.2%
Excluded items:	(35.6)	(42.6)	19.7%
M&A related items	(6.9)	(13.6)	97.1%
Transformation related costs	(28.7)	(29.0)	1.0%
D&A (excl acquired amortisation)	(25.3)	(32.2)	27.3%
Net interest	(21.8)	(16.8)	(22.9%)
Tax	(13.1)	(11.1)	(15.4%)
NPATA¹	10.3	30.1	192.2%
Acquired amortisation	(24.4)	(14.6)	(40.2%)
Impairment of intangibles	(143.7)	-	n/m
Gain & Loss - Disposal of Investments	17.6	63.3	n/m
Tax	2.7	9.9	n/m
NPAT	(137.5)	88.7	n/m

- Material increase in NPATA driving improved cashflow
- BTL items⁽²⁾:
 - c.20% higher than 2023 due to heightened M&A activity
 - Transformation related costs flat vs 2023
 - Both expected to materially decline in 2025
- Net interest costs reducing with lower debt level
- Notable gains on non-strategic asset disposals supporting a significant uplift in NPAT.

1. NPATA represents Reported/Statutory NPAT adjusted for after-tax impairment, write-off and amortisation of acquired intangibles, and gain/loss on sale of assets.

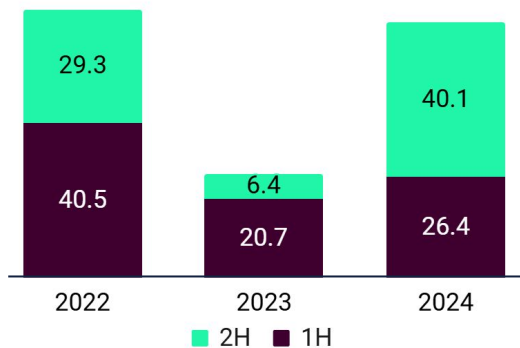
2. Below The Line (BTL) items are costs excluded from Adjusted EBITDA that do not form part of the ongoing operations of the Group.

Free cashflow and balance sheet significantly improving



Free cash flow

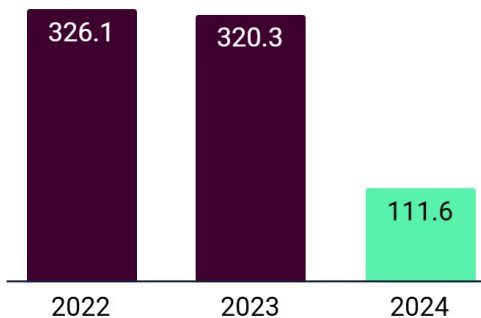
A\$m (pre-cap mgmt)



Notable improvement in free cash flow

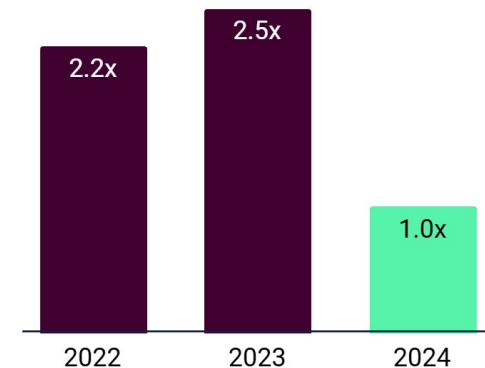
Net debt

A\$m



Net debt declined \$209m over the year as proceeds from asset sales and retained cashflow were used to pay down debt

Leverage ratio



Leverage ratio substantially lower

Lower leverage with established target dividend payout ratio



FY24 Status	Capital Settings
Leverage ratio 1.0x	Leverage ratio Reconfirm 1.0-1.5x
R&D Capex 2.3% of revenue	R&D Capex Reconfirm 5-7% of revenue (over medium term)
Final dividend reinstated 10cps (25% franked)	Target dividend payout range 50-70% of NPATA¹

1. NPATA represents Reported/Statutory NPAT adjusted for after-tax impairment, write-off and amortisation of acquired intangibles and gain/loss on sale of assets.

CFO Summary and FY25 Guidance



Summary

Strong 2024 with improved performance metrics across the board

Embedded cost discipline with focused approach to capital allocation

Balance sheet strength supporting reinstatement of dividends

Further simplification of Iress portfolio with Superannuation divestment expected to complete in Q225

FY25 Guidance¹

NPATA

\$54m - \$62m
80% - 106% vs FY24

Adjusted EBITDA

\$127m - \$135m
6% - 12% vs FY24

1.From Continuing Business and includes Superannuation for full period. Subject to revision upon divestment.

