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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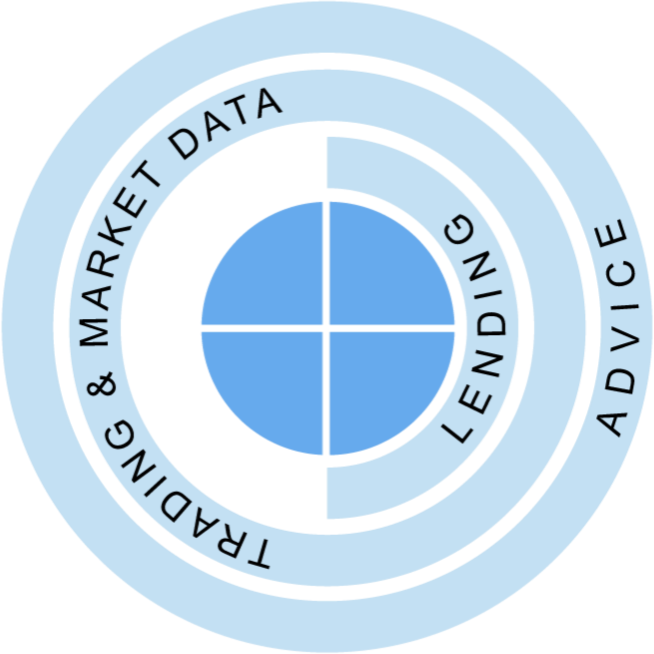
Technology reimagined

JPMorgan Emerging Companies Conference
17 April 2019

Who we are

World-leading software for trading & market data, advice, super and mortgages



- 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

Robust business model underpins market-leading positions

- **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

Growth drivers & strategic priorities

Key drivers of growth

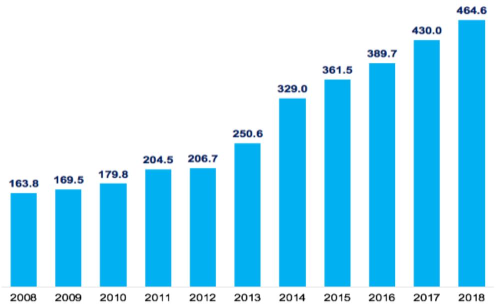
Increasing regulatory requirements	Market consolidation increasing **business complexity**	Demand for **broader** integrated **software** to enable client business strategies	Demand for software that **increases efficiency** and **reduces the cost** to do business	Increasing **demand for advice**

Our strategic priorities

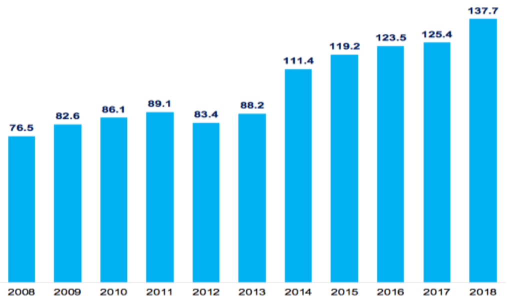
Service clients exceptionally	To be **essential** to our clients' success through **continued** product **investment**	Identify and deliver **scale benefits**	**Attract** and **retain** great **talent** through culture, environment and reward	**Deliver** a compelling solution and **user experience**

