



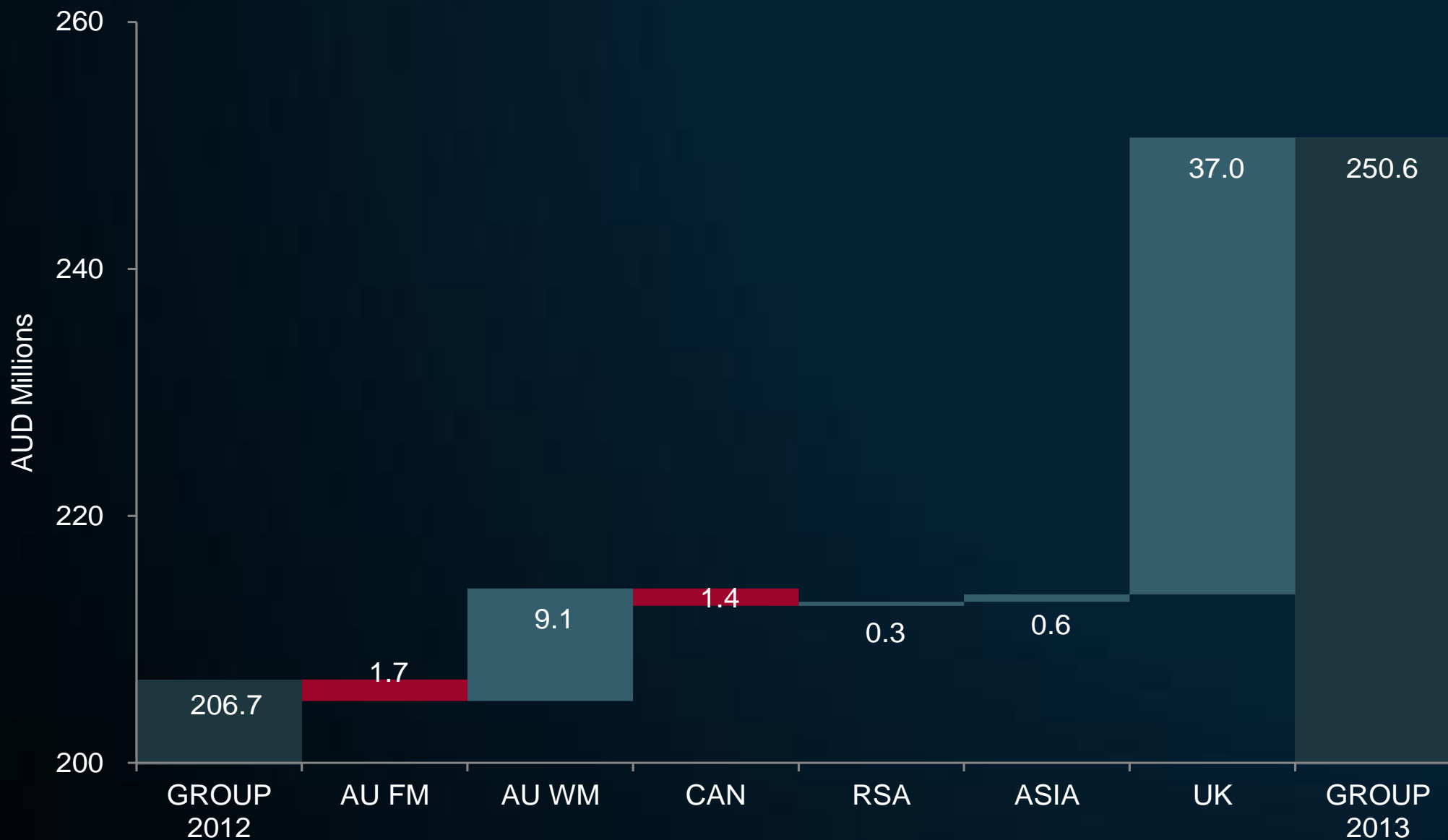
FULL YEAR RESULTS - 2013

FEBRUARY 2014

TRANSFORMED IRESS GROUP IN 2013

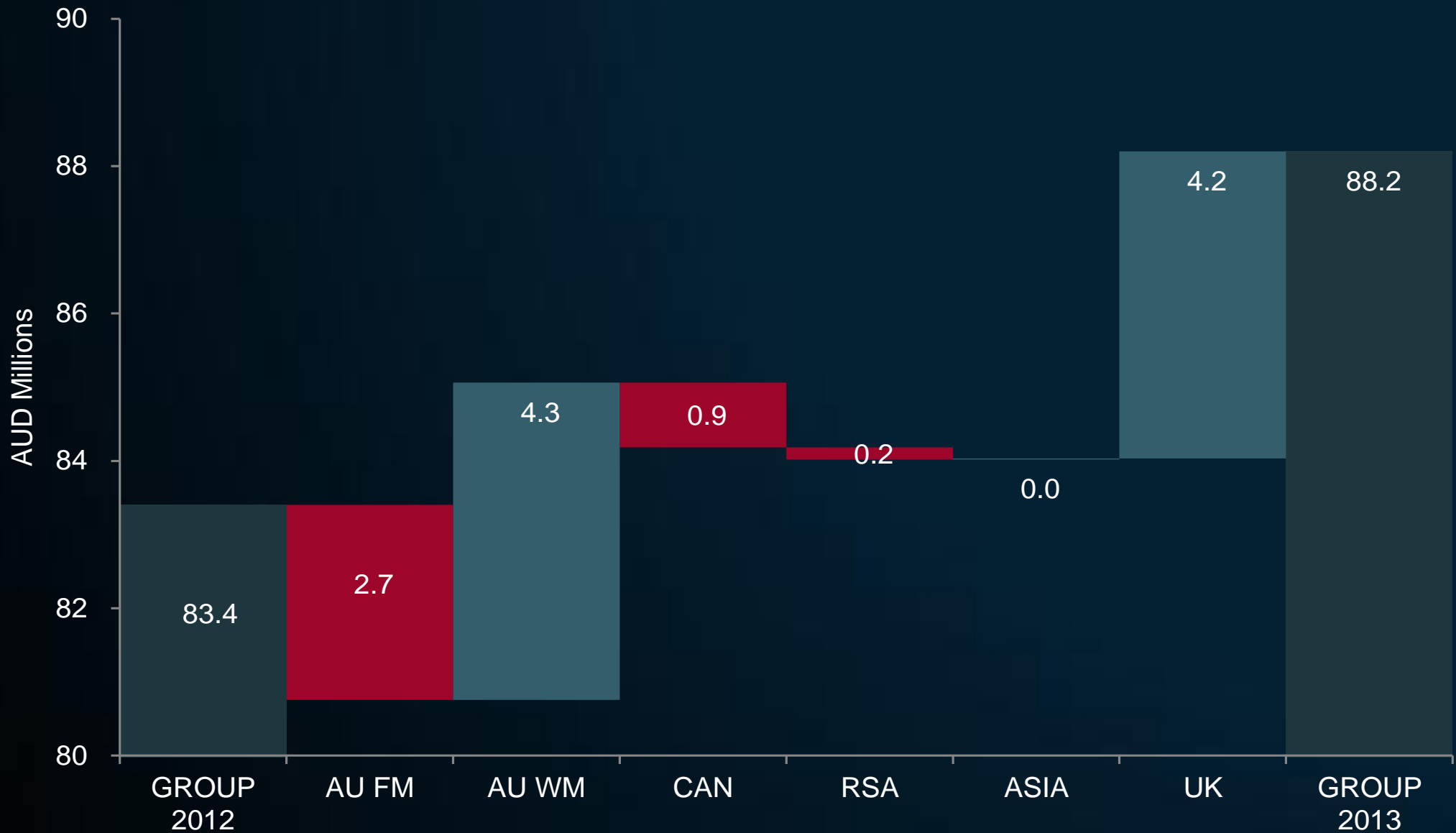
- Group Revenue up 21.2% on 2012
- Group Segment Profit up 5.8% on 2012
- **RESILIENT RESULT FOR PRE-ACQUISITION BUSINESS**
- Excluding Avelo, Group Revenue up 4.2% and Segment Profit down 0.6% on 2012
- Record outperformance by Australian Wealth Management
- **SUCCESSFUL ACQUISITION OF AVELO IN UNITED KINGDOM**
- Establishes significant new platform for growth opportunities with immediate financial impact
- **GROUP PROFIT IMPACTED BY ACQUISITION-RELATED COSTS**
- Underlying Group profit \$53.2m (2012: \$54.4m)
- Reported Group profit \$24.24m (2012: \$39.2m), incl \$17.5m Avelo transaction and related non recurring costs, and \$2.3m other non-recurring (non acquisition) costs
- Final of 24.5¢ 80% franked (2012: 24.5¢ 90% franked).

CHANGE IN OPERATING REVENUE*

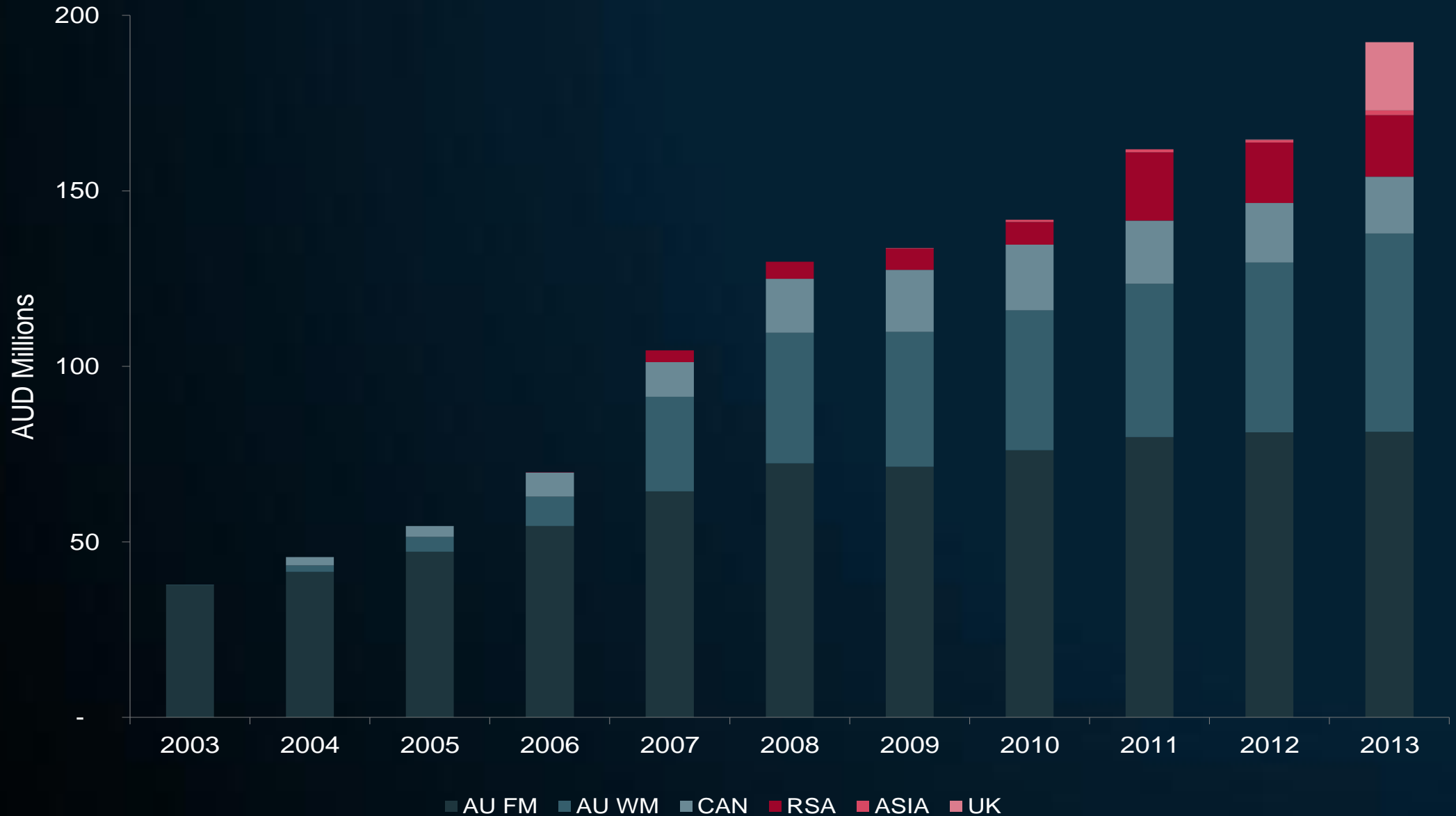


*Includes revenues on recoveries for services such as news, market data costs, provision of client communication networks, maintenance and licence fees. Includes minority volume-based revenue in RSA.

