

iSelect Limited

Annual General Meeting – 31 October 2017

iSelect

always get it right



2017 Annual General Meeting

Chairman

Mr Chris Knoblanche AM

31 OCTOBER 2017

iSelect

always get it right



2017 Annual General Meeting

CEO Presentation

Scott Wilson, Managing Director & CEO

Australia's
Life Admin Store



always get it right

FY17 – Growth across key business drivers

UNIQUE VISITORS

800k 

to 9.8 million

CUSTOMER LEADS

7% 

to 4.3 million

CONVERSION

0.6pp 

to 10.5%

SALES UNITS

13% 

to 449k

REVENUE

8% 

to \$185.1 million

OPERATING CASHFLOW

184% 

to \$30.6 million

EBIT

50% 

to \$22.5 million



Broadband



Car



Credit
Cards



Energy



Health



Home &
Contents



Home
Loans



Life



Mobile
Phones



Pet
Insurance



Travel
Insurance

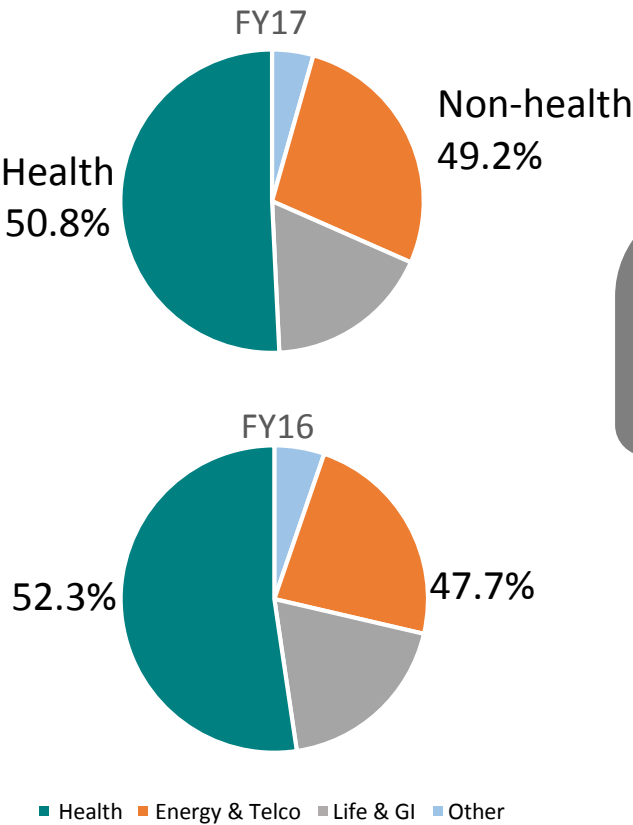


Connected
Home

Segment Results – Diversification continues

SEGMENT REVENUE - REPORTED (\$m)

Segment	FY17	FY16	Change
Health	94.0	90.0	4%
Energy & Telco	50.4	40.2	25%
Life & General Insurance	32.6	32.7	0%
Other	8.2	9.1	(10%)
TOTAL	185.1	171.9	8%



Diversification of the business is continuing – non-Health now >49% of revenue

Growing the Marketplace – 11 new Partners/Brands in FY17

Health	Energy	Life	Home Loans	Money	General Insurance	Telco & Entertainment
             	             	     	                     	                   	          	           

iSelect takes majority position in iMoney



iSelect takes majority position in iMoney

iMoney currently operates in

- Malaysia
- Singapore
- Indonesia
- Philippines

with c. 200 m internet users

Has domains in Hong Kong
and Thailand for future
operations



iSelect: Near-term outlook & Market Guidance

Business segments

- Expecting continued growth in our Health segment with the broader PHI market displaying signs of stability
- Energy & Telco growing strongly as anticipated
- Life & GI still seeing challenging conditions

Market Guidance

- FY18 market guidance of between \$23 and \$26 million EBIT
 - Including Nest marketing of approximately \$2 million
 - Including the iMoney expected consolidated loss in the range of \$1.5 - \$2.1 million*
- Underlying business EBIT FY18 market guidance of between \$26 and \$29 million.

* Includes transaction & other related acquisition costs

A man and a woman are sitting in bed, looking at a laptop. The man is typing on the keyboard, and the woman is pointing at the screen. They are both smiling. The room has a brick wall and a window in the background. A bicycle is visible in the foreground.

