



OneVue Holdings Limited

Presentation for CEO Sessions

21 March 2017

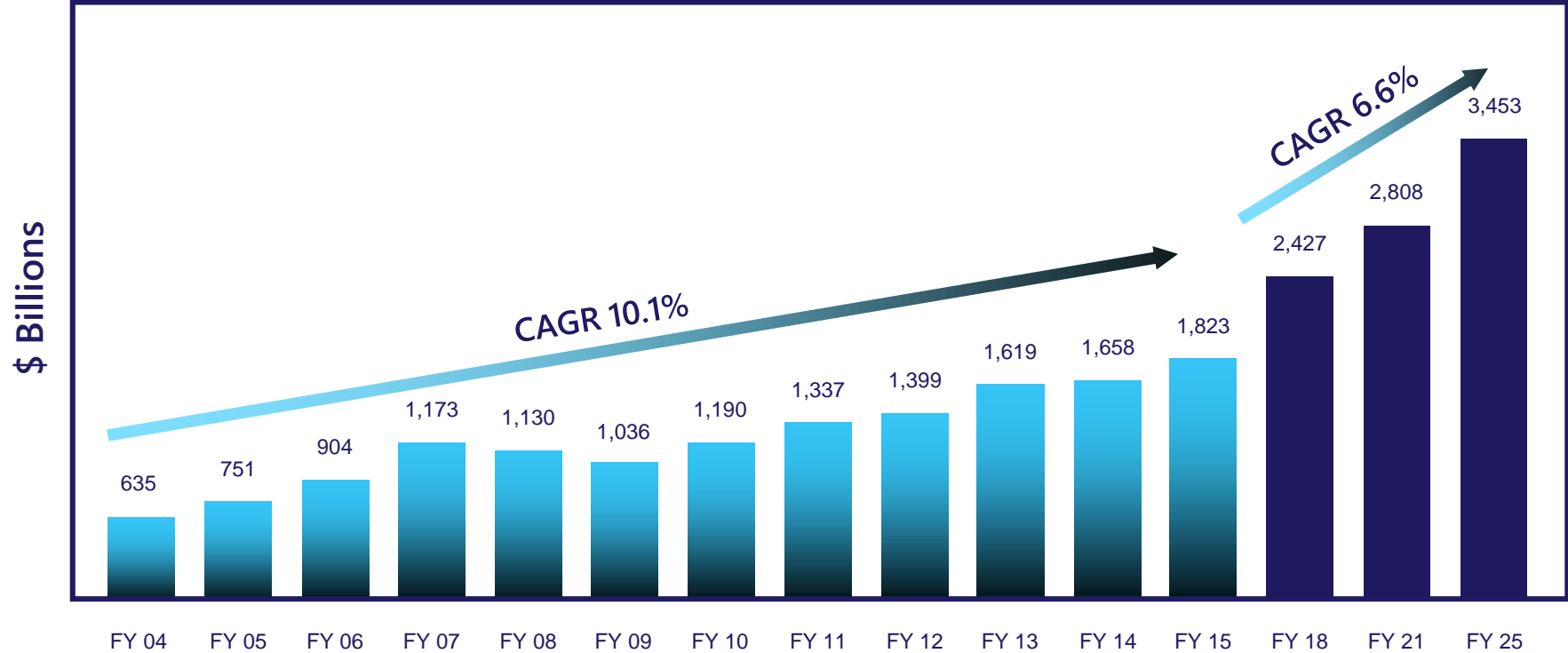
All about you.

