FY19 Results Presentation

23 August 2019

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Agenda

OUTSTANDING FY19 RESULTS ACROSS ALL KEY METRICS

- In FY19, Bravura delivered **revenue growth of 16%[1], EBITDA growth of 27%[1],** and **NPAT growth of 21%[1]**
- **Recurring revenue up 31%[1]** in FY19 and comprised **76% of total revenue** (67% in FY18)
- The FY19 result was driven by robust growth across the Bravura product suite
- **Wealth Management** revenue was up **14%[1]** to A$177m (A$155m in FY18) combined with FY19 EBITDA margin expanding ~70bps to 30.5%, reflecting **continued operating leverage expansion**
- **Total development expenditure increased to A$31.8m,** during the period, the majority of which was client-funded and client-directed
- **Funds Administration delivered growth** across its client base with revenue **up 22%[1]** to A$81m (A$66m in FY18) while achieving an EBITDA margin of 40.0% (40.2% in FY18)
- **Strong financial position** with an equity raising successfully completed on 8 May 2019 to enhance balance sheet flexibility and provide additional capacity to take advantage of organic and acquisitive growth opportunities. Approximately 28.7m shares were issued through the placement which, coupled with strong operating cash flow, resulted in net cash of A$194.8m[2]
- **Excellent returns** with ROE[3] of 22% and ROA[4] of 20%
- Sales pipeline strong, underpinning FY20 guidance of **NPAT growth in the mid-teens;** UK market and political uncertainty may impact timing of new UK sales in the short term

1. Compared to FY18
2. As at 30 June 2019
3. Return on equity is based on NPAT over time-weighted average total equity
4. Return on assets is based on EBITDA over time-weighted average total assets

FY19 KEY HIGHLIGHTS

Continued strong revenue growth with increasing operating leverage

- 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
- **Wealth Management revenue up 14%**[1], and **Funds Administration revenue up 22%**[1] to deliver **Group revenue up 16%**[1] **to A$257.7m**
- **Wealth Management EBITDA up 17%**[1] **to A$53.9m** and **Funds Administration up 21%**[1], to increase **Group EBITDA up 27%**[1] **to $49.1m**

Continued investment is driving strong growth opportunities

- A number of clients successfully went into production implemented and additional projects for new and existing clients commenced
- Bravura's compelling value proposition which supports clients in managing new regulation, digital and cost pressures has resulted in **significant growth in Wealth Management** driven by Sonata
- **Funds Administration delivered growth** resulting from increased implementation work and project work from the existing client base

Strong business performance is delivering attractive shareholder returns

- **Final dividend declared of 4.8 cents per share**, bringing the full year payout ratio to 70% of FY19 NPAT
- **Return on equity**[2] **of 22%** in FY19 underpinned by Bravura's consistent and long-term investment in product development, deep market knowledge and expertise, sound business model, driving significant operating leverage

A$m	FY18	FY19	% chg
Group			
Revenue	221.5	257.7	16%
EBITDA	38.6	49.1	27%
NPAT	27.0	32.8	21%
Segments			
Wealth Management revenue	155.1	176.8	14%
Wealth Management EBITDA	46.2	53.9	17%
Funds Administration revenue	66.4	80.9	22%
Funds Administration EBITDA	26.7	32.3	21%
Margins			
EBITDA margin	17.4%	19.0%	1.6%
NPAT margin	12.2%	12.7%	0.5%

