



OneVue Holdings Limited

Annual General Meeting

24 November 2016

All about you.

Our Vision

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

Corporate Update

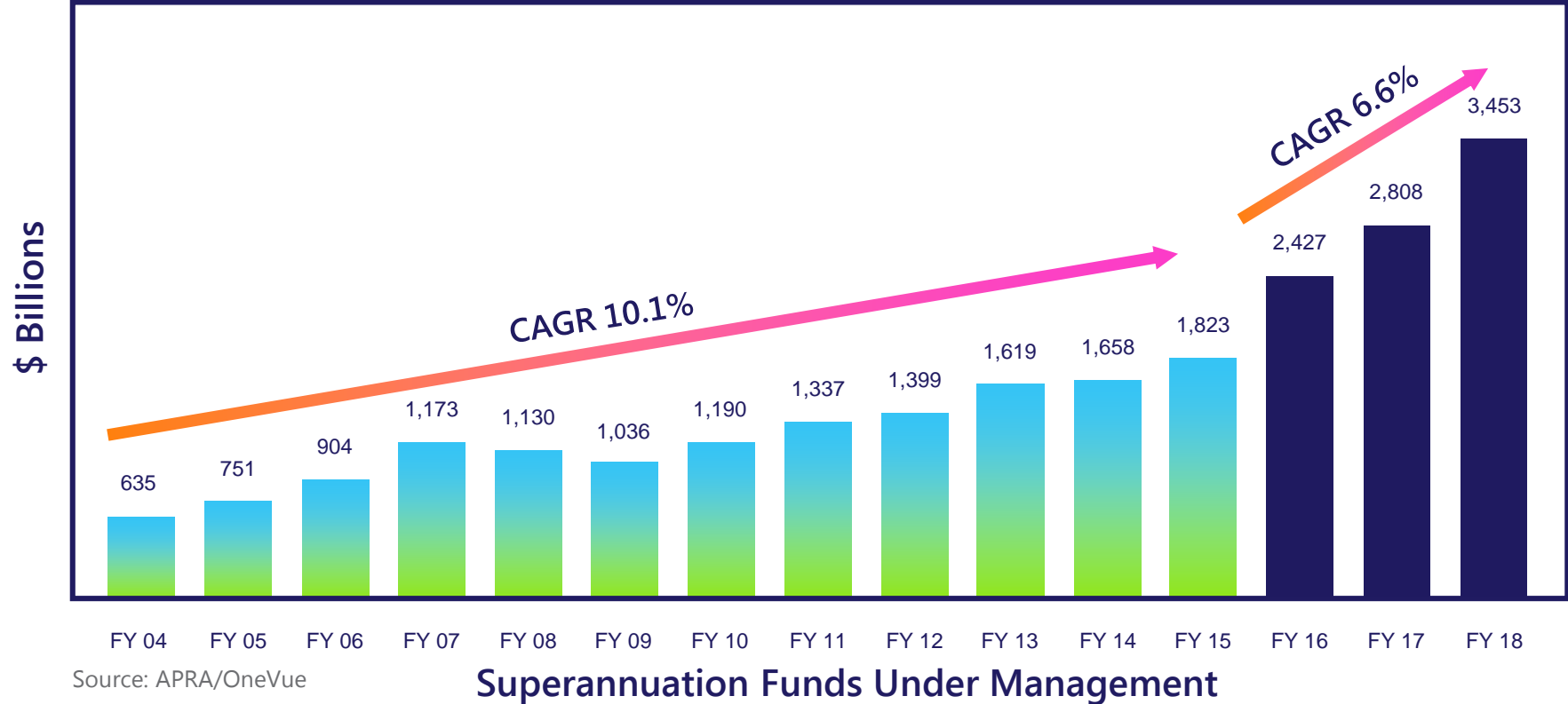
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All about you.



