# FY21 FULL YEAR RESULTS **PRESENTATION**

10 August 2021

Stuart Irving, Chief Executive Officer and President

Nick Oldfield, Chief Financial Officer



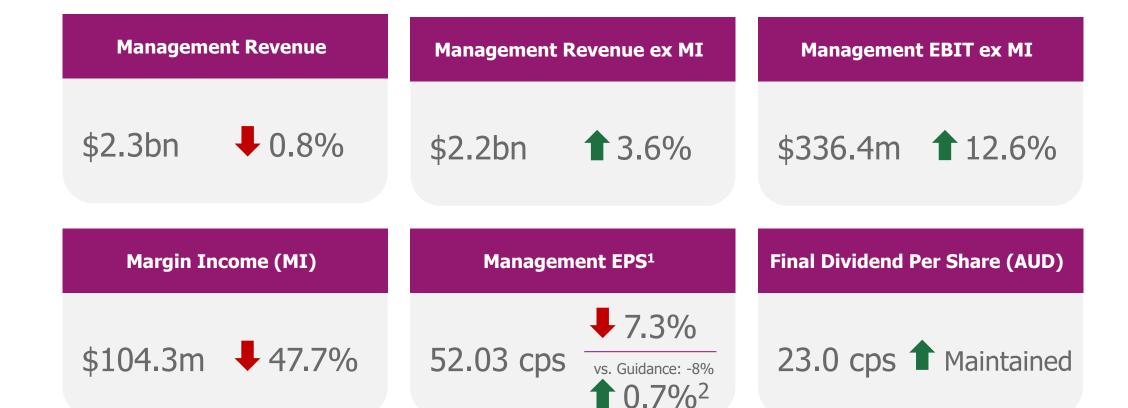


**CERTAINTY** 

INGENUITY ADVANTAGE

### FY21 Results

### Strong second half performance, delivered on earnings guidance



Notes: All figures in this presentation are presented in USD millions and in constant currency, unless otherwise stated. Reconciliation of statutory to management results can be found on slide 25.

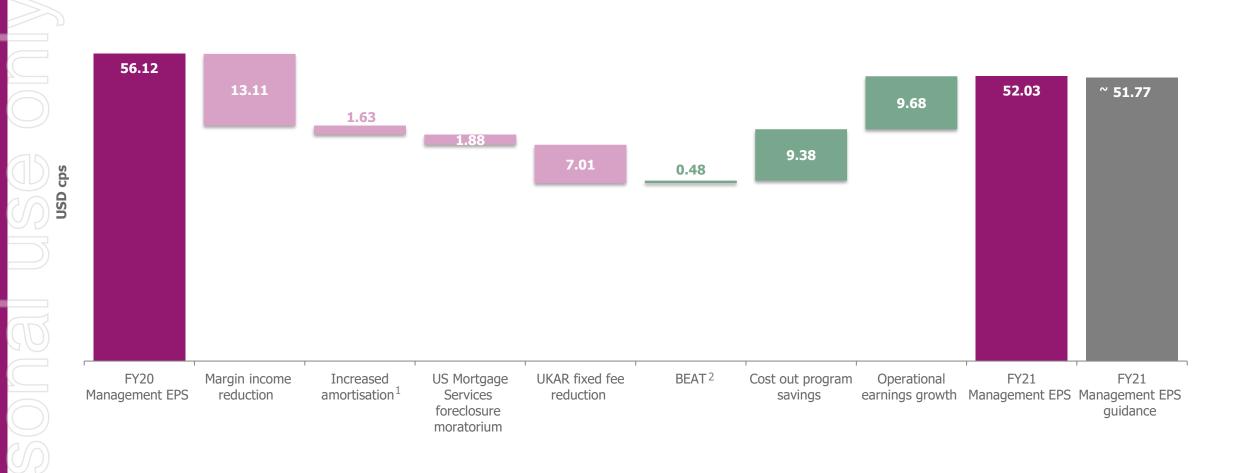
<sup>&</sup>lt;sup>1</sup> Management EPS of 52.03 cps is calculated on a pre-rights issue basis, weighted average number of shares (WANOS) was 540,879,593. FY21 Management EPS down 7.3% vs FY20 Management EPS of 56.12. FY21 Management EPS including rights issue is 50.30 cps. FY20 Management EPS adjusting for the bonus element in the 2021 rights issue is 55.57 cps.





## FY21 Management EPS

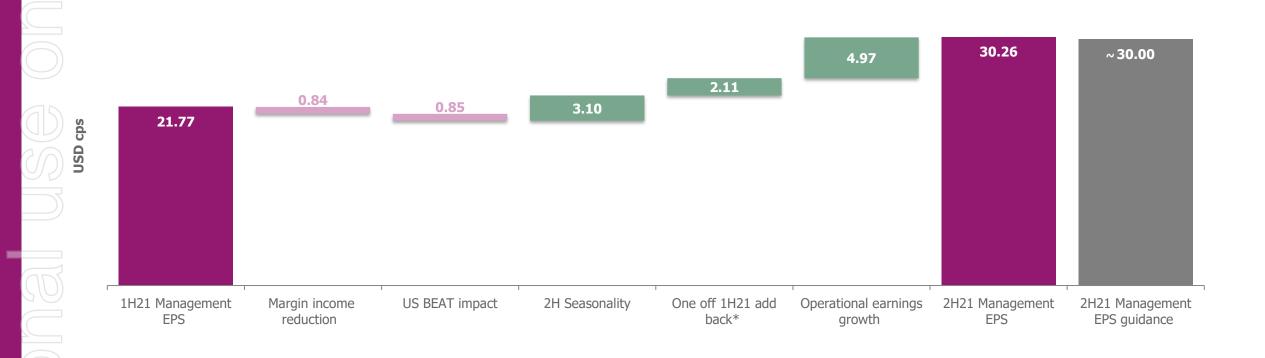
Robust operational earnings growth and cost saves with lower margin income



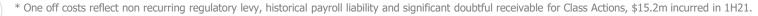


### 2H21 Management EPS

Operational earnings growth and seasonality drive 2H improvement



FY20 Management EPS is 56.12 cents per share in FY20 constant currency. FY21 Management EPS per guidance, is 51.77 cents per share circa down 8%. Final FY21 Management EPS is 52.03 cents per share, down 7.3%.





# 2H21 Summary

Solid growth in Issuer Services and Plans, Bankruptcy and US Mortgage Services subdued, Margin income in line with expectations

Issuer Services revenue growth across all key operating segments

New client wins in Employee Share Plans, together with recovery in trading volumes

Consistent performance in Canadian Corporate Trust

Wells Fargo Corporate Trust Services acquisition announced and integration planning well underway<sup>1</sup>

Higher than expected client balances did not flow through to margin income as rate environment remains subdued

Ongoing foreclosure moratorium and elevated run-off continued to impact US Mortgage Services revenues and profitability

UK Mortgage Services cost out program upgraded, slight delay in delivery of Equatex synergies

Market driven slowdown in 2H Bankruptcy activity



### FY22 Outlook

### Management EPS to be up around 2%, including CCT and rights issue

#### **Guidance**

In constant currency, for FY22 we expect:

|                                     | Margin | Income           |       | nent EBIT<br>MI  | Manager | nent EPS         |
|-------------------------------------|--------|------------------|-------|------------------|---------|------------------|
|                                     | FY22   | Change vs<br>pcp | FY22  | Change vs<br>pcp | FY22    | Change vs<br>pcp |
| Legacy CPU                          | 107.0  | Flat             | 350.0 | +3.2%            | 54.7    | +4.2%            |
| CCT (assumed 8 months contribution) | 38.0   | -                | 1.8   | -                | 4.3     | -                |
| Rights Issue impact                 |        |                  |       |                  | (5.6)   | -                |
| Total                               | 145.0  | +35.5%           | 351.8 | +3.7%            | 53.4    | +1.8%            |

CCT earnings accretive on an annualised basis

#### **Key assumptions**

- > Margin Income revenue around \$145m including CCT
- > Equity and interest rate markets remain at current levels / in line with current market expectations. Group tax rate between 26.0% 28.0%
- > Earnings skewed towards 2H with full six months CCT contribution and typical seasonal impacts. CCT acquisition targeted to complete October/November 2021
- > For constant currency comparisons, FY21 average exchange rates are used to translate the FY22 earnings to USD<sup>1</sup>
- > Weighted average number of shares (WANOS) of 540,879,593 in FY21 and 603,729,336 in FY22

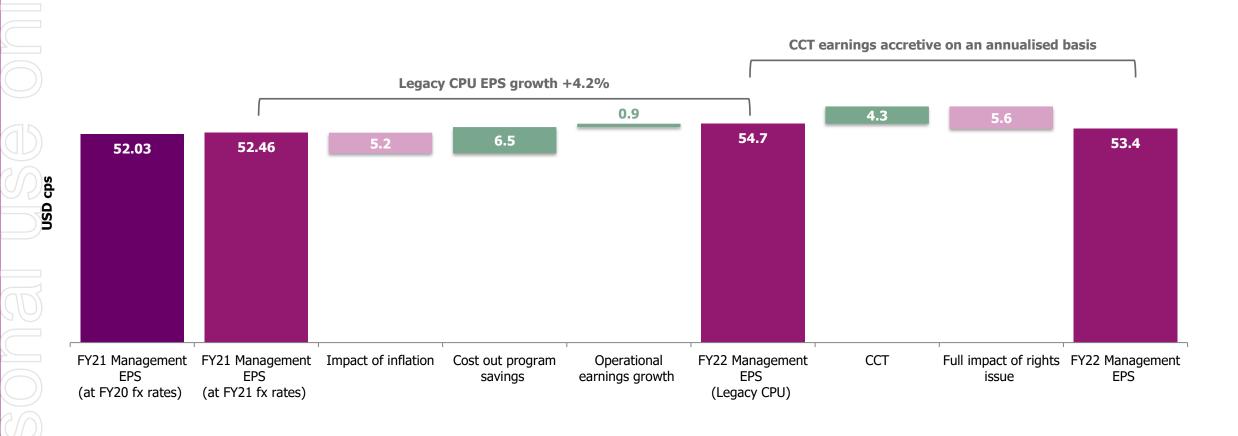
Notes: For comparative purposes FY21 Margin Income is **\$107.0m**, Management EBIT ex Margin Income is **\$339.1m** and Management EPS is **52.46** cents per share all translated at FY21 constant currency. FY21 WANOS excluding rights issue is 540,879,593. Post rights issue, FY21 Management EPS is 50.71 cps assuming a WANOS of 559,519,258. FY22 Management EPS is 53.39 cps assuming a WANOS of 603.729.336.

<sup>1</sup> Refer to slide 76 for constant currency conversion rates.



# FY22 Management EPS guidance bridge

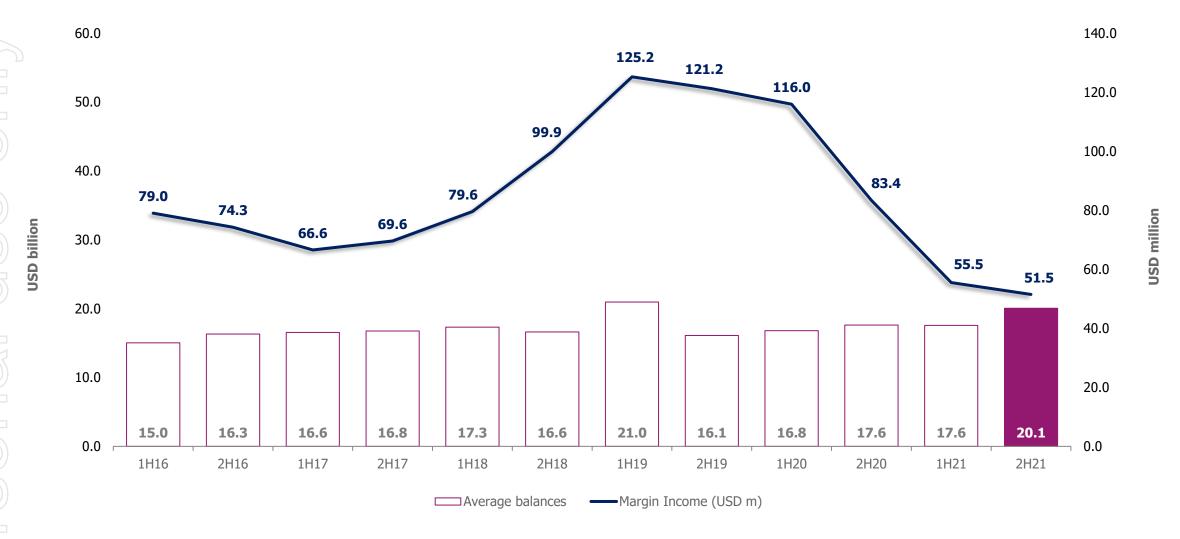
Management EPS expected to be up around 2% on pcp





# Margin Income

### FY21 Margin income in line with expectations

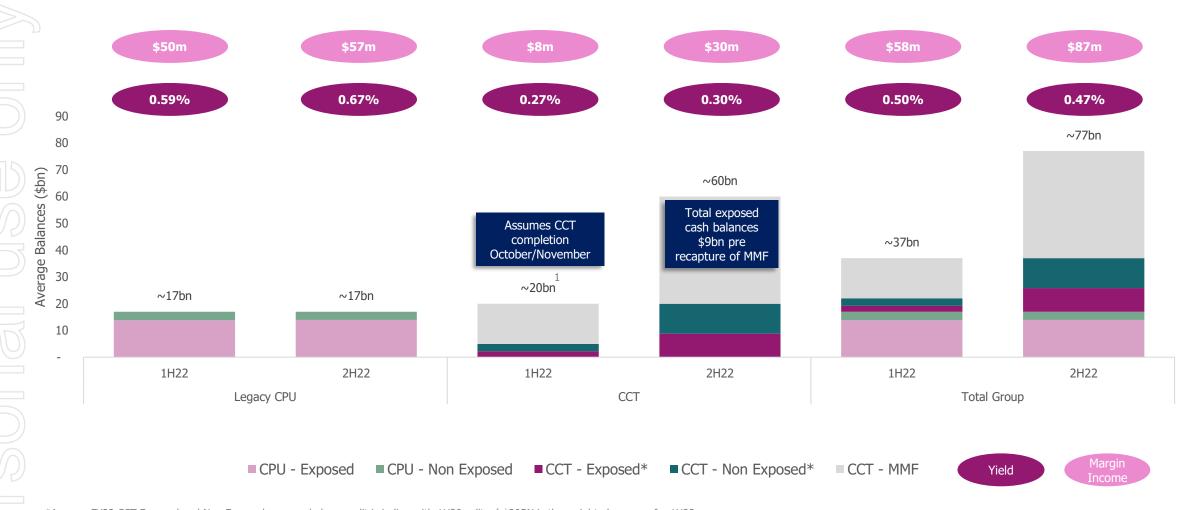




## Margin Income – FY22 Outlook

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Group Margin income expected to be around \$145m, including CCT





### **Issuer Services**

### Successfully growing into new Issuer Services markets

| Mgmt EBIT ex. MI     |   |        |  |  |  |  |  |
|----------------------|---|--------|--|--|--|--|--|
| \$227.1m             | 1 | 26.3%  |  |  |  |  |  |
| Margin: <b>24.4%</b> | 1 | 240bps |  |  |  |  |  |

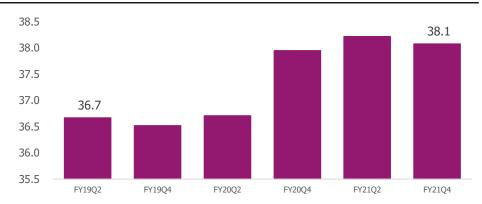
| Revenue breakdown                   | FY21 CC | FY20 Actual | CC Variance |
|-------------------------------------|---------|-------------|-------------|
| Register Maintenance*               | \$645.3 | \$625.1^    | +3.2%       |
| Corporate Actions*                  | \$126.4 | \$93.4      | +35.3%      |
| Stakeholder Relationship Management | \$85.5  | \$58.7      | +45.7%      |
| Governance Services <sup>1</sup>    | \$74.2  | \$38.9^     | +90.7%      |
| Margin Income                       | \$43.8  | \$78.7      | -44.3%      |
| Total revenue                       | \$975.1 | \$894.7     | +9.0%       |
| Mgmt EBITDA                         | \$273.9 | \$260.5     | +5.1%       |
| Mgmt EBITDA margin                  | 28.1%   | 29.1%       | -100bps     |

<sup>\*</sup> Revenue excluding Margin Income

#### FY21 key priorities



#### Global managed shareholder accounts (millions)



Steady growth demonstrated since 2019



<sup>&</sup>lt;sup>1</sup> Previously referred to as "Issuer Services – Other" and includes Registered Agent and Company Secretarial services.

<sup>&</sup>lt;sup>2</sup> Excludes uncontrollable losses (eg Delisting, M&A).

<sup>^</sup> Reclassification of \$0.7m from Register Maintenance to Governance Services in FY20.

### **Issuer Services outlook**

#### **Growth drivers**



Increasing regulatory complexity driving stronger corporate focus on governance and compliance



Increasing demand for digitised solutions



Outsourcing facilitates access to better technology, lower cost and a higher quality solution

|   | FY22 outlook  | FY22 key priorities   | Organic med          | ium term | outlook   |
|---|---|---|----------------------|----------|-----------|
| • | Ongoing momentum in Governance<br>Services revenues   | Ongoing investment in front office capabilities to leverage over 10k sticky and long standing client relationships across a range of products and services                                | Revenue ex MI        | 1        | 0-3% p.a. |
| • | Corporate Actions and Stakeholder<br>Relationship Management event<br>based revenues not expected to<br>repeat at same levels | Investment in product innovation to create market leading client and enduser experience   | EBIT ex MI           | 1        | 0-5% p.a. |
| • | Inflationary cost pressures in operational centres in key markets   | Drive organic growth in our adjacent market segments to broaden product offering and expand share of wallet:  > Registered agent > Private markets > Managed Company Secretarial services | EBIT ex MI<br>Margin | •        | Improving |



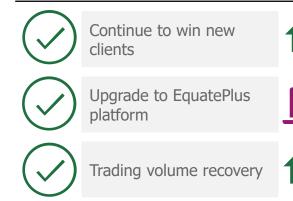
# **Employee Share Plans**

### Strong revenue growth and margin expansion

| Mgmt EBIT ex. MI#    |   |        |  |  |
|----------------------|---|--------|--|--|
| \$69.0m              | 1 | 68.3%  |  |  |
| Margin: <b>22.6%</b> | 1 | 790bps |  |  |

| Revenue breakdown     | FY21 CC | FY20 Actual | CC Variance |
|-----------------------|---------|-------------|-------------|
| Fee revenue           | \$138.5 | \$133.2*    | +4.0%       |
| Transactional revenue | \$154.2 | \$133.2*    | +15.8%      |
| Other revenue         | \$4.0   | \$11.2      | -64.3%      |
| Margin income         | \$11.9  | \$12.5      | - 4.8%      |
| Total revenue         | \$308.5 | \$290.1     | +6.3%       |
| Mgmt EBITDA           | \$78.1  | \$55.8      | +40.0%      |
| Mgmt EBITDA margin    | 25.3%   | 19.2%       | +610bps     |

#### FY21 key priorities

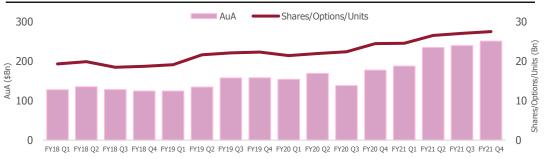


FY21 growth net new clients

EquatePlus now has >3m participants on the platform across EMEA and Australia

Trading behaviors exceeded pre pandemic levels in the second half

#### Outstanding shares and options under administration



> Outstanding shares/options/units under administration increased 13% YoY to 27bn as the equitization of remuneration trend continues with many corporates issuing equity deeper into the organisations.



