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iSelect Limited

Annual General Meeting – 31 October 2017

iSelect

always get it right

2017 Annual General Meeting

Chairman

Mr Chris Knoblanche AM

31 OCTOBER 2017

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2017 Annual General Meeting

CEO Presentation

Scott Wilson, Managing Director & CEO

Australia's
Life Admin Store



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FY17 – Growth across key business drivers


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UNIQUE VISITORS

800k 

to 9.8 million

CUSTOMER LEADS

7% 


to 4.3 million

CONVERSION

0.6pp 

to 10.5%

SALES UNITS

13% 


to 449k

REVENUE

8% 

to \$185.1 million

OPERATING CASHFLOW

184% 

to \$30.6 million

EBIT

50% 

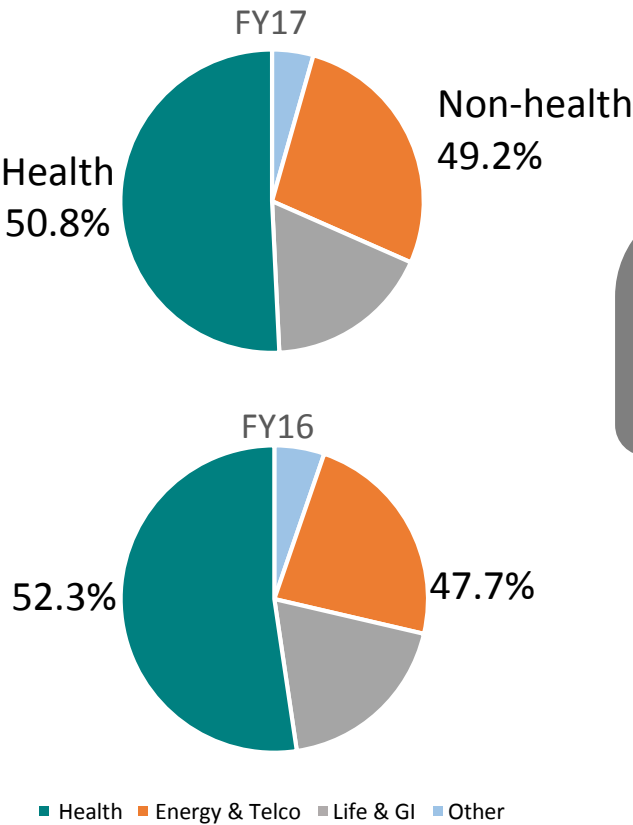
to \$22.5 million

Segment Results – Diversification continues

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SEGMENT REVENUE - REPORTED (\$m)




































































































Segment	FY17	FY16	Change
Health	94.0	90.0	4%
Energy & Telco	50.4	40.2	25%
Life & General Insurance	32.6	32.7	0%
Other	8.2	9.1	(10%)
TOTAL	185.1	171.9	8%



Diversification of the business is continuing – non-Health now >49% of revenue

Growing the Marketplace – 11 new Partners/Brands in FY17

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Health	Energy	Life	Home Loans	Money	General Insurance	Telco & Entertainment
             	             	     	                     	                   	          	           

iSelect takes majority position in iMoney

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iMoney
GROUP

iMoney.my

iMoney
PHILIPPINES

ATURDUIT
.com

iMoney
SINGAPORE



iSelect takes majority position in iMoney

iMoney currently operates in

- Malaysia
- Singapore
- Indonesia
- Philippines

with c. 200 m internet users

Has domains in Hong Kong
and Thailand for future
operations



iSelect: Near-term outlook & Market Guidance

Business segments

- Expecting continued growth in our Health segment with the broader PHI market displaying signs of stability
- Energy & Telco growing strongly as anticipated
- Life & GI still seeing challenging conditions

Market Guidance

- FY18 market guidance of between \$23 and \$26 million EBIT
 - Including Nest marketing of approximately \$2 million
 - Including the iMoney expected consolidated loss in the range of \$1.5 - \$2.1 million*
- Underlying business EBIT FY18 market guidance of between \$26 and \$29 million.

* Includes transaction & other related acquisition costs

A man and a woman are sitting in bed, looking at a laptop. The man is typing on the keyboard, and the woman is pointing at the screen. They are both smiling. The room has a brick wall and a window with blinds. A bicycle is visible in the background.

“Thank You”



2017 Annual General Meeting

Formal Business

Chris Knoblanche – Chairman

Australia's
Life Admin Store



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Today's Procedure – Registration & Cards

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- All those in attendance should have registered at the Computershare desk at the back of the room
- Shareholders, proxies and corporate representatives who are registered to vote today should have received a **GREEN** voting card
- Shareholders, proxies and corporate representatives who are not registered to vote today should have received a **BLUE** admission card
- Visitors have been given a **WHITE** admission card and are not allowed to vote or speak at the meeting

Today's Procedure – Discussion & Questions

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- Questions should be limited to those related to the subject matter of the business and resolution outlined in the Notice Of Meeting
- When asking a question, please show your **GREEN** or **BLUE** card, state your name and state whether you:
 - a) are a shareholder; or
 - b) are attending as a proxy

Tabling of Financial Report

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Tabling of the iSelect 2017 Financial Report

Resolution 1 - Adoption of Remuneration Report

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RESOLUTION 1 Adoption of Remuneration Report

Resolution 1 – Proxies received

RESOLUTION 1 -Adoption of Remuneration Report Proxies Received

FOR	146,861,037
AGAINST	4,010,870
OPEN	2,098,785
ABSTAIN	119,937

Resolution 2

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RESOLUTION 2

Re-election of Brodie Arnhold as a Director

Resolution 2 – Proxies received

RESOLUTION 2 - Re-election of Brodie Arnhold

Proxies Received

FOR	151,961,661
AGAINST	18,292
OPEN	2,098,785
ABSTAIN	11,170

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Resolution 3

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RESOLUTION 3 Re-election of Shaun Bonett as a Director

Resolution 3 – Proxies received

RESOLUTION 3 - Re-election of Shaun Bonett

Proxies Received

FOR	151,926,173
AGAINST	40,194
OPEN	2,098,785
ABSTAIN	24,756

Resolution 4

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RESOLUTION 4

Approve the issue of LTIP Shares to Scott Wilson

Resolution 4 – Proxies received

RESOLUTION 4 - Approve the issue of LTIP Shares

Proxies Received

FOR	144,245,486
AGAINST	7,675,467
OPEN	2,113,785
ABSTAIN	55,170

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“Thank You”

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This document is a presentation of general background information about iSelect’s activities current at the date of the presentation. It is information in a summary form and does not purport to be comprehensive.

It is to be read in conjunction with the iSelect Limited annual report filed with the Australian Securities Exchange on 16 August, 2017 (“FY17 Annual Report”).

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