SEGMENT PROFIT BRIDGE

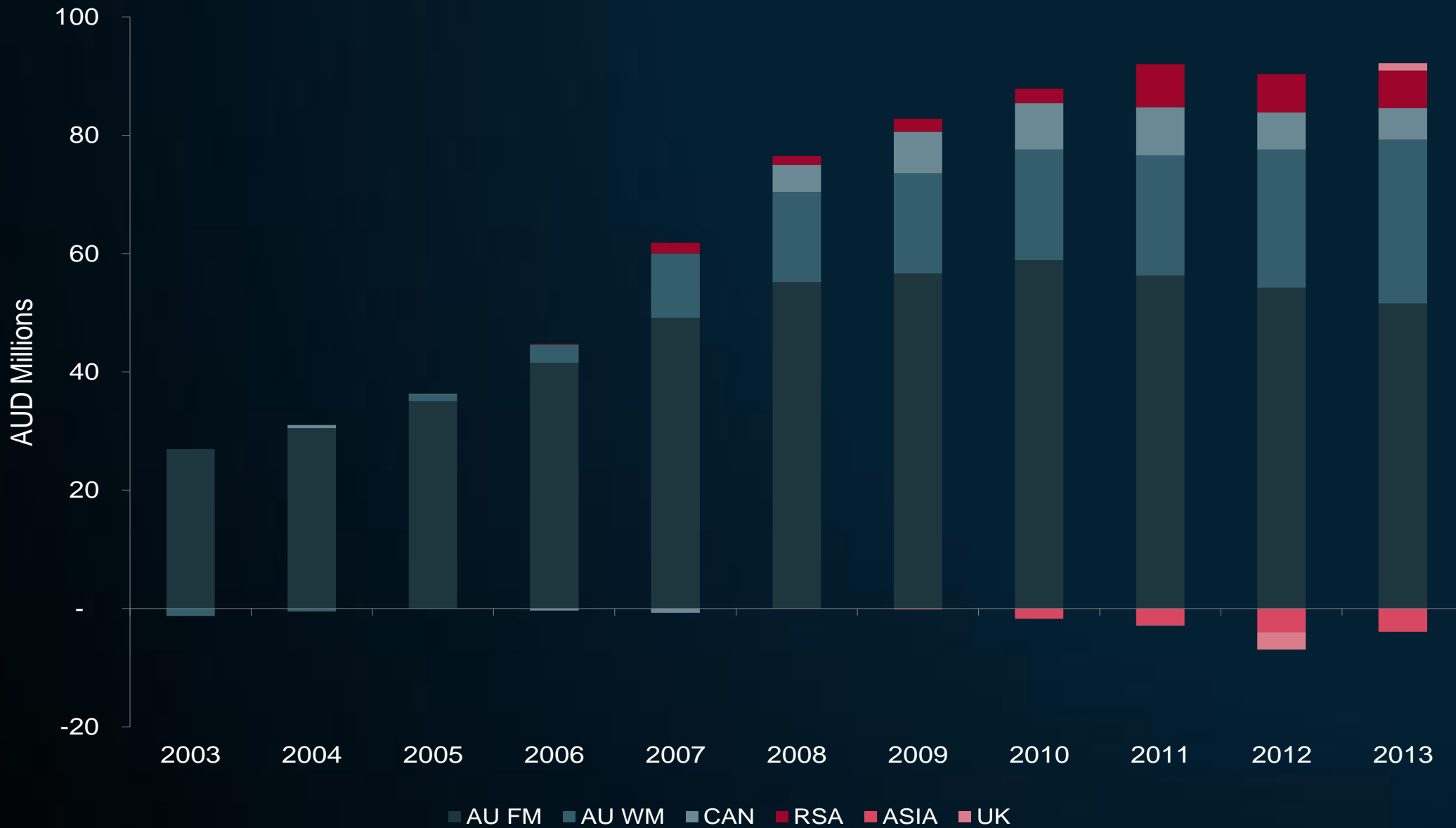


GROUP RECURRING SUBSCRIPTION REVENUE*



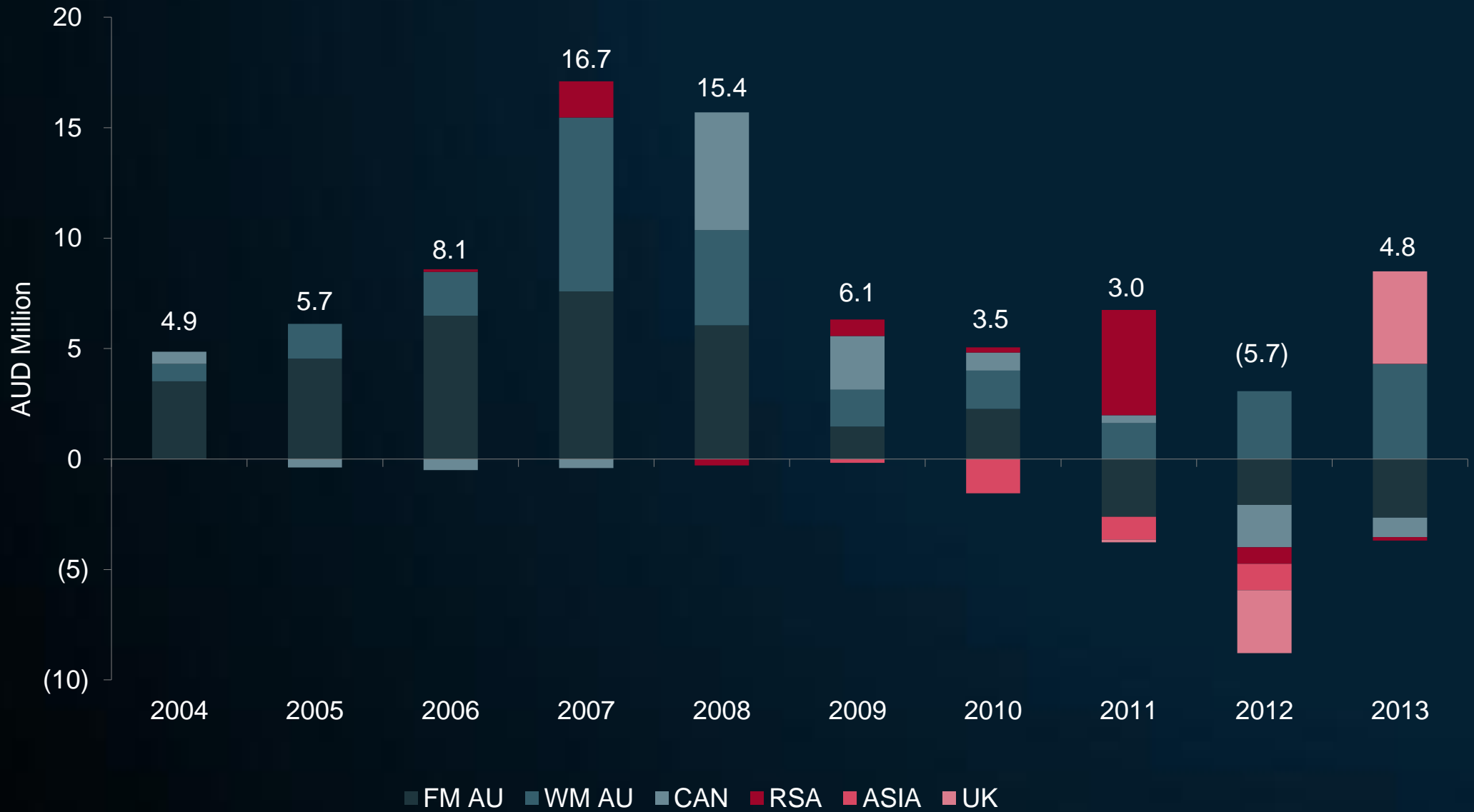
*Excludes revenues on recoveries for services such as news, market data costs, provision of client communication networks, maintenance and licence fees. Includes minority volume-based revenue in RSA.

