

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

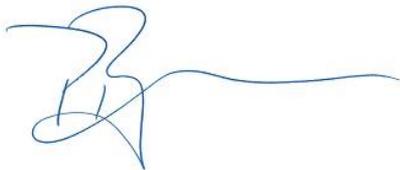
17 April 2019

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

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Technology reimagined

JPMorgan Emerging Companies Conference
17 April 2019

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Who we are



- 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



Open and modular software solutions that are central to our clients' business



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

Key drivers of growth

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**

Our strategic priorities

Service clients exceptionally

To be **essential** to our clients' success through **continued** product **investment**

Identify and deliver **scale benefits**

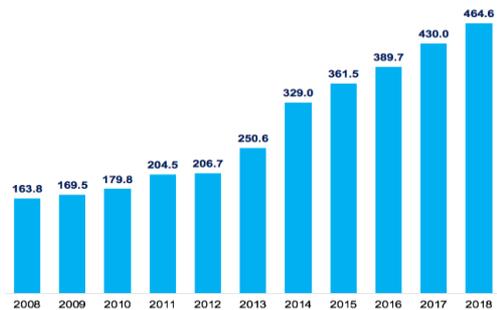
Attract and **retain** great **talent** through culture, environment and reward

Deliver a compelling solution and **user experience**

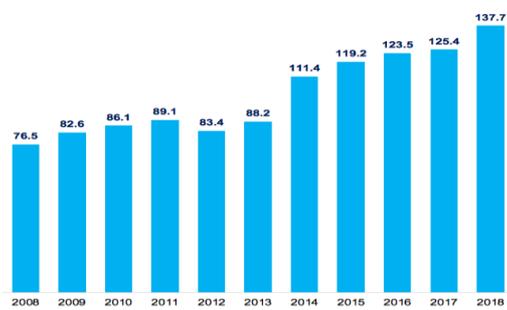
Strong track record of delivering revenue and earnings growth

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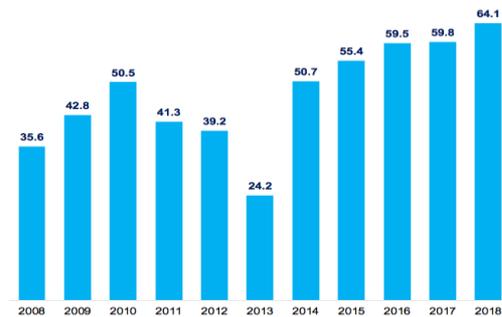
Operating revenue



Segment profit



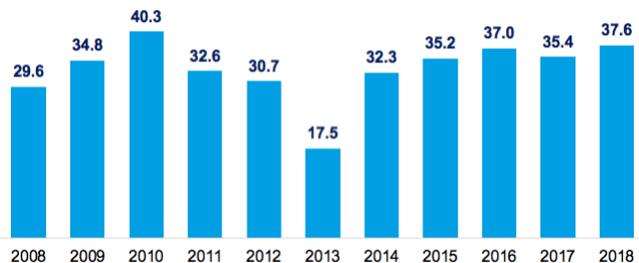
NPAT



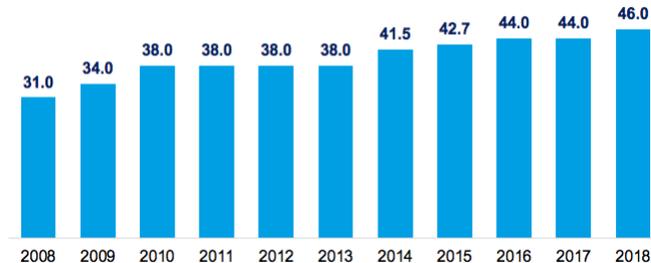
Sustained dividends and share price growth over time

