

# OneVue Holdings Limited

Annual General Meeting  
6 November 2014

*All about you*



# Chairman's Address

Gail Pemberton - Chair



# Agenda

1. Introduction
2. Chairman's Address
3. 2014 Financial Year in Review
4. 2015 Financial Year Update – Q1
5. Operating Performance
6. Forward Focus
7. Voting

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# Highlights – the last 15 months

- Acquired Computershare Fund Services (CFS), MAP, SMSF Managers and Select
- Took call option over Super Managers
- Rapid integration and synergy realisation
- Raised \$14.0 million in Initial Public Offering
- Met key prospectus forecasts
- Completed Digital Investor offering
- Won Smart Investor SMSF Administrator of the Year
- Won new clients across both Fund Services and Platform Services

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# 2014 Financial year in review

Brett Marsh – Chief Financial Officer

*All about you*

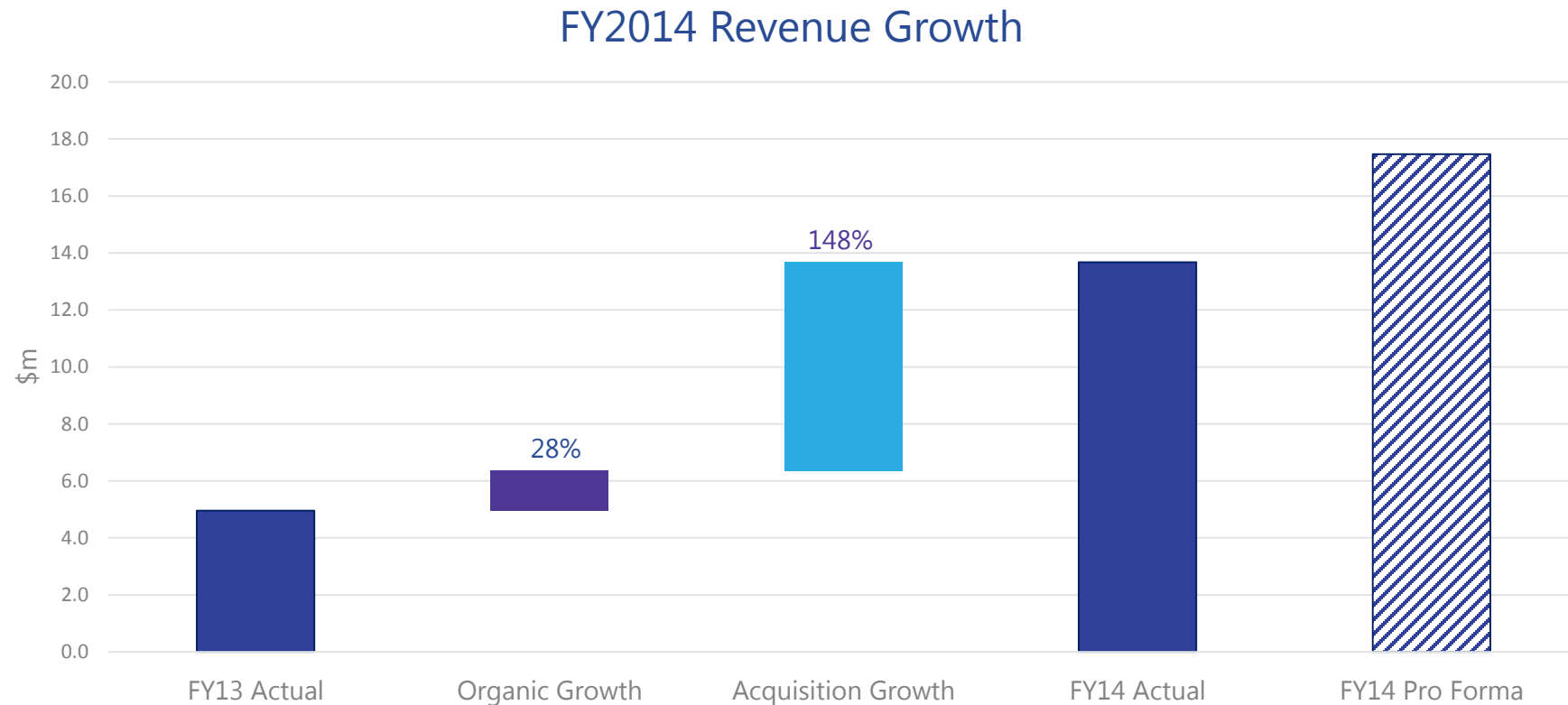
# Financial metrics better than forecast

\$m	FY 2014 Actual	FY 2014 Prospectus Forecast
Total Revenue	13.7	13.4
Operating Expenses	18.1	17.9
EBITDA	(4.4)	(4.5)
Underlying EBITDA	(1.8)	(1.9)
Retail FUA	1,940	1,862
Net (Loss) After Tax	(5.2)	(5.3)
Underlying Net (Loss After Tax)	(2.6)	(2.6)

\* Operating expenses reflected the higher volumes

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# Significant revenue growth



FY14 Actual (Pro Forma) is the forecast pro forma amount as represented in the Prospectus

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# Financial Year 2015 Q1 Update

