

1H20 Results Presentation

20 February 2020

Important notice and disclaimer



The information contained in this document (including this notice) and discussed at this presentation (collectively, the **Presentation**) has been prepared by Bravura Solutions Limited (**Bravura**). The Presentation is subject to the conditions outlined below. Your receipt or viewing of the Presentation evidences your acceptance of those conditions and that you agree to be bound by them.

NO OFFER OF SECURITIES

The Presentation is not a prospectus, product disclosure statement, disclosure document or other offer document under Australian law or under any other law. It does not and is not intended to constitute an offer for subscription, financial product advice, invitation, solicitation or recommendation by any person or to any person with respect to the purchase or sale of any securities or financial products in any jurisdiction, and also does not form the basis of any contract or commitment to sell or apply for securities in Bravura or any of its subsidiaries (**Bravura Group**).

The information contained in the Presentation has been prepared without taking account of any person's investment objectives, financial situation or particular needs and noting contained in the Presentation constitutes investment, legal, tax or other advice. You must not rely on the Presentation but make your own independent assessment and rely upon your own independent taxation legal, financial or other professional advice.

FINANCIAL DATA

All information in the Presentation is in Australian dollars.

The Presentation contains pro forma financial information. Such pro forma financial information has not been prepared in accordance with disclosure requirements of applicable accounting standards and other mandatory reporting requirements in Australia.

Financial data calculating totals and percentages may be subject to rounding.

FORWARD STATEMENTS

No representation or warranty, expressed or implied, is made as to the adequacy or completeness of the information and opinions contained in the Presentation.

The Presentation may contain certain forward looking statements, including estimates, projections and opinions (**Forward Statements**). We use words such 'will', 'may', 'intend', 'seek', 'would', 'should', 'could' 'continue' 'plan', 'probability', 'risk', 'forecast', 'likely', 'estimate', 'anticipate', 'believe', or similar words to identify Forward Statements. Forward Statements may involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of the Bravura Group, and have been made based upon management's expectations and beliefs concerning future developments and their potential effect on the Bravura Group. No representation is made or will be made that any Forward Statements will be achieved or will prove correct. Actual future results and operations could vary materially from the Forward Statements. Circumstances may change and the contents of this Presentation may become outdated as a result.

PAST PERFORMANCE

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon (and is not) an indication of future performance.

DISCLAIMER

The information is supplied in summary form and is therefore not necessarily complete. The material contained in this presentation may include information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information.

To the maximum extent permitted by law, the Bravura Group and each of its affiliates, directors, employees, officers, partners, agents and advisers and any other person involved in the preparation of the Presentation disclaim all liability and responsibility (including without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use or reliance on anything contained in, or omitted from, the Presentation. The Bravura Group accept no responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of the presentation or this document, which may affect any matter referred to in the Presentation.

This presentation should be read in conjunction with Bravura's other periodic and continuous disclosure announcements lodged with the ASX, which are available at <u>www.asx.com.au</u>.



Agenda





3 FY20 Outlook

4 Appendices

1H20 RESULTS ON TRACK



- Bravura delivered revenue growth of 6.0%¹, EBITDA growth of 7.3%^{1,2} and NPAT growth of 21.1%^{1,3}; excluding acquisitions, revenue grew 2.9%¹, EBITDA 7.7%¹ and NPAT 16.6%¹
- Group EBITDA margin expanded to 18.8% (18.6% in 1H19) reflecting continued operating leverage expansion
- **Recurring revenue up 17%¹** in 1H20 and comprised **78% of total revenue** (71% in 1H19)
- Wealth Management revenue up 0.6%¹ to A\$91.0m (A\$90.4m in 1H19) and EBITDA down 11.5%¹ to A\$26.0m (A\$29.4m in 1H19); 1H20 EBITDA margin was 28.6% (32.5% in 1H19)
- Funds Administration revenue up 19.3%¹ to A\$44.1m (A\$37.0m in 1H19) and EBITDA up 43.5%¹ to A\$19.6m (A\$13.7m in 1H19); 1H20 EBITDA margin of 44.4% (36.9% in 1H19)
- Midwinter and FinoComp were acquired during the period and are performing as expected with strong sales pipelines
- Strong financial position with A\$100m⁴ cash on the balance sheet to pursue further acquisitive and organic growth opportunities
- Previous guidance given for FY20 mid-teens NPAT growth excluding the impact of acquisitions remains in line with our expectations. Acquisitions are expected to make an additional contribution of approximately A\$3m to FY20 NPAT

