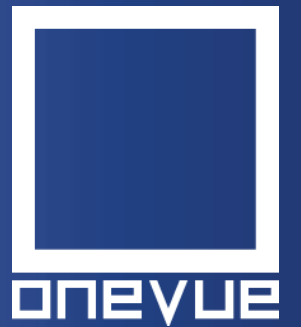


# OneVue Holdings Limited (OVH) 2018 AGM

Strongly leveraged to superannuation sector and poised for growth







29 November 2018



*Strength in numbers*

# Results highlights

Consistent execution against strategy drives record results

 REVENUE \$49.1m ▲ 20%	 EBITDA* \$7.5m ▲ 67%	 EBITDA MARGIN 15.4% ▲ 434 bps
 NPAT \$7.1m ▲ \$6.9m	 EPS 2.70 cents ▲ 2.62 cents	 OPERATING CASHFLOW# \$6.6m ▲ 34%

\* EBITDA excludes non recurring costs and share based payments

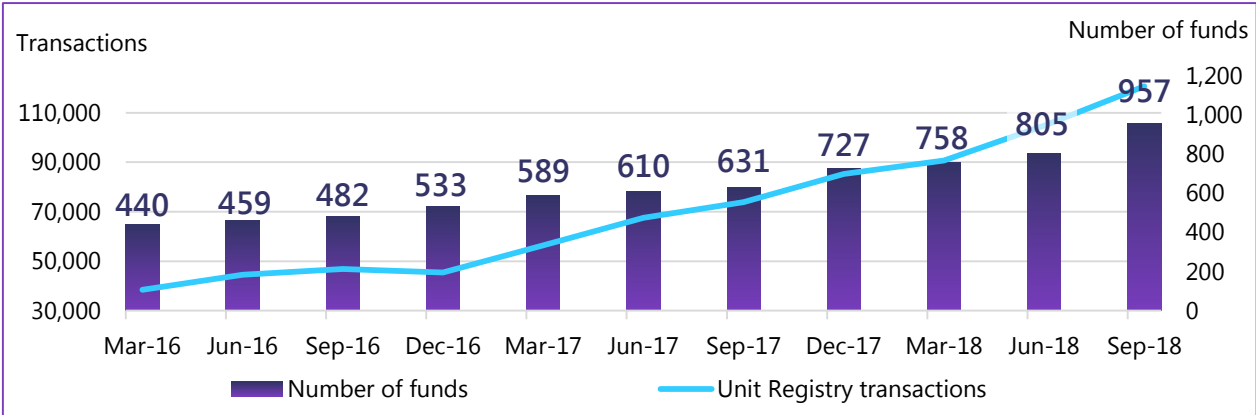
# Operating cashflow excludes non recurring costs of acquisitions

**Note:** The numbers in this presentation have been rounded to \$'m. Change variances are calculated based on the underlying whole numbers and then rounded.



# Fund Services – consistent track record of execution and growth

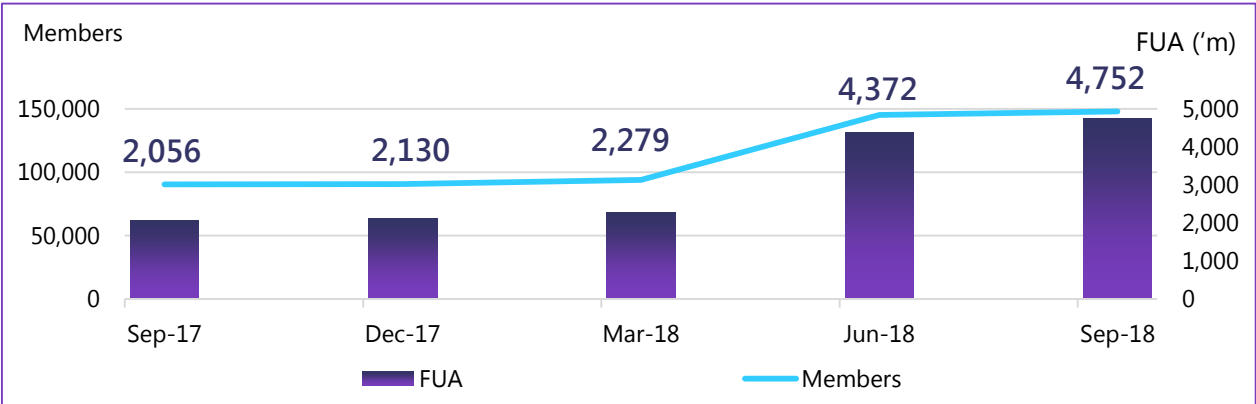
## FUNDS MANAGEMENT ADMINISTRATION



### COMMENTARY

- Market leader
- Consistent track record of execution and growth
- Contracted growth of \$5m p.a. to transition
- Growing market with increasing move to outsourcing
- Scale and operating leverage driving margin expansion

## SUPER MEMBER ADMINISTRATION



### COMMENTARY

- Now number 4 in the market
- KPMG Super Admin acquisition adds capabilities and scale
- Large and growing outsourced market
- Significant scope for growth



