

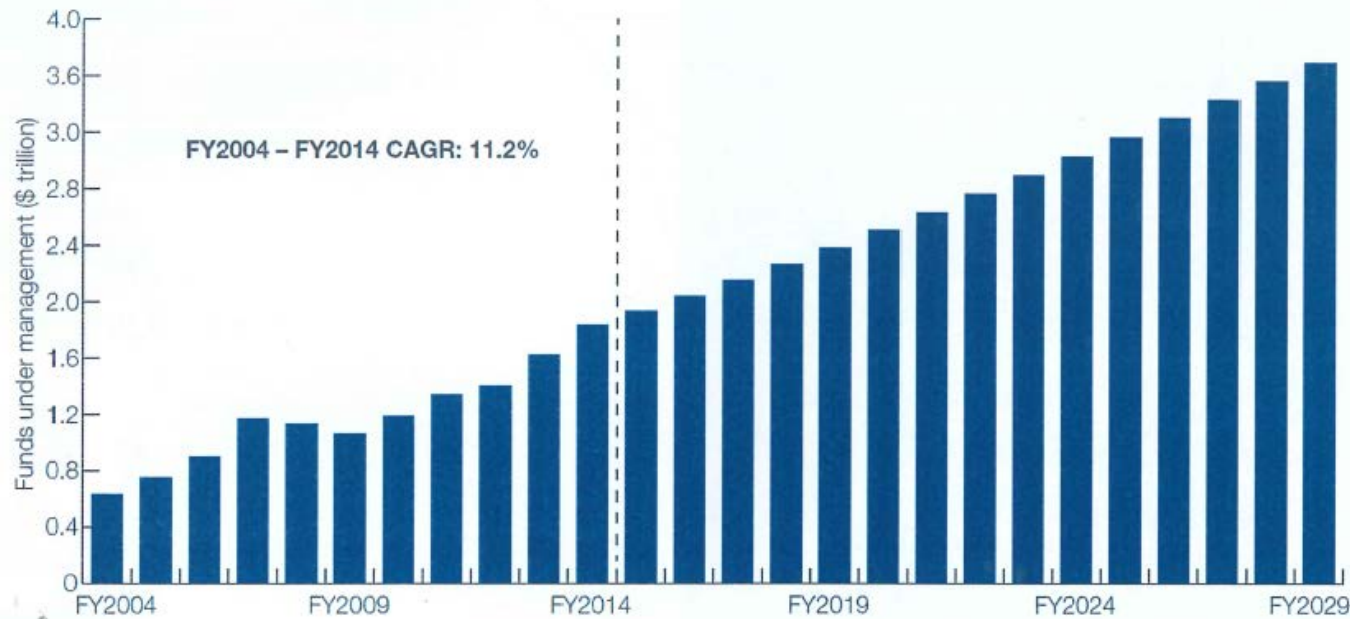
MORGAN STANLEY MICRO-CAP CONFERENCE

PRESENTATION BY ONEVUE HOLDINGS (OVH)

22 March 2016

All about you

Total Australian Superannuation FUM



Source: APRA Superannuation Bulletin 2013, revised February 2014; APRA Quarterly Superannuation Performance June 2015, issued 20 August 2015; projections based on data from Rice Warner (2015).

Australia currently has the fourth largest private retirement savings pool in the world and has exhibited the strongest growth of the top 10 largest pools in the last decade.

OneVue participates in this fast growing sector via two operating businesses.