4. As at 31 December 2019

^{1.} Compared to 1H19

^{2.} The IFRS16 reporting line changes have not been applied to the calculation of EBITDA; EBITDA has been calculated in the same way as prior periods

^{3. 1}H20 NPAT includes a one-off A\$1.7m deferred tax credit arising from the acquisitions completed during the period which will reverse over time

1H20 KEY HIGHLIGHTS

Market needs continue to evolve



- Bravura's long-term growth is driven by clients' need to address speed to market for new products, the growing importance of a seamless digital experience, ongoing changes in financial services regulation, and pressure to increase operational efficiency
- Clients are placing a greater emphasis on procuring an ecosystem of solutions; this shift is benefitting Bravura's increased focus on greater product modularisation and a market proposition that involves a broader product portfolio across all our offerings including our strategic acquisitions

Continued investment is driving strong growth opportunities

 Wealth Management sales pipeline remains strong, with significant opportunities across all key markets



- Bravura's compelling value proposition which supports clients in managing new regulation, digital and cost pressures underpins Wealth Management's strong sales pipeline
- The acquisition of Midwinter and FinoComp are strategic and provide long-term growth opportunities

Strong business performance is delivering attractive shareholder returns



Interim dividend declared of 5.5 cents per share, bringing the half-year payout ratio to 68% of 1H20 NPAT



A\$m	1H19	1H20	% chg
Group			
Revenue	127.4	135.1	6%
EBITDA ³	23.7	25.5	7%
NPAT ⁴	16.3	19.8	21%
Segments			
Wealth Management revenue	90.4	91.0	1%
Wealth Management EBITDA	29.4	26.0	-11%
Funds Administration revenue	37.0	44.1	19%
Funds Administration EBITDA	13.7	19.6	44%
Margins			
EBITDA margin	18.6%	18.8%	0.2%
NPAT margin	12.8%	14.6%	1.8%

1. Compared to 1H19

2. Return on equity is based on NPAT over time-weighted average total equity

3. The IFRS16 reporting line changes have not been applied to the calculation of EBITDA; EBITDA has been calculated in the same way as prior periods

4. 1H20 NPAT includes a one-off A\$1.7m deferred tax credit arising from the acquisitions completed during the period which will reverse over time

1H20 RESULTS ON TRACK

A\$m	1H19	1H20	\$ chg	% chg
Wealth Management ¹	90.4	91.0	0.6	1%
Funds Administration	37.0	44.1	7.1	19%
Total revenue	127.4	135.1	7.7	6%
Wealth Management ¹	29.4	26.0	-3.4	-11%
Funds Administration	13.7	19.6	5.9	44%
Corporate	-19.3	-20.2	-0.9	5%
EBITDA ²	23.7	25.5	1.7	7%
D&A	-2.9	-4.4	-1.5	52%
EBIT	20.9	21.1	0.2	1%
Net interest and FX expense	-0.9	0.4	1.3	-144%
Profit before tax	20.0	21.6	1.6	8%
Tax expense ³	-3.6	-1.8	1.8	-50%
NPAT	16.3	19.8	3.5	21%
EPS (A\$ cps)⁴	7.6	8.1	0.5	7%



- Wealth Management revenue up 0.6% and EBITDA down 11.5%. EBITDA margin decreased to 28.6% in 1H20 (32.5% in 1H19). The lower EBITDA and margin result reflected lower licence fees of A\$2.0m in 1H20, compared to A\$8.4m in 1H19. Excluding licence fees, the segment saw EBITDA growth and margin expansion
- Wealth Management sales pipeline remains strong, with significant opportunities across all key markets
- Funds Administration revenue up 19.3% and EBITDA up 43.5%. EBITDA margin increased to 44.4% in 1H20 (36.9% in 1H19). The segment benefitted from higher licence fees of A\$3.2m in 1H20 compared to A\$0.7m in 1H19. Funds Administration also saw increased implementation and project work arising across its client base
- **Corporate costs** in 1H20 reflect growth on 1H19 and include approximately A\$1.2m in acquisition-related expenses
- Tax expense of A\$1.8m represents an effective tax rate of 8% and includes a one-off A\$1.7m deferred tax credit arising from the acquisitions completed during the period which will reverse over time
- NPAT up 21.1% to A\$19.8m