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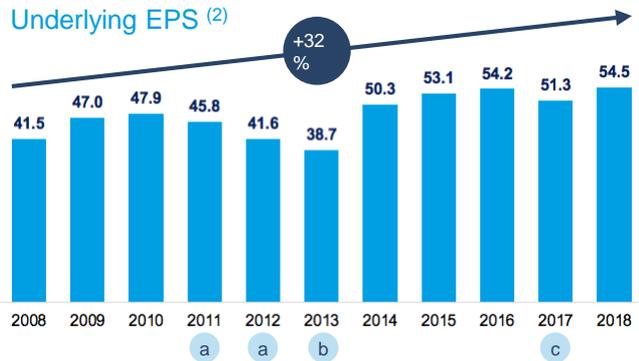
Reported EPS



Dividend per share



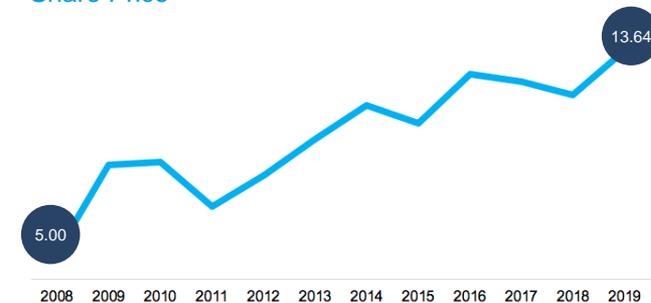
Underlying EPS ⁽²⁾



Key

- a Investment in organic expansion (UK, SA Wealth, Asia)
- b Shares issued to acquire Avelo in the UK
- c Shares issued to acquire Financial Synergy in Australia

Share Price



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

(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

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**Financial services
response to the Royal
Commission**

The power of data

**Technology for changing
industries**

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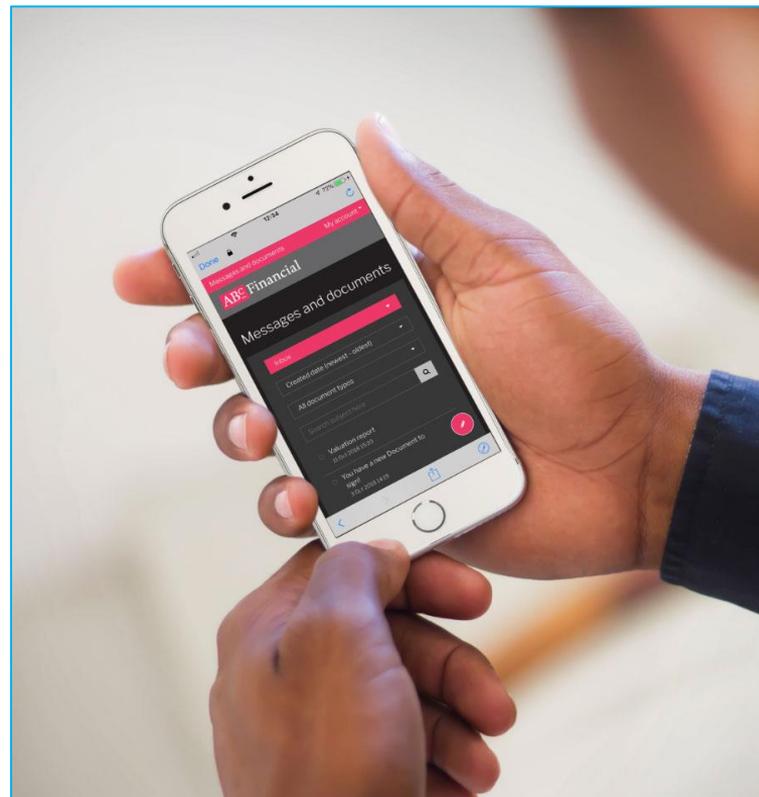


Financial services response to the Royal Commission

- 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)



