

# Online Resources Corporation

Overview by Matthew P. Lawlor

Co-founder, Former Chair and CEO, 1989-2009

# Strategic Overview

**Online Resources (Nasdaq: ORCC) was the largest dedicated outsourcer of web-based financial services. Acquired 2013 by ACI Worldwide.**

## Growth in the final 5 years\*

	2004	2009
<b>Revenues</b>	\$42 million	\$155 million
<b>Clients</b>	700	1800
<b>Employees</b>	300	650
<b>Total Active Users</b>	1 million	15 million
<b>Payments (\$ annual)</b>	\$10 billion	\$110 billion
<b>Transactions (annual)</b>	36 million	210 million

Note \* Lawlor retirement, Dec 2009

# Business Snapshot

## Depth and Breadth of Financial Domain Expertise

Revenue Mix



60%

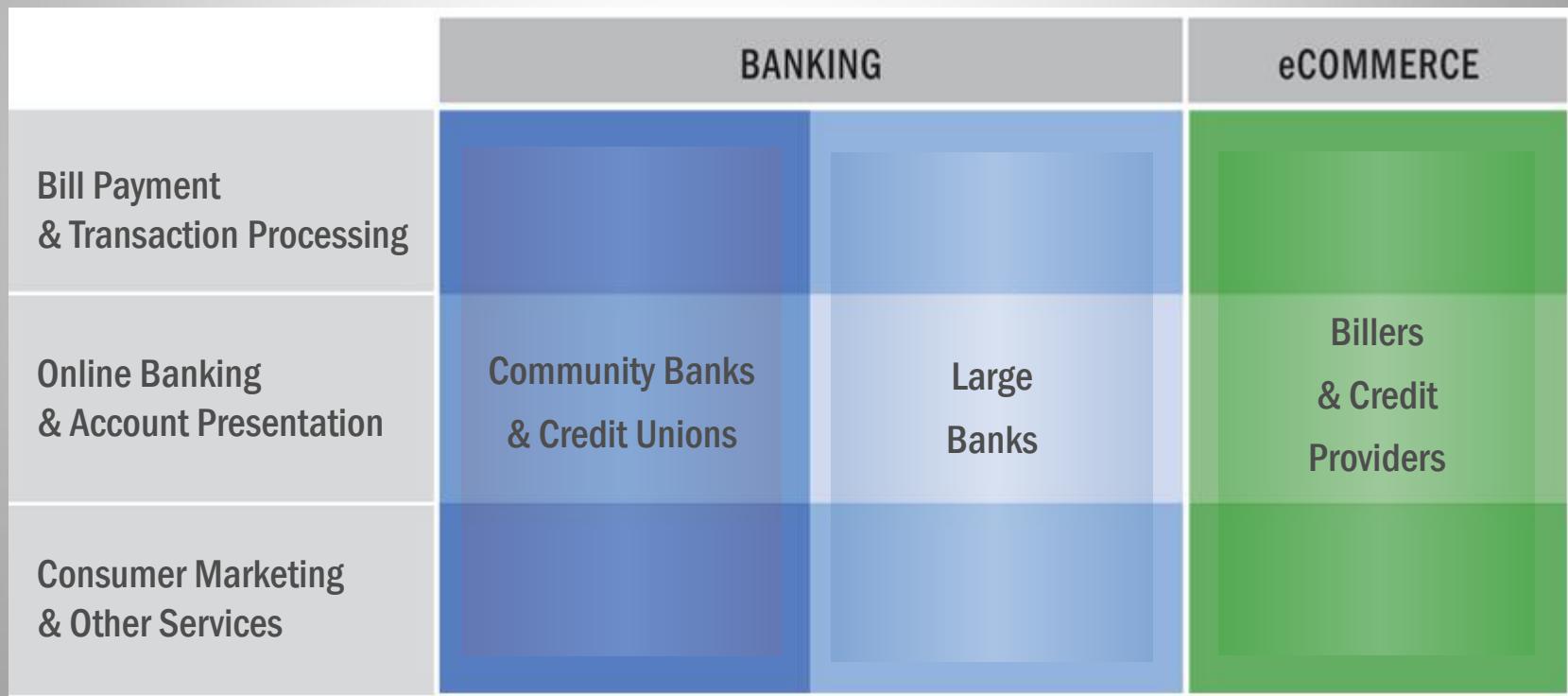
40%



80%

10%

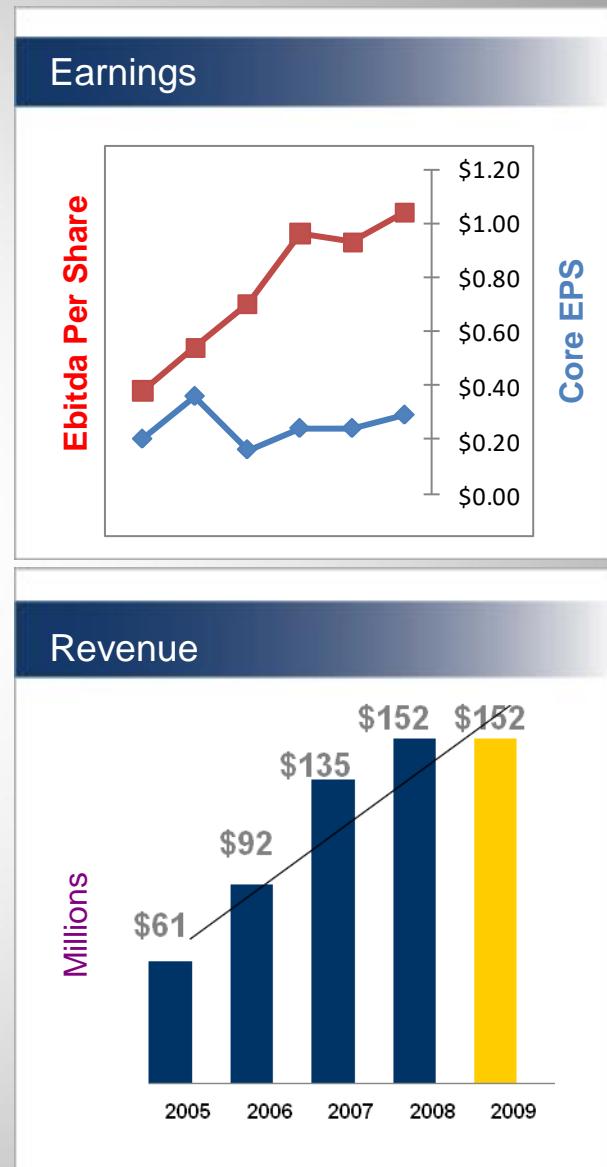
10%



# Financial Performance

## Consistent, High Growth

- Named as one of fastest growing technology companies for 6 of the last 9 years by Deloitte
- One of two companies performing in top quartile of 40 companies in peer group for 3 of the last 5 years
- Equity analysts expect top quartile performance vs. peers in next 5 years



