

The Manager Company Announcements Office Australian Stock Exchange Exchange Centre 20 Bridge Street SYDNEY NSW 2000

17 April 2019

Dear Sir or Madam

RE: INVESTOR PRESENTATION

Please find attached a presentation which will be presented this morning at 11.00 to an investor forum.

Yours sincerely

Peter Ferguson Group General Counsel & Company Secretary

IRESS Limited Corporate Office: Level 16, 385 Bourke Street MELBOURNE VIC 3000 Australia ABN: 47 060 313 359 T +61 3 9018 5800 Enquiries@iress.com www.iress.com.au Offices in:

Australia, Canada, Hong Kong, New Zealand, Singapore, South Africa and United Kingdom





iress

Technology reimagined

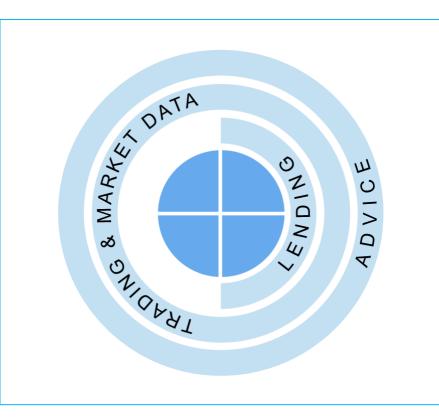
JPMorgan Emerging Companies Conference 17 April 2019



Who we are

Muchon .

ersonal



- IRESS (IRE.ASX) is an independent technology company providing trading and market data, advice, superannuation and mortgage software
- Recurring subscription revenue accounts for approximately 90% of total revenue
- 9000+ clients from small retail to large institutional financial services businesses, across APAC, UK, South Africa & Canada
- 12,000 professional trading & market data users and 50,000+ advice software users
- Around half of IRESS' 1,800+ people are dedicated to our software design and development







Subscription-based model with ~90% revenue recurring



Market-leading product functionality and focus on user experience



Targeted investment to constantly enrich solutions



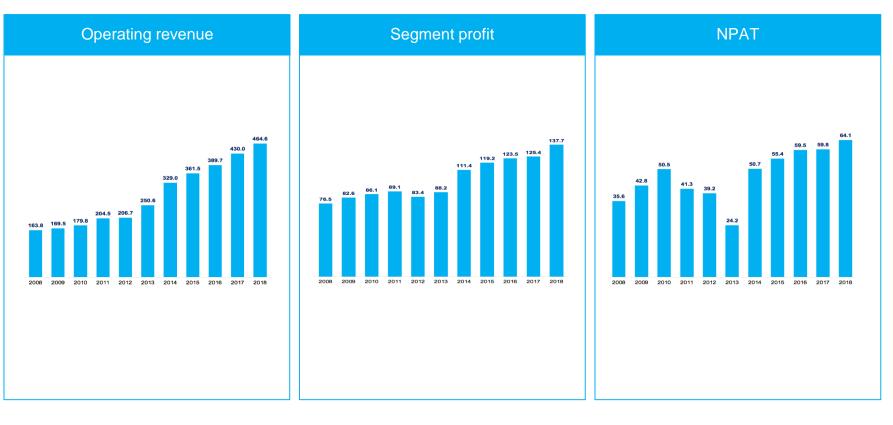
Track record of building business areas with scale



Increasing regulatory and business complexity drives demand

	ł	Key drivers of grow	/th	
Increasing regulatory requirements	Market consolidation increasing business complexity	Demand for broader integrated software to enable client business strategies	Demand for software that increases efficiency and reduces the cost to do business	Increasing demand for advice
	C	Our strategic prioriti	ies	
Service clients exceptionally	To be essential to our clients' success through continued product investment	Identify and deliver scale benefits	Attract and retain great talent through culture, environment and reward	Deliver a compelling solution and user experience





Sustained dividends and share price growth over time



0nlv

Notes: (1) TSR calculations over 10 and 5 years to 6 March 2019.

