



GLOBAL RISK MANAGEMENT

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A MARKET LEADER IN RISK MANAGEMENT & CRIME FIGHTING SOFTWARE

Wynyard's powerful software is used by risk, compliance, investigations and intelligence teams in government agencies and financial institutions to prevent and solve crime.



**Regulatory
Offences**



**Financial
Crime**



**Organised
Crime**



Cyber Threat



Terrorism

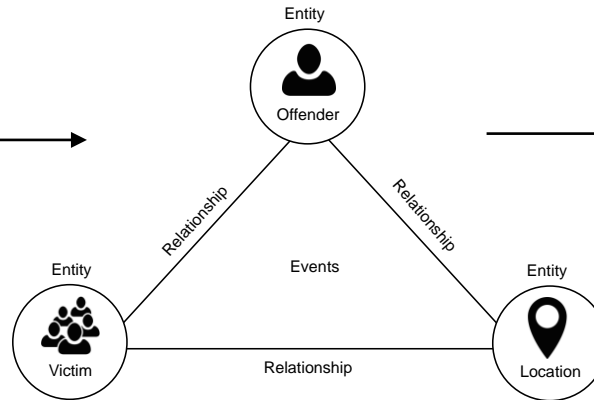
WYNYARD'S POWERFUL ADVANCED CRIME ANALYTICS PLATFORM

Big Data



Process and organise lawfully collected structured and unstructured data

Smart Data



Powerful crime solving algorithms identify entities, relationships and events of interest

Prevent and Solve Crime



Help front-line intelligence agents and investigators prevent and solve crime

WYNYARD GROUP (NZX:WYN)



PERFORMANCE

Revenue growth

+63%

59% recurring revenue
for FY13

Licensed users

111 K

+59,600
for FY13

Staff today

220

+75%
since IPO

Cash to invest

\$44M

as at April 2014

Award winner. Globally recognised market leader.



WYNYARD IS RECOGNISED AS A LEADER BY THE WORLD'S TOP TECHNOLOGY RESEARCH ANALYSTS

“Organisations are looking to take advantage of link analysis, predictive modeling, artificial intelligence and real-time tools. Wynyard’s focus on smart tools for operational risk, anti-money laundering and anti-fraud management position it as an emerging leader in this space.”

– *Chartis Research 2014*

“Strong product vision and strategy.”

“focus on intelligence-led risk solutions and a hard-to-copy, multi-faceted solution.”