Brett Marsh – Chief Financial Officer

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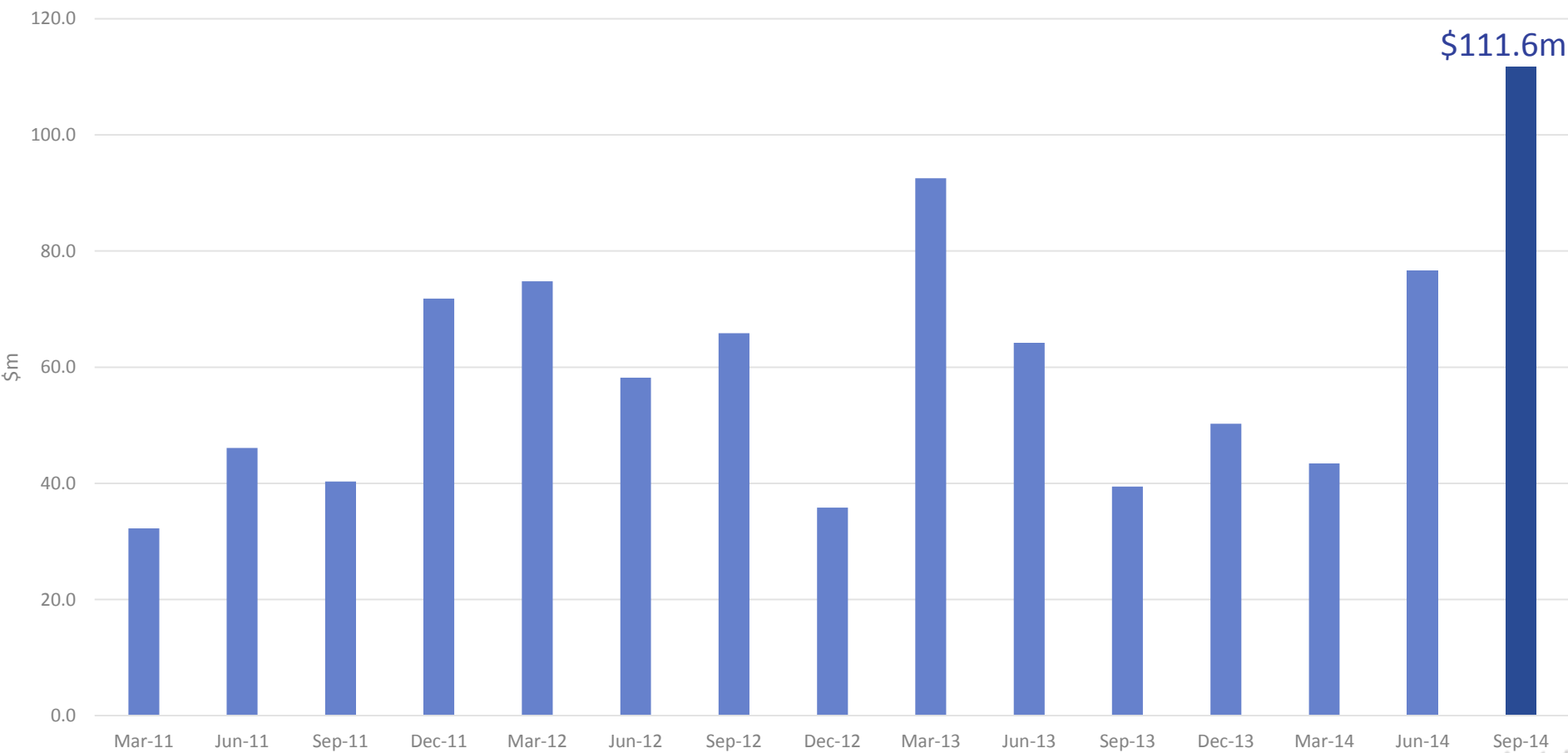
# Quarterly cash flows

- Operating cash flows
  - Result adjusted for non recurring items of (\$452K)
  - Receipts from customers of \$5,670K including \$620K from Select (part quarter). Normalised receipts increased 1.5%
  - Larger expenditures related to next phase of Digital Investor consistent with budget
- Investing cash flows
  - Convertible note, advance to Super Managers
  - Net cash received from Select
  - Cash raised for acquisitions almost entirely deployed
  - Working capital sufficient for current requirements

(\$'000s)	Sep 14	Jun 2014	Change %
Receipts from customers			
Reported	5,670	5,998	
Adjust for acquisition	(620)		
Adjust for debtors		(1,497)	
Adjust for seasonal	(483)		
Normalised receipts	4,567	4,501	1.5%