2010

Reported EPS

34.8

2009

47.0

2009

29.6

2008

41.5

2008

40.3

2010

47.9

Underlying EPS⁽²⁾

32.6

2011

45.8

2011

a

(2) Underlying EPS represents Segment Profit, less operating depreciation, less tax at the effective tax rate for the year divided by the weighted average number of shares outstanding

iress

Financial services response to the Royal Commission

The power of data

Technology for changing industries



Financial services response to the Royal Commission

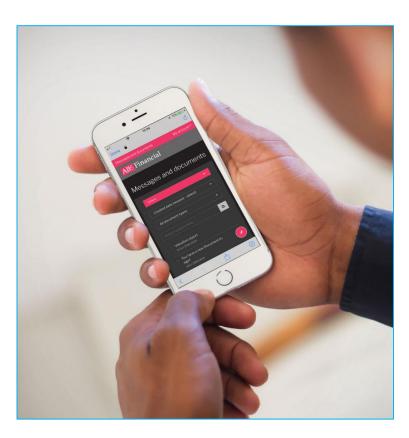
Royal Commission: Reimagining the role of technology

- •
- Responding to the spirit of the Royal Commission report will require financial services to reimagine the role of technology
 - Technology increasingly used in remediation and to replace periodic retrospective audit
 - IRESS' data analytics software Lumen is allowing proactive monitoring
 - Bigger opportunity for financial services is for technology to be used to demonstrate the value of advice (not just compliance)



iress

- Financial services has an opportunity to redefine the outputs of financial advice
- These are currently defined around legal definition: is the right document being provided to the client? Is the right product being provided?
- These outputs are evidence of something but they are unlikely to meet a client's expectation of value
- Measuring and replaying what is important to restore trust and deliver value





The power of data

- Successful digital transformations do not start with technology. They start with data
- Many businesses are struggling with data quality. Not limited to financial services
- But data needs to exist and needs to be trusted. A gateway to growth
- Business strategy is the basis of sound technology decisions