GROUP SEGMENT PROFIT*



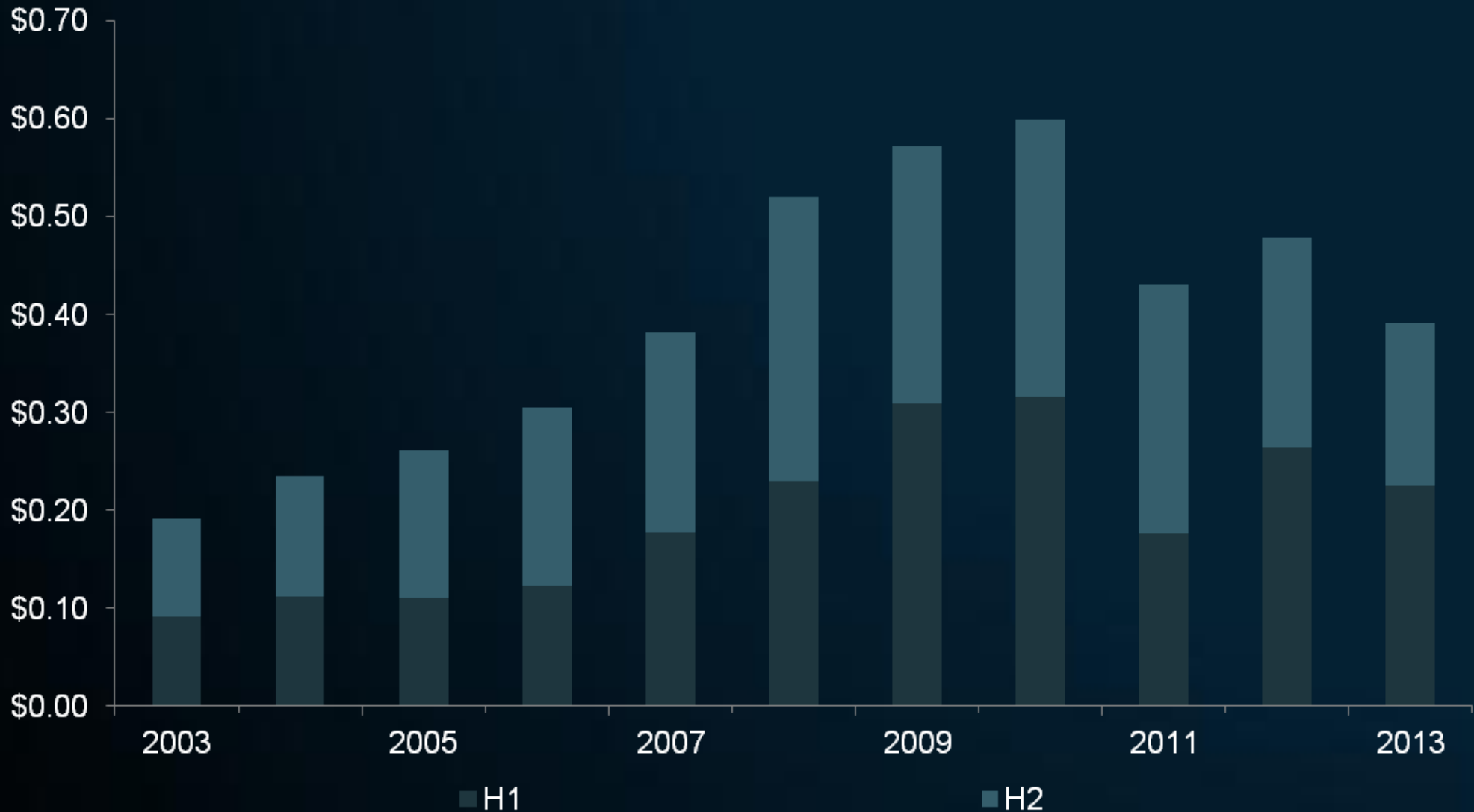
*Definition of Segment Profit as per IRESS Media Release.

CHANGE IN SEGMENT PROFIT



*Definition of Segment Profit as per IRESS Media Release.

OPERATING CASHFLOW PER SHARE*



*Calculated as Net Cash from Operations ÷ No. of shares on issue at end of period

GROUP COST RE-ALLOCATIONS H2 2013

AUD \$m	FM AU	WM AU	CAN	RSA	ASIA	FM UK
Segment Profit in H1	25.434	13.084	2.583	3.350	(1.854)	(0.282)
Market Data Reallocation	1.006	(0.342)	-	(0.398)	(0.106)	(0.161)
Staff Costs Reallocation	0.842	(0.568)	0.058	(0.238)	0.045	(0.138)
Transactions impacting on comparability	0.450					
Normalised H1	27.732	12.174	2.641	2.714	(1.915)	(0.581)
Reported H2 Segment Profit	26.131	14.589	2.865	2.969	(2.096)	(0.670)
Transactions impacting on comparability	0.740	0.240				
Adjusted Segment Profit H2	26.871	14.829	2.865	2.969	(2.096)	(0.670)
Change on Comparable Prior Period %	(3.1%)	21.8%	8.5%	9.4%	9.4%	15.4%

- Reflecting increasingly global nature of IRESS, a cost allocation review was completed in H2 2013. Areas impacted were the fixed cost component of market data provisioning and staff costs where employees provide a shared service.
- Transactions impacting on comparability comprise:
 - Accounting revision of rent \$0.45m in Australian Financial Markets (H1 13)
 - Indirect acquisition costs \$0.5m in Australian Financial Markets
 - Accounting revision of LSL provision \$0.24m and \$0.24m, Australian Financial Markets and Wealth Management respectively

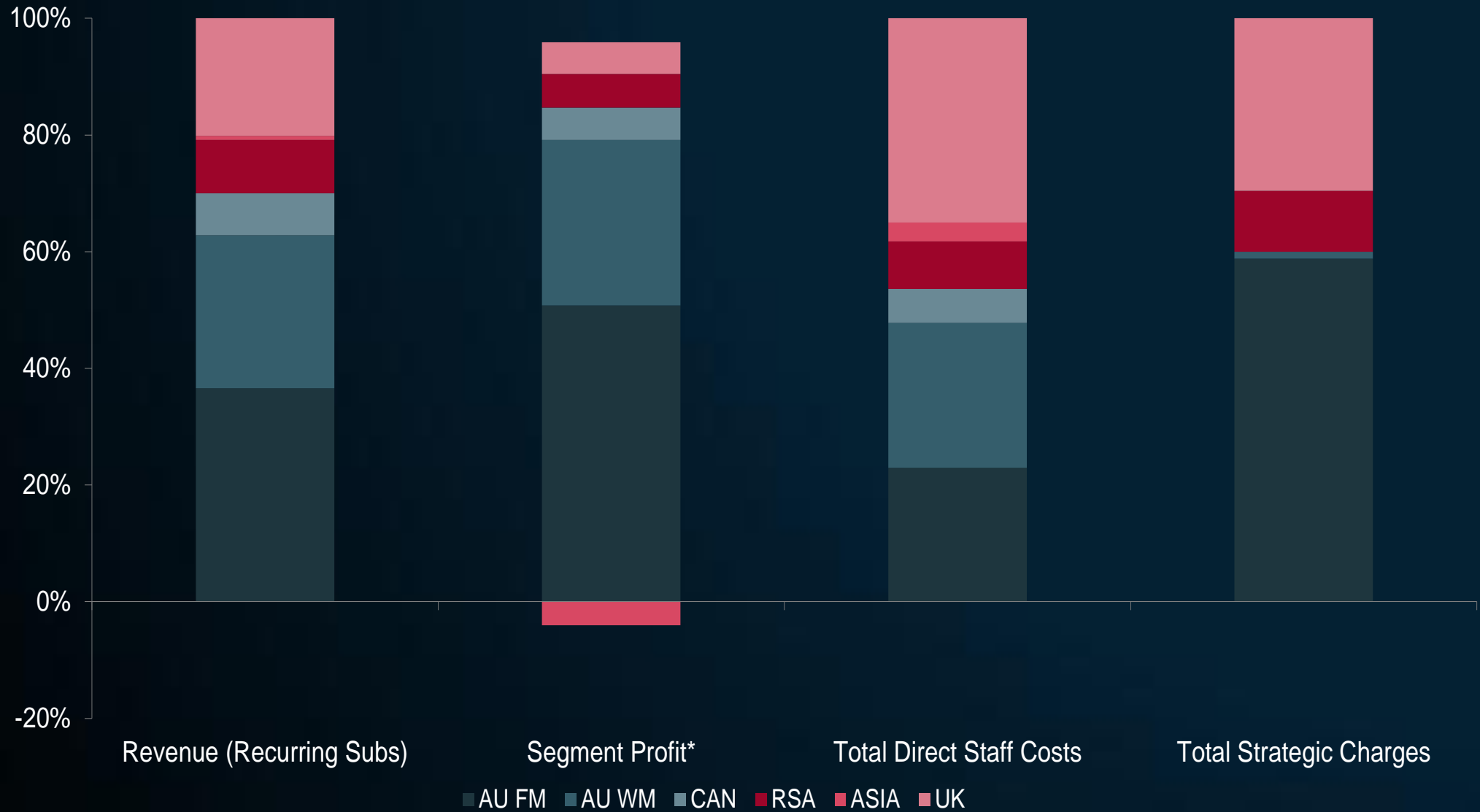
GROUP SEGMENT PROFIT - MARGINS

% Revenue per Media Release		H1 2012	H2 2012	H1 2013	H2 2013	2010	2011	2012	2013
AU FM	AUD	49.7%	50.0%	47.5%	48.8%	56.3%	51.7%	49.9%	48.2%
AU WM	AUD	44.5%	42.3%	44.2%	43.7%	42.6%	41.3%	43.4%	43.9%
CAN	CAD	30.3%	27.8%	25.0%	28.5%	33.5%	34.2%	29.1%	26.7%
RSA	ZAR	31.6%	29.1%	31.7%	27.3%	35.0%	34.3%	30.4%	29.5%
UK WM *	GBP				12.6%				5.9%
Enterprise	GBP				4.5%				4.5%

*UK WM includes Avelo and IRESS WM UK, excludes IRESS FM UK

- Margin for Australian Financial Markets in 2013 including transactions impacting comparability on prior slide: 50.2%
- Wealth Management demonstrating leveraged growth

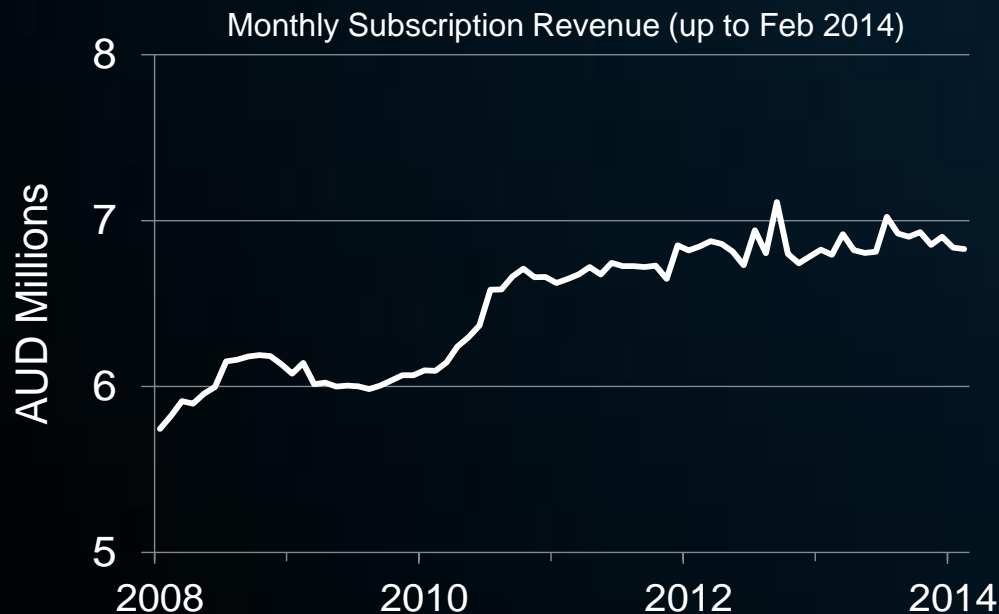
RELATIVE IMPACT H2 2013



*Definition of Segment Profit as per IRESS Media Release.

