



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

19 November 2019

Dear Sir or Madam

RE: INVESTOR PRESENTATION

Please find attached a presentation which will be presented this afternoon at an investor forum.

Yours sincerely

A handwritten signature in blue ink, appearing to be "P. Ferguson", with a long horizontal flourish extending to the right.

Peter Ferguson
Group General Counsel & Company Secretary



UBS Australasia Conference 2019

19 November 2019



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

**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.**

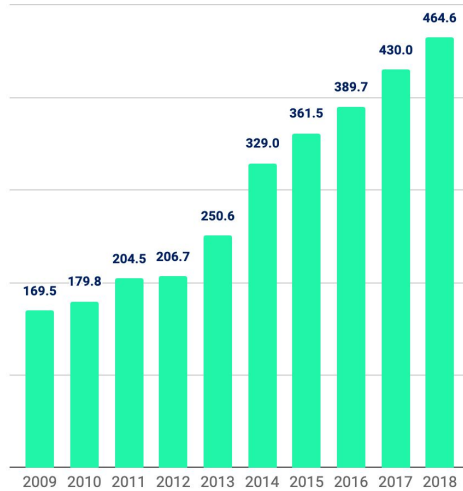
Attract and **retain** great **talent** through culture, environment and reward.

Deliver a compelling solution and **user experience.**

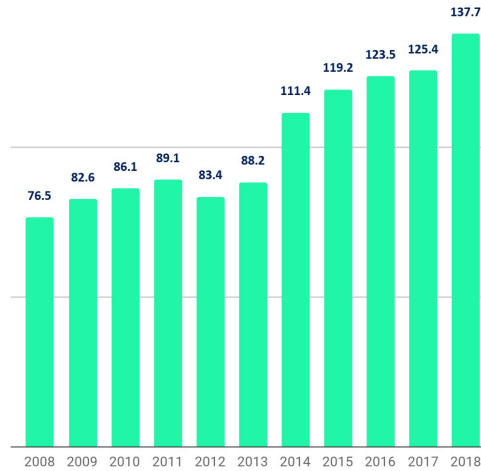
Strong track record of delivering revenue and earnings growth



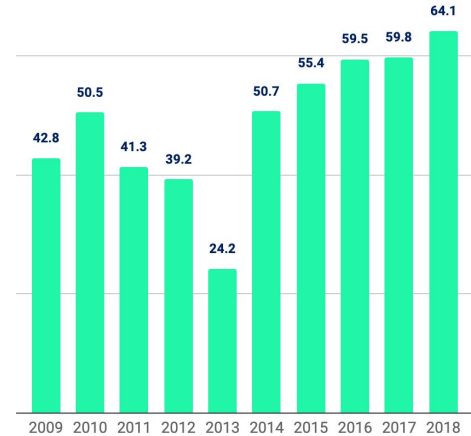
Operating revenue



Segment Profit



NPAT



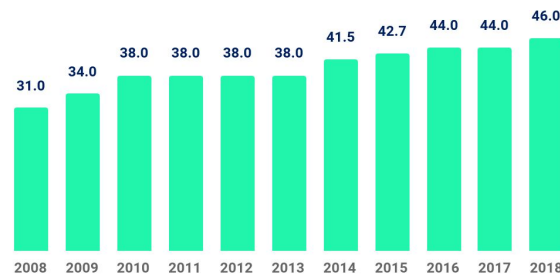
Sustained returns to shareholders over time



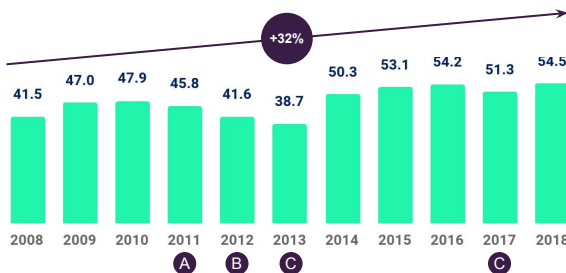
Reported EPS



Dividend per share



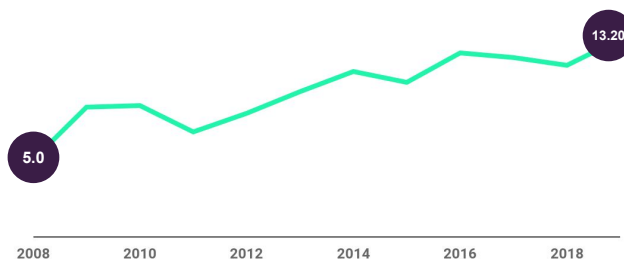
Underlying EPS



Key:

