



## June 2020 OneVue Quarterly key business measures

---

### OneVue strategy gains momentum

#### GROUP COMMENTARY

- Platform strategy to drive total cost to end users down by providing access to assets via a scaled digital gateway (Investment Gateway) gaining traction, with FUM hitting \$1.4B in June.
- Partnered with Iress to create Australia's first full STP execution from Iress's (IRE) Desktop to the Investment Gateway execution engine.
- Diversified revenue stream supports stable revenue growth through market volatility.
- Service standards uninterrupted throughout COVID-19.
- Strong strategic fit with Iress (IRE) results in acquisition offer (which is supported by the OneVue Board) to purchase 100% of OneVue shares on issue for 40cps cash, a 66.7% premium to the closing price on 28 May 2020.

#### FUND SERVICES

Managed Fund Administration transactions continue to grow despite market disruption.

- 3% increase in Items Processed vs PCP (prior corresponding period) from growth in both existing and new clients amidst a general slowdown across the market, including the impact of COVID-19.
- 11.3% increase in fund managers vs PCP taking the total number of fund managers to a record 59.
- Execution of a new 5-year contract with Australian Unity Wealth and Capital Markets, delivering \$5.1m additional revenue per annum once full run rate is achieved in CY22.
- A further 13 contracted fund managers transitioning, with all 13 manager transitions to be completed in FY21.
- In partnership with BNP Paribas successfully supported the market's largest wealth demerger of AMP Capital and AMP Life.
- Transaction numbers have increased post June as the market adjusts to a "new normal".

Superannuation Member Administration increases member numbers and FUA

- Despite adverse market conditions the number of members increased by 1% adding 2,040 members over the quarter.
- FUA up 9.8% QoQ.
- These increases were achieved notwithstanding the significant number of COVID-19 Early Release payments.
- Successfully won two new super fund administration mandates.

#### PLATFORM SERVICES

Strategy gains momentum

- Investment Gateway continues to gain momentum, achieving \$1.4bn in FUM.
- Significant pipeline opportunities emerge for Investment Gateway.
- Platform annual net inflows of \$635m (excluding COVID-19 early release)– increase 28.8% on PCP (excluding once off client transition \$510m in PCP).
- FUA increase by \$0.2b or 4% QoQ.

- FUA closed at \$5.7b, up 2% on PCP.
- Gross inflows for the quarter of \$357m, an increase of 2% QoQ and down 6% on PCP (excluding once off client transition \$510m in PCP).
- Quarterly net inflows of \$130m (excluding COVID-19 early release)– down 9% QoQ and 6% on PCP (excluding once off client transition \$510m in PCP.)

## Fund Services (represented 63% of H1 FY20 revenues)

### Managed Fund Administration

The number of items processed in the quarter was 168,043, up 3% on PCP and down 4% QoQ, a strong result in the context of the broader market slowdown, including the impacts of COVID-19.

The volume of items processed has since returned to higher volumes through the course of July.

During the quarter, Managed Fund Administration reached a record total of 59 fund managers and funds under administration (FUA) of \$503b, further demonstrating our scale and continuing market leadership.

New business growth also continued, with the signing of a new 5-year contract with Australian Unity Wealth & Capital Markets. They will become our largest fund manager adding \$5.1M per annum additional revenue at full run rate.

In addition, 13 contracted fund manager transitions are planned to complete by end of FY21, with the remaining NAB Asset Servicing fund manager transitions expected to complete in the last quarter of this calendar year.

Successfully supported AMP and BNP Paribas in the market's largest wealth demerger of AMP Capital and AMP Life, which constituted a highly complex fund restructure and operating model simplification.

Managed Funds Administration also continues to deliver product innovation and efficiency including connecting digitally to the Investment Gateway.

### Superannuation Member Administration

Member numbers continued to grow in the quarter, with a net increase of 2,040 members across all funds, bringing the total number of members at 30 June 2020 to 147,889, a 1.4% increase QoQ.

