



# OneVue Holdings Limited

Annual General Meeting  
November 5<sup>th</sup>, 2015

*All about you*



# OneVue's Vision

*To deliver superannuation investors true choice and control by creating digital gateways between investors and those that service them.*

*All about you*



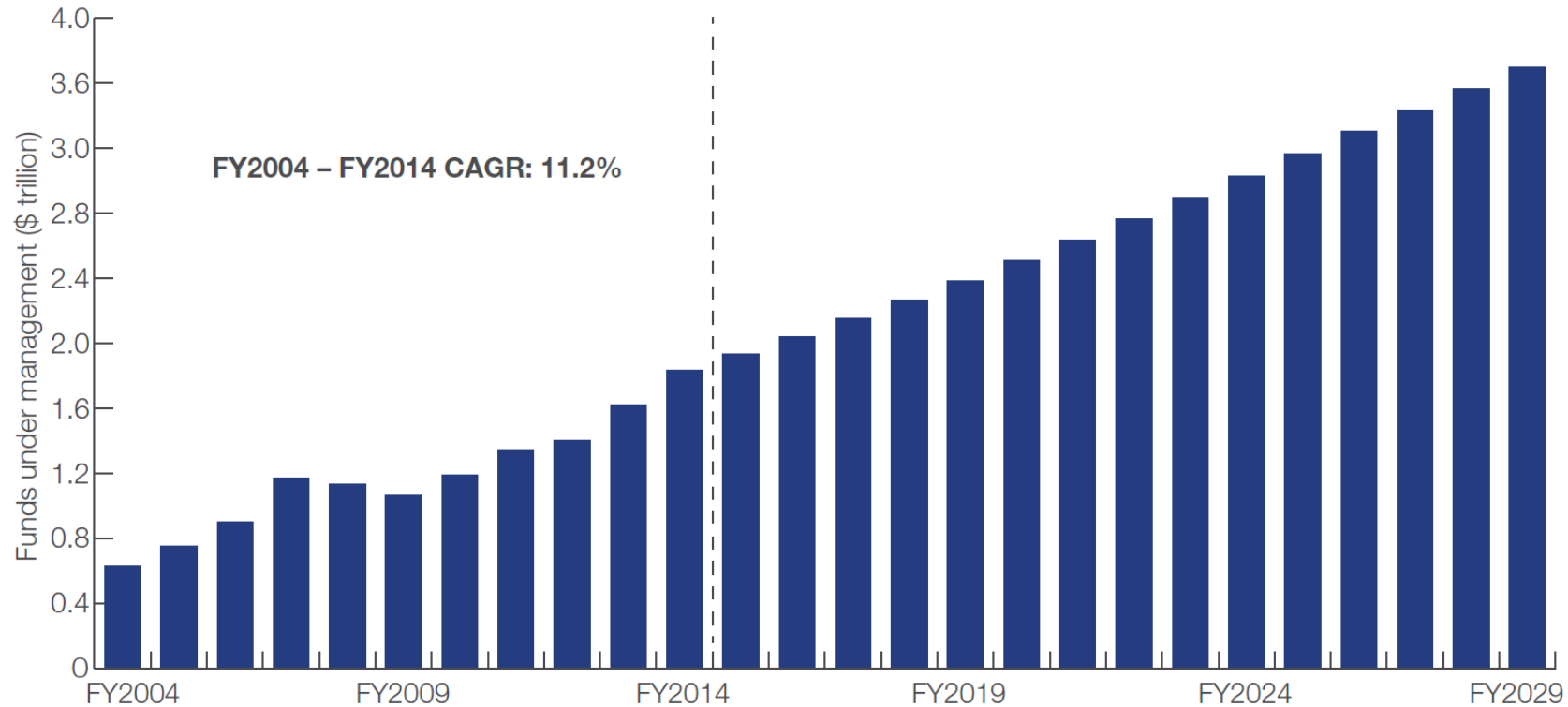
# OneVue Group

OneVue participates in the growth of the superannuation sector by providing middle to back office services via two operating businesses:

- Platform Services
- Fund Services

*All about you*

# Total Australian Superannuation FUM



Source: APRA Superannuation Bulletin 2013, revised February 2014; APRA Quarterly Superannuation Performance June 2015, issued 20 August 2015; projections based on data from Rice Warner (2015).

Australia currently has the fourth largest private retirement savings pool in the world and has exhibited the strongest growth of the top 10 largest pools in the last decade.