1. Compared to FY18
2. Return on equity is based on NPAT over time-weighted average total equity

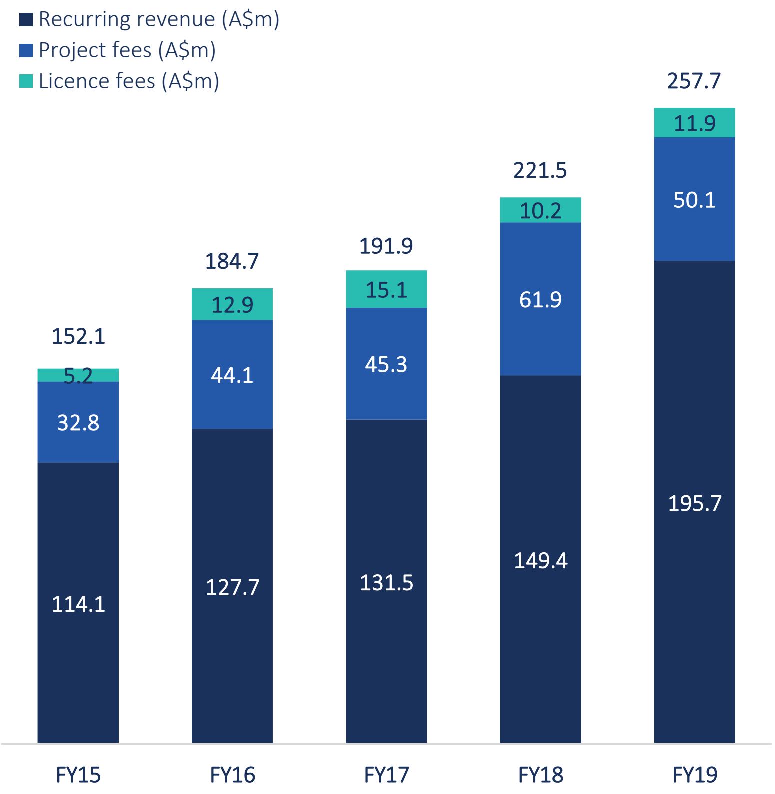
OUTSTANDING FY19 RESULTS ACROSS ALL KEY METRICS

A$m	FY18	FY19	$ chg	% chg
Wealth Management	155.1	176.8	21.7	14%
Funds Administration	66.4	80.9	14.5	22%
Total revenue	221.5	257.7	36.2	16%
Wealth Management	46.2	53.9	7.7	17%
Funds Administration	26.7	32.3	5.6	21%
Corporate[1]	-34.4	-37.1	-2.7	8%
EBITDA	38.6	49.1	10.5	27%
D&A	-7.1	-6.5	0.6	-8%
EBIT	31.5	42.6	11.1	35%
Net interest and FX expense	-0.7	-1.1	-0.4	49%
Profit before tax	30.8	41.5	10.7	35%
Tax expense[2]	-3.7	-8.7	-5.0	133%
NPAT	27.0	32.8	5.8	21%
EPS (A$ cps)[3]	12.6	15.0	2.4	19%

- **Wealth Management** revenue up 14% and EBITDA up 17% following new contracts, increasing project work, a number of go lives during the period and increasing demand from new and existing clients
- **Wealth Management** EBITDA margin increased to 30.5% in FY19 (29.8% in FY18), reflecting the continued operating leverage expansion
- **Funds Administration** maintained strong EBITDA margins of 40.0% in FY19 (40.2% in FY18) and achieved revenue growth of 22% benefitting from increased implementation and project work arising across its client base. The result also reflects one-off ramp up costs in 1H19 to support the increased demand
- **Corporate costs** in FY19 reflect modest growth on FY18 and include approximately A$1.3m in acquisition-related expenses
- **Tax expense** of A$8.7m represents an effective tax rate of 21% and reflects increased profitability across a number of jurisdictions
- **NPAT** up 21% to A$32.8m

1. Corporate costs include interest income
2. FY18 tax expense included the benefit from utilisation of A$1.8m of deferred tax assets
3. EPS based on NPAT over time-weighted average total shares outstanding

STRONG GROWTH IN RECURRING REVENUE



- Recurring revenue is up 31% in FY19 compared to the pcp and comprises 76% of total revenue
- Recurring revenue has grown as new clients are added and existing clients broaden their use of functionality, supported by the long-term 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