Strong track record of delivering revenue and earnings growth

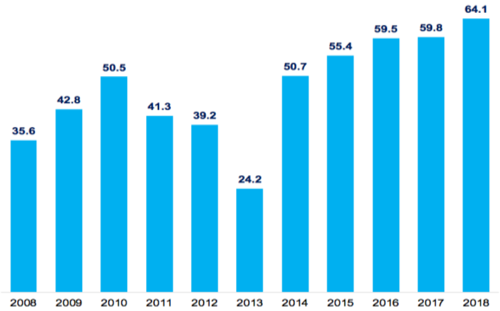
Operating revenue



Segment profit

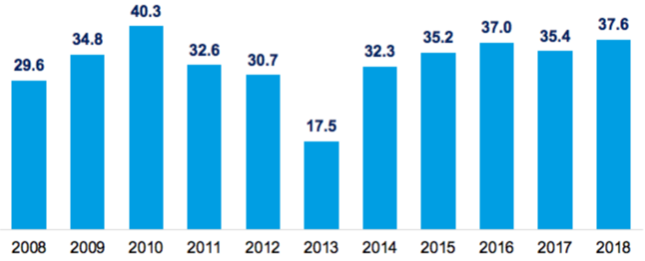


NPAT

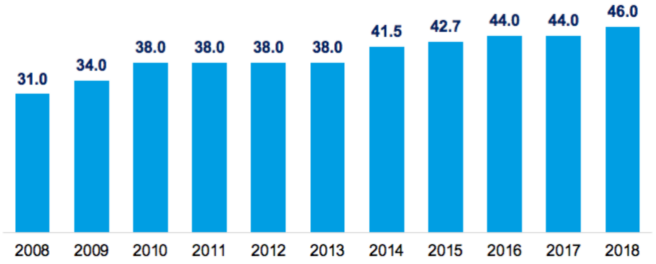


Sustained dividends and share price growth over time

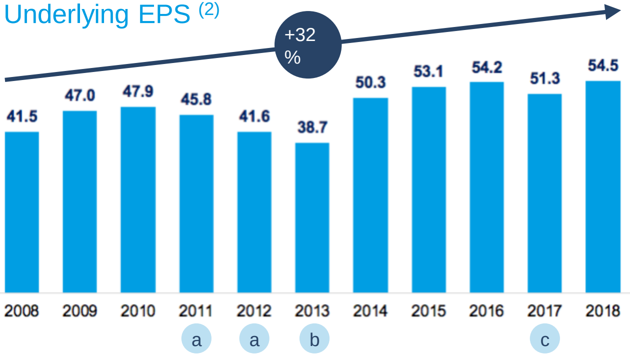
Reported EPS



Dividend per share



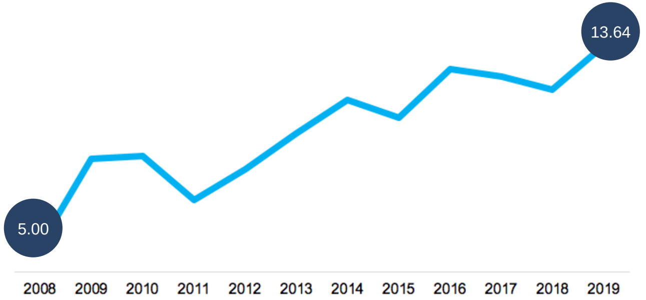
Underlying EPS (2)



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

Three themes to cover today

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

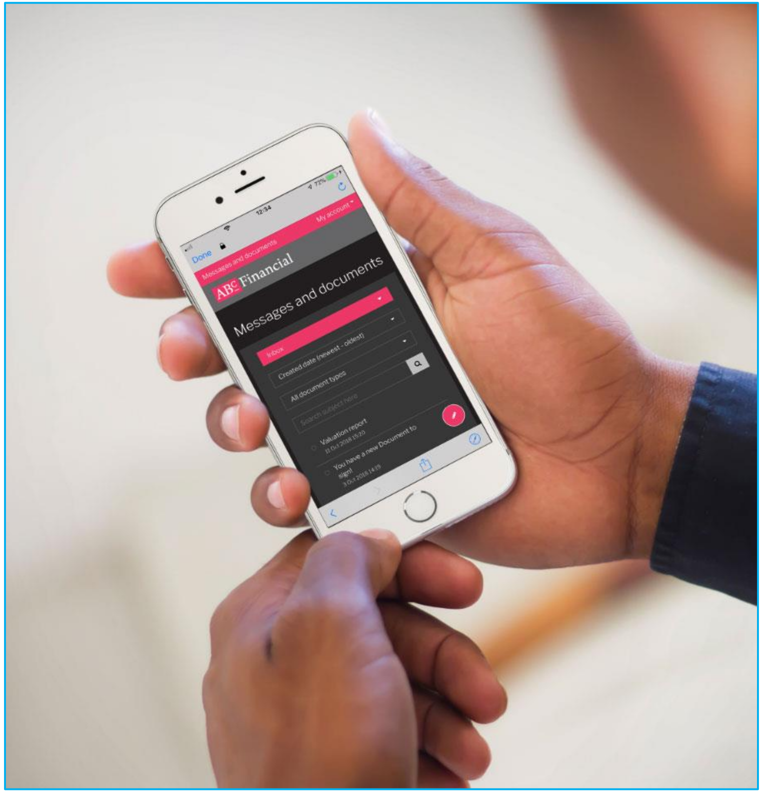
- Responding to the spirit of the Royal Commission report will require financial services to reimagine the role of technology

