



Half Year Results Presentation

2019

For the six months ended 30 June 2019



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Andrew Walsh
Managing Director & CEO



John Harris
Chief Financial Officer

Who we are



We are a technology company providing software to the financial services industry



**Award-winning
financial software**



**500,000
users globally**



**9,000
clients**



1,950 people



17 locations



7 countries



Our mission








To be essential
and desirable to our
clients and users

Our purpose

We believe technology
should help people
perform better every day

What we do

We help our clients
find better ways to:

-  **Manage** investments
-  **Navigate** financial markets
-  **Deliver high quality** financial advice
-  **Simplify** mortgage applications
-  **Find and compare** insurance
-  **Administer** super funds and service members
-  **Deliver better results**

Key drivers of growth

Increasing regulatory requirements.

Increasing business **complexity and industry change.**

Demand for **broader integrated solutions** to enable client business strategies.

Demand for software that **increases efficiency** and **reduces the cost** to do business.

Increasing **demand for advice.**

Strategic priorities

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.**

Business highlights



Business highlights



Successful deliveries

Deliveries to large clients across private wealth, financial advice and mortgages in UK, Australia and South Africa.

Continued demand

Increased sales and full pipeline of client implementations in private wealth and mortgages in the UK

Australian financial advice growth.
Demand for data capability.

QuantHouse acquisition

Acquisition of international market data business QuantHouse

Accelerating our market data strategy and delivering synergies.

Increasing usability

Significant improvements in user experience, driven by Iress Labs

Iress Open increasing ease of integration for clients.

Scale & efficiency

Cloud and continuous delivery driving quality and efficiency

Scalability of software. Xplan Prime now in UK and demand for mortgage software in Australia.

Acquisition of QuantHouse supports our data strategy

Data is used to drive all Iress systems. Providing accurate, timely and cost-effective market data is an important part of our business and growth strategy.

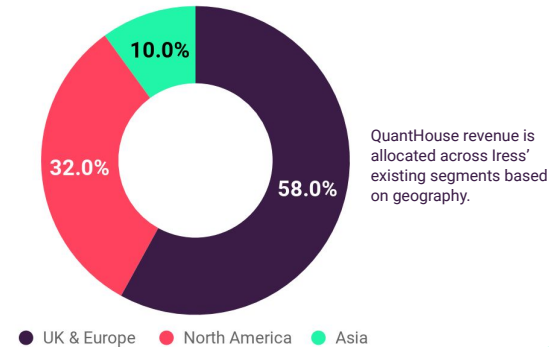
- ▶ Clients looking for single software and vendor for all local and international data needs including beyond terminals.
- ▶ Market data sourced directly from exchanges/markets and through third party suppliers.
- ▶ We supply data both through our software and directly to clients.

Benefits of acquisition

Supports evolving market data needs of Iress clients globally, including flexibility around use of data. Highly complementary to our existing capabilities and international presence

QuantHouse global network and Iress local networks will create broader international low-latency network for clients to access data and trade

Gives us greater scale and capability. Market data coverage will expand.



About QuantHouse

Leading provider of **market data and trading infrastructure**

Operates internationally, with focus on **Europe, North America and Asia**. Employs ~90 people

Clients include **buyside, broker-dealers and exchanges**

Provides more than **145 data feeds** from exchanges and other data providers

Improving client and user experience



Easier integrations for clients

- ▶ **Iress Open** builds on our history of integrations.
- ▶ Allows clients to give permission to a third-party application to integrate with Xplan.
- ▶ Gives our clients greater choice without the need for development by us.
- ▶ More than a dozen integrations since launch in January across UK, Australia and New Zealand.
- ▶ Including data, we offer clients more than 460 integrations.



Co-designing with users

- ▶ **Iress Labs** builds on prior success with co-design such as our ViewPoint online trading software.
- ▶ Labs is now a formal program with hundreds of users providing feedback and input into the development of our software.
- ▶ Using **Iress Labs** to test and receive feedback, we have recently deployed a major upgrade to Xplan, simplifying the user experience.



