



2009 Financial Results

Full year ended 30 June

Iain Dunstan, Group CEO & Managing Director
Rebecca Norton, Chief Financial Officer

27 August 2009

Disclaimer






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Results summary

Iain Dunstan, Group CEO & Managing Director

Creditable 2009 financial performance



	FY08 Actual	FY09 Actual	FY09 Constant Currency¹	Chg. (%) Actual	Chg. (%) Constant Currency
Revenue ²	135.8	133.5	137.4	(2)	1
EBITDA	18.6	16.1	17.2	(13)	(8)
Net profit after tax	1.6	1.6	3.6	-	125
Operating cash inflow	5.2	12.8		146	

Impacted by:

- Difficult sales environment due to the global financial crisis
- Non-recurring expenses of A\$9.3m
- Currency movement and volatility
- NPAT impacted by favourable tax credits

1. Constant Currency – assumes foreign exchanges rates remained constant at 2008 rates
2. Revenue excludes interest income






Key achievements



- Clients globally manage funds of A\$1.5 trillion using Bravura
- Major contract wins, contract extensions and upgrades
 - Sales pipeline remains strong
 - Agreements delayed not foregone
- Integration of Citigroup's Warsaw transfer agency platform
- Operating cash flow increased by \$7.6m to \$12.8m
- Further awards for excellence and product innovation
- Improved financial reporting and controls
- Established Level 1 ADR program in U.S.

New client wins



Northern Trust	JP Morgan	Bao Viet	Health Super	Myer Family Office
 <ul style="list-style-type: none"> ▪ 3 year contract agreement ▪ Investment and superannuation solution ▪ Expected to go-live towards end of 2009 	 <ul style="list-style-type: none"> ▪ 5 year contract agreement ▪ Transfer agency solution ▪ Contribute to FY10 and FY11 revenues 	 <ul style="list-style-type: none"> ▪ 5 year contract agreement ▪ Life insurance solution ▪ Worth approx. \$A5.8m 	 <ul style="list-style-type: none"> ▪ 6 year contract agreement ▪ eBusiness software solution ▪ Expected to go-live towards end of 2009 	 <ul style="list-style-type: none"> ▪ 5 year contract agreement ▪ Portfolio administration solution ▪ Expected to go-live Q2 2009

New contracts/extensions with existing clients



- Equity Trustees limited signed a five year deal to upgrade to our portfolio administration solution
- Legal and General extended their contract to use our transfer agency solution
- Scottish Friendly expanded its agreement to enable it to service Aviva's Lifetime proposition
- Statewide entered into agreement for implementation of our superannuation solution, and extended license for eBusiness solution

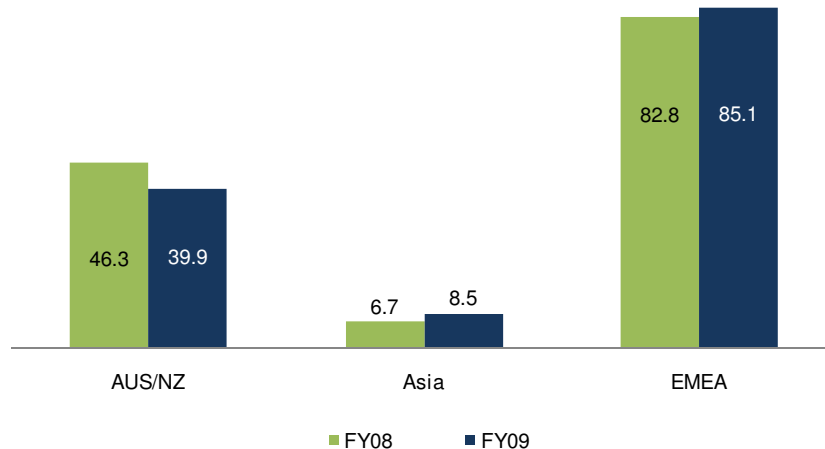


Geographic diversity is a strength



EMEA likely to further increase its importance in the medium term

Revenue by region (A\$m)



EMEA

- Mature markets provide opportunities
- Legacy systems require replacing
- Growth opportunities in Rufus and Talisman