1,000 1,000 1,000 1,000 1,000 1,000 1,000 1,000 1,000 1,000 0,953 0,894 0,620 0,699 0,629 0,546 0,540 1,000 0,526 1,000 0,522 0,483 0,471 1,000 0,522 0,576 0,650 .000 1.000 0.722 0.638 1.000 0.785 0.743 0.792 0.801 0.875 0.712 1.000 0.444 0.947 0.431 1.000 1.000 1.000 1.000 1.000 0.658 0.633 0.569 0.561 0.589 0.640 0.659 0.845 0.932 0.512 0.575 0.941 1.000 1.000 1.000 1.000 1.000 1 1.000 1.000 1.000 1.000 1 1.000 1.000 1.000 0.932 0.639 0.575 0.544 0.501 0.489 0.470 0.454 0.576 0.576 0.581 0.707 0.992 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 0.711 0.644 0.569 0.541 0.461 0.430 0.425 0.381 0.364 0.437 0.562 0.509 0.528 0.678 1.000 0.0000 0.0000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 0.680 0.594 0.579 0.513 0.490 0.429 0.405 0.425 0.381 0.401 0.387 0.367 0.484 0.428 0.483 0.659 1.000 1.000 1.000 1.000 0.761 0.677 0.610 0.565 0.511 0.498 0.457 0.416 0.396 0.388 0.369 0.355 0.359 0.468 0.392 0.380 0.487 0.499 0.595 1.000 1.000 1.000 1.000 0.861 0.640 0.579 0.560 0.542 0.476 0.470 0.441 0.405 0.389 0.392 0.396 0.436 0.355 0.327 0.394 0.407 0.393 0.374 0.523 1,000 1,000 1,000 0,827 0,646 0,579 0,556 0,545 0,489 0,505 0,489 0,478 0,411 0,387 0,404 0,401 0,391 0,452 0,352 0,292 0,367 0,375 0,418 0,422 0,510 0,578 0,538 0.909 1.000 0.860 0.675 0.598 0.528 0.528 0.535 0.500 0.497 0.517 0.468 0.520 0.623 0.619 0.507 0.472 0.385 0.298 0.254 0.272 0.283 0.331 0.354 0.318 1.000 0.989 0.693 0.561 0.546 0.523 0.532 0.452 0.441 0.461 0.649 0.659 0.695 0.686 0.632 0.672 0.612 0.396 0.365 0.339 0.358 0.295 0.310 0.336 0 969 0.849 0.606 0.530 0.521 0.494 0.437 0.396 0.421 0.626 0.698 0.741 0.737 0.763 0.743 0.729 0.690 0.638 0.565 0.506 0.435 0.358 0.311 0.299 0.313 0.402 0.488 1.000 1.000 0.590 0.509 0.486 0.445 0.411 0.372 0.569 0.675 0.732 0.747 0.756 0.767 0.756 0.743 0.681 0.650 0.622 0.573 0.467 0.405 0.286 0.274 0.358 0.419 0.445 1.000 0.924 0.554 0.517 0.450 0.416 0.449 0.373 0.585 0.700 0.727 0.736 0.772 0.785 0.740 0.700 0.653 0.626 0.590 0.502 0.431 0.338 0.279 0.295 0.330 0.446 1.000 1.000 0.557 0.517 0.457 0.396 0.393 0.445 0.635 0.658 0.707 0.719 0.751 0.757 0.792 0.764 0.714 0.694 0.642 0.597 0.542 0.419 0.34 1.000 1.000 0.556 0.494 0.432 0.428 0.361 0.524 0.623 0.663 0.670 0.711 0.748 0.771 0.775 0.772 0.724 0.598 0.482 0.434 0.378 0.354 0.414 0.307 0 763 1 000 0 617 0 529 0 389 0 408 0 357 0 484 0 590 0 646 0 687 0 718 0 724 0 748 0 717 0 659 0 431 0 290 0 560 0 494 0 483 0 499 0 1.000 1.000 0.750 0.476 0.380 0.344 0.328 0.490 0.550 0.623 0.593 0.595 0.521 0.646 0.683 0.638 0.570 0.411 0.421 0.519 0.500 0.566 0.52 0 754 0 830 1 000 0 471 0 435 0 326 0 327 0 489 0 474 0 421 0 388 0 418 0 534 0 527 0 656 0 640 0 601 0 594 0 0.929 0.672 0.503 0.654 0.388 0.335 0.306 0.475 0.416 0.475 0.346 0.413 0.574 0.585 0.559 0.616 0.550 0.649 0.686 0.658 0.667 0.587 0.564 0.486 1 000 0 758 0 639 0 726 0 931 0 330 0 299 0 398 0 543 0 535 0 621 0 671 0 646 0 644 0 517 0 605 0 517 0 546 0 616 0 714 0 683 0 609 0 578 0 563 1.000 0.790 0.907 0.701 0.897 0.382 0.296 0.358 0.563 0.618 0.674 0.683 0.666 0.605 0.526 0.620 0.527 0.514 0.616 0.666 0.670 0.628 0.549 0.512 0.262 0.321 0.254 0.760 0.587 0.593 0.397 0.340 0.575 0.574 0.647 0.691 0.666 0.620 0.506 0.614 0.550 0.532 0.487 0.589 0.610 0.616 0.504 0 577 0 599 0 443 0 561 0 657 0 363 0 914 0 626 0 482 0 553 0 631 0 678 0 722 0 561 0 523 0 639 0 634 0 510 0 481 0 558 0 533 0 597 0 570 0 509 .796 0.647 0.614 0.529 0.553 0.588 0.651 0.644 0.585 0.433 0.606 0.588 0.467 0.313 0.363 0.349 0.415 0 0.569 0.661 0.486 0.605 0.448 0.494 0.705 0.730 0.579 0.532 0.526 0.623 0.518 0.387 0.310 0.338 0.466 0.378 0.559 0.479 0.444 0.430 0.494 1 0 529 0 464 0 455 0 824 0 476 0 411 0 498 0 405 0 408 0 400 0 382 0 387 0 482 0 422 0 210 0 242 0 281 0 309 0 295 0 241 0 213 0.383 0.458 0.482 0.370 0.384 0.361 0.400 0.391 0.320 0.319 0.425 0.377 0.433 0.528 0.497 0.285 0.247 0.198 0.226 0.410 0.570 0.597 0.576 0.588 .531 0.493 0.546 0.459 0.476 0.391 0.431 0.563 0.321 0.364 0.382 0.365 0.368 0.405 0.287 0.263 0.509 0.606 0.569 0.509 0.554 0.551 0.591 0.622 0.647 0.612 0.648 0.594 0.537 0.546

