



### 2022 Annual General Meeting – Chairman Address and CEO Presentation

**29 November 2022**

iSelect Limited (ASX: ISU) (iSelect) will today address shareholders at its Annual General Meeting, commencing at 2.30pm (AEDT).

In accordance with ASX Listing Rule 3.13.3 please see attached the Address to be delivered by the Chairman, Brodie Arnhold, and the Presentation to be delivered by the CEO, Warren Hebard.

**This announcement is authorised for release by the Board of Directors of iSelect Limited.**

-- ENDS --

---

#### About iSelect

At iSelect, we're passionate about helping Australians with their household bills and save time, effort and money. We are Australia's go-to destination for comparison across insurance, utilities and personal finance products made available from our range of providers and our service is provided at no cost to the customer.

We compare a wide range of Australia's leading brands but unlike other comparison sites, we are not owned by an insurance company. Our trained consultants help Australians to compare, select and save. [www.iselect.com.au](http://www.iselect.com.au)

---

#### For more information:

##### Investor and analyst enquiries:

**Rohan Dixon**

Group Investor Relations, Strategy and Analysis

M: +61 402 094 289

E: [rohan.dixon@iselect.com.au](mailto:rohan.dixon@iselect.com.au)

##### Media enquiries:

**Tim Allerton**

City Public Relations

M: +61 412 715 707

E: [tallerton@citypublicrelations.com.au](mailto:tallerton@citypublicrelations.com.au)

## Chairman's Speech – Annual General Meeting

29 November 2022

### CHAIRMAN'S SPEECH

Good afternoon Ladies and Gentlemen, my name is Brodie Arnhold and I am the Chairman of the iSelect Board. On behalf of all the Directors, I am pleased to welcome you to the 2022 Annual General Meeting of iSelect Limited. Thank you all for joining us this afternoon and it is good to be back in the traditional face-to-face format again this year.

I have been told we have a quorum and I therefore declare the meeting open. A Notice of Meeting was distributed earlier setting out the business and resolutions to be considered at this meeting and I will take the Notice as read.

### Introductions

I would like to start by introducing your Board of Directors: Independent Non-Executive Directors, Shaun Bonnet, Bridget Fair, Geoff Stalley, Melissa Reynolds along with our CEO Warren Hebard. Following Melanie Wilson's retirement from the iSelect Board in October 2021 as announced last year, iSelect appointed Melissa Reynolds to the board as a Non-Executive Director effective 1 March 2022. I'd like to formally acknowledge and welcome Melissa to the iSelect Board.

Also joining us today is Vicki Pafumi our CFO, and participating in today's meeting representing iSelect's auditors, is James Mooney from BDO, and, from Computershare, our returning officer David Squires. Before handing over to Warren to run through a presentation about the business, I would like to make some brief comments as Chairman.

### Scheme Implementation Agreement

As announced on 10 August 2022, iSelect entered into a Scheme Implementation Agreement with Innovation Holdings Australia, "IHA". Clearly this has been the primary focus for the Board and the company since then and I can provide some commentary today on its progress.

### First court hearing and booklet dispatch

The first court hearing occurred on 02 November 2022 and the Federal Court made orders convening the Scheme Meeting and approving the dispatch of the Scheme Booklet to shareholders. The Scheme Booklet includes an explanatory statement providing information about the Scheme and contains the Independent Expert's Report, prepared by Grant Thornton, on whether the Scheme is fair and reasonable and in the best interests of iSelect shareholders, in the absence of a superior proposal.

Details of the Scheme meeting and the reasons for the iSelect directors' unanimous recommendation was sent to shareholders on or about 8 November and is available on the iSelect website. The timing of this being consistent with the indicative timetable previously communicated.