# Long Term Performance 1999-2009

## Financial Highlights As Public Company

Year	Revenue		Ebitda	Ebitda Growth	Ebitda Margin	Ebitda per Share	Ebitda per Shr Growth	Core Net		Core EPS
	Revenue	Growth						Income	Core EPS	
1999	\$ 8,446,000		\$ (12,700,000)		-150%	\$ (1.59)		\$ (16,065,891)	\$ (2.01)	
2000	\$ 15,644,000	85%	\$ (17,378,000)	-37%	-111%	\$ (1.51)	5%	\$ (18,614,000)	\$ (1.62)	19%
2001	\$ 24,636,000	57%	\$ (6,495,000)	63%	-26%	\$ (0.54)	64%	\$ (7,405,000)	\$ (0.62)	62%
2002	\$ 32,354,000	31%	\$ 3,655,000	156%	11%	\$ 0.27	150%	\$ (406,000)	\$ (0.03)	95%
2003*	\$ 36,108,000	12%	\$ 4,416,000	21%	12%	\$ 0.29	7%	\$ (198,000)	\$ (0.01)	67%
2004	\$ 42,285,000	17%	\$ 7,576,000	72%	18%	\$ 0.38	31%	\$ 3,947,000	\$ 0.20	2100%
2005	\$ 60,501,000	43%	\$ 13,855,000	83%	23%	\$ 0.54	42%	\$ 9,431,000	\$ 0.36	80%
2006	\$ 91,736,000	52%	\$ 20,532,000	48%	22%	\$ 0.70	30%	\$ 4,309,000	\$ 0.16	-56%
2007	\$ 135,132,000	47%	\$ 32,663,000	59%	24%	\$ 0.96	37%	\$ 7,176,000	\$ 0.24	50%
2008**	\$ 151,600,000	12%	\$ 32,747,000	0%	22%	\$ 0.93	-3%	\$ 7,306,000	\$ 0.24	0%
2009**	\$ 151,900,000	0%	\$ 37,745,000	15%	25%	\$ 1.04	12%	\$ 9,249,000	\$ 0.29	21%

### Notes:

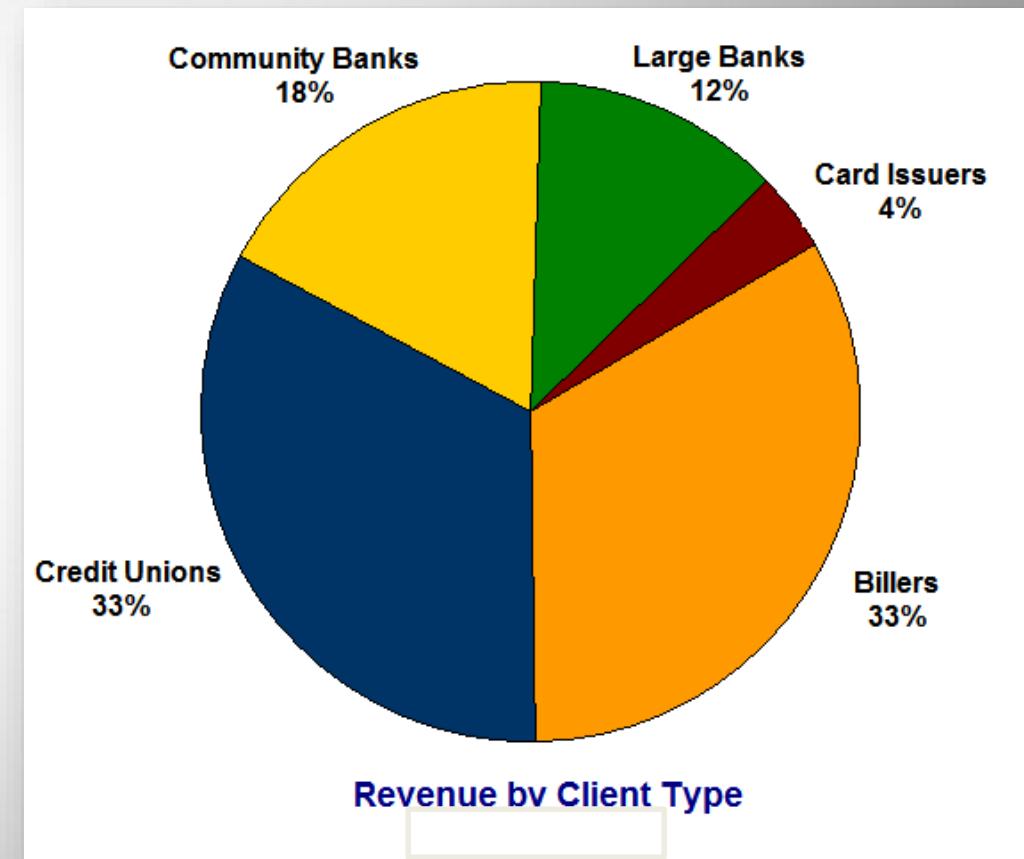
\* Excludes unusual, one-time Cal-Fed fee of \$2.3 million