- use only or personal
- The power of data

- Increasing regulation and reputation risks have kept business focus on data protection and compliance (the things that must be done)
- This leaves little time to consider data for business efficiency and competitive advantage (the data advantage)
- Artificial intelligence = actionable insights
- Unless you've got good data, you cannot automate, you cannot predict and AI is not possible

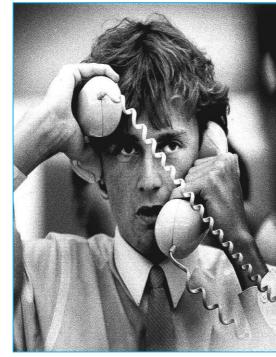




Technology for changing industries

ILUUIT

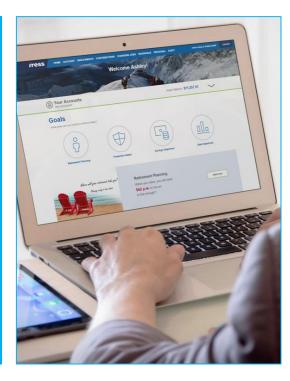
Stockbroking to investment advisory



Picture / Nigel Marple

- Predictions of the demise of the stockbroking industry have not only proved premature, but incorrect
- Stockbroking is an industry with a lot to look forward to. Tech plus humans will drive success - not either or
- The rise of the consumer, the power of geo-politics, heightened regulatory impact and response, the increase role of technology in business, is driving change
- The private client, or retail stockbroking, industry has been adapting in the face of this change
- Our experience in UK is valuable for clients including in Australia

Automation in superannuation



- Superannuation funds needing to demonstrate value for members (service, transparency, returns, additional services, lower fees)
- Manual processes of yesterday cannot deliver the efficiency needed
- Paper-based processes can't be scaled. Automation the only way to higher productivity
- Supporting superannuation clients through technology and seeing increased demand for more tech and automation

The material in this presentation is intended to be general background information on IRESS Limited and its activities, current at the date of the presentation. The information is provided in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not consider the individual circumstances of any particular investor. Prior to making a decision in relation to IRESS' securities, products or services, investors or potential investors should consider their own investment objectives, financial situation and needs and obtain professional advice.

The material contained in this presentation may include information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information.

This presentation contains forward-looking statements, which may be identified by words such as 'anticipate', 'believe', 'estimate', 'expect', intend', 'will', 'plan', 'may', 'could' and similar expressions. Such forward-looking statements are based on IRESS' current views and assumptions and involve known and unknown risks and uncertainties, many of which are beyond IRESS' control, and which may cause actual results to differ materially from those projected in the forward-looking statements contained in this presentation. These risks and uncertainties could cause actual results, performance or events to differ materially from those expressed or implied. Forward-looking statements contained in this presentation are not guarantees or representations of future performance and should not be relied upon as such. Readers should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. IRESS undertakes no obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date of this presentation, subject to applicable disclosure requirements.

For further information visit: iress.com





Con

Andrew Walsh, CEO John Harris CFO

+61 3 9018 5800 iress.com Delivering outcomes today developing for tomorrow designing for the future