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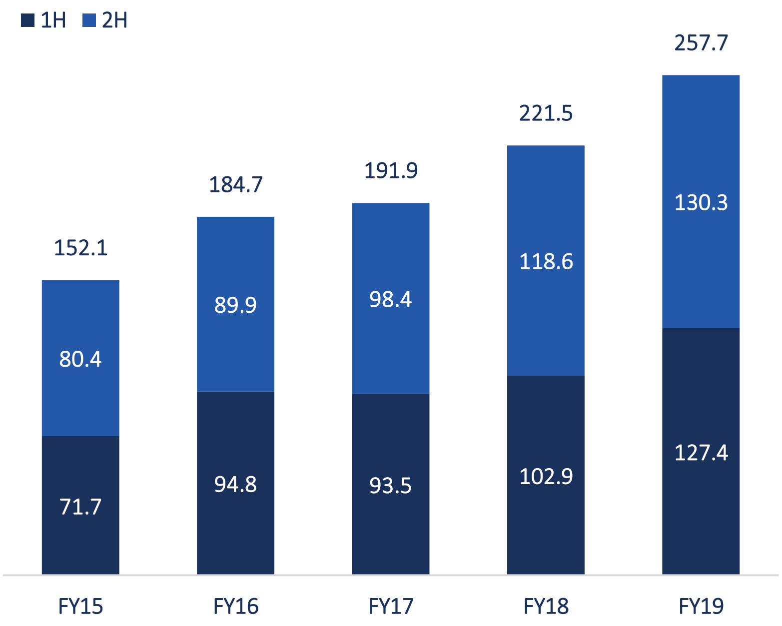
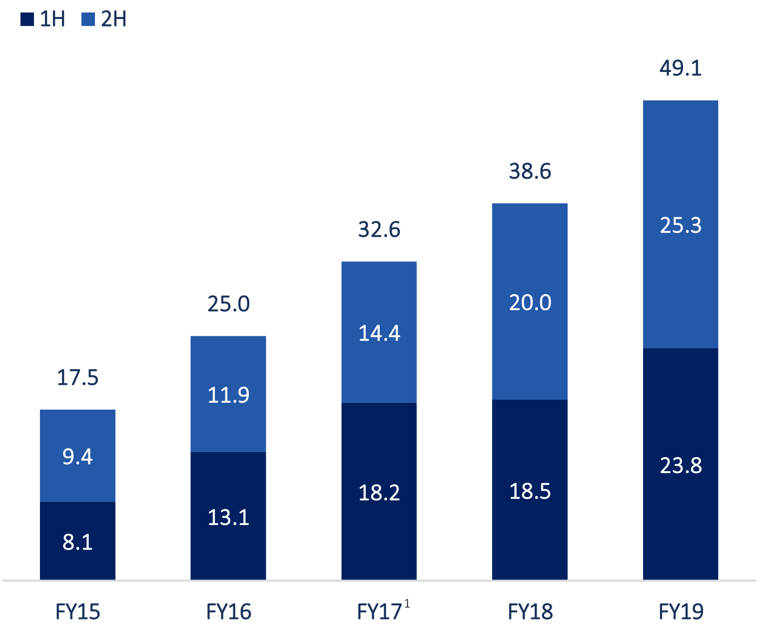
- Recurring revenue comprises maintenance, managed services, and in-production professional services from ongoing client demand
- Project fees comprise professional services from initial implementation and development requirements
- Licence fees are earned on a one-off or recurring basis

STRONG REVENUE AND EARNINGS GROWTH

Revenue (A$m)



EBITDA (A$m)



1. FY17 EBITDA is presented on a pro forma basis

STRONG FINANCIAL POSITION

A$m	FY18	FY19
Cash	36.9	194.8
Trade receivables	28.9	23.7
Intangible assets	112.7	113.5
Property, plant and equipment	11.6	21.2
Other assets	22.2	26.9
Total assets	212.3	380.2
Trade payables	5.0	6.3
Contract liabilities	39.1	34.9
Borrowings	12.2	0.0
Other liabilities	41.9	47.5
Total liabilities	98.1	88.7
Net assets	114.2	291.5