Our Vision

OneVue is a fintech company that partners to disrupt the superannuation value chain

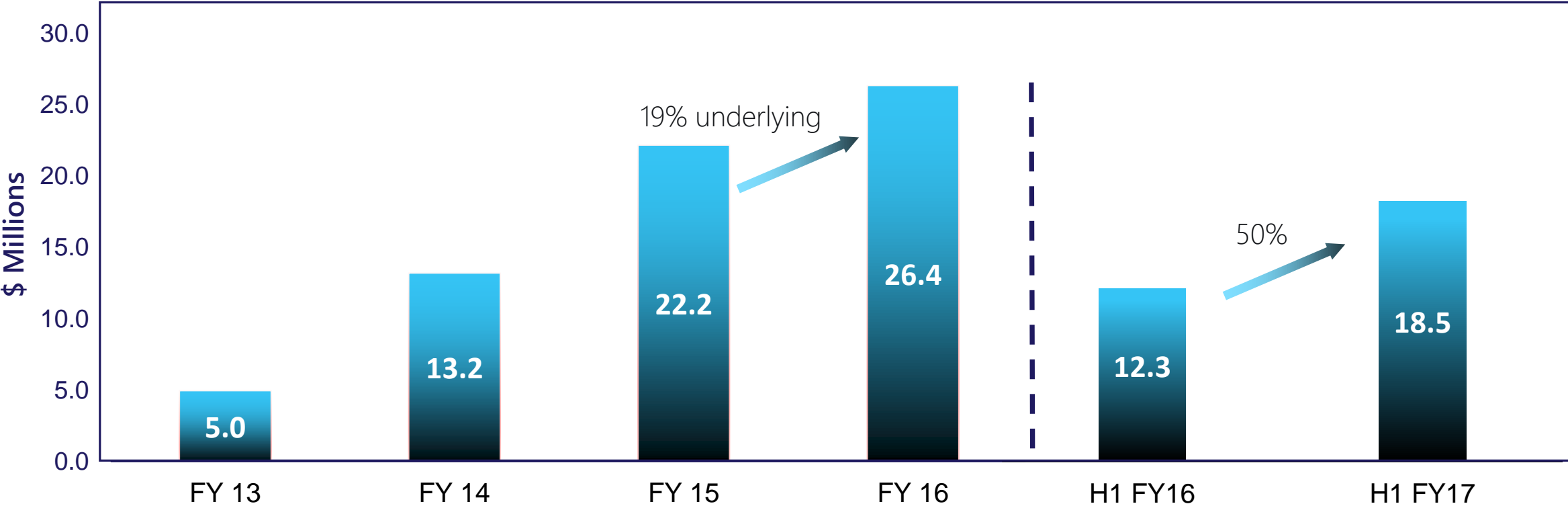
Superannuation sector growth

The Australian superannuation sector has a strong underlying growth trajectory



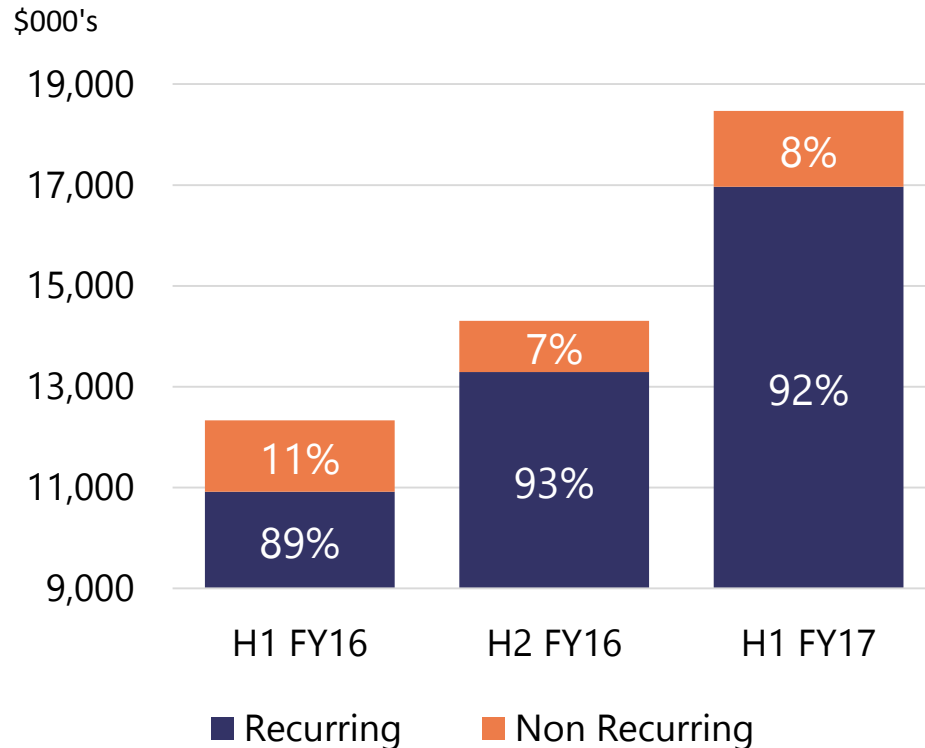
OneVue revenue growth outstrips super sector

