Continued Market Leadership through Execution and Innovation

Investor Day



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June 22, 2011

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Introduction

Rick Rodick



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Agenda

Introduction	**Rick Rodick** *Vice President, Investor Relations*	**9:00 – 9:05**
Opening Remarks	**Rich Daly** *Chief Executive Officer*	**9:05 – 9:20**
Strategy Overview	**Tim Gokey** *Chief Development Officer*	**9:20 – 9:40**
Bank/Broker-Dealer Communications (ICS)	**Bob Schifellite** *President, Investor Communication Solutions*	**9:40 – 10:00**
Mutual Fund Solutions (ICS)	**Gerry Scavelli** *President, Mutual Fund Solutions*	**10:00 – 10:20**
Break		**10:20 – 10:35**
Corporate Issuer Solutions (ICS)	**Bob Schifellite** *President, Investor Communication Solutions*	**10:35 – 10:50**
Global Technology and Operations Solutions (SPS)	**John Hogan** *President & Chief Operating Officer*	**10:50 – 11:15**
Financial Overview	**Dan Sheldon** *Chief Financial Officer*	**11:15 – 11:35**
Closing Remarks	**Rich Daly** *Chief Executive Officer*	**11:35 – 11:45**
Q&A		**11:45 – 12:15**
Product Demonstrations		**12:15 – 1:30**

Broadridge

Forward-looking statements

This presentation and other written or oral statements made from time to time by representatives of Broadridge may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Statements that are not historical in nature, such as our fiscal year 2011 financial guidance, and which may be identified by the use of words like “expects,” “assumes,” “projects,” “anticipates,” “estimates,” “we believe,” “could be” and other words of similar meaning, are forward-looking statements. These statements are based on management’s expectations and assumptions and are subject to risks and uncertainties that may cause actual results to differ materially from those expressed. These risks and uncertainties include those risk factors discussed in Part I, “Item 1A. Risk Factors” of our Annual Report on Form 10-K for the fiscal year ended June 30, 2010 (the “2010 Annual Report”), as they may be updated in any future reports filed with the Securities and Exchange Commission. Any forward-looking statements are qualified in their entirety by reference to the factors discussed in the 2010 Annual Report. These risks include: the success of Broadridge in retaining and selling additional services to its existing clients and in obtaining new clients; the pricing of Broadridge’s products and services; changes in laws and regulations affecting the investor communication services provided by Broadridge; declines in participation and activity in the securities markets; overall market and economic conditions and their impact on the securities markets; any material breach of Broadridge security affecting its clients’ customer information; the failure of Broadridge’s outsourced data center services provider to provide the anticipated levels of service; any significant slowdown or failure of Broadridge’s systems or error in the performance of Broadridge’s services; Broadridge’s failure to keep pace with changes in technology and demands of its clients; Broadridge’s ability to attract and retain key personnel; the impact of new acquisitions and divestitures; and competitive conditions. Broadridge disclaims any obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

Fiscal Year 2011 Guidance

The fiscal year 2011 financial guidance amounts included in these presentations were provided in the Company’s May 10, 2011 earnings materials and are available on the Company’s website at www.broadridge-ir.com.

Use of non-GAAP financial measures

This presentation includes certain Non-GAAP (generally accepted accounting principles) financial measures in describing Broadridge's performance. Management believes that such Non-GAAP measures, when presented in conjunction with comparable GAAP measures provide investors a more complete understanding of Broadridge's underlying operational results. These Non-GAAP measures are indicators that management uses to provide additional meaningful comparisons between current results and prior reported results, and as a basis for planning and forecasting for future periods. These measures should be considered in addition to and not a substitute for the measures of financial performance prepared in accordance with GAAP. The reconciliations of such measures to the comparable GAAP figures are included in this presentation.

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Pre-Spin financial information

Financial information presented for periods prior to the March 30, 2007 spin-off of Broadridge from Automatic Data Processing, Inc. ("ADP") represents the operations of the brokerage services business which were operated as part of ADP. Broadridge's financial results for periods before the spin-off from ADP may not be indicative of our future performance and do not necessarily reflect what our results would have been had Broadridge operated as a separate, stand-alone entity during the periods presented, including changes in our operations and capitalization as a result of the spin-off from ADP.

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Opening Remarks

Rich Daly



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Broadridge is a strong, resilient business with significant growth potential

- **History of market leadership**
  - Proven ability to address increasingly complex customer needs through technology
  - Innovation and thought leader in industry for >40 years

- **Strong position in large and attractive markets**
  - Leader in investor communications and securities processing
  - Resilient through crisis due to mission-critical nature of services
  - Deeply respected by industry and regulators
  - Ample room for expansion into naturally adjacent markets

- **Excellent team**
  - Results-driven and deeply experienced management team aligned with shareholders
  - Highly engaged associates—one of the best large companies to work for in NY[1]

1. As recognized by the NY Society of Human Resources in 2008-2011

Broadridge

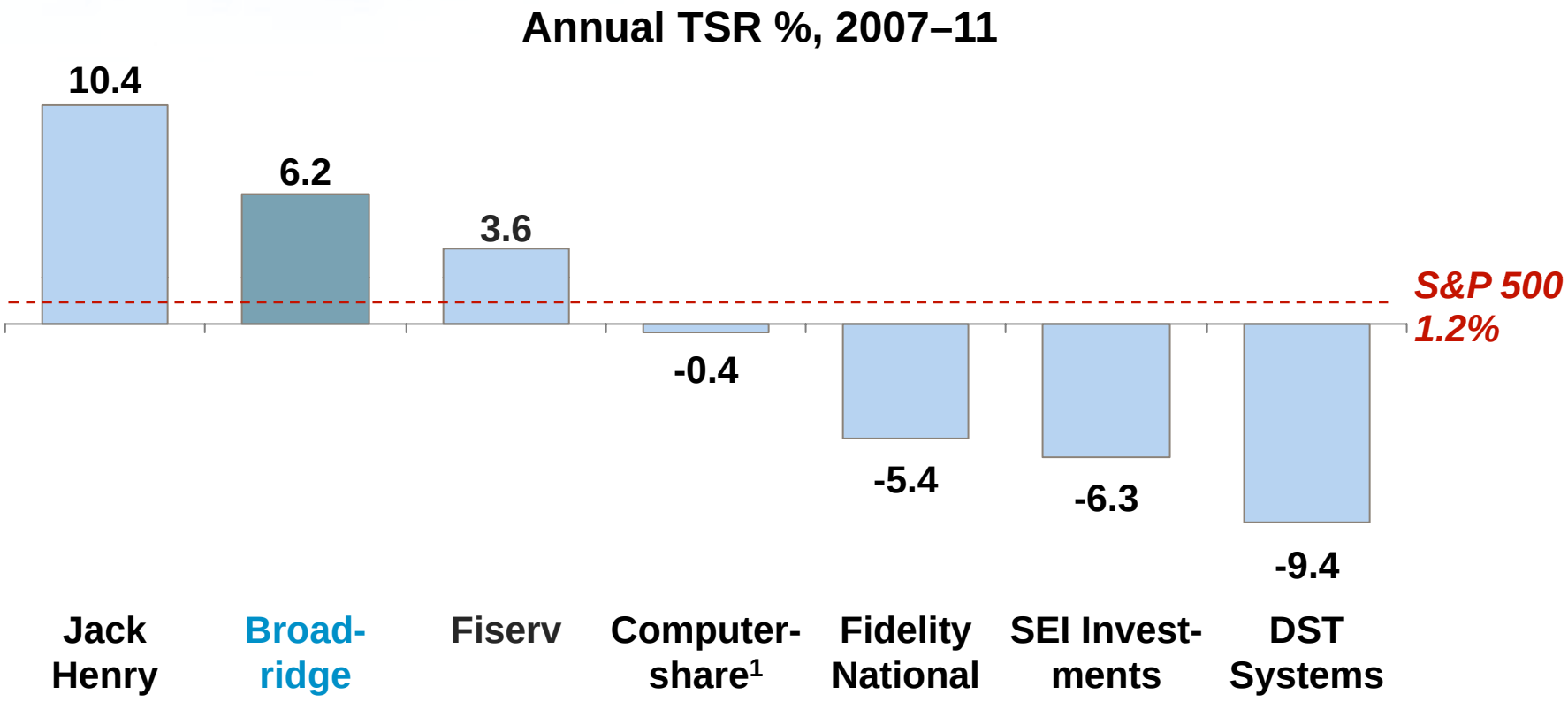
Consistent shareholder returns through careful capital stewardship

- **Strong expected Total Shareholder Return (TSR) over next three years through a balanced return model with low risk to investors**
  - Mid-to-high single-digit revenue growth in current and adjacent markets
  - Mid single-digit margin expansion by leveraging scale
  - Continued commitment to return cash to shareholders

- **Shareholder-focused use of cash**
  - High-return internal investments to maintain our commitment to the Service Profit Chain
  - Carefully-targeted, tuck-in acquisitions to address emerging customer needs
  - Decisive, and timely, divestitures when necessary
  - Excess capital routinely returned to shareholders (>$700M since spin)

Delivered TSR greater than S&P 500 since spin-off

We have led the industry in shareholder value creation through challenging times



Broadridge delivered strong shareholder value through the financial crisis

1. TSR for Computershare is shown in US Dollars. TSR in Australian Dollars over this period was 7.5%
Note: Peer group based on composite of *Financial Processing & Outsourcing* and *Investment Services, Software and Technology* companies with market capitalization >$1B from *BAML Financial Technology Sector Analysis.* Peer group excludes companies that do not compete with Broadridge.

Broadridge

Our market position is differentiated and sustainable

Investor Communication Services



- *Proxy services for >85% of outstanding shares in North America*
- *Processed 1.1 trillion shares in 2010*
- *Used by >4,000 institutions globally*
- *Eliminates >50% of physical mailings*
- *100K votes through mobile apps in first two months since launch*

ProxyEdge®

Securities Processing Services



Processes >$3.5 trillion in FI trades per day



500 clients in 50 countries

THE BLACK BOOK OF OUTSOURCING

Ranked #1 Brokerage Service Outsourcing Provider (2007-2009)

New businesses

Tuck-in acquisitions and partnerships within clear and strict guardrails

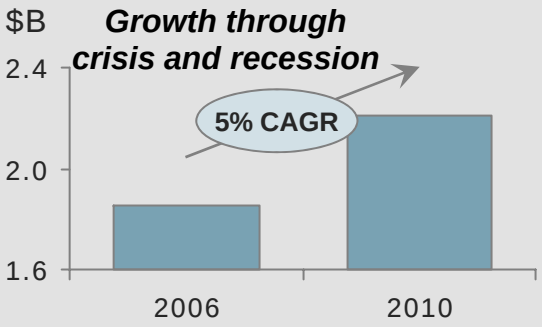
Matrix® FINANCIAL SOLUTIONS

City Networks

ACCESSDATA

NEWRIVER.

Revenue growth



Returns and FCF[1]

ROIC[2]	17%
CFROI[3]	28%
FCF yield	11%
% FCF returned to shareholders	47%

Broadridge is well positioned to accelerate growth and continue driving significant free cash flow

1. All metrics are for FY11 (forecast), except for % FCF returned to shareholders which is for the period from April 1, 2007 through March 31, 2011
2. ROIC calculated as (After-tax EBIT) / (Shareholder Equity + Debt – Cash)
3. CFROI represents the current year's cash return on the total cash invested in the business (in today's dollars)

Broadridge

We are the leader in several markets

Investor Communication Services

Market	*Rank[1]*
Bank/Broker-Dealer Regulatory Communications	#1
Broker-Dealer Transactional Communications	#1
Corporate Issuer Regulatory Communications	#1
Mutual Fund Proxy Mail and Tabulation	#1

Securities Processing Services

Market	*Rank[1]*
US Brokerage Processing	#1
US Fixed Income Processing	#1
Canadian Brokerage Processing	#1

1. Rank by market share

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Our vision is clear

Leading provider of investor communications and technology-driven solutions to broker-dealers, mutual funds, and corporate issuers globally



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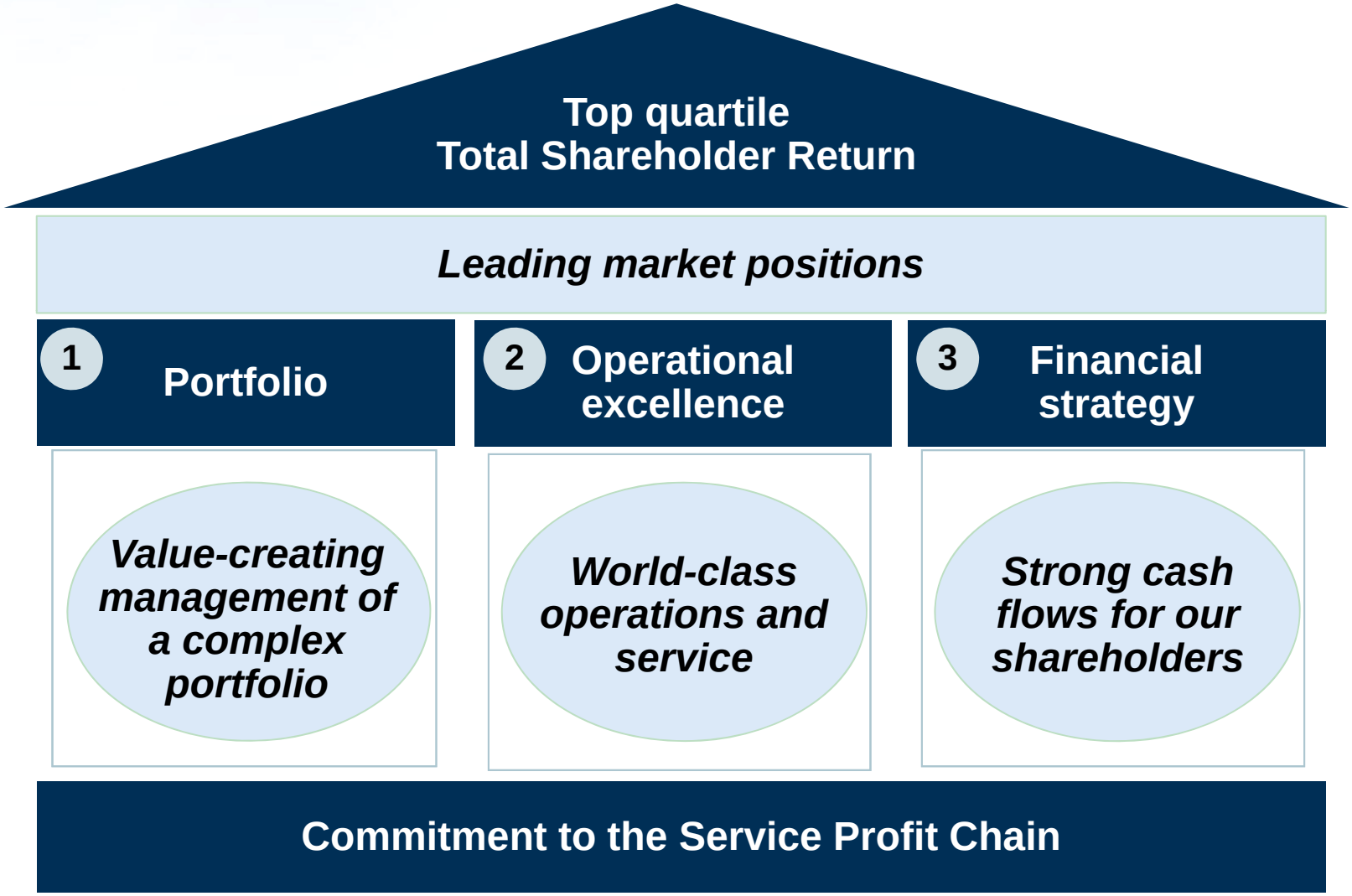
We are building a strong future

Our history	Our future
Small-cap financial services outsourcing company with a strong position serving U.S. brokerage industry	Leading provider of investor communications and technology-driven solutions to broker-dealers, mutual funds, and corporate issuers globally
Great core ICS business	Indispensible industry communication and transaction hub expanding selectively into natural adjacencies
Scalable trade processing business	Leading global middle- and back-office solutions provider
Shareholder value focus with commitment to reduce debt	Proven shareholder value focus with strong return of cash and targeted growth investments

Continued strong financial discipline

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Focused on managing three pillars of value creation



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Since spin-off, we have focused on the drivers of TSR

	TSR driver	Key actions
1	**Portfolio**	**Drive profitable growth** ▪ Spending >$300M annually on technology ▪ Introduced >20 new products since spin-off ▪ Made several strategic acquisitions ▪ Divested Ridge and pruned underperforming products
2	**Operational excellence**	**Improve margins by leveraging scale** ▪ Migrating data center from ADP to IBM ▪ Smart-shoring – 20% of associates now in India ▪ Strict financial controls
3	**Financial strategy**	**Generate strong cash flow for our shareholders** ▪ Paid down debt to 1:1 Adjusted Debt/EBITDAR within 18 months of spin ▪ Doubled dividend in 2010, increased by further 7% in 2011 (current yield 2.7%, payout ratio 35%) ▪ Repurchased 24M shares since spin, with additional 8M available for repurchase

In last four years we have strengthened our position, restructured our portfolio and returned significant cash

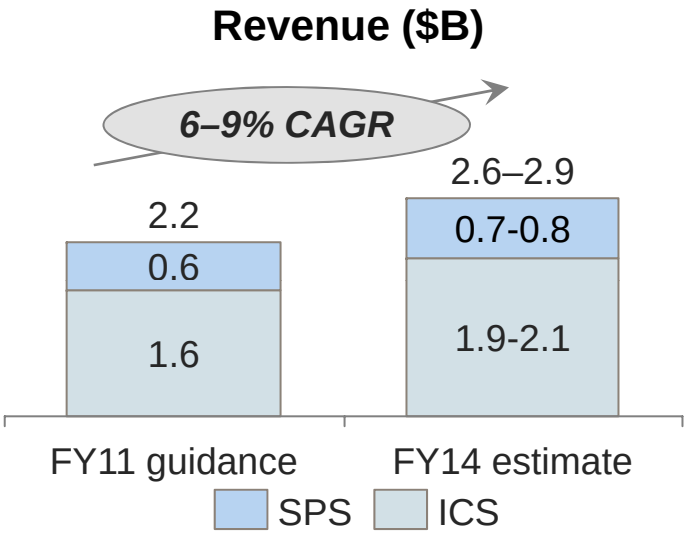
1. Adjusted Debt-to-EBITDAR ratio calculated as (Debt + 5x Rent Expense) / (EBITDA + Rent Expense)

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Our future is bright, even assuming weak market environment continues

Next three years (FY11–FY14)

- Grow revenue by 6–9%
- Increase EBIT margins from ~13% to 17-19%
- Continue shareholder-friendly use of cash
- Top-quartile TSR



FY15+

- Well-positioned for high single digit revenue growth
- Continue to deliver top-quartile TSR

Careful capital stewardship to deliver strong TSR

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Broadridge's investment thesis

- **ICS is a highly defensible, scalable and recession-resistant business with new growth opportunities**
- **SPS is a market share leader in mission-critical services with high client retention and emerging growth opportunities**
- **Industry trends becoming tailwinds instead of headwinds**
- **Broadridge is an emerging growth story with mid-to-high single digit revenue growth and expanding margins over the next several years**
- **Results-driven, deeply-experienced management and associate team aligned with shareholders and focused on delivering TSR through the Service Profit Chain**
- **Strong free cash flow generation and multiple business opportunities to achieve top-quartile TSR results**

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Strategy Overview

Tim Gokey



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Strategy discussion

- **Large markets with favorable macro-trends**
- **Broadridge's unique position**
- **Our evolving strategy**

Large and attractive markets

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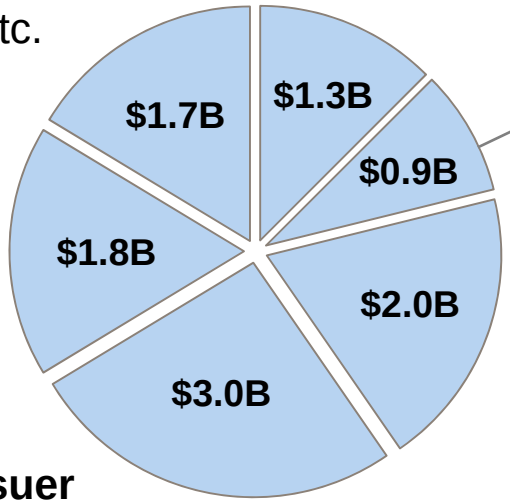
Large and attractive markets – Investor Communications (ICS) is a $10B+ market

Total addressable market $10B+ fee revenue

Examples

Bank/Broker-Dealer—Core
- Regulatory communications (proxy, interims, etc.)
- Customer communications (transaction statements, etc.)

Mutual Fund—Natural adjacencies
- Transaction reporting
- Imaging and workflow, etc.