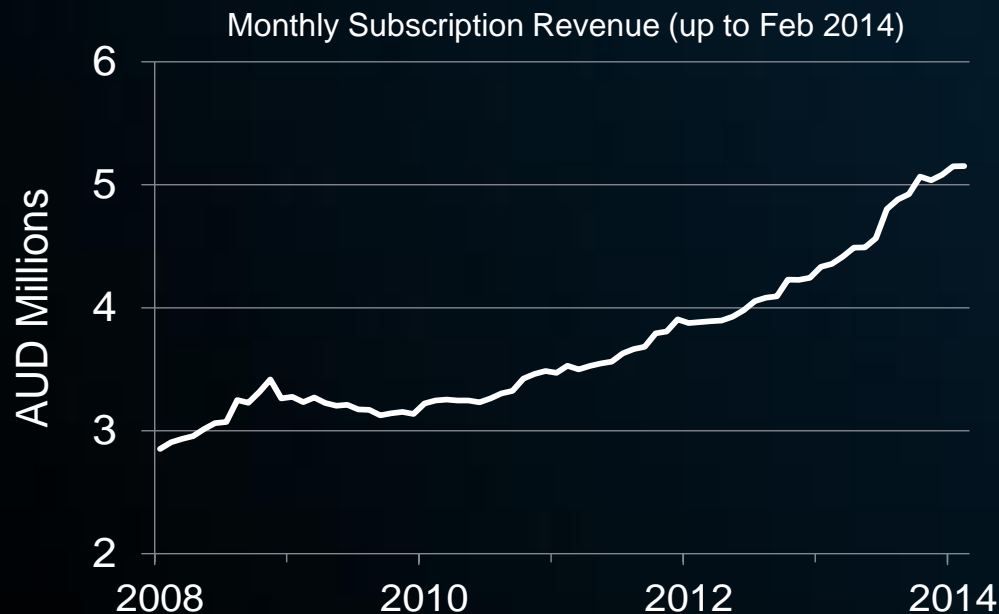
AUSTRALIA & NZ - FINANCIAL MARKETS

- Revenue profile reflects resilient result:
 - Revenue flat on H1 13 (flat 0.0% pcp)
 - Segment Profit increased 2.7% on H1 2013 (down 3.6% pcp), after cost re-allocations.
- Cost focus continued. IRESS screen reductions, much lower than gross reductions in 2012 FY
- Offsetting revenue from positive contribution by IOS+, FIX, IPS, IRESS Trader & Mobile.
- Strong uptake of multi-market trading desktop. IOS+ OTW now used by 35+ brokers as primary trader workstation.
- Continuing strong demand for IPS with greater focus on international markets by fund managers and SMA operators
- Next generation IRESS Trader solution advancing. Flexible streaming web framework supporting HTML5 replacement of Java front-end.
- Mobile product suite (iOS, Android) available free to all professional IRESS users
- Participants heavily focussed on upcoming regulatory and market changes
- Equity market conditions starting to assist business conditions and seeing early demand for new strategic projects.
- Continue to assume flat revenue due to lagged impact financially.



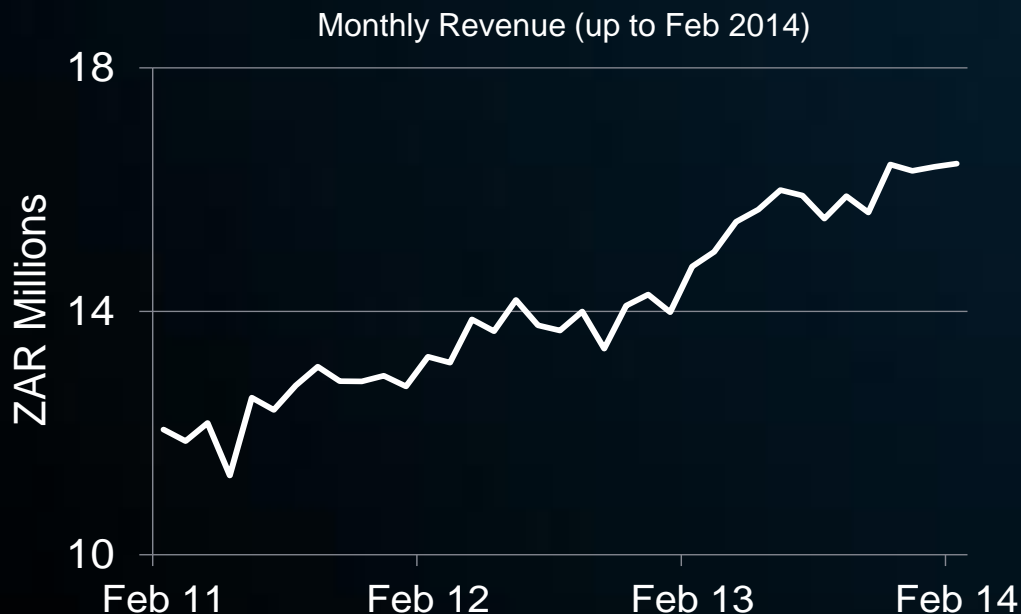
AUSTRALIA & NZ - WEALTH MANAGEMENT

- Differentiated product, delivery and integrated services continues to produce strong growth:
 - Revenue increase 12.8% on H1 (up 20.1% pcp)
 - Segment Profit increased 11.5% on H1 (up 24.1% pcp)
- Key drivers include market-wide demand for integrated remuneration related to FoFA, and strategic organic demand for XPLAN capability
- Several institutional rollouts now complete with others continuing
- Scaled strategic technology partner alongside clients to achieve FoFA projects in 2013
- XPLAN continues to be held as preeminent Australian advice platform (InvestmentTrends), with progress and innovation exceeding the remainder of the industry when put together.
- Strong demand for Scaled Advice and D2C with capability enhanced for XPLAN-as-Platform strategy.
- XPLANtouch enables advisers to engage with clients and interact with office workflow from anywhere. Demand now 2nd generational which is addressing underlying workflow improvements with mobile/tablet.. Available for advisers and their clients white-labelled.
- Integrated private wealth, advice and trading capability of PWM proving to be differentiated and competitive.
- Solid revenue growth expected in line with demand and activity with new and existing clients. Annualised cost re-allocation will moderate Segment Profit in 2014.



SOUTH AFRICA

- Strong South African result in local currency for the year after moderated H2 result:
 - Revenue (ZAR) increased 1.8% on H1 (up 10.2% pcp)
 - Segment Profit (ZAR) decreased 12.5% on H1 (up 3.1% pcp). H2 impacted by group cost re-allocation. Excluding cost re-allocation segment profit increased 7.6% on H1
- AUD result impacted by 6.4% adverse currency movement over the year
- Resilient subscription revenue over the period, with additive volume-based revenue.
- Broadened product set and implementations occurring across business lines. Expect good progress with IRESS Professional desktop in 2014.
- Early trading has maintained resilient subscription revenue, and seasonally expected lower equity market volumes.



- Expect similar revenue opportunities in 2014 stemming from ongoing product and service initiatives, and volume-based contributions
- Expect solid revenue growth in local currency in 2014. Segment profit will be impacted by annualised premises costs and group cost re-allocation.

SOUTH AFRICA

Financial Markets

- Strong contribution from volume based remuneration inline with equity market and services
- Several new sell-side OMS implementations during 2013.
- IRESS Professional desktop launched. International market data and integrated trading a key differentiator. Positive feedback against under-invested local vendors & expensive internationals.
- JSE co-location and other services added to managed infrastructure in Johannesburg for take-up.
- Ongoing relevance in Securities Lending segment, and hosting services available following upgrade planned Q1
- Broadening opportunities for FIX services regionally
- Increased interaction with ex-SA African participants as equity markets grow and move electronic

Private Wealth Management

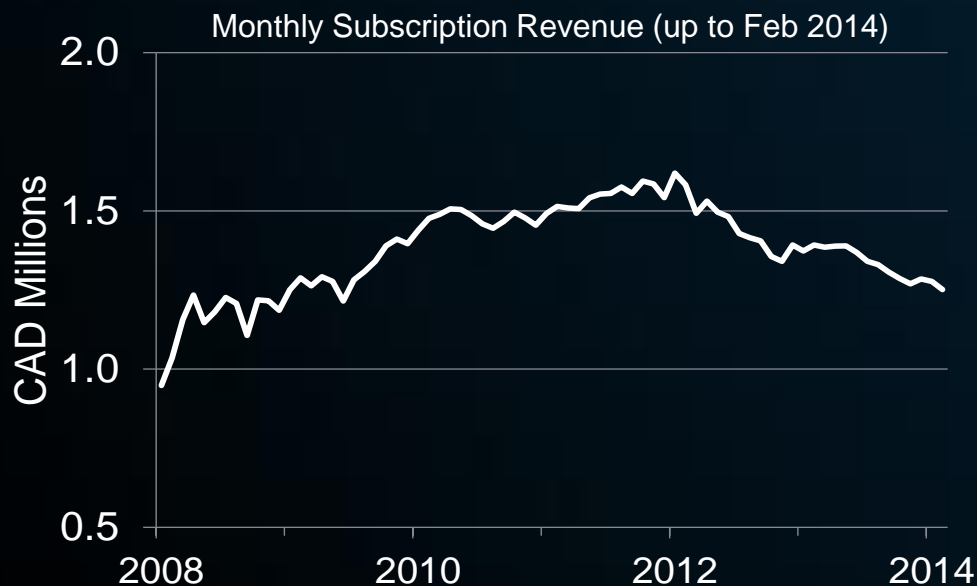
- Competitively differentiated product - tight integration across advisory and trading functions, with strong local relevance
- Numerous institutional implementations staggered in 2013.
- Key milestones achieved with deployment to Sanlam Private Investments, which has regional relevance
- Regionally enabling skillset in SA

Wealth Management

- Numerous wealth managers with operations in UK. Opportunities to establish regional synergies and learnings.
- Several implementations underway, new and desktop upgrades.
- Strategic integrations to be promoted with third-parties to enhance advice efficiency

CANADA

- Continued pressure in client base reflected in financial result:
 - Revenue (CAD) decreased 8.5% on H1 (down 9.5% pcp)
 - Segment Profit (CAD) increased 4.4% on H1 (down 7.3% pcp). H2 impacted favourably by group cost re-allocation.
- Continued consolidation and closures continued in H2. Cost pressures most evident in small to mid-sized dealers exposed by increasing regulatory burdens & costs, in sustained trading volume decline
- Demand for IRESS solutions that extend workflow and realise cost benefits experienced in larger clients. Additional deployments expected during the year
- Revenue diversification remains critical business priority in 2014. Combined regulatory changes and business environment provide private wealth opportunity. Progressing with rich integration with first Canadian book of records in H1.
- Canadian equity market conditions improved late 2013 and early 2014. Remain cautious on trend and expect participant pressures to continue to impact sell-side dealer environment during year with small-medium and large dealer dynamics.
- Business development in private wealth management is positive, although financial impact insufficient to offset broader business conditions. Anticipate segment profit decline at similar levels to 2013.



UNITED KINGDOM – AVELO ACQUISITION

- Successful acquisition of Avelo completed 9 September 2013
- Largest and most significant single change in IRESS' history, transforming the group
- Establishes significant regional platform for growth opportunities (organic and inorganic)
- Delivers immediate financial impact

- Early days, but see range of opportunities and efficiencies
- Technology, independence, and scale are differentiating competitive characteristics for the enlarged IRESS business in the UK and regionally
- Positive response to acquisition from UK client base, with proactive demand

- On track to achieve \$3-4m synergies by end of FY15, through integration activities.
- Costs associated with integration activities have commenced in 2013 and committed to occur in 2014. \$5.5m expensed in 2013. Excludes post acquisition regulatory costs incurred.
- Valuation of identifiable intangibles indicates value greater than assumed at time of acquisition. This will result in additional \$9.6m non-cash amortisation over 8 years.