Revenue growth has been 77% CAGR from FY13 to FY16 and 50% for H1 FY17



Recurring Revenue Profile

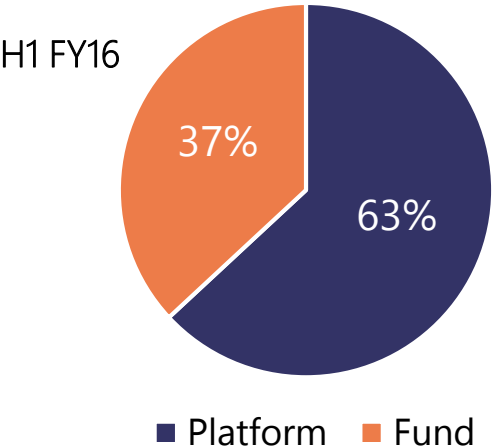
Recurring revenues underpin the stable nature of the diverse group revenues



- Strong **revenue growth of 50%** underpinned by high levels of recurring revenue
- Recurring revenue represents **92%** of total revenues up from **89%**
- Recurring revenues comprise a mix of fees based on assets, transactions and member numbers

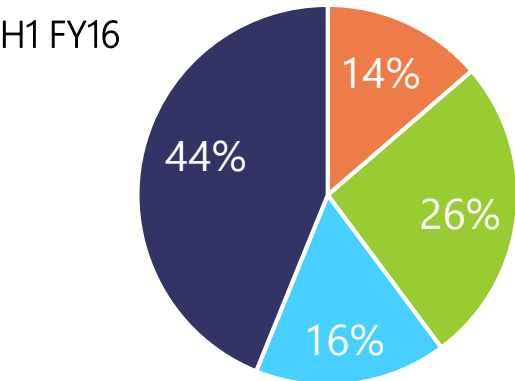
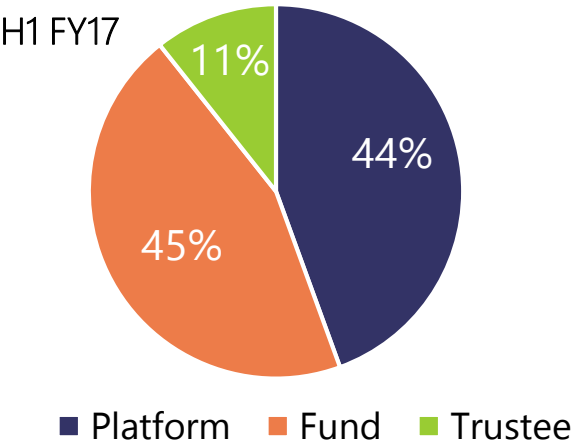
Revenue Diversity Profile

Revenue streams are more diversified with a broad client mix



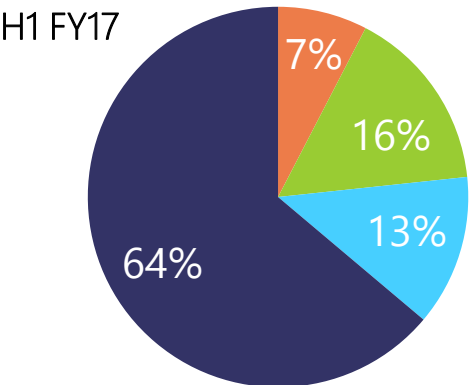
Revenue by division

- Over the past five years OneVue has evolved from a Platform business to a diverse financial services business
- Three growing divisions now compared to a Platform centric business a year ago **(63%)**