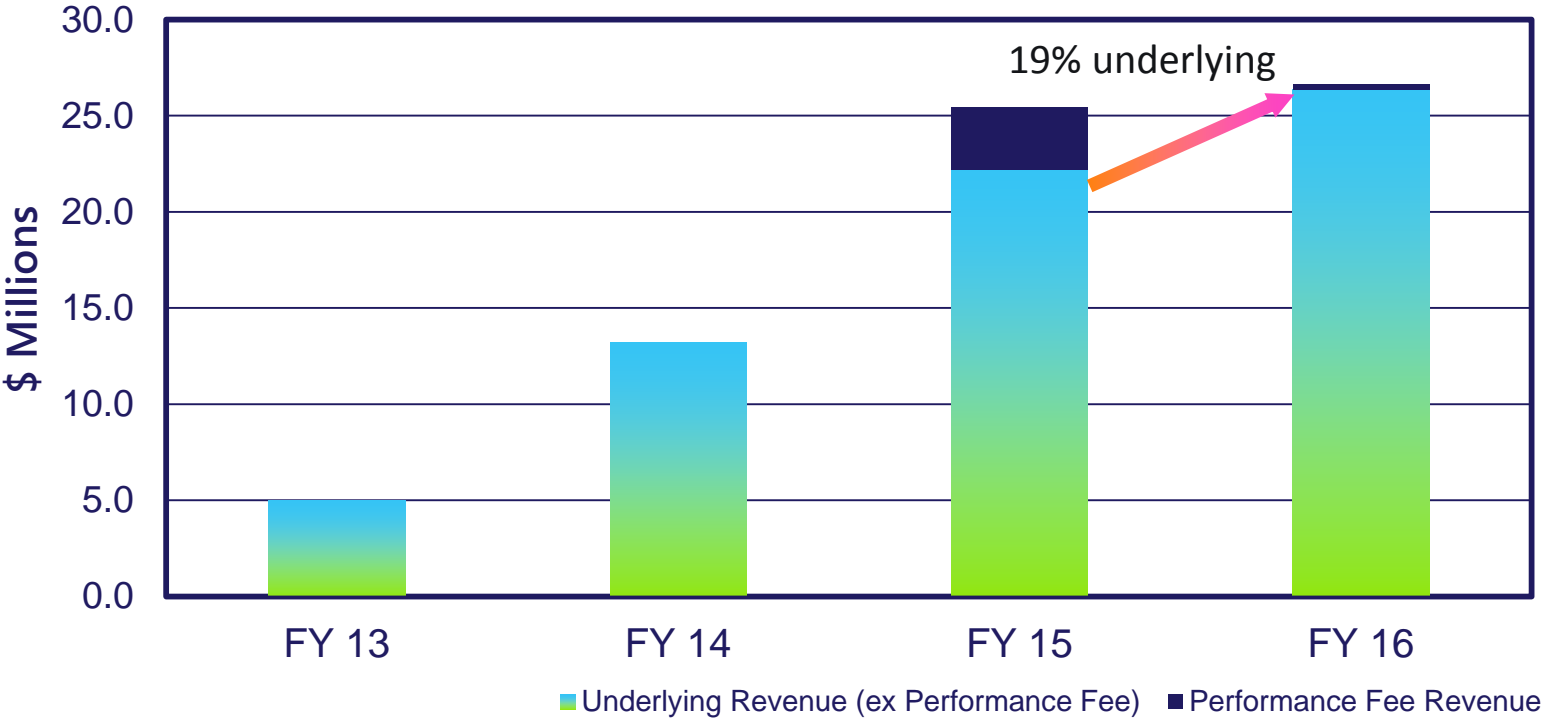
Superannuation sector growth

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 19% over the last 12 months



Corporate Highlights

OneVue's existing businesses performed strongly through the year

- Platform Services and Fund Services delivered positive FY16 EBITDA results
- Fund Service's Unit Registry is #1, became EBITDA positive and grew transactions by 110% and;
 - now has contracts with 4 of 6 major custodians
 - 34 investment managers, 482 funds and \$427b in FUA
 - significant contracted growth trajectory
- Platform Services gross flows were \$902m during the twelve months
- Two acquisitions were also undertaken during the year:
 - Diversa, #1 provider of superannuation trustee services in Australia with \$8.4b in FUTMA
 - Super Managers' acquisition has been integrated and delivering above expectations
- The combined Group is now poised to deliver greater profitability

Group Pro-forma Financials with Diversa

Combined Group delivers EBITDA profitability

AS AT 30 JUNE 2016		
	OneVue	OneVue & Diversa Combined
Annual revenue	\$26.6m	\$41.8m
Underlying EBITDA	(\$1.2m)	\$2.1m
Total assets	\$45.2m	\$109.3m
Net cash	\$18.7m	\$23.1m
Net assets	\$36.7m	\$85.5m

Note: Diversa acquisition completed 6 October 2016. Above numbers exclude any synergy benefits.