BBD—Emerging products
- Global proxy and communications
- Tax reporting and outsourcing
- Security class actions
- Advisor services

Mutual Fund—Core
- Retirement processing
- Data aggregation
- Marketing communications
- Proxy/solicitation

BBD—Natural adjacencies
- Enterprise archiving
- On-boarding
- International tax reclaim

Issuer
- Transfer agency
- Shareholder analytics
- Investor communications

Sources: BCG, Bain, Patpatia, Broadridge estimates

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Technology and Operations (SPS) adds ~$14B to our addressable market

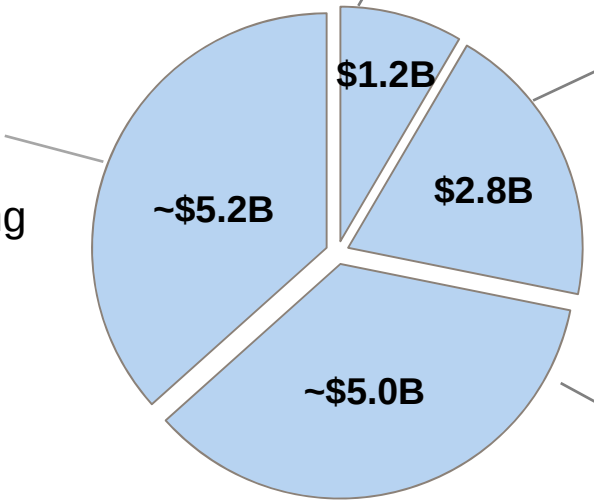
Securities and investment firms' overall technology and operations spend is over $100 billion and growing at 5%

Total addressable market ~ $14B fee revenue

Examples

US Brokerage Processing
- Core equities and fixed income

Adjacent markets
- Middle-office
- Buy-side services
- Derivatives processing
- Fixed Income market data and analytics



Global Processing
- Core equities and fixed income
- Global BPO
- Reconciliations

North American BPO
- Middle- and back-office
- Data center services
- Select corporate functions

Sources: Tower Group, Chartis, Aite, IM2, Broadridge internal estimates

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Favorable macro trends

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Favorable macro trends

Industry trends	Implications for Broadridge
Regulatory change	▪ Increasingly strict requirements are creating new demand for our services

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Move to e-delivery	▪ Broadridge's content, connectivity, and unique channels create new competitive advantages ▪ Will drive higher margins over time

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Asset, trading, and stock record growth	▪ Broadridge participates in markets with strong underlying growth many times that of GDP

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Increasing complexity and innovation	▪ Financial innovation creates new client needs ▪ Similarly, increasing complexity increases need for our services as clients focus on core activities

Favorable macro trends

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Increasing complexity and innovation	▪ Financial innovation creates new client needs ▪ Similarly, increasing complexity increases need for our services as clients focus on core activities
Globalization	▪ Broadridge's unique global platform increases our competitive differentiation and positions us to meet new client needs

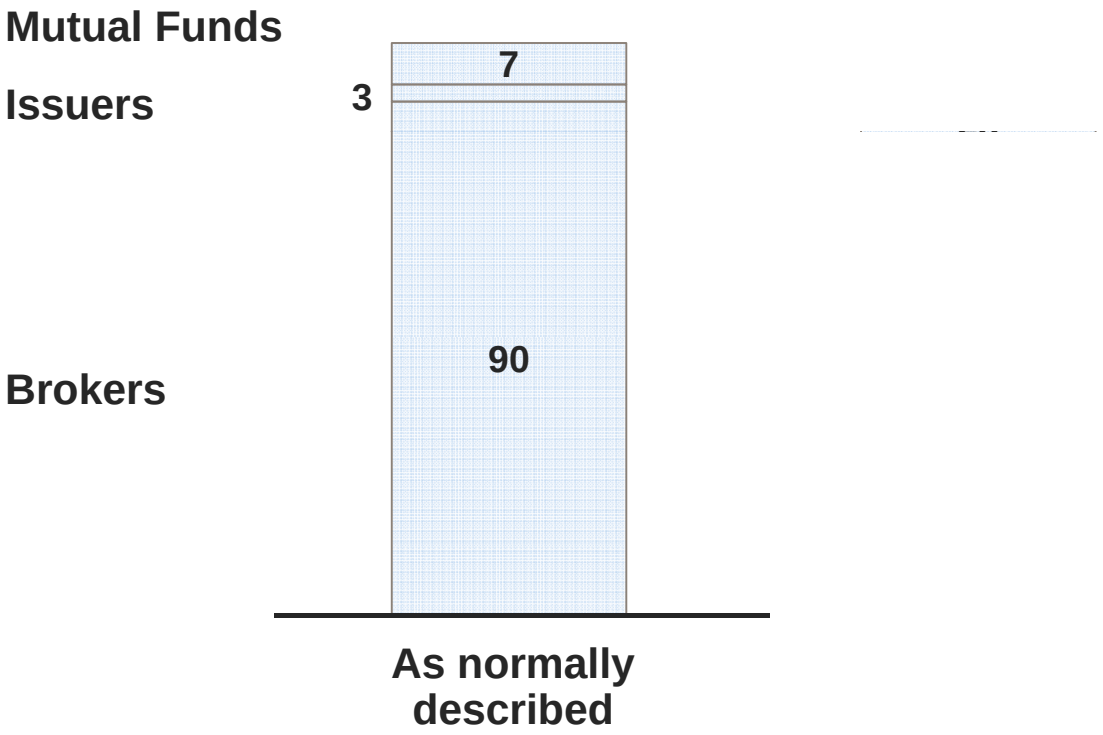
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Broadridge has built a uniquely advantaged position

- **Indispensible information and transaction hub for financial services industry**
- **Deep, lasting client relationships driven by strong value proposition and excellent service**
- **Industry-leading platforms that enable scaling up in existing and new markets**

Broadridge has a diverse client and revenue base

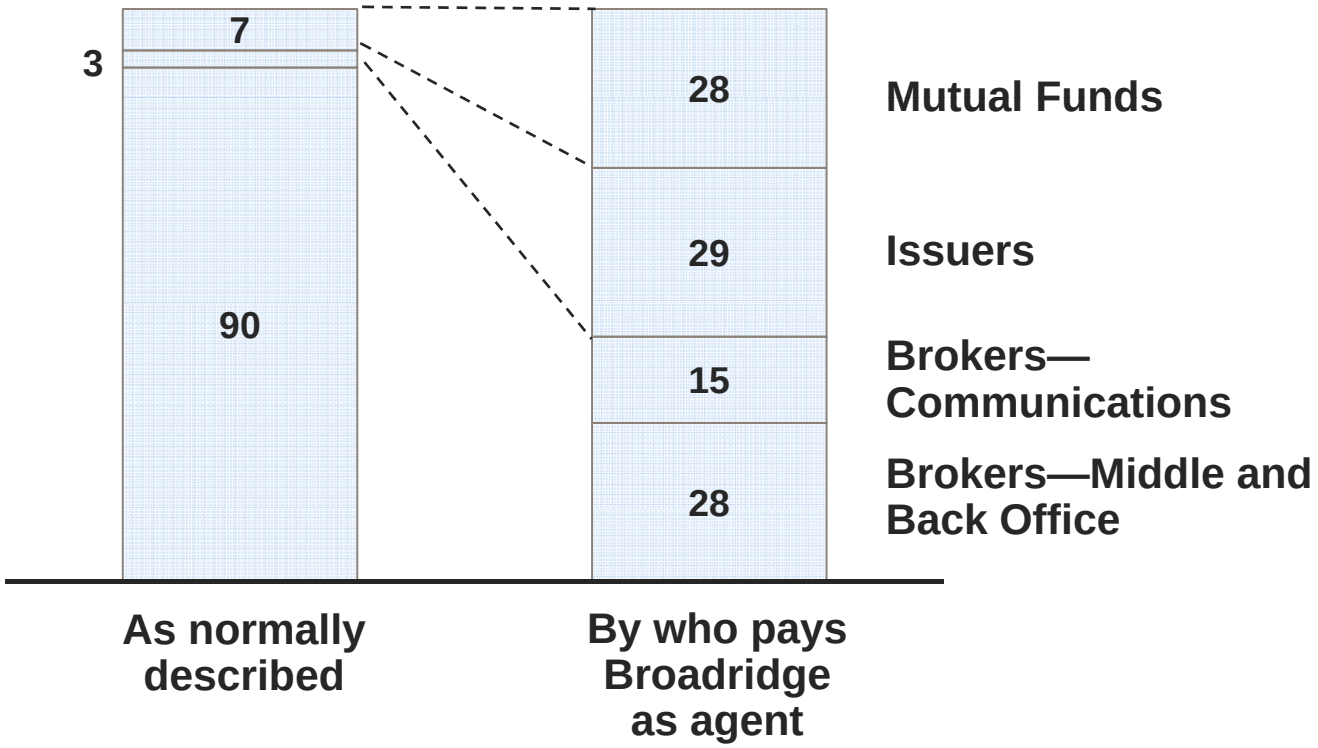
Total revenue percentage by client group, FY11



Broadridge

Broadridge has a diverse client and revenue base

Total revenue percentage by client group, FY11



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Our vision is clear

Leading provider of investor communications and technology-driven solutions to broker-dealers, mutual funds, and corporate issuers globally



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Our strategy is to leverage our market role to expand our client relationships

Grow core Bank/Broker-Dealer Communications

- Reinforce role as the industry thought leader to lead e-transition
- Drive growth in adjacent markets through new organic or acquired solutions

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Build leading data-driven Mutual Fund Solutions Provider

- Leverage unique data hub position and leading role in the BBD market
- Grow retirement trade processing, data aggregation, marketing communication and proxy/solicitation services

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Grow Issuer Solutions

- Capitalize on position in beneficial processing to expand direct relationship with issuers
- Expand registered proxy, transfer agency, and enhanced Issuer services

Our strategy is to leverage our market role to expand our client relationships

Grow core Bank/Broker-Dealer Communications	▪ Reinforce role as the industry thought leader to lead e-transition ▪ Drive growth in adjacent markets through new organic or acquired solutions
Build leading data-driven Mutual Fund Solutions Provider	▪ Leverage unique data hub position and leading role in the BBD market ▪ Grow retirement trade processing, data aggregation, marketing communication and proxy/solicitation services
Grow Issuer Solutions	▪ Capitalize on position in beneficial processing to expand direct relationship with issuers ▪ Expand registered proxy, transfer agency, and enhanced Issuer services
Grow Global Technology and Operations Solutions	▪ Leverage market-leading global platform to expand current relationships and enter new adjacencies ▪ Grow global processing and BPO businesses; selectively pursue other adjacencies

Multiple ways to win

We will continue to strategically shape our business portfolio

- **Acquisitions are another way of carrying out our growth strategy—they give us additional ways to win**
- **Prudent portfolio management philosophy with clear ownership logic**
- **Strict M&A criteria with focus on carefully-targeted, tuck-in acquisitions to address emerging customer needs**
- **Strong track record of M&A success and ability to timely divest non-core assets**

Consistent with our commitment to shareholder-focused capital stewardship

We have clear criteria for acquisitions

- **Tightly linked to Broadridge's strategic priorities**
  - Broadridge must be a natural owner
  - Emphasis on leveraging Broadridge core assets
- **Accretive to growth, margins, and earnings**
  - Revenue growth accretive
  - Margin accretive after integration
  - GAAP EPS accretive after year two
- **>20% IRR in conservative business case**
- **Primary focus on "tuck-in" sized businesses**
- **High confidence in ability to execute**

Focused on tuck-in acquisitions that drive our strategy

Our M&A track record is strong overall

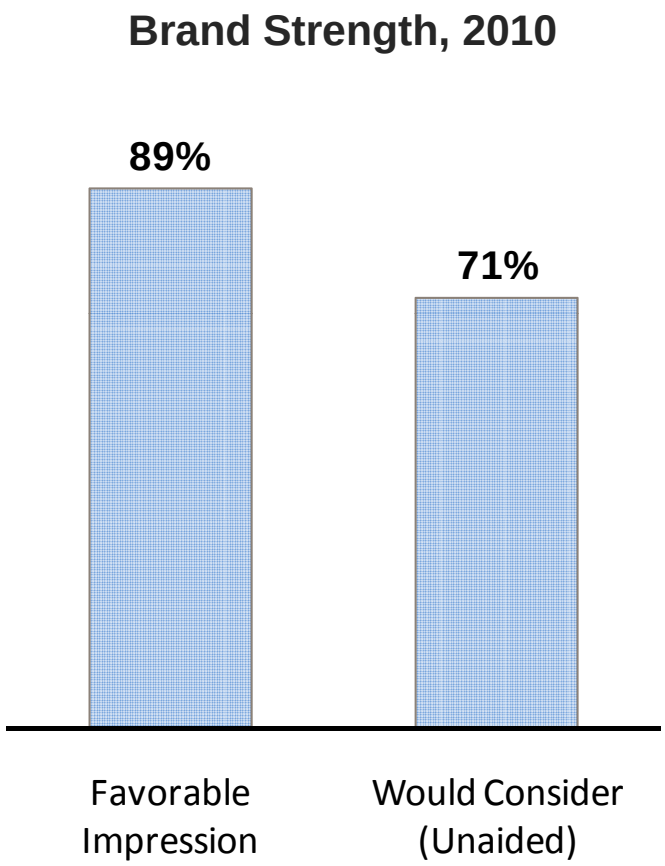
Product	Year acquired	Revenue when acquired ($M)	Revenue FY11E ($M)	CAGR
Impact	1996	<2	81	31%
MBSE	1999	<1	7	19%
Dataphile	2004	19	43	13%
Access Data	2009	10	15	23%
Ridge	2004	81	Divested, freeing up $250M of shareholder capital	

Acquisitions *and divestitures* are an important part of strategically managing our business

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Why we are confident

- **Strong brand trusted by clients**
- **Unique market position with an extensive network of clients**
- **Deep industry expertise in core markets and natural adjacencies**



Source: CoreBrand

Broadridge

Tangible progress against strategic focus areas

Bank/Broker-Dealer Communications

- Positioned well on Concept Release, NYSE Pricing Review
- Created $15M+ EBIT opportunity with NewRiver, postage restructure
- Continued to implement MSSB
- Acquired Forefield; launched Advisor Mailbox and Mobile ProxyVote; initiated Volly Digital Mail partnership

Issuer

- Grew Registered Proxy by 300+ clients
- Integrated StockTrans; growing TA at greater than one client per week (72 TA wins FY to date)
- Hosted Shareowner Forums for Coca-Cola and Best Buy

Mutual Funds

- Acquired Matrix
- Launched Market Intelligence, signed 90% of ETF assets in six months
- Signed Schwab Mutual Fund Marketplace
- Launched Optimal Proxy
- Won major regulatory communications contract

Bank/Broker-Dealer Processing

- Signed largest-ever back-office deal
- Continued progress as de facto Fixed Income industry standard
- Acquired City Networks
- Closed Clearing sale; on-boarded Penson Canada
- Signed major Global Outsourcing Contract

Conclusion

- **Broadridge is well-positioned in large, attractive markets**
- **We have a clear strategy for growth**
- **Elements required for success are already in place**
- **We are making tangible progress**

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Bank/Broker-Dealer Communications (ICS)

Bob Schifellite

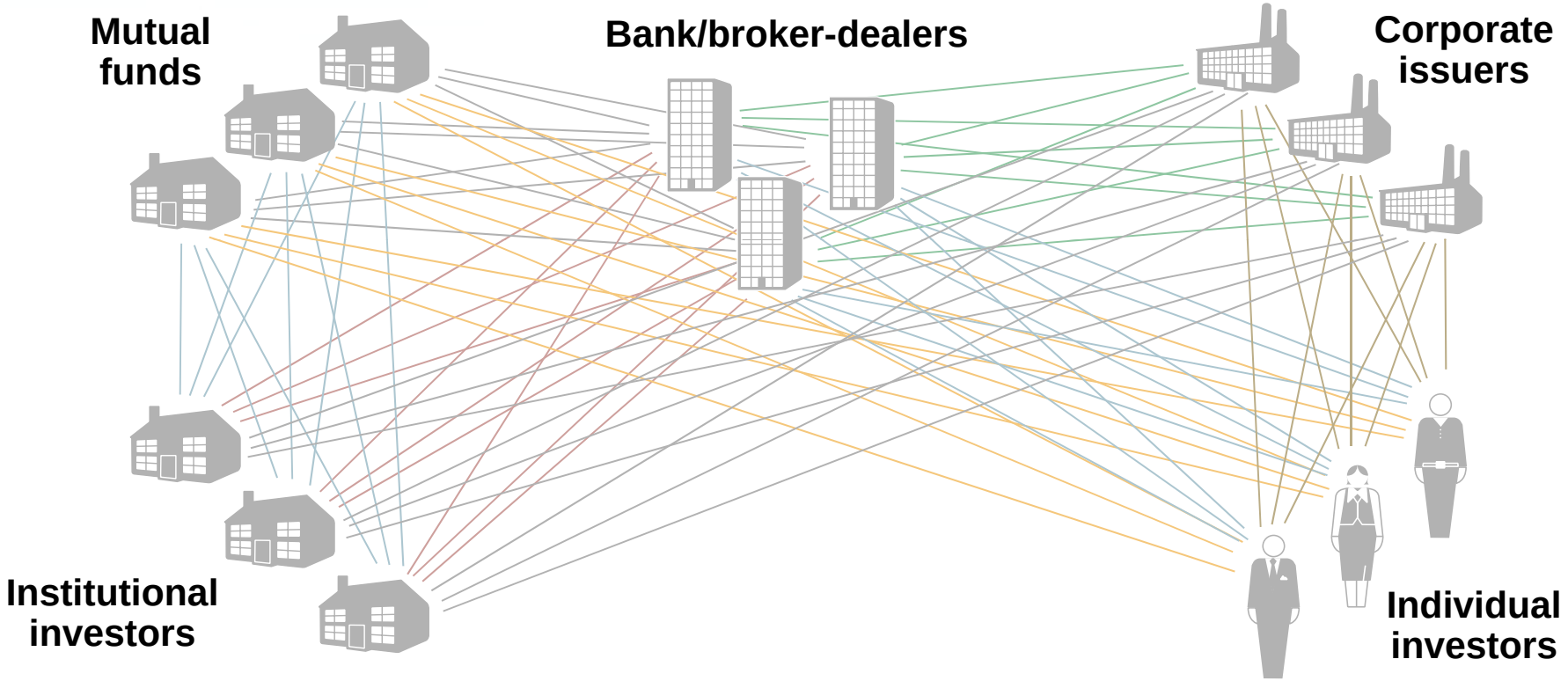


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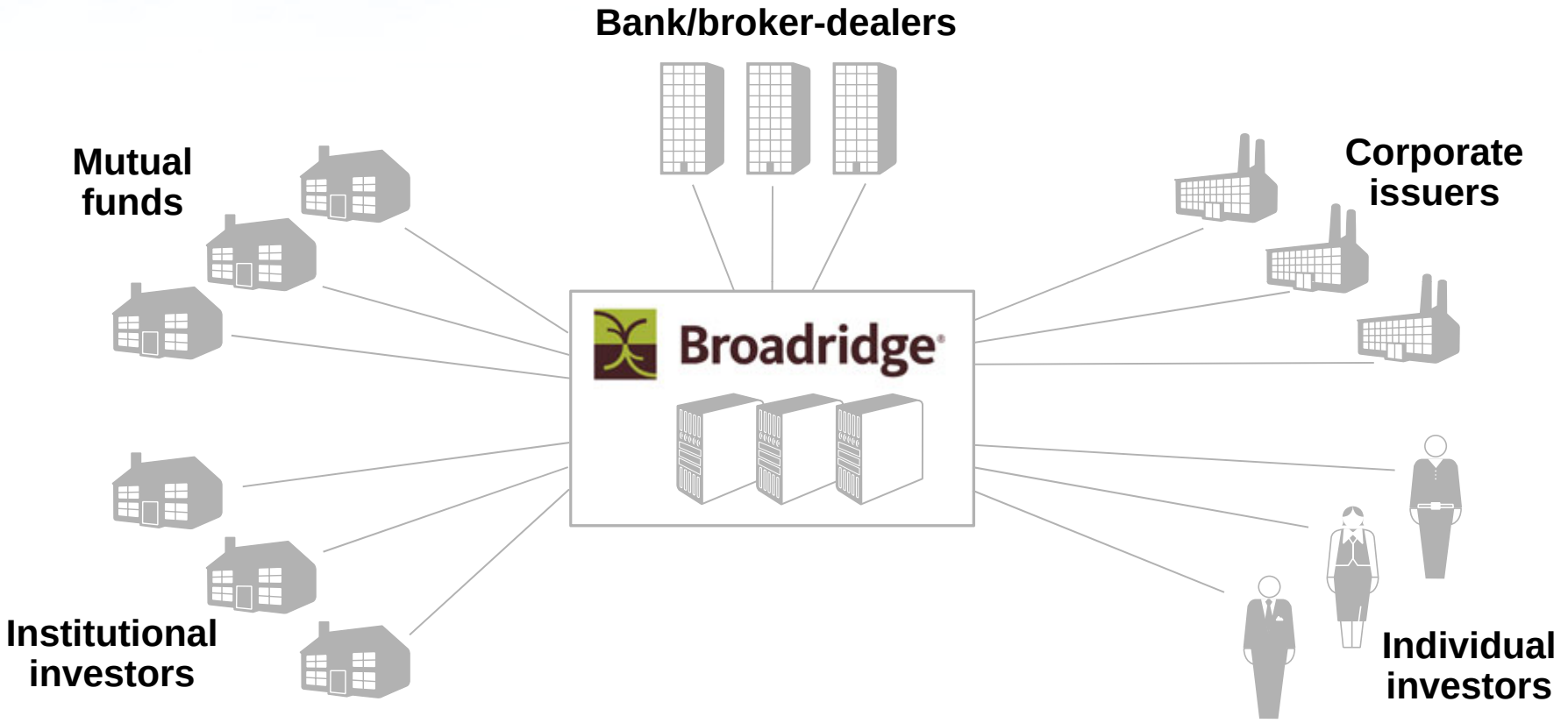
Our clients have complex communication and transaction processing needs



Broadridge simplifies complex processes

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Broadridge is the transaction and information hub for the financial industry



Broadridge connects the financial services industry

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What we do

- **Regulatory communications**
  - Beneficial proxy, interims, etc. for equities
  - Beneficial mutual fund compliance communications
- **Customer communications**
  - Transaction statements, trade confirmations and other reporting
- **Global and emerging products**
  - Advisor services
  - Global proxy and communications
  - Tax reporting and outsourcing
  - Securities class actions, etc.

Communications sent to >110M accounts

Over 4,000 institutions use our platform globally

Represent >85% shares in US

~165M email deliveries for proxy and interims

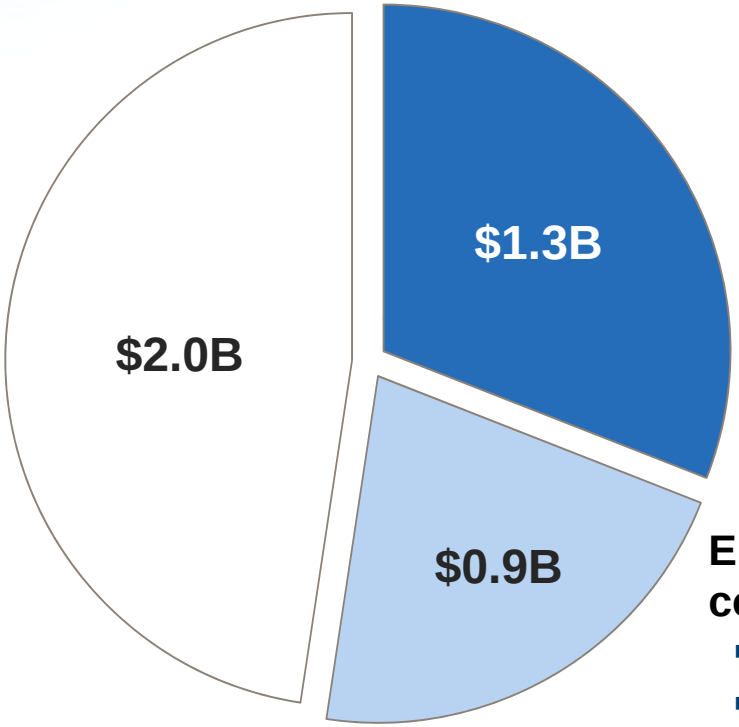
Clear market leader in global proxy

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Total Bank/Broker-Dealer market >$4B fee revenue

Examples

Natural adjacencies
- International tax reclaim
- Enterprise archiving
- On-boarding, etc.



Existing core
- Regulatory communications (proxy, interims, etc.)
- Customer communications (transaction statements, etc.)