- A Investments 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



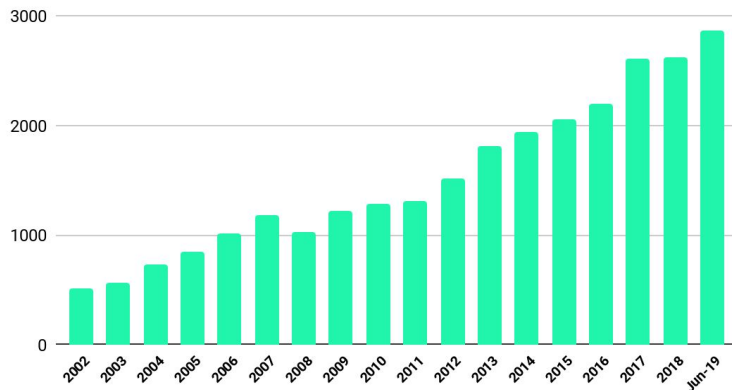


Changing landscape of superannuation administration in Australia

Australian Superannuation continues to grow



Total superannuation industry size (\$m)



Approaching \$3.0 trillion

* with more than 5 members

Composition

Type of fund	Total assets \$bn	No of funds	No of accounts (June 18)
Corporate	59	20	0.3 M
Industry	719	37	11.6 M
Public sector	659	37	3.5 M
Retail	626	115	11.4 M
Funds with less than 5 members	750	601,402	1.1 M
Balance of statutory funds	59		
Total	2,871		28.0M

Over 200 funds in Australia*, managing ~27 million member accounts. Over 100 funds that manage in excess of \$1bn in assets.

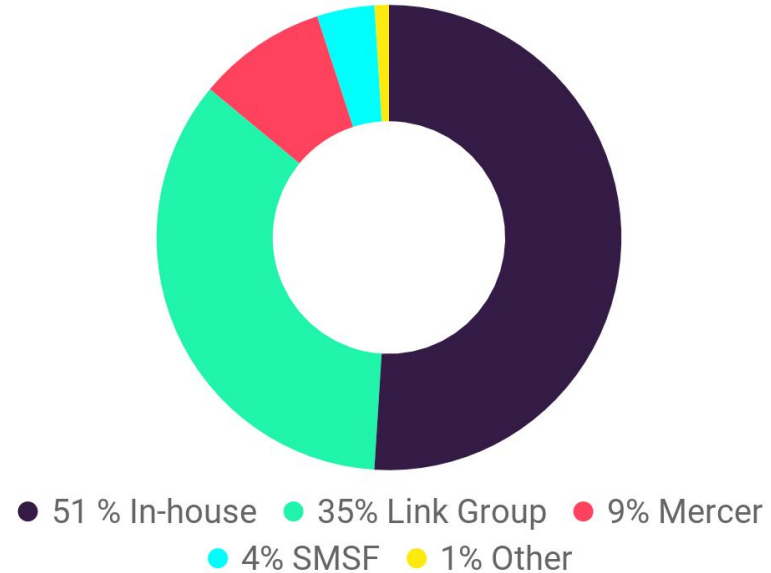
Productivity in superannuation impacts returns and strategic enablement



- It is estimated that Super Funds in Australia collectively spend more than \$1.4bn each year on administration
- The largest provider of outsourced administration services in Australia generates recurring revenue of ~\$480m
- Approximately half of administration (by number of members) is currently done in-house
- Manual processes are commonplace against a backdrop of increasing regulatory and real-time reporting, and real-time member expectations

There is an opportunity to materially automate and reduce the cost of core admin

Super administration by number of members



Iress' compelling alternative: automated super administration



Technology & back-office

Covers all aspects of super admin so funds can focus on member experience.

Retained front-office control

Allows funds to control and action all content and messaging to members across all channels, with no Iress-dependency.

Digital-first model

Provides members 24/7 access with rich and accessible self-serve options.

Full data access

Provides funds with read-write access to their data, at anytime, at no extra cost.

Iress Open integration

Allows for easy integration with any third-party vendor to enable member-facing agility and innovation.

Certainty of cost

Technology and regulatory change is embedded in the platform, at no extra cost.