# OneVue investment highlights

## Clear growth runways



### BENEFITTING FROM SECTORAL GROWTH AND STRUCTURAL CHANGE

- Legislated superannuation growth
- Continuing move to external service providers
- Shift to independent platforms and advisers
- Well positioned for Royal Commission outputs

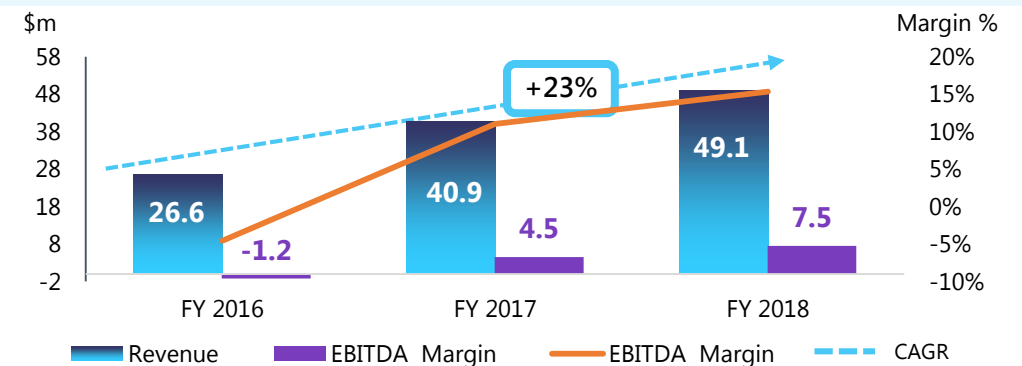
### EXECUTING GROWTH STRATEGIES

- Sharpened focus on core growth areas
- Strong track record of successful strategy execution
- Capital deployed effectively

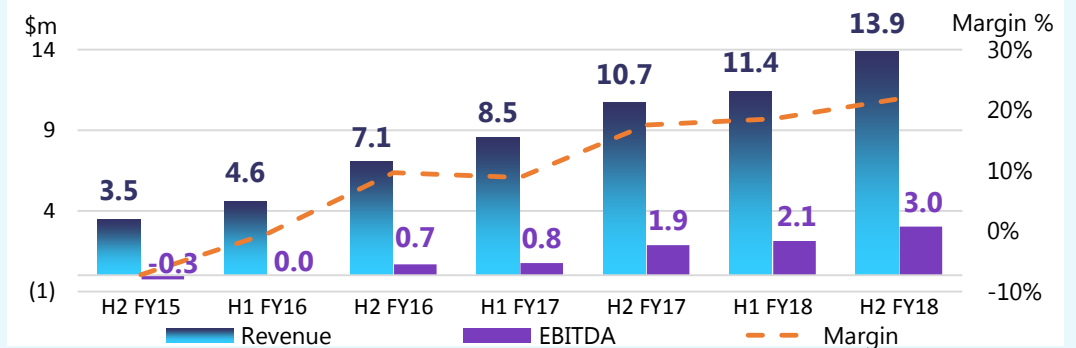
### HIGH QUALITY BUSINESS MODEL

- 92% of revenues recurring, half of revenues not market sensitive
- Experienced management team
- High quality client base, with Top 10 representing 38% of revenues
- Track record of cash and profit generation

### REVENUE, EBITDA AND MARGIN GROWTH PROFILE



### FUND SERVICES FASTEST GROWING AND LARGEST DRIVER OF MARGIN EXPANSION



# OneVue – the name behind the brands

## CUSTODIANS



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## FUND MANAGERS



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## OTHER CLIENTS

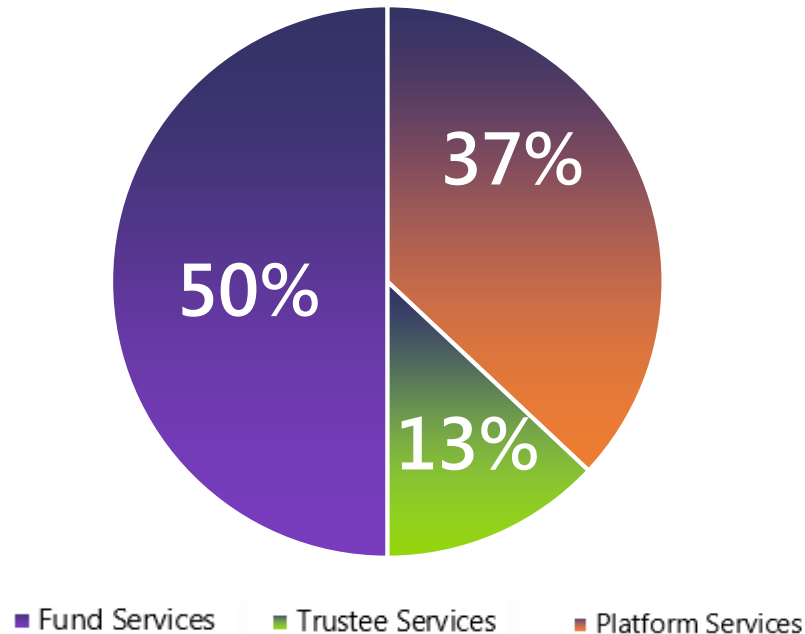


præmium



# OneVue business snapshot

## FY 2018 Revenue profile



## KEY GROWTH DRIVERS

### FUND SERVICES

- Number/Type of items processed
- Value added services
- Number of funds, fund managers, and investors
- Number of members