### **Independent Expert conclusion and Board recommendation**

I would note that the Independent Expert has concluded that the Scheme is fair and reasonable and in the best interests of iSelect shareholders, in the absence of a superior proposal. I can also confirm that the iSelect Board continues to unanimously recommend that iSelect shareholders vote in favour of the Scheme, in the absence of a superior proposal, and subject to the Independent Expert concluding, and continuing to conclude, that the Scheme is fair and reasonable and in the best interests of the iSelect shareholders, in the absence of a superior proposal.

### **Conditions Precedent**

In respect of shareholder approval and Court approval, the only Conditions Precedent currently pending (excluding various Conditions Precedent that certain events do not occur, for example, that there has been no regulatory intervention or breaches of warranties) is the formal approval from the Australian Competition and Consumer Commission (ACCC) and the CIMET audit. Noting this is on track to be completed very shortly. As previously communicated, on 27 September 2022, the ACCC commenced an informal review in relation to the proposed acquisition of iSelect by IHA pursuant to the Scheme by way of a market inquiries letter, for which the closing date for submissions was 11 October 2022. The ACCC has set a provisional date for announcement of the ACCC's findings of 8 December 2022<sup>1</sup>, which may be a final decision or release of a Statement of Issues.

### **Scheme Meeting**

The Scheme meeting has been convened for 10am on 9 December 2022. Details of the Scheme meeting and Proxy forms have been sent out to Shareholders and are available on iSelect's website. The meeting can be attended in person or virtually.

### **Company and sum up**

Finally, before concluding I'd like to acknowledge the ongoing and sustained effort of iSelect team. iSelect's team members have continued to show unwavering commitment to serving our customers and representing our values

Before I hand over to Warren, I would like to take the opportunity to thank him and our executive leadership team, for their hard work and dedication through this challenging COVID period. I would also like to thank my fellow Directors for their effort and support over the past year which has seen an unprecedented number of board meetings, calls and resolutions, and to you our shareholders for your continued support.

- - ENDS - -

---

<sup>1</sup> Further information is available on the ACCC's website at <https://www.accc.gov.au/publicregisters/mergers-registers/public-informal-merger-reviews/innovation-holdings-australia-pty-ltdiselect-limited>. iSelect will continue to work closely with IHA to address any queries and to progress the ACCC approval process.

# CEO Presentation

29 November 2022

**WARREN HEBARD** | CHIEF EXECUTIVE OFFICER



# Important Notice and Disclaimer

Any references to "Group" in this presentation refer to iSelect Limited ABN: 48 124 302 932 (iSelect) and its controlled entities.

This presentation contains general background information about iSelect's activities current as at the date of the presentation, 29 November 2022. It is information in a summary form and does not purport to be comprehensive, and the information is subject to change without notice. It is to be read in conjunction with iSelect's Full Year results filed with the Australian Securities Exchange on 31 August 2022.

This presentation is not an offer to sell, or recommendation to buy iSelect securities. In particular, this presentation does not constitute an offer to sell, or a solicitation of an offer to buy any securities in the United States. 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 to make an investment decision regarding iSelect securities. You should make your own assessment and take independent professional advice in relation to the information and any action to be 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, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, iSelect expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of information contained in this presentation, including in relation to the accuracy or completeness of the information or matters,

express or implied contained in, arising out of or derived from, or for omissions from, this presentation including, without limitation, any financial information, any estimates or projections and any other financial information derived there from.

## FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements including but not limited to trends, plans, strategies and objectives of management, demand and customer projections, guidance on future financial performance and and/or estimates. The words "expect", "anticipate", "estimate", "intend", "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements regarding the results of the iSelect's future financial performance outlined in this presentation. 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 provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Such forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are subject to change without notice and/or are beyond the control of the Group, the directors of iSelect and management. This may cause actual results to differ materially from those expressed in the forward-looking statements contained in this presentation. Past performance is not necessarily a guide to future performance and the Group cannot and does not give any assurance, representation or warranty 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.