1. Midwinter and FinoComp acquisitions are reported within Wealth Management

2. The IFRS16 reporting line changes have not been applied to the calculation of EBITDA; EBITDA has been calculated in the same way as prior periods

3. 1H20 NPAT includes a one-off A\$1.7m deferred tax credit arising from the acquisitions completed during the period which will reverse over time

4. EPS is based on NPAT over time-weighted average total shares outstanding

1H20 RESULTS - IMPACT OF ACQUISITIONS



A\$m, 1H20	Excluding acquisitions	Acquisitions	Including acquisitions
Wealth Management ¹	87.0	4.1	91.0
Funds Administration	44.1	0.0	44.1
Total revenue	131.1	4.1	135.1
Wealth Management ¹	26.1	-0.1	26.0
Funds Administration	19.6	0.0	19.6
Corporate	-20.2	-0.0	-20.2
EBITDA ²	25.6	-0.1	25.5
D&A	-3.8	-0.6	-4.4
EBIT	21.8	-0.7	21.1
Net interest and FX expense	0.5	-0.1	0.4
Profit before tax	22.4	-0.8	21.6
Tax expense ³	-3.3	1.5	-1.8
NPAT	19.0	0.8	19.8
EPS (A\$ cps)⁴	7.8	0.3	8.1

- Both acquisitions are reported in the Wealth Management segment
- Midwinter and FinoComp businesses are performing as expected with strong sales pipelines. Active cross-sell proposals and combined offerings across the Bravura product suite are in-flight
- Midwinter is well placed to capitalise on continued change in the Australian financial advice industry and has also received significant interest from New Zealand financial institutions. FinoComp has a number of sales opportunities with new and existing UK clients
- Acquisitions are expected to make a contribution of ~A\$3m to FY20 NPAT

1. Midwinter and FinoComp acquisitions are reported within Wealth Management

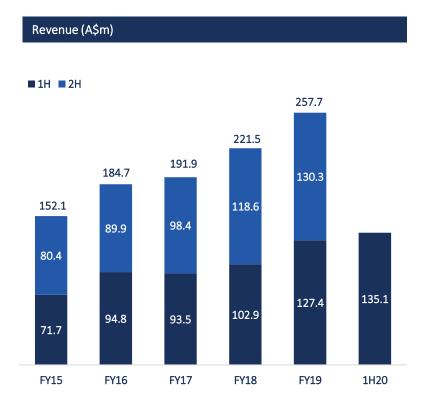
2. The IFRS16 reporting line changes have not been applied to the calculation of EBITDA; EBITDA has been calculated in the same way as prior periods

3. 1H20 NPAT includes a one-off A\$1.7m deferred tax credit arising from the acquisitions completed during the period which will reverse over time

4. EPS based on NPAT over time-weighted average total shares outstanding

STRONG LONG-TERM REVENUE AND EARNINGS GROWTH





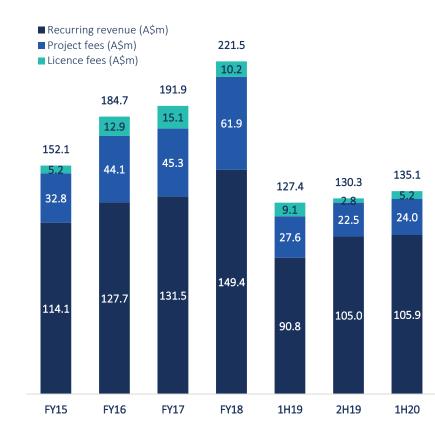
EBITDA (A\$m)