Australia and New Zealand

- In-house systems likely to be phased out
- Number of tenders in progress

Asia

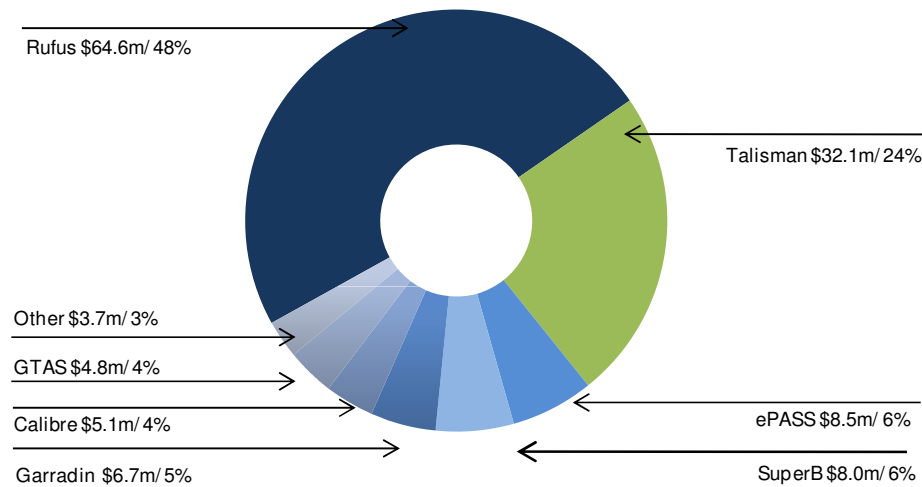
- Initially focusing on multi-nationals
- Longer-term growth opportunity

Product diversity is a strength



Opportunities to cross-sell product range to existing customers

Revenue by product FY09 (A\$m)



Rufus

- Strong installed base
- Efficiency measures to improve margins
- Focusing on new sales opportunities
- Implementing JP Morgan WSS

GTAS (to be renamed for general release)

- Performing well since acquisition
- Development project on track to market to SME wealth managers

Talisman/ Sonata Suite

- Strong sales growth in 2009
- Strong pipeline of opportunities

Garradin

- Key implementation projects complete
- Strong sales pipeline



¹Strong shareholder support for Rights Issue

- 103.4 million acceptances for new shares
- Underwriter to subscribe for 119.5 million shares
- Ironbridge Capital's interest remains below 50%

Ironbridge Capital's Holding in Bravura Solutions		
	Shares (m)	%
Post-Recapitalisation ²	120.6	33
Post-Option Exercise ³	207.6	46

1. The figures specified above are indicative and subject to reconciliation, including confirmation that all payments made by participating shareholders have been cleared by the relevant financial institution on which they have been drawn
2. Includes existing holding of 1.01 million shares
3. Able to exercise 87 million options at any time within two years at 15 cents



