

# Investor presentation

23 October 2015

GBST Holdings Limited (ASX: GBT)

# GBST Executive Team



**Robert De Dominicis** *Interim CEO and Chief Executive, GBST Wealth Management.* Robert is a founding partner of InfoComp, now GBST's Wealth Management Division, with over 25 years experience in the development of software applications.



**Patrick Salis** *Chief Operating Officer.* Patrick was appointed Group Chief Operating Officer in August 2012 after joining GBST as CFO in 2007. He also served as Chief Executive, Global Broker Services from March 2010 to August 2012. Previously he was CFO of Virgin Money Australia Limited.



**Denis Orrock** *Chief Executive, GBST Capital Markets Australia and Asia Pacific.* Denis joined GBST in May 2008 and was appointed Chief Executive Officer, Capital Markets in August 2012. Prior to joining GBST, Denis was General Manager of Infochoice.



**Isabel Sanchez** *Chief Technology Officer.* Isabel was appointed as Chief Technology Officer in March 2008. Isabel has over 24 years experience in software development and has been a member of GBST for 21 years, starting in GBST's Wealth Management Division (formerly InfoComp).

# Introduction



**GBST Wealth Management**

**GBST Composer**

FOR

**wealth administration and  
registry**

CUSTOMERS IN

**Australia, Asia, New Zealand,  
United Kingdom**



**GBST Capital Markets**

**GBST Syn~**

**GBST Shares**

FOR

**client accounting and  
securities transaction processing**

CUSTOMERS IN

**Australia, Asia, Europe,  
North America**

# GBST Snapshot

Established

**1983**

ASX listed

**2005**

About

**600** employees

More than

**60** clients worldwide

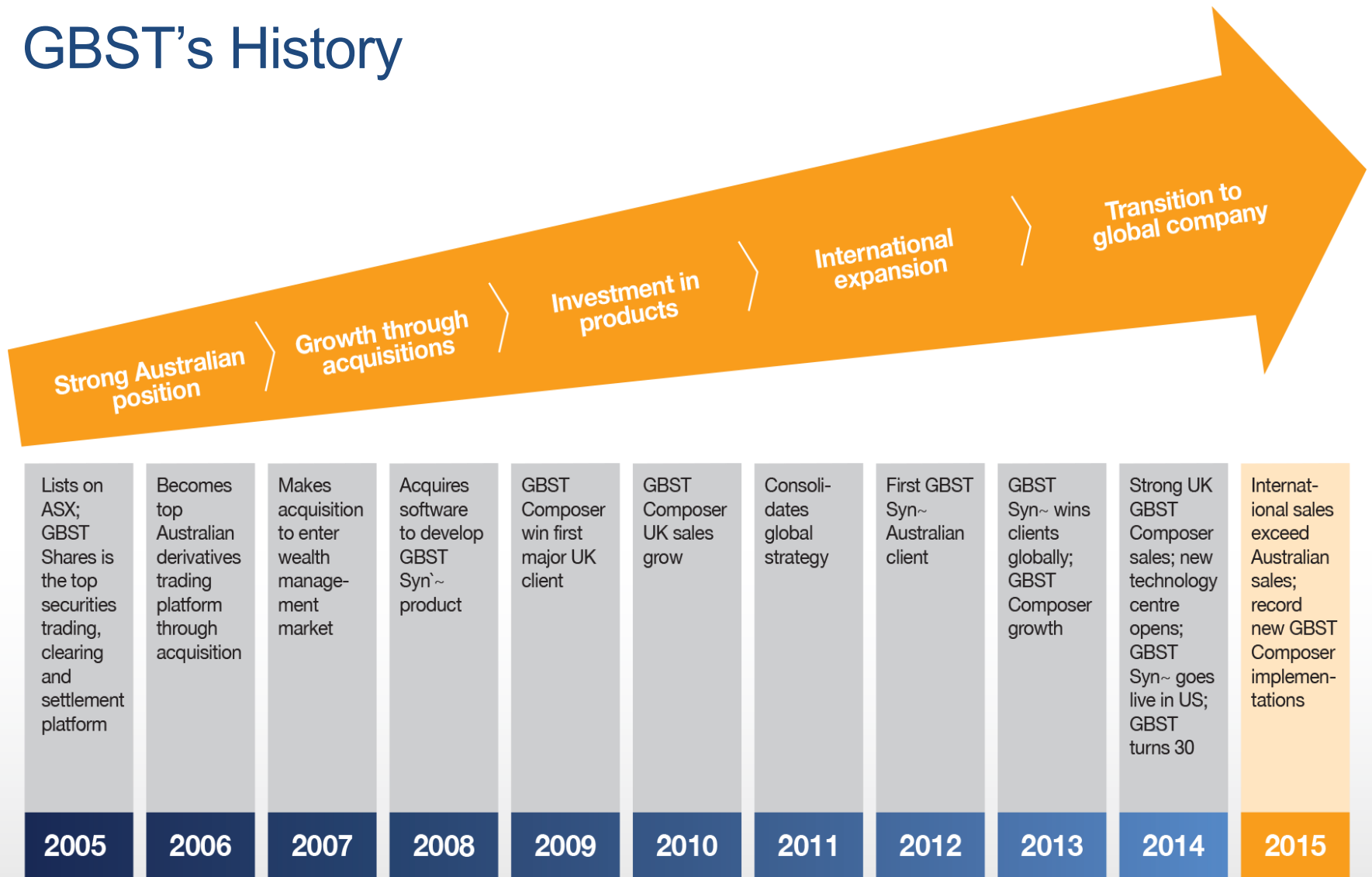


# Indicative GBST Clients





# GBST's History



# FY15 Year In Review

Continued strong

## INTERNATIONAL GROWTH

Revenue up 16% to