2019 half year results

Changes to reporting segments



Previous segment name	New segment name	Comment
APAC FM	APAC	APAC FM revenue separately reported as “Trading & Market Data”
ANZ WM	APAC	ANZ WM revenue separately reported as “Financial Advice & Superannuation”
UK	UK & Europe	Includes QuantHouse’s European operations
Lending	Mortgages	Iress’ Mortgage Sourcing & Originations business (no change beyond naming)
South Africa	South Africa	No change
Canada	North America	Includes Iress’ Canadian and QuantHouse’s USA operations

2019 half year financial highlights



Group	<p>Revenue growth: +5% v pcp (constant currency: +5%) Growth in key businesses in Australia, the UK and South Africa, positive contribution from QuantHouse</p> <p>Segment Profit growth: +10% v pcp (constant currency: +10%) Revenue growth, disciplined approach to costs and efficiency, impact of accounting standard changes</p>
Segment	<p>UK & Europe revenue growth: +13% v pcp (constant currency +10%) Strong Private Wealth sales and client activity, positive contribution from QuantHouse</p> <p>Australian Financial Advice revenue growth: +9% v pcp Ongoing demand for software to drive efficiency and manage risk</p> <p>South Africa: +6% v pcp (constant currency) Return to growth through client delivery success and take up of new software</p>
Fundamentals	<p>Strong cash conversion: 100% High level of recurring revenue: ~90% Conservative gearing: 1.3x Segment Profit</p>
Dividend	<p>Interim dividend of 16 cents per share, in line with 2018</p>

Revenue +5%, Segment Profit +10% v pcp



\$AUDm - Reported	1H18	2H18	1H19	1H19/1H18	1H19/ H18
Operating Revenue	229.7	235.0	241.8	+5%	+3%
Segment Profit	67.5	70.2	74.1	+10%	+5%
Segment Profit Margin	29%	30%	31%	+4%	+2%
Segment Profit after SBP ⁽³⁾	62.9	64.5	65.9	+5%	+2%
Reported NPAT	32.0	32.1	30.4	(5%)	(5%)
Basic EPS (<i>c per share</i>)	18.9	18.9	17.7	(6%)	(6%)
Dividend (<i>c per share</i>)	16.0	30.0	16.0	-	N/A
Cash Conversion ⁽⁴⁾	99%	89%	100%	+1%	+12%

\$AUDm - Constant Currency ⁽²⁾	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Operating Revenue	228.4	235.0	235.8	+5%	+2%
Segment Profit	66.8	70.2	73.2	+10%	+4%
Segment Profit after SBP ⁽³⁾	62.2	64.5	65.1	+5%	+1%

Revenue driven by growth in core markets and the acquisition of QuantHouse

+10% Segment Profit driven by revenue growth, disciplined cost control and accounting standard changes

Adjusted to exclude the impact of QuantHouse acquisition and new accounting standard, NPAT grew +2% v pcp

Unless otherwise stated all comparisons are with the prior corresponding period on a reported currency basis. Financial information in this report is extracted or calculated from the half year & annual financial statements which have been subject to review or audit.

(1) Segment Profit represents earnings before interest, tax, depreciation, amortisation, share based payments, non-operating items and unrealised FX gains/losses.

(2) Assumes that 1H18 and 1H19 results are converted at the same average foreign exchange rates used in H2 18.

(3) Share Based Payments.

(4) Unlevered, pre-tax operating cash flow / Segment Profit.

Key segments drive growth



Segment (\$AUDm)	1H18	2H18	1H19	1H19/1H18	1H19/ 1H18
Revenue				Reported Currency Change	Constant Currency Change
APAC	123.9	128.1	128.2	+3%	+3%
UK & Europe	57.7	61.2	65.1	+13%	+10%
Mortgages	15.0	13.7	14.6	(2)%	(5)%
South Africa	24.1	22.4	24.2	-	+6%
North America	8.9	9.6	9.6	+8%	+3%
Total Revenue	229.7	235.0	241.8	+5%	+5%
Direct contribution					
APAC	90.3	92.1	92.3	+2%	+2%
UK & Europe	36.9	41.4	43.3	+17%	+14%
Mortgages	12.1	9.5	9.7	(20)%	(23)%
South Africa	18.3	17.0	18.9	+3%	+9%
North America	4.6	5.0	4.3	(6)%	(10)%
Total Direct Contribution	162.1	165.0	168.4	+4%	+3%
Functional Segments					
Product & Technology	(57.6)	(56.5)	(57.0)	+1%	+2%
Operations	(20.3)	(19.3)	(19.5)	+4%	+5%
Corporate	(16.7)	(18.9)	(17.8)	(7)%	(6)%
Segment Profit	67.5	70.2	74.1	+10%	+10%

- Organic revenue growth driven by UK & Europe, APAC Financial Advice and South Africa.
- Positive revenue contribution from QuantHouse
- Mortgages result reflects timing of client projects - strong first half delivery and pipeline
- Ongoing focus on efficient software development and deployment

Note: Constant Currency Change reflects AUD movement assuming results are converted at average H2 18 exchange rates.