Emerging and global communication products
- Advisor services
- Global proxy and communications
- Tax reporting and outsourcing
- Securities class actions

Deeply penetrated in core businesses with large growth potential in emerging and adjacent markets

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Our unique competitive advantage

- **Strong market position—indispensible data hub connecting Bank and Broker–Dealers (BBDs) to thousands of issuers/mutual funds and 100+ million shareholders**
- **Thought leadership leading to numerous innovations**
  - First/only certified voting results
  - First e-delivery, phone voting, web voting, mobile platform, etc.
- **Proprietary systems, network and databases**
  - ProxyEdge® – institutional voting and record keeping platform
  - Preference and consent database
- **Established relationships with majority of BBDs**
- **Unmatched scale**
- **Proven service quality with highest-level data security (ISO 27001)**
- **High degree of transparency—we have engaged industry community to serve as our Steering Committee since 1993**

Our growth strategy

1. **Lead in a changing corporate governance environment to drive industry benefit and new revenue**

2. **Leverage unique multi-channel capabilities (e.g. content, compliance, connectivity, delivery channels) to drive new growth**

3. **Build on our success in our core markets to expand our emerging products and global services**

4. **Leverage enhanced capabilities to drive growth in the Customer Communications business**

1 Lead in a changing environment to drive industry benefit and new revenue

SEC's recent Concept Release comments have confirmed current proxy approach works well

"We believe overall the system is working"

Regulatory change will drive new opportunities

- Enhanced broker Internet platforms e.g., Investor Mailbox
- End-to-end vote confirmation
- Client-directed voting
- Strong push to increase retail vote participation
- Virtual shareholder meetings
- Shareholder forums

"...It can certainly work better"

Meredith Cross,
Director, Corporation Finance Division, SEC

WSJ, 15 July 2010

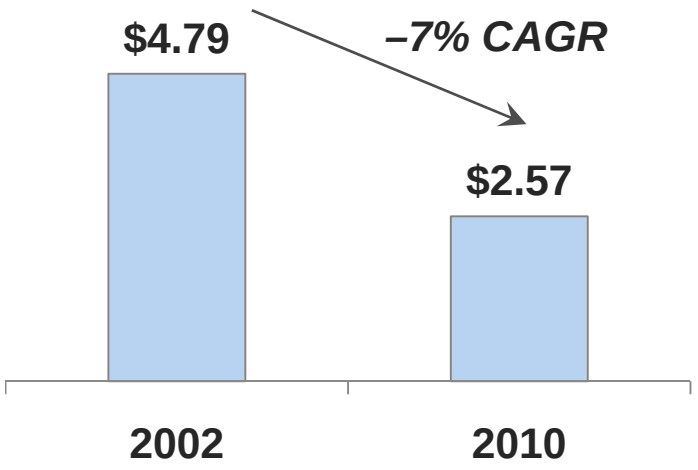
Broadridge

Broadridge is well-positioned in the pricing review

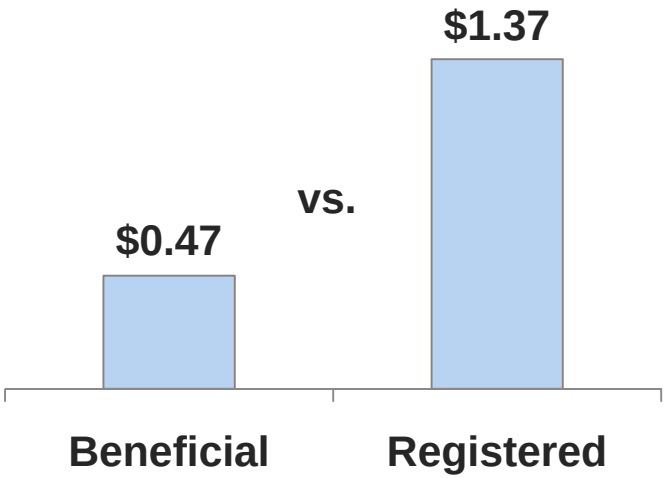
Broadridge technology enabled nearly 7% annual cost savings for issuers (~45% overall decrease)

Prices in unregulated (registered) market are nearly 3x the regulated (beneficial) market, despite higher complexity of beneficial processing

Total issuer cost per position[1]



Regulated beneficial vs. unregulated registered prices[2]

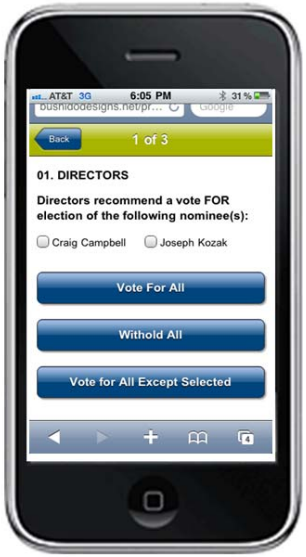


1. Printing, paper, postage and fees per average position. 2. Average processing fee only per non-notice & access delivery; source: Compass Lexecon, May 2010 – Comparison of over 12,000 registered and beneficial invoices

Broadridge

1 Regulatory changes create new opportunities

- **Regulations are increasingly making the process more complex**
- **We continue to offer solutions to meet the new regulatory complexities**
  - Notice and Access
  - Say-when-on-pay
  - Access to the Proxy (proposed)
- **Leverage technology to increase investor vote participation**
- **Incorporate elements of broader e-solutions and multi-channel access**
  - Virtual Shareholder Meetings
  - Shareholder forums



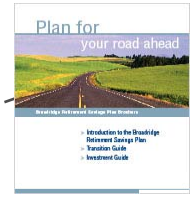
Broadridge

2 Drive multi-channel and e-solutions across the business

- **Create aligned value proposition for clients and investors through better content in the format desired**
- **Leverage unique multi-channel capabilities (e.g. content, compliance, connectivity, delivery channels) to drive new growth**

Client and 3rd party channels

- Physical
- Email
- Web portals
- Social media
- Digital mail



Provide tools for distribution of personalized broker welcome kits, enhancement of annual portfolio reviews, etc



Drive adoption of e-delivery using proprietary e-platform



Enhance client web-portal with our mailbox solutions

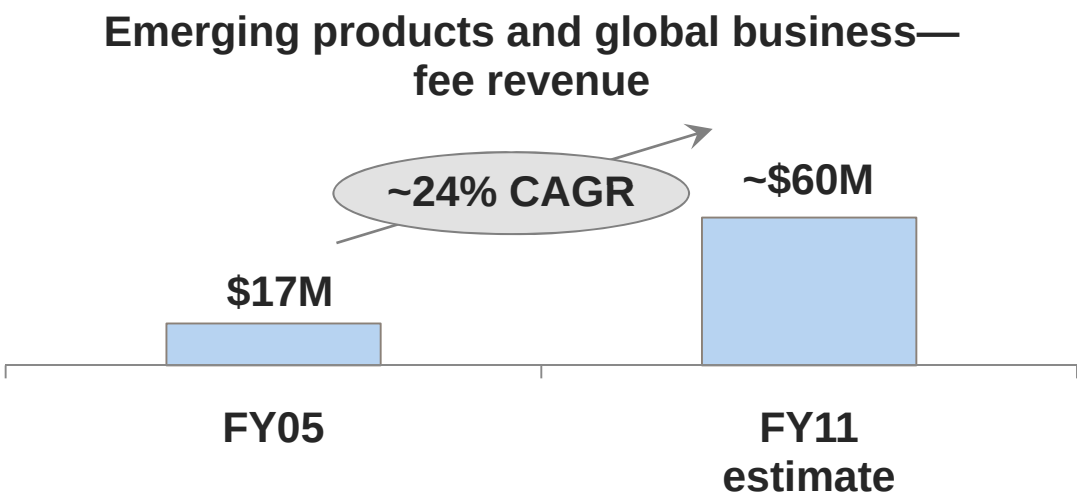


Allow clients to use new channels without a significant upfront investment

Broadridge

3 Drive growth in emerging products and global services

- **Build on Global Proxy to develop a broader global business serving Banks, Brokers and Issuers (e.g. Tokyo Stock Exchange, Euroclear)**
- **Drive a portfolio of emerging products for banks, brokers and advisors**



TOKYO STOCK EXCHANGE

TOKYO STOCK EXCHANGE

euroclear

Market opportunity > $900M

Broadridge

4

Grow Customer Communications business

- **Complete on-boarding of Morgan Stanley Smith Barney**

MorganStanley SmithBarney

- **Leverage our multi-channel capabilities to bridge migration to electronic channels and provide better investor experience**

VOLLY

PitneyBowes

- **Expand scope of current product set with enhanced capabilities**
  - Digital data management
  - Archival and reporting

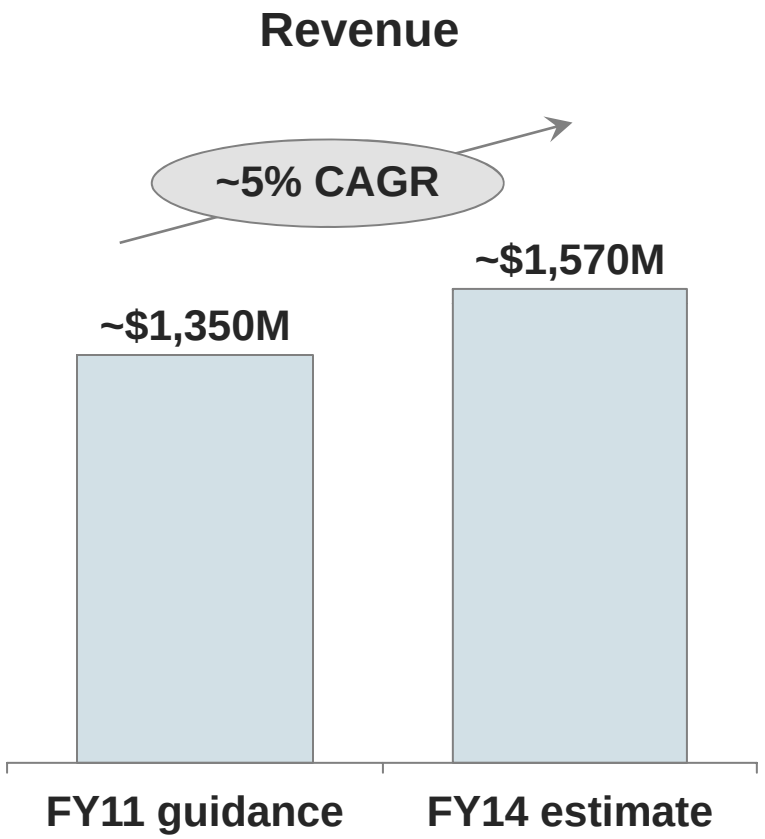
Broadridge

Continued market leadership

Strong position in current regulated markets

Well-positioned for "e"-leadership

Market momentum in emerging and global products



Broadridge

Continued Market Leadership through Execution and Innovation

Mutual Fund Solutions (ICS)

Gerry Scavelli



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What we do

- **Mutual Fund trade processing in the defined contribution/trust space (Matrix)**
- **Data aggregation and analytics (Access Data)**
- **Marketing/Regulatory communications including content (NewRiver)**
- **Registered proxy and solicitation**

Service relationships with every mutual fund

Leading independent defined-contribution trade processor

Market intelligence for 90% of ETF assets

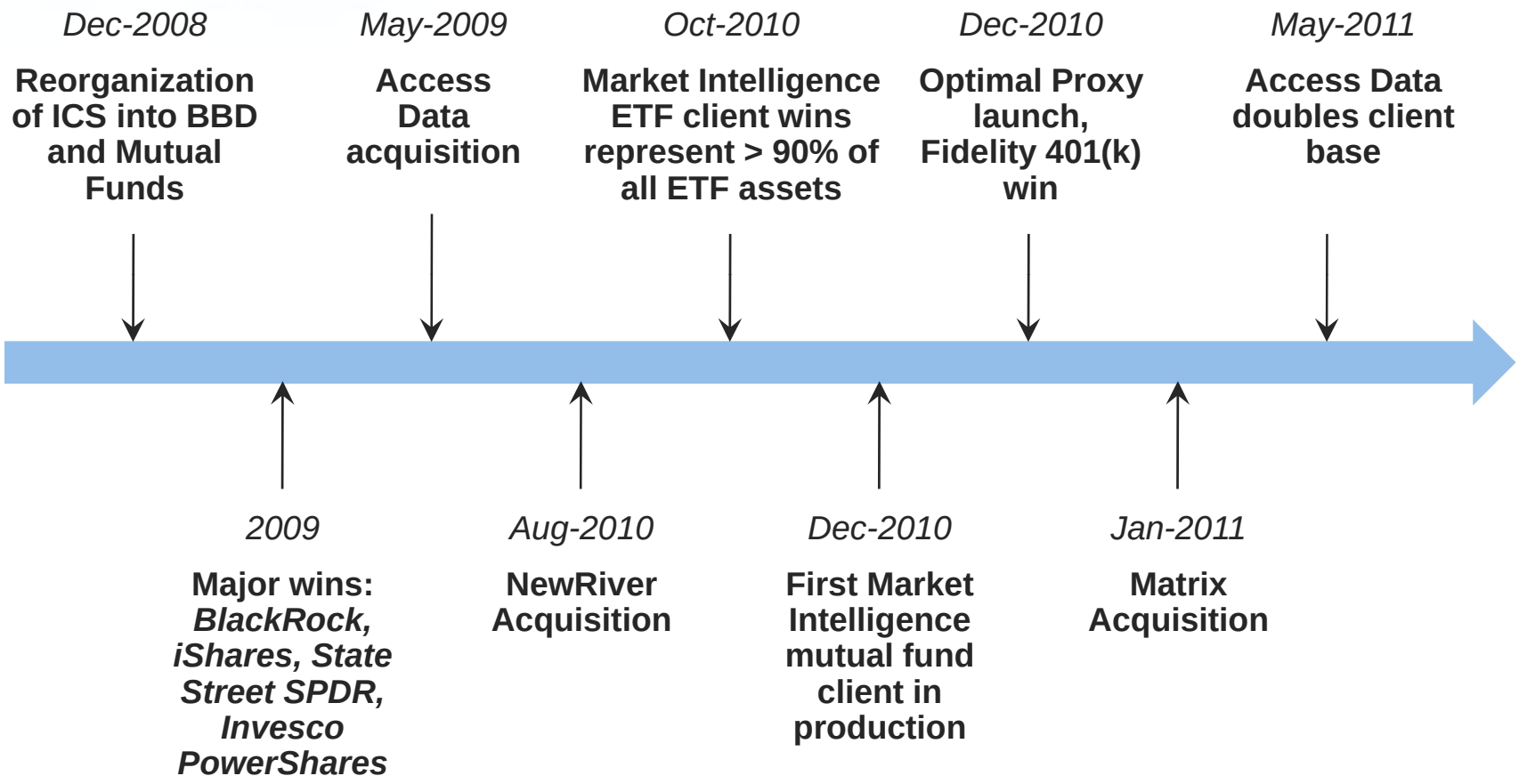
Leading marketing communication provider to 401(k) administrators

~ 50% share of Registered Mutual Fund proxy market

Leading electronic database for mutual fund prospectuses

Broadridge

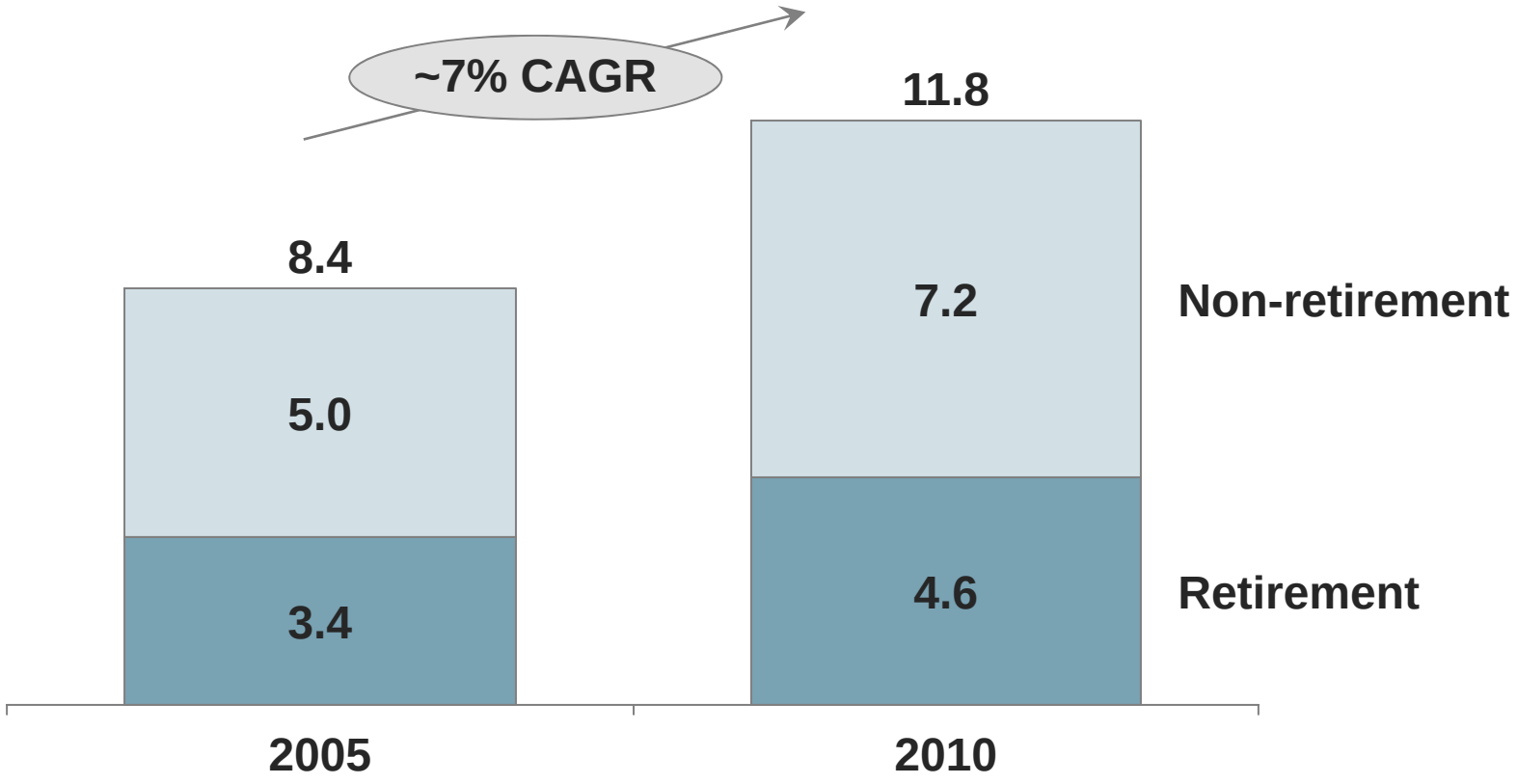
Strong progress in the last three years



Broadridge

Large and growing underlying market

Mutual fund and ETF assets, $T

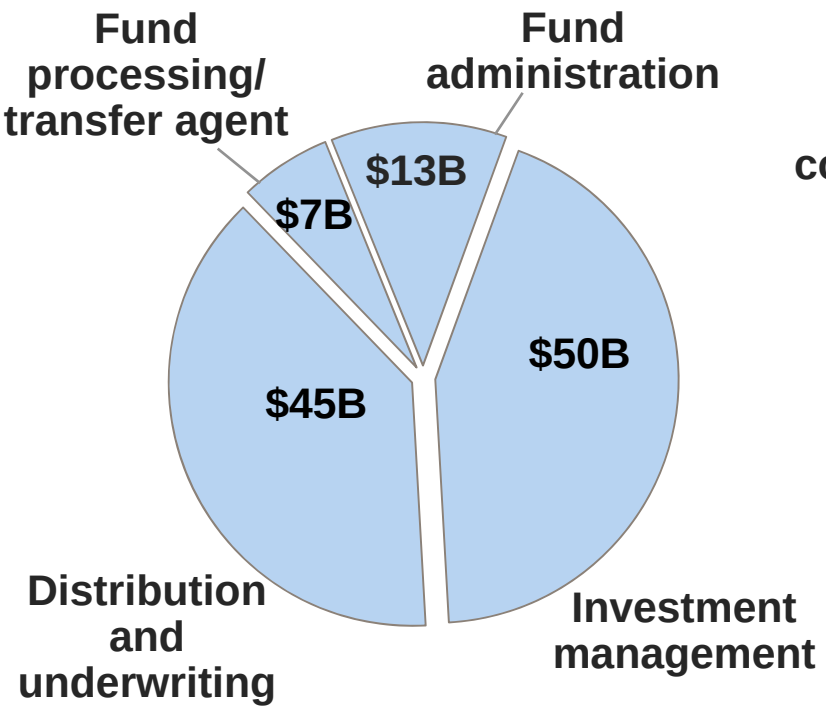


Source: Aite —Q4 2010, ICI

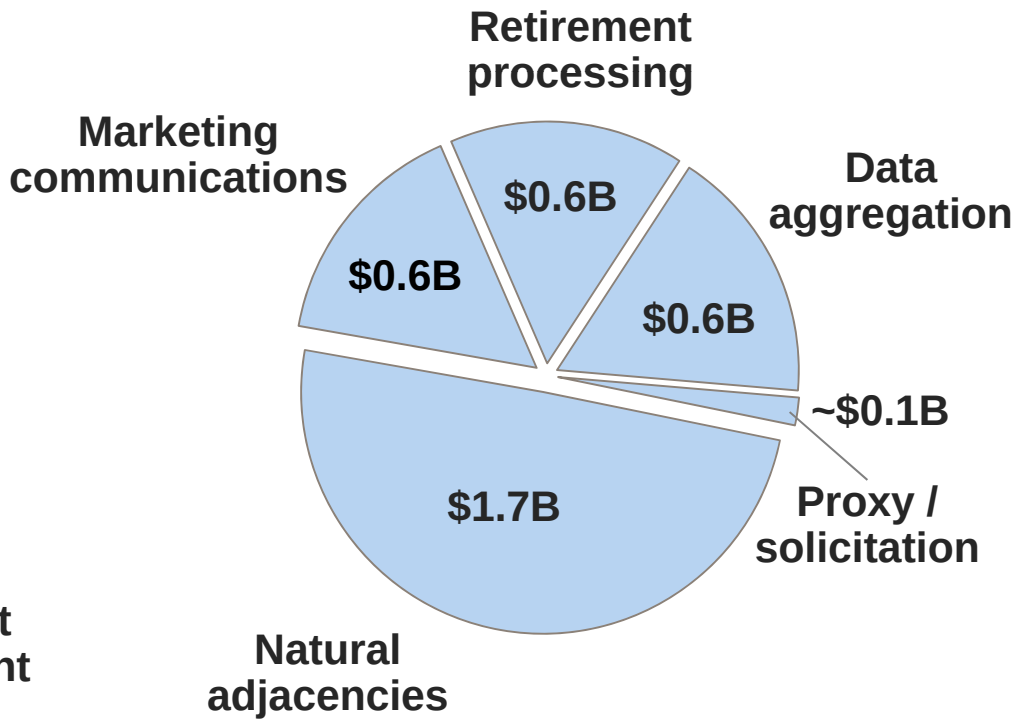
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Addressable Mutual Fund market ~$3.5B fee revenue