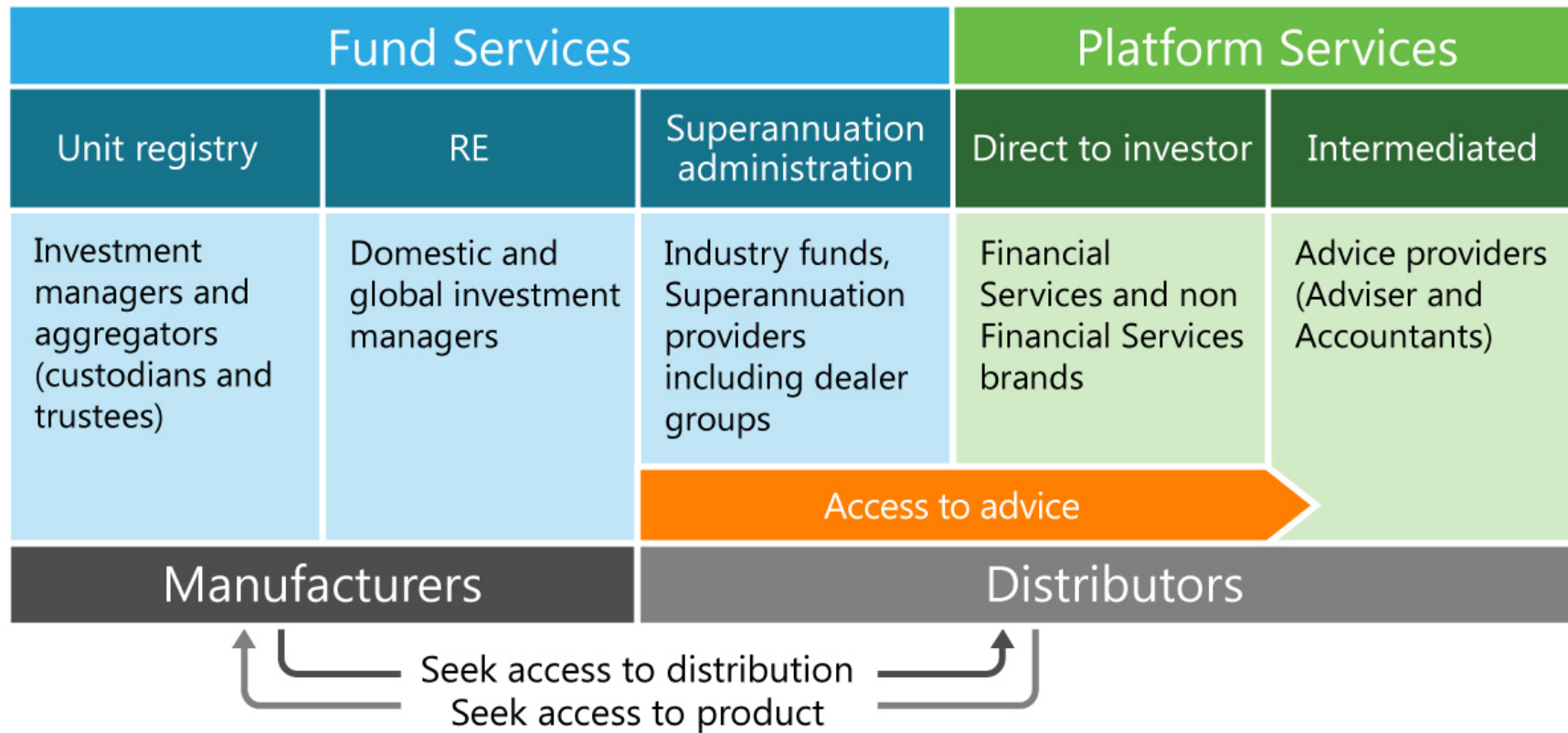


OneVue Operating Businesses

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OneVue Operating Businesses

OneVue Ecosystem





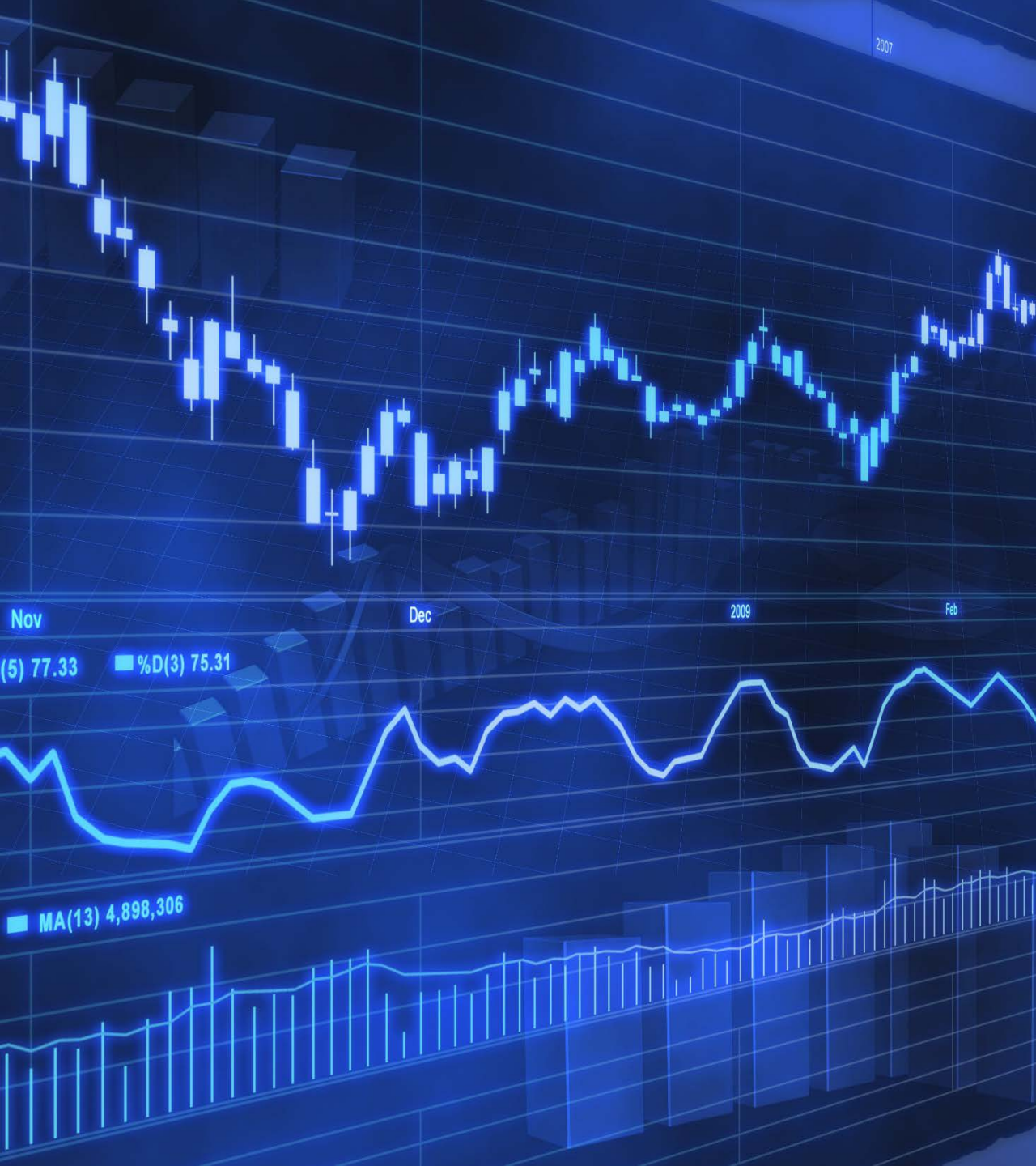
platform services

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Platform Services

OneVue provides both direct (for example brightday and Super Prophets) and intermediated white labelled (such as YBR and madison) superannuation solutions.

We believe we have a clear short-term market opportunity. However the traditional platform market is a highly saturated sector, very competitive and will be ultimately be won by a scale and price play.



fund services

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Fund Services

We believe we have a short, medium and longer term competitive advantage in Fund Services due to our scale, our culture, our clients and our strategy. It is leveraging our size and capabilities in Fund Services that will ultimately change the paradigm of the platform market and its pricing dynamics.

Why?

