



*SAI Global Limited (ASX:SAI)
Macquarie Investor Conference*

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Chief Executive Officer
May 5th 2016*

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Business Vision

Two Businesses:

Risk Management Solutions, and **Property** - focused on the three pillars of Corporate Risk, Food Risk and Process Risk

- We see an increased focus and priority on the digital and software parts of our business
- We see subject matter expertise, advisory capabilities and data & insight capabilities forming an important value-add to our offering, underpinning our sales and marketing successes
- We will further augment these core offerings with selective partnerships



Risk Business: A snapshot

A Leader in Corporate & Food Risk

Top 2 Player in GRC Solutions Market

C360 Recognised by Forrester as Market Leading GRC Platform

6TH Largest Global Certification Company

3RD Largest Aggregator of Standards & Regulatory Content

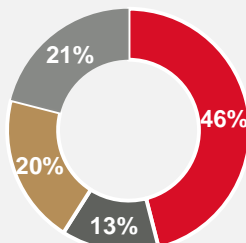
1,500



51 Offices in **29** countries

Employees

Revenue by Region and Portfolio



- Assurance
- Risk
- Learning
- Knowledge

500 +

International Standards Certified

100,000 PA

Audits Conducted

2M

Users on GRC Software

5M People PA

Educated on Compliance & Ethics

1.5M

Unique Standards & Regulatory Documents

Our Customers



100,000

Customers World Wide

30% of

Fortune 500



SOLUTIONS:

GRC Software

EHS Software

E-Learning

Advisory Services

Workflow Solutions

Standards &

Regulatory Publishing

Certification

Audit & Inspection

Face to Face Training

Supply Chain Risk Management

Information Databases



SAI GLOBAL

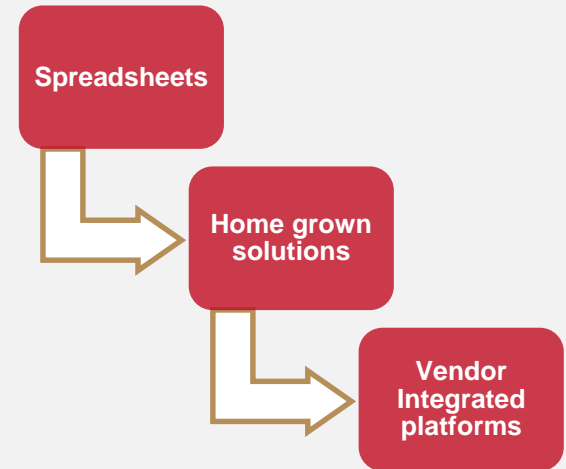
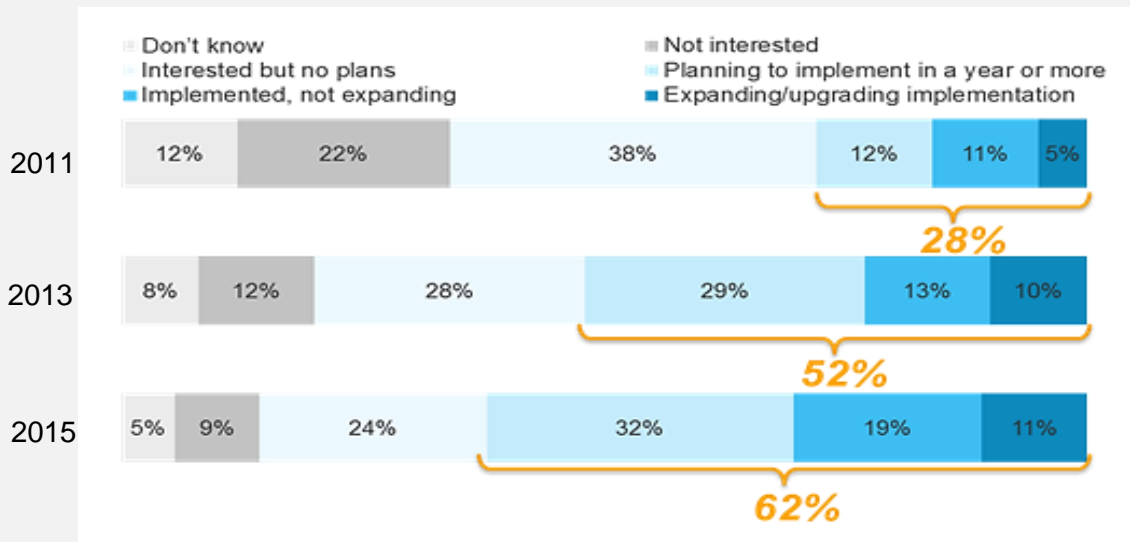
Risk Management Solutions Business: Leverage, enhance and invest