- 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)

- 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

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	0.658	
1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	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	0.793	1.000	0.635	
1.000	1.000	1.000	1.000	1.000	1.000	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	0.991	1.000	0.892	
1.000	1.000	1.000	1.000	1.000	1.000	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	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	0.991	1.000	1.000	1.000	
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	0.936	1.000	1.000	1.000	
1.000	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	0.744	1.000	0.485	
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	0.766	0.676	0.437	
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	0.535	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	0.462	0.491	0.426	
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	0.363	0.418	0.458	
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	0.776	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	0.341	0.289	0.291	0.326	0.380	
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	0.282	0.278	0.402	
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	0.472	0.273	0.234	0.279	0.306	
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	0.521	0.286	0.249	0.234	0.258	
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	0.627	0.590	0.613	0.585	0.529	0.438	0.328	0.487	0.200	
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	0.416	0.546	0.263	
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	0.478	0.314	0.252	
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	0.639	0.557	0.681	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	0.482	0.310	0.271	0.237	
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	0.342	0.263	0.243	
0.639	0.615	0.748	0.639	0.911	0.796	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	0.578	0.512	0.305	0.274	0.256	
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	0.465	0.232	0.248	0.237	
0.493	0.522	0.508	0.553	0.458	0.457	0.435	0.742	0.636	0.434	0.553	0.578	0.369	0.394	0.502	0.539	0.532	0.555	0.601	0.582	0.548	0.498	0.328	0.237	0.242	0.252	0.273	
0.891	0.817	0.441	0.445	0.473	0.452	0.720	0.423	0.700	0.492	0.525	0.509	0.463	0.614	0.466	0.477	0.603	0.615	0.509	0.517	0.563	0.405	0.224	0.258	0.234	0.211	0.228	
0.543	0.548	0.598	0.433	0.386	0.627	0.482	0.345	0.835	0.751	0.581	0.502	0.482	0.610	0.531	0.524	0.615	0.625	0.562	0.481	0.566	0.306	0.266	0.407	0.366	0.243	0.252	
0.762	0.720	0.506	0.496	0.495	0.698	0.396	0.627	0.555	0.317	0.491	0.294	0.382	0.393	0.572	0.449	0.405	0.407	0.357	0.567	0.518	0.243	0.255	0.465	0.415	0.323	0.248	
0.472	0.437	0.618	0.547	0.500	0.439	0.580	0.579	0.474	0.406	0.320	0.302	0.233	0.262	0.387	0.622	0.556	0.499	0.580	0.558	0.378	0.214	0.364	0.502	0.413	0.311	0.269	
0.461	0.503	0.513	0.432	0.537	0.537	0.467	0.530	0.387	0.504	0.353	0.362	0.456	0.222	0.241	0.342	0.510	0.622	0.454	0.441	0.285	0.218	0.545	0.502	0.445	0.508	0.623	
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	0.549	0.569	0.522	0.500	0.493	0.529	
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	0.531	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	