<sup>\*</sup>Reclassification of \$4.3m from fee revenue to transactional revenue in FY20.

<sup>#</sup>FY21 impacted by \$5.9m of one-off regulatory costs associated with Brexit transition. Adjusted EBIT ex MI \$74.9m +82.7%, margin 24.6%, +990bps.

# Employee Share Plans outlook

#### **Growth drivers**



Equitization of remuneration – issuing more equity as compensation and deeper into organisations



Technology solutions and employee access and ease of use



Globalisation of workforces and increasingly complex regulation are driving corporates to seek global service partners to provide compliant and consistent solutions

| 5 | FY22 outlook   |   | FY22 key priorities   | Organic medi         | um terr | n outlook   |
|---|--|---|---|----------------------|---------|-------------|
|   | Recent client wins driving improvement in fees ex margin income                    | 1 | Complete roll out of EquatePlus platform outside of EMEA  | Revenue ex MI        | •       | 3 - 6% p.a. |
|   | Slight delay in Equatex synergies as the program expands outside of Europe         | 2 | Investment in product innovation and service excellence to create market leading customer and user experience                       | EBIT ex MI           | •       | 4 - 8% p.a. |
|   | Growth in units under administration underpins expected growth in trading revenues | 3 | Continue to drive organic growth and penetration at the client level, increasing participant numbers and units under administration | EBIT ex MI<br>margin | •       | Improving   |



## Mortgage Services

### US impacted by pandemic driven headwinds; UK cost out on track

| Mgmt             | EBIT ex | . MI <sup>2</sup> |
|------------------|---------|-------------------|
| -\$4 <b>.</b> 2m | 1       | 112.5%            |

Margin: **-0.7%** 



620bps

| Revenue breakdown                  | FY21 CC | FY20 Actual | CC Variance |
|------------------------------------|---------|-------------|-------------|
| US Mortgage Services*              | \$446.4 | \$414.5     | +7.7%       |
| US Mortgage Services Margin Income | \$3.7   | \$24.2      | -84.7%      |
| UK Mortgage Services               | \$124.6 | \$196.6     | -36.6%      |
| Total revenue                      | \$574.8 | \$635.4     | -9.5%       |
| Mgmt EBITDA <sup>1</sup>           | \$103.3 | \$127.3     | -18.9%      |
| Mgmt EBITDA margin                 | 18.0%   | 20.0%       | -200bps     |

<sup>\*</sup> Revenue excluding Margin Income

#### FY21 key priorities



Growth in YoY US capital light revenues



Expansion of recapture capability



Delivery of UK cost out program

+16.8%

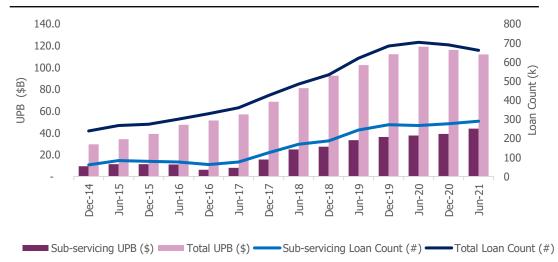
Increase in capital light sub servicing UPB

\$215m

Recaptured UPB through 2H

\$37.4m cost savings delivered in FY21

#### Growth in Sub-Servicing







# Mortgage Services outlook

#### **Growth drivers**



Ending of foreclosure moratoriums and withdrawal of Government support packages should lead to special servicing opportunities from 2H onwards



Strong levels of market liquidity driving demand for MSR and interest in capital light solutions to leverage CPU MSR co-issue channel



Origination levels likely to remain relatively elevated, reflecting ongoing low rate environment, driving stronger demand for outsourced fulfilment and (in the UK) Lender in the Box type solutions

| <br>FY22 outlook  | FY22 key priorities  | Organic medium term outlook                      |  |
|---|--|--|--|
| Pipeline of fulfilment clients to be fully implemented in the year driving revenue growth | Complete implementation of new Loan Origination System together with current pipeline of new fulfilment clients                                  | Revenue ex MI 5 - 10% p.a.                       |  |
| Execution of capital light partnership strategy to support growth in servicing portfolio  | Execute and implement capital light partnership model to establish permanent capital support and help drive future growth in servicing portfolio | EBIT ex MI  EBIT ex MI  Improving                |  |
| Government restrictions continue to impact 1H; 2H recovery                                | Ongoing investment in automation and efficiency initiatives across Servicing and Origination functions to lower cost to serve                    | Return on Invested Capital  Improving  Improving |  |



### **Business Services**

### Consistent delivery in Corporate Trust, Bankruptcy & Class Actions subdued in 2H

| Mgmt EBIT | ex. | Margin | Income |
|-----------|-----|--------|--------|
|           |     |        |        |

\$20.4m

Margin: 11.5%



510bps

| Revenue breakdown  | FY21 CC | FY20 Actual | CC Variance |
|--------------------|---------|-------------|-------------|
| Corporate Trust*   | \$54.5  | \$54.8      | -0.5%       |
| Bankruptcy*        | \$64.6  | \$47.3      | +36.6%      |
| Class Actions*     | \$59.2  | \$85.3      | -30.6%      |
| Margin Income      | \$28.8  | \$56.2      | -48.8%      |
| Total revenue      | \$207.1 | \$243.6     | -15.0%      |
| Mgmt EBITDA        | \$51.0  | \$88.2      | -42.2%      |
| Mgmt EBITDA margin | 24.6%   | 36.2%       | -1,160bps   |

<sup>\*</sup> Revenue excluding Margin Income

#### FY21 key priorities

Expansion in Corporate Trust US Services



Bankruptcy revenue arowth



Deliver on global Class Action opportunities



FY21 YoY growth in US **35%** Corporate Trust mandates

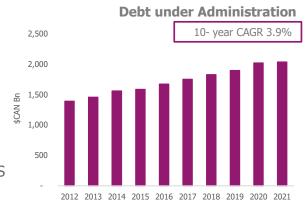


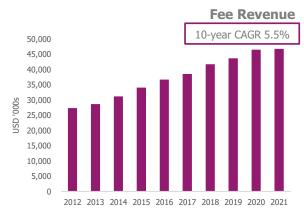
FY21 revenue



Class Action case wins in South Africa, Canada and US

#### Corporate Trust Canada, positive long-term trends







### **Business Services outlook**

#### **Growth drivers**



Ongoing growth in debt under administration



Timing of withdrawal of Government stimulus key to recovery in bankruptcy volumes



Covid related Class Actions activity expected across a range of sectors

| FY22 outlook |  |   | FY22 key priorities  | Organic medium term outlook |          |             |  |
|--------------|--|---|--|-----------------------------|----------|-------------|--|
| )<br>]<br>]  | Ongoing growth in Canadian Corporate Trust   | 1 | Continue to add Canadian Corporate<br>Trust mandates   | Revenue ex MI               | <b>1</b> | 3 - 5% p.a. |  |
|              | In Class Actions, one off expenses related to litigation and claims settlement will not repeat, improving FY22 operating margins | 2 | Implementation of system enhancements and process automation related efficiency initiatives, to drive down cost to serve                         | EBIT ex MI                  | •        | 2 - 5% p.a. |  |
|              | Bankruptcy revenues start to recover 2H22, not anticipated at same level given 1H21 cyclical peak                                | 3 | Investment in our front office skills and capabilities to ensure we are properly positioned to execute on the market opportunities as they arise | EBIT ex MI<br>Margin        | <b>→</b> | Consistent  |  |



### CCT acquisition update

### Separation readiness activities in full flight

Transaction update

- > Transaction to complete October / November 2021
- > Key regulatory approvals received
- Business to be renamed CCT
- > Frank Madonna, Computershare Global Head of Operations, new CEO of CCT

Integration and Synergies

- > Close and Separation Readiness activities well progressed across employee, facilities, systems and mandate transfer
- Computershare has undertaken virtual and in-person townhalls with CCT staff, positive reaction received and good momentum towards integration
- > Synergy realisation plan unchanged from transaction announcement
- > Integration work undertaken to date continues to validate transition cost plan

Financial update

- > CCT business continues to perform in line with expectations during closing period
- > CCT will report as a separate division, Business Services to remain as is, incorporating existing Canadian Corporate Trust business during the integration period.
- > Guidance disclosed separately, slide 6



# FY21 Management results summary

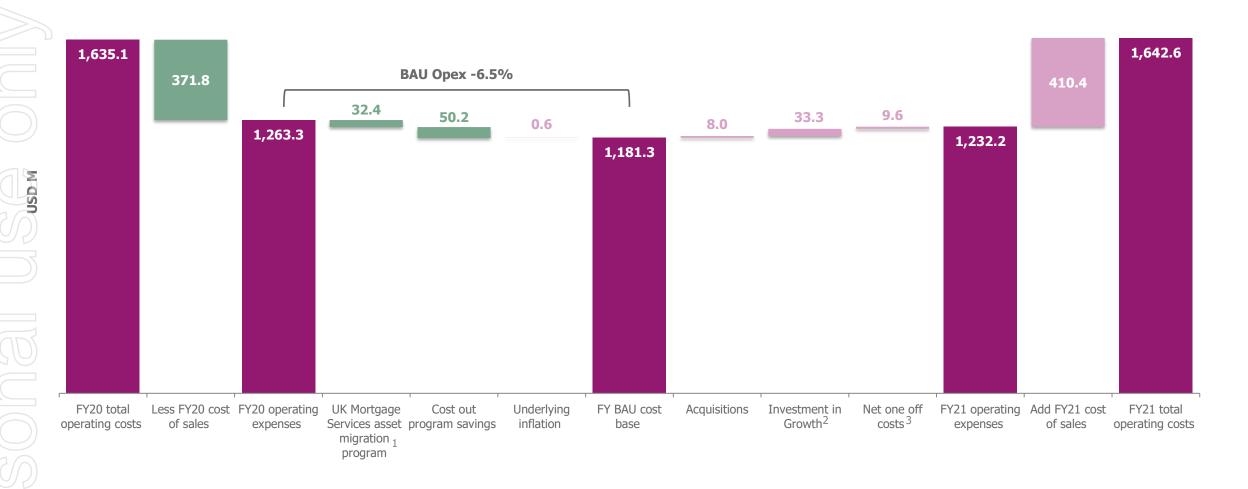
Strong operating result and margin expansion offset by margin income decline

|   | FY21 Actual<br>(at FY20 CC) | FY20 Actual | Variance   | FY21 Actu |
|---|-----------------------------|-------------|------------|-----------|
| Total revenue ex Margin Income                  | \$2,157.7                   | \$2,081.8   | +3.6%      | \$2,215.8 |
| Margin Income                                   | \$104.3                     | \$199.4     | -47.7%     | \$107.0   |
| Total revenue                                   | \$2,262.0                   | \$2,281.2   | -0.8%      | \$2,322.8 |
| Operating costs                                 | \$1,642.6                   | \$1,635.1   | +0.5%      | \$1,695.0 |
| Share of net profit/(loss) of associates and jv | \$0.4                       | \$0.2       | +100%      | \$0.4     |
| EBITDA  | \$619.8                     | \$646.4     | -4.1%      | \$628.2   |
| Depreciation                                    | \$72.5                      | \$77.5      | -6.5%      | \$75.0    |
| Amortisation                                    | \$106.6                     | \$70.8      | +50.6%     | \$107.1   |
| EBIT  | \$440.7                     | \$498.0     | -11.5%     | \$446.1   |
| EBIT ex Margin Income <sup>1</sup>              | \$336.4                     | \$298.7     | +12.6%     | \$339.1   |
| EBIT ex Margin Income margin (%)                | 15.6%                       | 14.3%       | +130bps    | 15.3%     |
| Interest expense                                | \$53.6                      | \$66.3      | -19.2%     | \$54.9    |
| Profit Before Tax                               | <u>\$387.1</u>              | \$431.7     | -10.3%     | \$391.2   |
| Income tax expense                              | \$105.4                     | \$127.8     | -17.5%     | \$107.2   |
| Management NPAT                                 | \$281.4                     | \$303.8     | -7.4%      | \$283.7   |
| Management EPS (cents) <sup>2</sup>             | 52.03                       | 56.12       | -7.3%      | 52.46     |
| Recurring Revenue                               | 75.9%                       | 77.7%       | -180bps    |           |
| ROE <sup>3</sup>                                | 16.0%                       | 19.5%       | -350bps    |           |
| ROIC <sup>4</sup>                               | 10.7%                       | 12.2%       | -150bps    |           |
| Final Dividend Per Share (cents)                | 23.0                        | 23.0        | Maintained |           |



# Operating expense analysis

Disciplined cost out programs reduce BAU opex 6.5%



<sup>&</sup>lt;sup>1</sup> Reflects the IT costs incurred as part of the migration to a single platform. <sup>2</sup> Increased costs to add capacity and support expansion in Corporate Actions, Stakeholder Management Relationship, Company Secretarial Services, Bankruptcy and US Mortgage Services. <sup>3</sup> Net one off costs, \$9.9m incurred in FY21.



## Cost out programs – FY21

### Expanded cost out opportunity

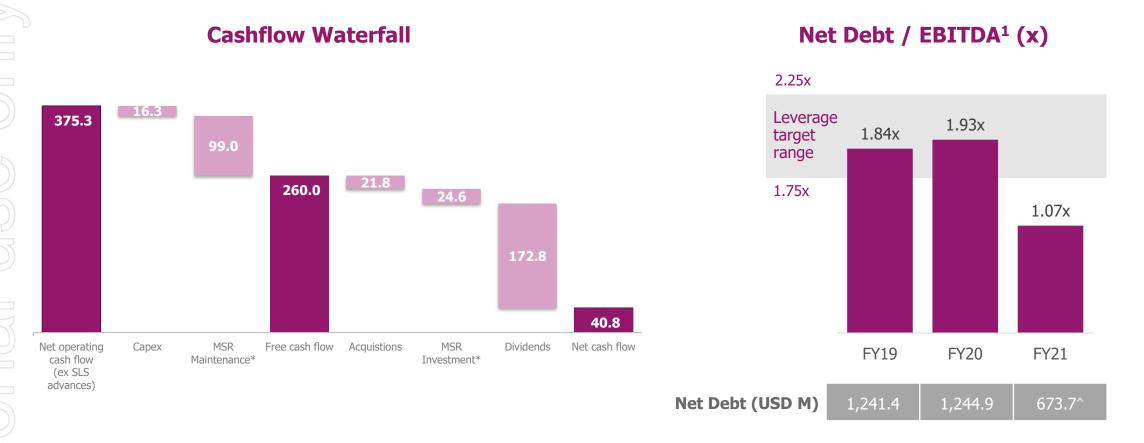
| Benefit realisation (cumulative)        |                                    |      |      |      |       |       |             |   |       |       |       |  |
|---|------------------------------------|------|------|------|-------|-------|-------------|---|-------|-------|-------|--|
| \$M<br>Activity                         | Total cost<br>savings<br>estimates | FY17 | FY18 | FY19 | FY20  | FY21  |             | FY21<br>change vs.<br>last<br>disclosure <sup>2</sup> | FY22E | FY23E | FY24E | Stage Total<br>change vs.<br>last<br>disclosure <sup>2</sup> |
| Stage 1 Total                           | 25 - 30                            | 7.8  | 14.0 | 21.8 | 28.1  | 28.1  | <b>&gt;</b> | 0.0m  | 28.1  | 28.1  | 28.1  | COMPLETE   |
| Stage 2 Total                           | 60 - 70                            | 5.9  | 35.4 | 54.1 | 62.9  | 64.3  | •           | (0.5m)  | 66.7  | 66.7  | 66.7  | ▶ 0.0m   |
| Stage 3 Total                           | 40 - 70                            |      |      | 4.3  | 15.5  | 35.6  | •           | (2.7m)  | 45.6  | 57.9  | 66.2  | ▲10.0m   |
| Total estimate                          | 125 - 170                          | 13.7 | 49.4 | 80.1 | 106.5 | 128.0 | •           | (3.2m)  | 140.4 | 152.7 | 161.0 | ▲ 10.0m  |
| Equatex synergies                       | 40                                 |      |      |      | 7.2   | 12.6  | •           | (1.7m)  | 24.0  | 40.0  | 40.0  | ▲10.0m   |
| UK Mortgage Services <sup>1</sup>       | 75                                 |      |      |      | 16.6  | 54.1  |             | 8.4m  | 75.0  | 75.0  | 75.0  | ▲10.0m   |
| Total cost savings                      | 240-285                            | 13.7 | 49.4 | 80.1 | 130.3 | 194.7 | <b>A</b>    | 3.5m  | 239.4 | 267.7 | 276.0 | ▲ 30.0m  |
| Cost to achieve (post tax) <sup>3</sup> |                                    | 20.5 | 13.4 | 25.7 | 34.5* | 52.1  | <b>A</b>    | 22.1m   | 40-45 | 15-20 | 2-5   | ▲ 15.0m  |

- > UK Mortgage Services cost out program progressing well, target upgraded from \$65m to \$75m.
- > Equatex synergies still on track with cumulative benefits of \$40m now expected. This includes synergies expected from the rest of the world as they upgrade to EquatePlus. Compared to last disclosure, there are some shifts in timing of initiatives into FY22 and FY23.
- > Benefits associated with a new ERP platform implementation have been included in Stage 3 target savings from FY23 onwards.



## Cash flow and leverage

Leverage ratio of 1.07x, expected to peak in FY22 post CCT acquisition and then organically repair



<sup>&</sup>lt;sup>1</sup> Excludes non-recourse SLS Advance debt.

<sup>\*</sup> Net cash payments for MSR purchases of \$123.6m in FY21. Net MSR investment exceeds amortisation expense by \$24.6m. Adjusting for the proceeds of an MSR transaction which completed in the first week of FY22 July, net MSR investment for the year would have been in line with the amortisation expense.