	Corporate Risk	Process Risk	Food Risk
Leverage existing capability	<ul style="list-style-type: none"> • C360 • Cintellate • eLearning 	<ul style="list-style-type: none"> • Mortgage services • Document management • Search management 	<ul style="list-style-type: none"> • C360 • Cintellate • eLearning • Accumulated supply chain data
Enhance current capability	<ul style="list-style-type: none"> • C360: <ul style="list-style-type: none"> ○ ERM module ○ Globalisation ○ Compliance workspace • Advisory capability • Analytics & reporting 	<ul style="list-style-type: none"> • Settlement room 	<ul style="list-style-type: none"> • Analytics & reporting • Advisory capability
Add new capability	<ul style="list-style-type: none"> • IT GRC module 	<ul style="list-style-type: none"> • ELNO accreditation • Hybrid digital capability • Non-mortgage BPO 	<ul style="list-style-type: none"> • Market facing Supply Chain Risk Management platform

Risk Management Solutions Business: Continuing shift to vendor integrated solutions

- Every organisation with a degree of complexity needs some form of corporate risk management
- Accelerating trend evident for companies to move from in-house solutions to vendor integrated platforms

COMPANY INTENTIONS TO IMPLEMENT A GRC PROGRAMME:



Source: John Wheeler; Gartner Security & Risk Management Summit, June 2015

SUBSTANTIAL & GROWING CORPORATE RISK MANAGEMENT MARKET

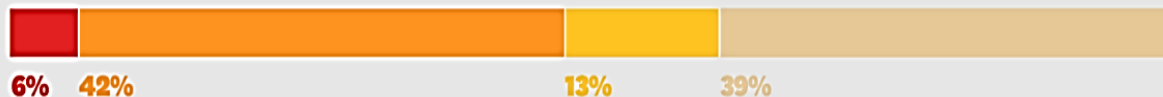
Risk Management Solutions Business: Emerging trends

- Reputational risk – loss of customer trust will inflict the worst damage
- SaaS is the priority - On-premise GRC will be less than 20% of new deals
- Vendor management and supplier management capabilities will play an increasingly important role in GRC solutions