# OneVue Group dashboard



**92%**

Total Revenue up



**\$1.3m**

Second half of FY15 cash  
flow positive by



**\$779,000**

For the first quarter  
of 2016



**1st**

Winner of best SMSF  
on-line service 2013, 2014



**\$3.075b**

Platform FUA growth up  
\$1.135 billion



**\$4.5m**

Revenue in transition in  
Fund Services



**\$9.27m**

Cash and deposits at  
year-end

# Platform Services

Platform Services is a key beneficiary of Australia's compulsory superannuation regime as individual superannuation monies must be invested somewhere within the system either directly by an investor or with the assistance of an intermediary such as an adviser or accountant.

OneVue provides both direct (for example brightday) and intermediated (such as YBR) superannuation solutions.

# Platform Services dashboard



**143%**

Revenue up



**\$3.094b**

Funds under  
Administration  
at 30 September

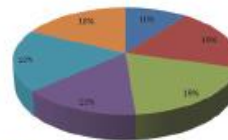


**4,747%**

EBITDA improvement  
in 2015



Synergy benefits  
realised  
from acquisitions



Introduced investment  
management solutions



**brightday**

SuperRatings finalist for  
Best New Product 2015

**LUMINOUS**  
INNOVATING FOR A BRIGHTER FUTURE

Launched  
September 28



OneVue finalist for  
SuperRatings Rising Star 2015



# What Platform Services Offers

OneVue owns each of the services that form part of an end-to-end retail superannuation proposition other than member administration. Member administration is currently outsourced to Super Managers Australia.