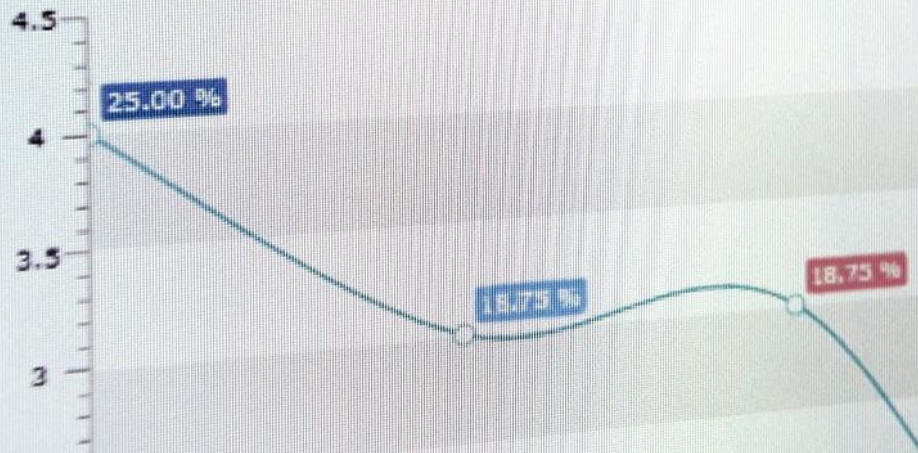
– *Forrester 2014*



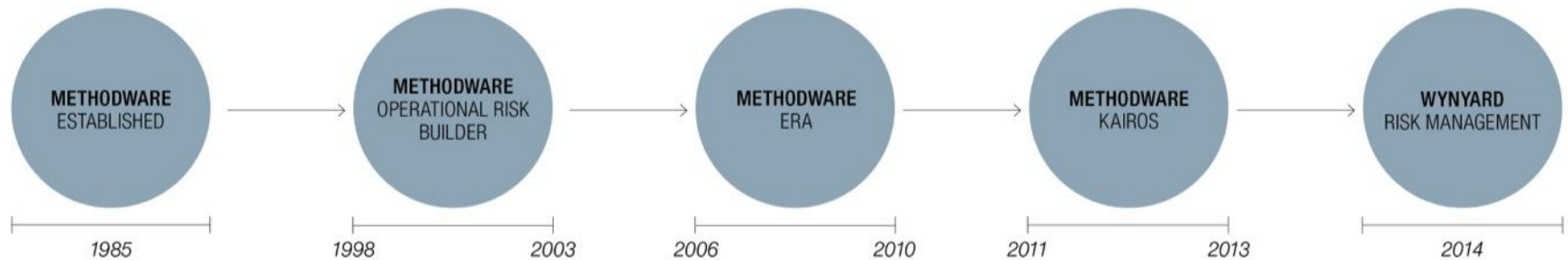


RISK EVOLUTION

Incidents by Date



EVOLUTION OF WYNYARD RISK MANAGEMENT



WYNYARD RISK EVOLUTION

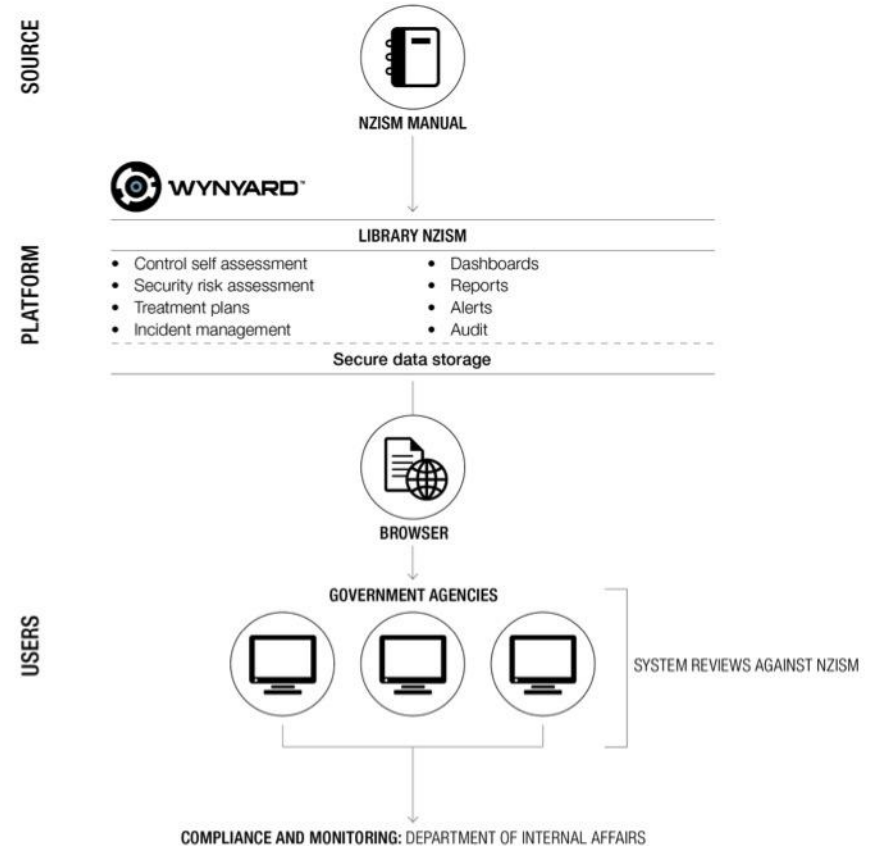
Risk continues to deliver strongly for Wynyard, with the Wynyard Risk Management product delivering 38% revenue growth in 2013 over 2012