3rd party mutual fund spend on support services ~$115B

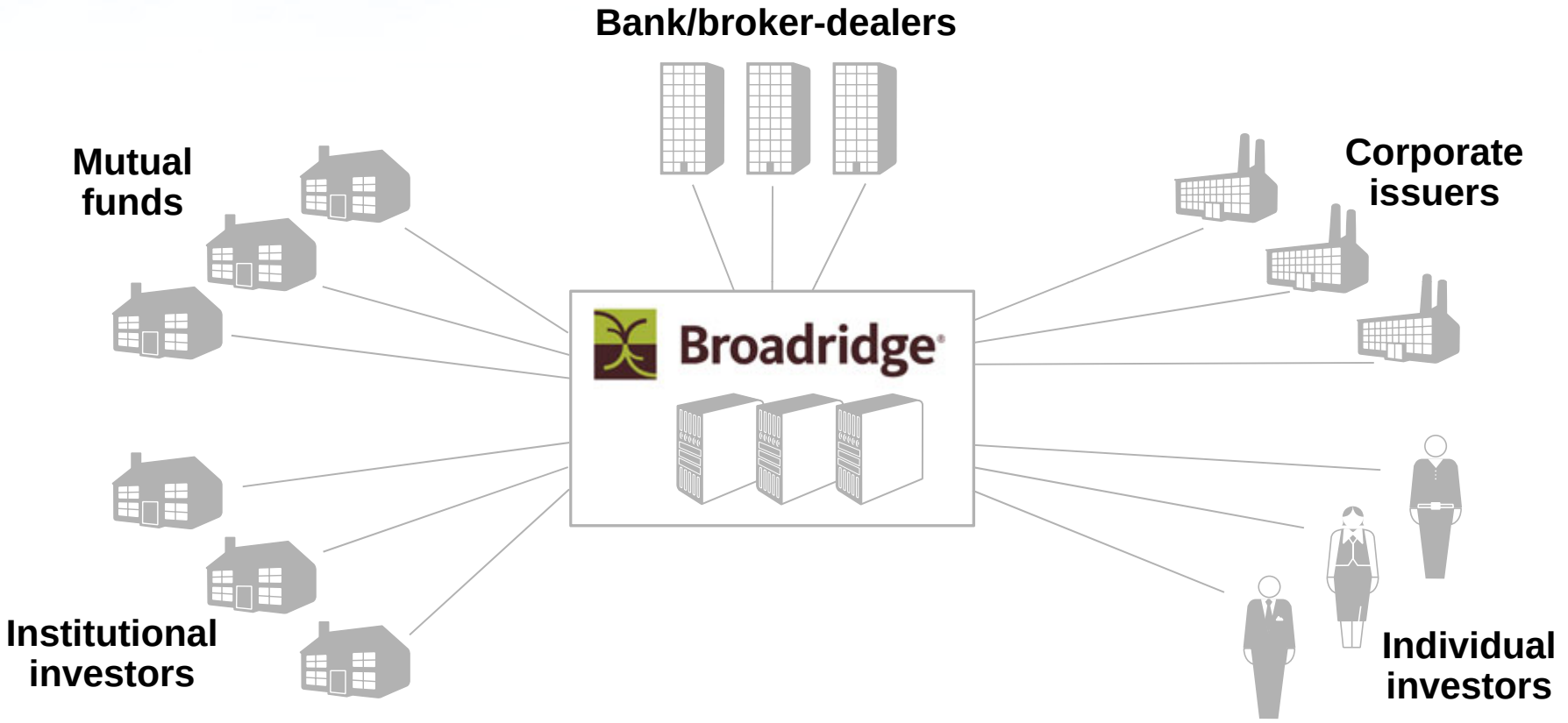


Current Broadridge's target market ~$3.5B



Broadridge

Broadridge is the transaction and information hub for the financial industry



Broadridge connects the financial services industry

Broadridge

Our unique competitive advantage

- **Long-standing relationships across industry**
  - ✓ Serve every mutual fund and majority of bank/broker-dealers
- **Unique data capabilities**
  - ✓ Proprietary platform to allow mutual funds to understand their clients
  - ✓ Innovative business applications that address unique industry issues such as compliance and distribution payments
  - ✓ Largest electronic repository for mutual fund compliance data
- **Industry-leading ICS products with unmatched scale**
  - ✓ Leverage to create cost-effective products for mutual funds
- **Leading positions in several niche markets**
  - ✓ Defined contribution trade processing
  - ✓ Data aggregation and analytics
  - ✓ Electronic mutual fund prospectuses
  - ✓ 401(k) marketing communications

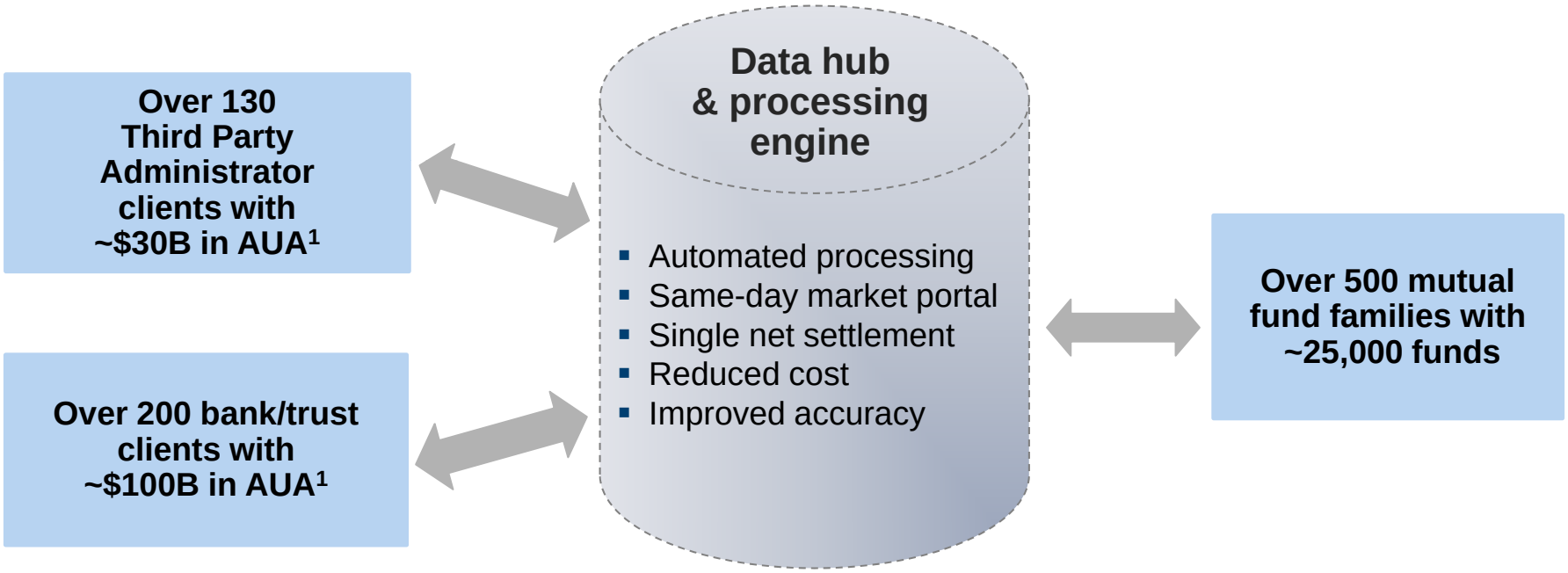
Our growth strategy

Create the leading data-driven mutual fund solutions provider

1. **Drive retirement fund transaction processing**
2. **Grow data aggregation, management and reporting services**
3. **Leverage Investor Communications product set and scale for mutual funds**
4. **Increase market share in mutual fund proxy/solicitation**

1 Drive retirement fund transaction processing

Matrix overview



Leverage Broadridge relationships, processes and sales organization

1. Assets Under Administration

Broadridge

Matrix's unique growth opportunities

Capture underlying organic growth	▪ Growing retirement assets ▪ Recurring contributions
Take advantage of platform "lift-out" opportunities	▪ Convert in-house processors to BR platforms and/or services
Gain share in TPA[1] and Bank/Trust markets	▪ Capture new plans within existing 401(k) clients ▪ Leverage BBD relationships with **Open Architecture, RetireToolkit**

1. TPA = Third-Party Administrator

Brokerage example: Open Architecture and RetireToolKit

Chosen by dozens of brokerage, advisory and banking institutions to service and grow their open architecture retirement plan businesses

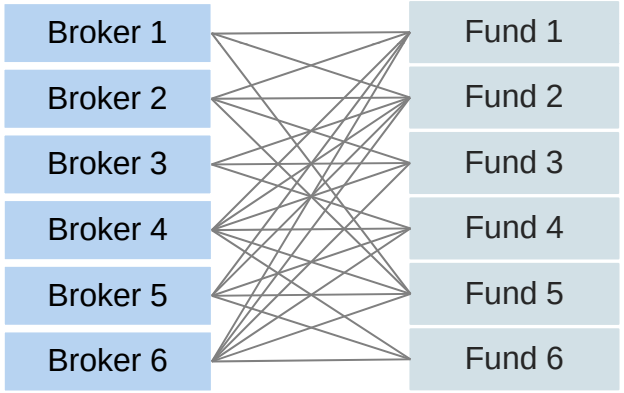
Create unique benefits for Bank/Broker-Dealers and their F/A's

- Increased sales by assisting F/A's build proposals, generate and monitor plans
- Increased revenue capture
- Improved compliance
- Higher beneficiary returns

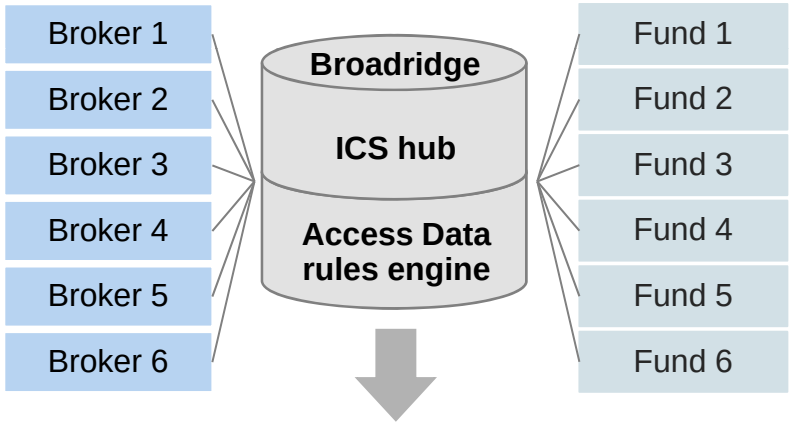
Model is readily expandable to other Bank/Broker-Dealers

2 Grow data aggregation, management and reporting services

Existing data exchange process is inefficient



Broadridge creates efficiency and opportunities



Some examples of Access Data services

- Market intelligence
- Sales reporting
- Wholesaler/distributor compensation
- 22c(2)–compliance
- State tax reporting

Broadridge

2

Access Data's unique growth opportunities

Leverage investor communication hub

- Leverage ICS connectivity to enable unique data-driven capabilities (e.g. market intelligence, sales reporting, compliance, etc.)

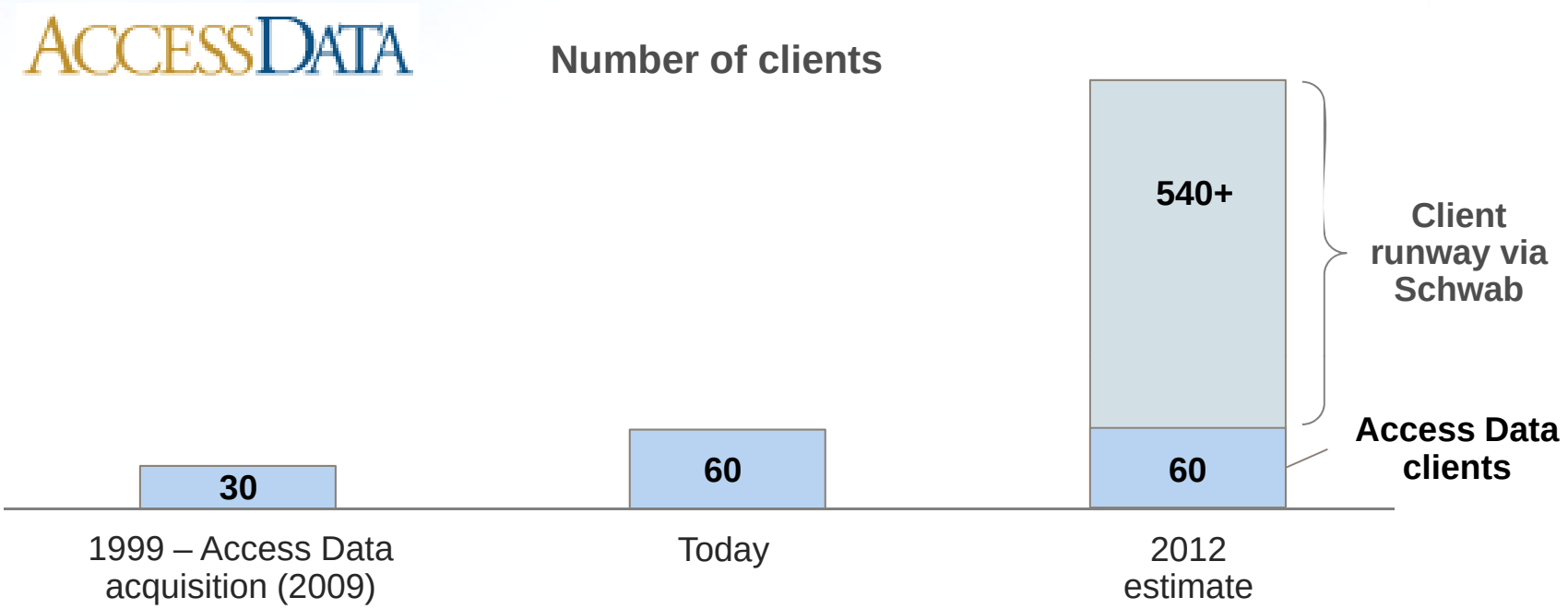
Leverage Broadridge position with brokers

- Industry Hub for distribution payments and fee processing at new levels of trust and accuracy
- New market for Access Data

Distributor Data Exchange

- Charles Schwab relationship
- Cross-selling opportunities

Charles Schwab example



- **Exclusive data aggregator co-branded with Schwab to service marketplace fund complexes**
- **Explicit authorization to provide core product set and services to 600 mutual fund complexes using Schwab's data for Schwab's compliance responsibilities**
- **Revenue opportunity for funds to hire Broadridge directly to address compliance and other needs for all other distributors**

Broadridge

3

Leverage Investor Communications product set and scale for mutual funds

- **Apply existing Bank/Broker-Dealer products to mutual funds**
  - Marketing materials
  - Statements
  - Confirms
  - Prospectuses

- **Develop new products for mutual funds**
  - Department of Labor – Fee Disclosure
  - Summary Prospectus

4 Increase market share in mutual fund proxy/solicitation

- **Leverage our innovative Optimal Proxy solution**
  - Scientific approach
  - Enhanced shareholder experience
  - Cost efficiency

- **Increase market share in annuity space**
  - Annuity Partner Solutions

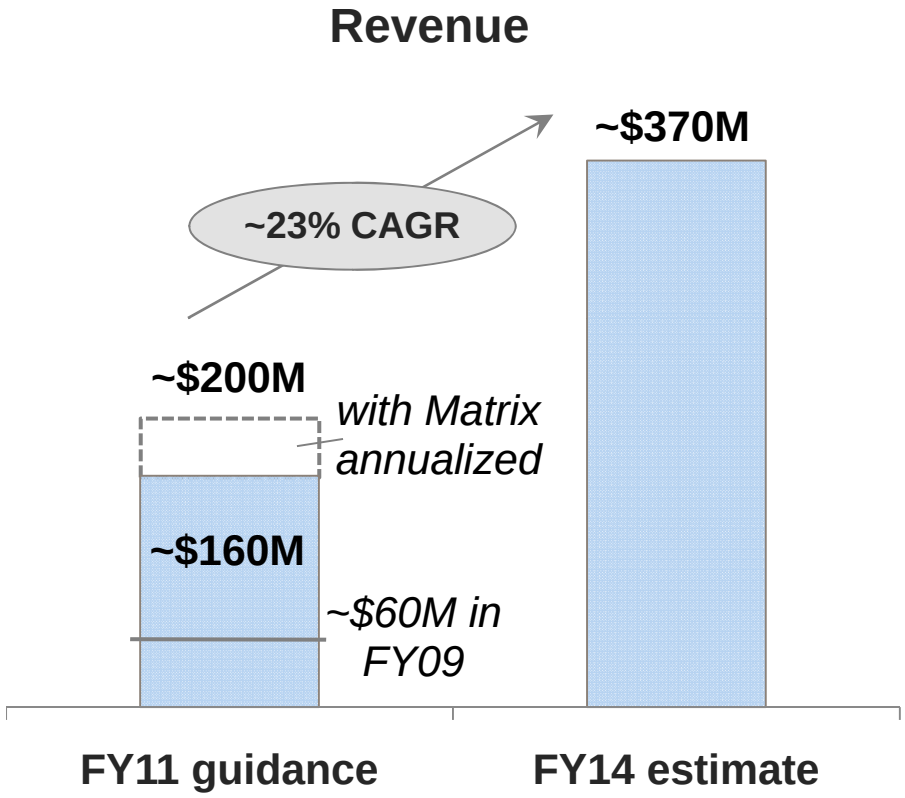
Our growth ambition

Established client relationships

Unique data capabilities

ICS products and scale

Strong positions in niche markets



Leading data-driven mutual fund solutions provider

Broadridge

Break *(15 minutes)*

Broadridge

Continued Market Leadership through Execution and Innovation

Corporate Issuer Solutions (ICS)

Bob Schifellite

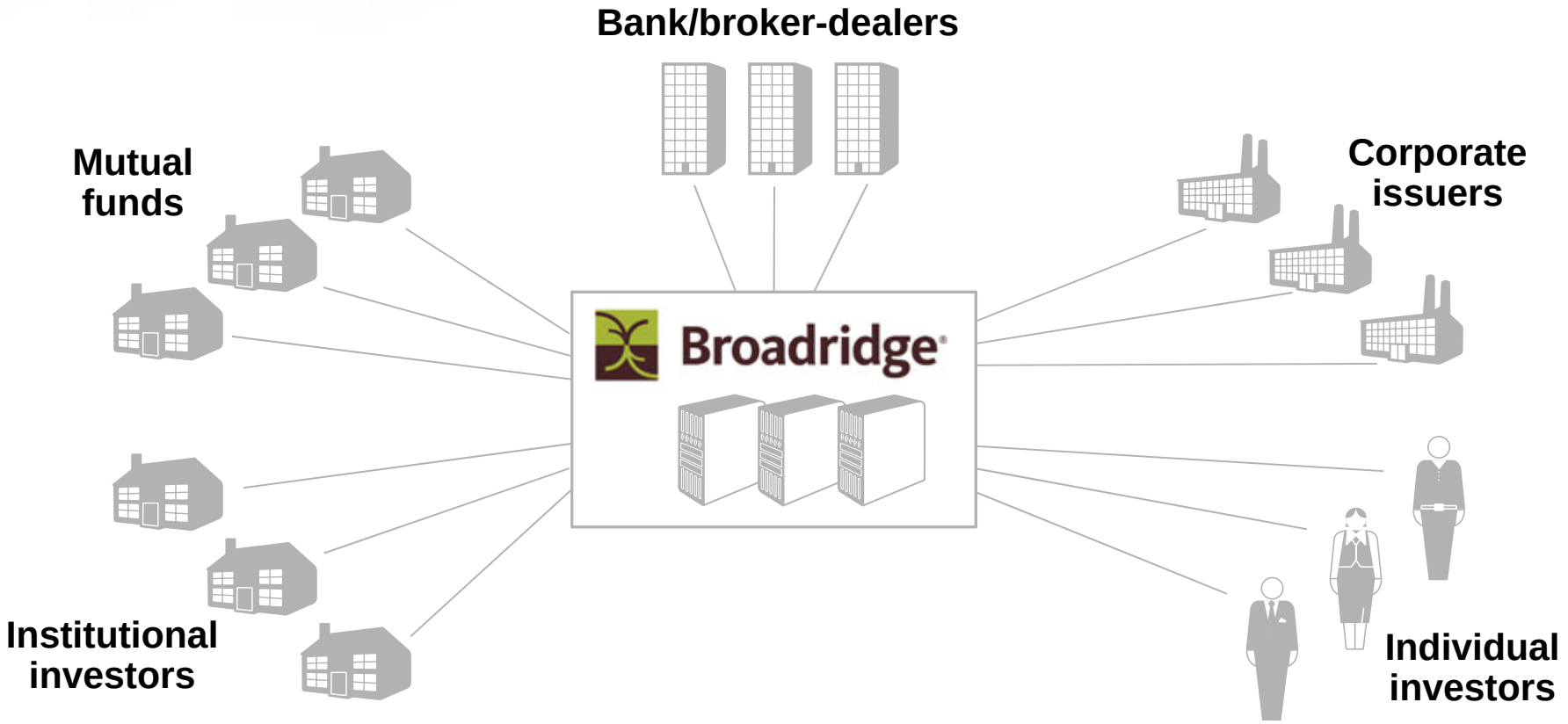


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Broadridge is the transaction and information hub for the financial industry



Broadridge connects the financial services industry

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What we do

- **Beneficial proxy service**
- **Registered shareholder communications**
  - Registered proxy
  - Interim communications
- **Transfer agency (TA)**
  - Stock share registry, ownership transfers, dividend calculation, etc.
- **Enhanced issuer solutions**
  - Shareholder analytics
  - Virtual shareholder meetings
  - Shareholder forums
  - Global services

Service relationships with >6,000 issuers

Direct relationships with 45% Fortune 500 companies

Adding one Transfer Agency client per week

Notice & Access analytics for over 1,500 issuers

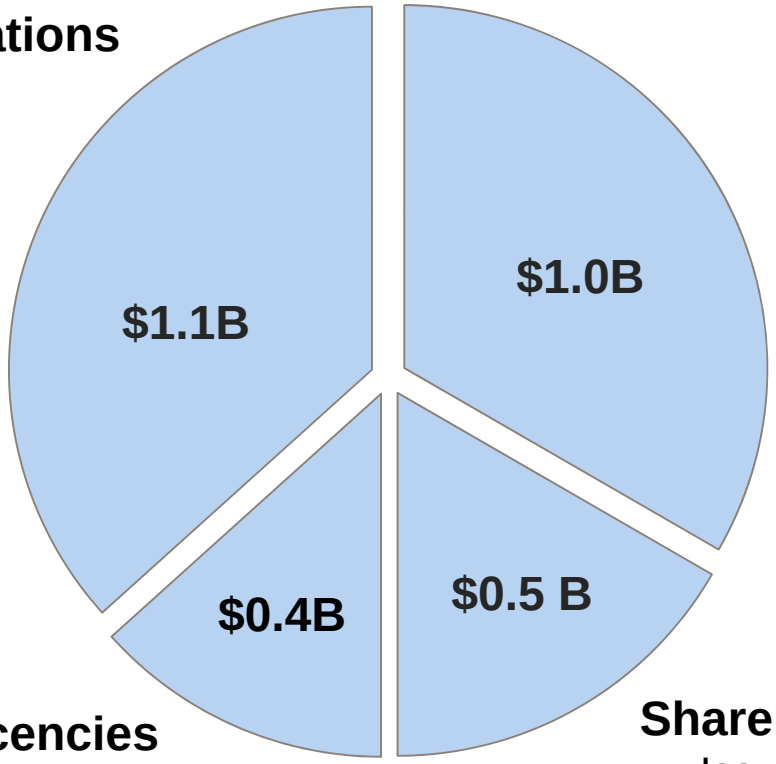
Over 60 Shareholder Forums/ Virtual Annual Meetings

Large attractive Corporate Issuer market

Total market = $3B+ fee revenue

Examples

Investor communications
- Shareholder forums
- Virtual shareholder meetings
- IR websites
- Solicitation
- Other



Transfer agency

Other adjacencies
- Entity management
- Board services
- Exchange listing services, etc.

Shareholder data/analytics
- Issuer analytics
- Ownership data
- Targeting, etc.