*All about you*

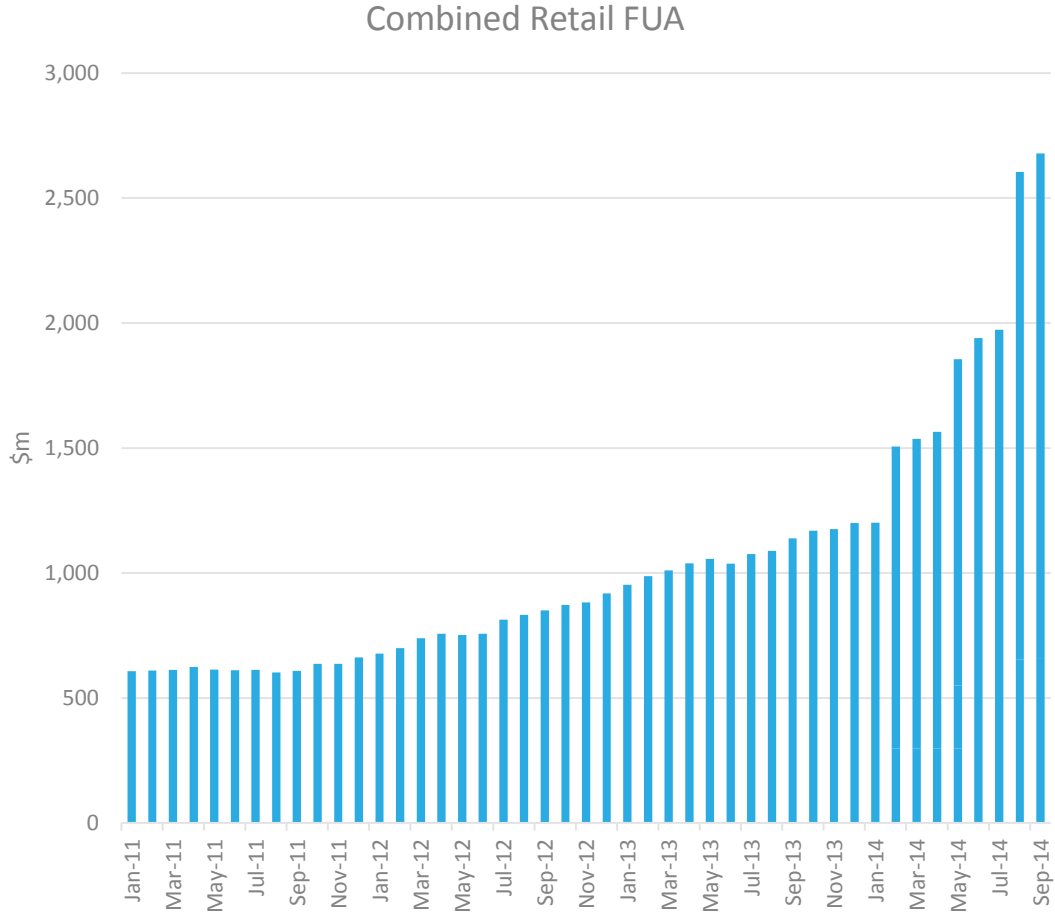
# Record retail net funds flow



Includes a full quarter of Select of \$10m

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# Platform Services - consistent FUA growth

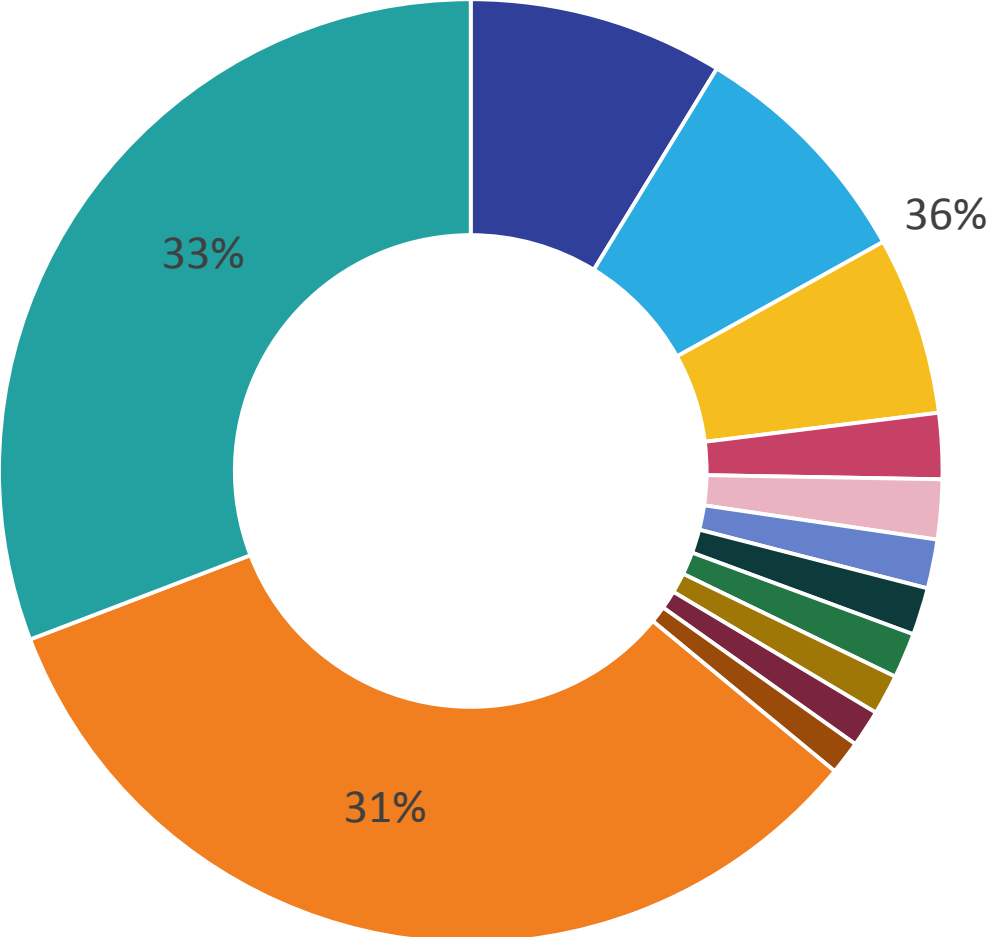


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	Total \$m
SMSF and other investment structures	1,371
Implemented portfolios	660
Retail super	362
SMSF administration	287
<b>Subtotal Retail FUA</b>	<b>2,679</b>