UNITED KINGDOM – AVELO ACQUISITION

- Intensive design phase post-completion to validate pre-acquisition integration planning
- Integration team incorporated respective executive teams. Supported by external integration consulting team
- Proactive management of integration and cultural dynamics
- Clear & timely decisions have enabled rapid move into implementation phase with minimal disruption, distraction or loss of momentum
- Immediate oversight by CEO with regular reporting and engagement with Board. Simon Badley responsible for implementation.
- Large number of actions complete or in advanced state, balanced by amount/rate of change. 2014 business planning incorporates integrated activity and strategy.
- Adjustment to people structures to accommodate increased scale and scope of businesses and to leverage capability strengths in line with strategy
- Brand change successfully implemented.
- UK product strategy integrated with group product roadmap. Numerous strategic actions already complete.
 - Avelo web-enabled advice strategy has been accelerated with XPLAN platform and new options to institutional advice solutions
 - XPLAN integrated with Trigold mortgage sourcing
 - UK platform integrations combined and boosts product offer immediately
- XPLAN training and development has been a priority action within wealth management and progressing very well
- Location strategy confirmed and underway. Aligns activities to three locations.
- Integration of business systems (incl finance, support desk, HR, networks, telephony & unified comms architecture) at various stages of **iress** progress based on priority.

UNITED KINGDOM WEALTH MANAGEMENT

- Revenue and segment contribution by Avelo in 2013 :
 - Revenue £12.8m in 2013, impacted by lower discretionary expenditure late in 2013, specific project delivery, and product/sales decisions impacting short-term revenue aligning to combined strategy
 - Segment profit £2.7m in 2013, impacted by delivery costs mismatched to revenue timing.
 - Anticipated normalised margin between 25-30% for Avelo WM
- Revenue of IRESS' existing wealth management operations grew to £1.0 in 2013 (2012: £ 0.1m), and Segment Loss grew from £ 1.7m to £ 1.9m.
- The pre-existing and acquired wealth businesses will be reported together from here.
- Seed client for Avelo's nextgen platform, a top 10 distributor, to accelerate XPLAN deployment.
- Demand from broad set of AdviserOffice clients for functionally expansive XPLAN platform. Several implementations underway.
- Additional opportunities unlocked by functional capabilities addressing needs of more users.
- Scaled response to demand is a clear benefit of acquisition. Prioritised training and skilling of sales, account management & support teams progressing very well.
- Continued progress with existing XPLAN implementations. Positive feedback and demand for integrated opportunities across combined product range.
- Prudential tied distribution channel to rollout XPLAN & CommPay from March, following current pilot
- Ongoing external prospects engaged. XPLAN continues to demonstrate competitive differentiation in the UK.
- Record breaking transactional volumes on ExWeb Jan 2014 (up 32% on 2013 monthly avg)

UNITED KINGDOM – ENTERPRISE

- Centred on Mortgage Sourcing & Origination (MSO) platform - a large-scale software solution to leading lending institutions, providing integration and automation of mortgage origination and multi-channel distribution through a single solution.
- Competitively differentiated solution with proven transformational impacts on mortgage processing efficiency and workflow for retail lenders.
- Revenue and segment profit contribution in 2013:
 - Revenue £7.5m in 2013
 - Segment profit £0.3m in 2013
 - Margin impacted by accelerated product investment in H2 2013, and project related lumpsum revenue
- Strong demand from existing clients Nationwide Building Society and Barclays, supplemented by project engagements with Santander and RBS.
- New mortgage intermediary channel solution to be implemented with NAG.
- Work associated with Mortgage Market Review (effective April 2014) has been a strong source of demand
- Technology growth drivers in UK retail lending will be regulatory change in UK and EU, combined with government schemes and competitive mortgage deals driving lending volumes - the need for efficiency is paramount.
- UK Retail Banks will have to cope with unprecedented regulatory and political pressures making all decisions and investments volatile
- Enterprise business is a source of high growth potential but is more difficult to predict due to these factors, with contribution between halves expected to be noisy

ASIA

- CFD trading platform now used by majority of local Singaporean brokers.
- Good progress with integrated core trading and market data solutions for the sell-side.
- Success with institutional wealth platform with Kenanga Group, Malaysia.
- Demand for regional connectedness providing a number of opportunities, leveraging local experience and knowledge.
- Opportunities in private wealth management as prospects look for advantage with nimble global vendors
- Mobile solutions for IRESS and XPLAN favourably received.
- Reducing net loss as revenue flows from implementation projects is immediate priority
- Confident in medium-term growth opportunities.

UK FINANCIAL MARKETS

- Experienced team based in London responding to opportunities regionally for price, feature and service competitive solutions.
- Disciplined focus based on selected products and services leveraging local and regional capability
- Demand for connected trading and private wealth solutions from clients operating in multiple jurisdictions who seek consistent deployments from single scaled vendor.
- Expect opportunities from demand for integrated trading and wealth solutions. Feedback on product reflects unique differentiation. Interaction within existing wealth client base is high.
- Investment is based on high quality delivery and support as revenue gradually builds
- To be reported separately following combination of UK wealth businesses

IRESS GROUP OUTLOOK

- Trading into early 2014 for the group has commenced with flat to positive momentum
- Key contributions to 2014 financial result:
 - Annualised impact of subscription revenue reductions in 2013
 - Positive yet moderated growth in Australia wealth management
 - Immediate contribution by Avelo acquisition
- The result of business integration has established a set of strategic and operational activities that will provide new and broader opportunities for organic growth over time.
- Our enterprise business is a source of high growth potential but is also more difficult to predict with contribution between halves expected to be noisy.
- Assuming foreign exchange at constant levels, Segment Profit in 2014 is expected to exceed 2013 by more than 20%.

APPENDICES

BALANCE SHEET

BALANCE SHEET					
	2013	2012		2013	2012
Current Assets			Current Liabilities		
Cash assets	71.4	56.0	Trade payables	(21.1)	(8.3)
Trade receivables	25.7	12.1	Other payables	(17.5)	(6.1)
Other receivables	11.2	2.3	Borrowings Current	0.0	0.0
Tax Assets	0.0	1.5	Current tax payables	(3.8)	(3.5)
Other financial assets	0.1	0.0	Provisions	(6.0)	(4.0)
Total current assets	108.3	71.9	Total current liabilities	(48.3)	(21.8)
Non-Current Assets			Non-Current Liabilities		
Plant and equipment	9.7	7.8	Borrowings	(188.0)	0.0
Computer software	30.3	25.0	Provisions	(10.0)	(6.5)
Intangible assets	409.9	42.5	Deferred tax liabilities	(11.8)	(2.0)
Deferred tax assets	26.6	10.0	Total non-current liabilities	(209.8)	(8.5)
Other financial assets	0.0	0.0	Total Liabilities	(258.1)	(30.3)
Total non-current assets	476.5	85.2			
Total Assets	584.8	157.2			
Net Assets	326.8	126.8			

DEBT

Debt	\$m
External Debt - 5 year term (AUD)	90.0
External Debt - 3 year term (AUD)	90.5
Total External Debt	180.5
Net Liability under cross currency swap – 3/5 year term (AUD to GBP)	10.9
Credit risk associated with swap	(0.29)
Provision for interest expense payments	0.72
Debt raising costs capitalised	(3.86)
TOTAL BORROWINGS & DERIVATIVE LIABILITIES	188.0

- Internal financing arrangements and external swap (GBP 66.0m) facilitates LIBOR based borrowing. This funding arrangement substantially offset by gains/losses in the P&L.
- Effective blended interest rate on funding 4.31% (pre tax) at 31 Dec 13

TOTAL ACQUISITION RELATED COSTS

- The acquisition of Avelo incurred costs to complete the transaction and integrate the acquired business. The total costs incurred were \$30.509m and fell broadly into the following groupings:

Acquisition Related Costs	\$m
Advisor fees directly associated with the acquisition	16.141
Additional fees associated with the acquisition	1.907
Additional Underwriting	0.590
Direct Debt Raising Costs	3.416
Total transaction cost incurred	22.054
Cost of cashflow hedge on purchase price	2.661
Total transaction cost incurred after cashflow hedge	24.715
Implementation & Integration Costs (Spent)	1.641
Implementation & Integration Costs (Commenced, primarily to occur 2014)	3.844
Total Implementation & Integration Costs	5.485
Costs including post acquisition costs	30.200
Post Acquisition - Regulatory	0.309

TREATMENT OF TOTAL ACQUISITION COSTS

- These costs of \$30.509m have been allocated based on the nature of the item and present to the Group's result as follows:

ITEM	AUD \$ m	High level impact on financial statements
Acquisition and implementation costs incurred in the current period	9.846	Expensed in 2013
Costs associated with integration activities commenced in 2013 and committed to occur in 2014	3.844	Expensed in 2013
Derivative cost	2.661	Interest expense in 2013
Non-Recurring Acquisition Costs	16.351	
Cost of debt	6.535	Amortised over term of facilities, weighted to 2013. Included in interest expense of Segment Profit.
Directly in equity	7.623	Recognised as a reduction in total Contributed Equity
TOTAL	30.509	

NON-RECURRING & STRATEGIC CHARGES

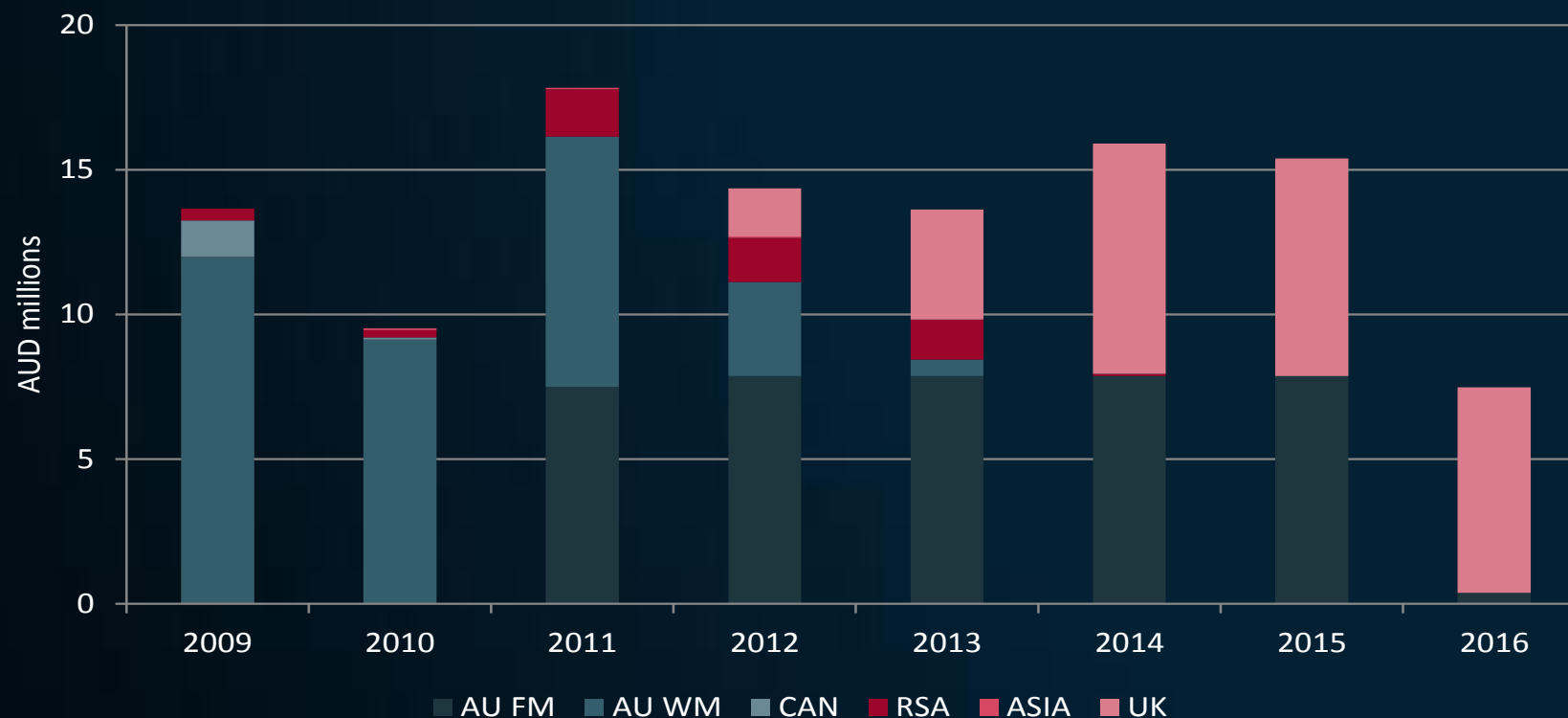
Non-Recurring / Non Core Costs incurred in 2013	
Acquisition and Implementation costs incurred	9.846 #
Costs provided for associated with integration activities	3.844 #
Derivative costs	2.661 #
Sub-total: Non-Recurring Acquisition Costs	16.351
Net Forex effect of funding arrangements	(0.155) *
Restructuring costs in group ex-Avelo	1.314
Total Non-Recurring Costs (Avelo related)	17.510
Non-Recurring /Non Core Costs (ex Avelo)	2.324
Total Non-Recurring Costs	19.834