Super Fund business strategies will redefine 'outsourced administration' in order to automate and differentiate



Drivers of change for a different future

- Funds want to increase efficiency, release costs to differentiate, and maximise returns to members
- The super fund operating model and regulatory impost is increasingly tech-led
- Fund differentiation will come from focus on member experience, not from core admin
- Automation is essential for efficiency, scale and accuracy, and strategic enablement

Automated Super Admin enables funds to:

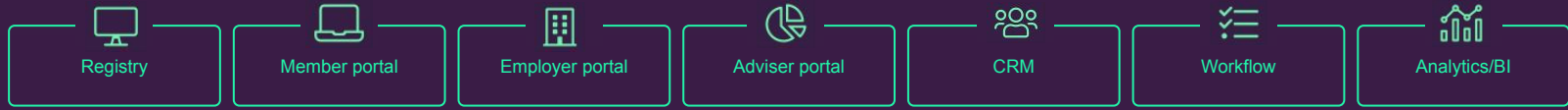
- Redefine 'admin' as core transactions, integration, and reporting, by leveraging Iress' open tech platform
- Deliver sustainable process efficiencies and reduce costs
- Invest in higher-value services to members to improve member experience
- Automate and digitise to reduce manual processes and paper, increase access to data, and integrate.
- Enhance risk management with data-driven approach

Iress' Automated Super Admin at a glance



Automated Super Admin services

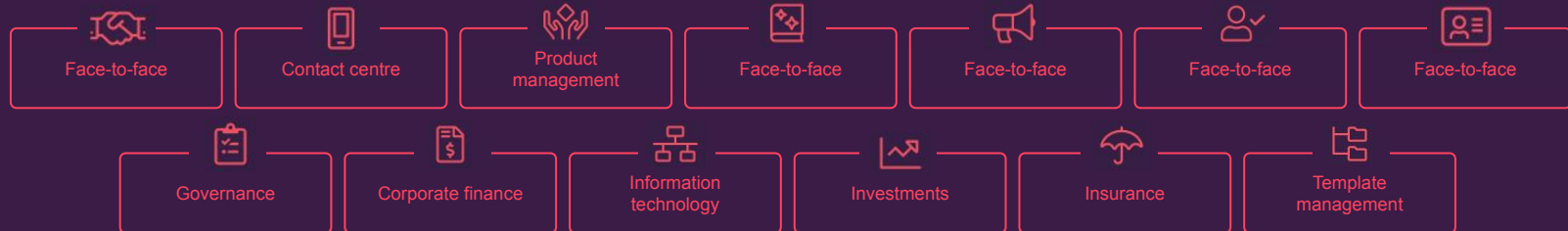
Integrated technology ecosystem



Administration services



Superannuation Fund retained services



Automating Australia's largest open defined benefit fund



About ESSSuper

- 132,000 members across Victorian emergency services and public sector
- ~\$31 billion under management
- Currently administration in-house

About the project

- Implementation commenced
- Expected to go live in the first half of 2021

“

The super industry needs to evolve its transactional functions to be fully automated to further enhance the member experience and provide 24/7 access to funds”

“

ESSSuper believes that, in partnership with Iress, we can deliver cost-effective automated services complemented by our locally-based call centre and member engagement teams”