■1H ■2H 49.1 38.6 25.3 32.6 20.0 25.0 14.4 17.5 11.9 9.4 25.5 23.7 18.2 18.5 13.1 8.1 **FY17**¹ FY15 FY16 FY18 FY19 1H20

1. FY17 EBITDA is presented on a pro forma basis

STRONG GROWTH IN RECURRING REVENUE





- Recurring revenue is up 17% in 1H20 compared to the pcp and comprises 78% of total revenue
- Recurring revenue has grown as new clients are added and existing clients broaden their use of functionality, supported by the longterm nature of Bravura's client contracts
- Bravura's significant recurring revenue base provides a high degree of certainty around its long-term earnings profile and future cash flow expectations
- New contract wins also attract implementation fees over the initial 2 to 3 year period, as clients deeply embed Bravura's solutions into their business's core operating model

- Recurring revenue comprises maintenance, managed services, and in-production professional services from ongoing client demand
- Project fees comprise professional services from initial implementation and development requirements
- Licence fees are earned on a one-off or recurring basis

STRONG FINANCIAL POSITION



A\$m	30 Jun 2019	31 Dec 2019
Cash	194.8	100.3
Trade receivables	23.7	41.4
Intangible assets	113.5	192.8
Property, plant and equipment	21.2	68.6
Other assets	26.9	31.1
Total assets	380.2	434.2
Total assets Trade payables	380.2 6.3	434.2 4.5
Trade payables	6.3	4.5
Trade payables Contract liabilities	6.3 34.9	4.5
Trade payables Contract liabilities Borrowings	6.3 34.9 0.0	4.5 32.0 0.0

Net assets	291.5	303.6

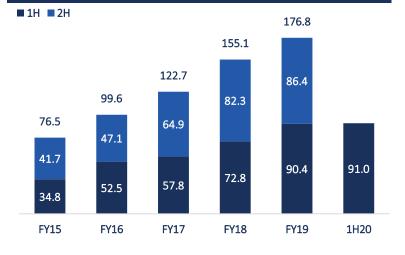
- Bravura is in a robust financial position, with cash of A\$100.3m at balance date.
 Bravura continues to evaluate a pipeline of additional acquisitive and organic growth opportunities
- Bravura acquired Midwinter, a provider of award-winning financial planning software in August 2019 for A\$50m
- Bravura acquired FinoComp, a leading provider of registry-agnostic and highly flexible microservices in October 2019 for A\$25m
- Intangible assets have increased to A\$192.8m and includes intangibles of A\$78.4m recognised from acquisitions (subject to finalisation at year end)
- Operating cash outflow (including taxes paid) was A\$3.8m in 1H20, reflecting cash conversion of -15% (34% in 1H19). Cash conversion (excluding taxes paid) was 21% (45% in 1H19). Cash conversion was as expected, driven by early payments received in the preceding period (152% in 2H19) and in line with the long-term trend
- Long-term cash flow is supported by predictable, long-term, client contracts

1. Increase in lease liabilities associated with IFRS16

WEALTH MANAGEMENT

A\$m	1H19	1H20	\$ chg	% chg
Segment revenue	90.4	91.0	0.6	1%
Segment EBITDA	29.4	26.0	-3.4	-11%
Segment EBITDA margin	32.5%	28.6%		
Licence fees	8.4	2.0	-6.4	-76%

Revenue (A\$m)

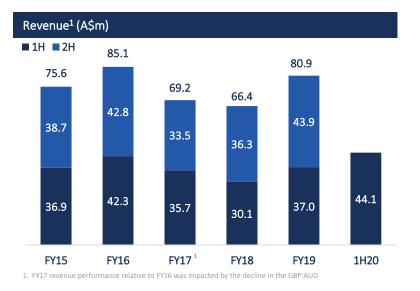




- Revenue up 0.6% and EBITDA down 11.5%. EBITDA margin decreased to 28.6% in 1H20 (32.5% in 1H19)
- The lower EBITDA and margin result reflected lower licence fees of A\$2.0m in 1H20, compared to A\$8.4m in 1H19. Excluding licence fees, the segment saw EBITDA growth and margin expansion of 136bps. The result was impacted by temporary delays in some major transformational client projects. The sales pipeline remains strong, with significant opportunities across all key markets
- Acquisitions during the period contributed approximately A\$4m to revenue and collectively had an A\$0.8m contribution to NPAT. Acquisitions are expected to accelerate segment growth
- Clients' need to improve speed to market for new products, and for a scalable and digital technology platform to replace legacy IT systems that can respond quickly to changes in regulation, continues to underpin demand over the long-term