Broadridge

Our unique competitive advantage

- **Market Position** – only full service provider of shareholder communications to all shareholders
- **Relationships** – relationships with and connectivity to virtually every US broker–dealer create a unique network that facilitates shareholder communications and intelligence
- **Unmatched Scale** – able to leverage one billion plus shareholder communications annually as well as record-keeping, corporate actions and other shareholder account servicing for about 40 million brokerage accounts
- **Unmatched Data** – unique dataset of investors and positions allows Issuers to most effectively reach their shareholders
- **Thought Leadership** – unmatched expertise to innovate the proxy process and guide Issuers through a complex regulatory environment

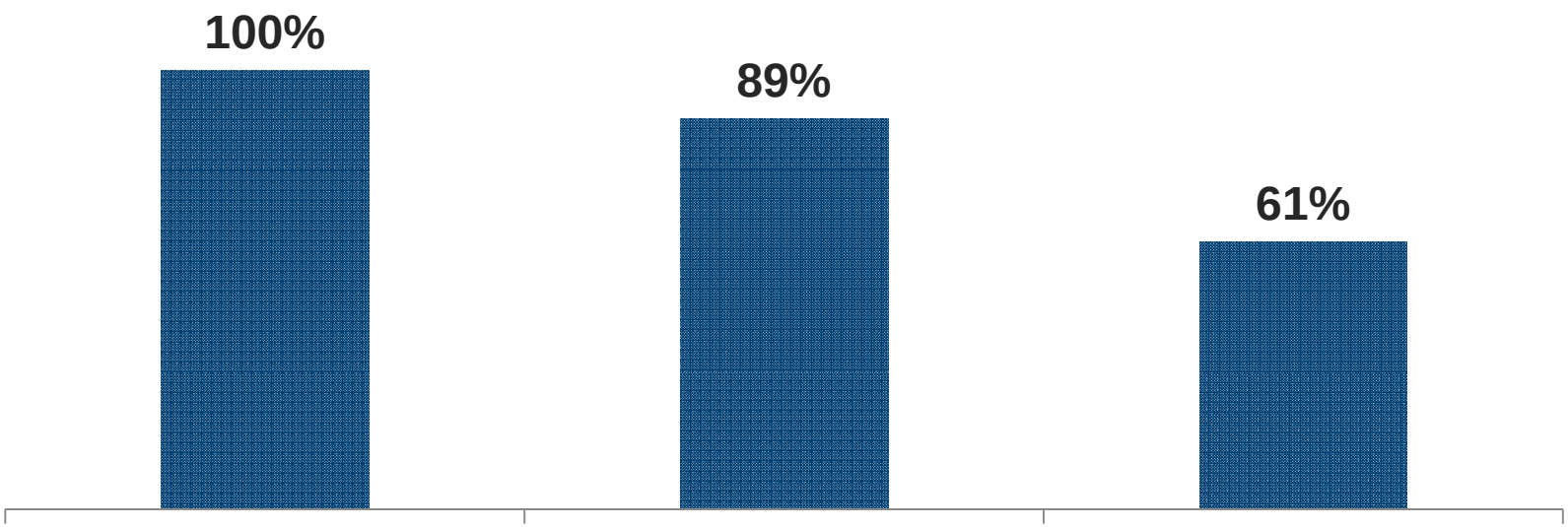
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Our growth strategy

1. **Leverage strong beneficial proxy service relationships**
2. **Continue to take share in registered proxy market**
3. **Build a leading transfer agency business by transforming industry**
4. **Scale new enhanced and global issuer solutions**

1 Leverage strong beneficial proxy service relationships

Broadridge Brand Strength Among Corporate Issuers



%="Very Well Known"/ "Familiar"

%="Strongly Favorable"/ "Somewhat Favorable"

%= the number of Broadridge mentions

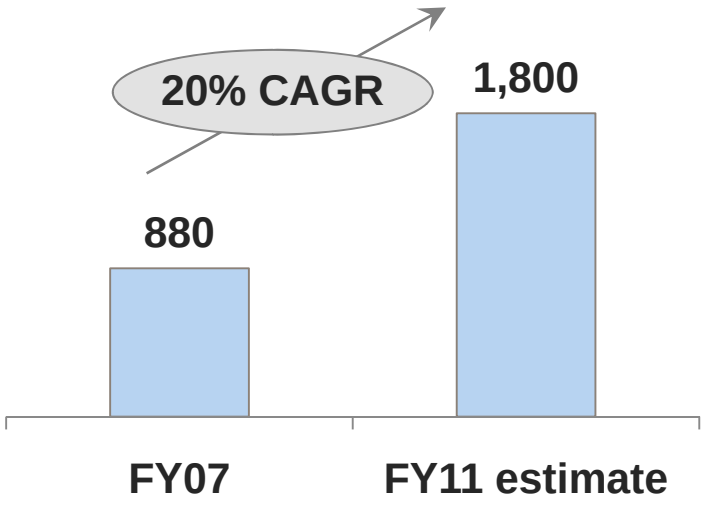
Source: Broadridge Brand Study 2010 – Corebrand

Broadridge

2 Continue to take share in registered proxy market

Our proven success

Number of registered proxy clients



Direct relationship with 1,800 issuers

97% client retention

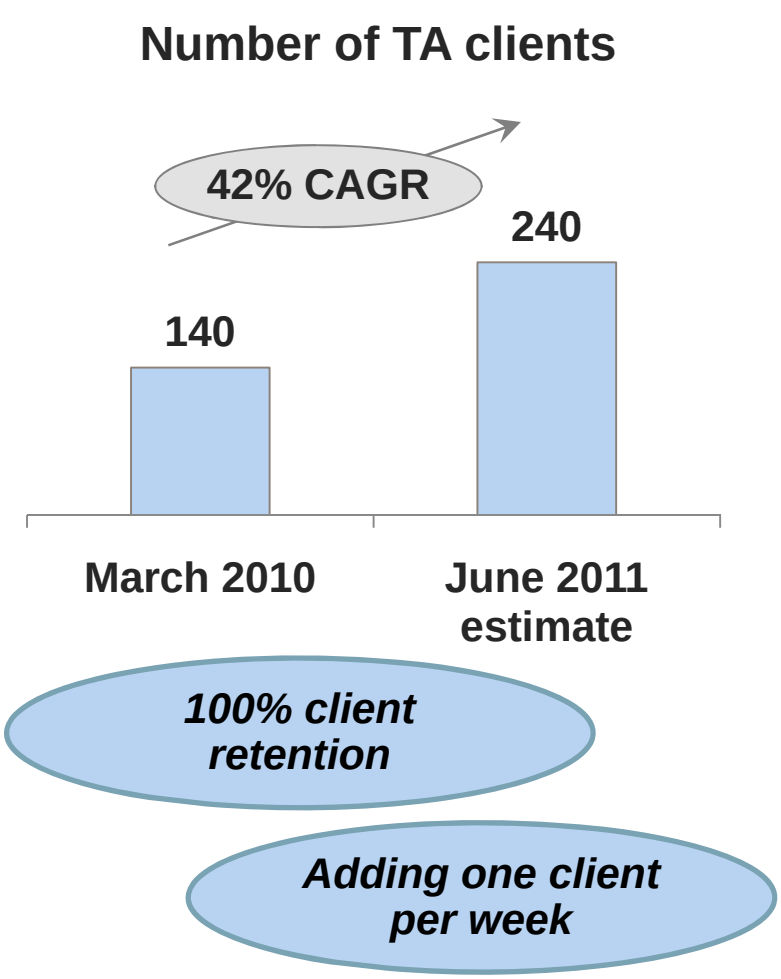
Future growth drivers

- **Offer unique consolidated processing and reporting**
  - Combines beneficial and registered services
  - Helps our clients significantly streamline their operations
- **Provide data analytics to maximize vote return and reduce mailing costs**
- **Continue aggressive sales effort**

Broadridge

3 Build a leading transfer agency business by transforming the industry

Our proven success



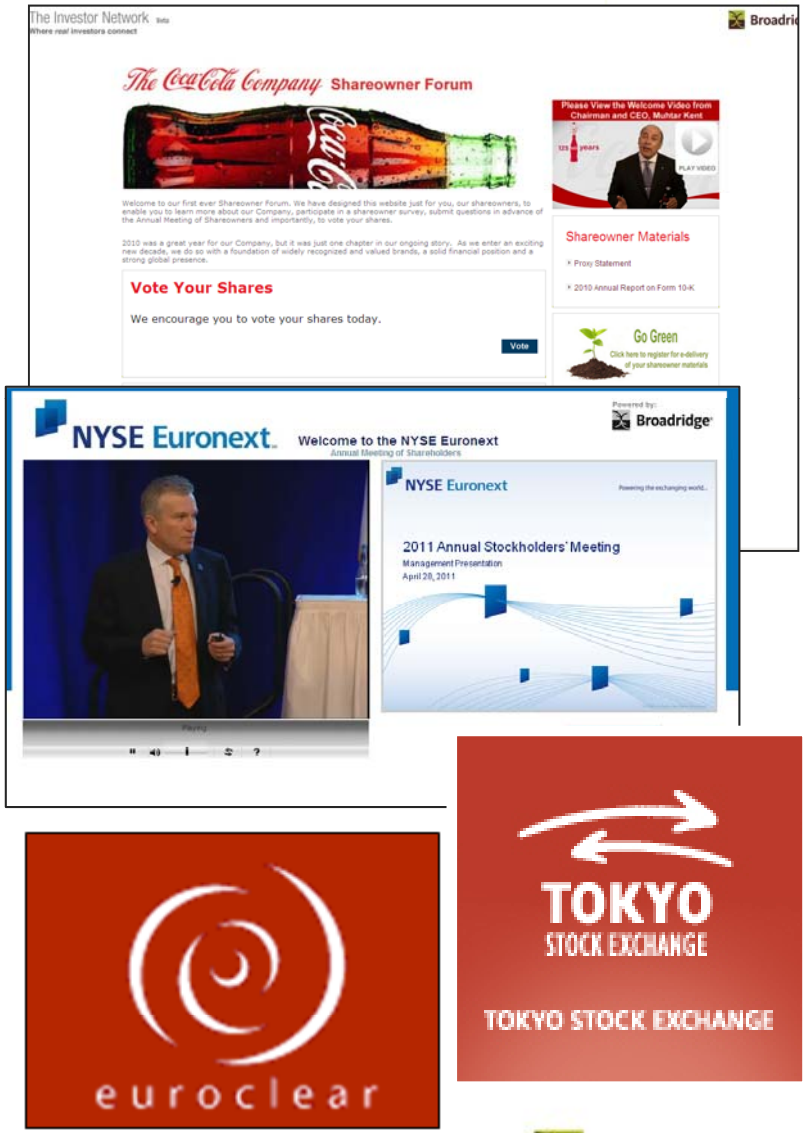
Future growth drivers

- **Serve and communicate with all shareholders**
- **Leverage our infrastructure and scale to be the most cost-effective provider of TA services**
- **Drive shareholder migration from registered to street to further streamline and reduce costs**

Broadridge

4 Scale new enhanced and global issuer solutions

- **Analytics**
  - Notice and Access analytics
  - Stratified mailings
  - Investor preferences, etc.
- **Enhanced Meeting Services**
  - Shareholder Forums
  - Virtual Shareholder Meetings
- **Global Services**
  - Serve top nine global custodians
  - Proxy share representation approaching 65% in select markets
  - Unique JVs and alliances
  - Opportunity to sell services to issuers globally

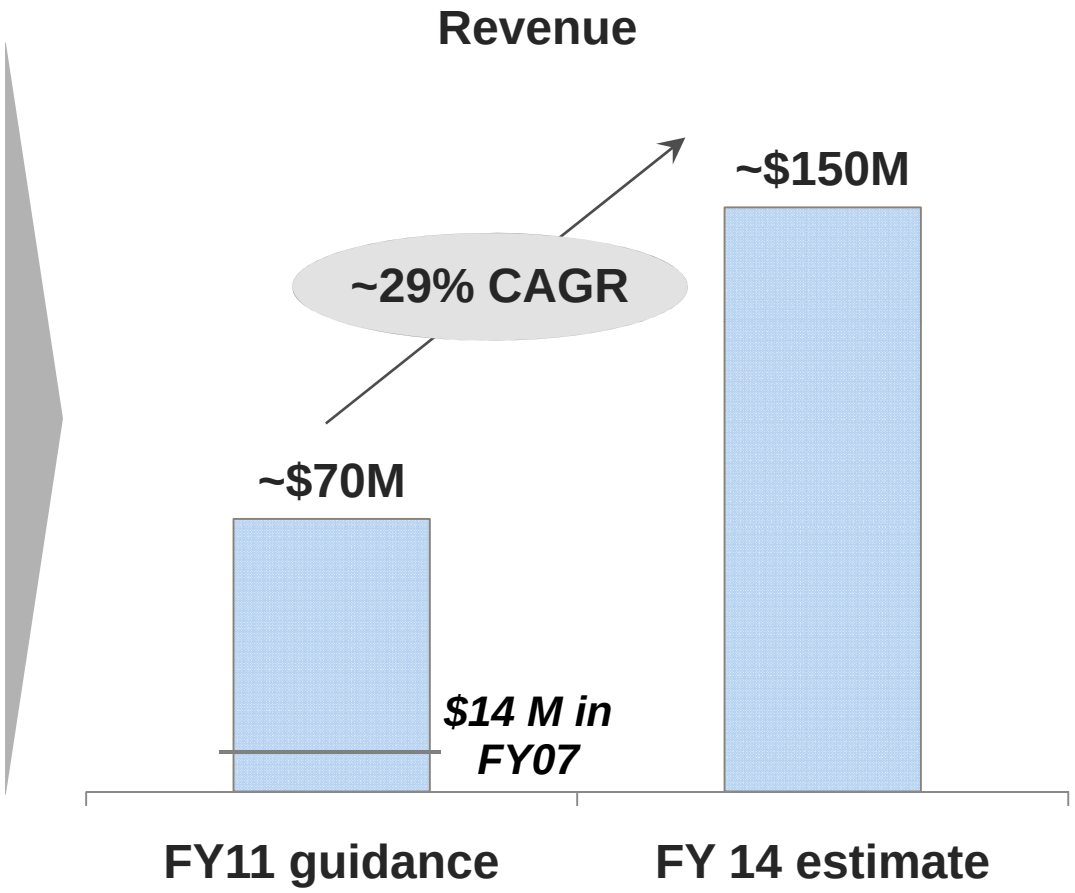


Our growth ambition

Large market

Unique position

Strong recent progress



Broadridge

Continued Market Leadership through Execution and Innovation

Global Technology and Operations Solutions (SPS)

John Hogan



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June 22, 2011

How the investor experiences securities processing



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Broadridge processing behind the scenes

Front office	Middle office	Back office		
Client Set-up	**Transaction Capture/ Execution**	**Validation & Confirmation**	**Clearing and Settlement**	**Asset Servicing**
Investor account set up on system	Investor initiates order to buy securities Order sent to proper exchange Securities are bought by broker on exchange and price is sent back to investor	Confirmation of all trade details produced for investor and selling broker	Securities are received in depository from selling broker and paid for Cash is received from investor and deposited in bank account Statements are produced and sent to investor on an ongoing basis	Dividends/interest is collected from company and deposited into Investors account on an ongoing basis Tax reports are sent to investor and tax authorities on an ongoing basis Back office staff monitors and reconciles valuations, custody of securities, bank accounts, dividends and other corporate actions on an ongoing basis

Broadridge simplifies complex processes

Broadridge

What we do

- **Best-of-breed securities processing solutions**
  - Leading global platform
  - Broad asset class coverage
- **Broad suite of add-on or point solutions**
  - Desk top applications used by brokers and traders
  - Workflow and reconciliation applications
  - Data aggregation and warehousing tools
- **Industry-leading global business process outsourcing (BPO) solutions**
- **Ongoing record of innovation and thought leadership**

Industry standard for fixed income processing, >$3.5 trillion trades daily

Serve 8 of top 10 US broker-dealers ranked by capital

Serve 13 of 20 fixed income primary dealers

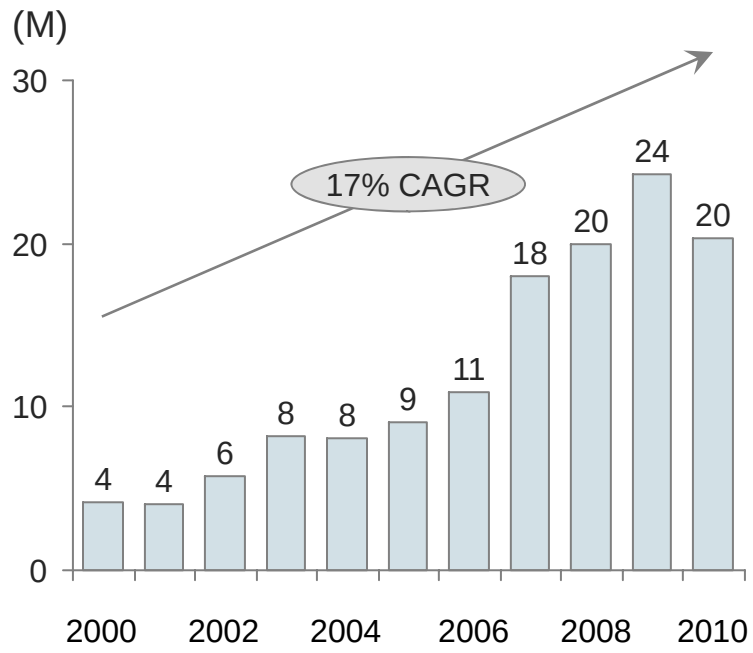
Unique solution for global processing

Ranked #1 brokerage outsourcing services in 2008, 2009 & 2010

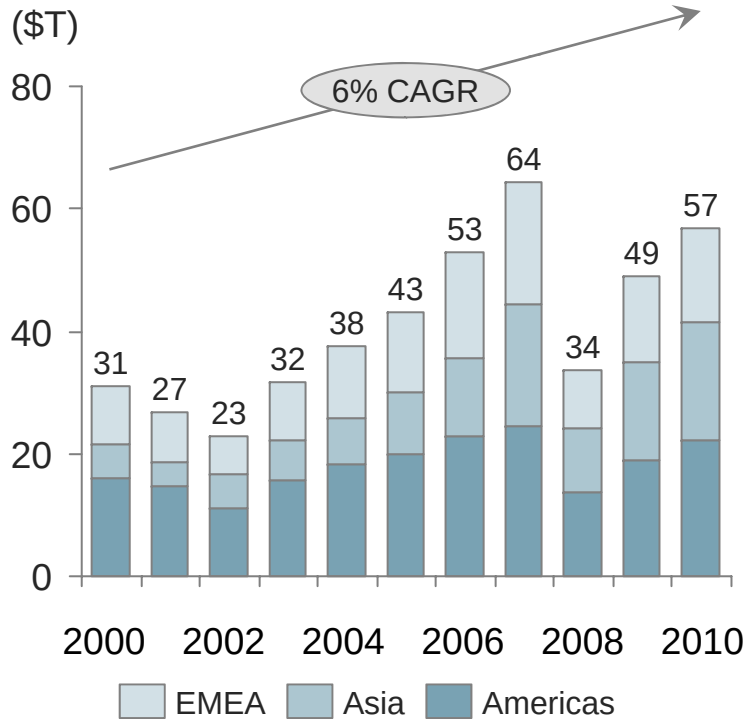
Underlying asset markets are growing

We serve healthy underlying asset markets with strong long-term growth in transactions and asset values

Average equity transactions per day on major US exchanges



Global equity market capitalization



Source: World federation of exchanges

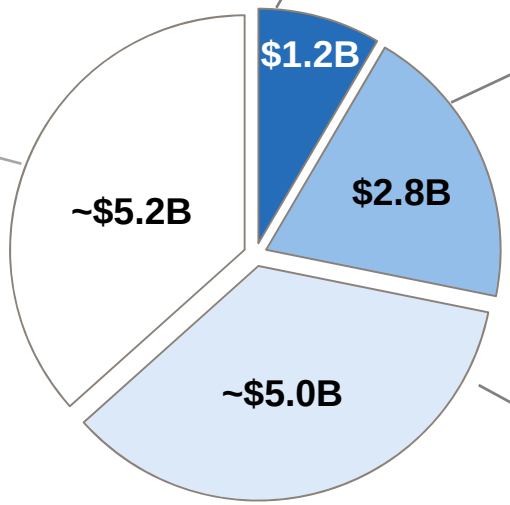
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Large Technology and Operations (SPS) opportunity

Securities and investment firms' overall technology and operations spend is over $100 billion and growing at 5%

Total addressable market ~ $14B

Examples



US Brokerage Processing
- Core equities and fixed income

Global Processing
- Core equities and fixed income
- Global BPO
- Reconciliations

North American BPO
- Middle- and back-office
- Data center services
- Select corporate functions

Adjacent markets
- Middle-office (e.g. Risk)
- Buy-side services
- Derivative processing
- Fixed Income data and analytics

Sources: Tower Group, Chartis, Aite, IM2, Broadridge internal estimates

Broadridge

Why we win: Our competitive advantage

- **Unique global technology platform provides processing access to over 70 markets**
- **Breadth of asset classes on single “platform”**
- **Leading market position and scale**
- **Flexible business model that can be tailored to unique client needs**
- **Trusted brand**

SPS has been resilient through industry consolidation and challenges

- **Over the past five years we have retained 13 of our top 15 customers (one lost due to a merger, and one due to bankruptcy)**
- **Over this period, there have been 9 M&A transactions where one or both parties used our platform. In 7 cases out of 9, we retained the business**
- **Average "significant" conversion on or off Broadridge platform is typically 24 months from date of notice; we are not aware of any near term losses**
- **Our revenue back-log is nearly three times as large as the average top-15 client**

SPS well-positioned going forward

SPS has a strong sales trajectory and will significantly benefit from BR's initiatives

- Over the past 3 years we have won 29 of 33 prospects who have switched their securities processing systems in North America
- Revenue back-log of ~$76M annualized, associated with 20 current or recently completed on-boarding projects
- We expect recurring revenue sales of between $45M and $50M for the current fiscal year
- Approximately 2% in margin improvement will come from completion of the Penson conversions and the data center migration to IBM
- The migration to IBM will permanently improve the contribution margin from new revenue

Five key strategies

1. Further grow core U.S. middle- and back-office solutions
2. Grow platform and non-platform BPO globally
3. Expand international business
4. Pursue logical adjacencies that leverage our market position
5. Improve margins across the business

Broadridge

1 Further grow core U.S. middle- and back-office solutions

- On-board current client pipeline
- Leverage global capabilities to continue sales momentum
- Continue record of innovation and thought leadership
- Leverage IBM alliance

Recent new client example

Large international bank

- **Institutional equities and fixed income**
- **Displacing current in-house solution**
- **Supporting institutional clients and high-frequency trading using a full suite of SPS technologies**
  - Equities processing
  - Fixed income processing
  - Mortgage Backed Securities processing
  - Collateral management
- **Our largest ever contract at time of sale, with significant potential for additional organic expansion**

2 Grow platform and non-platform BPO globally

- **Leverage our technology platform**
- **Leverage unique onshore and offshore "domain expertise"**
- **Provide high-value discrete solutions**
  - Global
  - Fixed income
  - Reconciliations
- **Work with IBM to sell Broadridge solutions to IBM client base**

Recent new client example

Global processing for a major US retail brokerage

- **Solution enabling customers access to purchase and sell international securities in local currencies**
- **Seamlessly integrate with the client's in-house domestic solution**
- **Significant potential for additional organic expansion**

3

Expand international business

- **Facilitate North American clients such as RBC, Scotia, State Street, BAML, etc. to expand into global markets and asset classes**

- **Accelerate providing North American market access to our Global clients/ prospects such as Nomura, Mizuho, Barclays etc.**

- **Further penetrate the recently acquired City Networks global client base with our processing solutions**

- **Provide our Global clients/ prospects such as Jefferies with opportunity using our platform to "internalize" processing for multiple markets rather than use third party providers**

3

Recent new client example

NOMURA

- **Global Prime Brokerage**
- **International equities and fixed income securities**
- **Following the acquisition of the Lehman European prime brokerage business, Nomura needed to rapidly create a new processing solution**
- **Leveraged the flexibility of our international platforms and implemented the client's books and records and settlement capabilities in six months**

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4 Pursue logical adjacencies that leverage our market position

Exploring targeted opportunities in near-adjacent markets where we can leverage our existing capabilities and relationships

- **Middle-office**
- **Buy-side services**
- **Derivative processing**
- **Fixed-income data and analytics**