Typically deployed for:

- Operational risk
- Enterprise risk management
- Regulatory compliance
- Information security risk management

EXAMPLE – INFORMATION SECURITY

- New Zealand information security manual (NZISM)
- Comparable to ISO 27000 series
- Government partnership
- Pre-configured compliance model
- Cloud deployment





MANAGING OUR OWN RISK

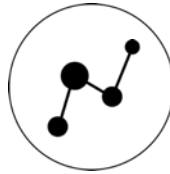
WYNYARD'S BOARD FOCUS

Build a high growth path to a large, profitable annuity business with lifelong customers.



Short Term Performance

- Revenue growth
- Capability and capacity
- Market leading platform



Sustaining High Growth

- Strategic government deals
- US Justice sector expansion
- Partner channels to market
- Potential for targeted acquisitions



Managing Risk

- Risk management
- Managing cash
- Talent acquisition
- Protecting reputation

MANAGING WYNYARD'S RISK

Risk Management

- Comprehensive governance, operational risk and compliance framework in place
- Focus on information and physical security

Managing Cash

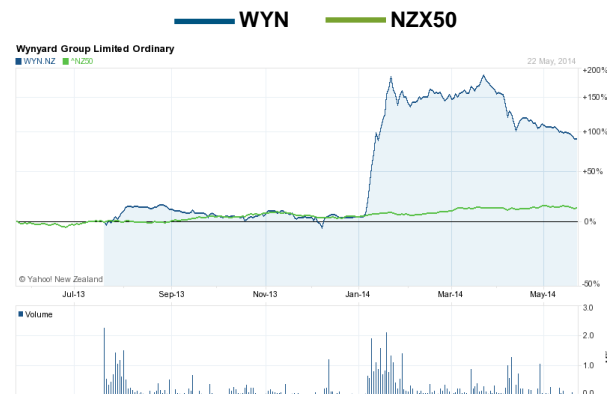
- Successful IPO \$65 million and placement \$35 million
- Market cap has grown from \$118 million to \$263 million (as at 23 May) since IPO

Talent Acquisition

- Strong executive and senior leadership team
- Focus on global talent recruitment and rapid induction

Reputation

- Comprehensive customer and partner vetting processes



HOW ARE WYNYARD DEPLOYING INTERNALLY?

Wynyard are deploying a phased implementation of Wynyard Risk Management internally to address our complex risk environment, spanning:

- Global Risk Management Framework
- Board Reporting (top 10 risks reports)
 - Executive risk owners will review and update risks, controls and actions
 - A “Top 10” report is run from the system
 - Actions can be tracked and reminders sent
- Due diligence, contract & obligations management
 - Obligations against contracts entered, owned and tracked (including automated reminders)
 - Third Party Due Diligence
 - Contract Request and Approval

HOW ARE WYNYARD DEPLOYING INTERNALLY? *continued*

- Information Security (ISO27001)

Wynyard Risk Management will be used as the Information Security Management System

The system will be used to track information relating to InfoSec including risks, controls, actions and incidents

- Incident reporting and analysis (IS & HR, H&S)

Addition of HR and Health and Safety incident reporting

- Policy management (IS, HR, General)

