

## March 2018 Quarterly key business measures update

### OneVue delivers on organic and strategic growth

- Platform Services achieves gross quarterly inflows of \$326m, up 31%
- Awarded 3<sup>rd</sup> Best Platform overall by Investment Trends
- Funds Services managed funds admin items processed increased by 61%
- Trustee Services passes \$10.5b in FUT

### Sharpening our focus

Late in 2017 we announced that we would be sharpening our strategic focus to enhance growth in our core businesses. Since then we have been executing to plan on opportunities that deepen or broaden our key areas of growth and divesting businesses deemed non-core. We have also been delivering on our organic growth pipelines, securing new clients and transitioning our contracted pipeline.

Executing on the strategic imperatives began in this quarter with the agreement to sell the RE business to EQT. This was shortly followed by selling the 3 person SMSF administration business. We continued by closing the Investment Management's external business. Finally, we sold our 20% shareholding in WealthPortal, the Madison white label.

In April we completed the acquisition of the KPMG Superannuation Administration business, deepening and broadening our superannuation capabilities and doubling the funds under administration. The recently acquired KPMG Super admin business doubles our FUA, taking the number of members administered to over 135,000, and making OneVue the 4th largest provider in the market. And most recently we completed the acquisition of No More Practice, creating a contemporary distribution platform.

Summary of acquisitions and divestments:	Completion date
<b>Divestments</b>	
Sale of RE business	29 March 2018
Sale of SMSF admin business	26 March 2018
Sale of Wealth Portal investment	10 April 2018
Closure of external investment management business	1 March 2018
<b>Acquisitions</b>	
KPMG Super Admin service	13 April 2018
No More Practice	16 April 2018

### Fund Services

**Managed fund administration** Record number of items processed in the quarter of 90,646 were up 6.6% on the previous quarter and increased by 60.6% on pcp, adding 31 funds in the quarter and taking the total number of funds administered to 758 funds.

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OneVue Holdings Limited (ASX: OVH)

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FUA of \$471.6b at the end of the quarter was in line with the previous quarter, with the addition of two new fund managers offsetting negative market movements.

In the quarter we transitioned two additional NAB clients, and further NAB client transitions are progressing.

**Superannuation member administration** FUA at 31 March 2018 reached \$2.28b, an increase of 7% (\$149m) on the previous quarter, with growth on pcg of 26.1% (\$472m). Member numbers also increased, by 3.6% (3,226) on the previous quarter and are up on pcg with 93,755 members now being administered. One new fund was added in the quarter taking the number of funds administered to 23.

## Platform Services

Gross quarterly inflows from new and existing clients of \$326.2m were up 31% (\$165m) on pcg, further building on the strong momentum and taking gross inflows to \$1.7b for the last 12 months. Net inflows for the quarter of \$112m were up 9% on pcg taking net inflows for the last 12 months to a record of \$878m up 156% on pcg.

Platform Services retail FUA of \$4.1b as at 31 March 2018, was up 5.4% on pcg but down 12.2% on the previous quarter, with the foreshadowed closure of the external Investment Management business (\$567m) and the decline in equity markets (ASX All Ords index down 4.9% for the quarter).

OneVue was awarded the 3<sup>rd</sup> Best Platform overall in the Investment Trends Platform Benchmarking Report and received the winner of 'Most New Developments' Award for the second year running and winner of 'Product Offering' Award.

In February 2018 OneVue signed a 5 year extension of its agreement with the Madison Group's white label *WealthPortal*, OneVue's largest Platform Services client.

## Superannuation Trustee Services

Funds under trusteeship (FUT) at 31 March 2018 grew to \$10.5b, up 2% (\$193m) on the previous quarter, with growth in assets of existing and new clients. FUT has grown by \$1.1b or 11.6% over pcg.

### Investors

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## About OneVue Holdings Limited (ASX: OVH)

OneVue is an ASX listed fintech company that partners to disrupt across the superannuation value chain. The business operates through three core divisions: Fund Services, Platform Services and Trustee Services.

OneVue is number 1 in Fund Services managed fund administration and number 1 in Superannuation Trustee Services. 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, OneVue was awarded 'Best Innovator' in the Self Managed Super Fund Provider Awards.

For further information, visit [www.onevue.com.au](http://www.onevue.com.au)

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### Fund Services FUA (Funds under administration) and key measures

	Q3 18 Mar-18	Q2 18 Dec-17	Q1 18 Sep-17	Q4 17 Jun-17	Q3 17 Mar-17	QoQ growth %	PcP growth %
Managed fund admin FUA \$b	<b>471.6</b>	471.7	502.8	489.1	465.4	<b>-0.0</b>	<b>1.3</b>
Managed fund admin items processed	<b>90,646</b>	85,302	73,837	67,587	56,442	<b>6.6</b>	<b>60.6</b>
Managed fund admin nos of investors	<b>137,743</b>	134,079	121,251	119,823	118,360	<b>2.7</b>	<b>16.4</b>
Super member admin FUA \$m	<b>2,279</b>	2,130	2,056	1,956	1,807	<b>7.0</b>	<b>26.1</b>
Super member admin nos of members	<b>93,755</b>	90,529	90,345	89,845	90,052	<b>3.6</b>	<b>4.1</b>

### Platform Services FUA (Funds under administration)

Total FUA \$m	Q3 18 Mar-18	Q2 18 Dec-17	Q1 18 Sep-17	Q4 17 Jun-17	Q3 17 Mar-17	QoQ growth %	PcP growth %
Retail FUA	<b>4,116</b>	4,689	4,250	4,018	3,907	<b>-12.2</b>	<b>5.4</b>
Gross Inflows	<b>326</b>	475	515	351	249	<b>-31.4</b>	<b>31.2</b>
Net Inflows <sup>1</sup>	<b>112</b>	305	307	154	103	<b>-63.2</b>	<b>9.0</b>

<sup>1</sup> Net inflows exclude market movements and transition out of Investment management business \$567m.

### Superannuation Trustee Services FUA (Funds under trusteeship)

Total FUT \$m	Q3 18 Mar-18	Q2 18 Dec-17	Q1 18 Sep-17	Q4 17 Jun-17	Q3 17 Mar-17	QoQ growth %	PcP growth %
FUT	<b>10,531</b>	10,338	9,684	9,401	9,436	<b>1.9</b>	<b>11.6</b>

### ASX All Ordinaries Index

Movement for Quarter	Q3 18 Mar-18 % Change	Q2 18 Dec-17 % Change	Q1 18 Sep-17 % Change	Q4 17 Jun-17 % Change	Q3 17 Mar-17 % Change
Movement in index	<b>-4.9</b>	6.8	0.2	-2.4	3.2

### Notes

**QoQ** Growth represents the growth over the previous quarter (December 2017)

**PcP** Growth represents the growth over the previous corresponding period (March 2017).