### Conclusions

#### FY21 Management EPS delivered in line with upgraded guidance

- > Strong 2H performance, 39% increase in earnings compared to 1H21
- Example 2.5% Key operating businesses are performing well Management Revenue ex. Margin Income up 3.6%, EBIT ex. MI Margin up 130 basis points
- > Cyclical business benefited from higher activity levels and stronger equity markets

#### FY21 expected to mark the bottom of the earnings cycle

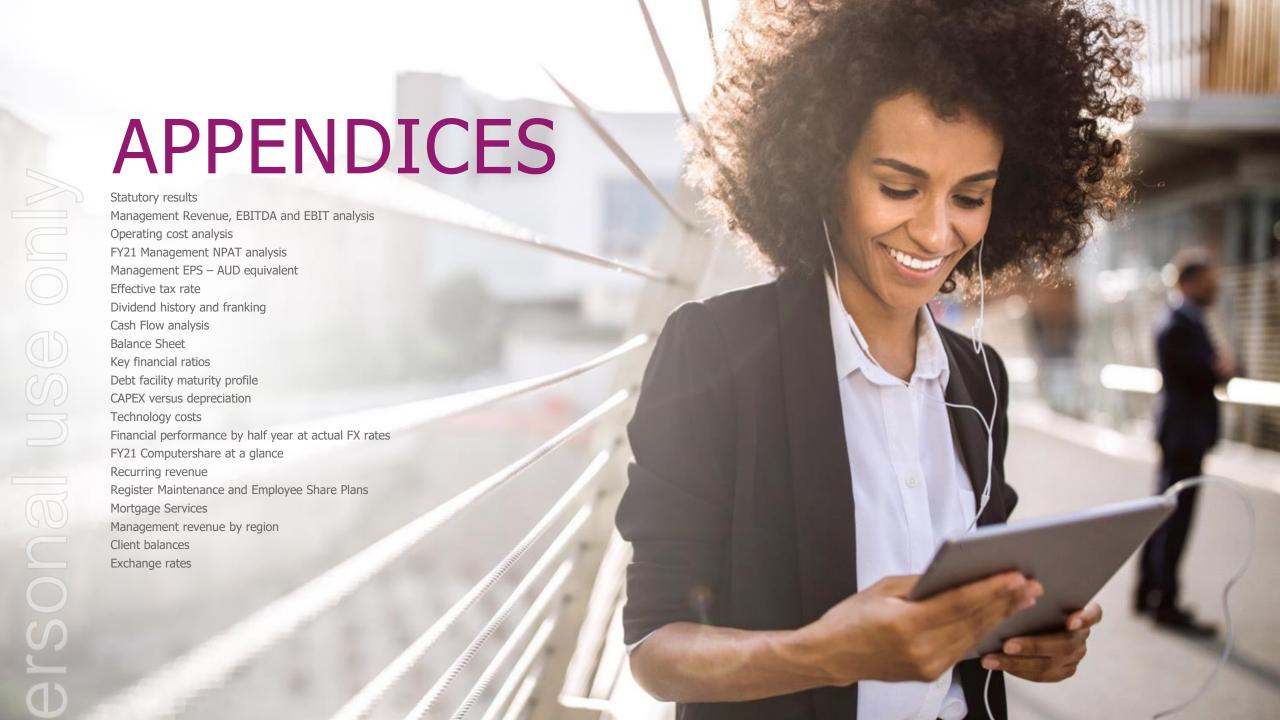
- > EPS down 7.3% for FY21
- > Record low interest rates impacted MI
- > Government restrictions on foreclosure and elevated refinancing in US Mortgage Services continued to impact revenue and profitability

#### **Earnings growth in FY22**

- > FY22 Management EPS up c.2%, reflects 4% organic growth in legacy Computershare, accretive annualised contribution from CCT and accounting for the rights issue
- > MI expected to be \$145m in FY22, including balances from CCT
- > Upgraded cost saves mitigate US wage inflation. Expect reduced performance from cyclical and event based businesses: Corporate Actions, Stakeholder Relationship Management and Bankruptcy

Executing our strategy to build high quality businesses with scale, strong recurring revenues, greater leverage to positive growth trends and increased optionality





# Statutory results

**Total Revenue per Management Results** 

**Net Profit after tax per Management Results** 

|  | <u> </u>    |              |          |  |  |  |  |  |  |  |
|--|-------------|--------------|----------|--|--|--|--|--|--|--|
| <b>Total Revenues</b>                    | \$2,334.1m  | \$2,281.2m   | +2.3%    |  |  |  |  |  |  |  |
| Total Expenses                           |             |              |          |  |  |  |  |  |  |  |
| Statutory Net Profit (post NCI)          |             |              |          |  |  |  |  |  |  |  |
| Earnings per share (post NCI)            | 33.77 cents | 42.55 cents* | -20.6%   |  |  |  |  |  |  |  |
|  |             |              |          |  |  |  |  |  |  |  |
| <b>Reconciliation of Statutory Reven</b> | FY21        |              |          |  |  |  |  |  |  |  |
| Total Revenue per statutory resul        | \$2,334.1m  |              |          |  |  |  |  |  |  |  |
|  |             |              |          |  |  |  |  |  |  |  |
| Management Adjustments                   |             |              |          |  |  |  |  |  |  |  |
| Gain on Disposal of the Group's sharel   | (\$11.2)    |              |          |  |  |  |  |  |  |  |
| Total Management Adjustments             |             |              | (\$11.2) |  |  |  |  |  |  |  |
|  |             |              |          |  |  |  |  |  |  |  |

**FY21** 

| Reconciliation of Statutory NPAT to Management Results | FY21     |
|--|----------|
| Net profit after tax per statutory results             | \$189.0m |
| Management Adjustments (after tax)                     |          |
| Amortisation   | \$42.7   |
| Acquisitions and Disposals                             | \$24.5   |
| Other  | \$27.5   |
| Total Management Adjustments                           | \$94.8   |
|  |          |

- Management results are used, along with other measures, to assess operating business performance. The Company believes that exclusion of certain items permits better analysis of the Group's performance on a comparative basis and provides a better measure of underlying operating performance.
- > Management adjustments are made on the same basis as in prior years.
- Non-cash management adjustments include significant amortisation of identified intangible assets from businesses acquired in recent years, which will recur in subsequent years, asset disposals and other one-off charges.
- Cash adjustments are predominantly expenditure on acquisition-related and other restructures and will cease once the relevant acquisition integrations and restructures are complete.
- > A full description of all management adjustments is included on slide 26.
- The non-IFRS financial information contained within this document has not been reviewed or audited in accordance with Australian Auditing Standards.

FY20 Vs FY20 (pcp)

\$2,322.8m

\$283.7m



<sup>\*</sup>Earnings per share is restated by adjusting the weighted average number of ordinary shares in order to incorporate the bonus element in the 2021 rights issue, as per AASB 133.

## Management adjustment items

### Appendix 4E note 3

#### Amortisation

> Customer relationships and most of other intangible assets that are recognised on business combinations or major asset acquisitions are amortised over their useful life in the statutory results but excluded from management earnings. The amortisation of these intangibles in the year ended 30 June 2021 was \$42.7 million. Amortisation of mortgage servicing rights, certain acquired software as well as intangibles purchased outside of business combinations is included as a charge against management earnings.

#### **Acquisitions and disposals**

- > \$22.9 million of expenses were incurred for the ongoing integration of Equatex including rollout of the acquired software. Acquisition related expenses were incurred for the acquisition of Wells Fargo of \$9.0 million, including a \$5.6 million foreign exchange loss on derivatives used to fix the amount of USD needed to fund the acquisition from the AUD equity issue. Additionally, costs in the sum of \$1.7 million were incurred for redundancies associated with delivering synergies from other recent acquisitions, Corporate Creations and Verbatim.
- > Disposal of the Group's shareholding in Euroclear Holding SA/NV resulted in a gain of \$9.1 million.

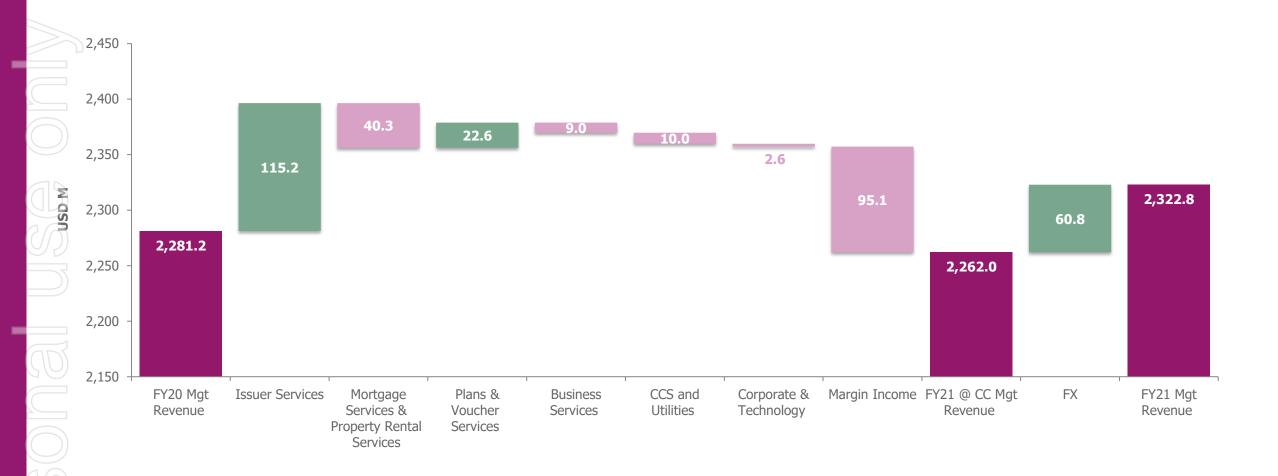
#### Other

- > Costs of \$29.2 million were incurred in the current reporting period in respect of major restructuring programmes spanning several years. \$22.1 million of these costs related to UK mortgage services including the costs associated with workforce reductions and a property rationalisation programme. \$2.5m was related to the Global Operations transformation and \$2.8m was incurred on other property rationalisation across the Group.
- > A \$3.2 million gain arose from a reversal of a provisional tax liability associated with a previously identified business issue that has now been resolved.
- > Revaluation of derivatives that have not received hedge designation or the ineffective portion of derivatives in hedge relationships is taken to profit or loss in the statutory results. The impact in the current reporting period was a loss of \$1.6 million.



### Management revenue bridge

Increased operating revenue from Issuer Services, Plans and Bankruptcy





# Management revenue by business stream

Revenues down 0.8%, +3.6% excluding Margin Income

|  | FY21 Rev<br>@ CC | FY21 MI<br>@ CC | FY21 Rev<br>ex MI @<br>CC | FY20<br>Rev | FY20<br>MI | FY20 Rev<br>ex MI | Rev CC<br>Variance | Rev ex MI<br>CC<br>Variance |
|--|------------------|-----------------|---------------------------|-------------|------------|-------------------|--------------------|-----------------------------|
| Issuer Services                              | 975.1            | 43.8            | 931.3                     | 894.7       | 78.7       | 816.1             | +9.0%              | +14.1%                      |
| Mortgage Services & Property Rental Services | 599.5            | 27.8            | 571.8                     | 665.1       | 53.1       | 612.0             | -9.9%              | -6.6%                       |
| Employee Share Plans & Voucher Services      | 319.8            | 4.0             | 315.9                     | 304.6       | 11.4       | 293.2             | +5.0%              | +7.7%                       |
| Business Services                            | 207.1            | 28.8            | 178.3                     | 243.6       | 56.2       | 187.4             | -15.0%             | -4.9%                       |
| Communication Services & Utilities           | 158.8            | -               | 158.8                     | 168.8       | -          | 168.8             | -5.9%              | -5.9%                       |
| Corporate & Technology                       | 1.7              | -               | 1.7                       | 4.2         | -          | 4.2               | -59.5%             | -59.5%                      |
| Total Group                                  | 2,262.0          | 104.3           | 2,157.7                   | 2,281.2     | 199.4      | 2,081.8           | -0.8%              | +3.6%                       |



# Revenue excluding Margin Income at actual FX rates

| Revenue breakdown                    | 1H21 Actual | 2H21 Actual | FY21 Actual | 1H20 Actual | 2H20 Actual | FY20 Actual |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Register Maintenance*                | 306.4       | 357.5       | 663.9       | 300.9       | 324.2       | 625.1^      |
| Corporate Actions*                   | 66.4        | 63.0        | 129.4       | 48.5        | 44.9        | 93.4        |
| Stakeholder Relationship Management* | 35.5        | 51.2        | 86.7        | 18.1        | 40.6        | 58.7        |
| Governance Services*                 | 34.6        | 40.4        | 75.0        | 12.4        | 26.5        | 38.9^       |
| Margin Income                        | 22.1        | 22.1        | 44.2        | 44.4        | 34.3        | 78.7        |
| Total Issuer Services Revenue        | 465.0       | 534.3       | 999.3       | 424.3       | 470.4       | 894.7       |
|                                      |             |             |             |             |             |             |
| US Mortgage Services*                | 213.1       | 233.3       | 446.4       | 209.4       | 205.1       | 414.5       |
| US Mortgage Services Margin Income   | 2.1         | 1.6         | 3.7         | 17.9        | 6.3         | 24.2        |
| UK Mortgage Services                 | 68.7        | 63.8        | 132.5       | 101.6       | 95.0        | 196.6       |
| Total Mortgage Services Revenue      | 283.9       | 298.7       | 582.6       | 328.9       | 306.5       | 635.4       |
|                                      |             |             |             |             |             |             |
| Corporate Trust*                     | 25.8        | 30.4        | 56.3        | 24.2        | 30.6        | 54.8        |
| Bankruptcy*                          | 41.3        | 23.4        | 64.6        | 18.5        | 28.8        | 47.3        |
| class Actions*                       | 31.6        | 28.3        | 59.9        | 45.3        | 40.0        | 85.3        |
| Margin Income                        | 15.7        | 13.7        | 29.4        | 32.9        | 23.3        | 56.2        |
| Total Business Services Revenue      | 114.4       | 95.8        | 210.2       | 120.8       | 122.8       | 243.6       |



<sup>\*</sup> Revenue excluding Margin Income.

<sup>^</sup> Reclassification of \$0.7m from Register Maintenance to Governance Services in FY20.

# EBITDA by business stream

### EBITDA ex Margin Income \$515.5m, up 15.3%

|   | FY21<br>EBITDA<br>@ CC | FY20<br>EBITDA | CC<br>Variance | FY21 @<br>CC Op.<br>Margin | FY20 Op.<br>Margin |  |
|---|------------------------|----------------|----------------|----------------------------|--------------------|--|
| Issuer Services                                 | 273.9                  | 260.5          | +5.1%          | 28.1%                      | 29.1%              |  |
| Mortgage Services & Property<br>Rental Services | 114.5                  | 141.2          | -18.9%         | 19.1%                      | 21.2%              |  |
| Employee Share Plans & Voucher Services         | 86.3                   | 65.7           | +31.4%         | 27.0%                      | 21.6%              |  |
| Business Services                               | 51.0                   | 88.2           | -42.2%         | 24.6%                      | 36.2%              |  |
| Communication Services & Utilities              | 29.6                   | 30.8           | -3.9%          | 18.6%                      | 18.3%              |  |
| Corporate & Technology                          | 64.5                   | 60.0           | +7.5%          | n/a                        | n/a                |  |
| Total Group                                     | 619.8                  | 646.4          | -4.1%          | 27.4%                      | 28.3%              |  |

| FY21<br>EBITDA<br>ex MI @<br>CC | FY20<br>EBITDA<br>ex MI | Ex MI<br>CC<br>Variance | FY21 ex<br>MI @ CC<br>Op.<br>Margin | FY20 ex<br>MI Op.<br>Margin |  |  |  |
|---------------------------------|-------------------------|-------------------------|-------------------------------------|-----------------------------|--|--|--|
| 230.0                           | 181.8                   | +26.5%                  | 24.7%                               | 22.3%                       |  |  |  |
| 86.7                            | 88.1                    | -1.6%                   | 15.2%                               | 14.4%                       |  |  |  |
| 82.3                            | 54.4                    | +51.3%                  | 26.1%                               | 18.5%                       |  |  |  |
| 22.3                            | 31.9                    | -30.1%                  | 12.5%                               | 17.0%                       |  |  |  |
| 29.6                            | 30.8                    | -3.9%                   | 18.6%                               | 18.3%                       |  |  |  |
| 64.5                            | 60.0                    | +7.5%                   | n/a                                 | n/a                         |  |  |  |
| 515.5                           | 447.0                   | +15.3%                  | 23.9%                               | 21.5%                       |  |  |  |



# EBIT by business stream

### EBIT ex Margin Income \$336.4m, up 12.6%

|   | FY21<br>EBIT @<br>CC | FY20<br>EBIT | CC<br>Variance | FY21 @<br>CC Op.<br>Margin | FY20 Op.<br>Margin |  |
|---|----------------------|--------------|----------------|----------------------------|--------------------|--|
| Issuer Services                                 | 270.9                | 258.5        | 4.8%           | 27.8%                      | 28.9%              |  |
| Mortgage Services & Property<br>Rental Services | 9.8                  | 70.4         | -86.1%         | 1.6%                       | 10.6%              |  |
| Employee Share Plans & Voucher Services         | 81.1                 | 62.1         | 30.6%          | 25.3%                      | 20.4%              |  |
| Business Services                               | 49.2                 | 87.3         | -43.6%         | 23.7%                      | 35.8%              |  |
| Communication Services & Utilities              | 25.1                 | 27.4         | -8.4%          | 15.8%                      | 16.3%              |  |
| Corporate & Technology                          | 4.7                  | -7.7         | 161.0%         | n/a                        | n/a                |  |
| Total Group                                     | 440.7                | 498.0        | -11.5%         | 19.5%                      | 21.8%              |  |

| FY21 EBIT ex MI @ CC         FY20 EBIT ex MI @ CC         FY21 ex MI @ CC         FY20 ex MI @ CC           MI @ CC         MI @ CC         MI Op. Margin           227.1         179.8         26.3%         24.4%         22.0%           -18.0         17.3         -204.0%         -3.1%         2.8%           77.1         50.8         51.8%         24.4%         17.3%           20.4         31.1         -34.4%         11.5%         16.6%           25.1         27.4         -8.4%         15.8%         16.3% |                 |         |         |                |        |
|--|-----------------|---------|---------|----------------|--------|
| -18.0       17.3       -204.0%       -3.1%       2.8%         77.1       50.8       51.8%       24.4%       17.3%         20.4       31.1       -34.4%       11.5%       16.6%   | EBIT ex<br>MI @ | EBIT ex | CC      | MI @ CC<br>Op. | MI Op. |
| 77.1 50.8 51.8% 24.4% 17.3% 20.4 31.1 -34.4% 11.5% 16.6%   | 227.1           | 179.8   | 26.3%   | 24.4%          | 22.0%  |
| 20.4 31.1 -34.4% 11.5% 16.6%   | -18.0           | 17.3    | -204.0% | -3.1%          | 2.8%   |
|  | 77.1            | 50.8    | 51.8%   | 24.4%          | 17.3%  |
| 25.1 27.4 -8.4% 15.8% 16.3%  | 20.4            | 31.1    | -34.4%  | 11.5%          | 16.6%  |
|  | 25.1            | 27.4    | -8.4%   | 15.8%          | 16.3%  |
| 4.7 -7.7 161.0% n/a n/a  | 4.7             | -7.7    | 161.0%  | n/a            | n/a    |
| 336.4 298.7 12.6% 15.6% 14.3%  | 336.4           | 298.7   | 12.6%   | 15.6%          | 14.3%  |