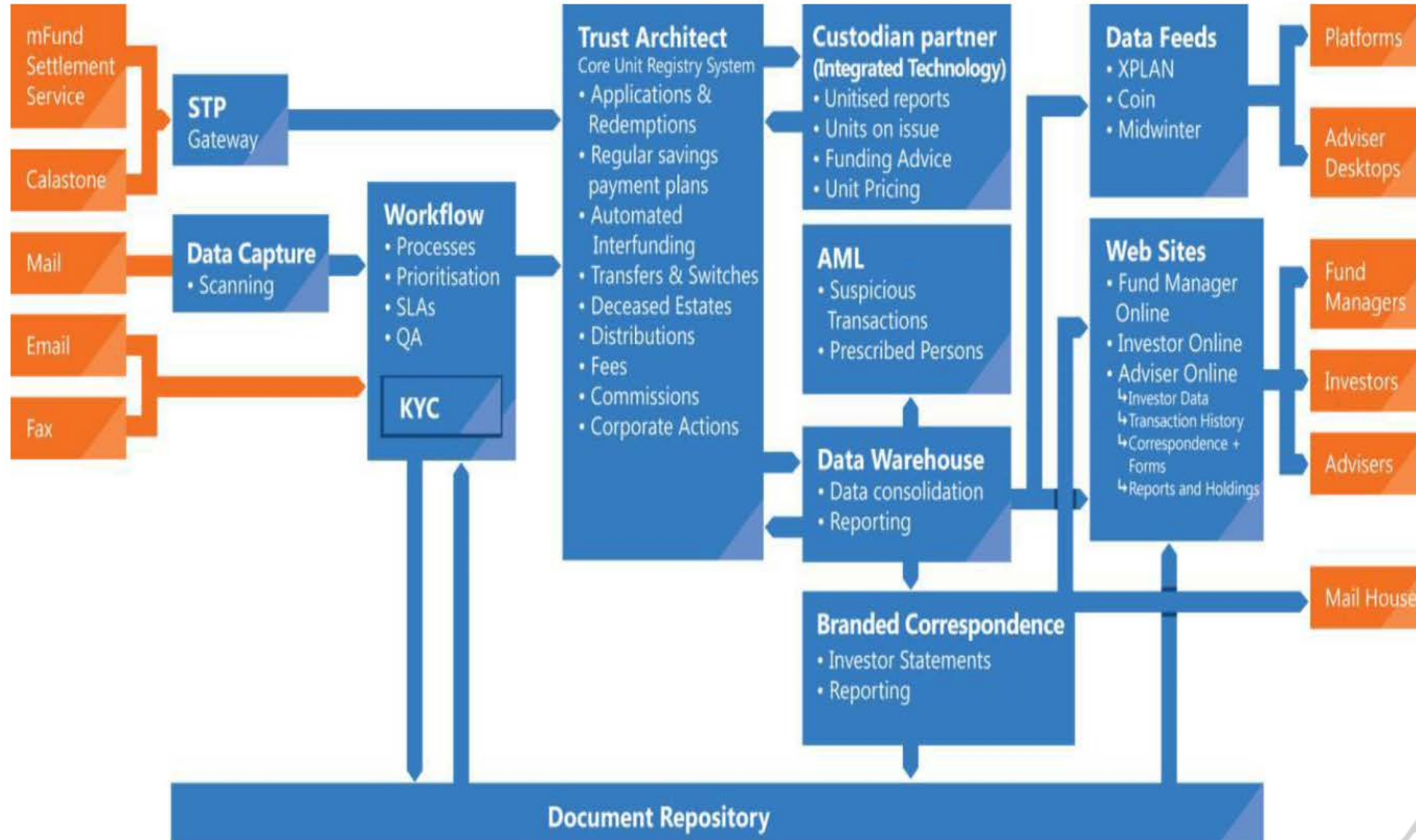
Fund Services currently:

- Administers \$415 billion in assets, represented by 31 fund managers and more than 450 funds
- Services 2,500 advisers
- Processes approximately 250,000 transactions per annum

The Paradigm Shift

- The largest platform in the market administers \$56.3 billion in assets.
- OneVue Fund Services added over \$58 billion in assets **IN THE LAST SIX MONTHS** and today administers nearly ten times the assets held by the largest platform in the traditional platform market.

What does Fund Services do?



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What does Platform Services do?

- Most of what Fund Services does is directly applicable to Platform Services, however Fund Services charges on a transaction basis.

WHY SHOULD A \$5 MILLION INVESTOR BE CHARGED MORE THAN A \$5,000 INVESTOR FOR PURCHASING THE SAME ASSET DUE TO THE LEGACY BPS CHARGING BASIS EMBEDDED IN THE PRICING OF A TRADITIONAL PLATFORM?

