



## OneVue delivers record results with increasing profitability, margin expansion, cash flow and earnings momentum

OneVue delivered record results in 2018 and sharpened its focus with strategic capital redeployed following two acquisitions and four divestments. The acquisition of the KPMG business was a step change for the super member admin business propelling OneVue into 4th position as one of the largest providers in this fast growing market.

OneVue's Managing Director Connie Mckeage stated "The KPMG acquisition continues to perform well and hit all the key milestones. The Group results reflect systematic and consistent execution of our growth strategy." It is pleasing to see profitability, cash flow and earnings momentum coming through and key indicators such as EBITDA up 67% from the prior year.

We are strategically well placed to drive further organic growth, supported by large and expanding market opportunities, industry tailwinds and ongoing structural disruption.

### FY 2018 financial results summary

Year ended 30 June (\$m)	2018	2017	Change
Revenue	49.1	40.9	+20%
EBITDA*	7.5	4.5	+67%
NPAT	7.1	0.2	+\$6.9m
NPATA#	10.0	2.5	+\$7.6m
EPS (cents per share)	2.70	0.08	+2.62 cents

\*EBITDA excludes non-recurring costs and share based payments. # NPATA represents net profit after tax excluding acquired amortisation Note: The numbers in the above table have been rounded to \$'m for presentation. Change variances are calculated based on the underlying whole numbers and then rounded.

### Group highlights

- Operating cash flow of \$6.9m (up 40%), with net cash at period end of \$13.2m
- Total revenue increased by 20% to \$49.1m
- Quality recurring revenues representing 92% of revenues
- EBITDA increased by 67% to \$7.5m
- EBITDA margin increased by 434 basis points to 15.4%
- NPAT increased by \$6.9m to \$7.1m, with a tax credit of \$7.3m
- NPATA of \$10m, up \$7.6m
- EPS improved by 2.62 cents to 2.70 cents per share

# ASX ANNOUNCEMENT

OneVue Holdings Limited (ASX: OVH)

27 August 2018



## Business highlights

### Fund Services – managed fund administration and superannuation member administration

Key growth driver was transitioning contracted revenues and securing new opportunities:

- Items processed in managed fund administration up 64% with 11 new fund managers added
- An additional 195 funds were transitioned during the period, taking the total number of funds administered to 805 funds
- OneVue began transitioning NAB Asset Servicing clients during the period including UBS Asset Management funds
- Total FUA in managed funds admin rose to over \$500b
- Super member admin FUA up \$2.4b to \$4.37b
- Members nearly tripled up from 55,000 members to 145,015

### Platform Services

Structural disruption continues to drive record growth:

- Gross inflows record of \$1.6b, up 33%
- Net inflows record of \$859m, up 119%
- FUA reaches \$4.39b
- Top 3 in full function platforms, Winner of 'Most New Developments' – second year running, and Winner of 'Product Offering' in Investment Trends Platform Competitive Analysis and Benchmarking Report
- Acquired No More Practice Education in April 2018, creating a contemporary education and distribution platform
- Total FUA affected in once-off adjustment due to outsourcing of Investment Management business and following the sale of the SMSF Administration business at the end of March 2018

### Trustee Services

Leveraging high growth managed account sector:

- FUT up 22% to record \$11.5b
- 3 new clients added

### Investors

#### Connie Mckeage

Managing Director  
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#### Ashley Fenton

Chief Financial Officer and Group Chief Operating Officer  
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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 [onevue.com.au](http://onevue.com.au)

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