Trustee  
Services

Member  
Administration

Portfolio  
Administration

Investment  
Management

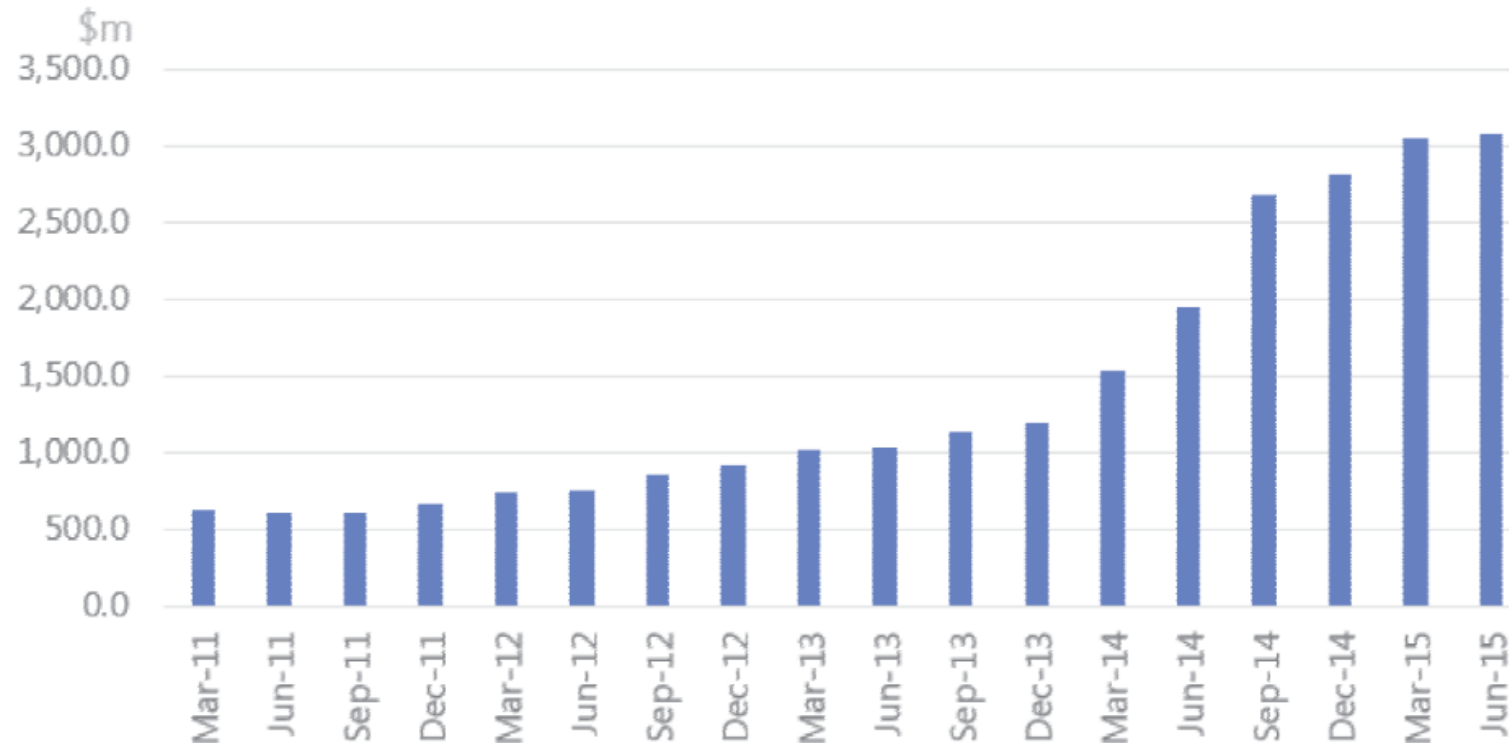


# What Platform Services Offers

Other than establishment OneVue owns each component of the full end-to-end SMSF service



# Funds Under Administration exceeds \$3 billion



Platform Services revenue model is recurring and predominantly based on Funds Under Administration

# Why digital?

- Over the next 20 years, the share of financial assets held by Generations X and Y will grow from 36% in 2010 to approximately 70% in 2030
- By 2020 40% (est. 145,786) of today's managers in family and small businesses will have reached retirement age
- What cannot be determined is the rate of disintermediation in the process
- OneVue's first digital client brightday was recognised by the market for its digital footprint and was a finalist in Best New Product 2015 and earned a Gold Rating by Super Ratings in its first year
- OneVue is well positioned to service both the traditional and direct to member markets



# Growth in the Year Ahead for Platform Services

- Future LUMINOUS development releases will deliver even greater functionality and new product development
- New white label clients
- Launch of international equity capability
- Rollout of the unique model portfolio functionality
- Intelligently investing in our proprietary technology
- Applying for a MySuper license enabling OneVue to further participate in the superannuation market

These should result in increased quarterly net inflows in the second half of the 2016.

# Fund Services

Funds Services is a key beneficiary of Australia's compulsory superannuation regime through the growth in superannuation assets held by both custodians and investment managers.