Recent adjacent market expansion example

City Networks

- **Acquisition increased Broadridge's middle-office capabilities (reconciliations, multi-asset process automation, operational risk management)**
- **Accelerates Broadridge's international growth, bringing over 400 new relationships in 40 countries**
- **Extends growing range of solutions and competencies to existing bank/broker and asset management client base**

5

Improve margins across the business

- Complete migration of data center from ADP to IBM
- Reduce complexity and increase scale by consolidating broker and investor desk top applications over the next two years
- Migrate clients on our legacy U.S. centric processing solution to our global solution over the next two years
- Fully leverage the intellectual capital and cost effective strategic advantages of our operation in India
- Further leverage scalability of our technology platform

Broadridge

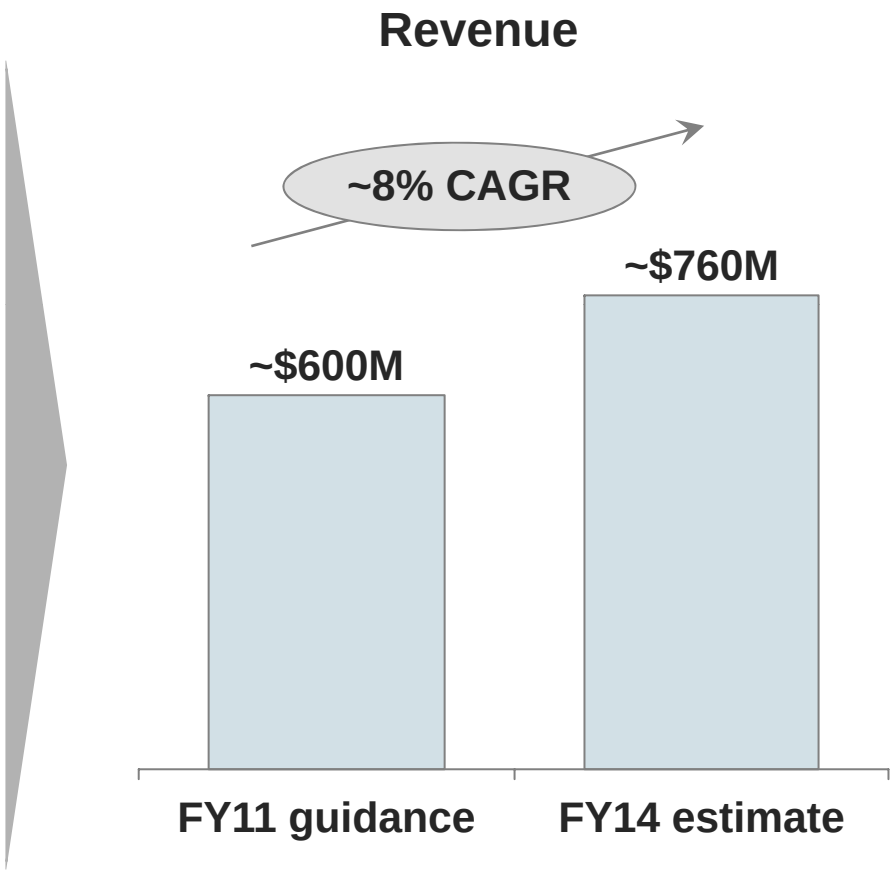
Our market leadership and growth ambition

Leverage unique and sustainable geographic and asset class position as markets "globalize"

Strong momentum in core business

Further penetrate global outsourcing (BPO) market

Continued thought leadership and innovation



Broadridge

Continued Market Leadership through Execution and Innovation

Financial Overview

Dan Sheldon



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June 22, 2011

We plan to deliver top-quartile Total Shareholder Return (TSR) through FY14

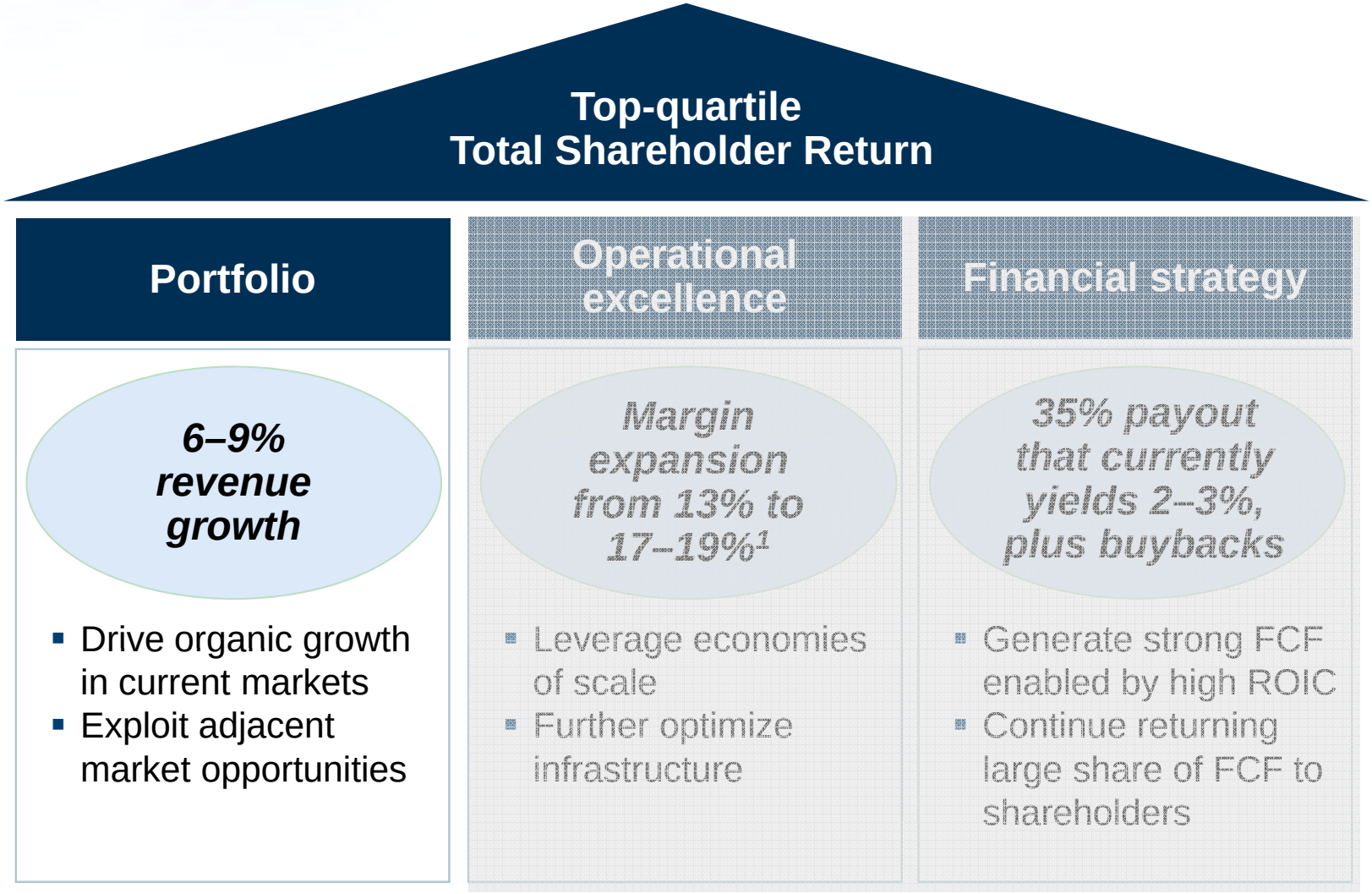
Top-quartile Total Shareholder Return

Portfolio	Operational excellence	Financial strategy
6–9% revenue growth	***Margin expansion from 13% to 17–19%[1]***	***35% payout that currently yields 2–3%, plus buybacks***
▪ Drive organic growth in current markets ▪ Exploit adjacent market opportunities	▪ Leverage economies of scale ▪ Further optimize infrastructure	▪ Generate strong FCF enabled by high ROIC ▪ Continue returning large share of FCF to shareholders

1. EBIT margins are expected to be ~13% in FY11 guidance and are expected to expand to ~17-19% by FY14

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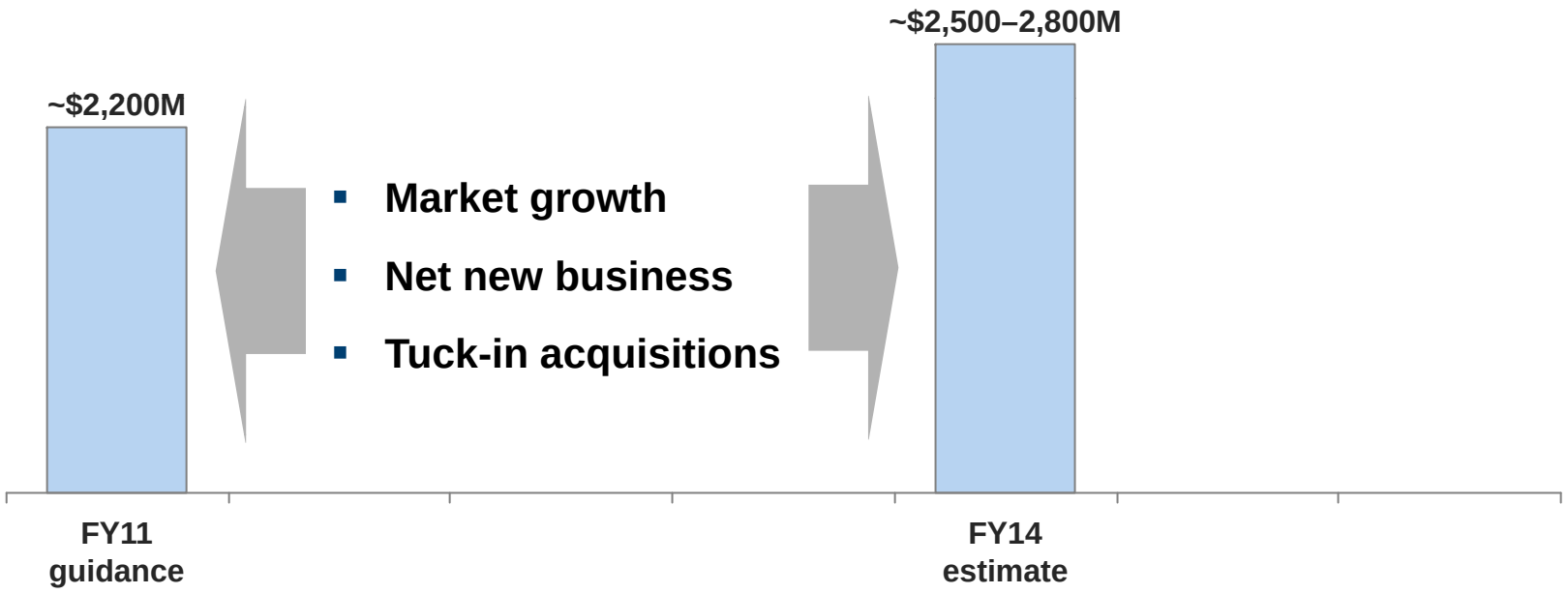
Broadridge expects mid-to-high single-digit revenue growth through FY14



1. EBIT margins are expected to be ~13% in FY11 guidance and are expected to expand to ~17-19% by FY14

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By FY14, we plan to grow recurring revenues by $300-600M

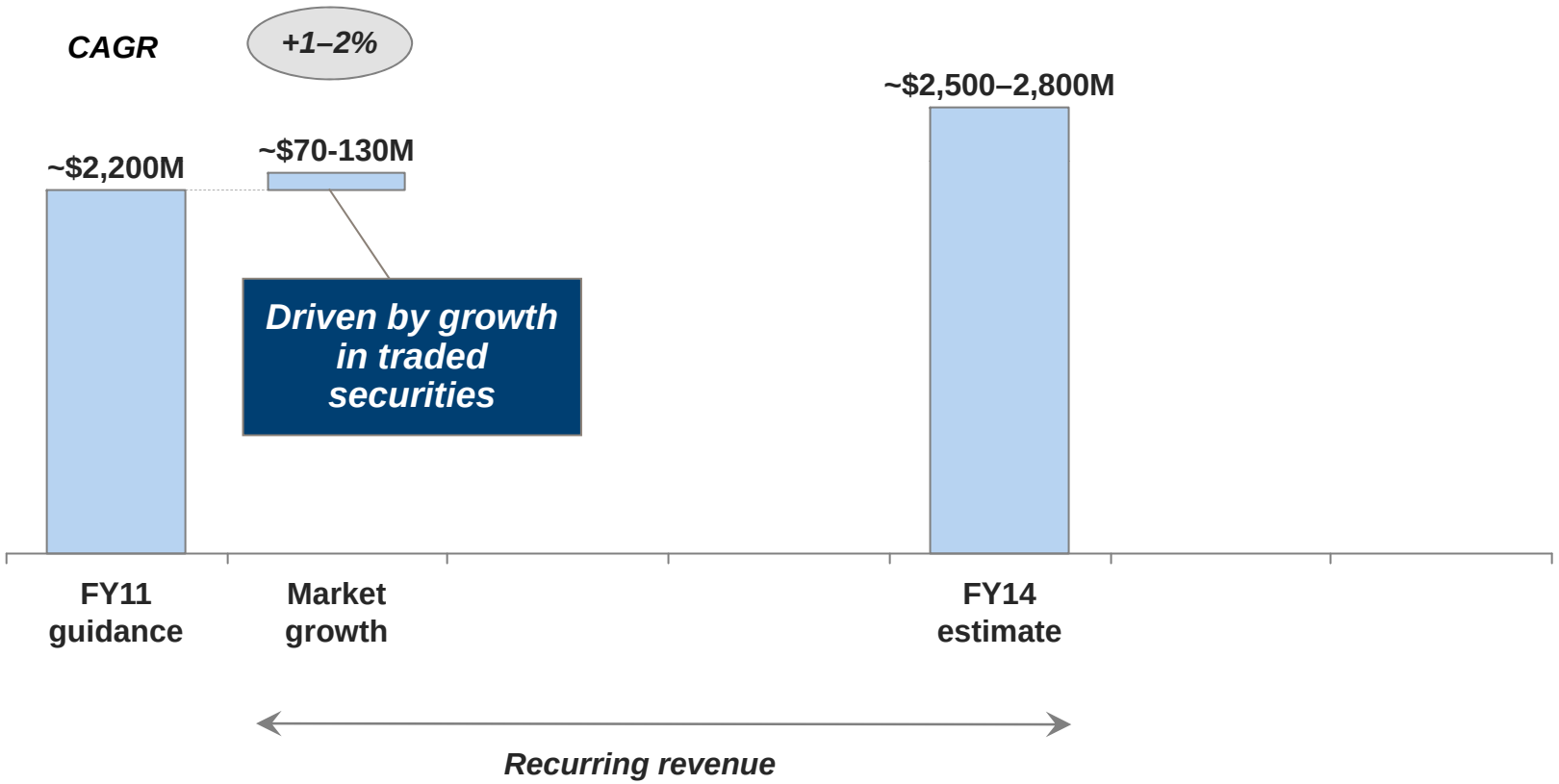


Anticipated growth is recurring and highly sustainable

Note: New closed sales offset by increased e-deliveries. Numbers may not add up due to rounding.

Broadridge

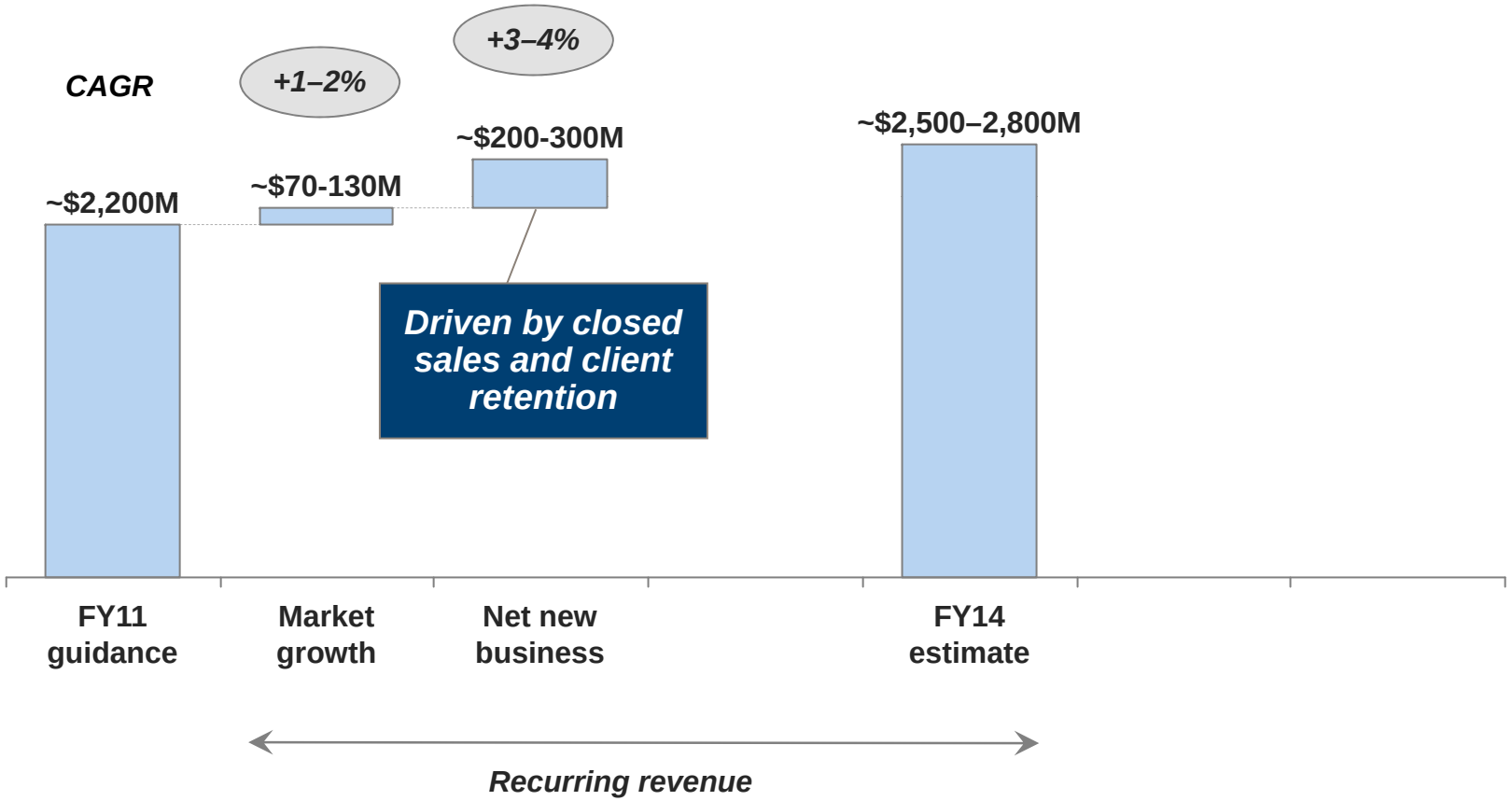
1–2% annual growth from increase in market volumes



Note: New closed sales offset by increased e-deliveries. Numbers may not add up due to rounding.

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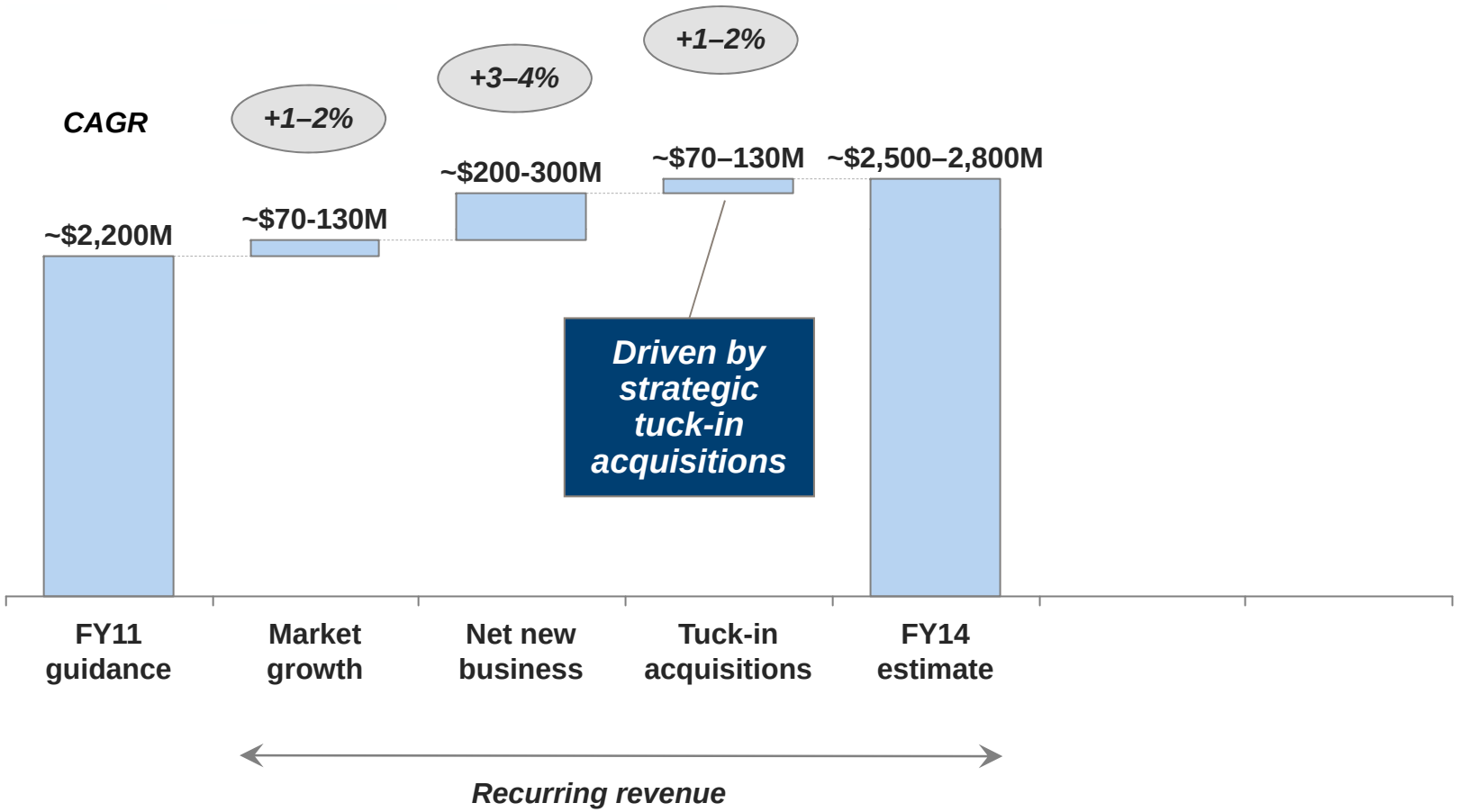
3–4% annual growth from net new business



Note: New closed sales offset by increased e-deliveries. Numbers may not add up due to rounding.