“Thank You”



2017 Annual General Meeting

Formal Business

Chris Knoblanche – Chairman

Australia's
Life Admin Store



always get it right

Today's Procedure – Registration & Cards

- All those in attendance should have registered at the Computershare desk at the back of the room
- Shareholders, proxies and corporate representatives who are registered to vote today should have received a **GREEN** voting card
- Shareholders, proxies and corporate representatives who are not registered to vote today should have received a **BLUE** admission card
- Visitors have been given a **WHITE** admission card and are not allowed to vote or speak at the meeting

Today's Procedure – Discussion & Questions

- Questions should be limited to those related to the subject matter of the business and resolution outlined in the Notice Of Meeting
- When asking a question, please show your **GREEN** or **BLUE** card, state your name and state whether you:
 - a) are a shareholder; or
 - b) are attending as a proxy

Tabling of Financial Report

Tabling of the iSelect 2017 Financial Report

Resolution 1 - Adoption of Remuneration Report

RESOLUTION 1 Adoption of Remuneration Report

Resolution 1 – Proxies received

RESOLUTION 1 -Adoption of Remuneration Report

Proxies Received

FOR	146,861,037
AGAINST	4,010,870
OPEN	2,098,785
ABSTAIN	119,937

Resolution 2

RESOLUTION 2

Re-election of Brodie Arnhold as a Director

Resolution 2 – Proxies received

RESOLUTION 2 - Re-election of Brodie Arnhold

Proxies Received

FOR	151,961,661
AGAINST	18,292
OPEN	2,098,785
ABSTAIN	11,170

Resolution 3

RESOLUTION 3

Re-election of Shaun Bonett as a Director

Resolution 3 – Proxies received

RESOLUTION 3 - Re-election of Shaun Bonett

Proxies Received

FOR	151,926,173
AGAINST	40,194
OPEN	2,098,785
ABSTAIN	24,756

Resolution 4

RESOLUTION 4

Approve the issue of LTIP Shares to Scott Wilson

Resolution 4 – Proxies received

RESOLUTION 4 - Approve the issue of LTIP Shares

Proxies Received

FOR	144,245,486
AGAINST	7,675,467
OPEN	2,113,785
ABSTAIN	55,170

A man and a woman are sitting in bed, looking at a laptop. The man is typing on the keyboard, and the woman is pointing at the screen. They are both smiling. The room has a brick wall and a window in the background. A bicycle is visible in the foreground.

“Thank You”

Important notice and disclaimer

Any references to “iSelect” or “Group” in this presentation refer to iSelect Limited and its controlled entities.

This document is a presentation of general background information about iSelect’s activities current at the date of the presentation. It is information in a summary form and does not purport to be comprehensive.

It is to be read in conjunction with the iSelect Limited annual report filed with the Australian Securities Exchange on 16 August, 2017 (“FY17 Annual Report”).

This presentation is not a recommendation to buy iSelect shares. The information provided is not financial product advice and has been prepared without taking into account any investor or potential investor’s investment objectives, financial circumstances or particular needs and should not be considered to be comprehensive or to comprise all the information which a recipient may require in order to make an investment decision regarding iSelect shares. You should make your own assessment and take independent professional advice in relation to the information and any action taken on the basis of the information.

The information in this presentation is of a general nature and has been prepared by iSelect in good faith and with due care but no representation or warranty, express or implied, is provided in relation to the accuracy or completeness of the information.

Forward-looking statements

This presentation contains forward-looking statements. The statements in this presentation are based on an assessment of present economic and operating conditions and on a number of assumptions regarding future events and actions that, at the date of this presentation, are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Group, the Directors and management.

The Group cannot and does not give any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this presentation will actually occur and investors are cautioned not to place undue reliance on these

forward-looking statements. To the full extent permitted by law, iSelect disclaims any obligation or undertaking to release any updates or revisions to the information contained in this presentation to reflect any change in expectations or assumptions.

Non-IFRS information

iSelect’s results are reported under International Financial Reporting Standards (IFRS). Throughout this presentation, iSelect has included certain non-IFRS financial information. The information is presented to assist in making appropriate comparisons with prior periods and to assess the operating performance of the business. iSelect uses these measures to assess the performance of the business and believes that information is useful to investors. EBITDA, EBIT, Operating Cash Conversion and Revenue per Sale (RPS) have not been audited or reviewed. For an IFRS compliant profit, refer to the FY17 Annual Report.

Any and all monetary amounts quoted in this presentation are in Australian dollars (AUD) except where indicated.