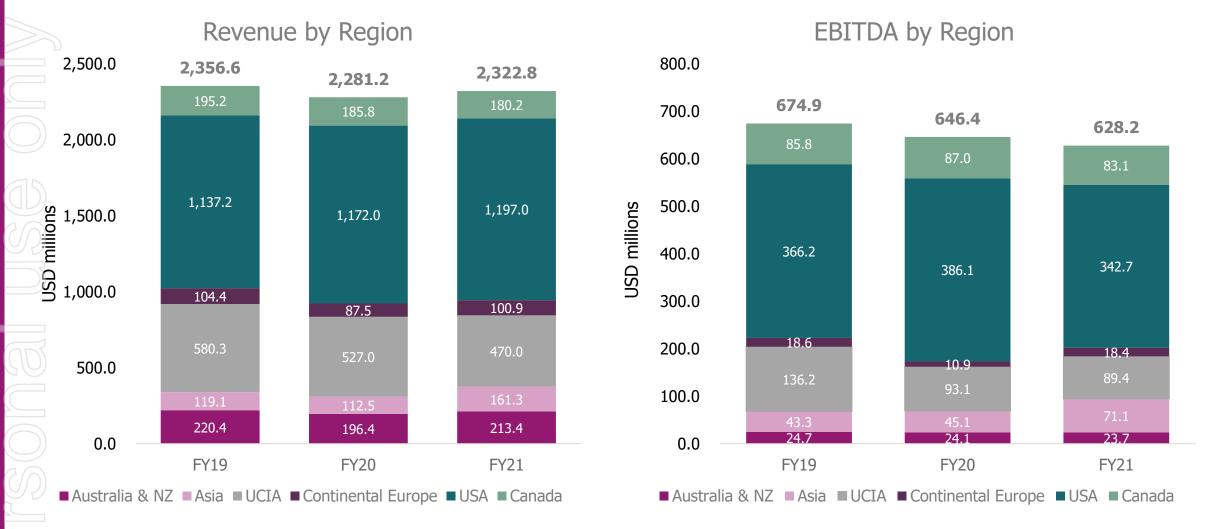


# Revenue, EBITDA and EBIT by business stream at actual FX rates

|   |         | FY21   |                       |       |                  |     | FY20 |        |                       |       |                     |  |
|---|---------|--------|-----------------------|-------|------------------|-----|------|--------|-----------------------|-------|---------------------|--|
|   | REV     | EBITDA | EBITDA<br>MARGIN<br>% | EBIT  | EBIT<br>Margin % | R   | EV   | EBITDA | EBITDA<br>MARGIN<br>% | EBIT  | EBIT<br>Margin<br>% |  |
| Issuer Services                                 | 999.3   | 279.3  | 28.0%                 | 276.2 | 27.6%            | 89  | 94.7 | 260.5  | 29.1%                 | 258.5 | 28.9%               |  |
| Mortgage Services & Property<br>Rental Services | 609.0   | 114.8  | 18.9%                 | 10.0  | 1.6%             | 66  | 55.1 | 141.2  | 21.2%                 | 70.4  | 10.6%               |  |
| Employee Share Plans & Voucher Services         | 333.0   | 87.6   | 26.3%                 | 82.1  | 24.6%            | 30  | )4.6 | 65.7   | 21.6%                 | 62.1  | 20.4%               |  |
| Business Services                               | 210.2   | 52.9   | 25.2%                 | 51.1  | 24.3%            | 24  | 13.6 | 88.2   | 36.2%                 | 87.3  | 35.8%               |  |
| Communication Services & Utilities              | 169.7   | 30.8   | 18.1%                 | 26.0  | 15.3%            | 16  | 8.8  | 30.8   | 18.3%                 | 27.4  | 16.3%               |  |
| Corporate & Technology                          | 1.7     | 62.8   | n/a                   | 0.7   | 44.3%            | ۷   | 1.2  | 60.0   | n/a                   | -7.7  | n/a                 |  |
| Total Group                                     | 2,322.8 | 628.2  | 27.0%                 | 446.1 | 19.2%            | 2,2 | 81.2 | 646.4  | 28.3%                 | 498.0 | 21.8%               |  |



### Management revenue and EBITDA at actual FX rates





# Management EBIT excluding the impact of Margin Income and FX movements increased by 13.0% in FY21 versus pcp





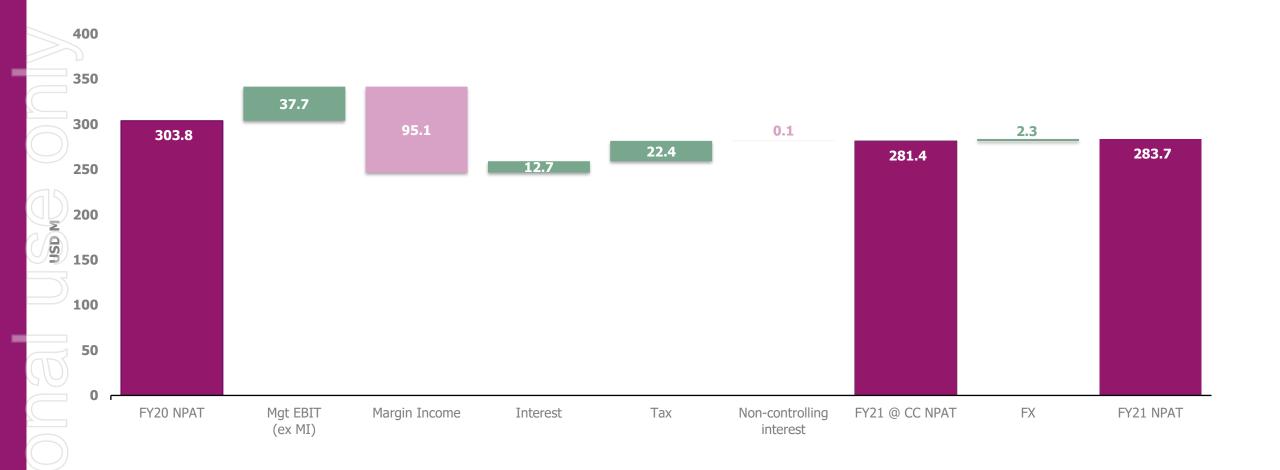
# Operating cost analysis

### 6.5% BAU operating expense reduction

|                              | FY21 @ CC | FY20           | CC Variance | FY21      |
|------------------------------|-----------|----------------|-------------|-----------|
| Cost of Sales                | \$410.4   | \$371.8        | +10.4%      | \$422.4   |
|                              |           |                |             |           |
| Personnel                    | \$1004.4  | \$1,004.3      | +0.0%       | \$1,036.6 |
| Fixed/Perm                   | \$970.4   | <i>\$956.2</i> | +1.5%       | \$1,001.5 |
| Variable/Temp                | \$34.1    | \$48.1         | -29.1%      | \$35.1    |
| Occupancy                    | \$29.9    | \$32.7         | -8.6%       | \$31.3    |
| Other Direct                 | \$110.6   | \$118.3        | -6.5%       | \$114.4   |
| Computer/External Technology | \$87.3    | \$107.9        | -19.1%      | \$90.3    |
| Total Operating Expenses     | \$1,232.2 | \$1,263.3      | -2.5%       | \$1,272.5 |
| Total Operating Costs        | \$1,642.6 | \$1,635.1      | +0.5%       | \$1,695.0 |

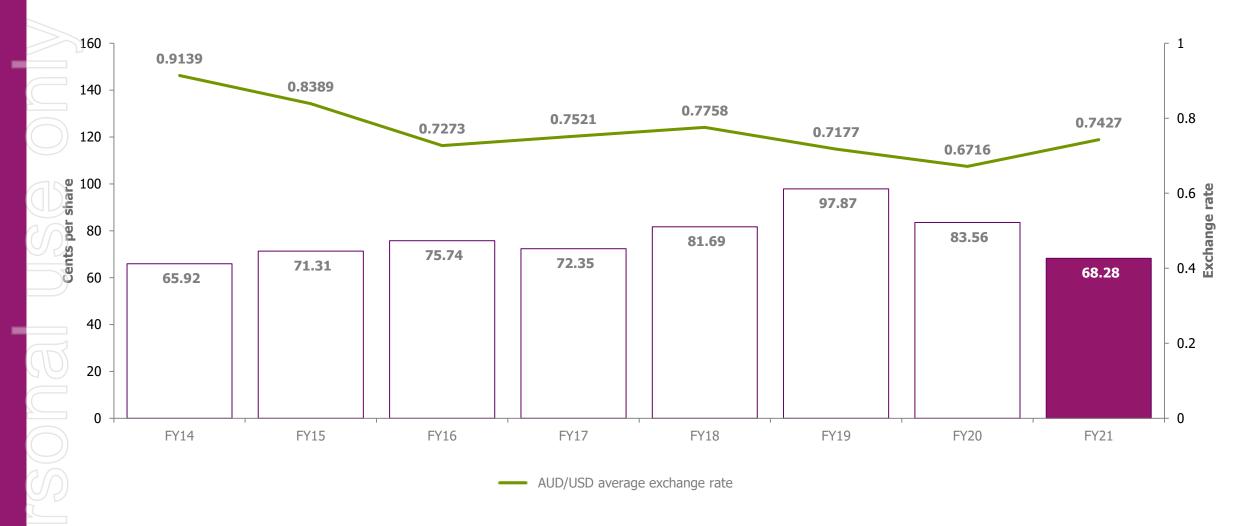


# FY21 Management NPAT analysis





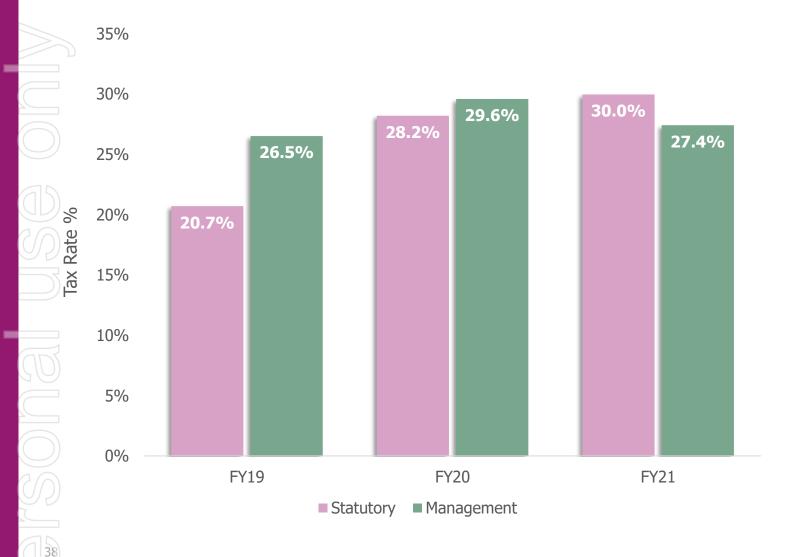
# Management EPS – AUD Equivalent





#### Effective tax rate

#### Statutory and management (at actual FX rates)

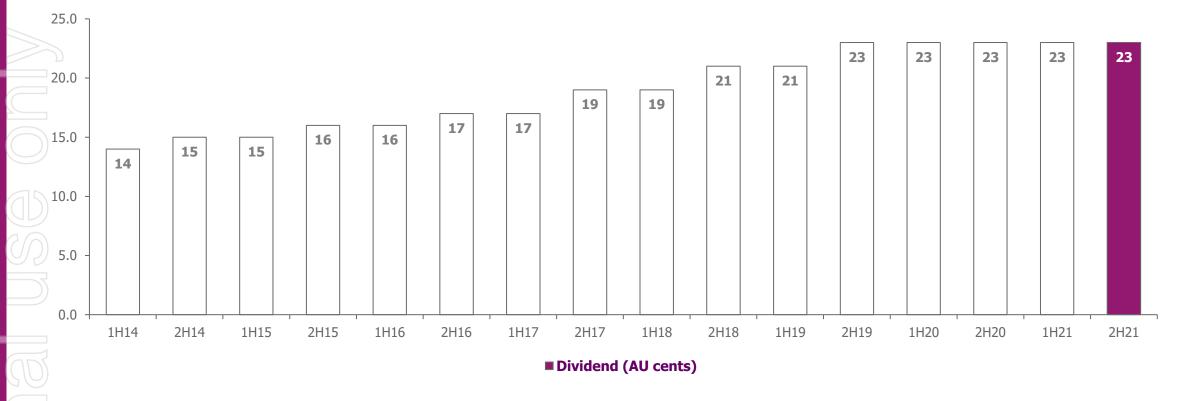


- The Group's statutory effective tax rate has increased from 28.2% in FY20 to 30.0% in FY21
- > The Group's management effective tax rate has decreased from 29.6% in FY20 to 27.4% in FY21. This is primarily due to lower US Base Erosion and Antiabuse Tax (BEAT) and favourable profit mix with proportionately more profits arising in countries with lower tax rates.



# Dividend history and franking

2H21 payout ratio of 59.1% and FY21 of 67.4%



|      |      |      |      |      |      |      | Franki | ng (%) |      |      |      |      |      |      |      |
|------|------|------|------|------|------|------|--------|--------|------|------|------|------|------|------|------|
| 1H14 | 2H14 | 1H15 | 2H15 | 1H16 | 2H16 | 1H17 | 2H17   | 1H18   | 2H18 | 1H19 | 2H19 | 1H20 | 2H20 | 1H21 | 2H21 |
| 20%  | 20%  | 20%  | 25%  | 100% | 20%  | 30%  | 0%     | 0%     | 100% | 30%  | 30%  | 30%  | 30%  | 100% | 60%  |



# Cash flow summary at actual FX rates

Free cash flows, \$260.1m, down 48.6%

|   | FY21 Actual | FY20 Actual |
|---|-------------|-------------|
| Net operating receipts and payments                         | \$543.6     | \$688.1     |
| Net interest and dividends                                  | (\$75.3)    | (\$50.4)    |
| Income taxes paid   | (\$92.9)    | (\$43.3)    |
| Net operating cash flows <b>excluding</b> SLS advances      | \$375.4     | \$594.4     |
| Cash outlay on business capital expenditure                 | (\$16.3)    | (\$24.0)    |
| Net cash outlay on MSR purchases – Maintenance <sup>1</sup> | (\$99.0)    | (\$64.5)    |
| Free cash flow <b>excluding</b> SLS advances                | \$260.1     | \$505.9     |
| SLS advance funding requirements <sup>2</sup>               | (\$27.5)    | (\$29.3)    |
| Cash flow post SLS advance funding <sup>2</sup>             | \$232.6     | \$476.6     |
| Investing cash flows  |             |             |
| Net cash outlay on MSR purchases – Investments <sup>1</sup> | (\$24.6)    | (\$120.5)   |
| Acquisitions (net of cash acquired)                         | (\$21.8)    | (\$159.1)   |
| Disposal of Euroclear Holding SA/NV                         | \$12.1      | -           |
| Other   | \$2.3       | \$4.2       |
|   | (\$32.0)    | (\$275.4)   |
| Net operating and investing cash flows                      | \$200.6     | \$201.2     |

<sup>&</sup>lt;sup>1</sup> Maintenance MSR capex assumed to be equivalent to the amortisation charge for the period. FY21 reflects a change in the amortisation period for interest rate-sensitive MSRs from 9 to 8 years for US Mortgage Services.



<sup>&</sup>lt;sup>2</sup> Net operating and financing cash flows.

## Balance sheet

Leverage ratio below target range 1.75x - 2.25x due to rights issue

|                                       | Jun-21    | Jun-20    | Variance    |
|---------------------------------------|-----------|-----------|-------------|
| Current Assets                        | \$1,718.7 | \$1,432.0 | +20.0%      |
| Non Current Assets                    | \$3,533.2 | \$3,557.8 | -0.7%       |
| Total Assets                          | \$5,251.9 | \$4,989.7 | +5.3%       |
| Current Liabilities                   | \$995.7   | \$1,024.6 | -2.8%       |
| Non Current Liabilities               | \$1,976.6 | \$2,374.8 | -16.8%      |
| Total Liabilities                     | \$2,972.3 | \$3,399.4 | -12.6%      |
| Total Equity                          | \$2,279.6 | \$1,590.3 | +43.3%      |
|                                       |           |           |             |
| Net debt <sup>1</sup>                 | \$673.7   | \$1,244.9 | -45.9%      |
| Net debt to EBITDA ratio <sup>1</sup> | 1.07      | 1.93      | -0.86 times |
| ROE <sup>2</sup>                      | 16.0%     | 19.5%     | -350bps     |
| ROIC 3                                | 10.7%     | 12.2%     | -150bps     |

<sup>&</sup>lt;sup>1</sup> Excluding non-recourse SLS Advance debt.

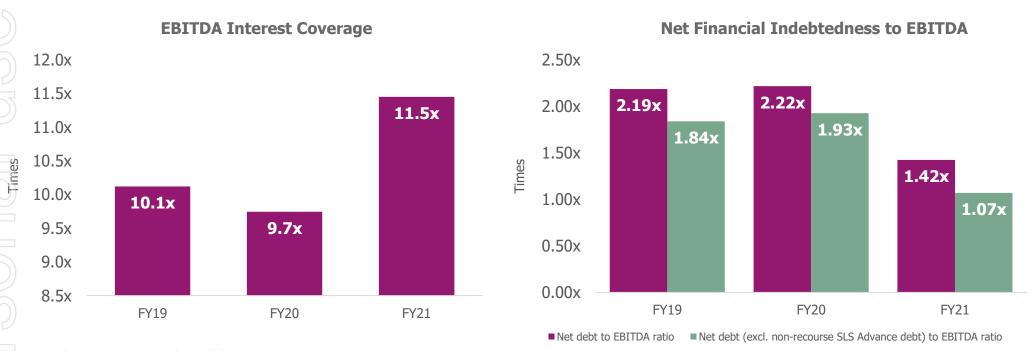


<sup>&</sup>lt;sup>2</sup> Return on equity (ROE) = rolling 12 month Mgt NPAT/rolling 12 mth avg Total Equity.