THE PROPORTION OF SIGNIFICANT LOSSES IN MARKET VALUE CAUSED BY EACH TYPE OF RISK OVER THE PAST DECADE



THE PROPORTION OF TIME AUDITORS SPENT ON EACH TYPE

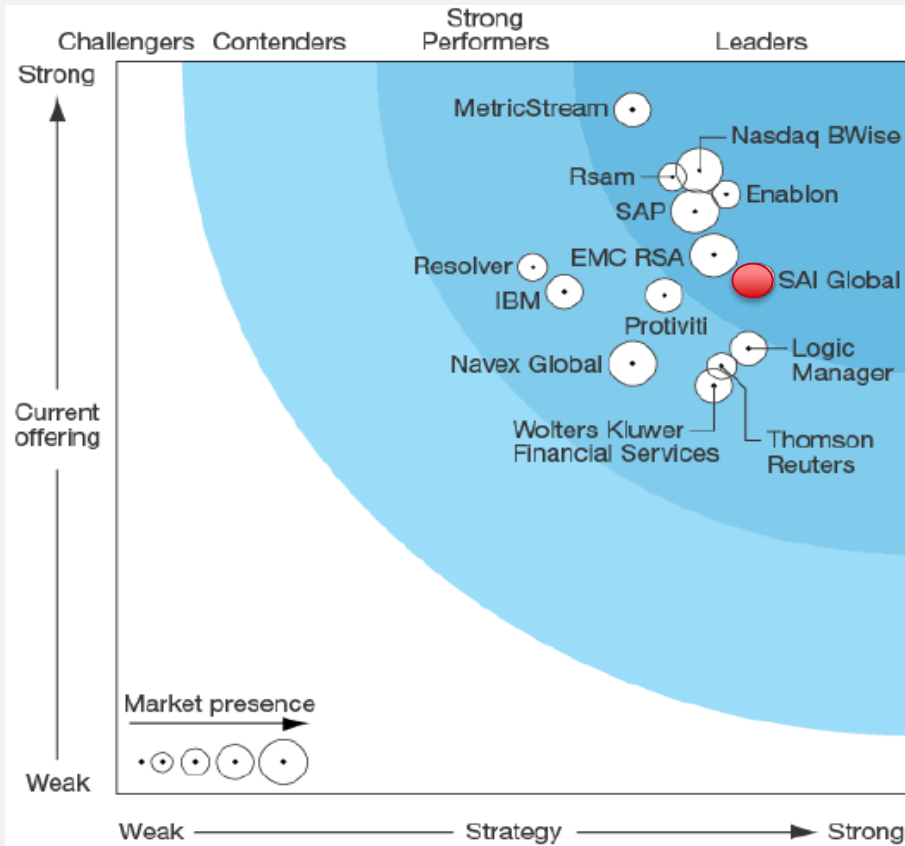


SOURCE CEB
FROM "HOW TO LIVE WITH RISKS," JULY-AUGUST 2015

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Implementation of integrated risk management solutions will enable companies to effectively manage their full spectrum of risks without leaving their organizations exposed

Risk Management Solutions Business: C360 – a market leading platform



“Most companies that are opting for third-party GRC software tend to base their GRC software selection on GRC market ‘quadrants’ analysis, mostly performed by Gartner and Forrester”.

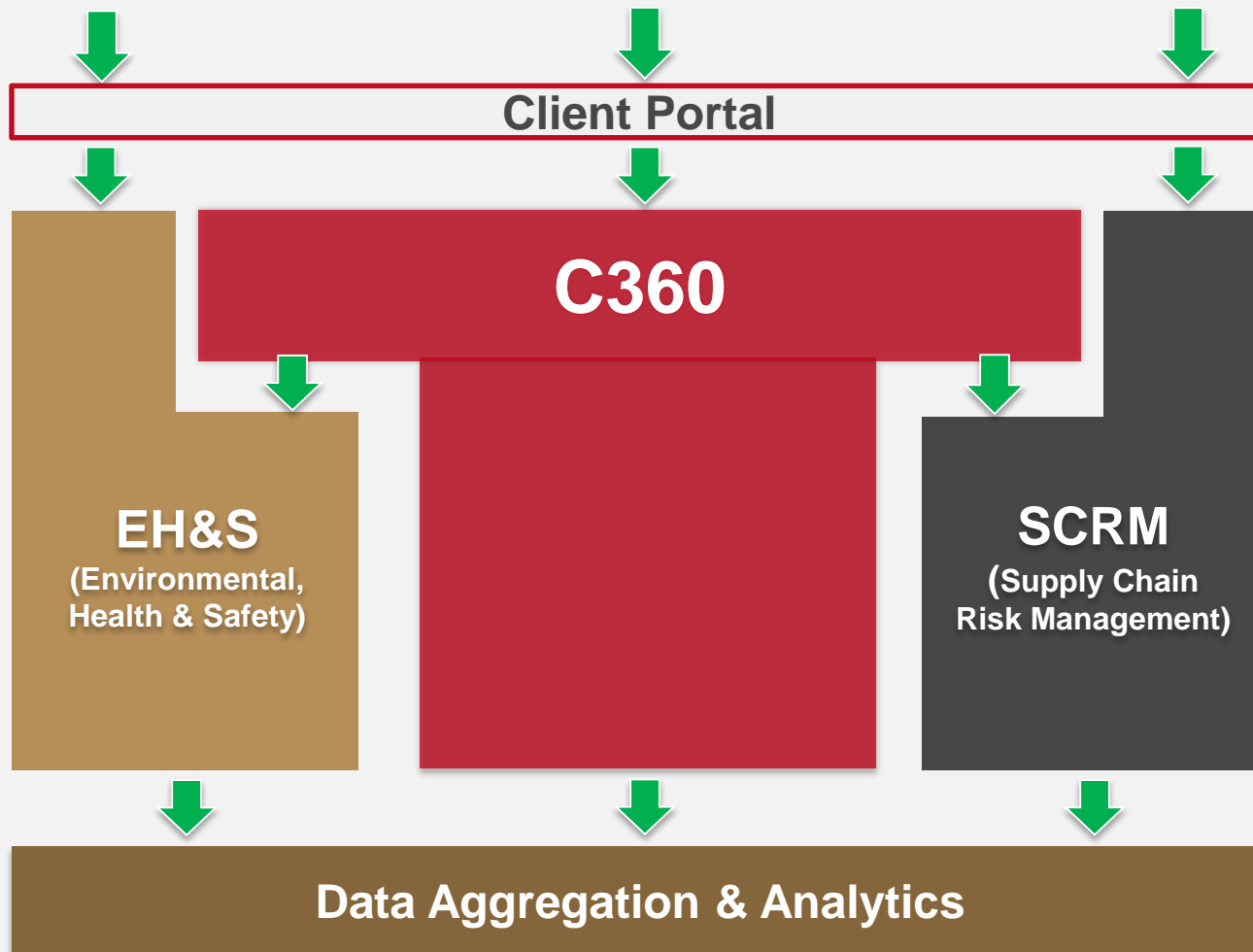
Source: Deloitte, “Governance, Risk and Compliance (GRC) software Business needs and market trends”, 2014