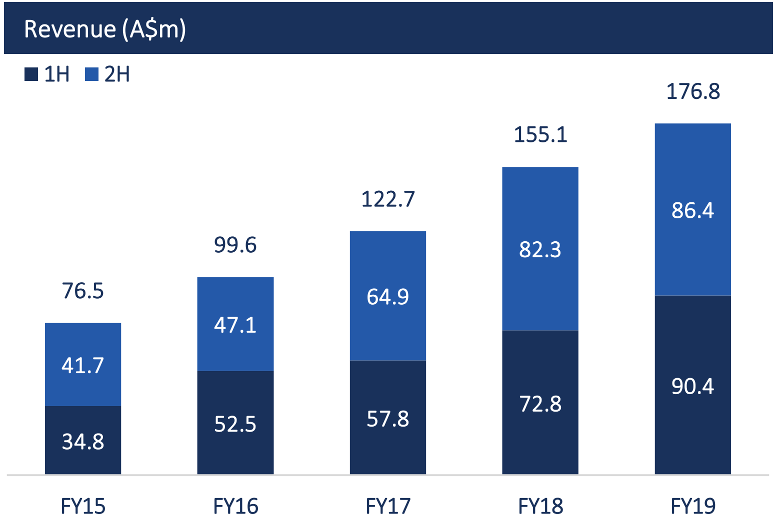
- Bravura is in a robust financial position, with net cash of A$194.8m
- Equity raising successfully completed on 8 May 2019 to enhance balance sheet flexibility and provide additional capacity to take advantage of organic and acquisitive growth opportunities. Approximately 28.7m shares were issued through the placement
- The placement was oversubscribed with significant demand from Australian and offshore institutional investors
- Operating cash flow (including taxes paid) was A$46.5m in FY19, reflecting cash conversion of 95% (120% in FY18). Cash conversion (excluding taxes paid) was 109% (127% in FY18)
- Cash conversion (excluding taxes paid) of approximately 80% is expected over time
- Long-term cash flow is supported by predictable, long-term, client contracts

RETURN ON EQUITY[1] = 22%

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

WEALTH MANAGEMENT

A$m	FY18	FY19	$ chg	% chg
Segment revenue	155.1	176.8	21.7	14%
Segment EBITDA	46.2	53.9	7.7	17%
Segment EBITDA margin	29.8%	30.5%		

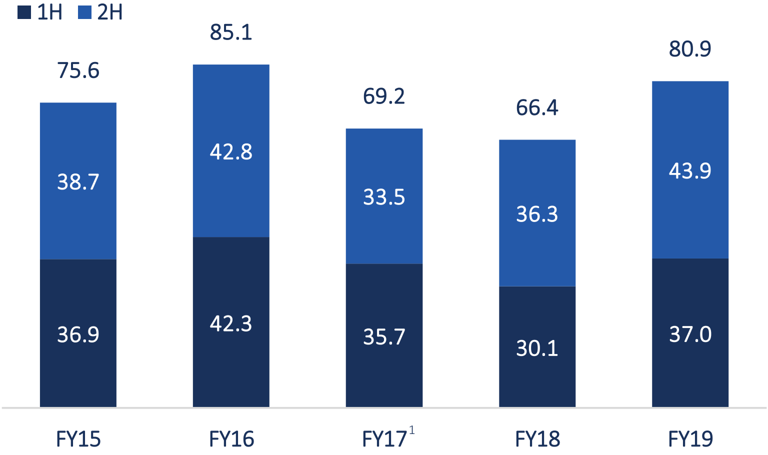


- Revenue up 14% and EBITDA up 17% resulted from new contracts, successful client implementations and the commencement of additional projects for new and existing clients
- Sonata continued to deliver strong revenue growth and now makes up almost all of the Wealth Management segment
- EBITDA margin increased to 30.5% in FY19 (29.8% in FY18), reflecting the continued operating leverage expansion
- Clients' need to improve speed to market for new products, and 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	FY18	FY19	$ chg	% chg
Segment revenue	66.4	80.9	14.5	22%
Segment EBITDA	26.7	32.3	5.6	21%
Segment EBITDA margin	40.2%	40.0%		