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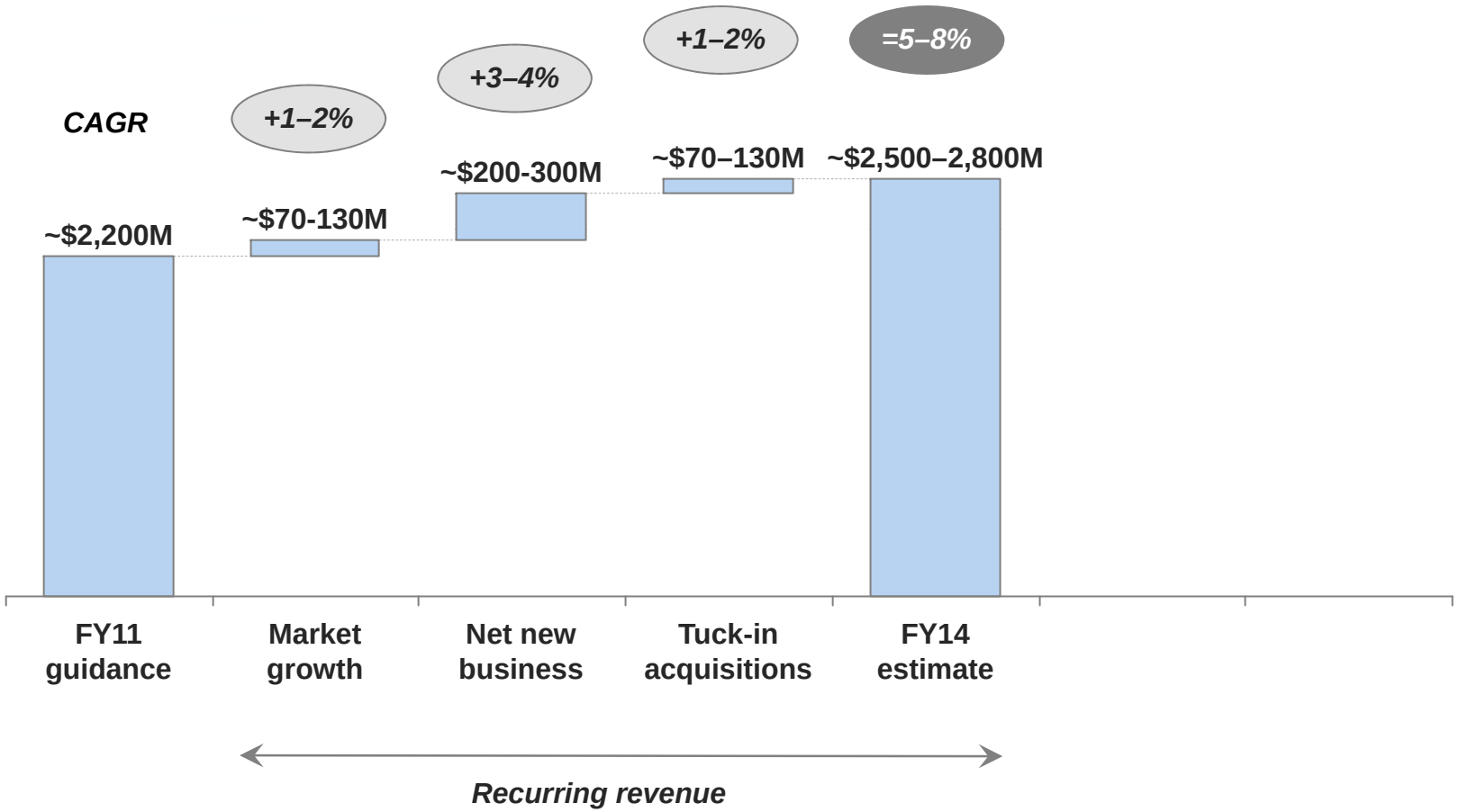
Tuck-in acquisitions are anticipated to add 1–2% to annual growth



Note: New closed sales offset by increased e-deliveries. Numbers may not add up due to rounding.

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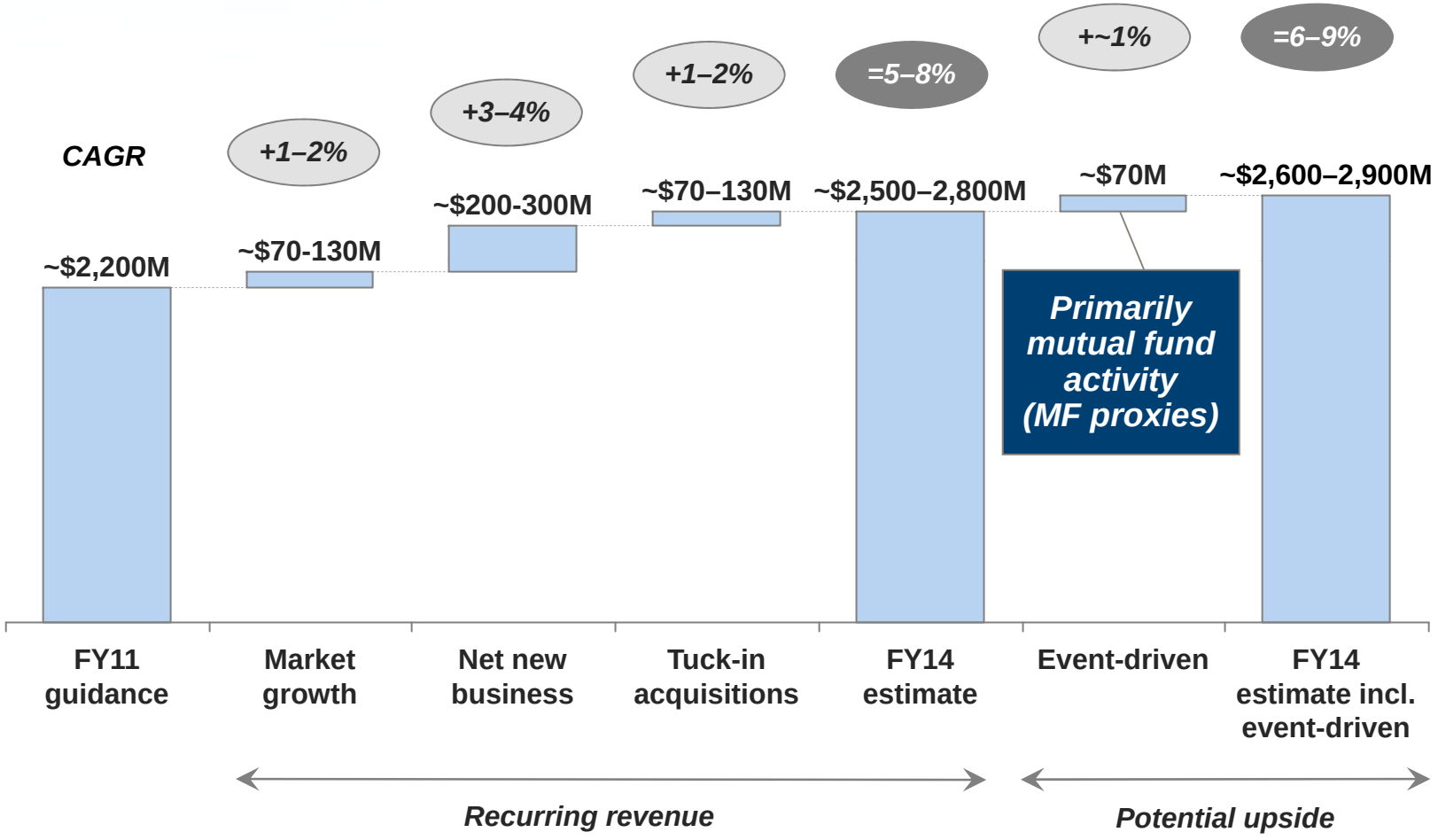
Total expected annual growth of 5–8% through FY14 from recurring



Note: New closed sales offset by increased e-deliveries. Numbers may not add up due to rounding.

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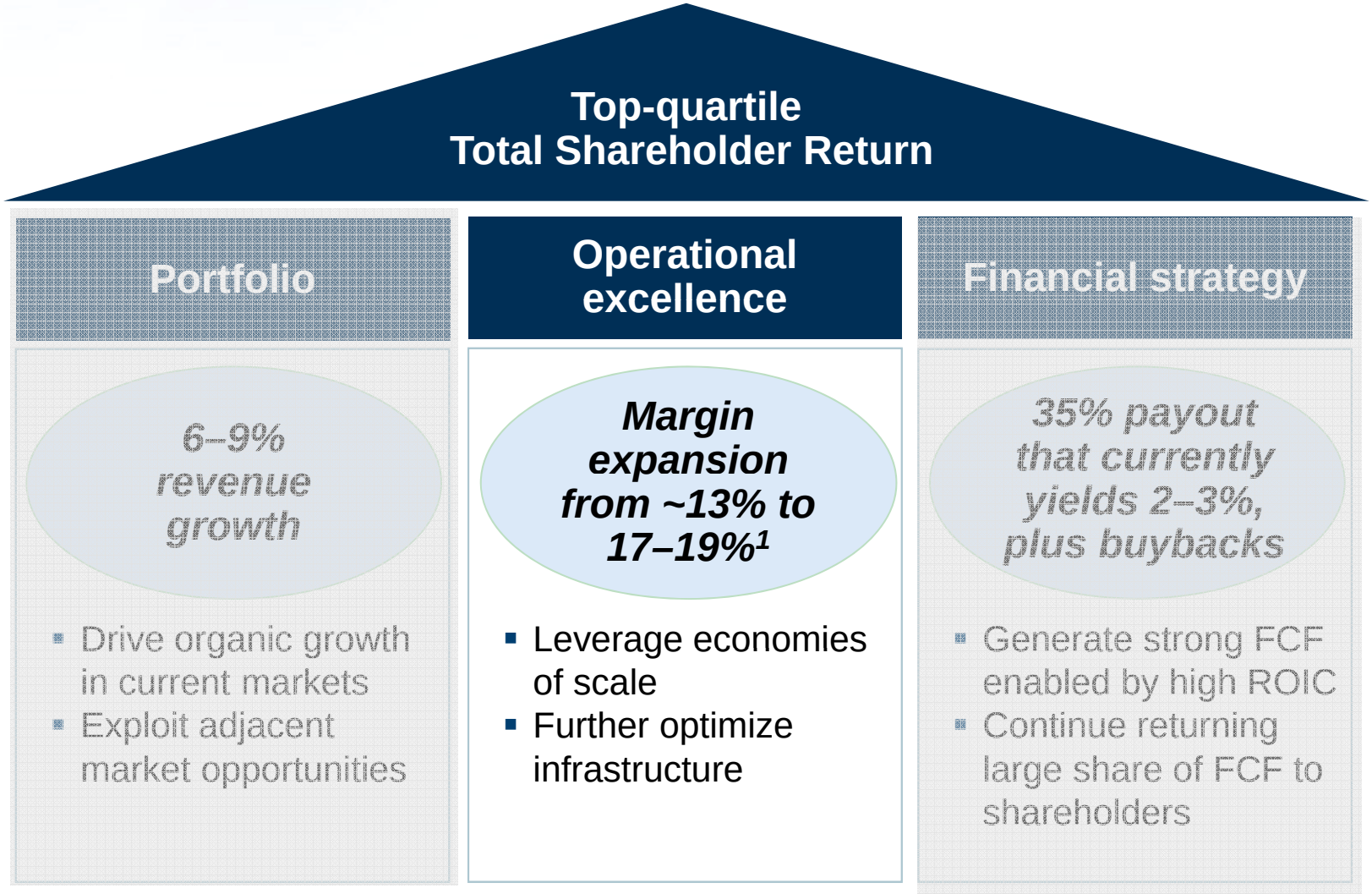
Event-driven should provide additional opportunity



Note: New closed sales offset by increased e-deliveries. Numbers may not add up due to rounding.

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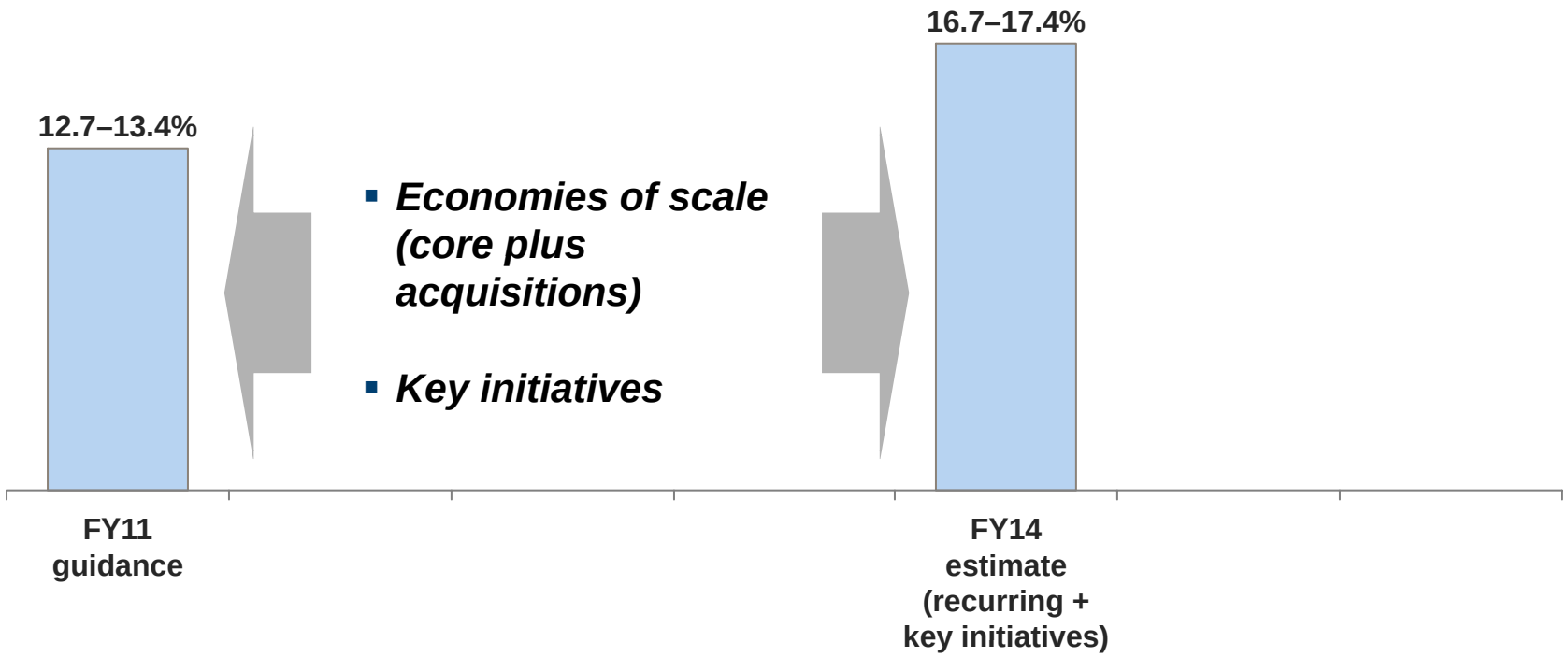
Scale and key initiatives



1. EBIT margins are expected to be ~13% in FY11 guidance and are expected to expand to ~17-19% by FY14

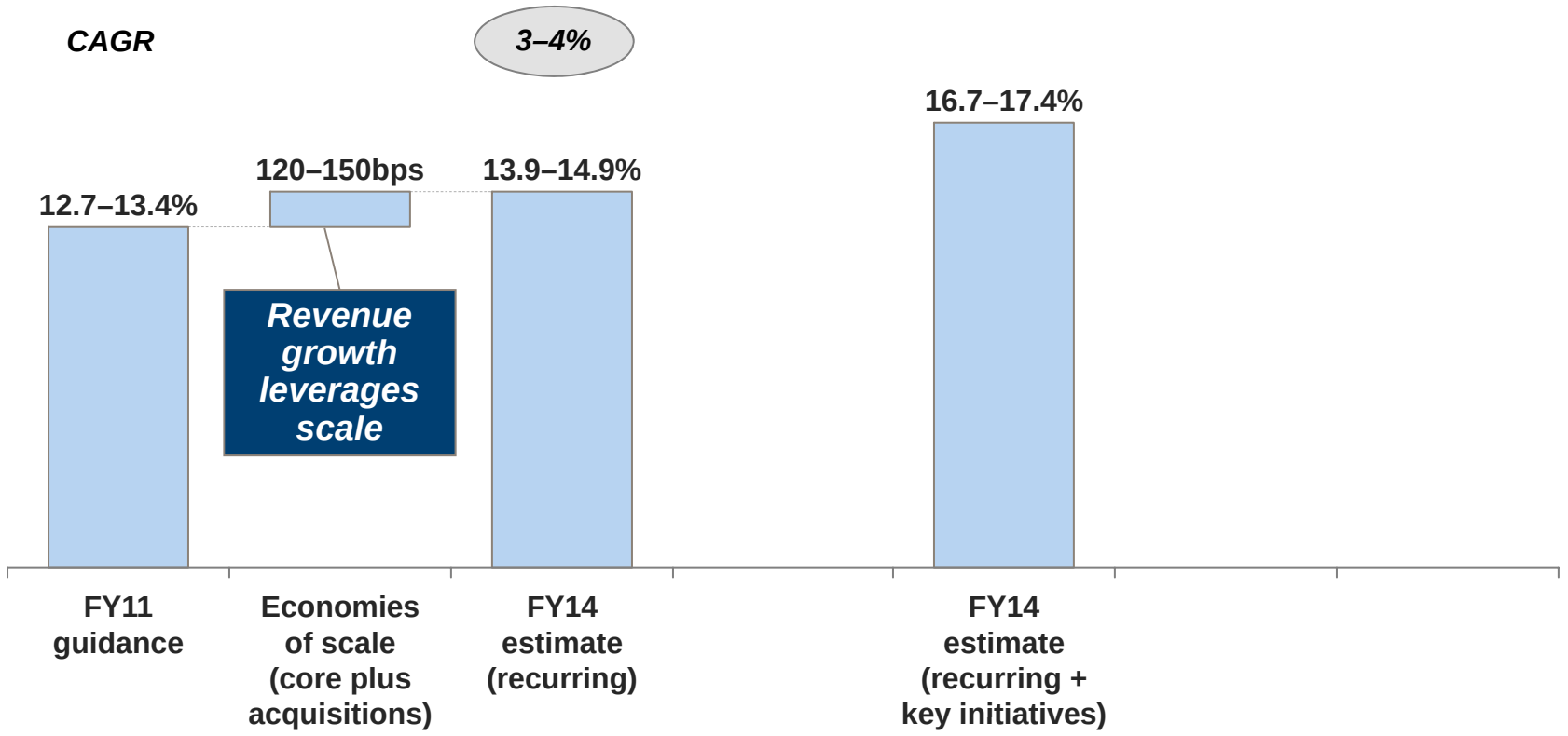
Broadridge

By FY14 we plan to expand EBIT margin to ~17% from recurring revenues



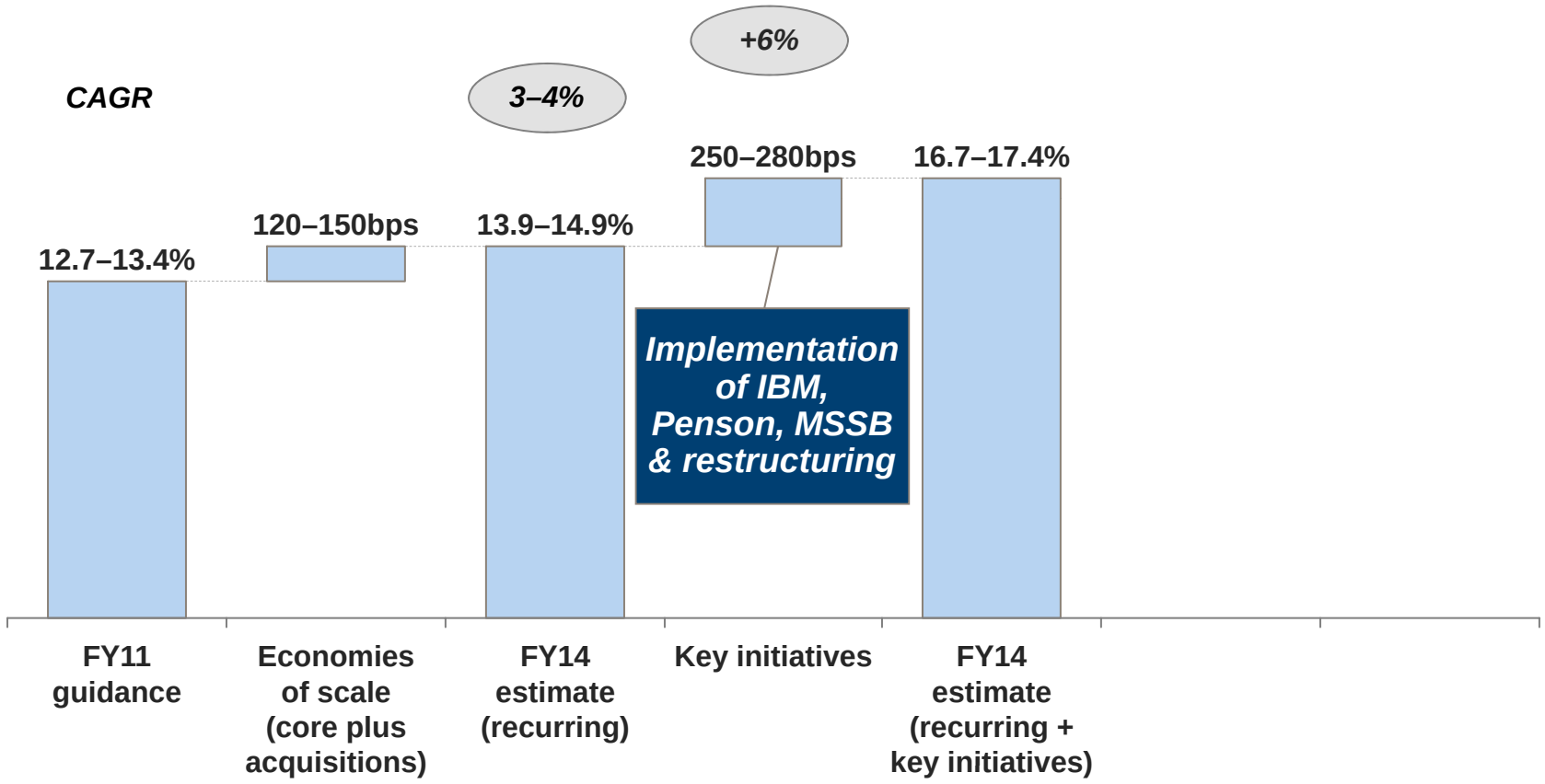
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120–150bps margin improvement due to growth under economies of scale