Enablon, Nasdaq, MetricStream, Rsam, SAP, **SAI Global**, and EMC/RSA **lead the pack**. Each of these vendors has a strong current offering, a well-articulated strategy that addresses current and future market needs, and experience successfully supporting large enterprises. These Leaders each have a solid value proposition and philosophy of GRC success that make them an overall strong pick

Source: **The Forrester Wave™: Governance, Risk, And Compliance Platforms, Q1 2016**

The 2016 Forrester TechRadar report has promoted C360 to the Leader quadrant

Risk Management Solutions Business: Rounding out our Risk Software suite



- Clients will have the opportunity to subscribe to one or more system components.
- They will be able to access & navigate through the platform(s) accordingly
- This optimises an 'integrated' user experience without necessitating a monolithic system architecture and the resultant challenges

Risk Management Solutions Business: Growth Opportunities

- Strong growth from our suite of software solutions expected to continue
- E-Learning stable and returning to growth
- Improving operational performance in EMEA
- Improved Assurance performance in the second half of FY16, but challenges still exist
- Standards sales growing at low-mid single digit
- Continuing to pursue acquisition opportunities to accelerate growth

Property Business: Mortgage Services

- SAI will be the central, unifying participant in the property ecosystem with an industry solution for the end-to-end property transaction.
- We will operate a hybrid property transaction platform that enables the electronic and manual settlement/exchange of property assets in Australia and be considered the market leading solution for:
 - The electronic and manual settlement of property transactions in Australia
 - The exchange of funds between parties (via partner payment platforms), including the state revenue offices
 - The lodgement of electronic and manual documents with land registries
 - Verification of mortgage documents to support banking processes
 - A network ecosystem that allows all property transaction participants to collaborate and obtain transparency on the progress of property transactions
 - Providing property information, data and insights that support property transactions and the industry as a whole

Property Business: Leverage, enhance and invest

Leverage existing capability

Corporate Risk

- C360
- Cintellate
- eLearning

Process Risk

- Mortgage services
- Document management
- Search management

Food Risk

- C360
- Cintellate
- eLearning
- Accumulated supply chain data

Enhance current capability

- C360:
 - ERM module
 - Globalisation
 - Compliance workspace
- Advisory capability
- Analytics & reporting

- Settlement room

- Analytics & reporting
- Advisory capability

Add new capability

- IT GRC module

- ELNO accreditation
- Hybrid digital capability
- Non-mortgage BPO

- Market facing Supply Chain Risk Management platform

Property Business: A snapshot

A Leader in Property Services

 **55%** OF BANKING SETTLEMENTS*

 **33%** OF PROPERTY SEARCHES*

SOLUTIONS:



- | | |
|-----------------------|----------------------|
| Settlement Services | Search Manager |
| Verification Services | B2B Integration |
| Document Management | Encompass |
| Cheque Printing | Conveyancing Manager |
| Registration Services | Dynamic Reports |
| Stamping Services | Planning & Roads |
| Settlement Manager | Settlement Room |



500 Employees

SYDNEY
BRISBANE
HOBART

9 Locations

MELBOURNE (2)
SOUTHPORT
DARWIN (agency)

280 Agents

PERTH
ADELAIDE
CANBERRA

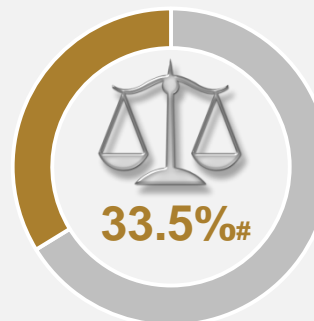
605,024 **351,944** **702,321** **7,448,661** **94,377** **1,873,988**

Settlements Attended	Land Registry Lodgements	Property Registrations	Searches Delivered	Documents Stamped	Documents Scanned
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Our Customers



Over
6,500
Customers Australia Wide



of Australia's legal and
conveyancing
practitioners



of Australia's 'Big 4' use
SAI services as well as 72
other banking clients

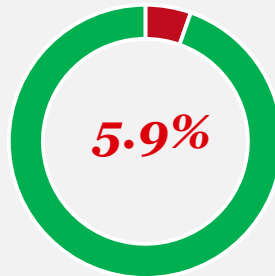


Source: *SAI Global Management Estimates. All figures are for 2015 calendar year. #means SAI Global has a services relationship with the client but does not necessarily hold 100% of any client's business.

Property Business: Performance



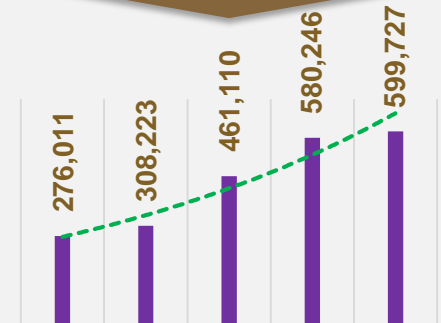
SAI Settlement Failure Rate#



Industry Settlement Failure Rate*



SAI Industry Participation



FY11 FY12 FY13 FY14 FY15

QUALITY OUTCOMES

SAI Global delivers best in industry performance, with an unmatched settlement failure rate of 0.012% due to SAI error. Quality is in our DNA, and our Property business is ISO 9001 and ISO 27001 certified.

INDUSTRY FOCUSED

SAI Global is focused on building products to enable the industry to address the root cause of failures including data quality, collaboration between participants and consumer understanding.

COLLABORATION

SAI Global's solutions, such as Settlement Room, bring legal practitioners, conveyancers and financial services professionals together with our partners right across the end-to-end property transaction.