Revenue by client

- Largest client now represents only **7%**, (pcp 14%)
- Top ten represents **36%** (pcp 56%)



The OneVue business

OneVue is a fintech company that partners to disrupt the superannuation value chain

Three profitable businesses	Key features
Fund Services	
<input type="checkbox"/> Unit registry services	Market leader, fast growing, scaled and strong contracted new client growth pipeline, margins targeted at 20%
<input type="checkbox"/> Superannuation member administration	Fast growing, scale from acquisitions and organic growth pipeline, margins targeted at 20%
Platform Services	Top rated fully functional platform with funds inflow strong growth profile, scale and margins targeted at 15%
Superannuation Trustee Services	Market leader, growth leverage from managed accounts sector, high margins target at 30%+

OneVue's scale and technology enables OneVue and its partners to disrupt the market

OneVue's Growth Strategy delivering

Major drivers of value

Growth through successful acquisitions	Growth through new clients and cross selling to existing clients	Growth from product development and innovation	Growth from operational scale and efficiency
<ul style="list-style-type: none">□ OneVue continues to make acquisitions and deliver integration benefits□ Diversa acquisition completed 6 October 2016 delivering synergies ahead of schedule□ OVSS acquisition (Super Managers) in Dec 2015 delivering ahead of expectations through organic growth	<ul style="list-style-type: none">□ Fund Services wins NAB 5 year contract□ Super Services appointed by Praemium as its super administrator, live December 2016□ Platform Services signed three white labels in Q2□ Strong new client pipeline across the group	<ul style="list-style-type: none">□ Strategic initiatives team established to deliver efficiencies across the group□ Managed funds initiative (the FUND.eXchange) launched in December 2016□ Managed Account services enhanced through Superannuation Trustee and Platform Services	<ul style="list-style-type: none">□ Margins across the group expanding with scale and acquisition benefits□ Diversa synergies of \$4m p.a ahead of schedule□ Investment in automation drives further efficiency