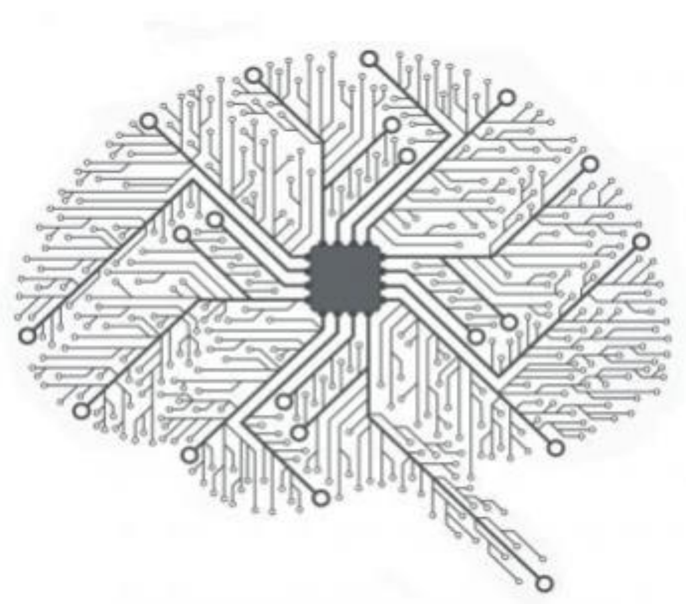
The power of data

- 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)

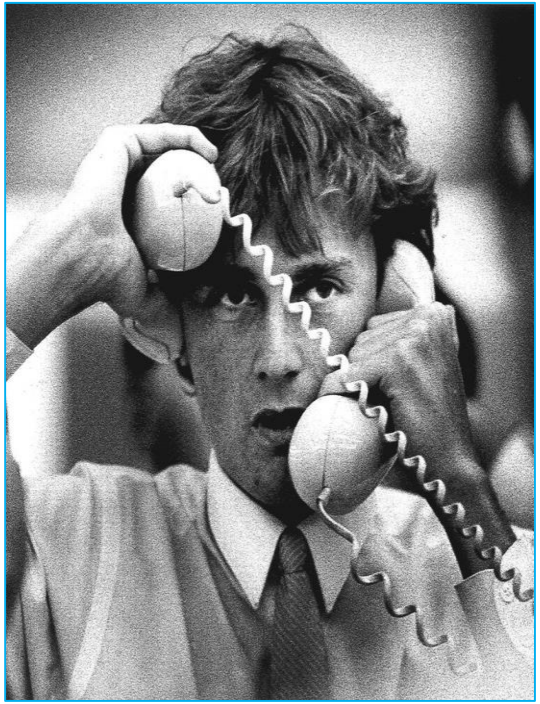
- Artificial intelligence = actionable insights

- Unless you’ve got good data, you cannot automate, you cannot predict and AI is not possible



Technology for changing industries

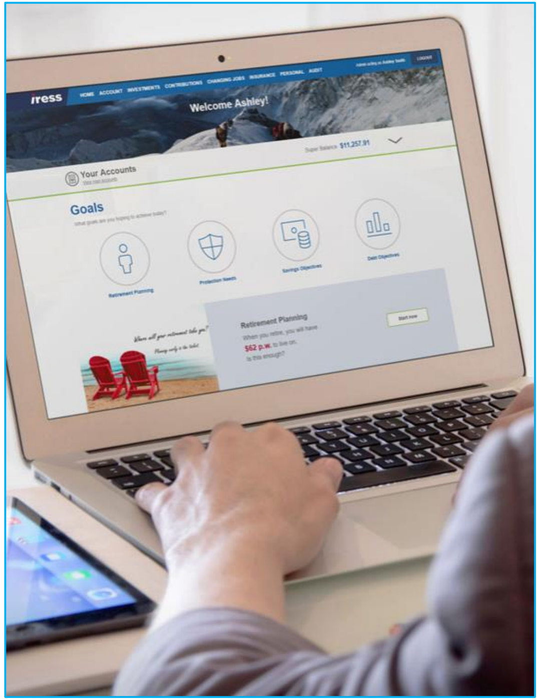
Stockbroking to investment advisory



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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