FUNDS ADMINISTRATION

A\$m	1H19	1H20	\$ chg	% chg
Segment revenue	37.0	44.1	7.1	19%
Segment EBITDA	13.7	19.6	5.9	44%
Segment EBITDA margin	36.9%	44.4%		
Licence fees	0.7	3.2	2.5	357%



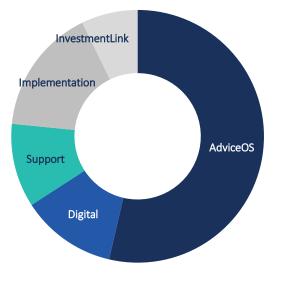
- Revenue up 19.3% and EBITDA up 43.5%. EBITDA margin increased to 44.4% in 1H20 (36.9% in 1H19)
- The segment benefitted from higher licence fees of A\$3.2m in 1H20 compared to A\$0.7m in 1H19. Funds Administration also saw increased implementation and project work arising across its client base
- Funds Administration is experiencing more opportunities than previously, as clients expand their market propositions more broadly in the retail investments market
- Bravura is converging its Wealth Management and Funds Administration product and operational groups to align its internal structure with the needs of its clients
- Bravura's strong market credentials in providing digital solutions and highly advanced straight through messaging capabilities is driving a pipeline of work from new and existing clients in current and new markets
- A pipeline of significant opportunities and increased operational efficiencies are expected to support growth over time

bravura

MIDWINTER – FINANCIAL PLANNING SOFTWARE



Revenue components





Transaction details and financials

- Bravura acquired Midwinter for A\$50m in August 2019
- The acquisition provides Bravura with a greater coverage of the financial services value chain

Background

- Midwinter tools allow financial advisers to provide comprehensive face to face financial advice. Superannuation funds also use Midwinter tools to provide self-directed digital advice to superannuation fund members. Digital advice is a rapidly developing market in which Midwinter has proven technology
- Midwinter is well placed to capitalise on continued change in the Australian financial advice industry. Midwinter has also received significant interest from New Zealand financial institutions and has significant potential in Bravura's other operating geographies
- Midwinter has approximately 60 employees based in Australia

MIDWINTER – FINANCIAL PLANNING SOFTWARE



AdviceOS Financial Adviser Platform

- Used by financial advisers to deliver personal services, managing relationships and providing advice documents face to face or via telephone
- The platform provides efficient and compliant processes and includes an adviser-focused CRM

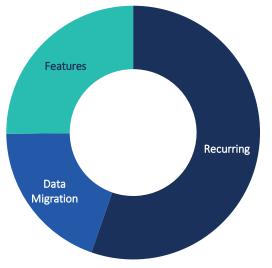
Digital Solutions

- Scalable online advice to end consumers via web or mobile devices
- Self-directed advice enables financial advice to be provided on a large scale. This allows institutions to develop relationships and build trust with consumers as well as provide cost-effective advice

FINOCOMP – REGISTRY AGNOSTIC MICROSERVICES



Revenue components





Transaction details and financials

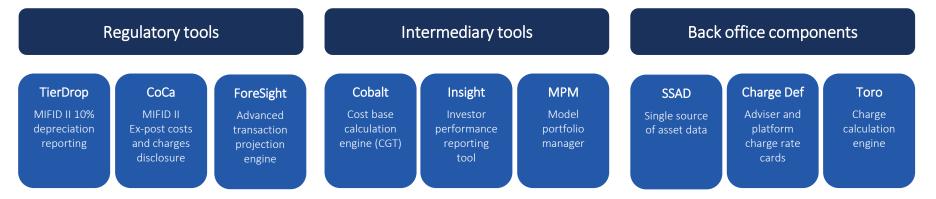
- Bravura acquired FinoComp for A\$25m in October 2019
- Strong operational leverage on the back of significant R&D spend, combined with excellent sales opportunities for FinoComp with leading UK financial institutions, are expected to generate EBITDA growth

Background

- FinoComp's software adds functionality to Bravura and brings new Wealth Management clients as well as cross-sell opportunities to Bravura's existing clients and combined offerings across the Bravura product suite
- FinoComp has approximately 35 employees in Australia and the UK and comprises seasoned senior management, mathematicians and experienced developers with diverse backgrounds specialising in critical infrastructure
- FinoComp's clients include leading UK wealth management institutions, such as Aegon and Nucleus