Segment overview

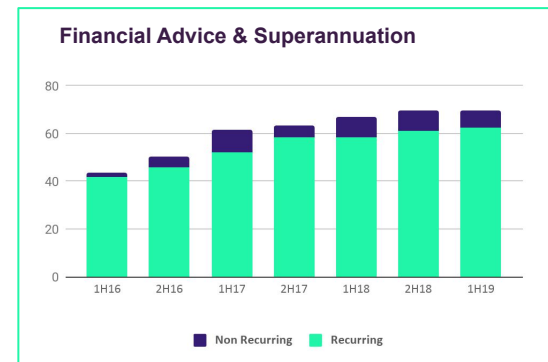
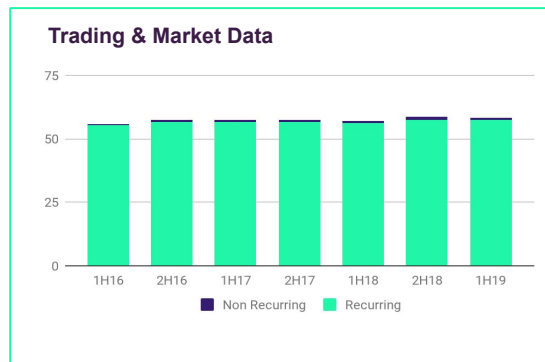




Demand for financial advice software drives growth

- Financial Advice revenue +9% v pcp, driven by new Xplan implementations, growth in independent licensees, and increased software uptake in response to compliance and data needs.
- Superannuation revenue declined v pcp reflecting timing of non-recurring revenue and super fund focus on regulatory implementations in 1H19. Strong second half pipeline including super automation opportunities.
- Trading & Market Data revenue resilient. Private Wealth software gathering momentum. Two clients won, partnership with JB Were announced.
- Maybank Kim Eng roll-out progressing well in Singapore and stimulating further client opportunities in Asia.
- Total segment revenue ~95% recurring in 1H19.

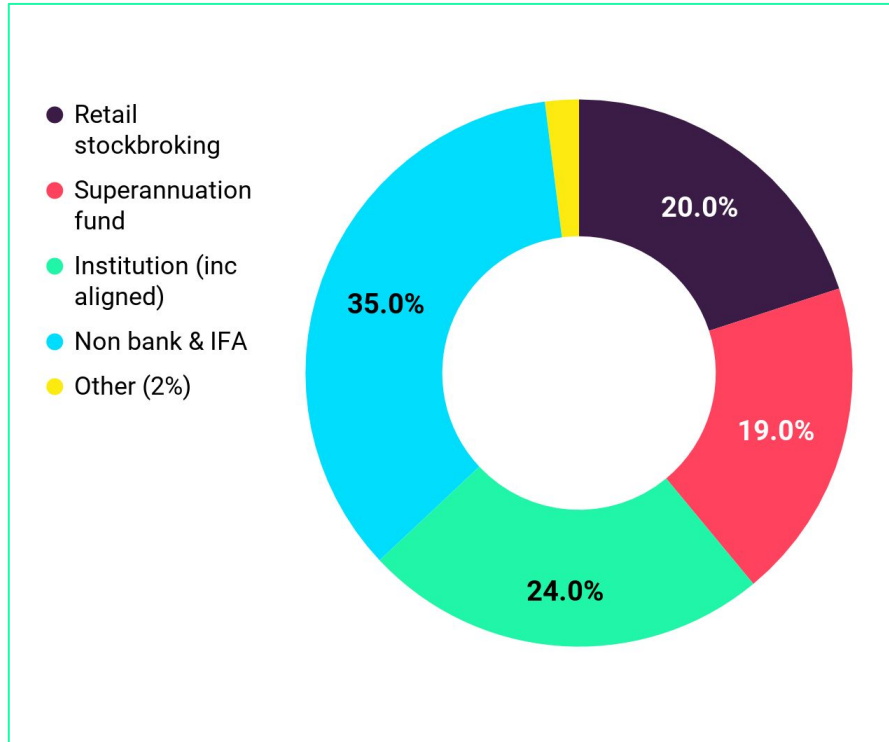
AUD (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Operating Revenue					
Trading & Market Data	56.9	58.7	58.3	+3%	(1%)
Financial Advice & Superannuation	67.0	69.4	69.9	+4%	+1%
Total Operating Revenue	123.9	128.1	128.2	+3%	-
Direct Contribution	90.3	92.1	92.3	+2%	-
Direct Contribution Margin	73%	72%	72%		