**\$114.3** million

NPAT up

**52%** to \$15.3 million

Cash EPS up

**35%**

International sales now

**55%** of total

### Group Total Revenue

2015 **\$114.3m**

2014 **\$98.5m**

2013 **\$83.0m**

2012 **\$77.0m**

2011 **\$67.5m**

### EBITDA

2015 **\$24.5m**

2014 **\$20.5m**

2013 **\$16.5m**

2012 **\$14.2m**

2011 **\$13.7m**

### Cash EPS

2015 **28.9c**

2014 **21.5c**

2013 **16.5c**

2012 **13.8c**

2011 **11.6c**

### Dividends

2015 **10.5c**

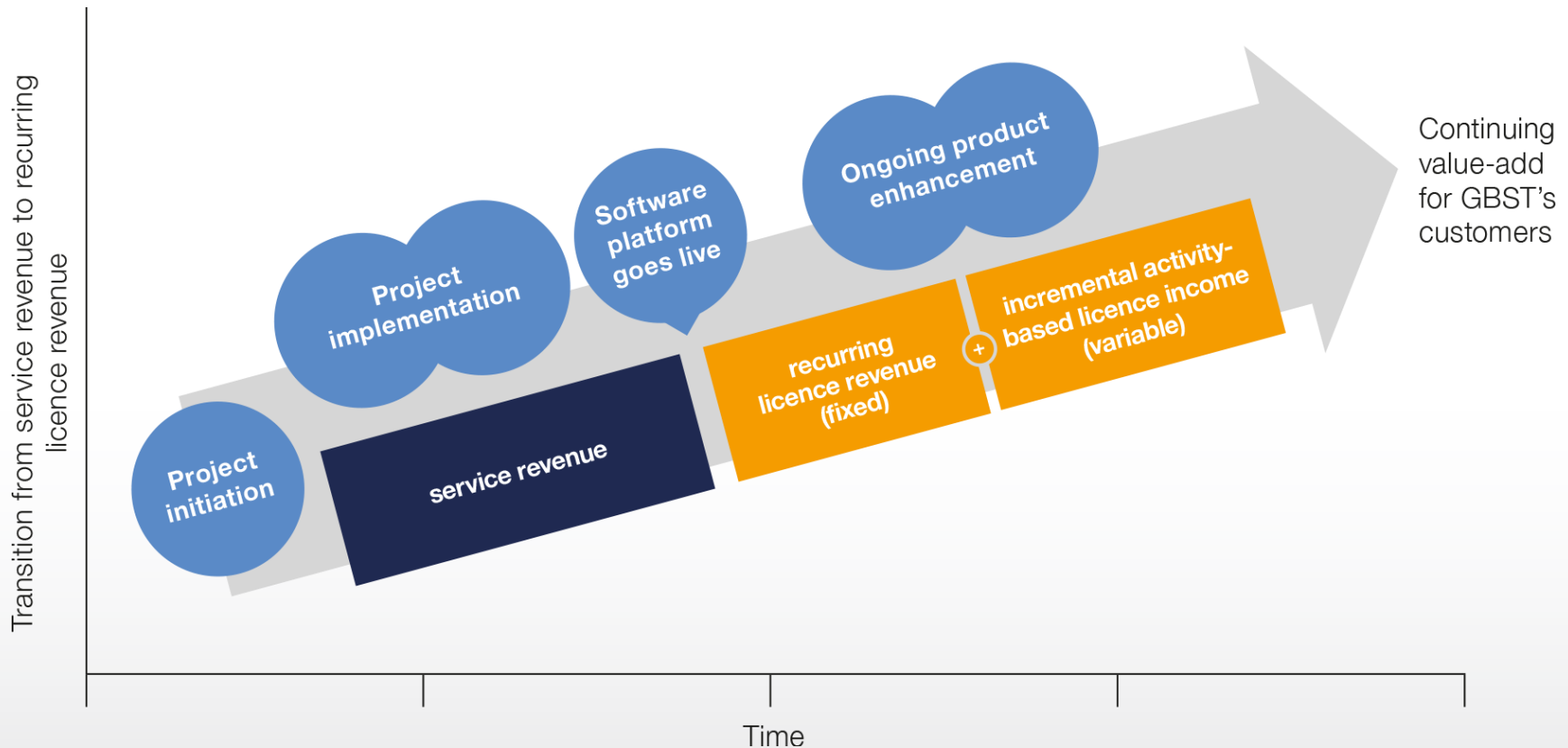
2014 **8.5c**

2013 **6.5c**

2012 **5.0c**

2011 **4.0c**

# GBST's software platforms generate long-term recurring revenue





# FY16 Guidance

- 1H FY16 EBITDA expected to be within the range of \$7.0 million - \$9.0 million (1H FY15: \$12.3 million)
- 2H FY16 EBITDA expected to be within the range of \$12.0 million - \$14.0 million (1H FY15: \$12.2 million)
- Succession process for CEO is continuing
- Guidance does not include any CEO recruitment costs or final payments due to the former CEO
- Reflects temporary delays in major client projects at a time when GBST has increased costs to support expected growth
- UK wealth management projects expected to begin in the first half will now start in the second half; and a significant Australasian project has been deferred to start in early 2016
- Australian capital markets operations expected to report an improved first half result
- International capital markets operations delays to projects, now expected to start in FY16 second and third quarters

# Key Focus Areas - 1

- While first half will be impacted by temporary delays to projects, GBST's growth prospects remain strong in markets where it is well established: Australia, UK and increasingly, Asia
- Disciplined resource allocation focused on immediate opportunity in all markets