All about you

# Strong diversification of client revenues



Client Group	% revenue
17 Fund managers and 202 advisers and accountants	33%
Top 11 Platform, software and registry clients	36%
Select 5 key adviser groups 5 investment managers	31%

*All about you*



# Operational performance

Connie Mckeage – Managing Director and  
Chief Executive Officer

*All about you*

# OneVue's Vision

*To lead financial services disintermediation by providing a gateway between investors and those that service them*

# The Fund Services offer

## Middle to back office investment management solutions

Services	RE services	Installed software	Outsourced unit registry	mFunds
products	Retail and wholesale funds	Retail and wholesale funds, trusts and bonds	Retail and wholesale funds, trusts, bonds and mFunds	mFunds retail funds
market	Wholesale			
sector	Financial services			
target clients	Custodians, trustees, wholesale and retail investment managers			
examples	Equity Trustees, BNP Paribas, Northern Trust, Australian Unity, Antares, Smarter Money Investments, Neuberger Berman, Centuria, Nikko, K2 Asset Management.			

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# Computershare Fund Services Acquisition Case Study

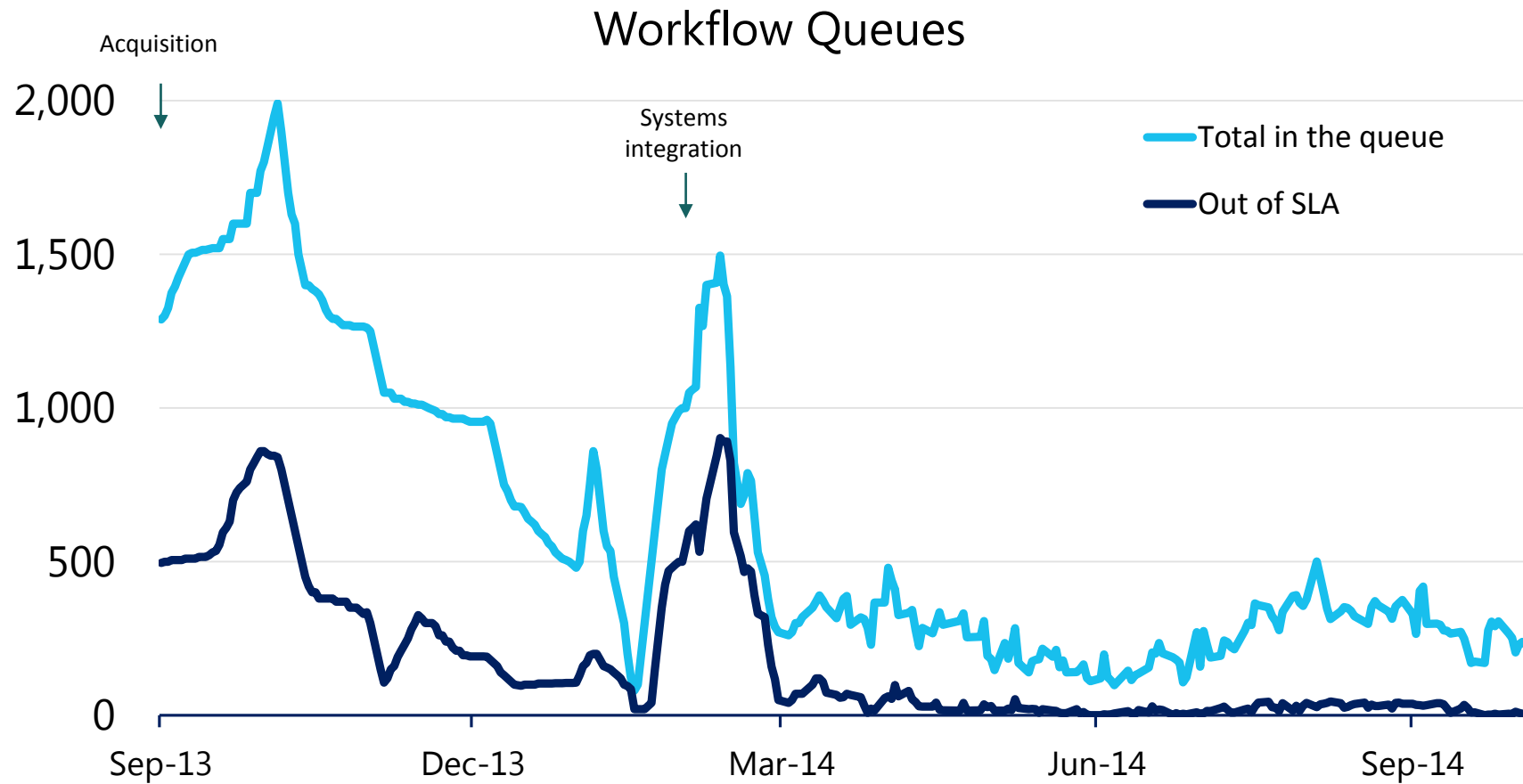
- 18 outsourced fund managers
- 4 installed software clients
- New premises
- 17 branded fund manager websites
- 9 branded investor websites
- 4 branded adviser websites
- Implemented data warehouse
- Consolidated software versions