Mark Puli CEO of ESSSuper

Beyond the Regtech buzzword



Advice oversight is moving from manual sample to data-driven & complete



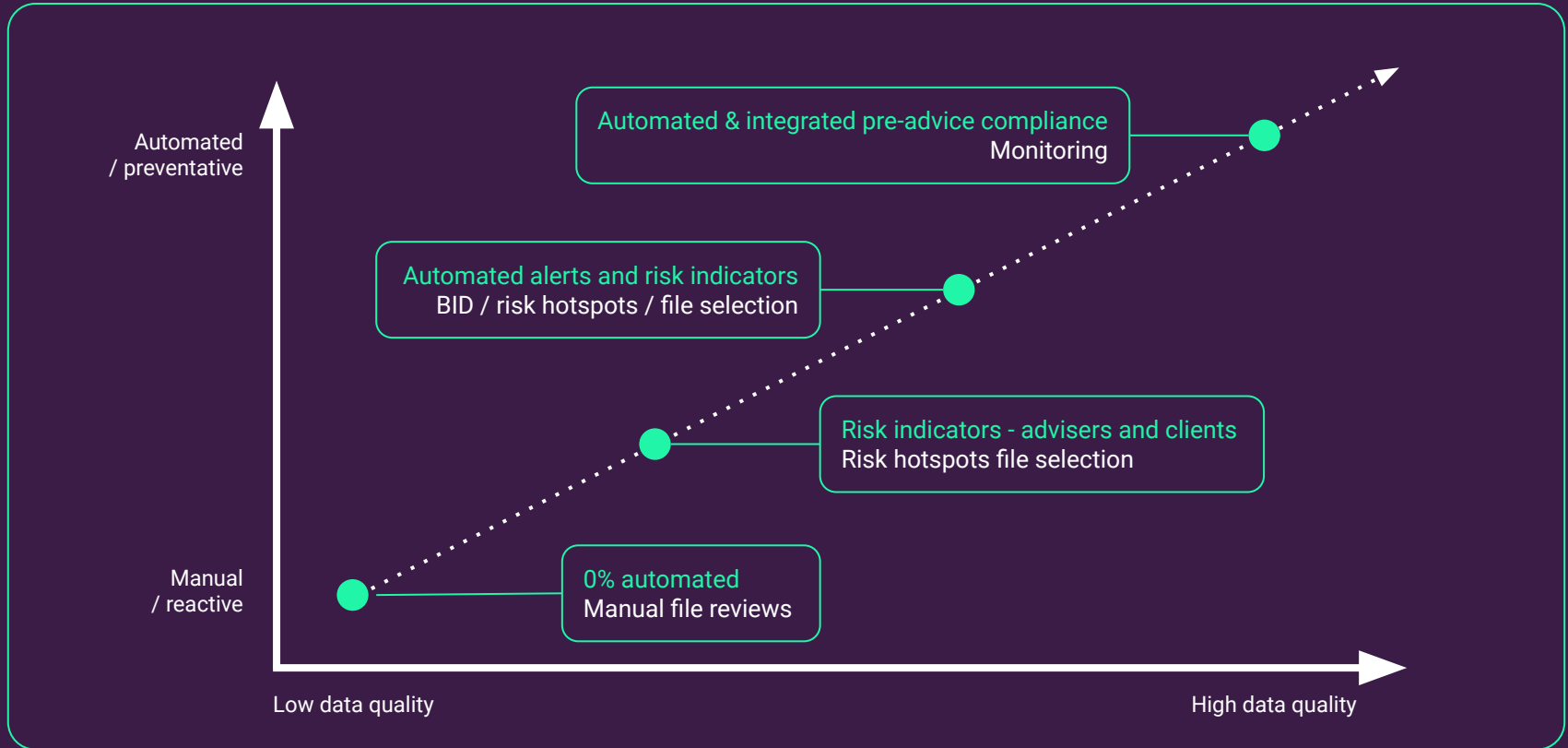
Maturing view of data-driven approach:

- Growing appreciation that data is the only way: ongoing ASIC demand for data; FASEA Code of Ethics; business digitisation and data quality focus
- Lumen now automating compliance in licensees of 50, 150, 250, 400, 1000+ advisers.
- Every client represented by 200 data points. Can any advice business monitor 100% without data-driven oversight?
- Lumen brings material benefits: PI coverage and terms, 100% coverage of advice and advisers, mitigating ongoing service risks.

PI realities of data-driven risk assessment:

- PI insurer market has retracted considerably impacting capacity, premiums, and exclusions
- Underwriters requesting more data to assess risks
- Insurer expectations of ongoing adequate monitoring and oversight
- Insurers drilling into more detail on controls that identify and minimise rogue players
- Expectation of data for 100% all of the time.

The necessary data journey in advice (for compliance)



Keeping the bad guys away from super's honeypot with Lumen



Challenges in fragmented landscape

- Keeping pace with cyber criminals & AUSTRAC expectations
- Fraudulent activity is faster than alerting mechanisms for industry as a whole
- Significant risk for trustee and fund health

Data + Tech is the only way

- Lumen data analytics brings actionable intel to proactively stop fraudulent payments
- Tight integration allows identification, management, mitigation, reporting
- Shared real-time register across funds
- Proven, scalable software