These are the same items as described on prior slide

* Comprises gross forex gains on intercompany loans substantially offsetting cross currency swap

- Effective tax rate at 33.5% (H1'13: 31.4%). Tax rate impacted as UK accounting loss for period to December not recognised as deferred tax asset.
- IRESS continued with:
 - Amortisation of purchased intangibles such as Computer Software
 - No capitalisation of software development expenditure post-acquisition of business
- Strategic charges of \$11.797 for 2013 (2012: \$12.692m)

GROUP STRATEGIC CHARGES



AUD m	Description	H1'13	H2'13	H1'14	H2'14	H1'15	H2'15	H1'16	H2'16
AU FM	Peresys Software	3.934	3.934	3.934	3.934	3.934	3.934	0.381	-
AU WM	Fundclick Software	0.482	0.080	-	-	-	-	-	-
RSA	Peresys Customer List	0.690	0.700	0.073	-	-	-	-	-
	Business est. share grants*	1.136	0.691	0.599	0.414	0.349	0.218	0.151	-
UK	Enterprise Software	-	0.106	0.181	0.181	0.181	0.181	0.181	0.181
	Avelo Software	-	0.955	1.629	1.629	1.629	1.629	1.629	1.629
	Avelo Customer List	-	0.917	1.665	1.665	1.665	1.665	1.665	1.665
TOTAL		6.242	7.383	8.080	7.822	7.758	7.626	4.008	3.475

*UK grants also included in Share Grants slide

NON-AMORTISING INTANGIBLES

		Description	Cost (AUD) \$m	Amortisation period
Goodwill	AU WM	Plantech Goodwill	3.157	Will be subject to regular impairment testing
		Visiplan Goodwill	10.695	
		Transactive Goodwill	0.285	
		DMS Goodwill	1.042	
	CAN	LP Goodwill	9.016	
	RSA	Peresys Goodwill	9.358	
		Spotlight Goodwill	3.927	
	ASIA	Sentryi Goodwill	2.230	
UK	Avelo Goodwill	351.814		
TOTAL GOODWILL			391.524	
Database	AU WM	FundData Database	1.540	
TOTAL DATABASE			1.540	

SHARE GRANTS

- Value of staff share grants made in May 2013 (excludes MD):
 - 3 year term Deferred shares & Deferred Share Rights \$6.926m (2012: \$6.363m)
 - Performance Rights \$1.253m (2012: \$1.510m)
- Actual allocation issued to MD 130,000 Performance Rights and 55,000 Deferred Shares (lower than allowable allocation from AGM)
- Prior Once-off 2012 Strategic share grant of \$5.215m linked to business establishment in UK.
- General Employee Share Grant issued July 2013 \$0.230m
- Grants made due to Avelo acquisition:
 - Avelo staff grants 3 year Deferred share Rights \$5.975m. Commencing January 2014
 - Additional 3 year Deferred Share Rights made to existing IRESS staff \$0.399m. Commencing September 2014
- Existing SBP expense commitments (subject to cancelations):

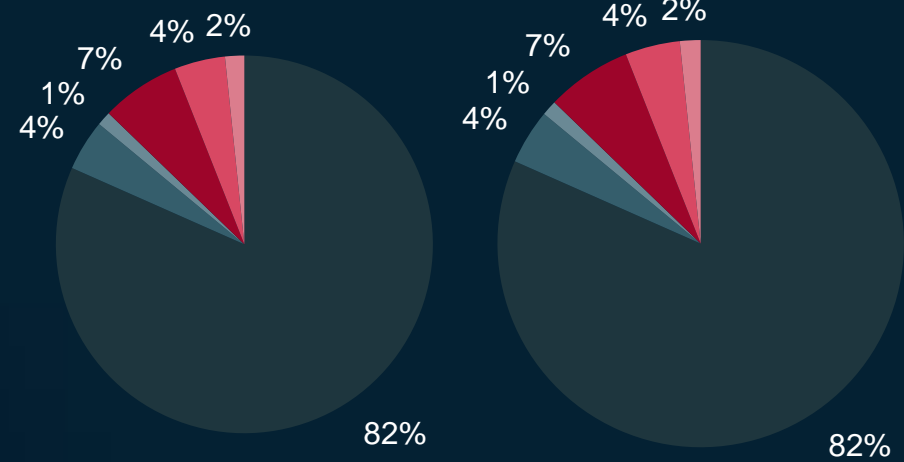
Future Committed SBP (\$AUDm)	H1'13	H2'13	H1'14	H2'14	H1'15	H2'15	H1'16	H2'16	H1'17
SBP Expense	3.527	2.718	3.464	3.021	2.586	1.701	1.236	0.145	0.055
UK Business Est grants	1.136	0.691	0.599	0.414	0.349	0.218	0.151	-	-
Avelo Staff Grants	-	-	0.981	1.003	0.987	1.003	0.992	1.003	0.005

*UK grants also included in Share Grants slide

IRESS GROUP

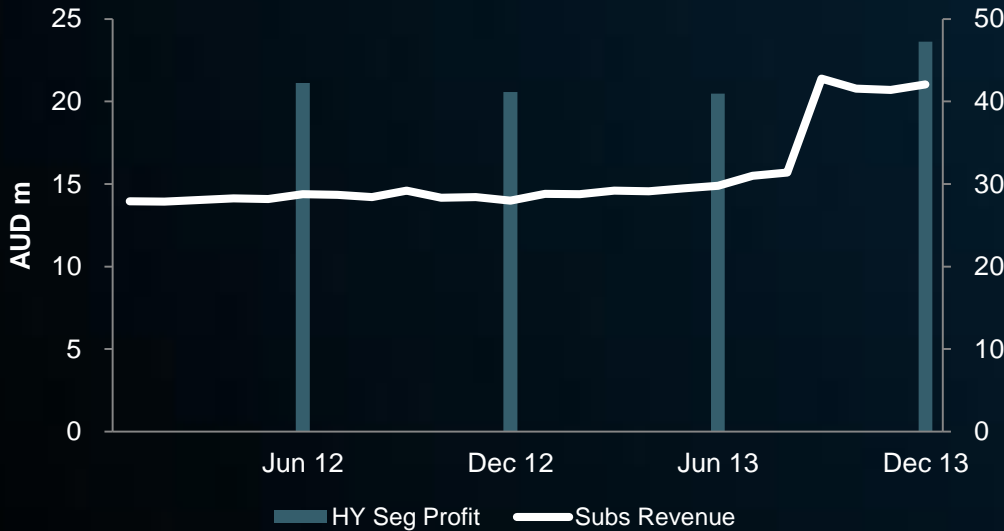
H1'13

H2'13



	H1 2013 (AUD'000)	H2 2013 (AUD'000)	% Chg AUD
Operating Revenue	105,391	145,235	37.8%
Segment Profit*	40,943	47,258	15.4%
Segment PAT*	22,568	22,389	(0.8%)
Non-Recurring Exp	(1,829)	(18,210)	
Avg Headcount FTE	712	1,012	42.1%

Monthly Subs Revenue / Segment Profit*



- Direct Staff (inc AL)
- Hardware & Software
- General Administration
- Other Employee Related
- Occupancy
- Comms & Other