# Fund Services dashboard



29% to  
**\$7.502m**  
Revenue up



**\$4.5m**  
Minimum revenue  
transitioning over the next  
18 months



**87%**  
EBITDA improvement  
in 2015



Enormous momentum  
built in both RE and unit  
registry services

## Key matrix of Fund Services for 2015

**47,806**

Total items processed

**99.51%**

Average Service Level  
achieved

**775**

Funds distributions  
made

**8,552**

New accounts established

**2,307**

deceased estates processed

**7,627**

static data updated



Received an unqualified  
ASAE 3402 Assurance Report

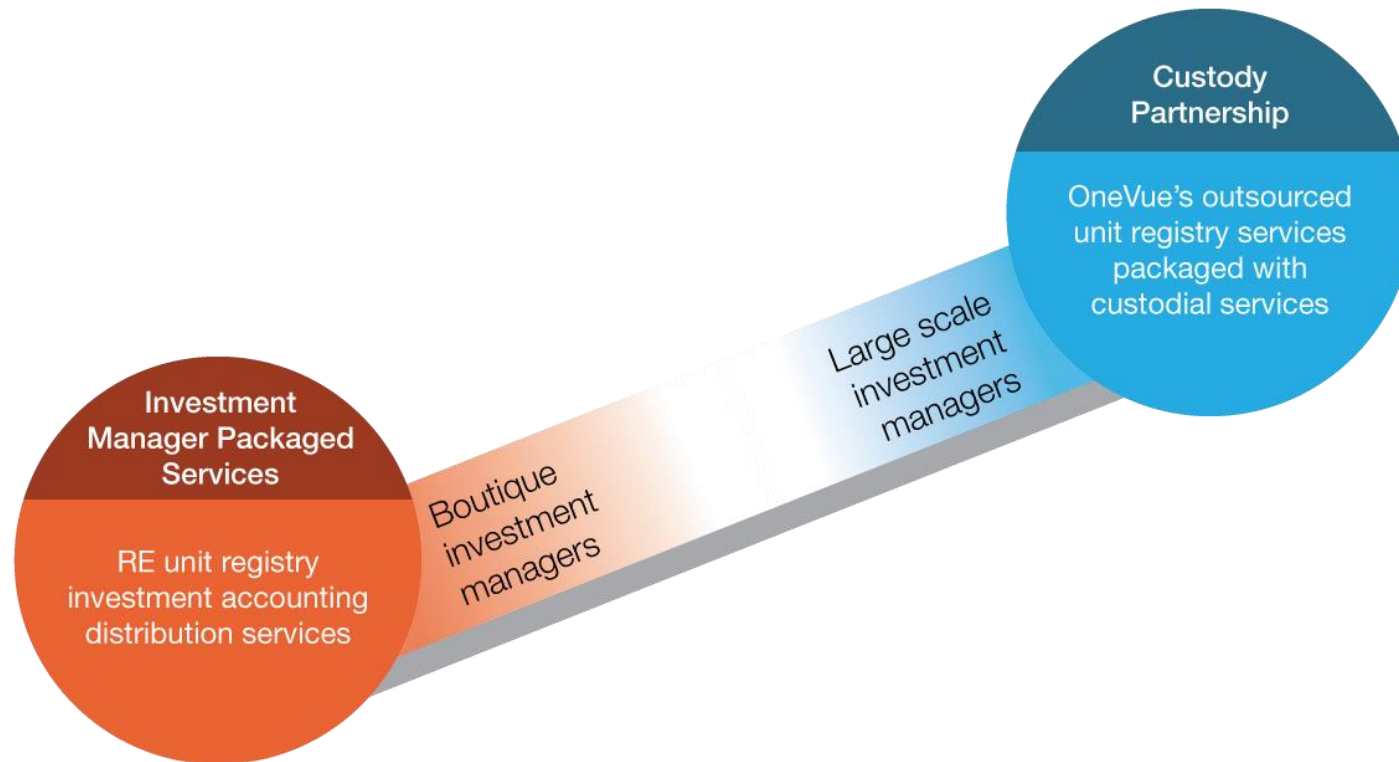
# Fund Services solutions

Fund Services delivers solutions to two client segments:

- Investment managers who manage money on behalf of investors
- Custodians who bundle OneVue's unit registry services and RE Services with their custody services to deliver a packaged outsourced service to investment managers