Diversity and strength in Australia



Distribution of Australian revenue - 1H19 ⁽¹⁾



- Iress' client base in Australia is well diversified across a range of financial services businesses.
- We are strategically well positioned for the significant reshaping of financial advice underway where there is a re-weighting to independent advice firms.
- Ongoing change in the regulatory and operating environment is reinforcing the importance of technology and data for clients to respond, improve customer experiences and achieve business growth.
- We anticipate the impact of client decisions and timing during this change will be less predictable.

(1) Excludes Institutional sell side and buy side

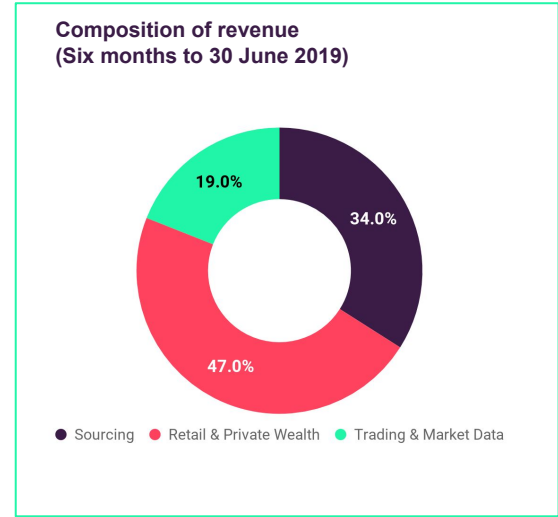
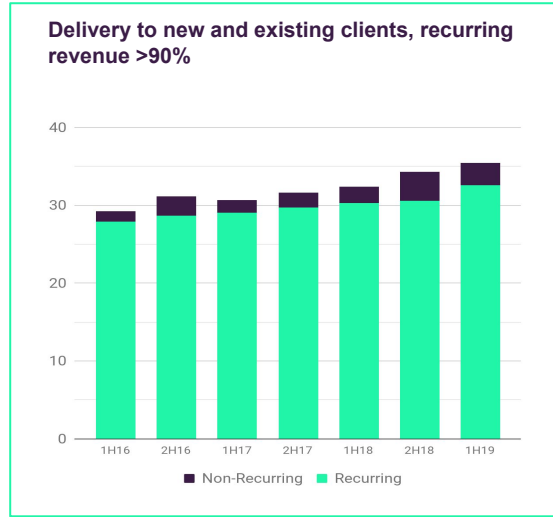
UK & Europe



Delivery to existing and new private wealth clients.

- Revenue growth of +10% v pcp
 - Deployment of Private Wealth software to new tier one client underway
 - Ongoing delivery to key clients
 - Positive contribution from QuantHouse
- Significant project activity with new and existing clients to drive second half revenue.
- Xplan represents ~26% of total 1H19 UK segment revenue (2018: 24%) reflecting momentum with new clients and growth in existing client demand.
- Ongoing demand from Sourcing clients for additional services including data and business intelligence.

GBP (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Operating Revenue	32.4	34.3	35.5	+10%	+3%
Direct Contribution	20.7	23.2	23.6	+14%	+1%
Direct Contribution Margin	64%	68%	66%		