\$2.3m pa of \$4m pa synergies realised in first 30 days

Diversa acquisition EPS accretive year 1

Trading Update

Strong first quarter trading, NAB contract signed and Diversa acquisition completed

- ❑ NAB's Asset Services business signs 5 year contract with OneVue to outsource unit registry doubling number of fund managers and funds
- ❑ Diversa acquisition completed and strong growth continues
- ❑ Second consecutive positive cash flow quarter with operating cash flow of \$0.7m
- ❑ Net cash at quarter end of \$18.7m
- ❑ Fund Services Unit Registry FUA increased \$17.5b for the quarter closing at \$427.4b
- ❑ Platform Services record gross inflows of \$306m for the quarter, up 18.3% on the pcip, taking inflows to \$949m for the past twelve months
- ❑ New Platform Services client with \$200m in FUA set to transition in this financial year
- ❑ Performance fees earned in the quarter of \$667k

Business Update

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onevue

The OneVue business

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

Products and Services

- Superannuation
Trustee Services
- Portfolio
Construction Services

Administration

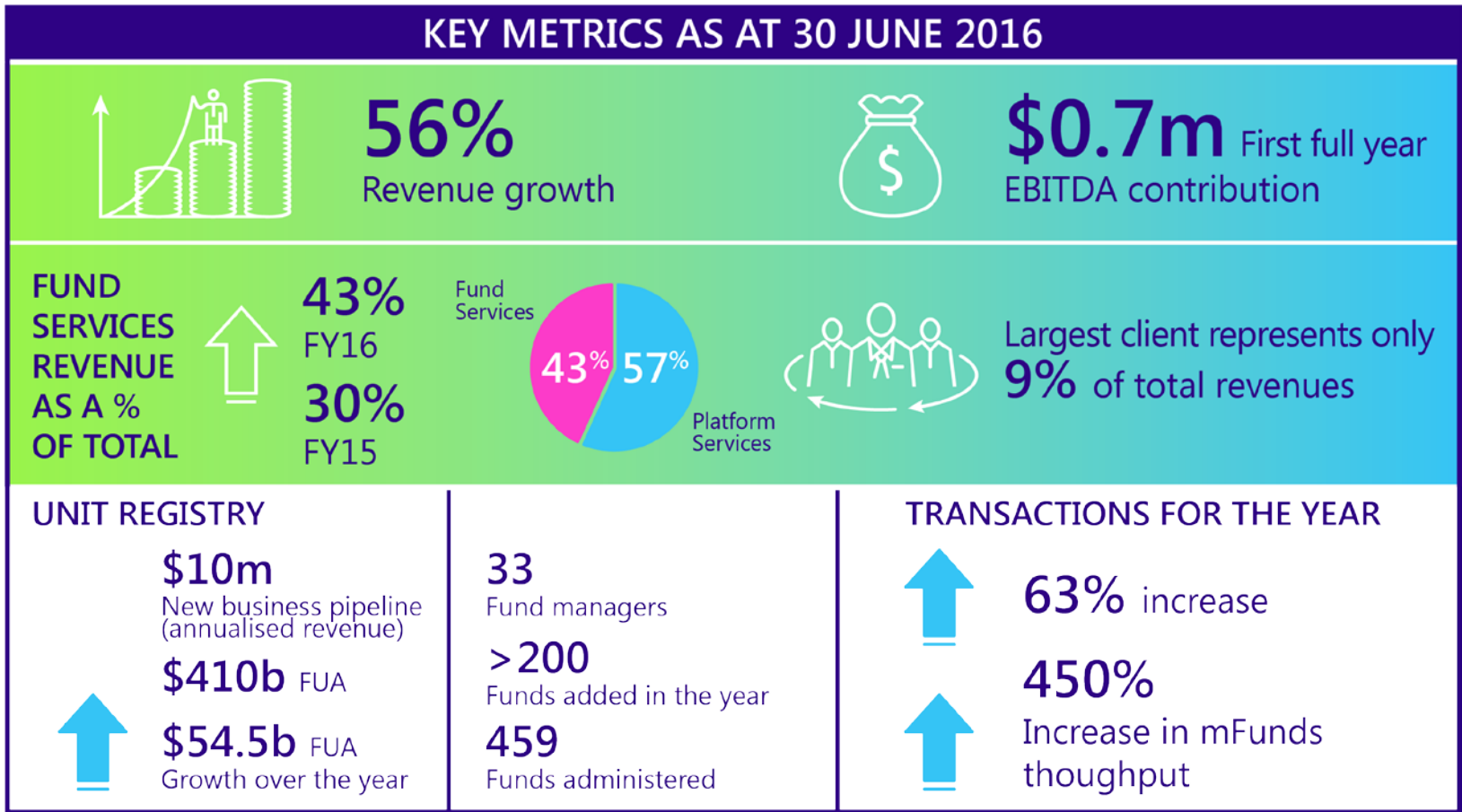
- Fund Services:
 - Unit registry services
 - Superannuation member
administration
- Platform Services including
managed accounts