<sup>&</sup>lt;sup>3</sup> Return on invested capital (ROIC) = (Mgt EBITDA less depreciation & amortisation less income tax expense)/(net debt + total equity).

# Key financial ratios

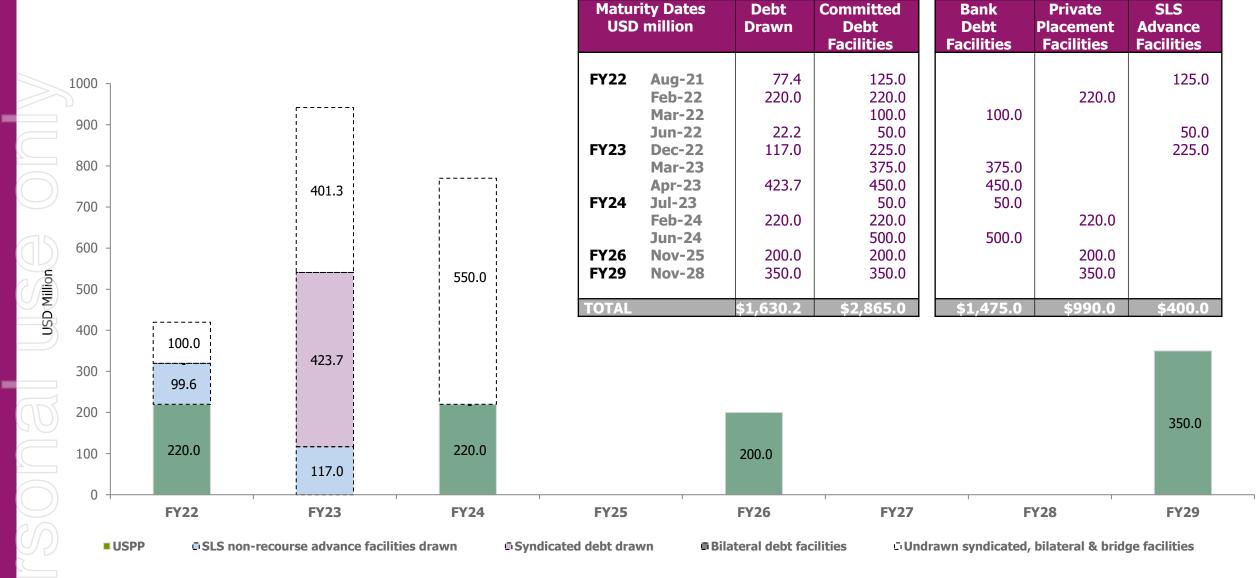
|   | Jun-21<br>USD m | Jun-20<br>USD m | Variance        |
|---|-----------------|-----------------|-----------------|
| Interest Bearing Liabilities including SLS advance debt | \$1,710.0       | \$2,029.8       | -15.8%          |
| Less Cash   | (\$816.8)       | (\$597.3)       | +36.7%          |
| Net Debt including non-recourse SLS advance debt        | \$893.2         | \$1,432.5       | -37.6%          |
| Net debt excluding non-recourse SLS advance debt        | \$673.7         | \$1,244.9       | -45.9%          |
| Management EBITDA                                       | \$628.2         | \$646.4         | -2.8%           |
| Net Financial Indebtedness to EBITDA                    | 1.42 times      | 2.22 times      | Down 0.79 times |
| Net Financial Indebtedness to EBITDA <sup>1</sup>       | 1.07 times      | 1.93 times      | Down 0.86 times |



<sup>&</sup>lt;sup>1</sup> Excludes non-recourse SLS advance debt



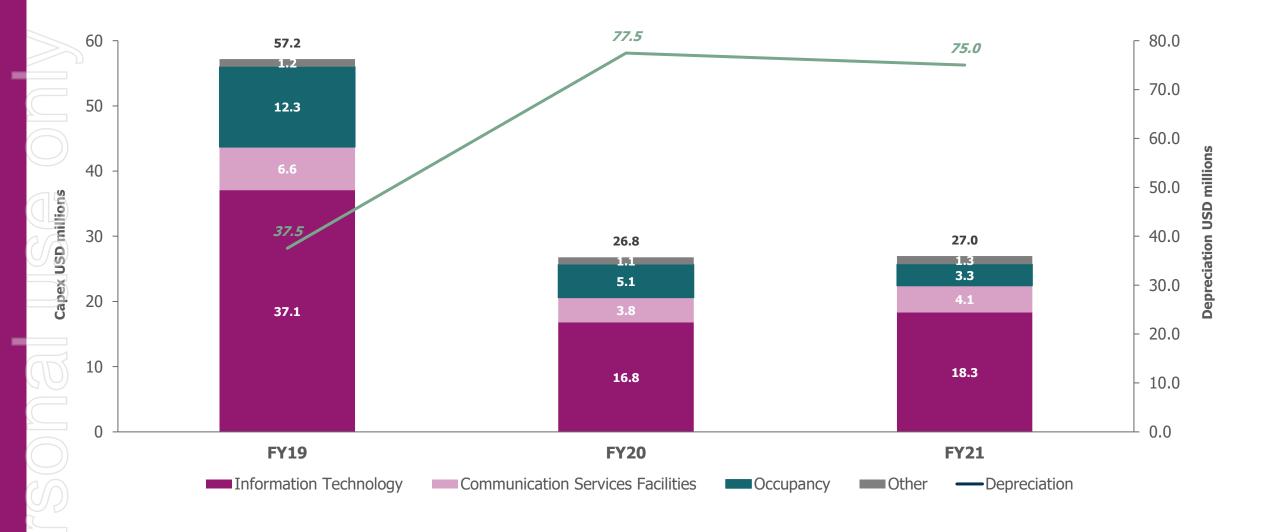
# Debt maturity profile





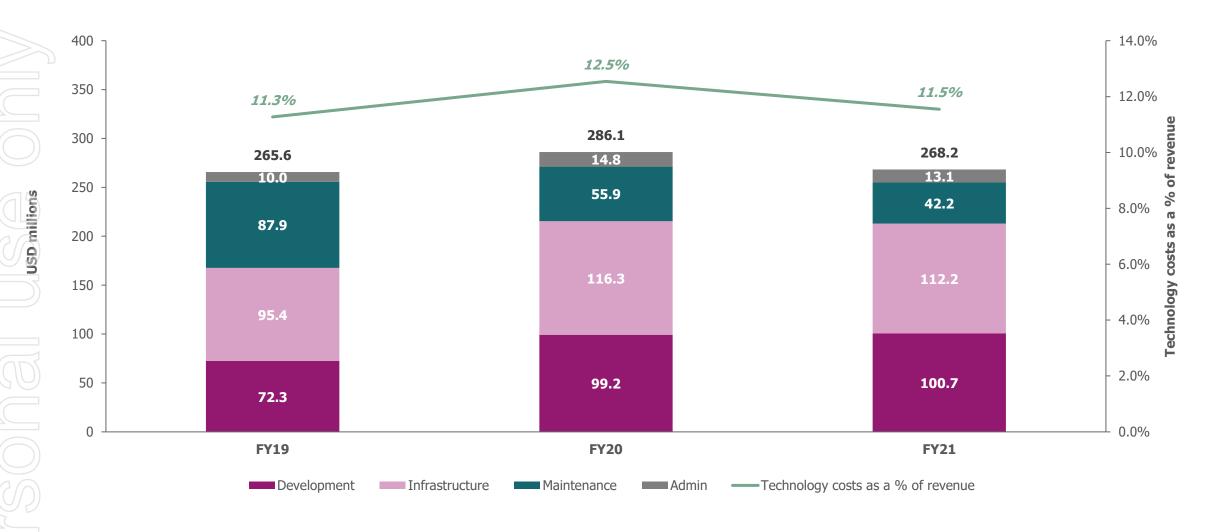


# Capital expenditure versus depreciation at actual FX rates





# Technology costs at actual FX rates





# Financial performance by half year at actual FX rates

|                                 | 2H21      | 1H21      | 2H20      | 1H20      | 2H19      | 1H19      | 2H18      | 1H18      | 2H17      | 1H17           | 2H16      | 1H16    | 2H15      | 1H15    |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------------|-----------|---------|-----------|---------|
| Total Management Revenue        | \$1,220.3 | \$1,102.5 | \$1,156.9 | \$1,124.3 | \$1,228.7 | \$1,127.8 | \$1,173.1 | \$1,127.8 | \$1,110.8 | \$1,003.2      | \$1,035.5 | \$938.7 | \$1,016.5 | \$959.5 |
| Operating Costs                 | \$869.9   | \$825.1   | \$847.3   | \$787.8   | \$885.2   | \$795.4   | \$843.4   | \$835.2   | \$811.6   | \$762.3        | \$744.5   | \$695.7 | \$720.7   | \$699.0 |
| Management EBITDA               | \$350.5   | \$277.7   | \$309.8   | \$336.6   | \$343.5   | \$331.4   | \$329.3   | \$293.4   | \$299.5   | \$241.3        | \$290.3   | \$242.3 | \$294.8   | \$259.3 |
| EBITDA Margin %                 | 28.7%     | 25.2%     | 26.8%     | 29.9%     | 28.0%     | 29.4%     | 28.1%     | 26.0%     | 27.0%     | 24.1%          | 28.0%     | 25.8%   | 29.0%     | 27.0%   |
| Management Profit<br>Before Tax | \$228.0   | \$163.1   | \$202.0   | \$229.7   | \$264.6   | \$258.8   | \$260.3   | \$232.2   | \$239.6   | \$187.6        | \$235.0   | \$192.2 | \$244.2   | \$211.1 |
| Management NPAT                 | \$165.9   | \$117.9   | \$146.8   | \$157.0   | \$191.5   | \$189.9   | \$177.9   | \$166.8   | \$156.7   | \$140.6        | \$159.7   | \$143.8 | \$172.1   | \$160.6 |
| Management EPS<br>(US cents)    | 28.92     | 21.79     | 27.16     | 28.96     | 35.27     | 34.97     | 32.76     | 30.62     | 28.67     | 25.74          | 29.11     | 25.98   | 30.94     | 28.88   |
| Management EPS<br>(AU cents)    | 37.83     | 30.44     | 41.21     | 42.35     | 49.84     | 48.03     | 42.31     | 39.38     | 38.22     | 34.13          | 39.78     | 35.96   | 39.28     | 32.03   |
| Statutory EPS<br>(US cents)     | 20.36     | 13.41     | 19.97     | 23.00     | 28.80     | 47.77     | 23.74     | 31.43     | 21.28     | 27.48          | 13.33     | 15.22   | 24.82     | 2.79    |
| Net operating cash flows^       | \$251.3   | \$124.1   | \$344.1   | \$250.3   | \$235.0   | \$176.6   | \$253.7   | \$199.3   | \$247.0   | <b>\$173.3</b> | \$214.5   | \$158.5 | \$247.3   | \$169.4 |
| Days Sales Outstanding          | 53        | 57        | 58        | 61        | 60        | 65        | 59        | 57        | 60        | 56             | 56        | 53      | 48        | 46      |
| Dividend (AU cents)             | 23        | 23        | 23        | 23        | 23        | 21        | 21        | 19        | 19        | 17             | 17        | 16      | 16        | 15      |
| Franking (%)                    | 60%       | 100%      | 30%       | 30%       | 30%       | 30%       | 100%      | 0%        | 0%        | 30%            | 20%       | 100%    | 25%       | 20%     |
| Net debt to EBITDA*             | 1.07      | 2.24      | 1.93      | 1.97      | 1.84      | 1.88      | 1.33      | 1.58      | 1.60      | 1.91           | 2.12      | 2.06    | 1.86      | 2.10    |

<sup>^</sup> Excluding SLS advances

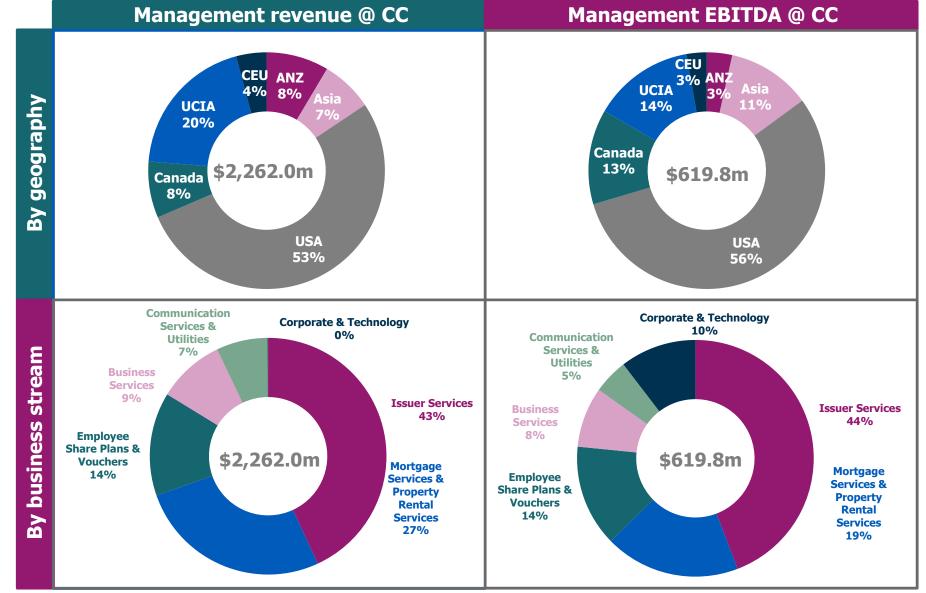
Notable acquisitions: Olympia Finance Group Inc (7<sup>th</sup> Oct 13), Registrar and Transfer Company (1<sup>st</sup> May 14), Homeloan Management Limited (17<sup>th</sup> Nov 14), Valiant (1<sup>st</sup> May 15), Gilardi & Co. LLC (28<sup>th</sup> Aug 15), SyncBASE Inc (1<sup>st</sup> Feb 16), Capital Markets Cooperative LLC (29<sup>th</sup> Apr 16), Equatex Group Holding AG (9<sup>th</sup> Nov 18), LenderLive Financial Services, LLC (31<sup>st</sup> Dec 18), Corporate Creations (28<sup>th</sup> February 20), Verbatim LLC (1<sup>st</sup> July 20).

**Notable divestments:** Highland Insurance (27<sup>th</sup> Jun 14), Pepper (30<sup>th</sup> Jun 14), ConnectNow (30<sup>th</sup> Jun 15), Closed Joint Stock Company "Computershare Registrar" and Computershare LLC Russia (16<sup>th</sup> Jul 15), VEM Aktienbank AG (31<sup>st</sup> Jul 15), INVeSHARE (16<sup>th</sup> Sep 16), Karvy – 50% interest (17<sup>th</sup> Nov 18)



<sup>\*</sup> Ratio excluding non-recourse SLS Advance debt and lease liabilities (the latter effective from 1H20)

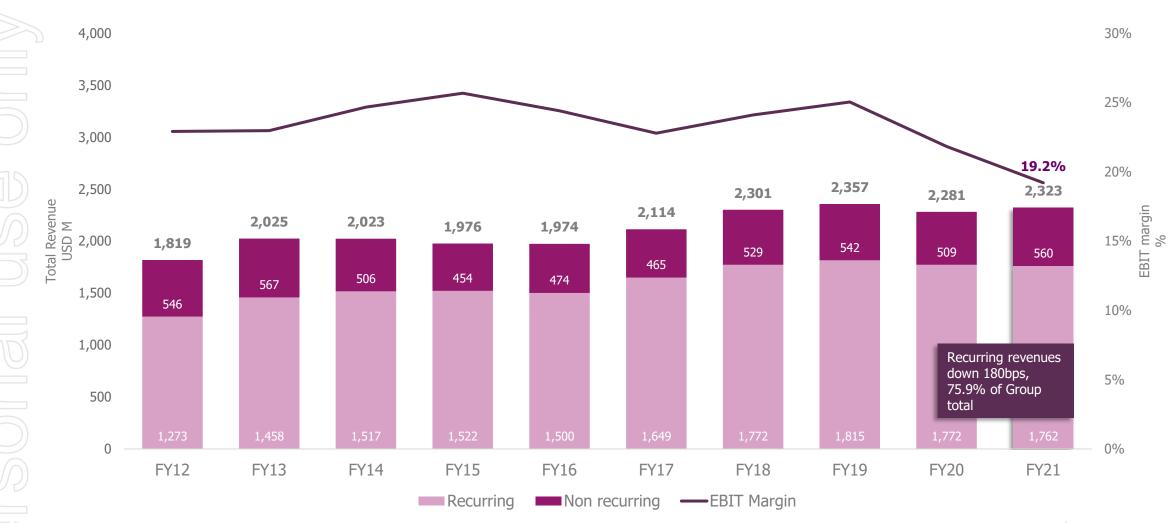
# FY21 Computershare at a glance





# High quality core industrial drives consistent operating performance

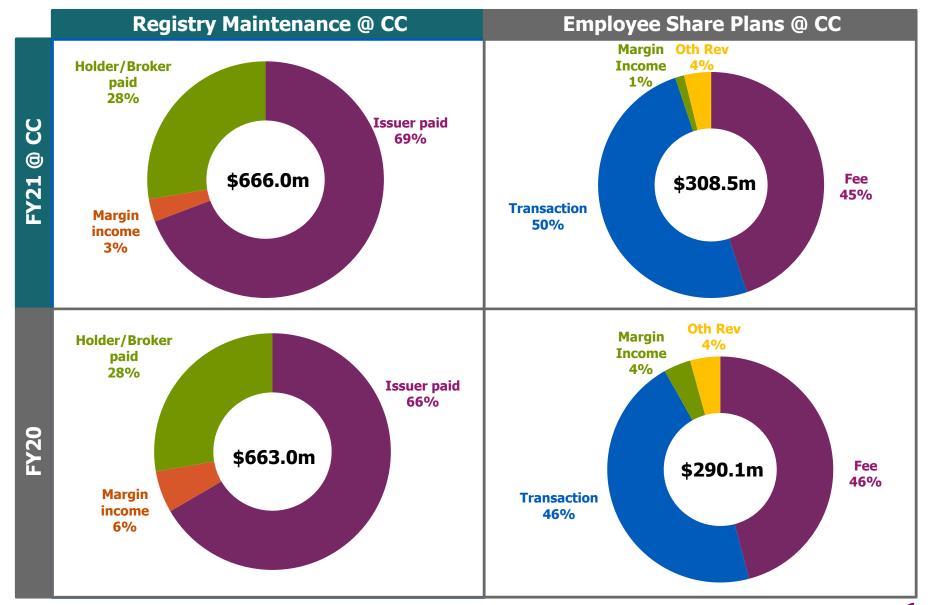
EBIT margin 19.2% - driven by reduction in margin income of \$92m from FY20 to FY21



st Based on 10 year average at actual FX rates.