Financial performance

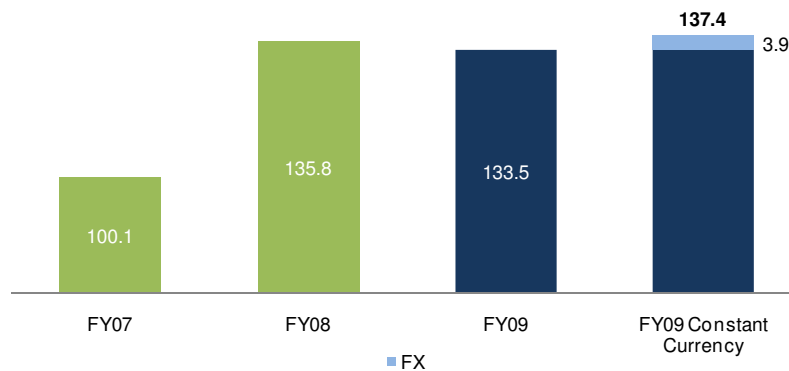
Rebecca Norton, Chief Financial Officer

Stable revenue and EBITDA performance

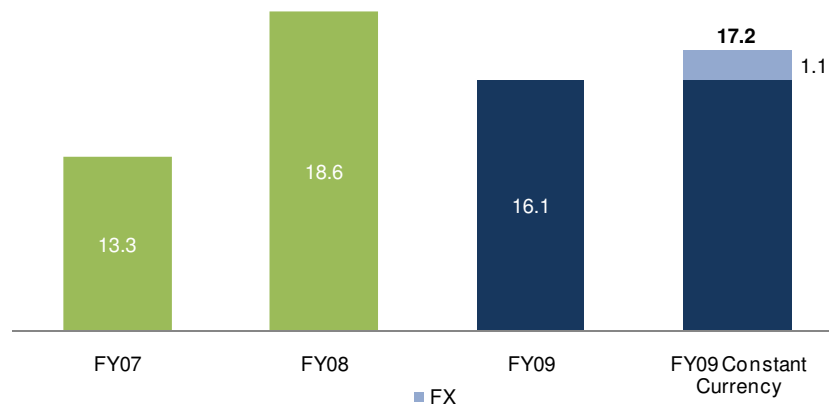


FY09 EBITDA performance impacted by one-off expenses

Revenues (A\$m)



EBITDA (A\$m)



Revenue

- FY09 revenue in line with FY08 at \$133.5m
- FY09 revenue growth of \$1.6m in Constant Currency

EBITDA

- Restructuring and other one-off costs impacted underlying EBITDA
- Foreign currency translation adversely effected EBITDA by \$1.1m

Cash flow

- Operating cash flow improved by \$7.6m to \$12.8m

Income statement



FY09 EBITDA impacted by non-recurring items of \$9.3m

Income Statement					
A\$m	Actual FY08	Actual FY09	Constant Currency FY09	Constant Currency Chg. (%)	Actual Chg. (%)
Revenue	135.8	133.5	137.4	1%	-2%
Expenses	117.2	117.4	120.1	2%	0%
Reported EBITDA	18.6	16.1	17.2	-7%	-14%
Reported EBITDA %	14%	12%	13%		
Adjustments					
Acquisition integration costs	2.8	2.9	2.9		
Restructuring costs	0.4	2.0	2.0		
Foundation costs	1.3	2.0	2.0		
Bad debt provision disputed items	-	2.4	2.4		
	4.5	9.3	9.3		
Underlying EBITDA	23.1	25.4	26.5	15%	10%
Underlying EBITDA %	17%	19%	19%		

- Underlying FY09 EBITDA of \$25.4m an increase of \$2.3m
- Restructuring costs incurred in the UK and Australia to enhance EBITDA margins
- All acquisitions fully integrated by June 09
- Implementation of foundation clients completed and resulted in extensive product improvements. This has impacted EBITDA margins
- Prudent approach to disputed outstanding invoices

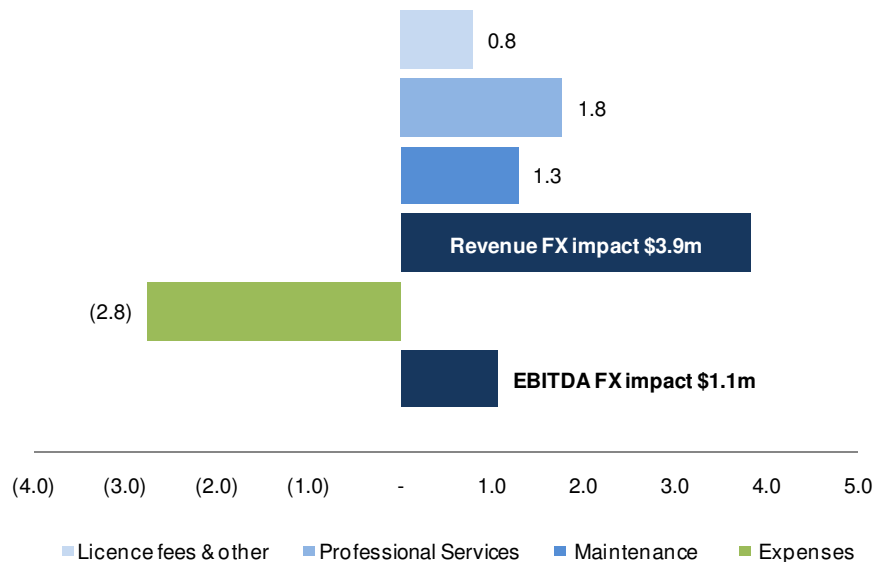
Underlying FY09 EBITDA of \$25.4m equates to a 19% EBITDA margin