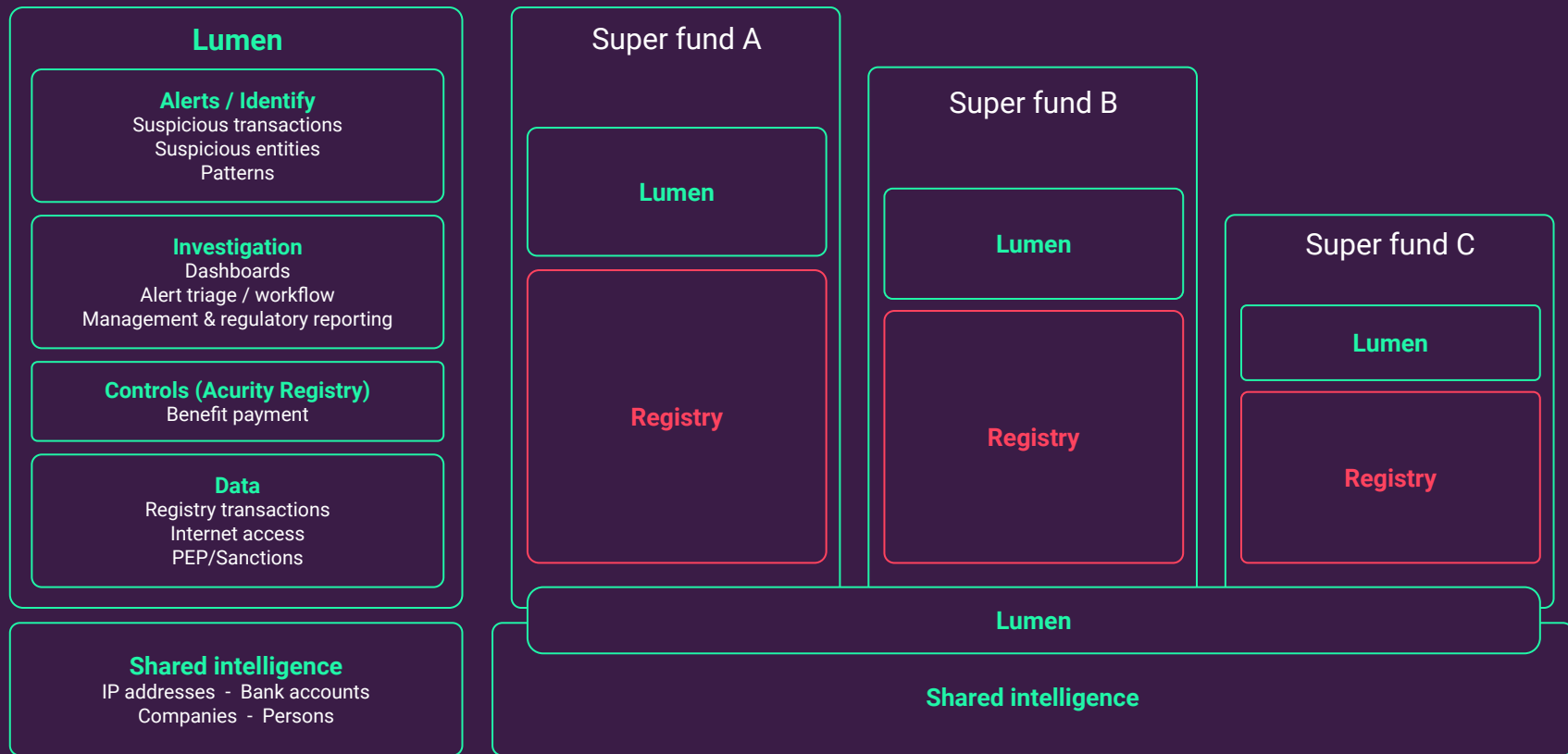


Terrorism financing has been identified as a small but emerging and serious threat for the superannuation sector. Where a reporting entity forms a suspicion that relates to terrorism financing, an SMR must be reported to AUSTRAC within 24 hours”

AUSTRAC Guidance paper June 2019

Fraud
Money laundering
Terrorist financing

Lumen for super funds



Technology & Data



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.

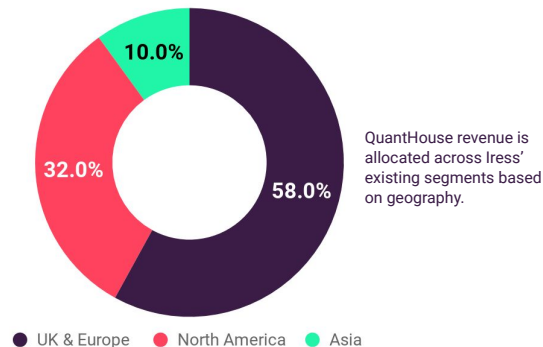
- Clients looking for single software and vendor for all local and international data needs including beyond terminals.
- Market data sourced directly from exchanges/markets and through third party suppliers.
- We supply data both through our software and directly to clients.

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

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