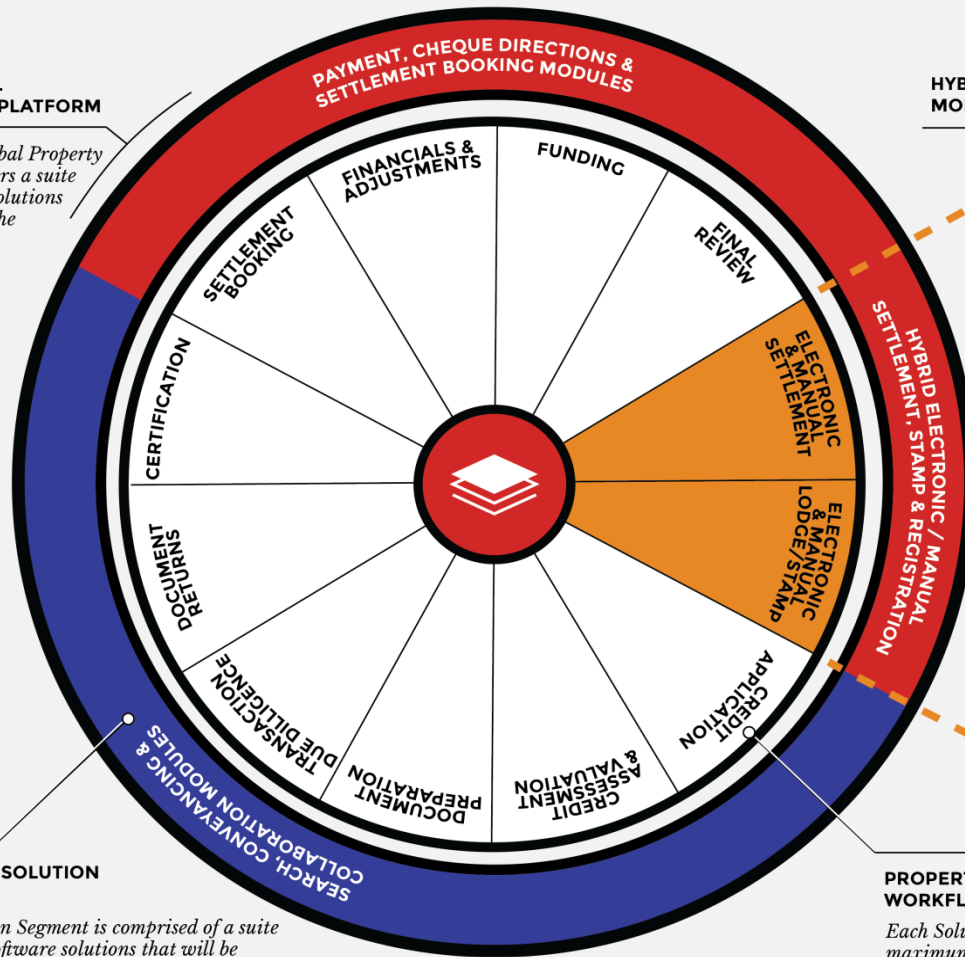
SCALE

SAI Global has significantly grown the volume of settlements it undertakes; now performing settlements for all four major Australian banks, getting more home buyers into their homes on time.

Property Business: Hybrid property platform

SAI GLOBAL PROPERTY PLATFORM

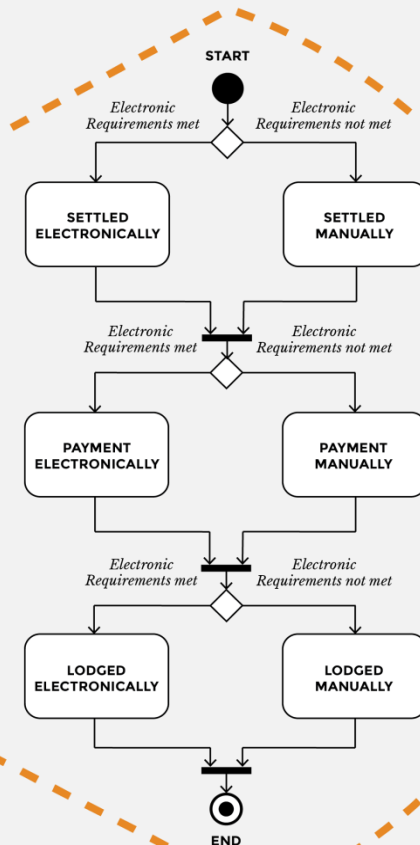
The SAI Global Property Platform offers a suite of property solutions throughout the entire value chain.



PLATFORM SOLUTION SEGMENTS

Each Solution Segment is comprised of a suite of tailored software solutions that will be unified through the SAI Global Property Platform.

HYBRID MODEL



PROPERTY WORKFLOW

Each Solution Segment is tailored to providing maximum utility to the discrete processes that comprise the Property Workflow.

Property Business: Growth Opportunities

- The current Mortgage Services business will continue to operate, supporting the hybrid business model, transforming from manual to electronic over time
- The pipeline of new business remains healthy. In the current manual environment, this represents significant additional annual revenue in the next 2 – 3 years
- Becoming an ELNO provides a sustainable business model removing the threat previously posed by PEXA
- Robotic Process Automation will also improve our margins, of which some gain would be passed on to clients, further enhancing our competitiveness
- Acquisition of / partnership for additional BPO services such as document preparation and legal certification, will ensure our growth trajectory

Questions