Foreign exchange impact

Stable operating results impacted by FX translation of foreign subsidiaries

FY09 FX translation impact (A\$m)¹



- Approximately 70% of Bravura's revenue and earnings generated by overseas subsidiaries resulting in potential foreign exchange translation movements
- FY09s results adversely affected: Revenue (\$3.9m) and EBITDA (\$1.1m)
- UK operations largest contributor: Revenue (\$3.6m) and EBITDA (\$1.0m)
- Polish acquisition impacted by declining A\$:Zloty exchange rate: Revenue (\$0.9m) and EBITDA (\$0.2m)
- New treasury management policy implemented and increased use of natural hedges should lower impact of foreign exchange volatility on earnings

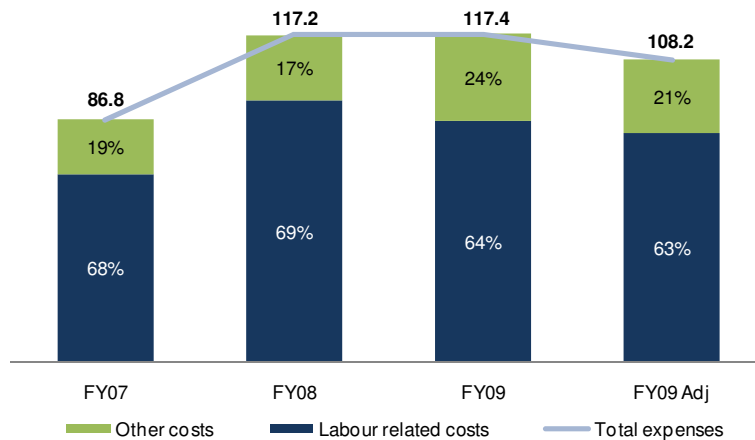
¹Impact of A\$:Zloty exchange rate movements not included in this chart



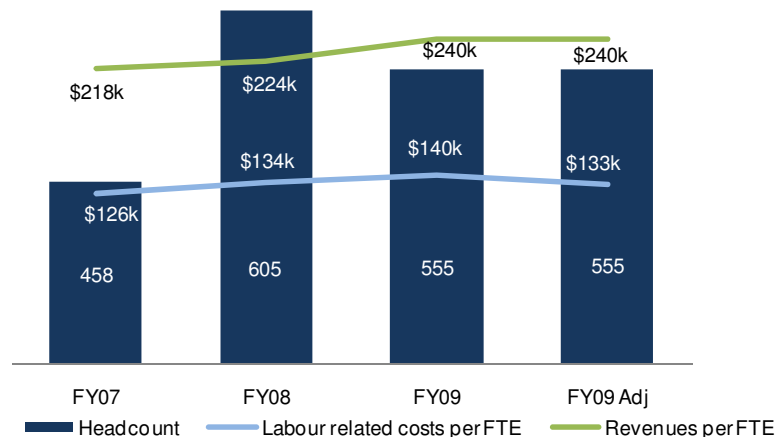
Operating cost and headcount

FY09 operating costs in line with FY08

Operating costs as a % of revenue



Headcount, revenues and labour related costs



- FY09 operating costs in line with FY08
- FY09 impacted by significant non recurring items relating to acquisition integration and restructuring
- Labour related costs as a percentage of revenue decreased significantly to 64% from 69% in FY08
- Full impact of cost savings from headcount reduction to be realised in FY10
- Labour related costs per FTE increased in FY09 to \$140k. Underlying labour costs per FTE in line with FY08 at \$133k
- Bravura has remained flexible and changed its strategy to match the operating environment through recent cost management initiatives:
 - Re-adapted business model from building for growth to improving EBITDA margins by headcount reductions
 - Relocation of expensive resources to other areas with lower costs
 - Drive synergies from Citigroup acquisition

Income tax



Revisiting of R&D claims and deductions in overseas tax filings has resulted in a significant tax credit