Group Headcount

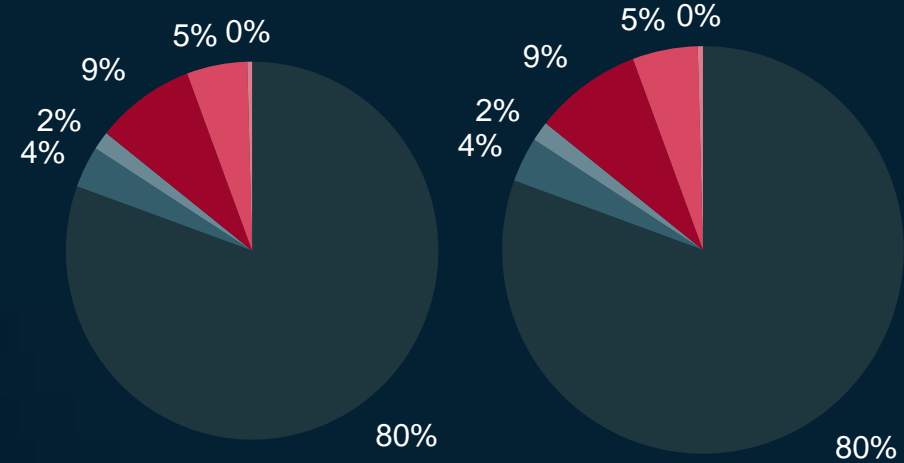


*Definition of Segment Profit and Segment PAT as per IRESS Media Release

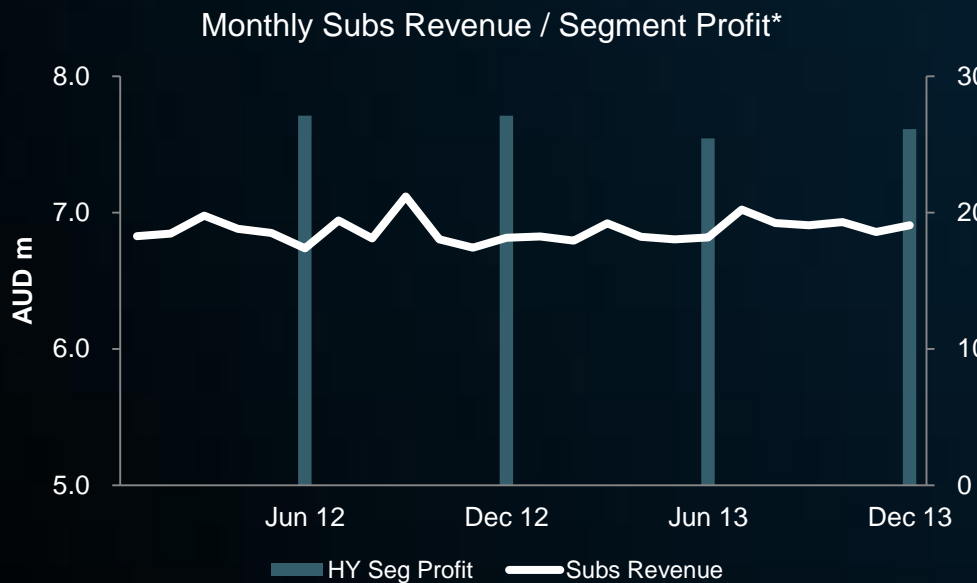
AUSTRALIA & NZ – FINANCIAL MARKETS

H1'13

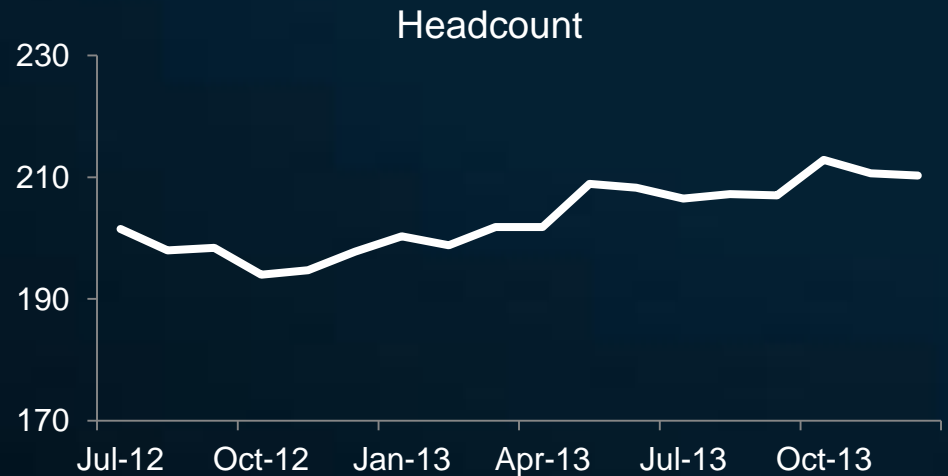
H2'13



	H1 2013 (AUD'000)	H2 2013 (AUD'000)	% Chg AUD
Operating Revenue	53,521	53,497	(0.0%)
Segment Profit*	25,434	26,131	2.7%
Segment PAT*	16,438	13,716	(16.6%)
Non-Recurring Exp	(667)	(9,809)	
Avg Headcount FTE	203	209	2.8%



- Direct Staff (inc AL)
- Other Employee Related
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- General Administration
- Comms & Other

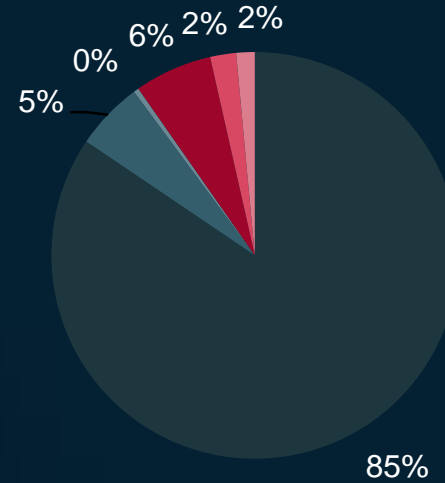


*Definition of Segment Profit and Segment PAT as per IRESS Media Release

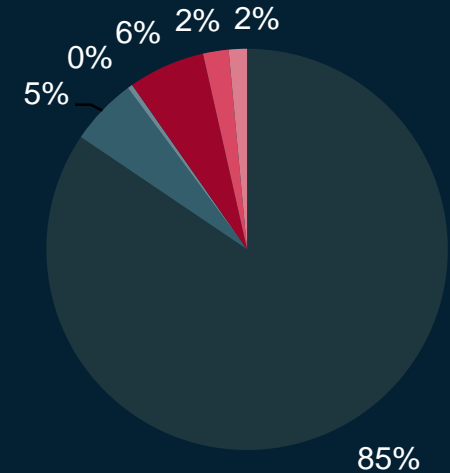
AUSTRALIA & NZ – WEALTH MANAGEMENT

	H1 2013 (AUD'000)	H2 2013 (AUD'000)	% Chg AUD
Operating Revenue	29,599	33,375	12.8%
Segment Profit*	13,084	14,589	11.5%
Segment PAT*	8,523	9,662	13.4%
Non-Recurring Exp	(135)	(2,154)	
Avg Headcount FTE	237	244	2.9%

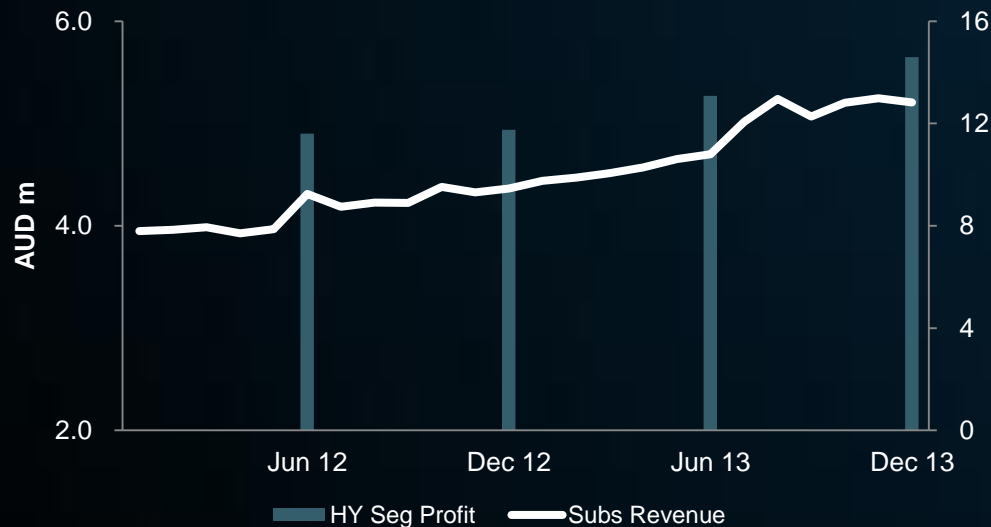
H1'13



H2'13

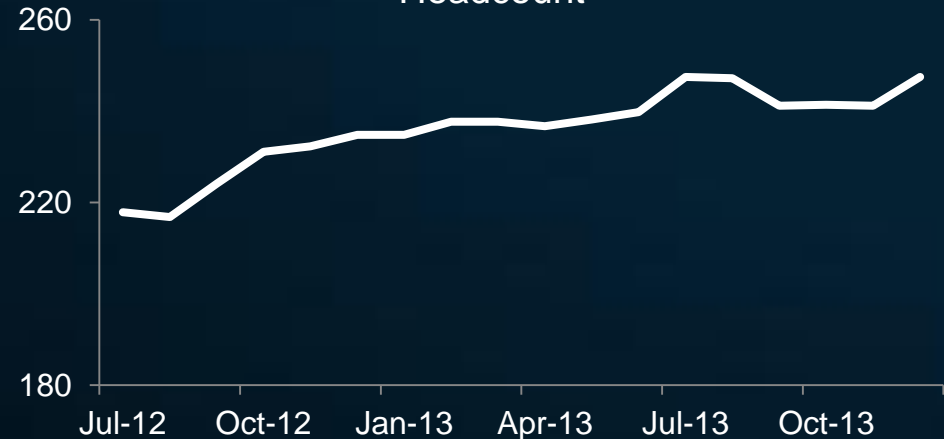


Monthly Subs Revenue / Segment Profit*



- Direct Staff (inc AL)
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- General Administration
- Comms & Other

Headcount

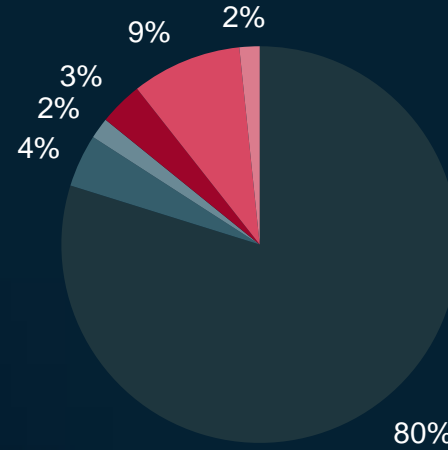


*Definition of Segment Profit and Segment PAT as per IRESS Media Release

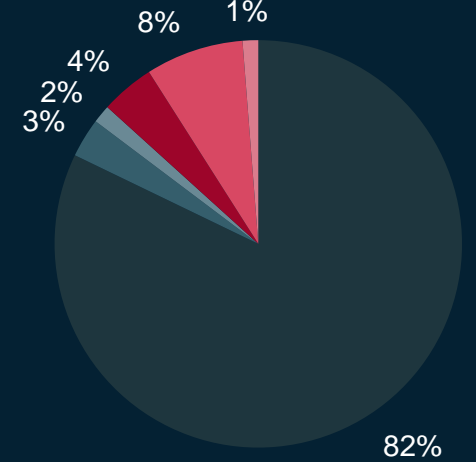
CANADA

	H1 2013		H2 2013		% Chg LC
	(CAD'000)	(AUD'000)	(CAD'000)	(AUD'000)	
Operating Revenue	10,481	10,107	9,592	10,041	(8.5%)
Segment Profit*	2,620	2,525	2,736	2,865	4.4%
Segment PAT*	1,586	1,529	1,686	1,766	6.3%
Non-Recurring Exp	(8)	(7)	(529)	(547)	7058.2%
Avg Headcount FTE	55		54		(1.9%)