Platform Services VS Fund Services operating models?

Fund Services

- Clients fund development
- Transaction based model
- Limited competition
- OneVue has greatest scale
- Due diligence intense
- More risk aware than price sensitive
- Clients less likely to be taken over
- Slower to move due to size and scale of clients
- High level of recurring revenue
- Both directly and intermediated driven

Traditional Platform Services

- Shareholders fund development
- BPS based model
- Intensely competitive
- Market disruptors subscale
- Due diligence limited
- More price sensitive than risk aware
- Constant consolidation amongst advisory groups
- More innovative due to intense competition
- High level of recurring revenue
- Intermediated driven

BOTH DRIVEN BY AUTOMATION

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Platform Services VS Fund Services operating models? (continued)

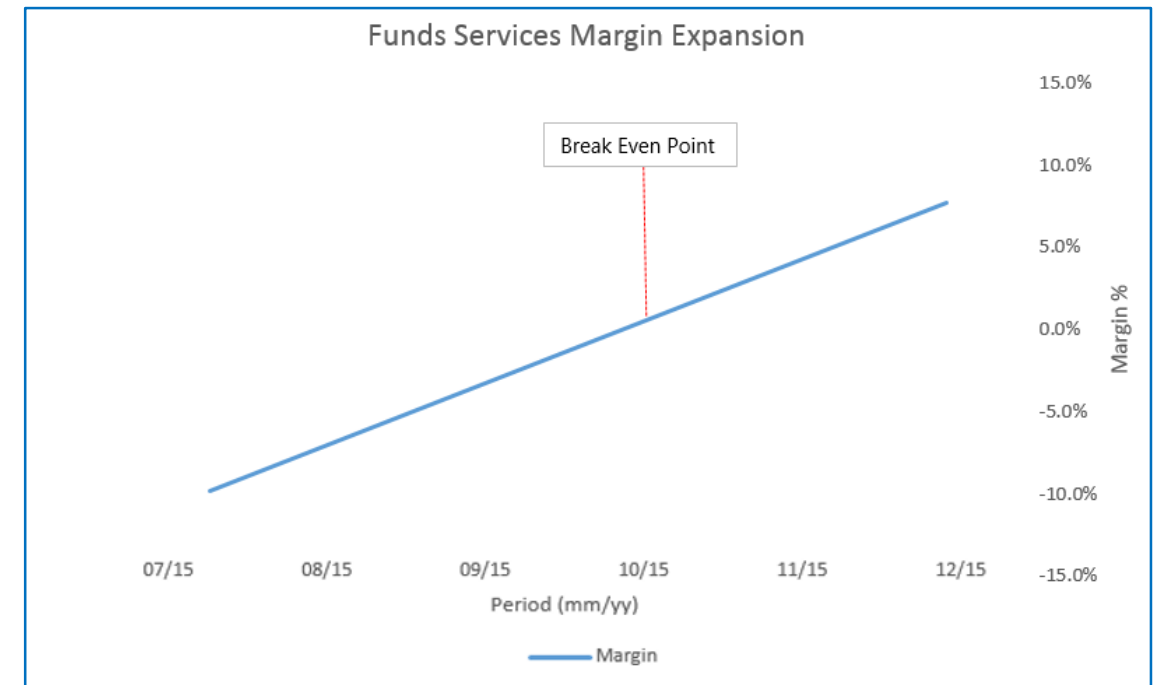
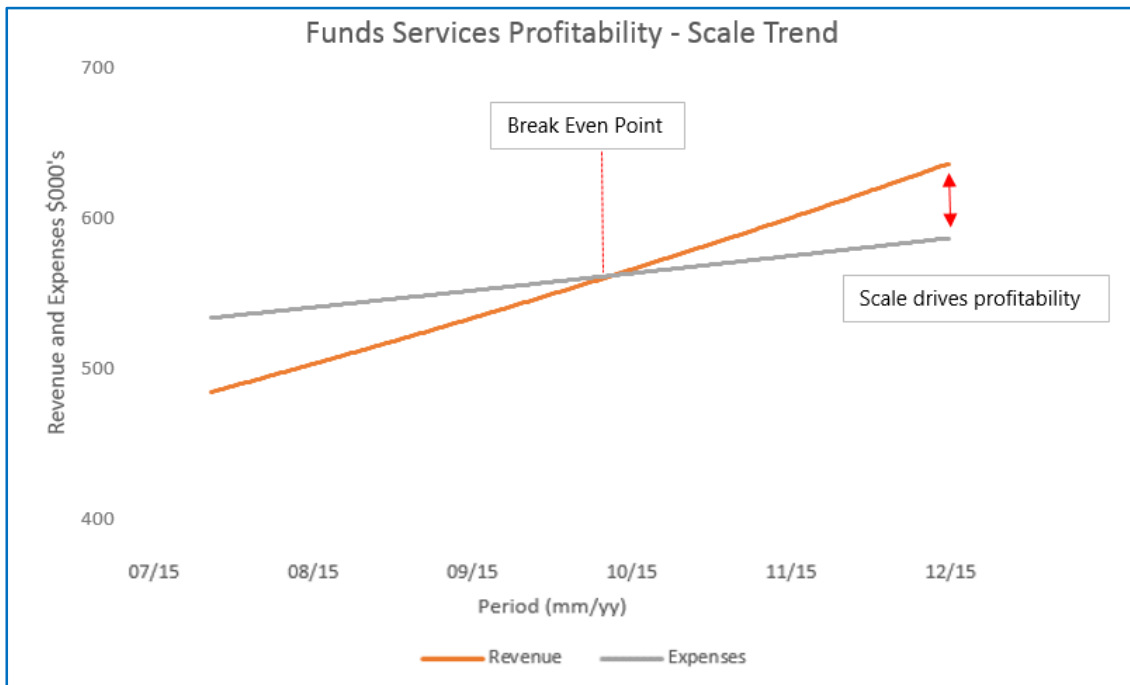
Even if a Platform Services market disruptor doubles in size in the next twelve months it remains subscale relative to the incumbents.