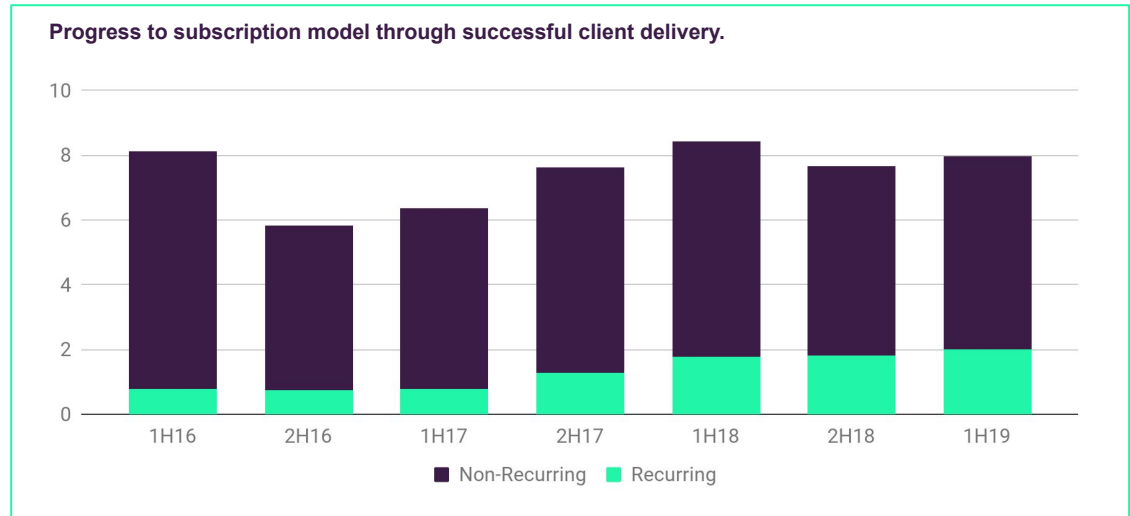
Mortgages



Significant client deliveries and strong pipeline

- Revenue down 5% v pcp, reflects timing of client projects in 2019
- Yorkshire Building Society recently went live with MSO
- Deployments to Coventry Building Society, Leeds Building Society and Principality all progressing well
- Strong pipeline of UK opportunities
- Australian deployments to Volt and Xinja in Australia progressing
- Transition to a subscription model continues, 25% recurring revenue in 1H19 (2018: 20%)
- Margin decline in 2H18 reflects project mix, and investment in Australia.

GBP (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Operating Revenue	8.4	7.6	8.0	(5%)	+4%
Direct Contribution	6.2	5.3	5.3	(22%)	-
Direct Contribution Margin ⁽¹⁾	74%	69%	66%		



(1) Reported margin of 81% has been adjusted to reflect a change in cost allocations to enable like-for-like comparison with subsequent halves

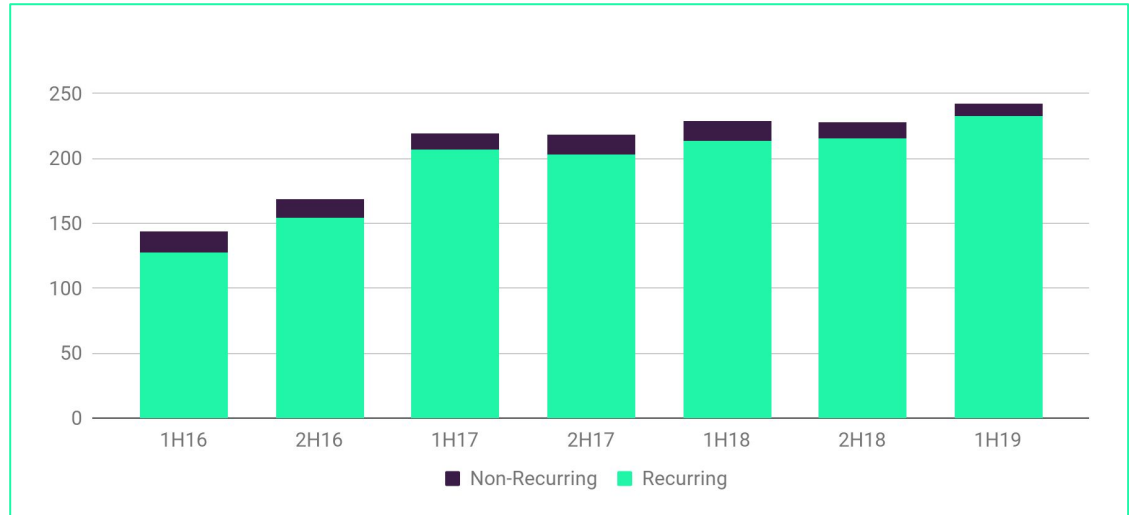
South Africa



JSE trading platform live. Private wealth delivery continues

- Return to growth, revenue +6% v pcp
- Deployment of Private Wealth software to tier 1 financial services firm is well progressed, full deployment expected in 2H19
- JSE trading and clearing platform (ITaC) went live in April 2019
- New Iress software to enable connectivity to ITaC, and enable automated funds trading, are now generating revenue.