# Global Register Maintenance and Employee Share Plans revenue



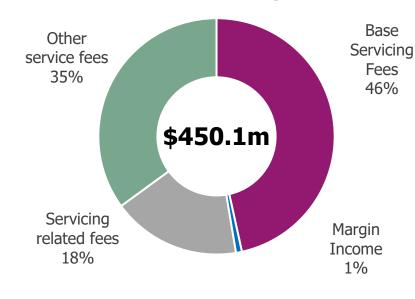
<sup>&</sup>lt;sup>1</sup> Registry Maintenance: Reclassification of \$0.7m from Register Maintenance to Governance Services in FY20.



<sup>&</sup>lt;sup>2</sup> Employee Share Plans: Reclassification of \$4.3m from fee revenue to transactional revenue in FY20.

# Financial snapshot – US Mortgage Services

#### **FY21** revenue composition



- Base servicing fees, \$209.5m, -2.2%
- Margin Income \$3.7m, -84.5%
- Servicing related fees \$79.2m, +68.7%
- Other services fees \$157.7m, +2.5%

|  | Jun-21            | Jun-20            | Annual Report reference   |   |
|--|-------------------|-------------------|---|---|
| Net Loan Servicing Advances                          | \$119.0           | \$88.8            | <ul><li>Note 16 Loan servicing advances</li><li>Note 14 Borrowings</li></ul>                          | <ul><li>Loan servicing advances</li><li>SLS non-recourse lending facility</li></ul>                                       |
| Net MSR intangible asset                             | \$512.9           | \$458.2           | <ul><li>Note 9 Intangible assets</li><li>Note 25 Mortgage servicing related liabilities</li></ul>     | <ul><li>Mortgage servicing rights</li><li>Mortgage servicing related liabilities</li></ul>                                |
| Investment in SPVs                                   | \$30.3            | \$35.6            | <ul> <li>Note 13 Financial assets and liabilities at fair value through<br/>profit or loss</li> </ul> | <ul> <li>Investment in structured entities</li> </ul>   |
| Other intangible assets <sup>1</sup>                 | \$67.5            | \$70.2            | Note 9 Intangible assets  | ■ Goodwill; Other   |
| Total invested capital                               | \$729.6           | \$652.8           |   |   |
| Net cash payments for MSR purchases MSR amortisation | \$123.6<br>\$99.0 | \$185.0<br>\$64.5 | <ul><li>Cashflow statement</li><li>Note 3 Expenses</li></ul>  | <ul> <li>Investing cash flow - Payments for intangible assets including MSRs</li> <li>Total Amortisation (net)</li> </ul> |

<sup>&</sup>lt;sup>1</sup> Other intangibles are largely goodwill and acquired client lists related to acquisitions.



# US and UK Mortgage Services – UPB and number of loans

US Mortgage Services UPB down 5.7% (\$111.9bn v \$118.5bn)

|              |      |                                   | Perfor                                      | ming   | Non-per                            | forming                             |
|--------------|------|-----------------------------------|---|--|------------------------------------|-------------------------------------|
|              |      |                                   | At 30 Jun 21                                | At 30 Jun 20                                 | At 30 Jun 21                       | At 30 Jun 20                        |
|              |      | Fully-Owned<br>MSRs <sup>1</sup>  | \$31.3bn<br>152K Loans                      | \$31.5bn<br>131K Loans                       | \$7.8bn<br>62K Loans               | \$9.2bn<br>85K Loans                |
| Servicing    | U.S. | Part-Owned<br>MSRs <sup>2</sup>   | Excess strip deals<br>\$13.1bn<br>71K Loans | Excess strip deals<br>\$20.2bn<br>103K Loans | SPV deals<br>\$15.8bn<br>87K Loans | SPV deals<br>\$19.9bn<br>104K Loans |
| Mortgage Sei |      | Subservicing <sup>3</sup>         | \$35.5bn<br>212K Loans                      | \$27.8bn<br>163K Loans                       | \$8.4bn<br>78K Loans               | \$10.0bn<br>110K Loans              |
| Ä            |      | Total US UPB                      | \$79.9bn                                    | \$79.4bn                                     | \$32.0bn                           | \$39.1bn                            |
|              | U.K. | Fee for<br>Service <sup>3,4</sup> | £40.4bn<br>286k Loans                       | £44.5bn<br>339K Loans                        | £3.5bn<br>26K Loans                | £4.5bn<br>33K Loans                 |

<sup>/1/</sup>CPU owns the MSR outright

<sup>&</sup>lt;sup>2</sup> CPU has sold part of the MSR to a third party investor

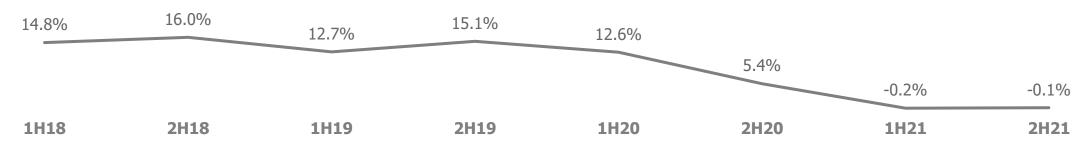
<sup>&</sup>lt;sup>3</sup> Servicing performed on a contractual basis

<sup>&</sup>lt;sup>4</sup> UK includes bureau UPB value, but excludes the number of bureau loans

# Mortgage Services Revenue and EBIT at actual FX rates

| 1H18    | 2H18                                    | 1H19   | 2H19  | 1H20   | 2H20  | 1H21  | 2H21   |
|---------|---|--|---|--|---|---|--|
| \$143.4 | \$162.7                                 | \$159.4  | \$201.3   | \$227.3  | \$211.4   | \$215.2   | \$234.9  |
| \$122.1 | \$132.9                                 | \$128.0  | \$127.1   | \$101.6  | \$95.0  | \$68.7  | \$63.8   |
| \$265.4 | \$295.6                                 | \$287.4  | \$328.5   | \$328.9  | \$306.5   | \$283.9   | \$298.7  |
|         |   |  |   |  |   |   |  |
| \$39.2  | \$47.4                                  | \$36.5   | \$49.7  | \$41.3   | \$16.6  | (\$0.6m)  | (\$0.3m)   |
| 14.8%   | 16.0%                                   | 12.7%  | 15.1%   | 12.6%  | 5.4%  | -0.2%   | -0.1%  |
|         | \$143.4<br>\$122.1<br>\$265.4<br>\$39.2 | \$143.4 \$162.7<br>\$122.1 \$132.9<br>\$265.4 \$295.6<br>\$39.2 \$47.4 | \$143.4 \$162.7 \$159.4<br>\$122.1 \$132.9 \$128.0<br>\$265.4 \$295.6 \$287.4<br>\$39.2 \$47.4 \$36.5 | \$143.4 \$162.7 \$159.4 \$201.3<br>\$122.1 \$132.9 \$128.0 \$127.1<br>\$265.4 \$295.6 \$287.4 \$328.5<br>\$39.2 \$47.4 \$36.5 \$49.7 | \$143.4 \$162.7 \$159.4 \$201.3 \$227.3<br>\$122.1 \$132.9 \$128.0 \$127.1 \$101.6<br>\$265.4 \$295.6 \$287.4 \$328.5 \$328.9<br>\$39.2 \$47.4 \$36.5 \$49.7 \$41.3 | \$143.4 \$162.7 \$159.4 \$201.3 \$227.3 \$211.4<br>\$122.1 \$132.9 \$128.0 \$127.1 \$101.6 \$95.0<br>\$265.4 \$295.6 \$287.4 \$328.5 \$328.9 \$306.5<br>\$39.2 \$47.4 \$36.5 \$49.7 \$41.3 \$16.6 | \$143.4 \$162.7 \$159.4 \$201.3 \$227.3 \$211.4 \$215.2 \$122.1 \$132.9 \$128.0 \$127.1 \$101.6 \$95.0 \$68.7 \$265.4 \$295.6 \$287.4 \$328.5 \$328.9 \$306.5 \$283.9 \$39.2 \$47.4 \$36.5 \$49.7 \$41.3 \$16.6 (\$0.6m) |

#### **EBIT Margin**





# Mortgage services key terms

**Performing servicing:** Servicing of a mortgage which is less than 30 days delinquent. Typically loans that meet the criteria of the Government Sponsored Entities e.g. "Fannie Mae", "Freddie Mac".

**Non-performing servicing:** Servicing of a mortgage that is over 30 days delinquent up to management of the foreclosure process. Typically, non-performing servicing is performed over loans that are part of a securitization arrangement.

Mortgage servicing rights: Intangible assets representing an ownership right to service the mortgage for a fee for the life of the mortgage. The owner of the MSR can either service the loan itself or appoint a sub-servicer to do so.

**Servicing advances:** The owner of the MSR is required to fund various obligations required to protect a mortgage if the borrower is unable to do so. Advances receive a priority in any liquidation and are often financed in standalone non-recourse servicing advance facilities.

#### Part owned MSRs

An Excess Strip Sale refers to the sale of a stream of cash flows associated with the servicing fee on a performing MSR. The seller of the servicing strip has the ability to service the mortgage.

An SPV deal refers to the sale of the rights to the MSR and associated servicing advances into an SPV. CPU typically takes a 20% equity stake in the SPV and performs all servicing on the loans via a sub-servicing fee for service relationship.

## US mortgage services – revenue definitions

#### **Base fees – Fees received for base servicing activities**

Fees are generally assessed in bps for owned or structured deals, while subservicing is usually paid as a \$ fee Subservicing fees vary by loan delinquency or category

**Margin Income** - Interest received on mortgagor funds prior to distribution

#### Servicing related fees – Additional fees received from servicing a loan

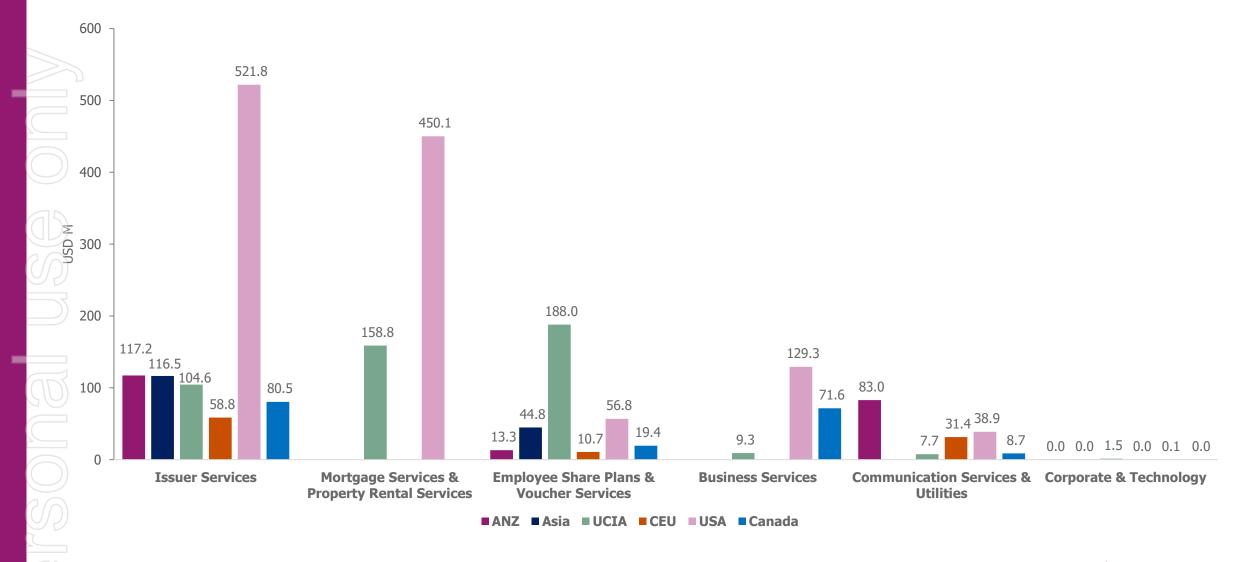
Loss mitigation fees e.g. for loan modifications Ancillary Fees e.g. late fees

#### Other service fees

Includes valuation, real estate disposition services, loan fulfilment services and CMC Coop Services



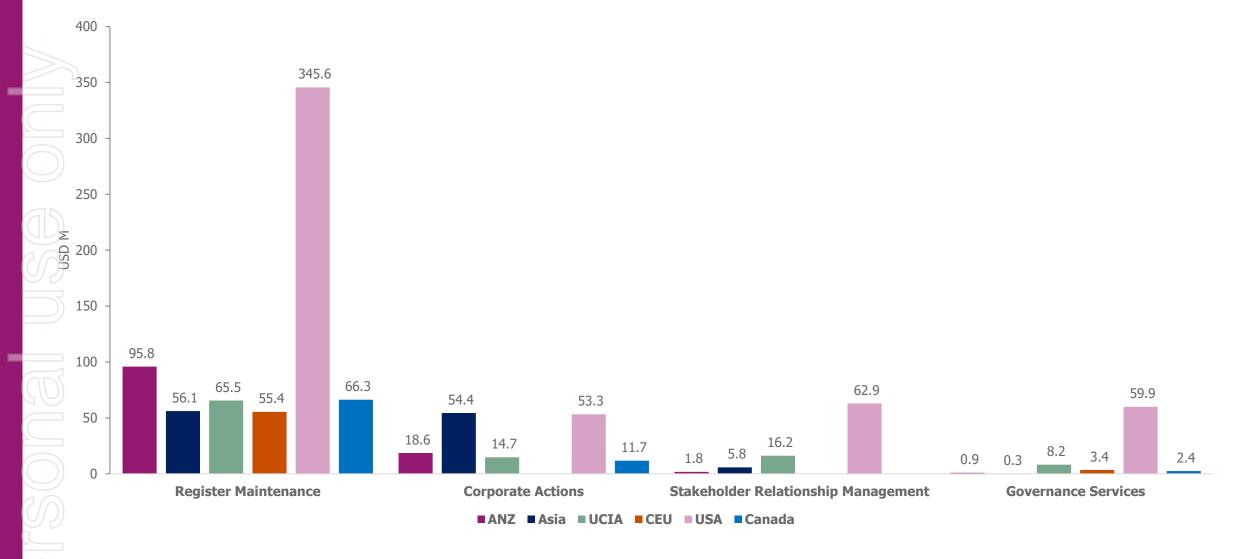
# FY21 Management revenue at actual FX rates