In 18 weeks

*All about you*



# The Turnaround



*All about you*

# The Platform Services offer

## Middle to back office superannuation solutions

	Retail Super	SMSF 	Non Super
services	Trustee services Member administration Portfolio administration Implemented portfolios  Full end to end retail offering	Establishment Investment administration Superannuation administration Tax & audit services Implemented portfolios Full end to end SMSF offering	Investment administration All core assets & liabilities including property
market	Wholesale		
sectors	Financial services		Non Financial services
target clients	Dealer groups, advisers, accountants, industry and retail funds		Brand names wishing to offer financial services to their clients or members
examples	Yellow Brick Road, Madison Financial, MGD Wealth, DMG Financial, Spring		

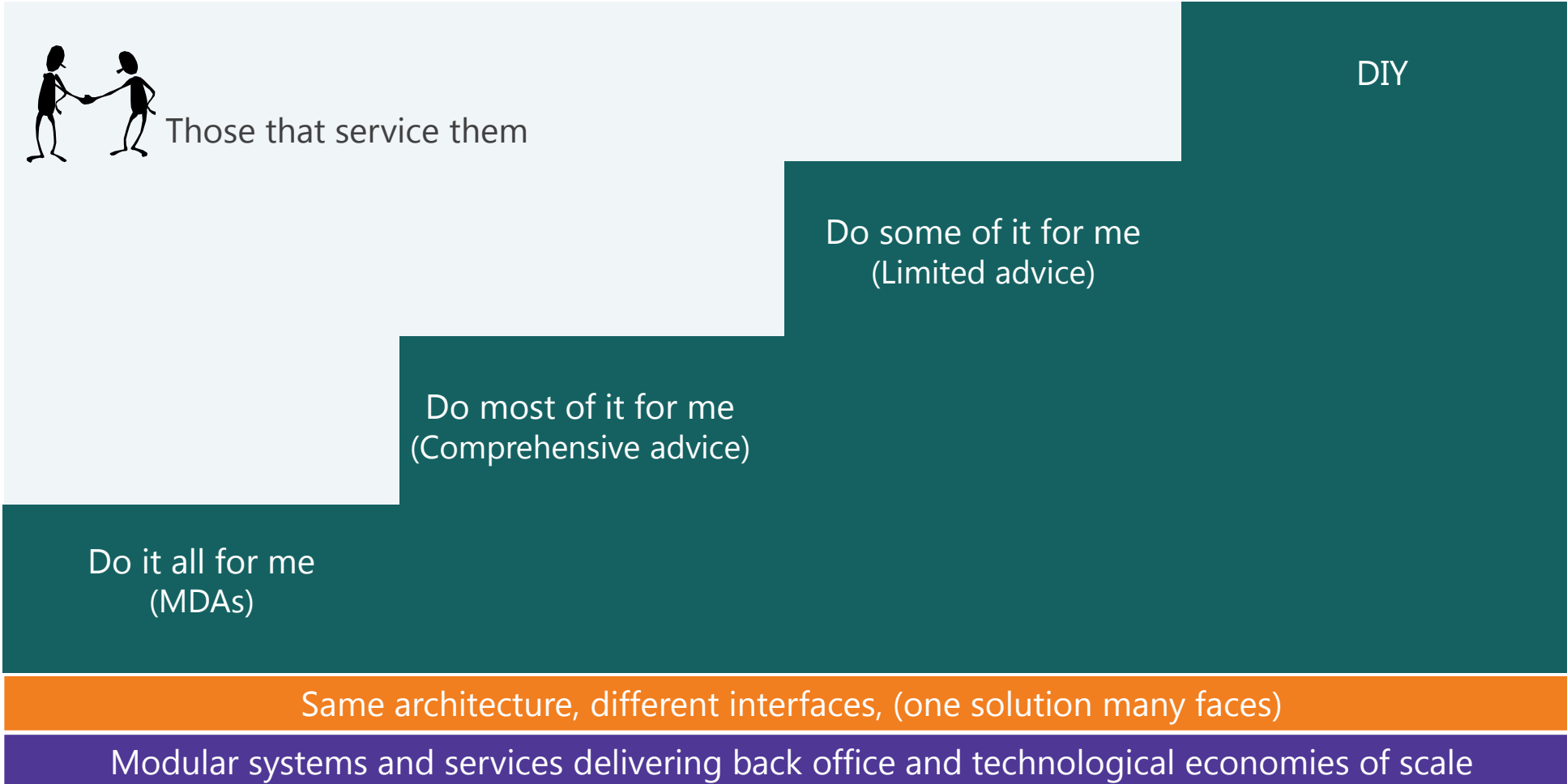
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# Plug and Play Strategy