Strategy & Outlook

Marcus Price



Trading & Global Market Data: Iress is well positioned to leverage core competencies to modernise trading technology and global connectivity



Iress' market position¹

1 Australia

Sell-Side Equities
Trading Tech

1 UK

Retail Service Provider
Tech

Canada & South Africa

Trading Tech Leader

Market trends

Technology modernisation to support interoperability and cloud solutions

Ongoing industry focus on connectivity improvement between market participants

Growing demand for data and AI driven trading solutions

Iress strategic priorities

Buy-side EMS and IOS+ uplift in response to ASX SR15²

Expansion of Iress FIX Hub connections globally

Trading data Insights

Enhanced APIs and interoperability

1. Source: Iress intelligence

2. Service Release 15

Wealth Management: Iress is well positioned to grow with the structural industry tailwinds & expand access to advice in APAC & UK



Iress' market position¹

1 Australia
Adviser Tech

2 UK
Adviser Tech

Market trends²

Regulatory tailwinds

Unmet advice needs

Intergenerational wealth transfer

Demand for modularised technology

Blending of self-service
and traditional advice

Iress strategic priorities

Digital advice for superannuation

Continued standardisation of
pricing / discounting frameworks

New data product revenues

Expanded Xplan capabilities -
incl. Retirement Income

Strategic partnerships, integrations
and community (Advisely)
to expand ecosystem

1. Source: Iress intelligence, Investment Trends 2024 Adviser Technology Needs Report

2. Source: Iress commissioned research Deloitte Access Economics - Advice 2030: The Big Shift

Outlook



Maintaining
cost
discipline

Driving
operating
leverage

Product
roadmap
delivery

FY25 Guidance
NPATA
\$54m - \$62m

Investing for
future
growth

Questions



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All amounts and dollar values are in Australian dollars (A\$). Certain figures, amounts, percentages, estimates, calculations of value and fractions may be subject to rounding differences.

Appendix

Underlying NPAT and EPS Reconciliation



A\$m	FY23	FY24
Reported NPAT	(137.5)	88.7
Adjustments:		
Add:		
M&A related activity	6.9	13.6
Transformation related costs	28.7	29.0
Intangibles impairment / derecognition	143.7	-
Amortisation of acquired intangibles	24.4	14.6
Deduct:		
Gains on disposal of subsidiary	(17.6)	(63.3)
Net tax effects of adjustments above	(12.7)	(19.2)
Underlying NPAT (UPAT)	35.9	63.4
Underlying EPS (c)	19.9	34.3
Weighted average shares (m)	180.0	184.8

Prior year UPAT has been adjusted to conform to Adjusted EBITDA classifications as announced on 29th February 2024 and Iress commitment to more transparent reporting.

Group P&L



Group reported

A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	288.9	288.4	577.3	282.5	271.2	553.7
Non-recurring revenue	22.7	26.1	48.8	26.5	24.4	50.9
Total Revenue	311.6	314.5	626.1	309.0	295.6	604.6
Staff costs	(173.2)	(154.2)	(327.4)	(153.4)	(137.3)	(290.7)
Cost of sales	(55.2)	(54.8)	(110.0)	(53.0)	(54.2)	(107.2)
Other direct expenses	(39.2)	(43.4)	(82.6)	(35.6)	(38.3)	(73.9)
Operating Costs	(267.6)	(252.4)	(520.0)	(242.0)	(229.8)	(471.8)
Adjusted EBITDA	44.0	62.1	106.1	67.0	65.8	132.8
Margin %	14.1%	19.7%	16.9%	21.7%	22.3%	22.0%
Revenue per FTE (\$m)	0.15	0.17	0.35	0.18	0.19	0.40

Group continuing

A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	262.1	263.3	525.4	263.9	269.0	532.9
Non-recurring revenue	11.4	15.3	26.7	19.0	22.9	41.9
Total Revenue	273.5	278.6	552.1	282.9	291.9	574.8
Staff costs	(151.0)	(135.9)	(286.9)	(140.2)	(136.0)	(276.2)
Cost of sales	(51.6)	(50.2)	(101.8)	(51.1)	(54.0)	(105.1)
Other direct expenses	(35.1)	(41.1)	(76.2)	(34.4)	(38.3)	(72.7)
Operating Costs	(237.7)	(227.2)	(464.9)	(225.7)	(228.3)	(454.0)
Adjusted EBITDA	35.8	51.4	87.2	57.2	63.6	120.8
Margin %	13.1%	18.4%	15.8%	20.2%	21.8%	21.0%
Revenue per FTE (\$m)	0.15	0.17	0.34	0.18	0.19	0.38