ZAR (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Operating Revenue	228.4	228.3	242.4	+6%	+6%
Direct Contribution	173.0	173.5	189.4	+10%	+9%
Direct Contribution Margin	76%	76%	78%		



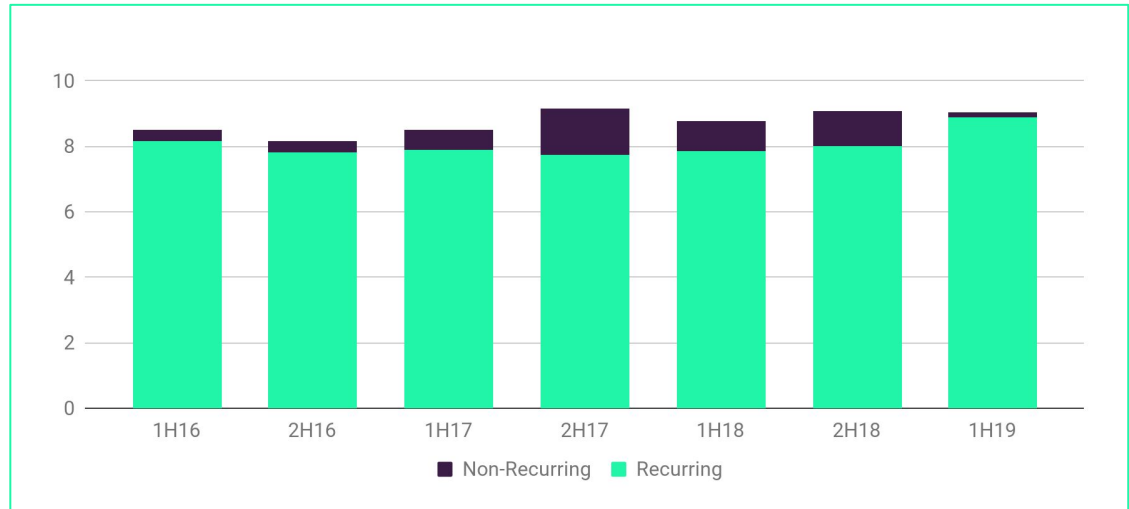
North America



QuantHouse adds market data capability and expands client opportunities

- Canada revenue (ex QuantHouse) fell 10% reflecting lower non-recurring project revenue. Underlying Canadian recurring revenue stable.
- Positive revenue contribution from QuantHouse's US business. QuantHouse broadens Iress' market data capability and expands client opportunities in Canada.
- Project to deliver broad retail trading system to a tier one bank on track for delivery late 2019.
- QuantHouse contribution margin at acquisition less than existing Canadian business - segment margin averaged down.

CAD (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Operating Revenue	8.8	9.1	9.0	+3%	(1%)
Direct Contribution	4.5	4.8	4.0	(10%)	(15%)
Direct Contribution Margin	51%	52%	44%		



Ongoing cost discipline across functional segments



Product and Technology (P&T)

AUD (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Direct contribution	57.3	56.5	56.4	+2%	-
P&T costs as % of revenue	25%	24%	24%		

Ongoing focus on capability, efficiency, quality and speed.

Excluding the impact of adopting AASB 16 and the acquisition of QuantHouse, P&T costs increased ~1.0% v pcp primarily reflecting ongoing product investment.

Operations

AUD (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Direct contribution	20.3	19.3	19.2	+5%	-
Operations costs as % of revenue	9%	8%	8%		

Costs down 5% v pcp reflecting lower staff costs and savings across a range of categories including communications, facilities and external consultants.

Costs are 8% of revenue in 1H19, down from 9% in pcp.

Corporate

AUD (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Direct contribution	16.6	18.9	17.6	(6%)	+7%
Corporate costs as % of revenue	7%	8%	7%		

Cost increase of \$1m (6%) v pcp driven primarily by salaries, external advisers and marketing activities. Corporate costs declined v 2H18.

Costs remained at 7% of revenue in 1H19, in line with pcp.

(1) Assumes 1H18 and 1H19 results are converted at the average foreign exchange rates used for H2 18

