## **ASX ANNOUNCEMENT**

OneVue Holdings Limited (ASX: OVH) 29 October 2019



# September 2019 OneVue Quarterly key business measures

## Delivers record results

#### **FUND SERVICES**

- Managed Fund Administration
  - Record number of items processed, increased by 44% on PcP through both new client transitions and strong organic growth
  - Total number of Funds administered up 45% on PcP to 1,387 funds
- Superannuation Member Administration
  - Number of members increased by 7.6% on PcP to 159,063

### **PLATFORM SERVICES**

- Funds under administration (FUA) reached a record \$5.8b up 28% on PcP
- Strong quarterly gross inflows of \$488m up 56.2% on PcP
- Quarterly net inflows of \$228m up 92% on PcP
- Annual net inflows record of \$1.1b
- Transition of FUA of \$210m from new white label. A one-off outflow of \$30m following the sale by an adviser of their client book impacted the net amount

## Fund Services (represented 64% of FY 19 revenues)

### Managed Fund Administration

Record number of items processed in the quarter of 173,687 was up 44% on PcP with growth driven both by new funds added and ongoing growth from existing funds.

The total number of funds now administered stands at 1,387 funds.

Funds under administration (FUA), whilst not a driver of revenue, closed at \$530b, indicating our scale and continued market leadership position.

The business continues to participate in significant new business opportunities, with a strong pipeline as more fund managers look to outsource fund administration to specialist providers.

#### Superannuation Member Administration

Number of members reaches 159,063 up 7.6% on PcP. Over 45% of member growth in the quarter was from new funds

FUA at 30 September 2019 was \$5.45b, an increase of 14.7% on PcP.

With year end fund reporting completed the business is focusing on integration and automation to support further growth and margin expansion.



## Platform Services (represented 36% of FY 19 revenues)

Record FUA of \$5.8b as at 30 September 2019, was up 28% on PcP.

Platform achieved a strong quarter with gross inflows of \$488m up 56% on PcP and net inflows of \$228m up 92% on PcP. Also impacting FUA in the quarter was a one-off outflow of \$30m following the sale by an adviser of their client book.

Total annual net inflows hit a record \$1.1b.

A new white label client will commence transitions in the next quarter and the business also continues to have a solid range of new business opportunities.

#### Investors

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# About OneVue Holdings Limited (ASX: OVH)

OneVue is an ASX listed high growth technology business with service leveraged to the superannuation sector. The business operates through two core divisions: Fund Services, and Platform Services.

OneVue is number 1 in Fund Services managed fund administration and number 3 in Superannuation Member Administration. Platform Services was recognised in Investment Trends' December 2017 Platform Competitive Analysis and Benchmarking Report as ranking third in full function platforms, the winner of 'Most New Developments' Award for the second year running and winner of 'Product Offering' Award. In 2017 and 2018.

For further information, visit onevue.com.au

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# September 2019 Quarterly key business measures update

# **Fund Services**

	Q1 19 Sep-18	Q2 19 Dec-18	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	QoQ growth %	PcP growth %
Managed Fund Admin Items processed	120,686	135,330	135,770	163,041	173,687	6.5	43.9
Managed Fund Admin Number of Funds	957	954	1,348	1,393	1,387*	(0.4)	44.9
Managed Fund Admin Number of Fund Managers	47	49	47	53	54	1.9	14.9
Managed Fund Admin FUA \$b	491.6	473.0	493.9	516.2	530	2.7	7.8
Super Member Admin Number of members	147,802	152,493	156,263	157,637	159,063	0.9	7.6
Super Member Admin FUA \$m	4,752	4,504	4,870	5,311	5,450	2.6	14.7

<sup>\*</sup>reduction due to sub-scale fund closures

## **Platform Services**

Total FUA \$m	Q1 19 Sep-18	Q2 19 Dec-18	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	QoQ growth %	PcP growth %
FUA	4,560	4,389	4,716	5,531	5,848	5.7	28.2
Gross Inflows <sup>1</sup>	312	302	289	889 <sup>1</sup>	488 <sup>1</sup>	(45.1)	56.2
Net Inflows <sup>1,2</sup>	119	102	134	648	228	(64.9)	91.9

<sup>&</sup>lt;sup>1</sup> Includes significant client transitions of \$510m in Q4 19 and \$210m in Q1 20

## **ASX All Ordinaries Index**

Movement for quarter % Change	Q1 19	Q2 19	Q3 19	Q4 19	Q1 20
	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19
Movement in index	0.6	(9.7)	9.7	7.0	1.5

#### Notes:

**FUA** is funds under administration

**QoQ** Growth represents the growth over the previous quarter (June 2019)

PcP Growth represents the growth over the previous corresponding period (September 2018).

<sup>&</sup>lt;sup>2</sup> Net inflows exclude market movements.