Tax reconciliation	
(A\$m)	FY09
Profit before tax	0.7
Tax charge at 30%	0.2
Difference in overseas tax rates	(0.3)
Research and development tax concession	(0.7)
Interest on deferred settlement	0.3
Share based payments	0.2
Entertainment and legal	0.1
Other	0.7
Prior year tax adjustments	(1.6)
Tax credit	(1.0)

- Tax credit of \$1.0m recognised in FY09
- Additional R&D tax claims made to achieve 175% deductions, resulted in \$0.7m credit during FY09
- Revisited overseas tax returns with additional deductions identified resulting in a credit of \$1.6m
- Further R&D tax benefits potentially available, dependent on outcome of private ruling
- Tax expense expected to return to normal levels during FY10

Balance sheet



Small increase in shareholders' equity

Balance sheet		
A\$m	Jun-09	Jun-08
ASSETS		
Current assets		
Cash and cash equivalents	4.0	2.7
Trade and other receivables	40.5	40.0
Derivative financial instruments	-	0.6
Other current assets	2.9	2.6
	47.4	45.9
Non current assets		
Receivables	6.0	9.4
Other financial assets	-	-
Property, plant and equipment	10.8	12.3
Deferred tax assets	6.9	4.9
Intangible assets	136.9	111.2
	160.7	137.9
Total assets	208.1	183.7
LIABILITIES		
Current liabilities		
Trade and other payables	8.6	14.8
Borrowings	24.0	1.8
Derivative financial instruments	8.0	2.4
Provisions	4.7	16.7
Current tax	3.7	3.8
Other	25.1	11.2
	74.1	50.7
Non current liabilities		
Borrowings	28.8	40.9
Deferred tax liabilities	5.6	2.6
Provisions	1.8	1.7
Other	8.6	0.5
	44.8	45.6
Total liabilities	118.9	96.3
Net assets	89.2	87.4

Non-current assets

- No goodwill impairment
- Intangible assets increased \$25.7m to \$136.9m reflecting Polish acquisition

Current liabilities

- Provisions decreased by \$12m to due to payment of deferred settlement for Rufus acquisition

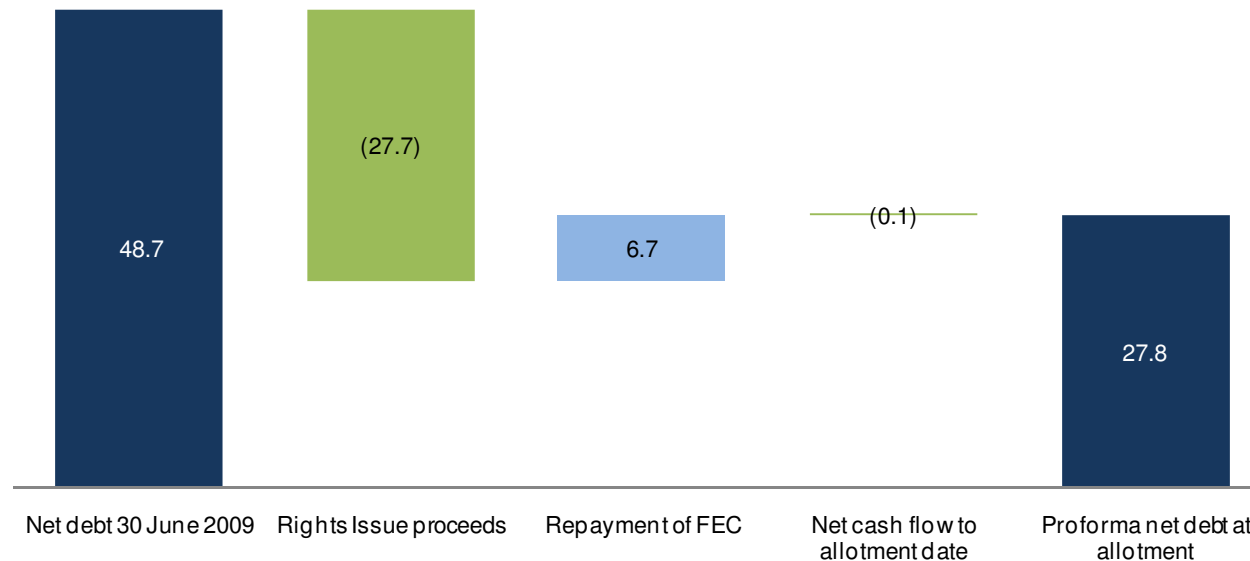
Non-current liabilities

- With bank debt falling due in 1H10, there was a shift in Borrowings from non current to current of around \$22m