FINOCOMP – REGISTRY AGNOSTIC MICROSERVICES





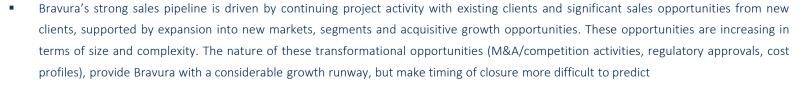
- FinoComp builds unique, registry agnostic and highly flexible software
- Enables Bravura technology to be introduced into a new market of clients without the need for significant replatforming projects
- A superior joint technology proposition opens up the potential to capture a greater share of technology spend from exiting clients



FY20 OUTLOOK



Strong sales pipeline with a growing number of transformational opportunities



- Bravura is well placed to take advantage of the strong demand for its product portfolio across all markets underpinned by clients' need for:
 speed to market for new products, digital capabilities, navigating maturing and evolving regulation and extracting operational efficiencies
- The acquisition of Midwinter and FinoComp are strategic and provide long-term growth opportunities

Increased scale driving operating leverage



- Strong growth, increasing scale and greater efficiency are driving operating leverage expansion
- Increasing product investment continues to support client demand and deepen product functionality
- Bravura's broad suite of products, complemented by enhanced digital and cloud solutions, is extending Bravura's market-leading position

FY20 earnings guidance



Full-year 2020 NPAT growth excluding the impact of acquisitions is expected to be in the mid-teens. Acquisitions are expected to make an
additional contribution of ~A\$3m of FY20 NPAT



Appendices

STATUTORY INCOME STATEMENT

A\$m	1H19	1H20	\$ chg	% chg
Wealth Management	90.4	91.0	0.6	1%
Funds Administration	37.0	44.1	7.1	19%
Interest income	0.0	0.8	0.8	nm
Revenue from continuing operations	127.5	135.9	8.4	7%
Total operating expenses	-102.7	-103.6	-0.9	-1%
Depreciation and amortisation ¹	-3.9	-9.4	-5.5	141%
EBIT	20.9	22.9	2.0	10%
Foreign exchange gain/(loss)	-0.6	0.0	0.6	nm
Finance costs ²	-0.3	-1.3	-1.0	333%
Profit before tax	20.0	21.6	1.6	8%
Income tax expense ³	-3.6	-1.8	1.8	-50%
NPAT	16.3	19.8	3.5	21%

1. Depreciation and amortisation in the reporting period includes depreciation of right-of-use assets following the adoption of IFRS16 on 1 July 2019

2. Includes A\$1m of accretion expense associated with lease liabilities following the adoption of IFRS16 on 1 July 2019

3. 1H20 NPAT includes a one-off A\$1.7m deferred tax credit arising from the acquisitions completed during the period which will reverse over time



STATUTORY STATEMENT OF FINANCIAL POSITION



A\$m	30 Jun 19	31 Dec 19
Cash	194.8	100.3
Trade receivables	23.7	41.4
Other current assets	18.1	24.2
Total current assets	236.6	165.9
Intangible assets	113.5	192.8
Other non-current assets	30.0	75.5
Total non-current assets	143.5	268.3
Total assets	380.2	434.2
Borrowings	0.0	0.0
Contract liabilities	33.3	31.0
Lease liabilities ¹	0.2	4.5
Other current liabilities	43.4	38.7
Total current liabilities	76.9	74.2
Contract liabilities	1.6	1.0
Lease liabilities ¹	3.0	41.3
Other non-current liabilities	7.2	14.1
Total non-current liabilities	11.8	56.4
Total liabilities	88.7	130.6

Total equity	291.5	303.6
1. Increase in lease liabilities associated with IFRS16		

STATUTORY CASH FLOW STATEMENT



A\$m	1H19	1H20
Receipts from customers	127.4	127.8
Payments to suppliers and employees	-116.7	-123.4
Interest received	0.0	0.9
Income taxes paid	-2.7	-9.2
Total operating cash flow (direct method)	8.0	-3.8
Acquisition of subsidiaries	0.0	-66.5
Purchase of property, plant, and equipment	-7.0	-9.3
Payments for capitalised software development	-2.0	-3.2
Total investing cash flow	-9.0	-79.0
Proceeds from share issue	0.0	0.0
Payments of share issue costs	0.0	-0.0
Proceeds from borrowings	0.0	0.0
Repayment of borrowings	-0.3	0.0
Lease payments ¹	0.0	-2.1
Finance costs paid	-0.3	-0.1
Dividend paid	-9.6	-9.7
Total financing cash flow	-10.3	-12.0