Financial information



Excluding AASB16 and acquisition activity NPAT +2% v pcp⁽¹⁾



AUD (m)	1H18	2H18	1H19	1H19/1H18	1H19/ 2H18
Operating Revenue	229.7	235.0	241.8	+5%	+3%
Operating Costs	(162.2)	(164.7)	(167.7)	(3%)	(2%)
Segment Profit	67.5	70.2	74.1	+10%	+5%
Share Based Payments	(4.6)	(5.8)	(8.2)	(77%)	(42%)
Segment Profit after SBP	62.9	64.5	65.9	+5%	+2%
Non Operating Items	(4.9)	(3.8)	(2.1)	+57%	+45%
Unrealised Foreign Exchange Gain/(Loss)	(0.7)	(0.0)	(0.1)	+85%	Large
EBITDA	57.3	60.6	63.7	+11%	+5%
D&A - Operational	(6.5)	(7.9)	(11.9)	(84%)	(51%)
D&A - Acquisition Related	(6.1)	(6.3)	(6.0)	+2%	+6%
EBIT	44.7	46.4	45.8	+2%	(1%)
Net Interest and Financing Costs	(3.0)	(3.1)	(4.3)	(43%)	(35%)
Tax	(9.7)	(11.2)	(11.2)	(15%)	-
NPAT	32.0	32.1	30.4	(5%)	(5%)
EPS	18.9	18.9	17.7	(6%)	(6%)
DPS	16.0	30.0	16.0	-	-
Effective tax rate	23%	26%	27%	(15%)	(4%)

Substantial decline in non-operating costs v prior periods. 1H19 Non Operating items included:

Acquisition and post deal integration costs

Costs associated with AWS implementation in line with prior period disclosures

Non Operating property-related costs and revenue

Other items

Increase in Share Based Payments reflects previously disclosed changes to remuneration structures which increase the total value of equity grants (and reduce cash remuneration) and accelerate accounting expense recognition.

Increase in D&A driven by new accounting treatment of leases under AASB 16.

Net interest and financing costs. Underlying interest costs flat, growth reflects new accounting treatment of leases under AASB 16.

Effective tax rate of 27% reflects tax rates in the jurisdictions in which the business operates.

(1) Excludes the impact of adopting AASB 16 for the first time in 2019 and the acquisition of QuantHouse (reported NPAT and one-off transaction costs)

Strong cash conversion, conservative balance sheet



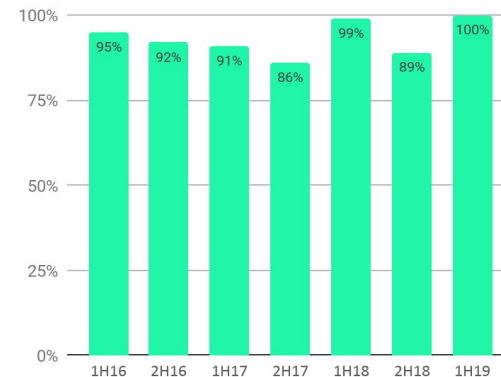
AUD (m)	June 18	Dec 18	June 19
Total current assets	87.4	91.8	100.0
Total non-current assets	602.5	604.6	724.9
Total Assets	689.9	696.5	824.9
Total current liabilities	58.8	58.1	91.7
Total non-current liabilities	227.6	218.9	326.0
Total Liabilities	286.5	277.0	417.7
Net Assets	403.5	419.4	407.2

AUD (m)	June 18	Dec 18	June 19
Cash	20.0	30.2	29.2
Borrowings⁽¹⁾	(209.6)	(204.8)	(222.5)
Net debt	189.7	174.7	193.3
Leverage ⁽²⁾	1.4	1.3	1.3

(1) Measured as borrowings and net derivative assets/liabilities less cash and cash equivalents

(2) Leverage = Net debt divided by LTM Segment Profit

Cash conversion



Cash conversion 100%, at top end of long term trend reflecting strong customer collections and timing of cash outflows weighted to the second half.

Conservative balance sheet (1.3x leverage ratio).

Assets and liabilities grossed up by \$52m and \$57m respectively under AASB 16.

Increase in net debt from December 2018 reflects acquisition of QuantHouse.

2019 financial outlook



- ▶ Iress continues to expect reported Segment Profit growth in 2019 of between 6% and 11% (\$146m - \$153m), on a constant 2018 currency basis⁽¹⁾, including the impact of adopting AASB 16⁽²⁾, and before the contribution of QuantHouse
- ▶ Including the acquisition of QuantHouse, reported Segment Profit in 2019 is expected to be between \$144m - \$151m on a constant 2018 currency basis⁽¹⁾⁽³⁾
- ▶ Period on period revenue and costs remain subject to the timing of client projects. Beyond 2019, we expect a continuation of significant industry change and a climate of economic and structural uncertainty