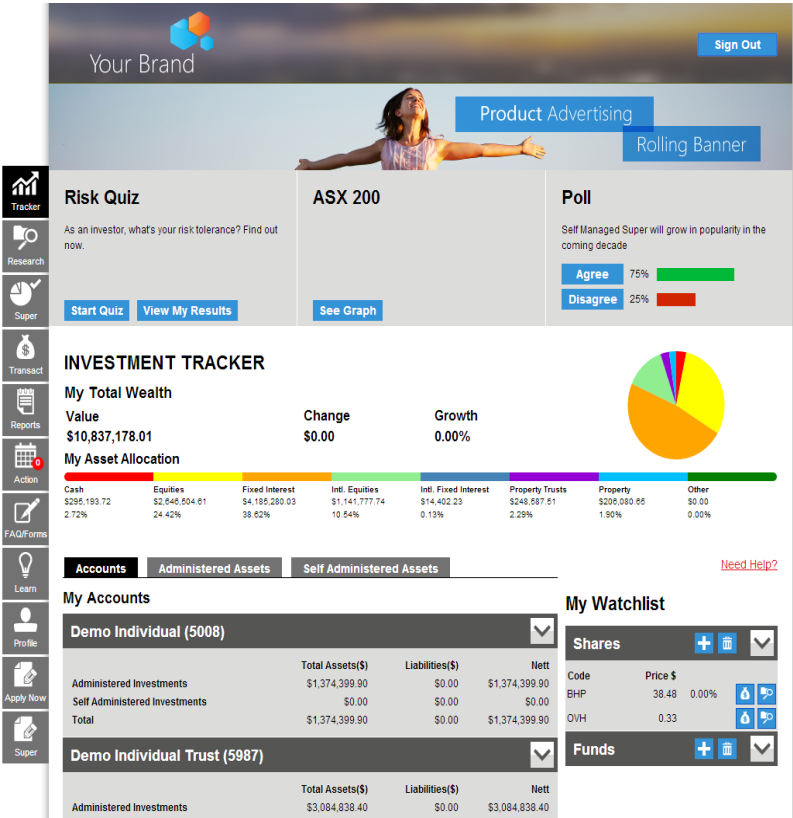
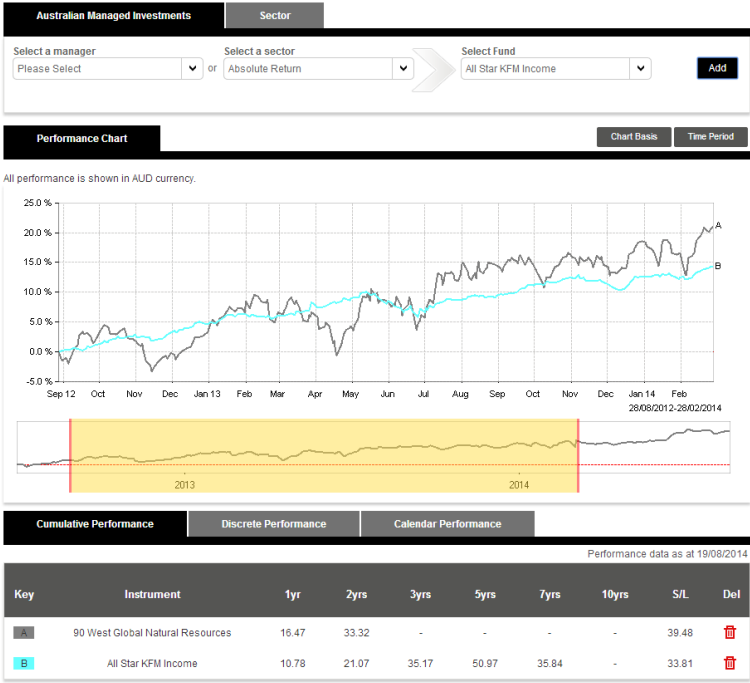
- Investment made in digital investor will rejuvenate the existing intermediated platform
- Technological scale achieved due to one underlying base architecture with component based solutions (features simply turned on and off)
- Results in the organisation achieving operating cadence
- Client driven not product driven

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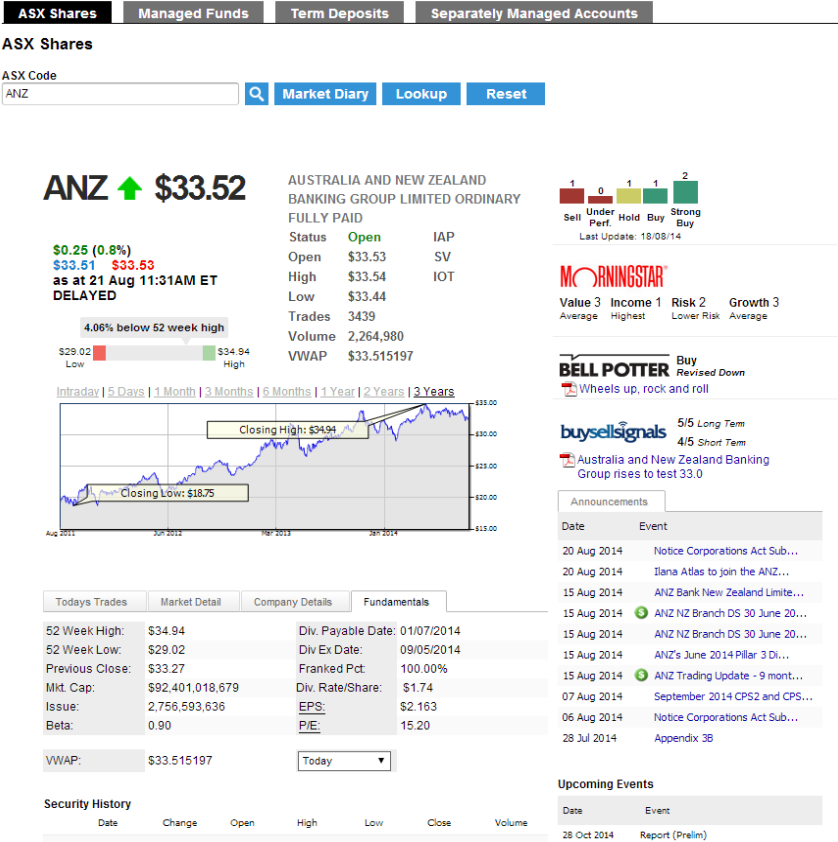
# The Digital Investor