Net increase in cash	-11.3	-94.8
Effects of exchange rate changes on cash	0.3	0.3
Cash at the end of the period	26.0	100.3

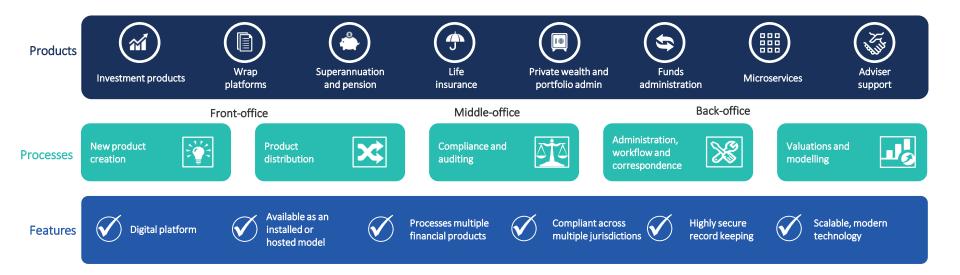
1. Under IFRS16, rental cash payments in relation to lease liabilities is classified within financing activities, effective 1 July 2019

A\$m	1H19	1H20
EBITDA	23.8	25.5
Trade, other debtors, and contract assets	-12.3	-14.9
Other current assets	0.2	0.0
Deferred tax assets	-0.9	-0.9
Trade and other payables	2.3	-1.0
Contract liabilities	-4.3	-2.4
Deferred tax liabilities	-0.4	-0.7
Provisions and other liabilities	1.0	-2.1
Change in working capital	-14.4	-22.0
Income taxes paid	-2.7	-9.2
Interest received	0.0	0.9
Other items	1.3	1.0
Total operating cash flow (indirect method)	8.0	-3.8

BRAVURA'S ECOSYSTEM



Bravura provides digital enterprise software solutions supporting sophisticated financial services products across front, middle and back office, including digital delivery across multiple devices to advisors and end consumers.



BRAVURA ADDRESSES KEY CLIENT CHALLENGES



Challenges faced by participants...



Cost and margin pressures

Need for scalable technology in a digital age

Increasing demand for modern client-centric software solutions to address these challenges

... can be solved by Bravura technology

Regulatory risk management

Leading technology and innovation



Rapid product development

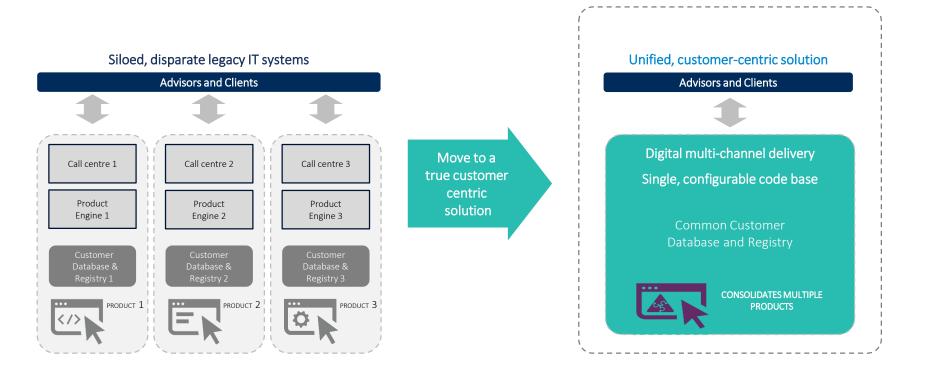
Scale advantages and network effect

Software investment

Bravura addresses the key issues currently faced by industry participants

SONATA SIMPLIFIES LEGACY CLIENT SYSTEMS







For more information, visit: www.bravurasolutions.com/investors/

investors@bravurasolutions.com