\*\* Approx impact of interest rate decline from YE07 level – 2008 revenue and ebitda \$6M, 2009 revenue and ebitda \$10M

# Business Snapshot

## Highly Diversified Base of Financial Service and Payment Providers

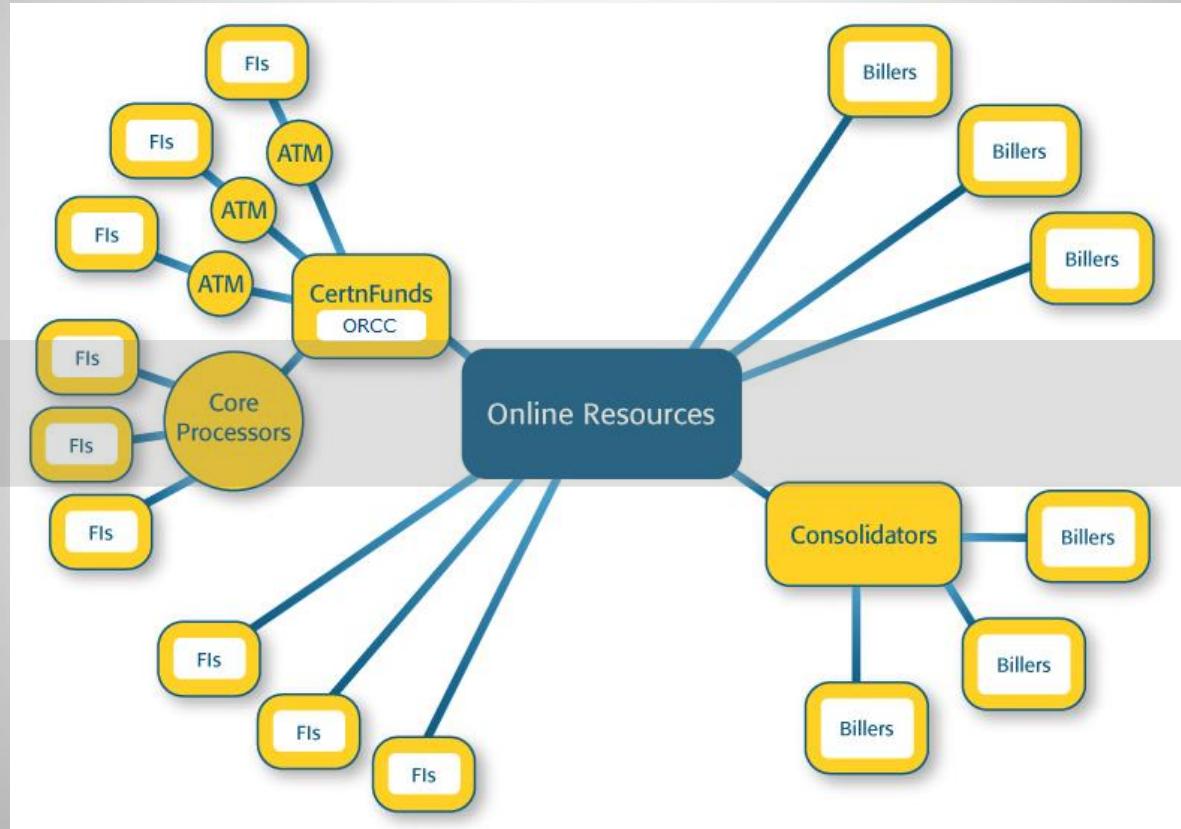
- No single client has more than 3% of revenue
- Top 10 clients represent 16% of business
- Client diversification split among banks, credit unions and billers



# What Makes Online Resources Unique

## Patented End-to-End Online Payments Network

Banks  
access to over  
90% of US  
consumer  
checking  
accounts



Billers  
access to  
6500 billers  
and  
lockbox  
providers