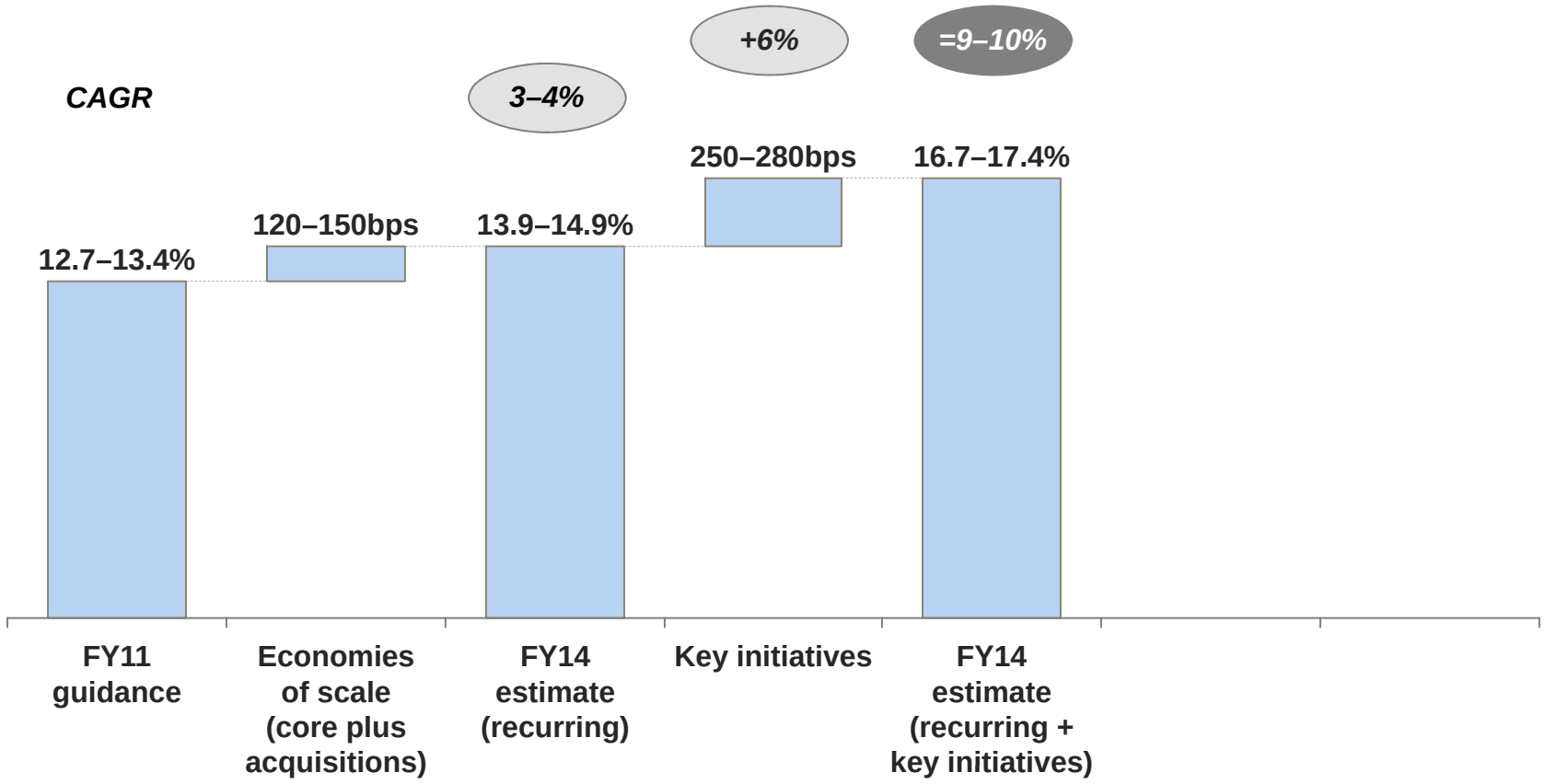
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Additional 250-280bps margin expansion from implementation of current projects



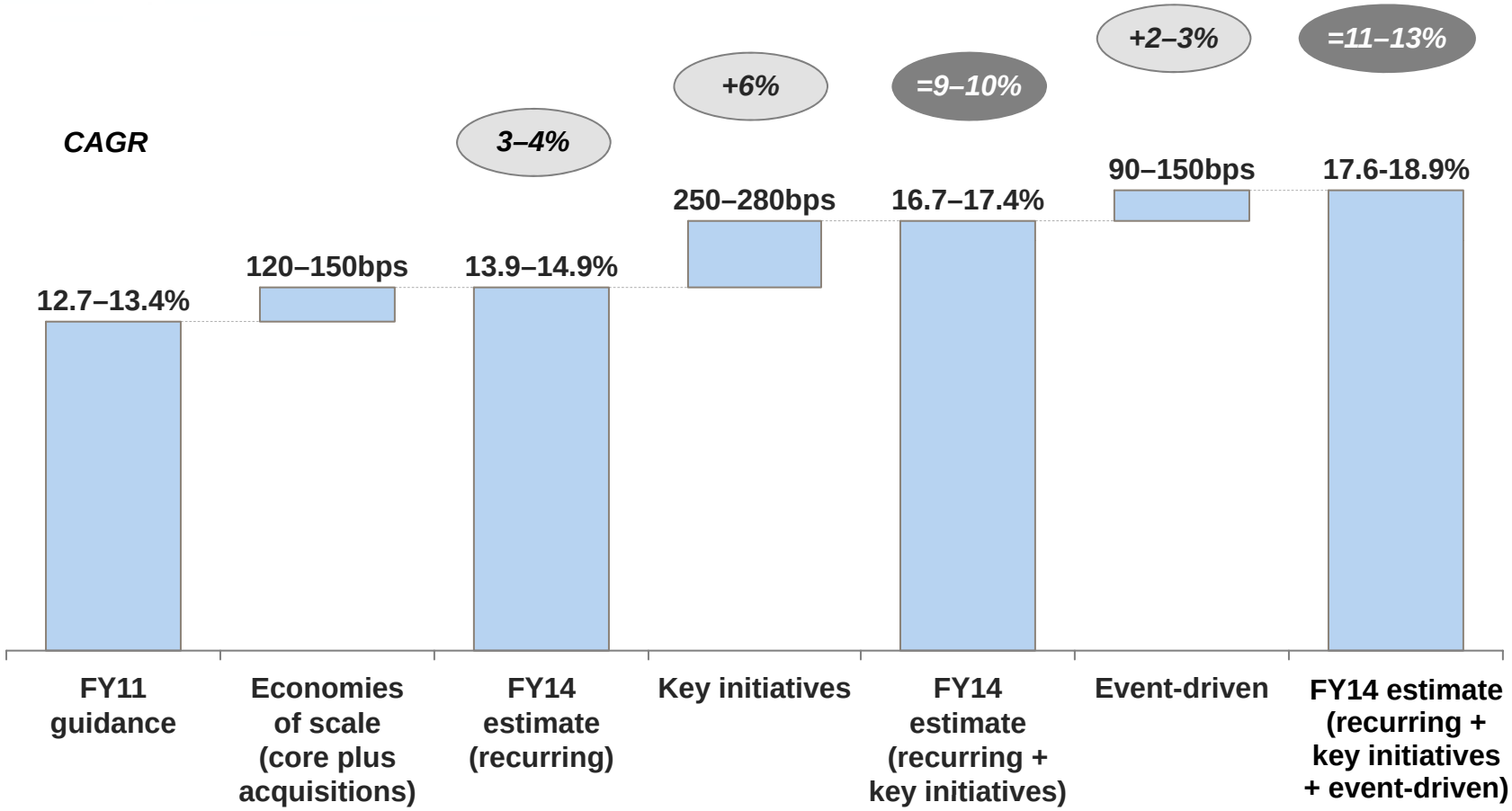
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Total EBIT margin improvement of ~400bps by FY14 before event-driven



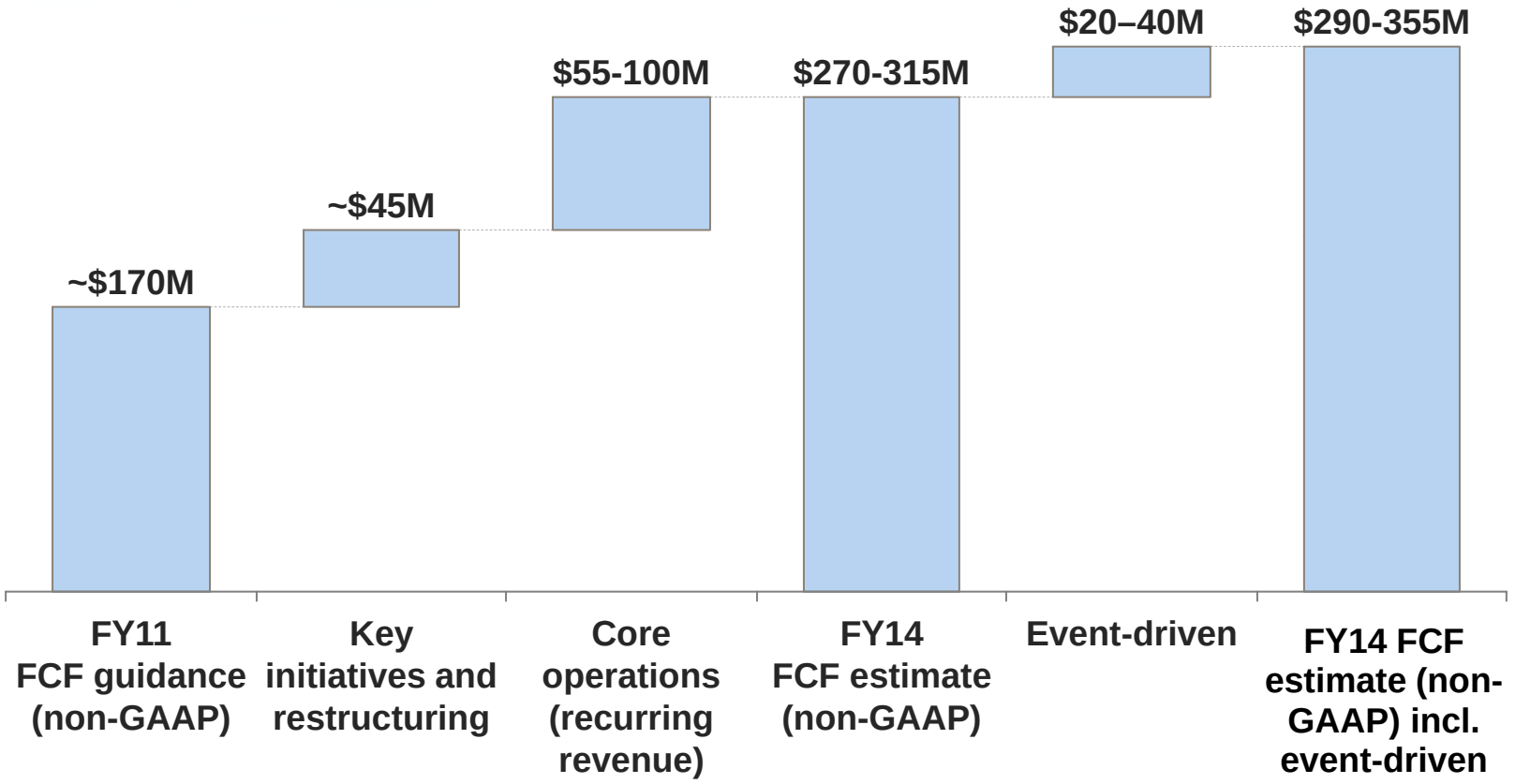
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Further potential upside from event-driven revenues



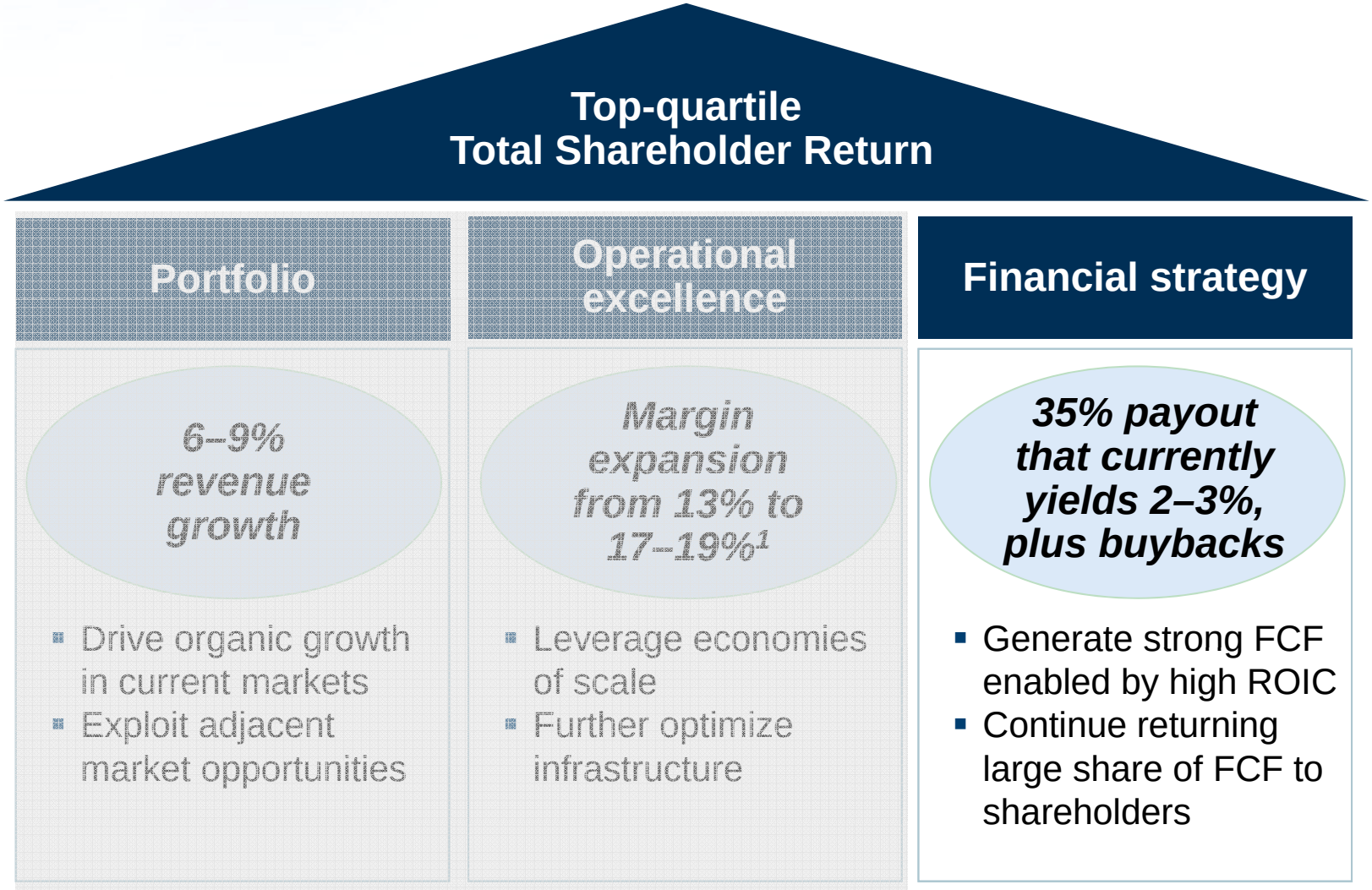
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By FY14 cash generation planned to expand to $270-315M, plus $20–40M event-driven



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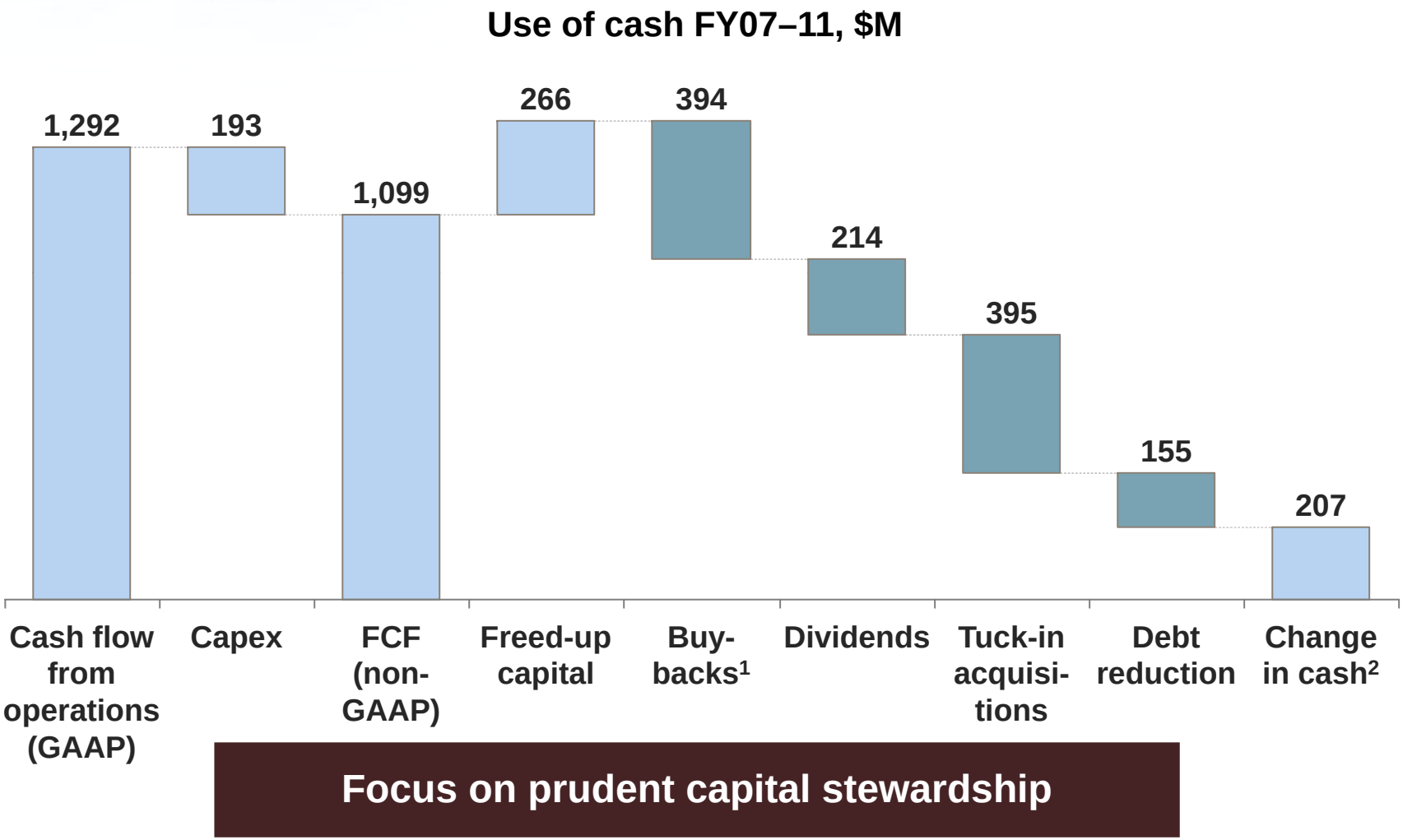
Financial strategy



1. EBIT margins are expected to be ~13% in FY11 guidance and are expected to expand to ~17-19% by FY14

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Since spin-off, we have reduced "spin debt" and returned capital



Focus on prudent capital stewardship

1. Gross buy-backs of $509 less proceeds from stock option exercises of $115
2. FY11 ending cash midpoint of $250 less beginning cash of $43

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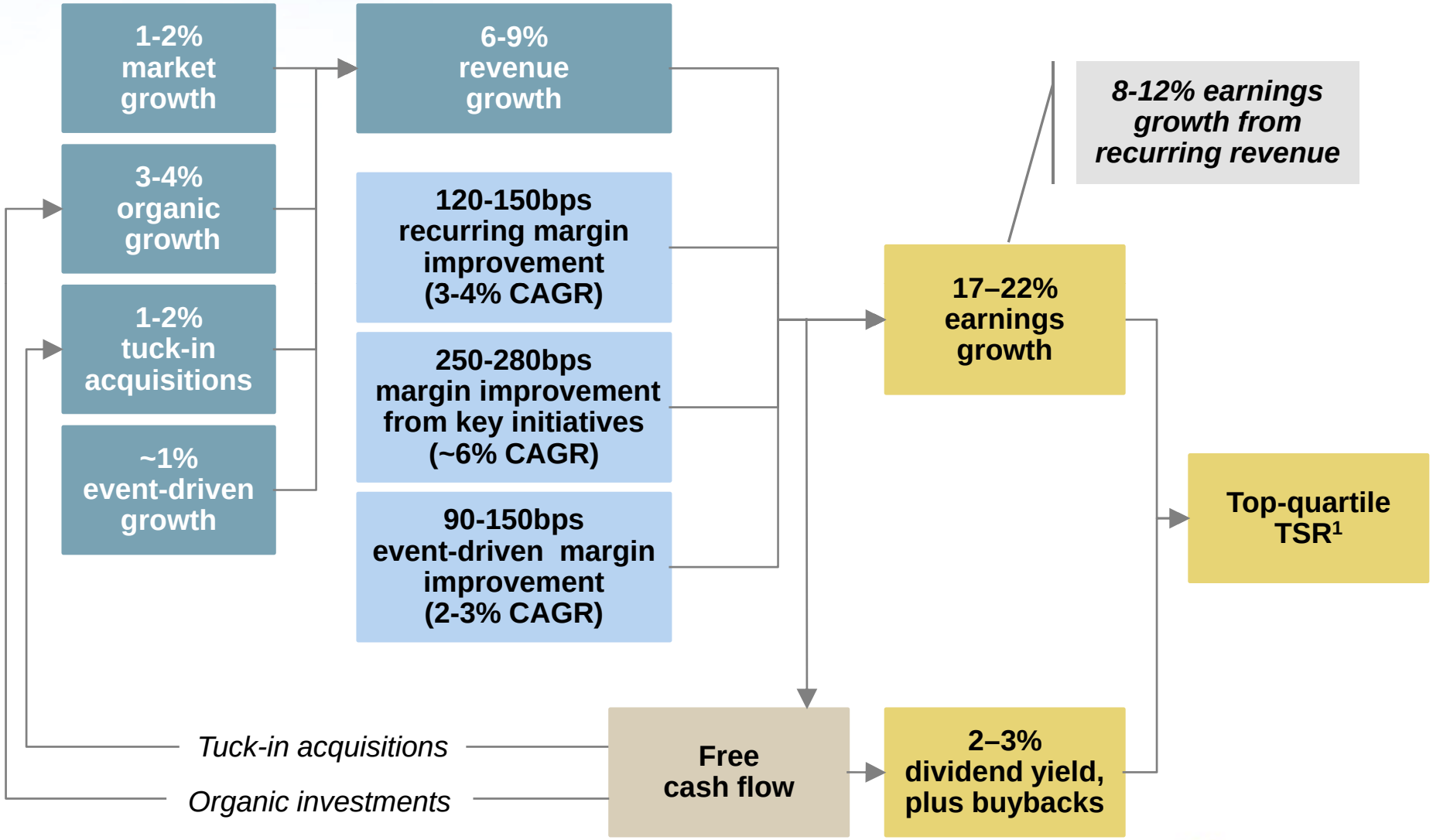
Our financial strategy is a key part of our value creation strategy

Priority

- **35% dividend payout, but no less than 60 cents per share**
- **Organic growth with limited financial risk**
  - Avoid significant balance sheet risk
  - Invest in projects delivering at least 20% IRR
- **Tuck-in acquisitions with clear growth profile and returns**
  - Accretive to growth, margins, and earnings
  - >20% IRR in conservative business case
- **Long-term investment-grade debt rating**
  - Adjusted Debt/EBITDAR ratio[1] target is 2:1
- **Excess cash used opportunistically to offset option dilution and reduce share count through buybacks**

1. Adjusted Debt/EBITDAR ratio calculated as (Debt + 5x Rent Expense) / (EBITDA + Rent Expense)

Broadridge's TSR math through FY14



1. Based on BCG 2011 Investor Survey

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Financial summary

- **Clear focus on shareholder value**
  - Driving all TSR levers – growth, margins and FCF
- **Strong and disciplined capital stewardship**
- **Maintain healthy balance sheet**

Continued Market Leadership through Execution and Innovation

Closing Remarks

Rich Daly



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June 22, 2011

Broadridge's investment thesis

- **ICS is a highly defensible, scalable and recession-resistant business with new growth opportunities**
- **SPS is a market share leader in mission-critical services with high client retention and emerging growth opportunities**
- **Industry trends becoming tailwinds instead of headwinds**
- **Broadridge is an emerging growth story with mid-to-high single digit revenue growth and expanding margins over the next several years**
- **Results-driven, deeply-experienced management and associate team aligned with shareholders and focused on delivering TSR through the Service Profit Chain**
- **Strong free cash flow generation and multiple business opportunities to achieve top-quartile TSR results**

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Q & A

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