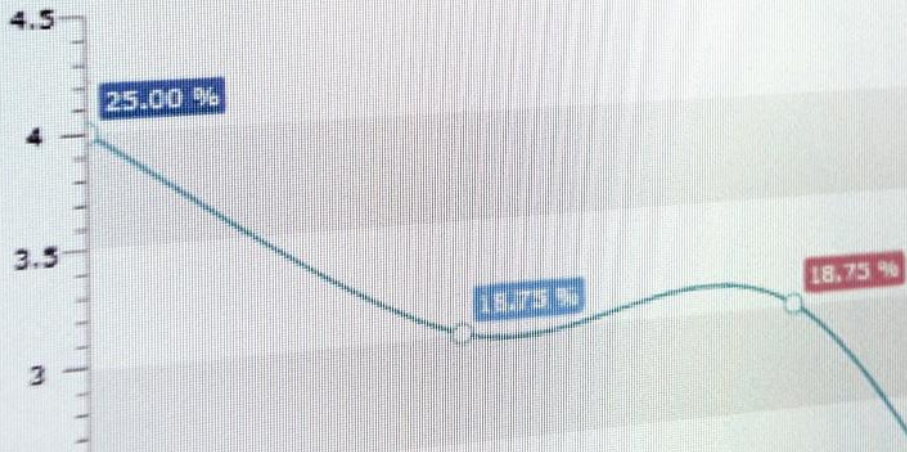
All policies relevant to other information in the system will be linked including Information security and HR



GLOBAL RISK CUSTOMERS



Incidents by Date



GOVERNMENT, FINANCIAL SERVICE & INSURANCE

Wynyard have worked with many local and federal level **government agencies**.



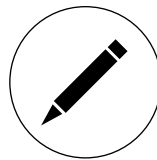
Law
enforcement



Tax
collection



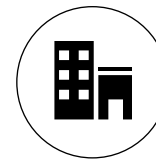
Health
care



Tertiary
education



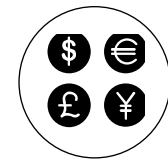
Banks



Finance
companies



Stock
exchanges



Forex exchanges
/ remitters



Defense



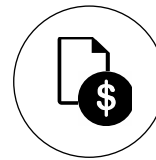
Social
welfare



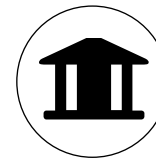
Local
government



Regulators



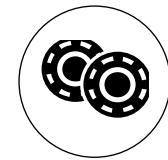
Credit
unions



Investment
banks



Insurance
(brokers
/ underwriters)



Lottery and
gaming

Wynyard have worked with a mix of **financial service** and **insurance** organisations.

SYNGENTA

Key Facts:

- Client since 2012
- Headquartered in Switzerland
- 28,000 employees in 90 countries
- World leader in the field of agri-chemical research
- 600 risk profiles resulting in 25,000 action plans

Outcome:

- Successfully tendered against 70 vendors
- Deployed Wynyard Risk Management in their Production and Supply divisions
- Approximately 700 users at present but expected to grow
- Reported savings of 15 minutes per action plan per year through removal of manual spreadsheet review



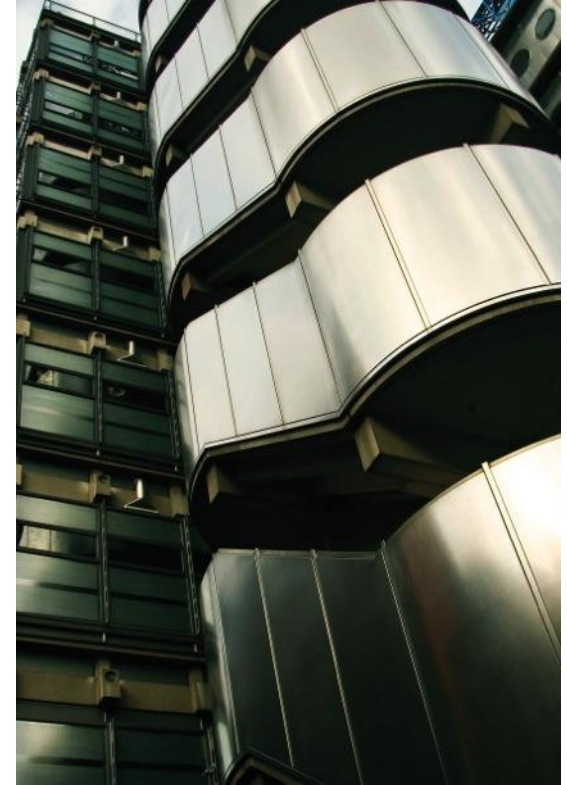
LLOYDS OF LONDON

Key facts:

- Founded in 1688
- Client since 2003
- 2,500 coverholders around the world
- NZD\$50 billion of premiums transacted in the market each year

Recent upgrade:

- EU Solvency II Directive proposes to make significant changes to the insurance industry regarding:
 - Capital levels held by insurers
 - Transparency around how capital levels are reported
- Expanded implementation of Wynyard Risk Management to address this issue as well as assisting them to better implement compliance against their risk appetite frameworks.



NORTH AMERICAN ELECTRICAL REGULATOR

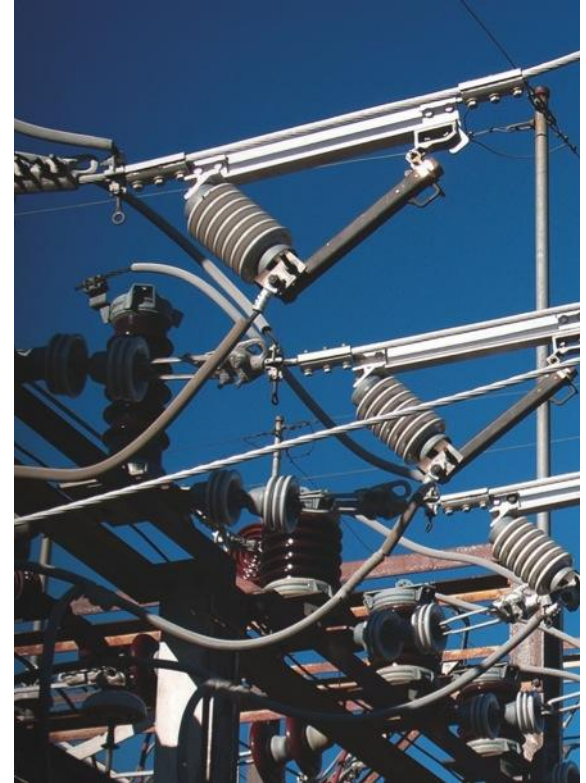
Regulatory Board required organisational improvement of their Enterprise Risk Management practices.

Concerns were:

- Inconsistent information across the organisation
- Reporting, tracking and evaluation were at too high a level
- Information wasn't current or readily accessible
- Wanted to analyse granular information in various ways, presenting flexible dashboards, reports and filters to the Board

Outcomes:

- Automation of manual processes - save work
- Standardisation of processes - improve data quality
- Make data more accessible - remove translation overhead and errors, boost transparency, increase Board's confidence in the enterprise



WORLDPAY

Key Facts:

- Client since 2014
- Revenue is approximately NZD\$6 billion per year
- Hold about 44% share of the global payments business
- Process 26 million payments per day
- 120 different currencies and 200 different payment types

Outcome:

- Client discontinued implementation with a major vendor to select Wynyard Risk Management
- Product went live in September 2014
- Transitioned their risk registers from manual spreadsheets to an automated framework
- In the future, Wynyard Risk Management will be expanded into their regulatory compliance team.



DUBAI AIRPORTS

Key facts:

- Client since 2007
- 100,000 passengers per day
- 130 different airlines
- Travelling to 220 destinations
- 2020 strategic vision is to have 98 million passengers per year

Outcome:

- Successfully tendered against a host of leading vendors
- Implemented Wynyard Risk Management to track the full spectrum of threats and risks impacting the airport's operations
- Dubai airport has reduced their insurance premiums
- Marsh Consulting on behalf of the US Department of Transport recommended that US airports adopt the same approach to risk management as Dubai airport





WYNYARD™

POWERFUL
SOFTWARE.
**CONNECTING
THE DOTS.**

wynyardgroup.com
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