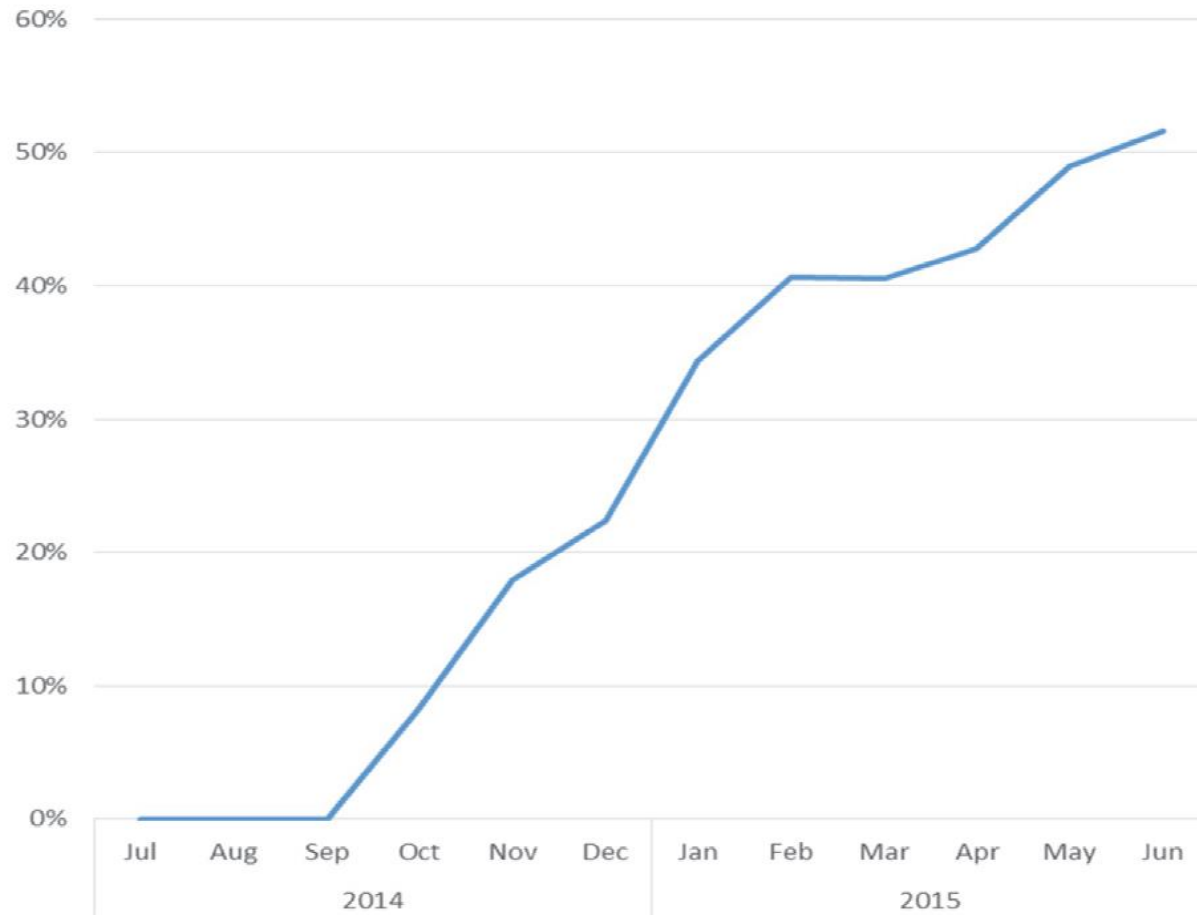


# The Fund Services Continuum



In addition to the BNPP transitions there is a further \$2m of annual revenue transitioning before November 30th 2015

# Fund Services hits operating leverage



The proportion of automated transactions (Calastone and mFund) as a proportion of total transactions (excluding distributions, RSPs, RPPs)