APAC Wealth (continuing) - FY23→FY24



A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	64.2	64.8	129.0	65.4	62.7	128.1
Non-recurring revenue	0.7	0.7	1.4	1.2	1.2	2.4
Total Revenue	64.9	65.5	130.4	66.6	63.9	130.5
Staff costs	(25.8)	(21.3)	(47.1)	(21.8)	(20.3)	(42.1)
Cost of sales	(4.2)	(3.6)	(7.8)	(4.0)	(4.3)	(8.3)
Other direct expenses	(2.4)	(1.9)	(4.3)	(1.7)	(2.4)	(4.1)
Indirect expenses	(15.1)	(15.4)	(30.5)	(14.9)	(15.1)	(30.0)
Operating Costs	(47.5)	(42.2)	(89.7)	(42.4)	(42.1)	(84.5)
Adjusted EBITDA	17.4	23.3	40.7	24.2	21.8	46.0
Margin %	26.8%	35.6%	31.2%	36.3%	34.1%	35.2%
Revenue per FTE (\$m)	0.19	0.23	0.46	0.25	0.26	0.53

Adjusted EBITDA for each segment represents direct P&L contribution and indirect expenses from corporate functions providing scale benefits across the Group which have been allocated to segments using functional drivers.

Trading & Global Market Data (continuing) - FY23→FY24



A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	99.1	100.8	199.9	99.4	101.4	200.8
Non-recurring revenue	1.8	2.3	4.1	2.1	2.4	4.5
Total Revenue	100.9	103.1	204.0	101.5	103.8	205.3
Staff costs	(30.2)	(27.7)	(57.9)	(27.2)	(25.3)	(52.5)
Cost of sales	(35.1)	(33.2)	(68.3)	(32.9)	(32.9)	(65.8)
Other direct expenses	(5.5)	(4.7)	(10.2)	(2.9)	(4.5)	(7.4)
Indirect expenses	(17.2)	(18.7)	(35.9)	(17.5)	(18.3)	(35.8)
Operating Costs	(88.0)	(84.3)	(172.3)	(80.5)	(81.0)	(161.5)
Adjusted EBITDA	12.9	18.8	31.7	21.0	22.8	43.8
Margin %	12.8%	18.2%	15.5%	20.7%	22.0%	21.3%
Revenue per FTE (\$m)	0.27	0.31	0.62	0.32	0.32	0.63

Adjusted EBITDA for each segment represents direct P&L contribution and indirect expenses from corporate functions providing scale benefits across the Group which have been allocated to segments using functional drivers.

Superannuation¹ (continuing) - FY23→FY24



A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	24.1	19.3	43.4	18.7	23.4	42.1
Non-recurring revenue	4.3	6.5	10.8	7.8	8.1	15.9
Total Revenue	28.4	25.8	54.2	26.5	31.5	58.0
Staff costs	(21.7)	(21.3)	(43.0)	(21.9)	(20.9)	(42.8)
Cost of sales	(0.5)	(0.2)	(0.7)	(1.4)	(2.3)	(3.7)
Other direct expenses	(2.1)	(3.8)	(5.9)	(3.0)	(3.4)	(6.4)
Indirect expenses	(4.0)	(4.6)	(8.6)	(4.0)	(4.6)	(8.6)
Operating Costs	(28.3)	(29.9)	(58.2)	(30.3)	(31.2)	(61.5)
Adjusted EBITDA	0.1	(4.1)	(4.0)	(3.8)	0.3	(3.5)
Margin %	0.4%	-15.9%	-7.4%	-14.3%	1.0%	-6.0%
Revenue per FTE (\$m)	0.10	0.09	0.20	0.10	0.13	0.23

1. Superannuation business sale to Apex Group announced on 20 January 2025 with expected completion in Q2-25.

Adjusted EBITDA for each segment represents direct P&L contribution and indirect expenses from corporate functions providing scale benefits across the Group which have been allocated to segments using functional drivers.

UK - FY23→FY24



UK - Continuing⁽¹⁾

A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	42.8	46.1	88.9	47.2	48.4	95.6
Non-recurring revenue	3.3	3.8	7.1	4.0	7.7	11.7
Total Revenue	46.1	49.9	96.0	51.2	56.1	107.3
Staff costs	(27.9)	(25.2)	(53.1)	(26.1)	(25.2)	(51.3)
Cost of sales	(4.3)	(5.4)	(9.7)	(5.1)	(5.8)	(10.9)
Other direct expenses	(3.1)	(2.6)	(5.7)	(2.0)	(2.6)	(4.6)
Indirect expenses	(9.8)	(10.6)	(20.4)	(10.2)	(10.9)	(21.1)
Operating Costs	(45.1)	(43.8)	(88.9)	(43.4)	(44.5)	(87.9)
Adjusted EBITDA	1.0	6.1	7.1	7.8	11.6	19.4
Margin %	2.2%	12.2%	7.4%	15.2%	20.7%	18.1%
Revenue per FTE (\$m)	0.14	0.17	0.32	0.19	0.22	0.41