# FY21 Management revenue at actual FX rates

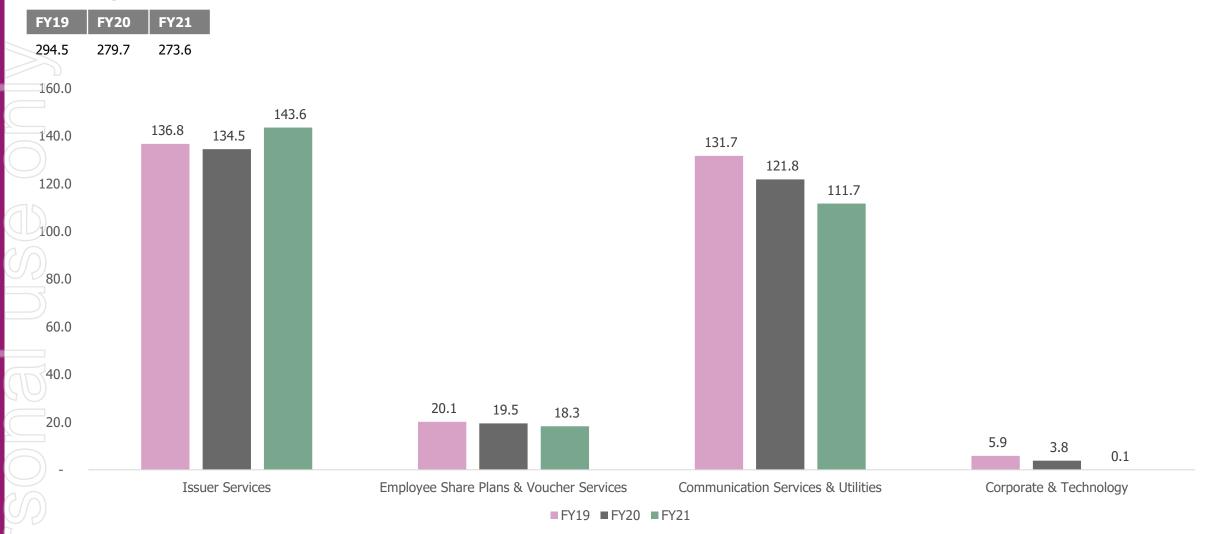
Issuer Services breakdown





## Australia

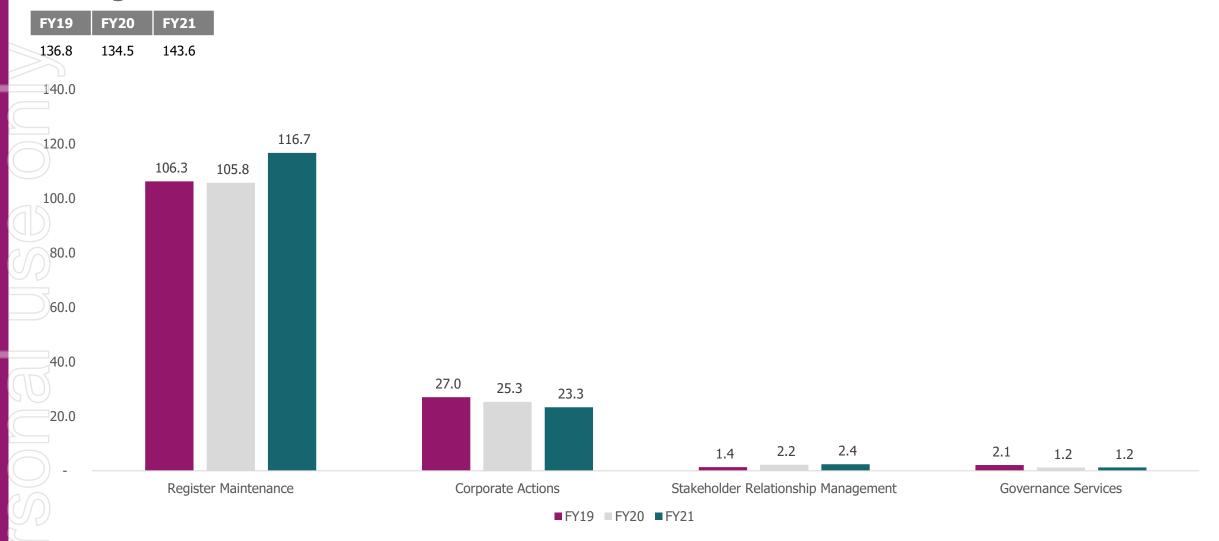
## Management revenue: AUD million





#### Australia – Issuer Services

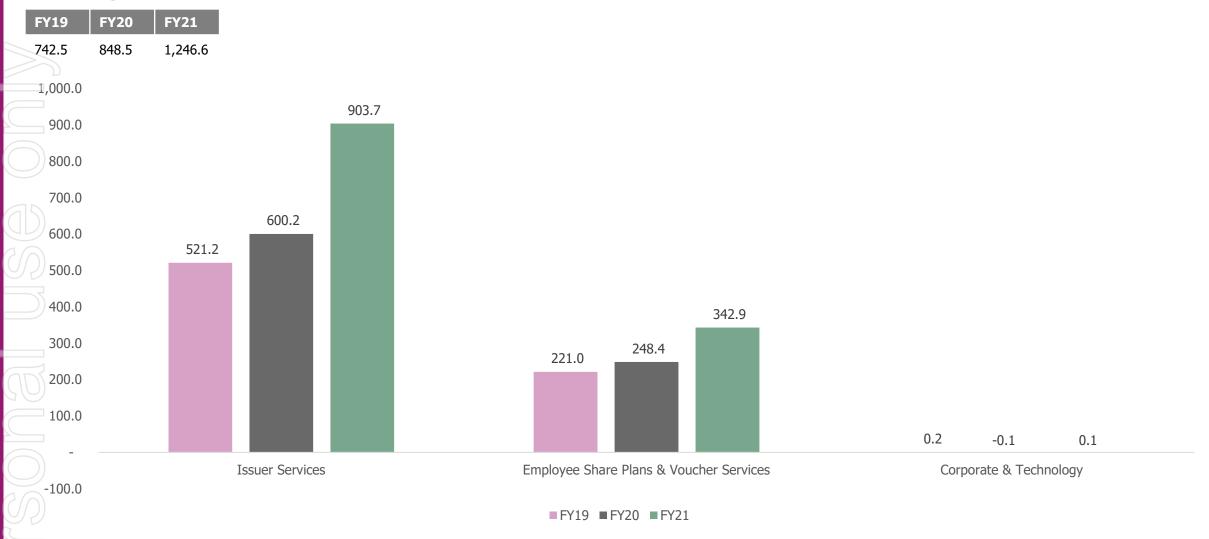
Management revenue: AUD million





# Hong Kong

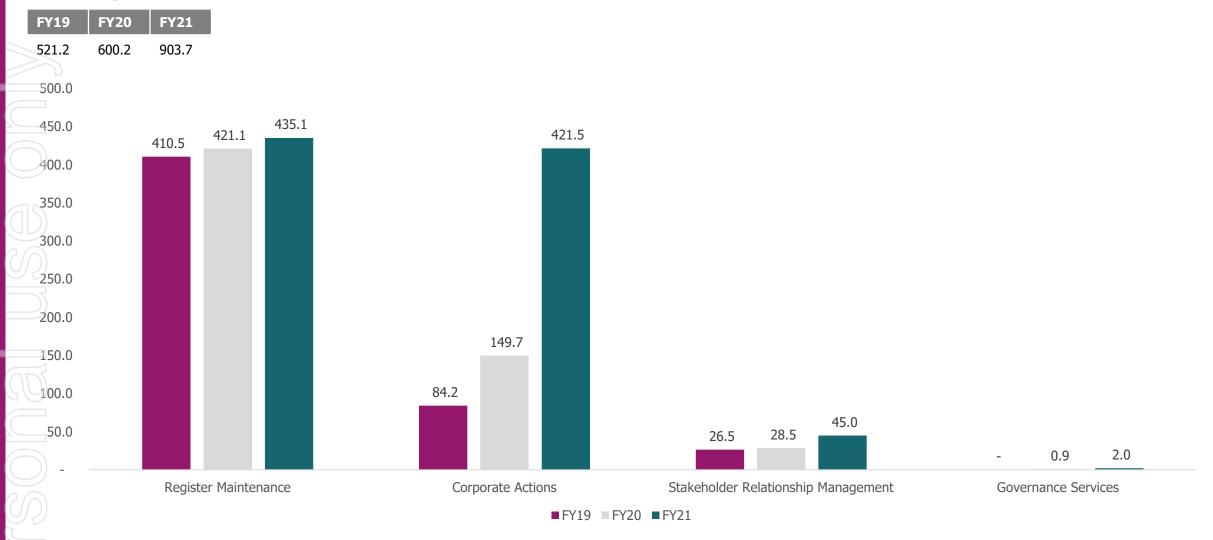
# Management revenue: HKD million





# Hong Kong – Issuer Services

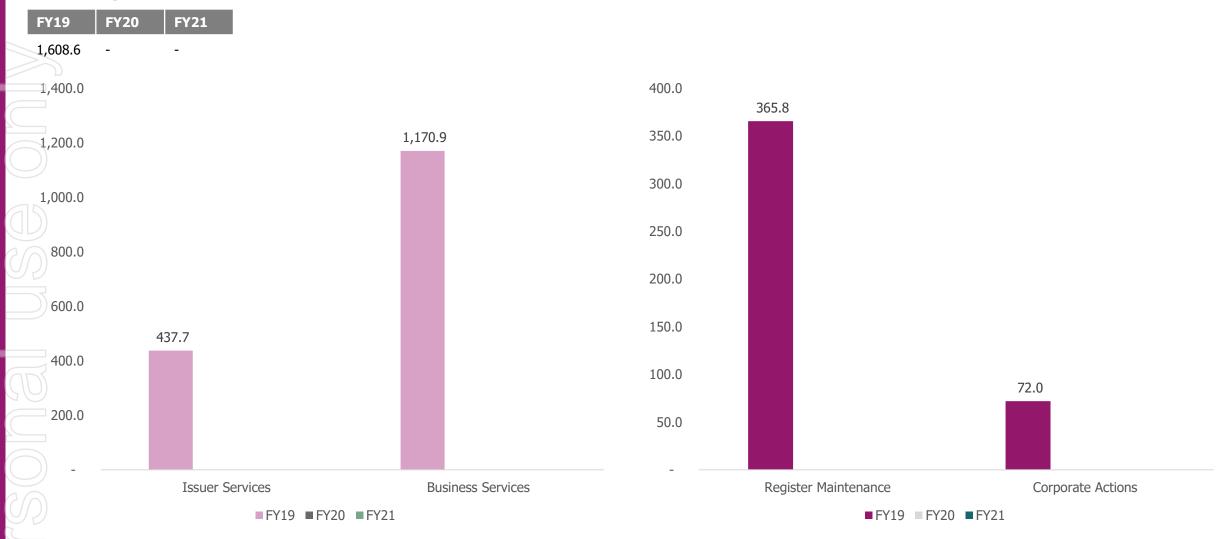
Management revenue: HKD million





# India (including Issuer Services breakdown)

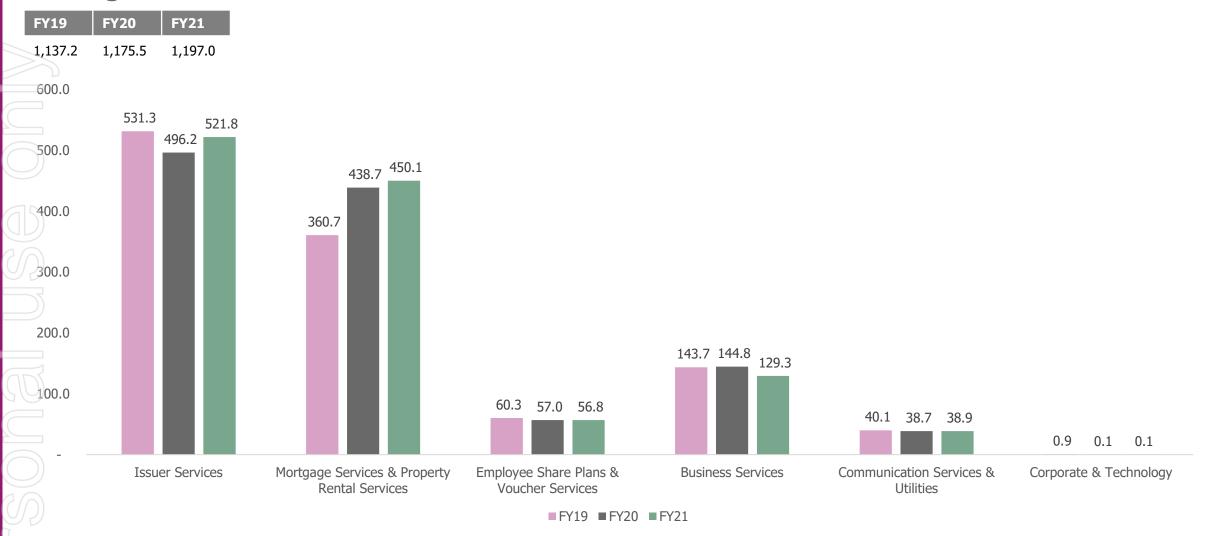
Management revenue: INR million





**USA** 

#### Management revenue: USD million





## USA – Issuer Services

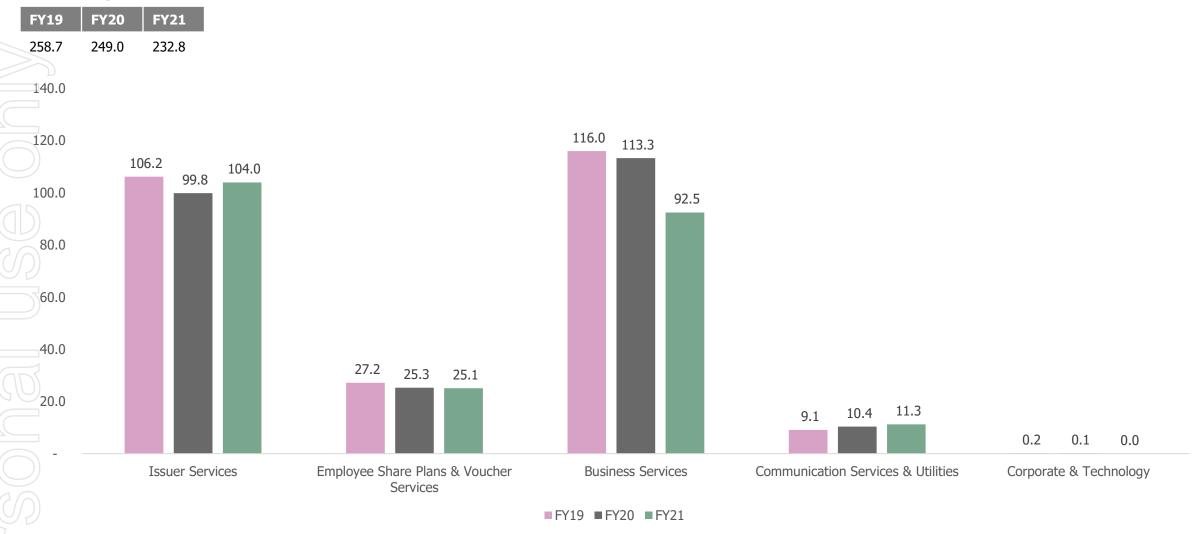
Management revenue: USD million





# Canada

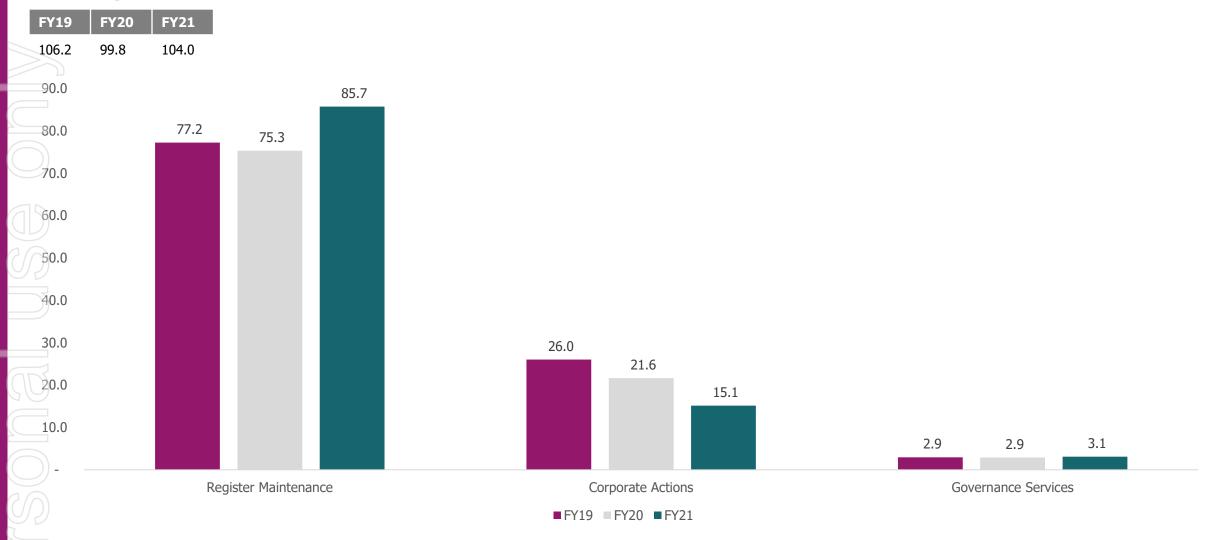
## Management revenue: CAD million





## Canada – Issuer Services

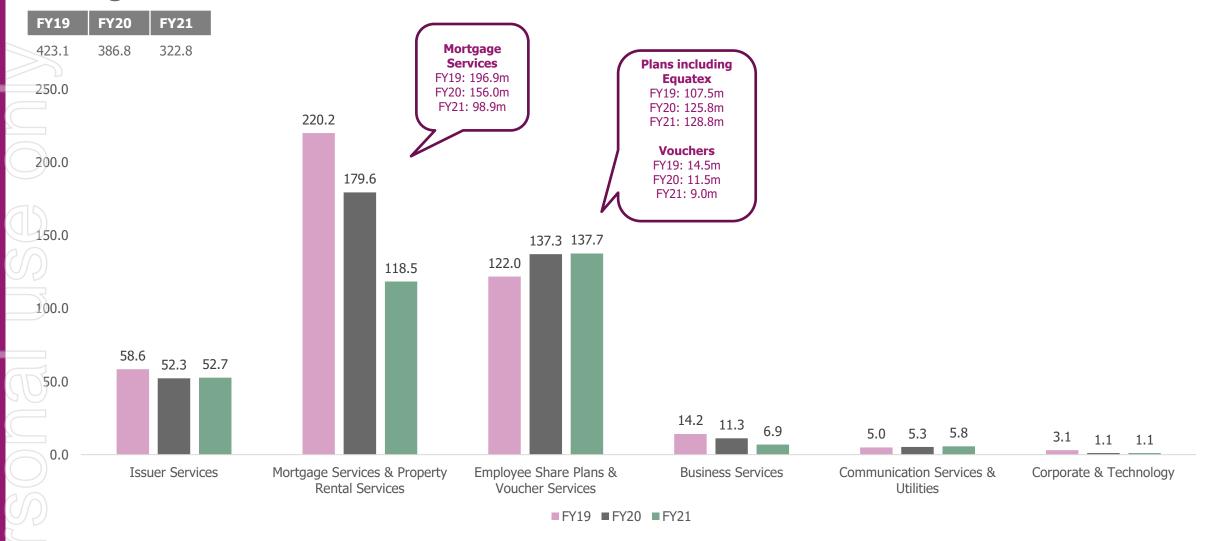
Management revenue: CAD million





# UK, Channel Islands & Equatex

Management revenue: GBP million





## UK and Channel Islands – Issuer Services

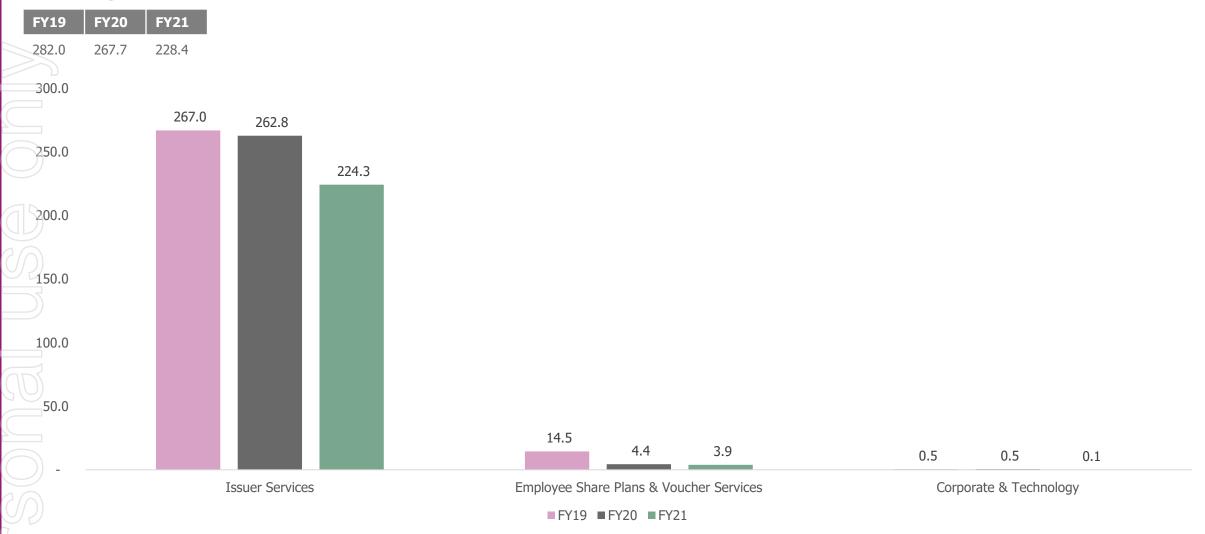
Management revenue: GBP million





# South Africa

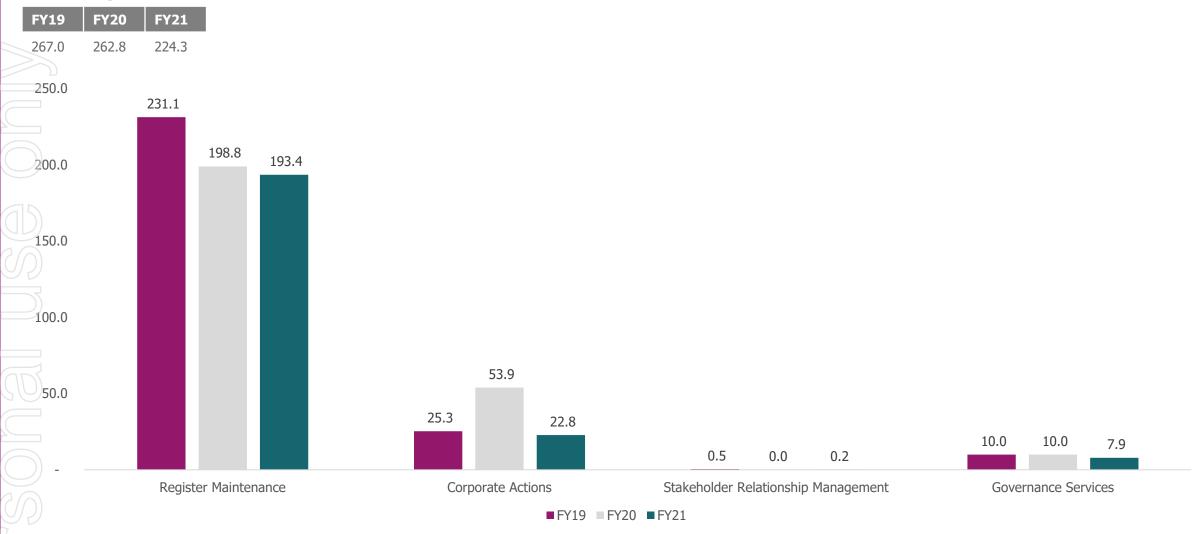
## Management revenue: RAND million





### South Africa – Issuer Services

## Management revenue: RAND million

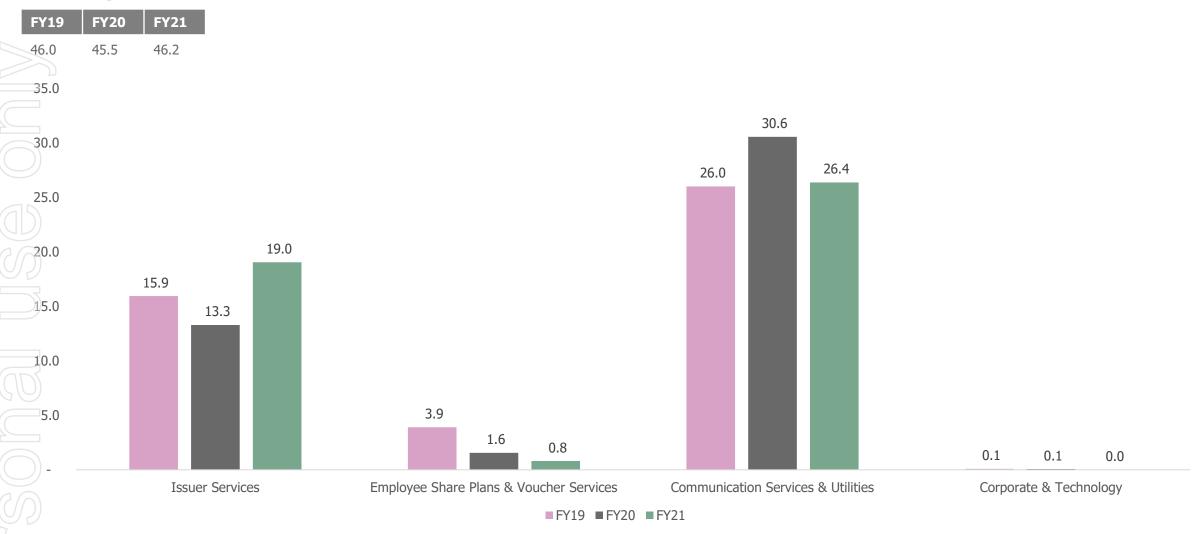


Note: Includes reclassification of Register Maintenance to Governance Services



# Germany

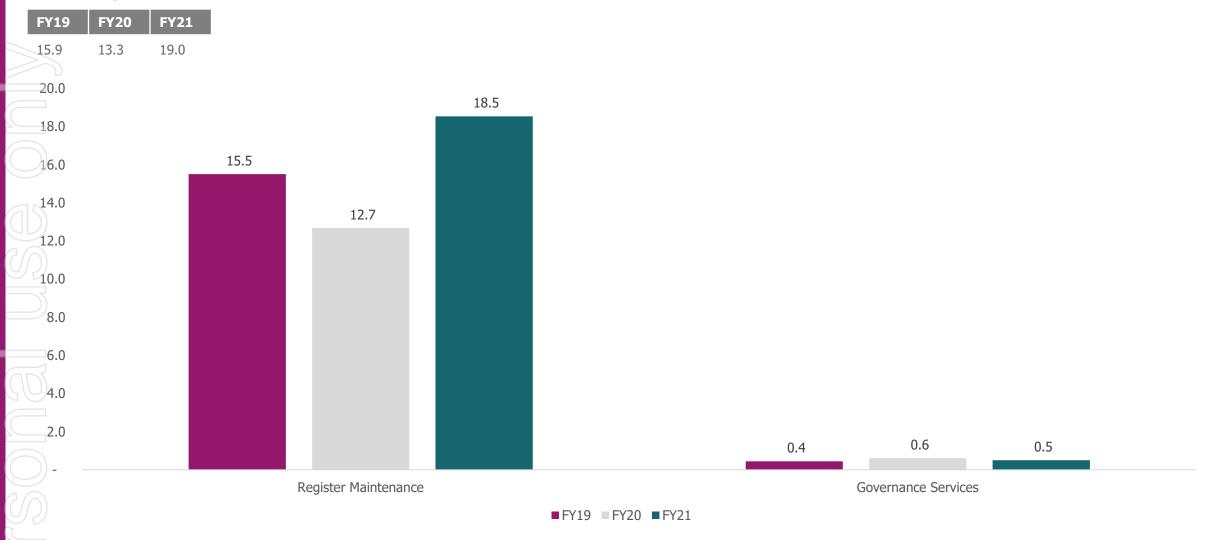
## Management revenue: EUR million





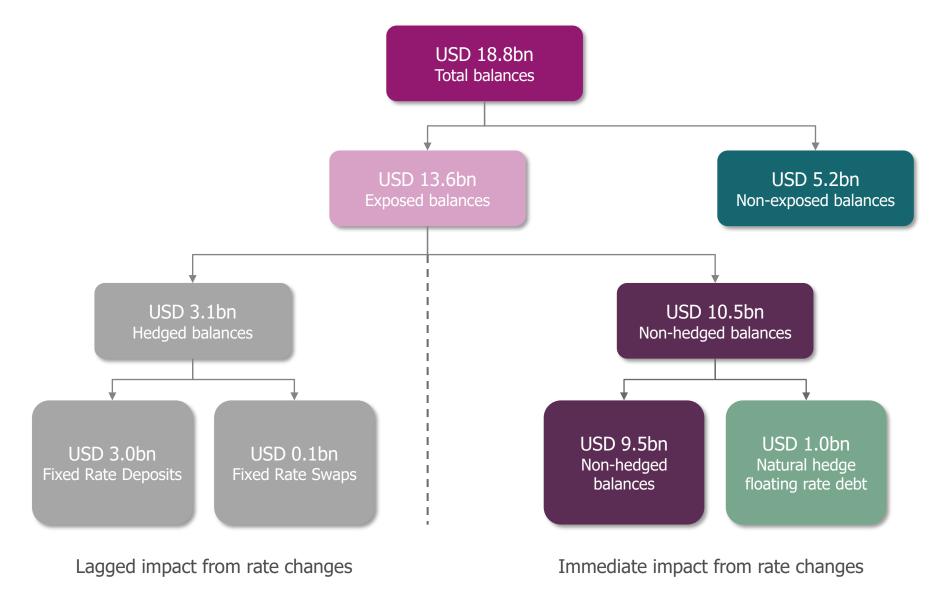
# Germany – Issuer Services

Management revenue: EUR million





# Breakdown of average client balances for FY21





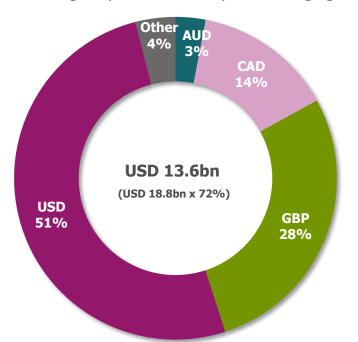
# Exposed and non-exposed FY21 and FY20 average balances by business

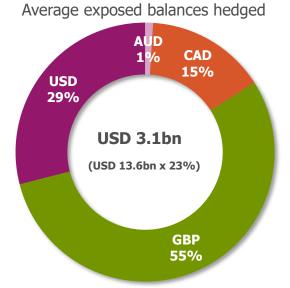
| Business Activity                            | FY21 Balances (USD billions) |             | Margin Income<br>(USD millions) | Business Activity                            | FY20 Balances (US | D billions) | Margin Income<br>(USD millions) |
|--|------------------------------|-------------|---------------------------------|--|-------------------|-------------|---------------------------------|
|  | Exposed                      | Non-exposed |                                 |  | Exposed           | Non-exposed |                                 |
| Register Maintenance                         | 2.7                          | 0.2         | 20.9                            | Register Maintenance                         | 2.2               | 0.7         | 37.9                            |
| Corporate Actions                            | 2.2                          | 2.1         | 23.3                            | Corporate Actions                            | 1.6               | 1.8         | 40.7                            |
| Issuer Services                              | 4.9                          | 2.3         | 44.2                            | Issuer Services                              | 3.8               | 2.5         | 78.7                            |
| Employee Share<br>Plans & Vouchers           | 1.3                          | 0.1         | 4.2                             | Employee Share<br>Plans & Vouchers           | 1.3               | 0.2         | 11.4                            |
| Business Services                            | 3.0                          | 2.9         | 29.4                            | Business Services                            | 2.4               | 3.2         | 56.2                            |
| Mortgage Services & Property Rental Services | 4.4                          | 0.0         | 29.3                            | Mortgage Services & Property Rental Services | 3.8               | 0.0         | 53.1                            |
| Totals                                       | 13.6bn                       | 5.2bn       | 107.0m                          | Totals                                       | 11.4bn            | 5.8bn       | 199.4m                          |
|  | 18.8bn                       |             |                                 |  | 17.               | 2bn         |                                 |
| Margin Income                                | \$94.8m                      | \$12.2m     |                                 | Margin Income                                | \$176.3m          | \$23.1m     |                                 |