## FORWARD-LOOKING STATEMENTS CON'T

A number of important factors could cause iSelect's actual results to differ materially from expectations, estimates and intentions in such forward looking statements. This is particularly the case, in light of the current economic climate and significant volatility, uncertainty and disruption arising in connection with COVID-19. 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, assumptions, new information, future events or results, or otherwise.

## 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.

Any and all monetary amounts quoted in this presentation are in Australian dollars (AUD) except where indicated. The figures in this presentation are subject to rounding.

## INDUSTRY DATA

This presentation contains data relating to industries, segments and markets in which iSelect operates (Industry Data). Unless otherwise stated, the Industry Data has been prepared by iSelect using publicly available data, estimates and projections. There is no assurance regarding the accuracy of the Industry Data, which has not been independently verified by iSelect.

# FY22

## Results

### FY22 RESULT: UNDERLYING EBITDA \$9.9M

- Revenue impacted by market headwinds:
  - Consumer demand suppressed<sup>1</sup> during the first half of FY22. In Energy, prices reached an 8-year low in 2021<sup>2</sup> which saw consumer demand continue to decline in H1FY22, before rapidly increasing in Q4FY22 due to the media attention surrounding the energy market.
  - Health Insurance: Many private health insurers - including four of the top five funds by market share – deferred their annual premium rate rises (normally in April).

### STRONG OPERATING CASH FLOWS

- Cash flow was positive: Cash balance increased +\$1.9m YOY, despite the outflows on ACCC and CIMET transaction costs
- Trail related Working Capital returning to an 'inflow' in FY22

### SCHEME OF IMPLEMENTATION AGREEMENT ENTERED INTO WITH IHA

- Scheme was announced to the market on 10<sup>th</sup> August 2022
- IHA: 'Innovation Holdings Australia' is an investment of Reef Investment Consortium (Reef Group). The Reef Group also own Auto & General and Compare The Market.
- Cash Price of \$0.30 per share.
- Implementation of the Scheme remains subject to the satisfaction of the Conditions Precedent, which include ACCC approval and shareholder vote
- Implementation of the Scheme is expected between Dec 2022 and Mar 2023
- Scheme has been unanimously recommended by the Board, in the absence of a superior proposal and subject to an Independent Expert concluding (and continuing) to conclude the Scheme is in the best interests of shareholders, in the absence of a superior proposal.

# | CEO Update



# | FY23 | Current trends

## Health Insurance market

- The anticipated premium rate rise period of October/November 2022 has been slightly down on expectations
- The media focus around the Medibank cyber incident has seen some daily spikes relating to switching enquiries

## Energy market

- As outlined in our FY22 Full Year Investor Presentation, the market has seen energy retailers continue to withdraw their competitive offers, with most retailers now offering consumers at, or close to, the default market price. Without competitive energy plans, it is not compelling for consumers to switch.
- iSelect has seen a number of energy retailers leave our platform in recent months as a result of the pressures from higher wholesale energy prices. As expected, this is impacting margins in iSelect's energy business.



# | Outlook

## Outlook in key markets

Health Insurance:

- The majority of health funds have just passed through rate increases to their customers. As a result, iSelect anticipates that many will defer 2023's rate increase once again, from April 2023 until Oct/Nov 2023.

Energy:

- As expected, the stronger retailer offers have been withdrawn from the market, with most retailers now offering consumers at, or close to, the default market price.
- Taking into account government commentary and feedback from commercial partners, this dynamic could persist for some time. However, in recent weeks there have been signs from energy retailers that conditions are improving, which is pleasing.

## Balance Sheet

As indicated in our FY22 Investor Presentation on 31 August 2022:

- We expect cash flows to remain strong, underpinned by Trail Asset cash collections
- FY23 trail cash collections as at the end of October, were at 103% of expectation

## Outlook

- iSelect's FY23 outlook remains consistent with the guiding statements provided in our FY22 Investor Presentation: The company expects overall financial performance in FY23 to be significantly impacted (when compared to FY22)