## ***Wealth Management – International***

- Regulation change initiated by the UK Financial Authority's Retail Distribution Review to improve transparency for consumers is ongoing, including Pensions Freedom reforms and Individual Savings Accounts (ISAs)
- Industry consolidation / convergence of private banking and wealth management markets are expected to provide short- and medium-term opportunities for GBST
- Ongoing technology investment remains necessary to ensure that GBST remains at the forefront of industry change
- Development of GBST Composer to service Asia for existing client

## ***Wealth Management – Australia***

- Well established operations – many long-term clients; mostly annuity licence income
- Ongoing service revenue opportunities as large banks and financial services firms migrate information from older systems onto GBST Composer

# Key Focus Areas - 2

## ***Capital Markets - Australia***

- Well-established operations; more than 80% licence-based annuity revenue
- Increased competition from market entrants has reinforced GBST's reputation for strong performance and provides new growth opportunities
- Initial project to transition a major investment bank's back- and middle-offices from GBST Shares to GBST Syn~ is continuing
- Significant depth in software expertise and domain knowledge across the division in Australia and internationally
- Modest first half growth anticipated

## ***Capital Markets – International***

- Asian operations have achieved critical mass; significant opportunity to provide middle-office services for institutional banks, leveraging GBST's operations in Australia and UK
- New contract announced October 2015 to provide Haitong International Securities Group with an institutional middle office solution

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