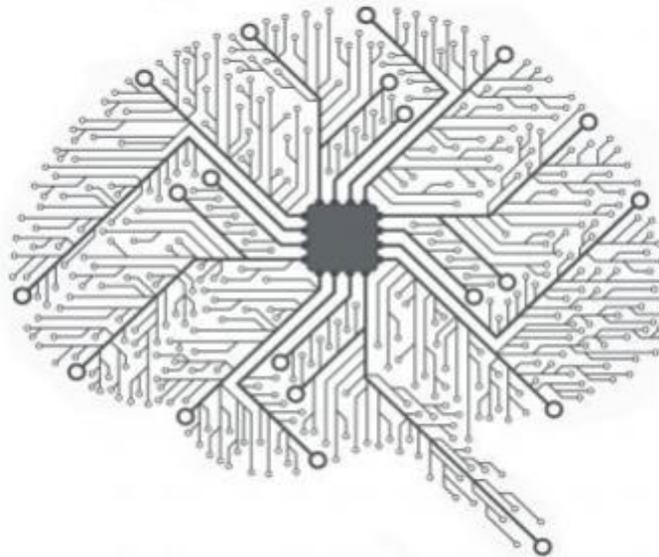
- Financial services has an opportunity to redefine the outputs of financial advice
- These are currently defined around legal definition: is the right document being provided to the client? Is the right product being provided?
- These outputs are evidence of something - but they are unlikely to meet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



A photograph of two people in an office setting. On the left, a man in a white button-down shirt and dark trousers is speaking. On the right, a woman in a dark floral dress is listening. The background is a blurred office with other people and desks. A vertical blue bar is on the right side of the image, and the text "The power of data" is overlaid on it.

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

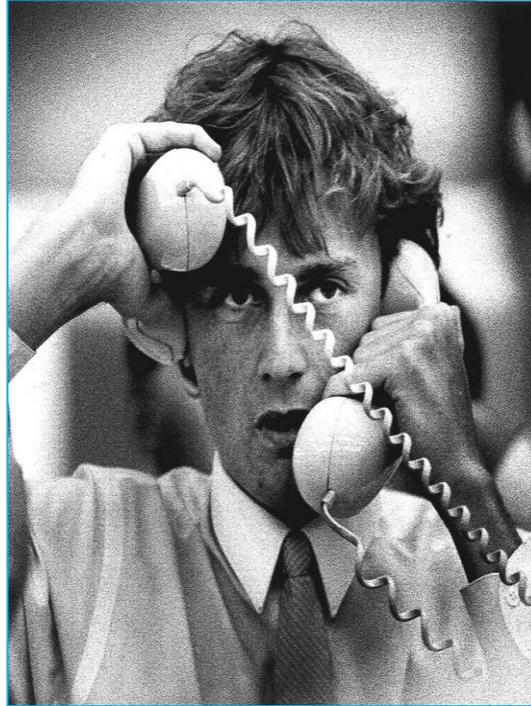


Technology for changing industries

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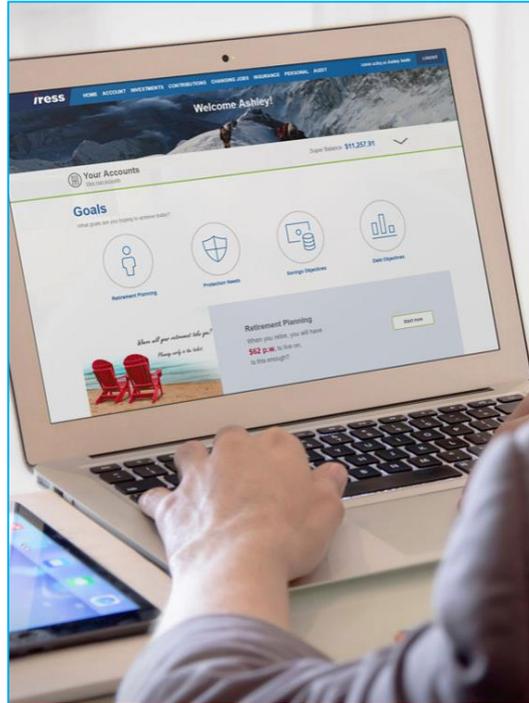
Stockbroking to investment advisory



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

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Delivering
outcomes today
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