Half Year Highlights



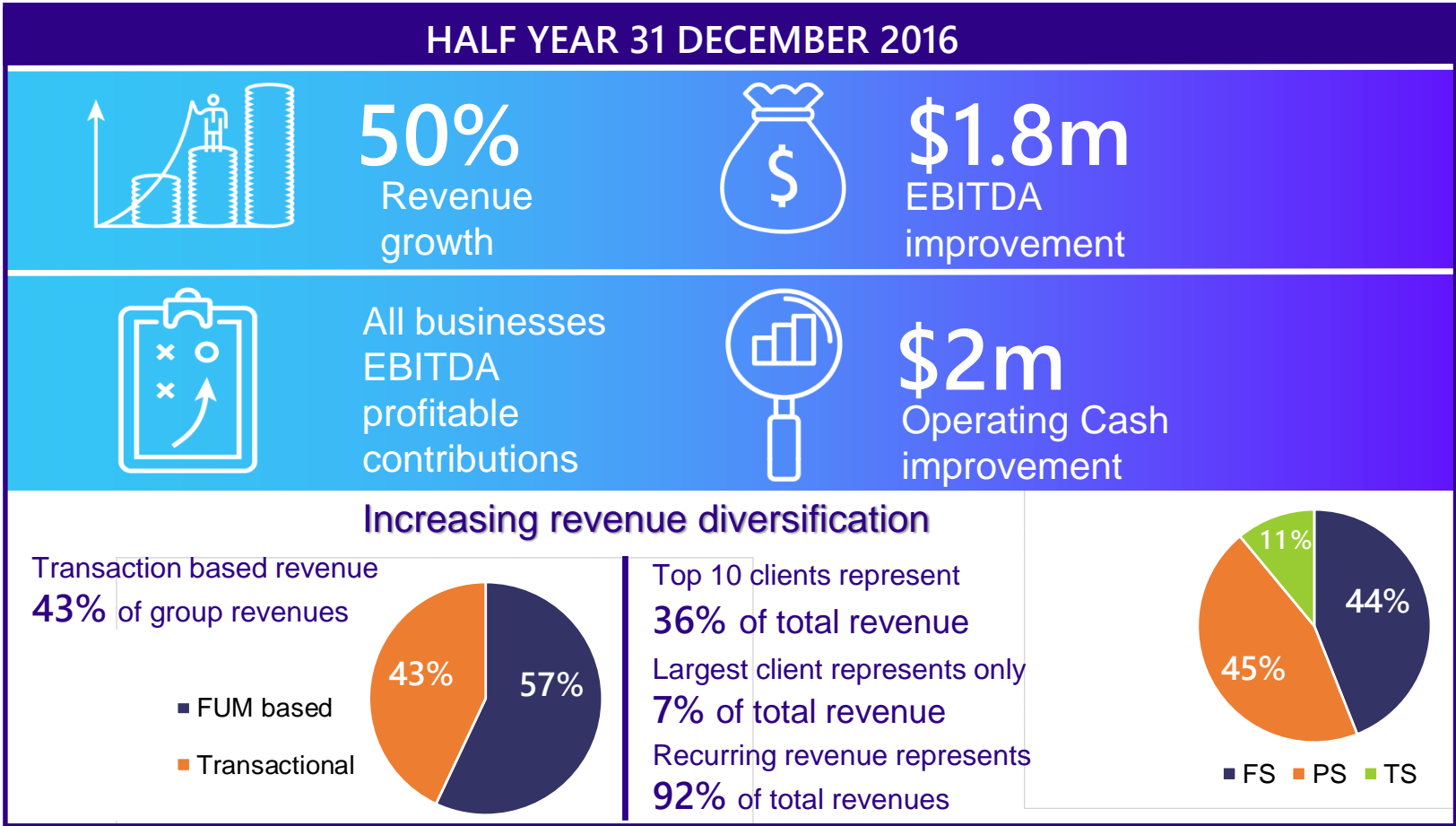
OneVue – A Growth Story

- Revenue of \$18.5m up 50%
- EBITDA improvement of \$1.8m up 212%
- Operating cash flow improves by \$2m
- Strong Balance Sheet with \$26.3m of cash
- Well diversified and recurring revenue streams
- Diversa synergies of \$4m p.a by Q4
- Strong momentum set to continue



OneVue Group Dashboard

Strong revenue growth delivers earnings momentum



OneVue has evolved from a Platform business to a diversified financial services group

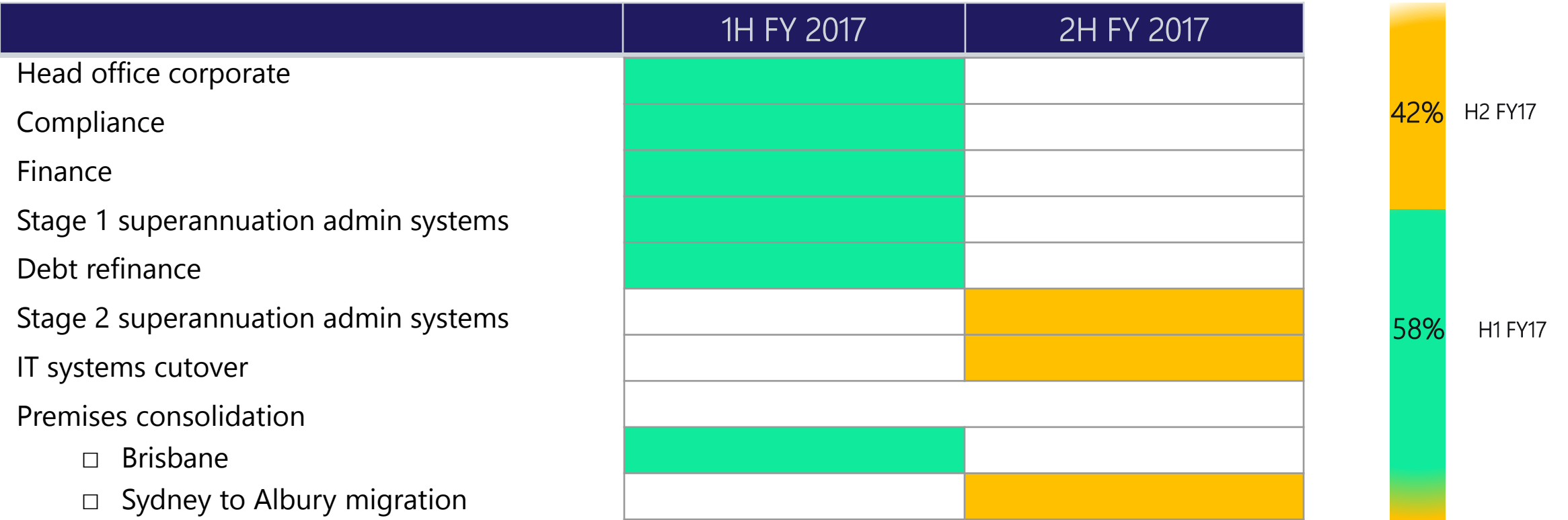
Growth achieved both organically and by acquisition