Revenue[1] (A$m)



1. FY17 revenue performance relative to FY16 was impacted by the decline in the GBP:AUD

- Revenue up 22% following increased implementation and project work arising from a renewed and enhanced contract with a significant global client, as well as improved utilisation from the existing client base
- EBITDA up 21% reflecting the increased demand for project work, as well as one-off ramp up costs in 1H19 to support the increased demand
- 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 opportunities and increased operational efficiencies are expected to support growth over time

BRAVURA ACQUIRES MIDWINTER

- Bravura has entered into an agreement to acquire Midwinter Financial Services (Midwinter) for A$50m. The acquisition will be funded by cash and is expected to be EPS accretive in the first year of ownership.

- Midwinter’s award-winning financial planning software, AdviceOS, powers back office administration for financial advisers and drives online self-directed digital advice portals for superannuation funds in Australia.

- Midwinter’s cloud-based SaaS offering is built using advanced technology and complements Bravura’s product suite in an adjacent and attractive growth market. AdviceOS, Midwinter’s core product, is a natural extension to Bravura's existing software solutions and client base, sitting alongside retirement savings, investments and life insurance.

- The Australian financial planning market operates in a highly regulated environment with the industry under increased compliance obligations post Royal Commission. Traditional financial advice delivery is expensive to produce, carries a significant compliance burden and material reputational risks for regulatory transgressions. Combined with a high degree of Australians with unmet financial advice needs, there is significant potential for a technology-based solution to support traditional advice delivery methods, compliance obligations and self-directed digital advice delivery methods.

- The addition of AdviceOS, a differentiated financial advice platform, opens an important avenue for growth in Australia, the UK and other geographies in which Bravura currently operates.

MIDWINTER OFFERS ATTRACTIVE GROWTH POTENTIAL

1	**Attractive growth market**	✓ Regulatory change is driving further technology adoption following the Royal Commission ✓ There is significant potential to support financial advice delivery with differentiated technology
2	**Strong product offering**	✓ Award-winning cloud-based SaaS technology supports traditional and digital advice delivery ✓ Modern technology stack, offering scale, flexibility and easy integration
3	**Existing client overlap**	✓ Bravura and Midwinter operate in complementary markets ✓ Similar and overlapping client base
4	**EPS accretive**	✓ Midwinter is profitable with strong revenue opportunities ✓ Bravura provides scale and cross selling opportunities
5	**Growth potential**	✓ AdviceOS opens an important avenue for growth in Australia, the UK and other geographies in which Bravura currently operates

FY20 OUTLOOK

Strong sales pipeline

- Strong pipeline driven by significant project activity from existing clients and sales opportunities from new clients, supported by expansion into new markets and acquisitive growth opportunities
- General UK market and political uncertainty may impact timing of new UK sales in the short-term
- Bravura is well placed to take advantage of strong demand for its product portfolio across all markets
- The acquisition of Midwinter represents a strategic fit and growth opportunity
- Strong demand underpinned by clients' need for speed to market for new products, digital capabilities, navigating maturing and evolving regulation and extracting operational efficiencies

Increased scale driving operating leverage

- Strong growth, increasing scale and greater efficiency are driving increased 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 in its established markets

FY20 earnings guidance

- As a result of strong recurring revenue and new sales opportunities, full-year 2020 NPAT growth is expected to be in the mid-teens