- ▶ Reflecting anticipated company tax payments in Australia, normalised franking levels are expected to be ~30-40%
- ▶ Following targeted and elevated investment in recent years, non-operating costs excluding acquisition related items are expected to be substantially lower in 2019 than 2018
- ▶ Including QuantHouse transaction and integration costs, total non-operating costs for 2019 are expected to be in the range of \$4m-\$6m (subject to any further acquisition activity)

(1) Average exchange rates in 2018 are as follows: GBP: 0.56, ZAR: 9.84, CAD:0.97

(2) Accounting standard AASB 16 came in effect on 1 January 2019

(3) If average FX rates in 2H19 remain the same as 1H19, reported Segment Profit in 2019 is expected to be in the range of \$147m - \$154m including QuantHouse. Average exchange rates in 1H19 are as follows: GBP: 0.55, ZAR:10.03, CAD: 0.94

Appendices



Depreciation and amortisation



D&A - Operational		1H18		2H18		1H19				
Depreciation										
Plant & Equipment		4.2		5.0		5.6				
Amortisation										
Software (3 rd Party Purchased)		2.3		2.9		0.9				
Leases		-		-		5.4				
Total		6.5		7.9		11.9				
D&A - Acquisition Related		1H18	2H18	1H19	2H19	1H20	2H20	1H21	2H21	
Computer Software	Avelo	0.6	0.6	0.3	0.2	0.2	0.2	0.2	0.2	
	Proquote & Pulse	0.4	0.4	0.3	0.4	0.4	0.2	-	-	
	Financial Synergy	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	
	INET	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	
	Lucsan	0.3	0.6	0.6	0.6	0.6	0.6	0.6	0.6	
	Quanthouse	-	-	-	1.2	1.0	1.0	1.0	1.0	1.0
	Pathways	-	0.1	0.1	0.1	0.1	0.1	0.1	0.0	-
Customer Relationships	Avelo	0.9	0.8	0.9	0.9	0.8	-	-	-	
	Financial Synergy	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	
	Quanthouse	-	-	-	0.1	0.1	0.1	0.1	0.1	
	Proquote & Pulse	1.2	1.2	1.2	1.3	1.3	1.3	1.3	1.3	
Brands	Proquote & Pulse	0.1	0.1	-	-	-	-	-	-	
Total		6.1	6.3	6.0	7.2	7.0	6.0	5.8	5.7	

Impact of FX, AASB16 and QH acquisition



\$AUDm	Reported H1 18	Reported H1 19	Acquisition of QH	Currency	Underlying 1H19	AASB 16 Adjustments	Adjusted Underlying 1H19
Operating Revenue	229.7	241.8	3.1	2.9	235.8	-	235.8
Segment Profit	67.5	74.1	(0.4)	0.9	73.6	2.6	71.0
Segment Profit Margin	29%	31%			31%		30%
Growth from 1H18 (%)							
Operating Revenue		+5%			+3%		+3%
Segment Profit		+10%			+9%		+5%
Segment Profit Margin		+2%			+2%		+1%

Impact of AASB16 adoption and acquisition of QH



AUD (m)	1H18	2H18	1H19	AASB 16	QuantHouse Acquisition ⁽¹⁾	1H19 Adjusted
Operating Revenue	229.7	235.0	241.8	-	(3.1)	238.7
Operating Costs	(162.2)	(164.7)	(167.7)	(2.6)	3.5	(166.8)
Segment Profit	67.5	70.2	74.1	(2.6)	0.4	71.9
Share Based Payments	(4.6)	(5.8)	(8.2)	-	-	(8.2)
Segment Profit after SBP	62.9	64.5	65.9	(2.6)	0.4	63.7
Non Operating Items	(4.9)	(3.8)	(2.1)	(0.9)	1.6	(1.3)
Unrealised Foreign Exchange Gain/(Loss)	(0.7)	(0.1)	(0.1)	-	-	(0.1)
EBITDA	57.3	60.6	63.7	(3.5)	2.0	62.3
D&A - Operational	(6.5)	(7.9)	(11.9)	3.1	0.1	(8.7)
D&A - Acquisition Related	(6.1)	(6.3)	(6.0)	-	-	(6.0)
EBIT	44.7	46.4	45.8	(0.4)	2.1	47.5
Net Interest and Financing Costs	(3.0)	(3.1)	(4.3)	1.0	-	(3.2)
Tax	(9.7)	(11.2)	(11.2)	(0.1)	(0.5)	(11.7)
NPAT	32.0	32.1	30.4	0.5	1.7	32.6

(1) Includes one-off transaction and integration costs and results from operations in June 2019

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