This was 6% down on PCP, which was impacted by the Protecting Your Super transfers to the ATO for small balance inactive accounts (as reported previously in the December Quarter).

The FUA at the quarter end was \$5.6b, an increase of 10% QoQ and 6% on PCP.

The business continues to focus on driving further efficiencies and automation in the current financial year to support growth and scale.

Continuing to meet the expectations of a rapidly changing regulatory environment also remains a focus.

## Platform Services (represented 37% of H1 FY20 revenues)

Platform FUA of \$5.7b as at 30 June 2020 up 4% QoQ with positive net inflow of \$130m, a decrease of 9% on previous QoQ. Platform net inflows have been impacted by COVID19 Early release program.

Annual net inflows of \$635m (excluding COVID-19 early release) – increase 28.8% on PCP (excluding the once off client transition \$510m in PCP).

Platform Services has been focused on an unprecedented number of new business opportunities for Investment Gateway and continuing to set the foundations for ongoing growth.

Transformative potential of Investment Gateway was recognised in winning the Iress global hackathon; enabling for the first time, an automated, all-digital investment execution directly from the adviser desktop

This announcement was authorised for release to the market by the Board of OneVue Holdings Limited.

**Investors please contact:**

**Connie Mckeage**  
Managing Director  
+61 403 609 965

**Ashley Fenton**  
Chief Financial Officer  
+61 2 8823 2550

## 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](http://onevue.com.au)

OneVue Holdings Limited | ABN 15 108 221 870 | Level 5, 10 Spring Street, Sydney NSW 2000

**P:** 1300 219 787 | **E:** [enquiries@onevue.com.au](mailto:enquiries@onevue.com.au)

## June 2020 Quarterly key business measures update

### Fund Services

	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	Q2 20 Dec-19	Q3 20 Mar-20	Q4 20 Jun-20	QoQ growth %	PCP growth %
Managed Fund Admin Items processed	135,770	163,041	173,687	170,431	175,505	<b>168,043</b>	<b>(4.3%)</b>	<b>3.1%</b>
Managed Fund Admin Number of Funds	1,348	1,393	1,387	1,384	1,383	<b>1,393</b>	<b>0.0%</b>	<b>0.0%</b>
Managed Fund Admin Number of Fund Managers	47	53	54	58	59	<b>59</b>	<b>0.0%</b>	<b>11.3%</b>
Managed Fund Admin FUA \$b	493.9	516.2	530.0	531.7	488.6	<b>502.8</b>	<b>2.9%</b>	<b>(2.6%)</b>
Super Member Admin Number of members	156,263	157,637	159,063	144,083	145,849	<b>147,889</b>	<b>1.4%</b>	<b>(6.2%)</b>
Super Member Admin FUA \$m	4,870	5,311	5,450	5,645	5,129	<b>5,630.9</b>	<b>9.8%</b>	<b>6.0%</b>

### Platform Services

Total FUA \$m	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	Q2 20 Dec-19	Q3 20 Mar-20	Q4 20 Jun-20	QoQ growth %	PCP growth %
FUA	4,716	5,531	5,848	5,987	5,466	<b>5,663</b>	<b>3.6%</b>	<b>2.4%</b>
Gross Inflows <sup>1</sup>	289	889 <sup>1</sup>	488 <sup>1</sup>	340	352	<b>357</b>	<b>1.5%</b>	<b>(59.8%)</b>
Net Inflows <sup>1,2</sup>	134	648	228	134	143	<b>130</b>	<b>(8.8%)</b>	<b>(79.9%)</b>

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

<sup>2</sup> Net inflows exclude market movements and excludes outflows due to COVID-19 early release of super.

### ASX All Ordinaries Index

Movement for quarter % Change	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	Q2 20 Dec-19	Q3 20 Mar-20	Q4 20 Jun-20
Movement in index	9.7	7.0	1.5	0.0	(24.9)	<b>17.4</b>

#### Notes:

**FUA** is funds under administration

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

**PCP** Growth represents the growth over the previous corresponding period (December 2019).