Debt position (post-Rights Issue)

- Net proceeds of \$27.7m from recapitalisation will be used to repay debt and outstanding FEC



FEC = Foreign exchange contract



Leverage position (post-Rights Issue)

- Continued compliance with all banking covenants
- Rights Issue will reduce gearing and interest expense

Key covenants pro-forma basis

	Covenant	Pro-forma post recapitalisation
Gross debt		A\$32.6m
Net Assets	>65m	\$110m
Leverage ratio ¹	<3.0x	1.54x
Interest cover ratio ²	>4.5x	6.11x

Funding profile¹



Debt profile as at 30 June 2009

	Facility limit (\$m)	Drawn down value (\$m)	Due
Working capital facility	24.4	21.8	Aug 09
Amortising term facility	35.0	31.6	Dec 11
Total debt facilities	59.4	53.4	
Hedge contract ¹		6.7	Aug 09
Total funding liabilities		60.1	

Proposed lending facilities post recapitalisation

	\$ (\$m)	GBP (£m)	Total (\$m)
Amortising term facility	7.8	12.9	34.1
Working capital facility	7.9	3.5	15.0
Total	15.6	16.4	49.1

- Working capital facilities used to fund daily operations
 - Must be paid down to nil for a period of five days each year
- Bravura's lending facilities are provided by Bank of Scotland International

1. Figures are calculated on the exchange rate of A\$1 = GBP 0.49

Cash flow statement



Solid improvement in FY09 cash flow

Cash flow statement		
(A\$m)	FY09	FY08
Profit for the year	1.6	1.6
Non cash items	1.6	10.5
Movement in NWC	9.6	(6.8)
Total operating cash flow	12.8	5.2
Investing activities		
Payment for acquisitions	(19.8)	(18.0)
Payments for IP	-	(4.5)
Purchase of PPE	(1.7)	(8.8)
	(21.5)	(31.3)
Financing activities		
Net (repayment)/proceeds from borrowings	10.1	24.3
Share issue costs	-	(0.2)
Dividends paid	-	(2.1)
	10.1	22.0
Net increase/(decrease) in cash	1.4	(4.1)
Cash at the beginning of the year	2.7	7.3
Effects of foreign exchange	(0.1)	(0.5)
Cash at the end of the year	4.0	2.7

- Operating cash flow improved by \$7.6m to \$12.8m
- Driven by strong turnaround in net working capital
- Acquisitions funded by internally generated cash and increased borrowings
- PPE returned to more normal levels
- Stronger cash balance at year end