Appendices

STATUTORY INCOME STATEMENT

A$m	FY18	FY19	$ chg	% chg
Wealth Management	155.1	176.8	21.7	14%
Funds Administration	66.4	80.9	14.5	22%
Interest income	0.0	0.5	0.5	nm
Revenue from continuing operations	**221.5**	**258.2**	**36.7**	**17%**
Total operating expenses	-181.3	-206.6	-25.4	14%
Depreciation and amortisation	-8.7	-9.0	-0.3	3%
EBIT	**31.5**	**42.6**	**11.1**	**35%**
Foreign exchange gain/(loss)	-0.2	-0.9	-0.7	432%
Net interest expense	-0.6	-0.2	0.4	-67%
Profit before tax	**30.7**	**41.5**	**10.8**	**35%**
Income tax benefit/(expense)[1]	-3.7	-8.7	-5.0	133%
NPAT	**27.0**	**32.8**	**5.8**	**21%**

1. FY18 tax expense included the benefit from utilisation of A$1.8m of deferred tax assets

STATUTORY STATEMENT OF FINANCIAL POSITION

A$m	FY18	FY19
Cash	36.9	194.8
Trade receivables	28.9	23.7
Other current assets	15.3	18.1
Total current assets	**81.2**	**236.6**
Intangible assets	112.7	113.5
Other non-current assets	18.5	30.0
Total non-current assets	**131.2**	**143.5**
Total assets	**212.3**	**380.2**
Borrowings	12.2	0.0
Contract liabilities	36.3	33.3
Other current liabilities	39.9	43.7
Total current liabilities	**88.4**	**76.9**
Contract liabilities	2.8	1.6
Other non-current liabilities	6.9	10.2
Total non-current liabilities	**9.7**	**11.8**
Total liabilities	**98.1**	**88.7**
Total equity	**114.2**	**291.5**

STATUTORY CASH FLOW STATEMENT

A$m	FY18	FY19
Receipts from customers	255.7	285.5
Payments to suppliers and employees	-206.8	-232.6
Interest received	0.0	0.5
Income taxes paid	-2.7	-6.9
Total operating cash flow (direct method)	**46.2**	**46.5**
Purchase of property, plant, and equipment	-7.2	-13.3
Payments for capitalised software development	-6.3	-4.0
Total investing cash flow	**-13.5**	**-17.3**
Proceeds from share issue	0.0	166.2
Payments of transaction costs	0.0	-4.0
Proceeds from borrowings	6.4	0.0
Repayment of borrowings	0.0	-12.4
Interest paid	-0.6	-0.6
Dividend paid	-19.3	-21.0
Total financing cash flow	**-13.5**	**128.2**
Net increase in cash	**19.2**	**157.4**
Effects of exchange rate changes on cash	0.7	0.5
Cash at the end of the period	**36.9**	**194.8**

A$m	FY18	FY19
EBITDA	**38.6**	**49.1**
Trade, other debtors, and contract assets	*-2.9*	*2.3*
Other current assets	*-1.1*	*-0.8*
Deferred tax assets	*-1.4*	*-1.0*
Trade and other payables	*-2.4*	*1.2*
Provision for income tax	*0.8*	*2.9*
Contract liabilities	*11.7*	*-4.2*
Deferred tax liabilities	*1.6*	*-0.2*
Provisions and other liabilities	*2.7*	*3.4*
Change in working capital	9.0	3.5
Tax	-2.7	-6.9
Other items	1.3	0.8
Total operating cash flow (indirect method)	**46.2**	**46.5**

WHAT BRAVURA DOES

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.