When OneVue converts its existing Fund Services pipeline, OneVue can change the platform market with direct access to the underlying fund manager data...

THE BLOCK CHAIN PLAY

Fund Services

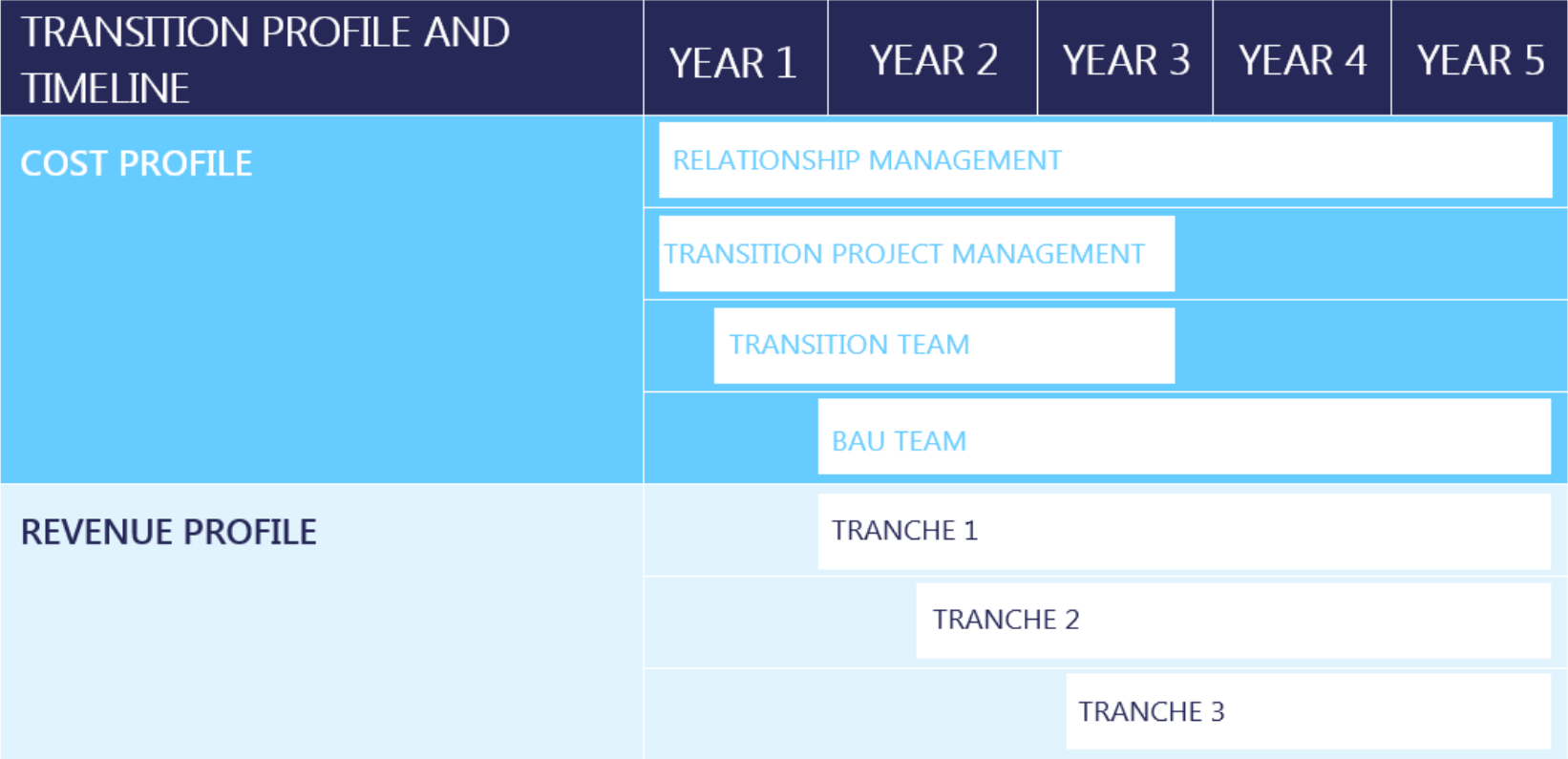
It has unequalled scale, and now has significant operating leverage