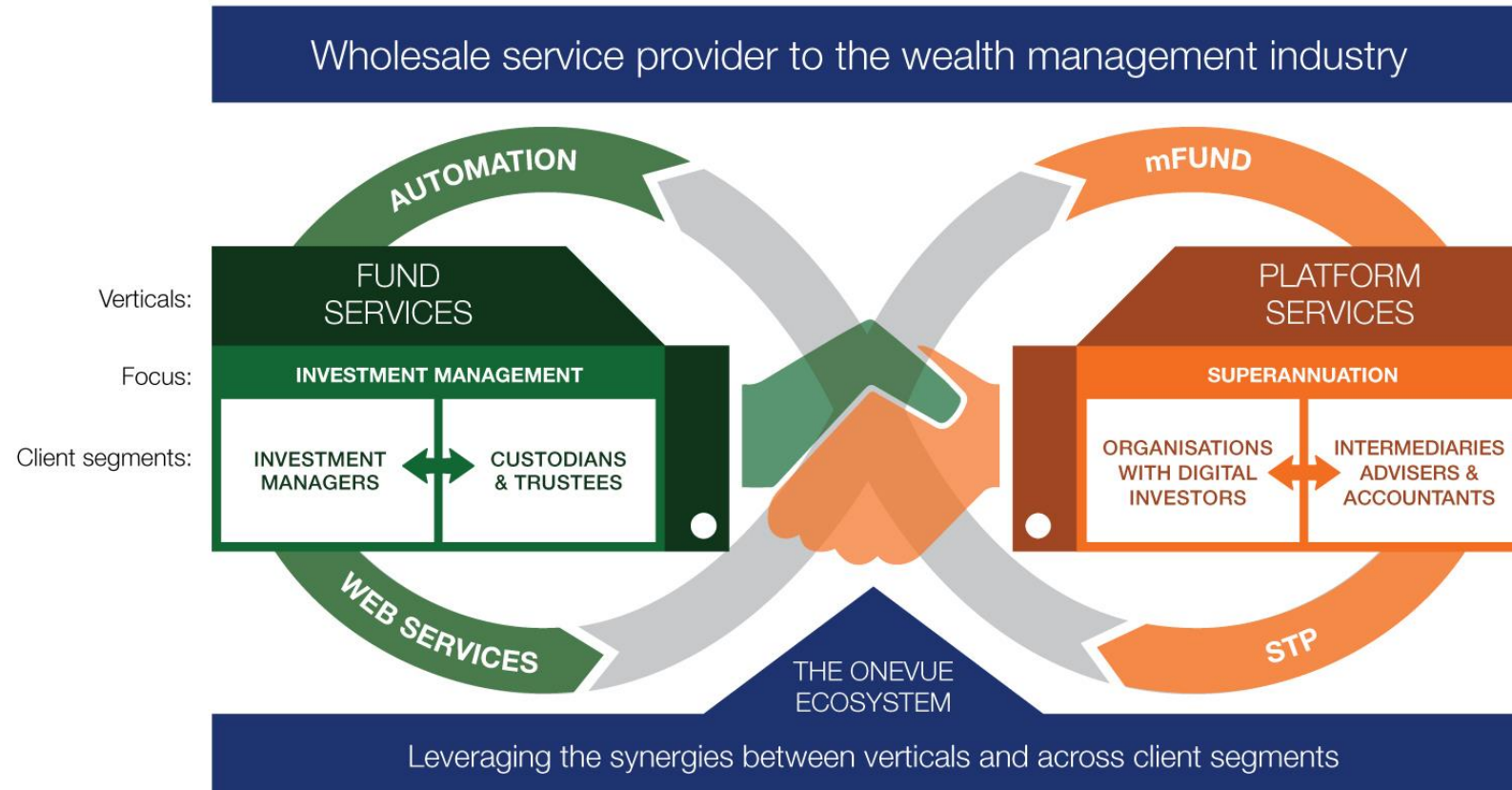
# The Digital Investor



## RESEARCH



# One Vision – Two Verticals



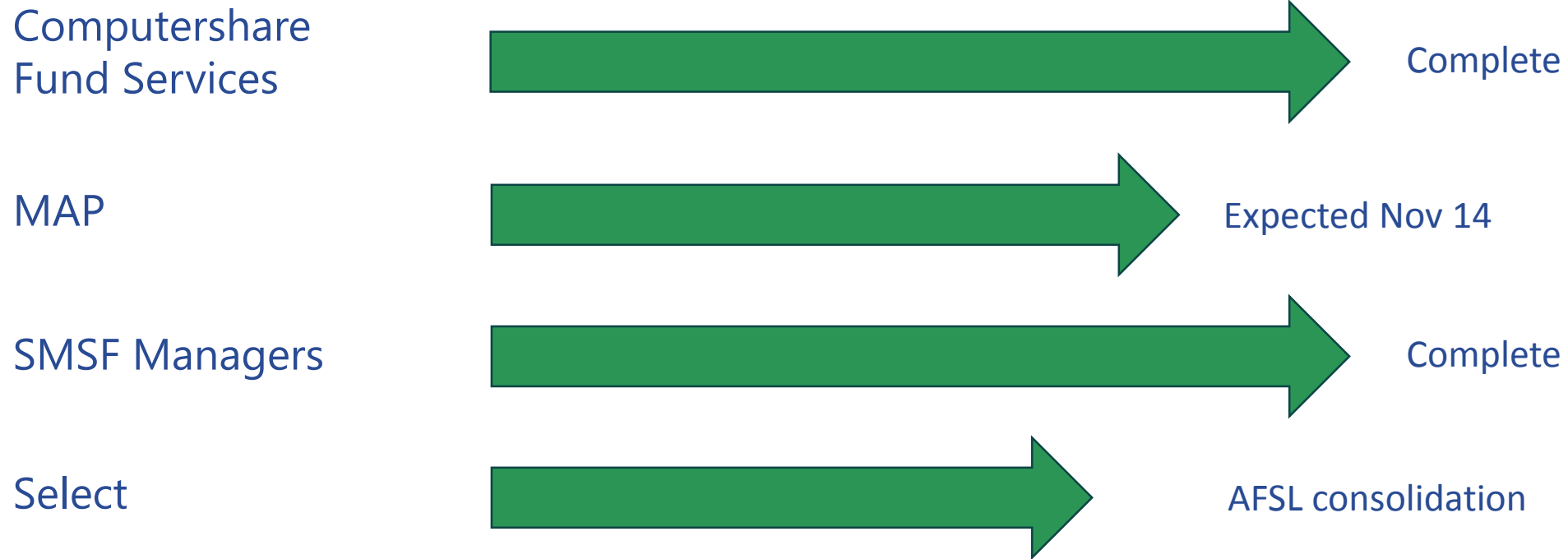
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# Forward Focus

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# Transition and integration update



*All about you*



# Forward Focus

- Fund Services
  - Increased scale of outsourced unit registry
  - Growing the number of funds using mFund
  - Packaging the one-stop investment management proposition including mFund, Calastone, outsourced unit registry along with RE services
- Platform Services
  - Developing model portfolios
  - Levering the digital offering to rejuvenate the intermediated platform
  - Enhancing the retail superannuation and SMSF propositions
  - Launching the next phase of Digital Investor
- Continuing to seek earnings accretive transactions that add scale or strategic capabilities

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This presentation has not been subject to auditor review.

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# Additional Material

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# Summary income statement

June YE (\$'000s)	FY2014	FY2013	Change %
Revenue			
Fund Services	5,828	743	685%
Platform Services	7,818	4224	85%
Other	34		n/a
Total Revenue	13,681	4,966	175%
<i>Operating Expenses</i>	<i>18,078</i>	<i>5,469</i>	<i>231%</i>
EBITDA	(4,397)	(512)	759%
D&A	1,344	1,933	(30%)
EBIT	(5,741)	(2,446)	135%
Interest Expense	314	0	n/a
PBT	(6,056)	(2,446)	148%
R&D Tax Benefit	819	731	12%
NPAT	(5,237)	(1,714)	205%
