

3 May 2012



The Manager
Company Announcements Office
Australian Stock Exchange
Exchange Centre, 20 Bridge Street
SYDNEY NSW 2000

ELECTRONIC LODGEMENT

Dear Sir or Madam,

Chairman's Address 2012 Annual General Meeting

Please find attached a copy of an address to be given by the Chairman at this morning's Annual General meeting of the Company.

Sincerely

A handwritten signature in black ink, appearing to be 'P. Ferguson', with a long horizontal line extending to the right.

PETER FERGUSON
Company Secretary

IRESS Market Technology Ltd
A.B.N. 47 060 313 359

Corporate Office:
Level 18, 385 Bourke Street
Melbourne Vic Australia
Tel: (03) 9018 5800
Fax (03) 9018 5844

Sydney Office:
Suite 4, 14 Martin Place
Sydney NSW Australia
Tel: (02) 8273 7000



IRESS 2012 Annual General Meeting Chairman's Address to Shareholders

Introduction

Considering the uncertain and challenging environment the company performed reasonably well in 2011 with segment profit of \$89.1m up 2.9% on revenue growth of 13.7%.

- These results include a material contribution from the acquisition of Peresys in January although as the transaction was fully cash funded interest income was lower.
- Excluding Peresys and organic investments in Asia, segment profit fell 1.6% while revenue was up 5.1%.
- Higher staff costs from implementation of multi-markets for Australia lowered margins.
- The high Australian dollar impacted on Canadian and South African contributions.
- Dividends (interim and final) were unchanged from 2010 at 38c (not including the 3.5c special dividend paid in 2010). Dividends were franked at 85.5% in 2011, compared to 78.5% in 2010.

Financial Markets Highlights

- The acquisition of Peresys gave the company the leading position in South African financial markets software complementing our existing leading position in wealth management. During the course of 2011 Peresys was successfully integrated into the group contributing \$5.5m to segment profit.
- IRESS' multi-markets solution was successfully implemented in Australia. The Chi-X trading platform was launched with a clear majority of brokers connecting to Chi-X selected the IRESS solution.
- IRESS' Australian financial markets offering was enhanced by launch of our low latency network (ION) and mobile products for iPhone, iPad and Android.



- In Asia a range of new projects are underway for delivery in 2012 including two new CFD platforms. There are further white label opportunities in the region.
- In Canada our Best Market Router continued high performance delivery of trade-through compliance and advanced routing features.

Wealth Management Highlights

- XPLAN's market share in Australia continues to grow and the solution was ranked again as most widely used with richest functionality.
- The Count Financial rollout was completed, and a number of institutional rollouts are underway.
- Private wealth management is emerging as a distinct segment in Australia and a strong opportunity internationally.
- In South Africa several key transitions to XPLAN are underway or commencing soon.
- Our Asian business pipeline is in early stages but we are confident of opportunities in a variety of growth segments from tied distribution through to private wealth.
- In November 2011, IRESS announced the launch of Wealth Management in the United Kingdom on the back of its selection as strategic supplier of advice technology by the largest distributor of retail financial advice in the UK.

2012 Outlook

Turning to the outlook for 2012 we have seen conditions in all segments remain challenging but in the case of financial markets, continuing to soften during the year. In all regions where we operate our sell-side financial markets clients are dealing with low volumes, volatility and regulatory uncertainty. Unsurprisingly, they are responding by reducing staff numbers and general cost cutting. Our business in Canada, being predominantly sell-side focused, is particularly challenged by these trends. We expect these conditions to continue for at least the balance of 2012. We have seen more strength in our wealth management businesses and anticipate segment profit to be at least flat or increase slightly.

In aggregate and consistent with recent market update, compared to last year we expect our results for 2012 to show a decline in group segment profit of the order of 10%. Statutory profit before and after tax will move broadly in line with group segment profit. However the difficult environment faced by our mature businesses accounts for less than 50% of this reduction. The larger component reflects our conscious decision to invest in future growth through our organic initiatives in the UK and Asian markets. Consistent with the company's longstanding modest risk appetite, both investments have been built around key seed client relationships.

No change to dividends policy is currently envisaged so we expect to pay out a minimum 80% of adjusted profit after tax. Franking is subject to the relative levels of domestic and international profits but should remain above 80%.

In summary the company continues to have a strong financial position with no debt and core businesses generating stable healthy profits and cash flow. Short term growth looks weak but given the headwinds the modest declines in our mature businesses demonstrate their resilience and the value of a recurring revenue model. In due course operating conditions will turn and this, combined with the results of investments we are making now should provide a sound basis for medium term growth.

External conditions aside, our strengths as a company are due to the support of our clients and the efforts of our staff. As a technology driven company with few physical assets, human resources are paramount and the board expresses its appreciation to our Managing Director Andrew Walsh and the sustained efforts of his team.

Peter Dunai

Chairman

3 May 2012