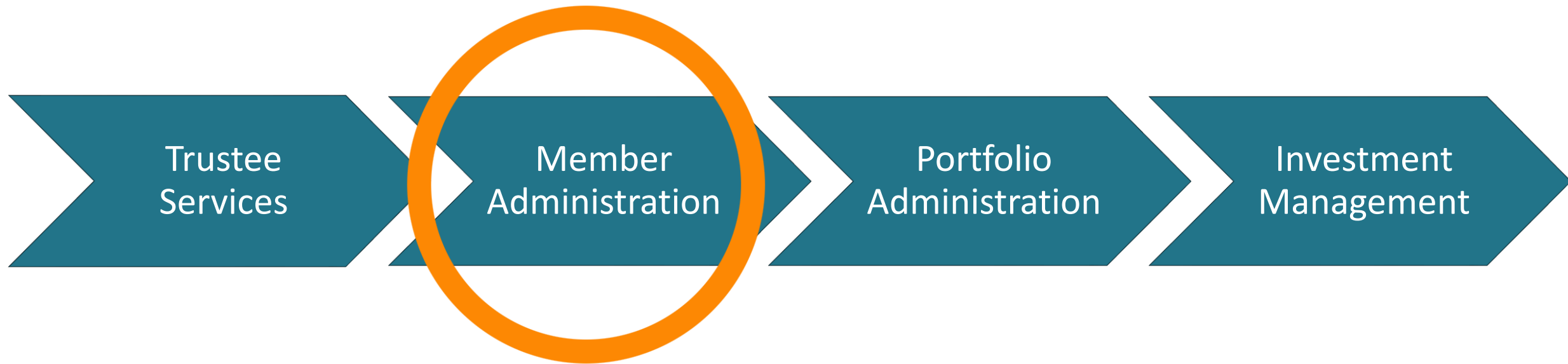
Source: OneVue

# What's different about Fund Services?

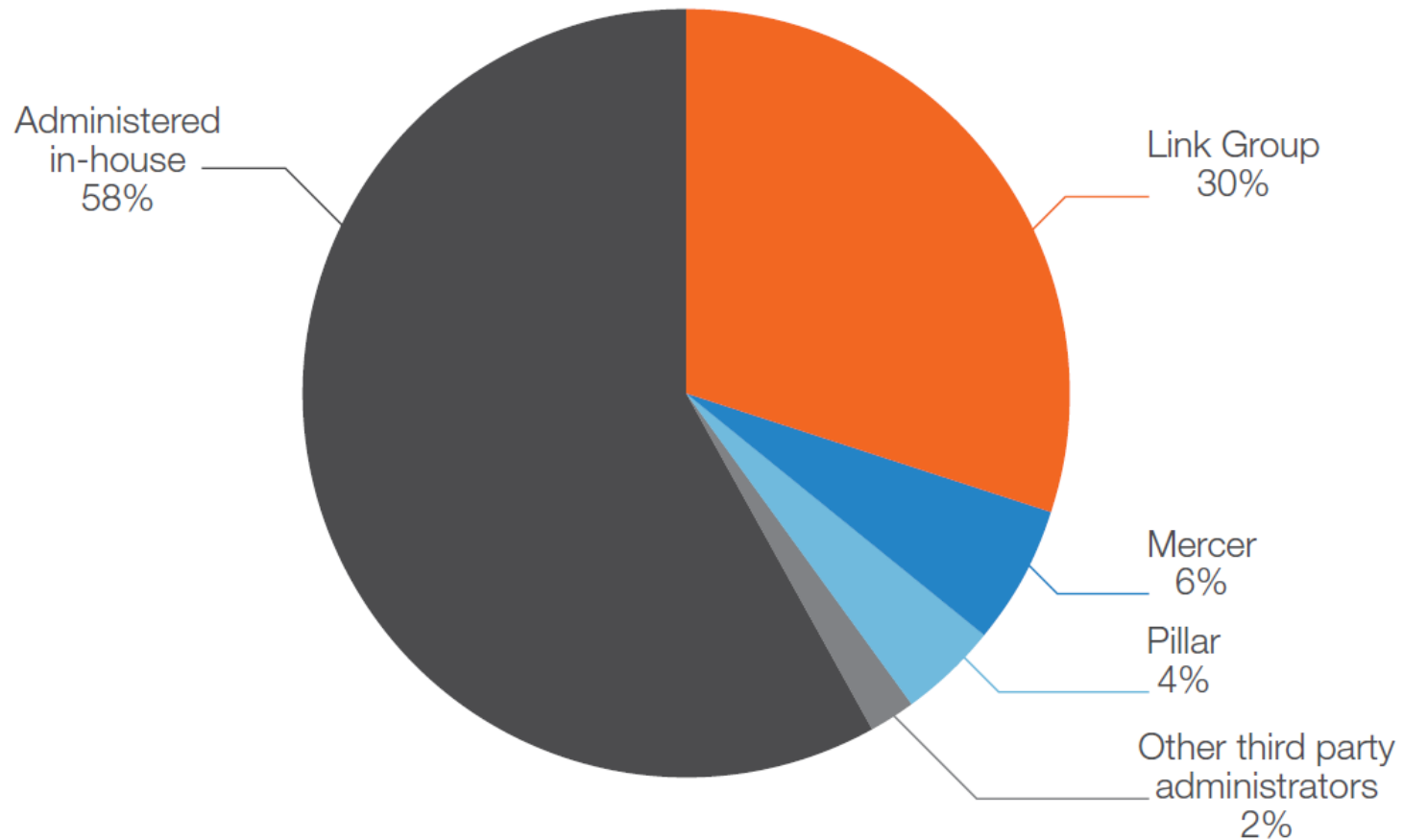
OneVue's competitive advantage is successfully balancing a combination of small company agility and innovation with large scale global processes and infrastructure

# A Fund Services Acquisition

- OneVue has an enviable track record of identifying, successfully executing and integrating value-adding businesses.
- OneVue is now acquiring Super Managers Australia Pty Ltd (SMA).



# The Superannuation administration market



Source: Based on data from Rice Warner (2015).

# SMA Acquisition Overview

- Total consideration is \$5.2 million (including debt assumption) for 100% of shares
- Revenues for FY16 on track to exceed \$4 million
- FUA in excess of \$1.1b and 22,000 members currently being administered by the service
- Transaction is being funded by new debt facility
- EBITDA accretive and forecast EPS Positive for FY16

# Acquisition Strategic Rationale

Lower Management risk than other acquisitions

- No due diligence required as OneVue has had management oversight since May 2014
- Significant restructuring completed by OneVue since December 2014
- Turned into a business with significant growth potential, a lower cost base and fully integrated with OneVue superannuation solutions



# Acquisition Details

## Funding

- Non-dilutionary to existing OneVue shareholders
- \$3.5 million debt facility provides 4 year amortising structure
- Further cost synergies will be extracted
- Completion expected by 30 November 2015

## Re-branding

- SMA Managers will be rebranded to OneVue Superannuation Services

# In Summary

- Platform Services and Fund Services both leverage proprietary software giving us control over time to market and operating agility during growth
- Platform Services is well positioned for growth in both digital and traditional markets
- Fund Services has an unprecedented organic growth pipeline
- In the process of completing SMA purchase
- Both operating businesses are now profitable
- Top 10 clients across the Group represent approximately 50% of total revenues
- On track to meet market expectations in FY016

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Thank you

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