| Average annualised yield                     | 0.70%                        | 0.23%       |                                 | Average annualised yield                     | 1.55%             | 0.40%       |                                 |



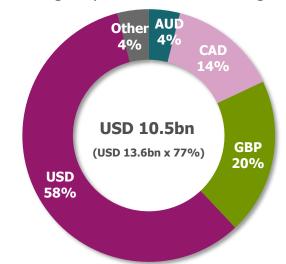
# Breakdown of FY21 average exposed balances by currency USD exposed balances continue to be the largest component

Average exposed balances prior to hedging





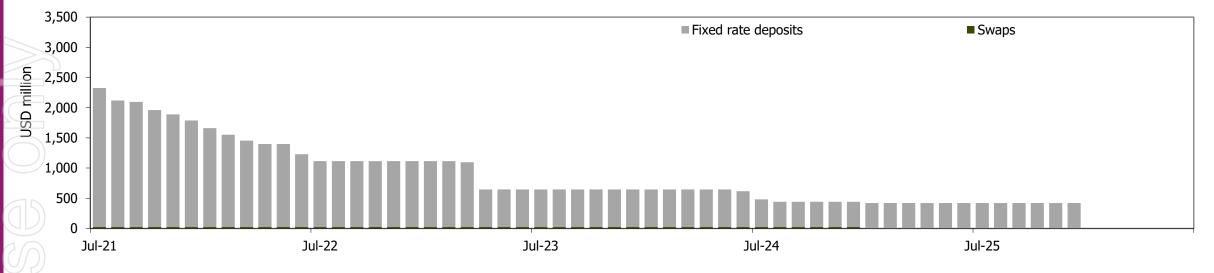




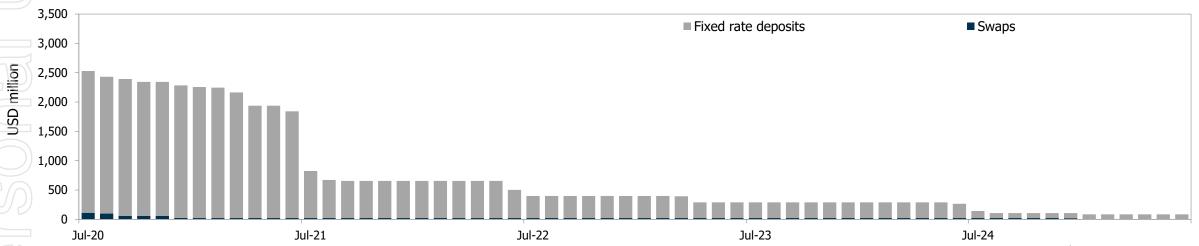


# Profile of our swap and fixed rate deposit book

#### As at 30 June 2021



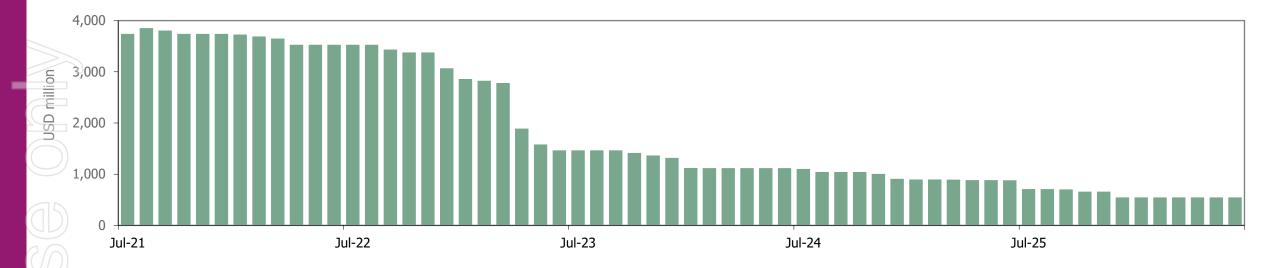
#### As at 30 June 2020



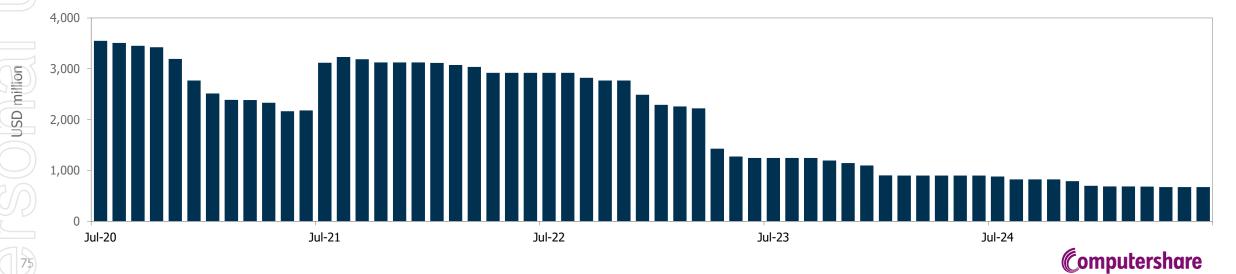


# Profile of floating rate deposits

As at 30 June 2021



As at 30 June 2020



# Exchange rates

| Currency | FY21    | 1H21    | FY20    | 1H20    | FY19    | 1H19    |
|----------|---------|---------|---------|---------|---------|---------|
| USD      | 1.0000  | 1.0000  | 1.0000  | 1.0000  | 1.0000  | 1.0000  |
| AUD      | 1.3464  | 1.3971  | 1.4889  | 1.4623  | 1.3933  | 1.3734  |
| HKD      | 7.7550  | 7.7504  | 7.7999  | 7.8321  | 7.8405  | 7.8371  |
| NZD      | 1.4428  | 1.4975  | 1.5683  | 1.5504  | 1.4874  | 1.4893  |
| INR      | 73.7286 | 74.2471 | 71.9578 | 70.4405 | 70.4260 | 70.6855 |
| CAD      | 1.2921  | 1.3315  | 1.3391  | 1.3203  | 1.3252  | 1.3117  |
| GBP      | 0.7461  | 0.7711  | 0.7931  | 0.7993  | 0.7716  | 0.7707  |
| EUR      | 0.8397  | 0.8529  | 0.9030  | 0.8999  | 0.8746  | 0.8645  |
| RAND     | 15.5863 | 16.5396 | 15.5385 | 14.7507 | 14.1190 | 14.0136 |
| RUB      | 75.0158 | 75.2164 | 66.6767 | 64.2928 | 65.5333 | 65.1752 |
| AED      | 3.6730  | 3.6730  | 3.6729  | 3.6729  | 3.6729  | 3.6729  |
| DKK      | 6.2480  | 6.3501  | 6.7424  | 6.7192  | 6.5256  | 6.4466  |
| SEK      | 8.6095  | 8.8445  | 9.6389  | 9.6044  | 9.1332  | 8.9924  |
| CHF      | 0.9109  | 0.9174  | 0.9782  | 0.9888  | 0.9937  | 0.9870  |



# Important notice

#### **Summary information**

- This announcement contains summary information about Computershare and its activities current as at the date of this announcement.
- This announcement is for information purposes only and is not a prospectus or product disclosure statement, financial product or investment advice or a recommendation to acquire Computershare's shares or other securities. It has been prepared without taking into account the objectives, financial situation or needs of a particular investor or a potential investor. Before making an investment decision, a prospective investor should consider the appropriateness of this information having regard to his or her own objectives, financial situation and needs and seek specialist professional advice.

#### **Financial data**

- Management results are used, along with other measures, to assess operating business performance. The company believes that exclusion of certain items permits better analysis of the Group's performance on a comparative basis and provides a better measure of underlying operating performance.
- Management adjustments are made on the same basis as in prior years.
- The non-IFRS financial information contained within this document has not been reviewed or audited in accordance with Australian Auditing Standards.
- All amounts are in United States dollars, unless otherwise stated.

#### **Past performance**

• Computershare's past performance, including past share price performance and financial information given in this announcement is given for illustrative purposes only and does not give an indication or guarantee of future performance.

#### Future performance and forward-looking statements

- This announcement may contain forward-looking statements regarding Computershare's intent, belief or current expectations with respect to Computershare's business and operations, market conditions, results of operations and financial condition, specific provisions and risk management practices.
- When used in this announcement, the words 'may', 'will', 'expect', 'intend', 'plan', 'estimate', 'anticipate', 'believe', 'continue', 'should', 'could', 'objectives', 'outlook', 'guidance' and similar expressions, are intended to identify forward-looking statements. Indications of, and guidance on, plans, strategies, management objectives, sales, future earnings and financial performance are also forward-looking statements.
- Forward-looking statements are provided as a general guide only and should not be relied upon as a guarantee of future performance. They involve known and unknown risks, uncertainties, contingencies, assumptions and other important factors that are outside the control of Computershare.
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