Diversa synergies ahead of schedule

Further EBITDA growth underpinned by synergy and scale benefits

Diversa integration and synergies ahead of schedule

Full \$4m pa cost saving by end of H2 FY 2017








Costs of implementation tracking in line with expectations



Fund Services Dashboard

Strong revenue growth delivers EBITDA and margin improvement despite ongoing investment in client acquisition


HALF YEAR 31 DECEMBER 2016			
	86% Revenue growth		\$0.8m EBITDA improvement
	9% EBITDA margin growing		\$0.9m EBITDA result
Unit Registry Outlook		Superannuation Services	
<p>\$435.9 billion in FUA</p> <p>76% increase in transactions</p> <p>34 fund managers, Over 500 funds</p>		<p>\$835% increase in revenue</p> <p>\$1.7 billion in FUA</p> <p>23 funds, Over 90,000 members</p>	
<p>\$7.7m incremental revenue from contracted transition pipeline</p> <p>\$5m additional annualised revenues from potential new client pipeline</p>		<p>Benefits of two successfully integrated acquisitions (OVSS & Diversa)</p> 	

- #1 in Unit Registry
- Strong organic and acquisition growth
- Major new client signings; NAB and Praemium
- EBITDA Margin run rate increasing with scale
- Unit Registry clients continue to fund development of proprietary software

Superannuation Trustee Services Dashboard


Strong revenue growth delivers EBITDA profitability since acquisition

HALF YEAR 31 DECEMBER 2016



\$2m


Revenue



\$0.7m


EBITDA contribution

Strong contribution since acquisition in October 2016



\$8.9b


Funds under Trusteeship (FUT)



FUT growth of \$443m since acquisition

DIVERSA


TRUSTEES LIMITED



33 Funds

New managed account client secured

- #1 outsourced retail superannuation trustee
- Leveraged to managed accounts growth
- Integration and synergies delivered ahead of schedule
- Focus on automation initiatives

All about you 

Platform Services Dashboard

Strong revenue growth delivers EBITDA profitability

HALF YEAR 31 DECEMBER 2016



8%

Revenue growth



\$0.8m

EBITDA improvement



\$3.8b

Retail FUA



\$1.5m

EBITDA result

FUND.
eXchange

Managed Funds accessed via the FUND.eXchange and Managed Accounts gaining traction

Three new white labels



\$0.6b

Record Gross inflows

Recognised by industry for fintech leadership and innovation

Record gross inflows

EBITDA margins maintained

Ongoing cost management focus

Summary & Outlook



Summary

A fintech company that partners to disrupt the superannuation value chain

- ❑ The superannuation industry has an inbuilt growth trajectory and OneVue is growing well above this embedded growth rate
- ❑ All businesses performed well in H1 FY17 and are profitable with strong growth prospects
- ❑ New contracts will deliver significant organic revenue growth
- ❑ The acquisitions of Super Managers and Diversa are contributing strongly

Outlook

In the next 6 months our focus is on:

- Extracting the full synergies from the Diversa acquisition
- Continuing to execute the Unit Registry new client transitions
- Securing new clients
- Continuing to evaluate strategically aligned earnings accretive transactions
- Delivering further operating leverage through scale and automation
- Ongoing cost disciplines



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