The above graphs present historical trends over the six month period to 31 December 2015

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Fund Services new business transition cost and revenue profile



ONEVUE IS CURRENTLY BEARING UPFRONT
CONCURRENT COSTS TO DELIVER RECURRING
REVENUE STREAMS

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Automation is digital and drives margins and operating leverage

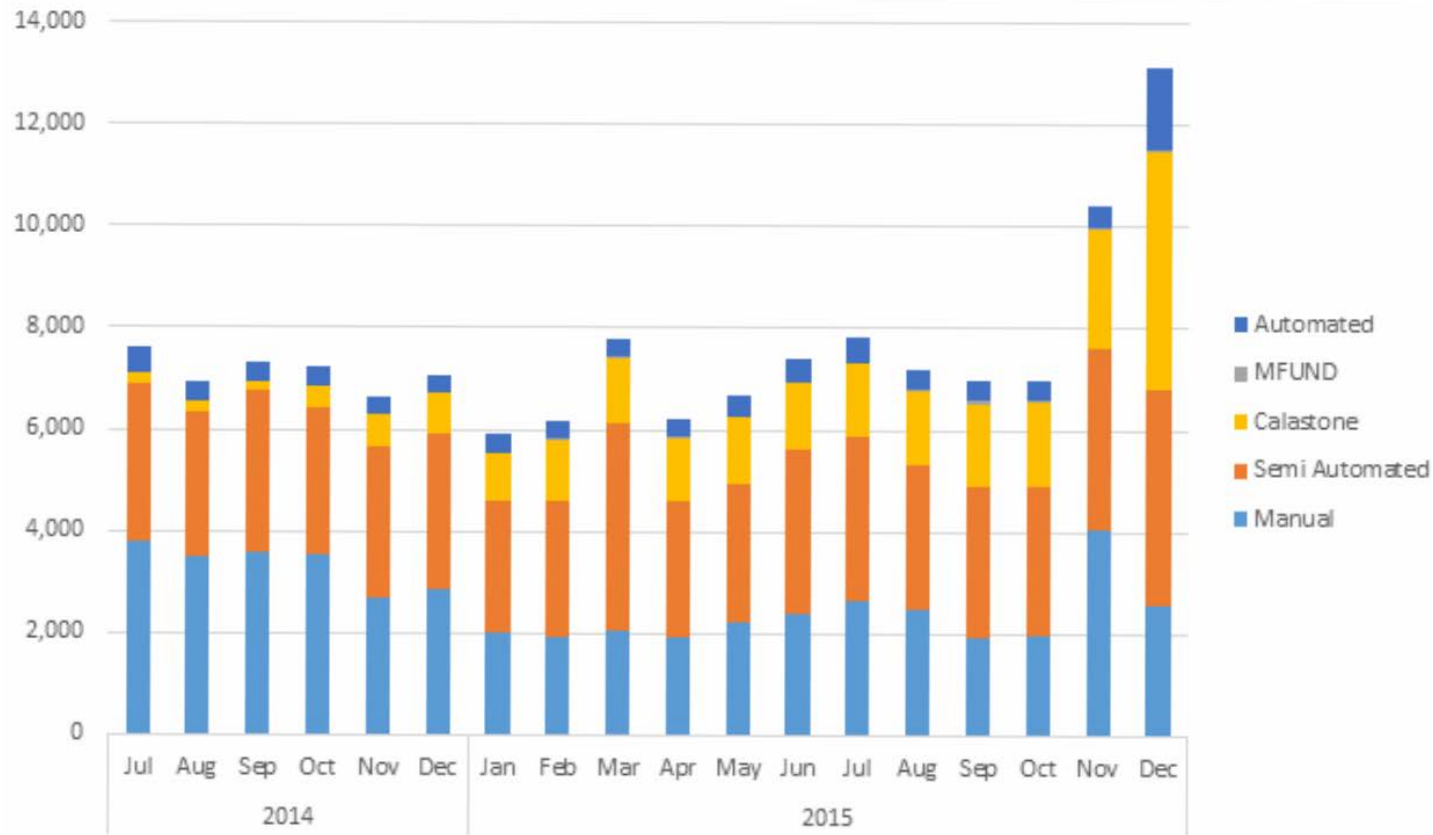
Why focus on digital and disintermediation?

- Over the next 20 years, the share of financial assets held by Generations X and Y will grow from 36% in 2010 to approximately 70% in 2030
- By 2020 40% (est. 145,786) of today's managers in family and small businesses will have reached retirement age
- What cannot be determined is the rate of disintermediation in the process
- OneVue's first digital client brightday was recognised by the market for its digital footprint and was a finalist in Best New Product 2015 and earned a Gold Rating by Super Ratings in its first year
- OneVue is well positioned to service both the traditional and direct to member markets



All about you

Automation is digital and drives margins and operating leverage (continued)



Fund Services transactions: 18 months to 31 December 2015

- Total transactions increased 19%
- Calastone transactions increased 82%
- mFund transactions increased 97%
- The number of straight through transactions (STP) has increased to 82% from 50% at 30 June 2015
- Increased automation helped deliver an average 99% SLA achievement across all clients
- Focus is continuing on delivery of consistent service


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Platform Services well positioned

- Record Retail FUA of \$3.247b at December 2015. Net funds flows of \$210m for the half
- Successful Launch of new LUMINOUS Platform - 150 new advisers added
- Superratings finalists for
 - Best New Product Finalist for brightday Complete Super
 - Rising Star finalist for OneVue Super which recognises the fund that has excelled in terms of enhancing their value proposition to members through significantly improved services and benefits
- Top 10 in Investment Trends survey achieving 2nd in the Product category, despite only launching LUMINOUS in last quarter of 2015



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Current Financials and key metrics at the Half year (H1 FY 2016)

- Revenues (underlying) of \$12.3m, up 15%
- EBITDA loss of 0.8m
- Operating cash flow breakeven
- Net assets/ equity of \$34.1m
- Cash and cash deposits of \$18.4m, now \$22.5m
- Fund Services FUA of \$413.2b increased by \$58b or 16% Platform retail FUA of \$3.247b increased by \$210m

All about you



OneVue's value will
be driven by
combining Platform
Services innovation
with Fund Services
scale.

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This presentation has not been subject to auditor review.

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Thank you
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