### PLATFORM SERVICES

- FUA bps
- Processing fees (fixed \$ per activity)

### TRUSTEE SERVICES

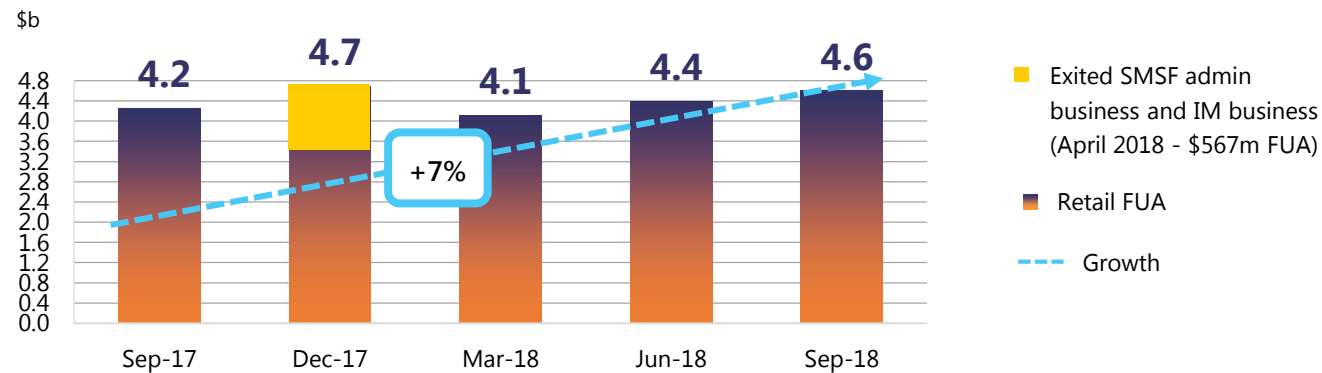
- Trustee fees on bps
- Additional revenue from added value services
- Number of funds

# Funds Under Administration at 30 September 2018  
^ Funds Under Trusteeship at 30 September 2018



# Platform Services – model right for these times

## FUA



## COMMENTARY

- Independent wholesale model well positioned with institutional clients co-funding capex
- Structured growth from superannuation sector
- Royal Commission and regulatory environment creates positive opportunities

FUA: Funds under administration

# Q1 FY 2019 – record growth

First quarter growth momentum continues to deliver record results

	FUA#/FUT^	KEY MEASURES
FUND SERVICES	<b>\$491.6b</b> Fund Management Admin  <b>\$4.8b</b> Super Member Admin	<ul style="list-style-type: none"><li>■ Items processed in the quarter were up 15% on previous quarter and up 63% on pcp</li><li>■ Nine new funds added in the quarter. Total funds now 950, up 24% on pcp</li><li>■ Nos of members up 2% on previous quarter and 64% on pcp</li></ul>
PLATFORM SERVICES	<b>\$4.6b</b>	<ul style="list-style-type: none"><li>■ FUA up 4% on previous quarter and 7% on pcp</li><li>■ Gross quarterly inflows of \$312m, up 3.6% on previous quarter and taking inflows to over \$1.4b for the last 12 months</li></ul>
TRUSTEE SERVICES	<b>\$12.1b</b>	<ul style="list-style-type: none"><li>■ FUT up 5% on previous quarter and 25% on pcp</li><li>■ FUT growth of \$2.4b on pcp</li></ul>



# A year of action – FY 2018 key achievements

1

We simplified the business

4

The KPMG acquisition propelled us to 4<sup>th</sup> in the superannuation administration market

2

We won the most new Platform developments award

5

We drove internal efficiencies

3

Fund Services became the fastest growing business

6

We focussed more on the retention and wellbeing of our people



# FY 2019 well placed for further growth



## ONEVUE GROUP

- All businesses with enhanced growth opportunities
- Accelerated growth in core areas follows FY 2018 strategic capital redeployment
- Building towards target 20% EBITDA margin exit run rate in FY20

## FUND SERVICES

- Executing on contracted revenue growth in managed fund administration
- KPMG acquisition integration on track as planned
- Scale and operating leverage driving margin expansion

## PLATFORM SERVICES

- Record pipeline of new business opportunities
- Acceleration of adoption of capital-lite wholesale model

## TRUSTEE SERVICES

- Growth from managed accounts sector growth and new clients
- Market opportunities for independent trustees



# Disclaimer

OneVue Holdings Limited ACN 108 221 870 (OneVue).

The information in the presentation does not take into account the investment objectives, financial situation and particular needs of investors. Before making an investment in OneVue an investor should consider whether such an investment is appropriate to their particular investment objectives, financial situation and particular needs and consult a financial adviser if necessary.

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# Thank you



*Strength in numbers*