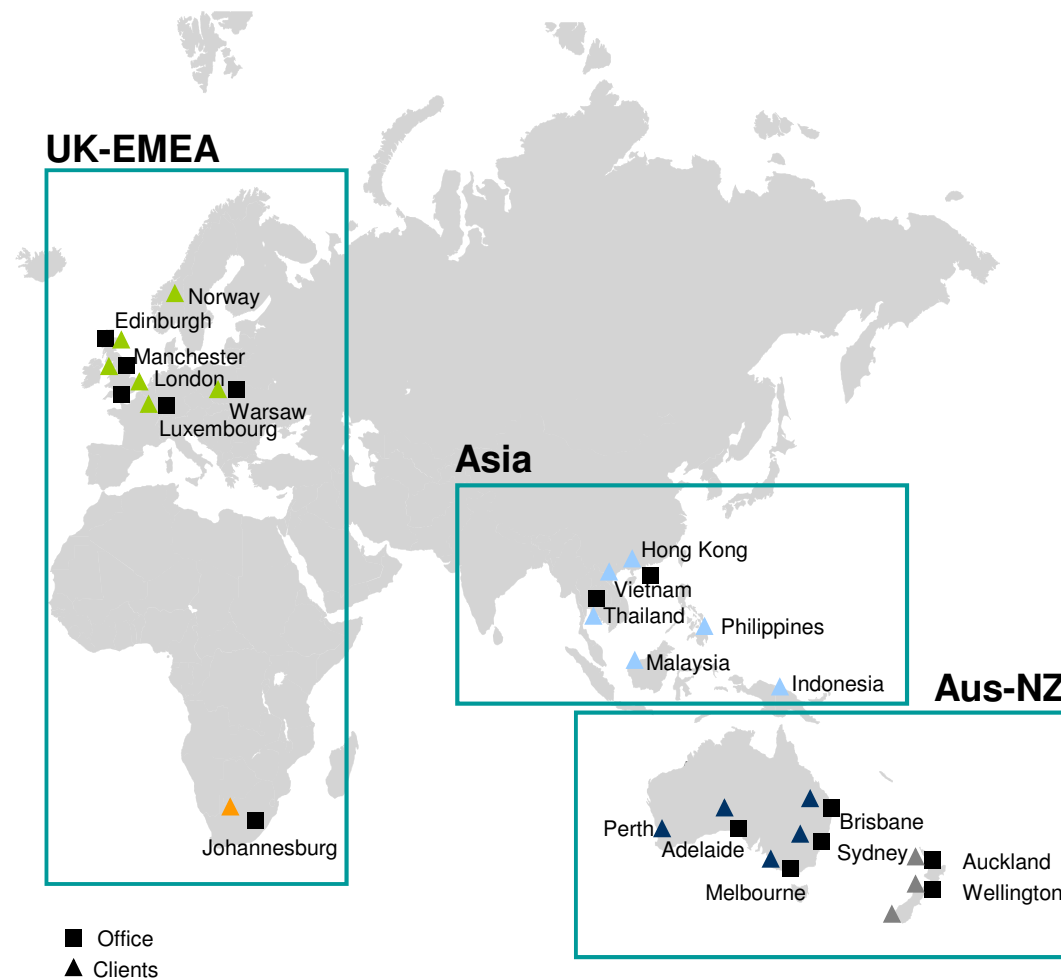
Strategy and outlook

Iain Dunstan, Group CEO & Managing Director

Expanding our footprint in three key regions



Bravura supports more than 180 financial institutions globally with offices across APAC and EMEA



- 570 employees are located in 14 offices across 9 countries
- Most recent acquisition of the GTAS division from Citigroup in Poland, added the Warsaw office
- Expanded footprint in Eastern Europe

Strong market position internationally



Australia and New Zealand



- Continue to grow and support existing customer base
- Expand life and pensions/superannuation market share
- Invest R&D by completing development of corporate superannuation functionality in the Sonata Suite
- Win new opportunities with the unique functional and tax capability of the Sonata Suite
- Utilise market leading position in managed accounts to move into complimentary opportunities (e.g. Trustee, Fixed Interest)

Asia



- Expand Asian client footprint in target Asian countries of Hong Kong, China, Vietnam, Thailand and Korea
- Increase market share of Asian insurance applications
- Launch transfer agency applications into region
- Grow the size of our consulting practice

EMEA



- Continue to grow UK Wrap, SIPP's and pensions market
- Expand life and pensions capability
- Enhance Rufus functionality to existing and new Rufus clients
- Implement first South African wrap client and expand office in Johannesburg
- Further expand Eastern European presence

Client-oriented strategy



- Focus on delivering to our clients:
 - Superior products through continued R&D spend
 - Improved speed to market
 - Greater efficiency
 - Reduced costs
 - Better service for their customers
- Benefits for Bravura:
 - Increased barriers to entry
 - Long-term client relationships
 - Top line growth and margin expansion
 - Economies of scale
 - Long-term sustainable growth

Outlook



- Stronger balance sheet to support continued growth
- Strong pipeline of sales opportunities
- Improving sentiment reflected in customer discussions
 - Uncertainty surrounding timing of customer contracts remains
- Focusing on improving EBITDA margins
 - Delivering benefits on acquisition integration
 - Initiatives to address lower margin products
- Better positioned at AGM to provide FY10 guidance