H1'13

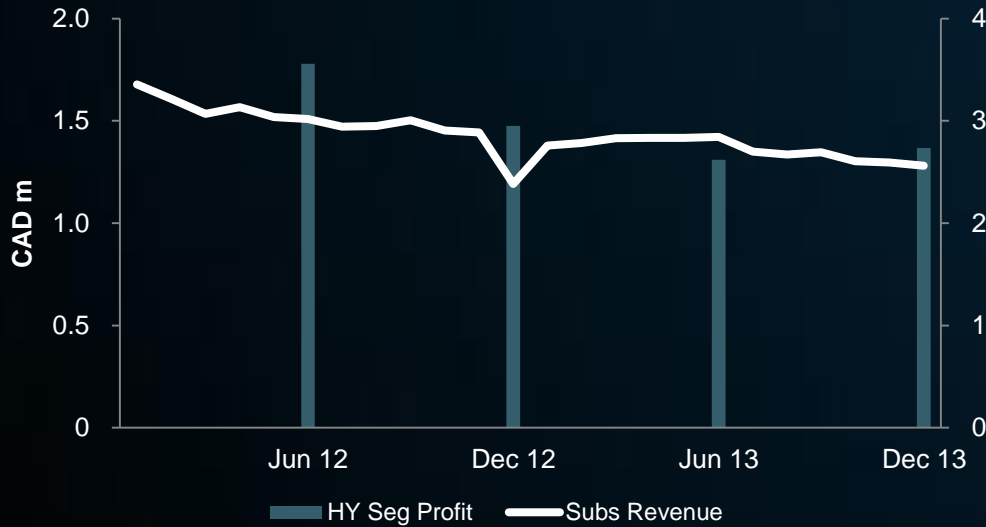


H2'13



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- Comms & Other

Monthly Subs Revenue / Segment Profit*



Headcount

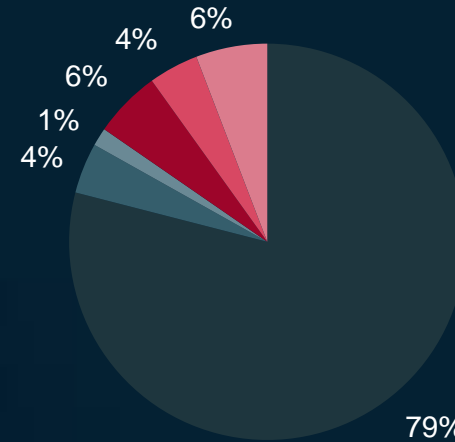


*Definition of Segment Profit and Segment PAT as per IRESS Media Release

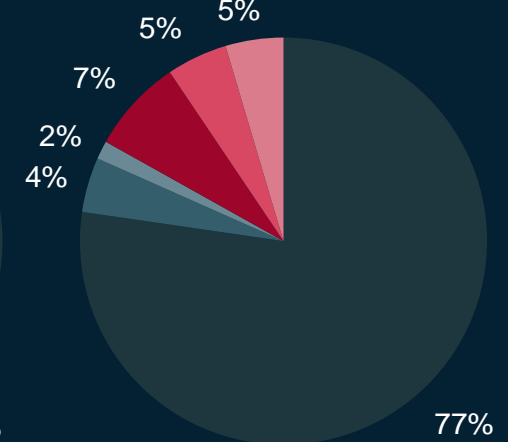
SOUTH AFRICA

	H1 2013		H2 2013		% Chg LC
	(ZAR'000)	(AUD'000)	(ZAR'000)	(AUD'000)	
Operating Revenue	99,062	10,612	100,809	10,969	1.8%
Segment Profit*	31,396	3,350	27,485	2,969	(12.5%)
Segment PAT*	21,055	2,247	17,195	1,857	(18.3%)
Non-Recurring Exp	(806)	(12)	(3,575)	(395)	(124.8%)
Avg Headcount FTE	168		167		(0.6%)

H1'13

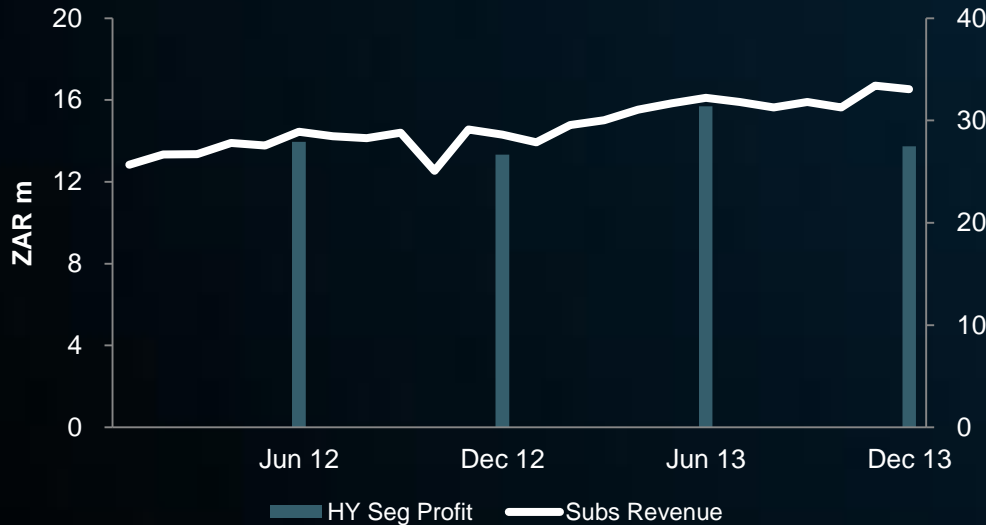


H2'13



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- General Administration
- Occupancy
- Comms & Other

Monthly Subs Revenue / Segment Profit*



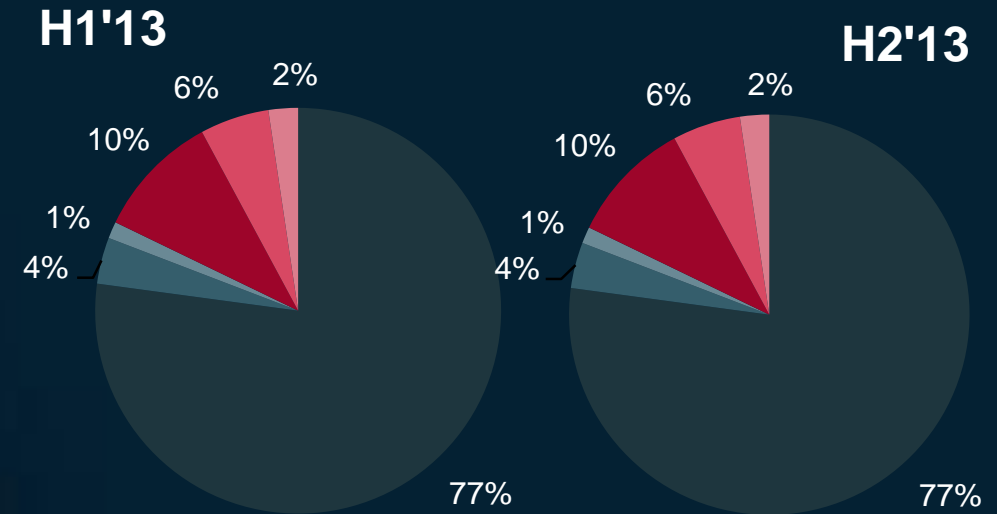
Headcount



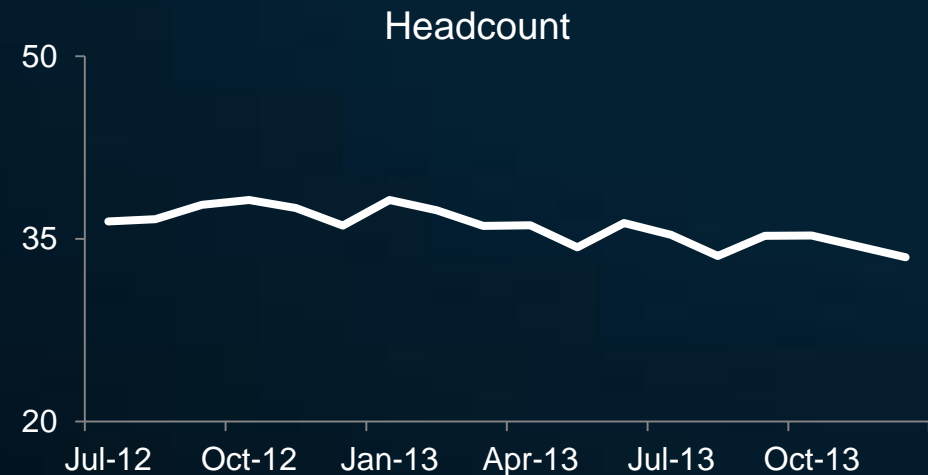
*Definition of Segment Profit and Segment PAT as per IRESS Media Release

ASIA

	H1 2013 (AUD'000)	H2 2013 (AUD'000)	% Chg AUD
Operating Revenue	712	893	25.5%
Segment Profit*	(1,854)	(2,096)	(13.0%)
Segment PAT*	(1,416)	(1,554)	9.8%
Non-Recurring Exp	(483)	239	
Avg Headcount FTE	36	35	(5.0%)



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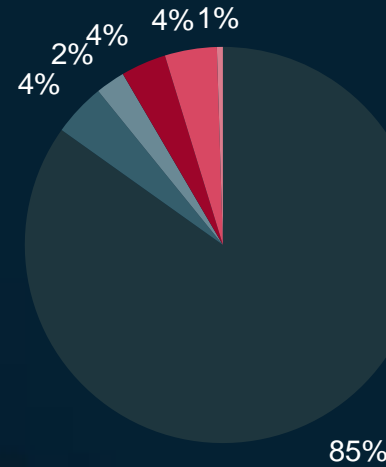


*Definition of Segment Profit and Segment PAT as per IRESS Media Release

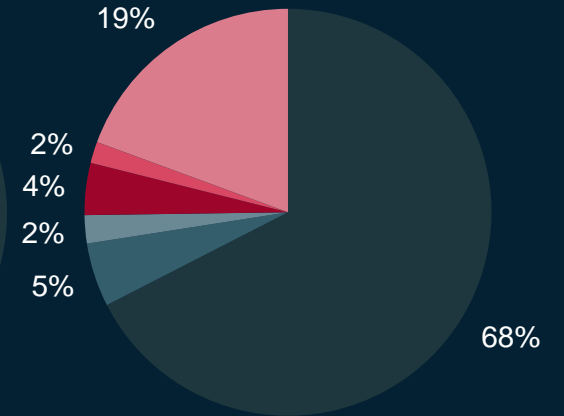
UNITED KINGDOM

	H1 2013		H2 2013	
	(GBP'000)	(AUD'000)	(GBP'000)	(AUD'000)
Operating Revenue	553	841	21,041	36,460
Segment Profit*	(1,053)	(1,597)	1,660	2,799
Segment PAT*	(795)	(1,205)	950	1,593
Non-Recurring Exp	(23)	(40)	(2,557)	(4,594)
Avg Headcount FTE	16		402	

H1'13



H2'13

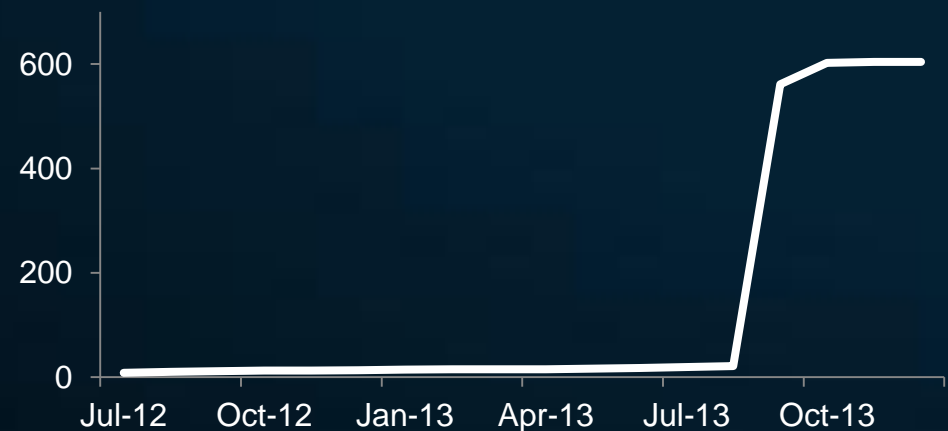


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- General Administration
- Occupancy
- Comms & Other

Monthly Subs Revenue / Segment Profit*



Headcount



*Definition of Segment Profit and Segment PAT as per IRESS Media Release

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