Products

- Investment products
- Wrap platforms
- Superannuation and pension
- Life insurance
- Private wealth and portfolio admin
- Funds administration

Front-office | Middle-office | Back-office

Processes

- New product creation
- Product distribution
- Compliance and auditing
- Administration, workflow and correspondence
- Valuations and modelling

Features

- Digital platform
- Available as an installed or hosted model
- Processes multiple financial products
- Compliant across multiple jurisdictions
- Highly secure record keeping
- Scalable, modern technology

BRAVURA ADDRESSES KEY CLIENT CHALLENGES

Challenges faced by participants…

1. Evolving and complex regulatory environment
2. Demand for mobile and "self-directed" technology
3. Need for rapid product innovation
4. Cost and margin pressures
5. Need for scalable technology in a digital age

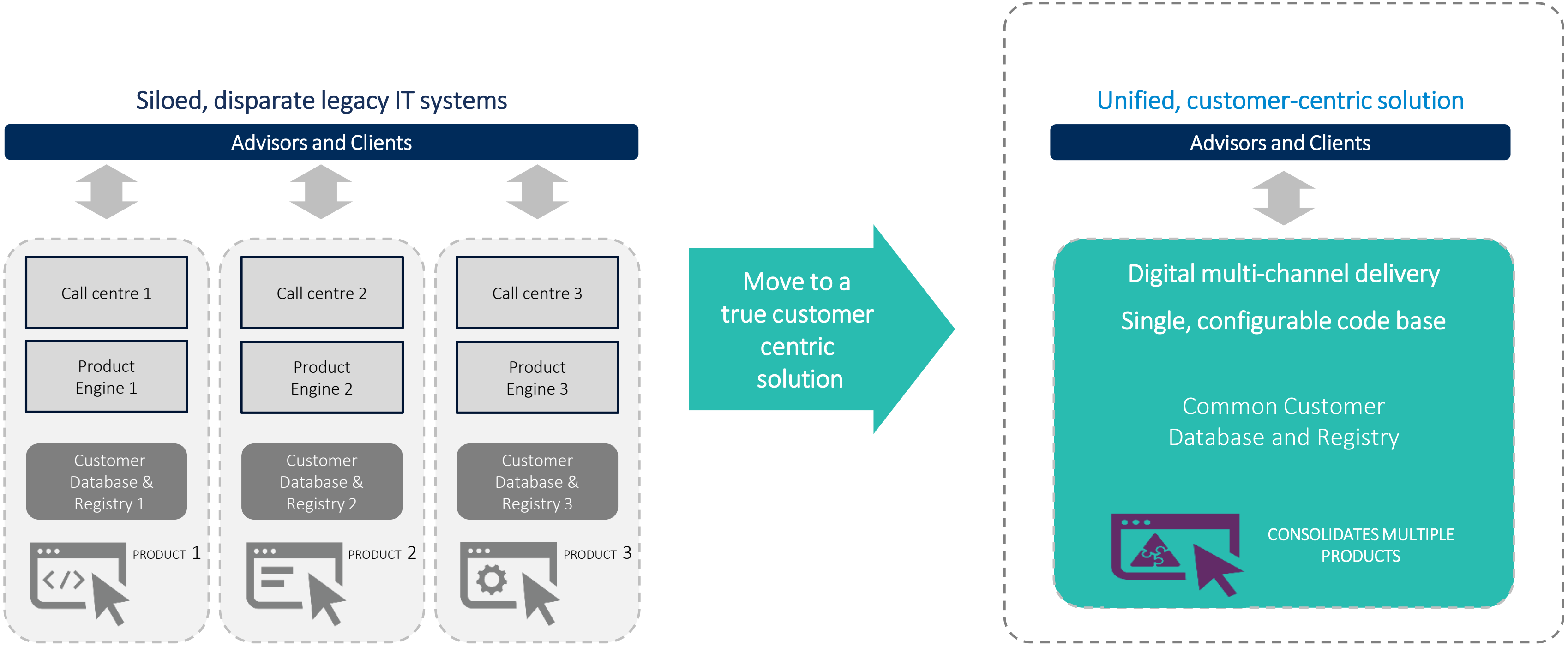
Increasing demand for modern client-centric software solutions to address these challenges

… 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



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