UK Divested⁽²⁾

A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	15.8	17.0	32.8	16.3	2.2	18.5
Non-recurring revenue	6.3	7.4	13.7	6.2	1.4	7.6
Total Revenue	22.1	24.4	46.5	22.5	3.6	26.1
Staff costs	(8.2)	(9.8)	(18.0)	(10.9)	(1.3)	(12.2)
Cost of sales	(0.9)	(0.9)	(1.8)	(1.1)	(0.1)	(1.2)
Other direct expenses	(0.8)	(0.7)	(1.5)	(0.7)	(0.2)	(0.9)
Indirect expenses	-	-	-	-	-	-
Operating Costs	(9.9)	(11.4)	(21.3)	(12.7)	(1.6)	(14.3)
Adjusted EBITDA	12.2	13.0	25.2	9.8	2.0	11.8

1. UK Continuing includes UK Wealth and UK Sourcing businesses

2. UK Divested includes UK Mortgages and Pulse businesses

Adjusted EBITDA for each segment represents direct P&L contribution and indirect expenses from corporate functions providing scale benefits across the Group which have been allocated to segments using functional drivers.

South Africa, Canada & Other - FY23→FY24



South Africa & Canada - Continuing ⁽¹⁾

A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	31.9	32.3	64.2	33.2	33.1	66.3
Non-recurring revenue	1.3	2.0	3.3	3.9	3.5	7.4
Total Revenue	33.2	34.3	67.5	37.1	36.6	73.7
Staff costs	(13.4)	(11.8)	(25.2)	(12.0)	(12.4)	(24.4)
Cost of sales	(7.5)	(7.7)	(15.2)	(7.7)	(8.3)	(16.0)
Other direct expenses	(0.8)	(0.7)	(1.5)	(0.6)	(1.4)	(2.0)
Indirect expenses	(7.1)	(6.8)	(13.9)	(8.8)	(7.4)	(16.2)
Operating Costs	(28.8)	(27.0)	(55.8)	(29.1)	(29.5)	(58.6)
Adjusted EBITDA	4.4	7.3	11.7	8.0	7.1	15.1
Margin %	13.3%	21.3%	17.3%	21.6%	19.4%	20.5%
Revenue per FTE (\$m)	0.14	0.19	0.37	0.20	0.19	0.39

OneVue (Platform and MFA) - Divested ⁽¹⁾

A\$m	1H23	2H23	FY23	1H24	2H24	FY24
Recurring revenue	11.0	8.1	19.1	2.3	-	2.3
Non-recurring revenue	5.0	3.4	8.4	1.3	0.1	1.4
Total Revenue	16.0	11.5	27.5	3.6	0.1	3.7
Staff costs	(14.0)	(8.5)	(22.5)	(2.3)	-	(2.3)
Cost of sales	(2.7)	(3.7)	(6.4)	(0.8)	(0.1)	(0.9)
Other direct expenses	(3.3)	(1.6)	(4.9)	(0.5)	0.2	(0.3)
Indirect expenses	-	-	-	-	-	-
Operating Costs	(20.0)	(13.8)	(33.8)	(3.6)	0.1	(3.5)
Adjusted EBITDA	(4.0)	(2.3)	(6.3)	-	0.2	0.2

1. The Managed Portfolio - Other segment comprises South Africa, Canada, Platform, and MFA businesses. As at 31 December 2024, Platform and MFA are sold with South Africa and Canada remaining as Continuing Business.

Adjusted EBITDA for each segment represents direct P&L contribution and indirect expenses from corporate functions providing scale benefits across the Group which have been allocated to segments using functional drivers.

Foreign exchange rates



	FY23 Avg	FY24 Avg
AUD / GBP	0.54	0.52
AUD / CAD	0.90	0.90
AUD / ZAR	12.24	12.06
AUD / EUR	0.61	0.61

Divestments with TSAs continuing into late 2026



Divestment	Announced	Consideration ²	Completed	TSA Period	TSA Completion
MFA	Aug-23	\$52.0m	Oct-23	24m	Oct-25
Platform	Feb-24	\$1.0m	April-24	18m	Oct-25
MSO - UK	Mar-24	\$147.0m	Aug-24	12m	Aug-25
Pulse - UK	May-24	NA	June-24	NA	NA
Superannuation¹	Jan-25	\$40.0m	Exp. Q2 25	18m	Exp. Q4 26

- Significant divestment activity over last 18 months
- TSA's in place with 12-24 month service periods

1. Superannuation business sale to Apex Group announced on 20 January 2025 with expected completion in Q2-25.

2. Platform and Superannuation consideration subject to additional earn outs.