Underlying EBITDA	(1,797)	(512)	259%
Underlying NPAT	(2,637)	(1,714)	56%

## Revenue

- Fund Services acquisition of Computershare Fund Services
- Platform Services acquisitions of MAP and SMSF Managers and organic growth through intermediaries and SMSF from white label relationships

## Operating expenses and Other

- FY2014 was impacted by a net amount of \$2,557K of non-recurring items including acquisitions, IPO, restructuring and transitions expenses
- Depreciation and Amortisation included amortisation resulting from acquisitions
- R&D Tax benefit for innovation development

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# FY2014 Balance Sheet

As at 30 June 2014 (\$'000s)	
Cash and cash equivalents	2,310
Other current assets	3,799
Intangible assets	6,375
Other Non-current assets	1,092
<b>Total assets</b>	<b>13,576</b>
Current Financial Liabilities	4,786
Other current Liabilities	981
Non-current Financial Liabilities	1,396
Other Non-current liabilities	386
<b>Total Liabilities</b>	<b>7,548</b>
Contributed Equity	27,510
Reserves and Retained Earnings	(21,483)
<b>Net Assets/ Equity</b>	<b>6,027</b>

- Intangible assets include \$2,716K of assets from acquisitions and \$3,659K of capitalised software development
- Balance sheet boosted by the \$14m capital raising post 30 June 2014

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# Capital Structure

- Approximately 166.2m shares on issue (after Select acquisition in August 2014)
- 562,500 options on issue. Exercise price of \$0.35
- \$0.72m face value of Computershare's Convertible Notes (after redemption in September 2014)