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

Administration - Fund Services Dashboard

Administration

A profitable business line with strong contracted growth

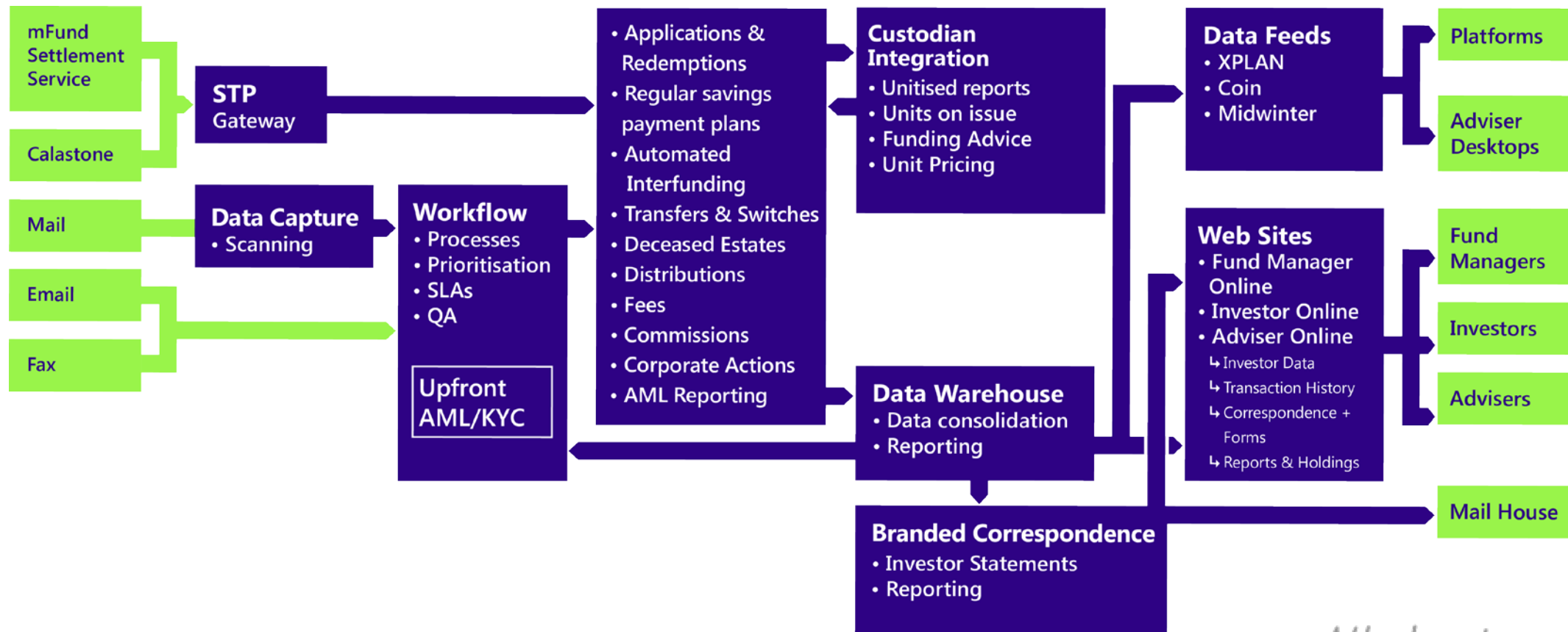


- Market leader in unit registry (#1)
- Scale delivers increasing margin
- Positioned as partner of choice for custodians
- OneVue Super Services delivering above expectation

Administration – Fund Services Unit Registry

Administration

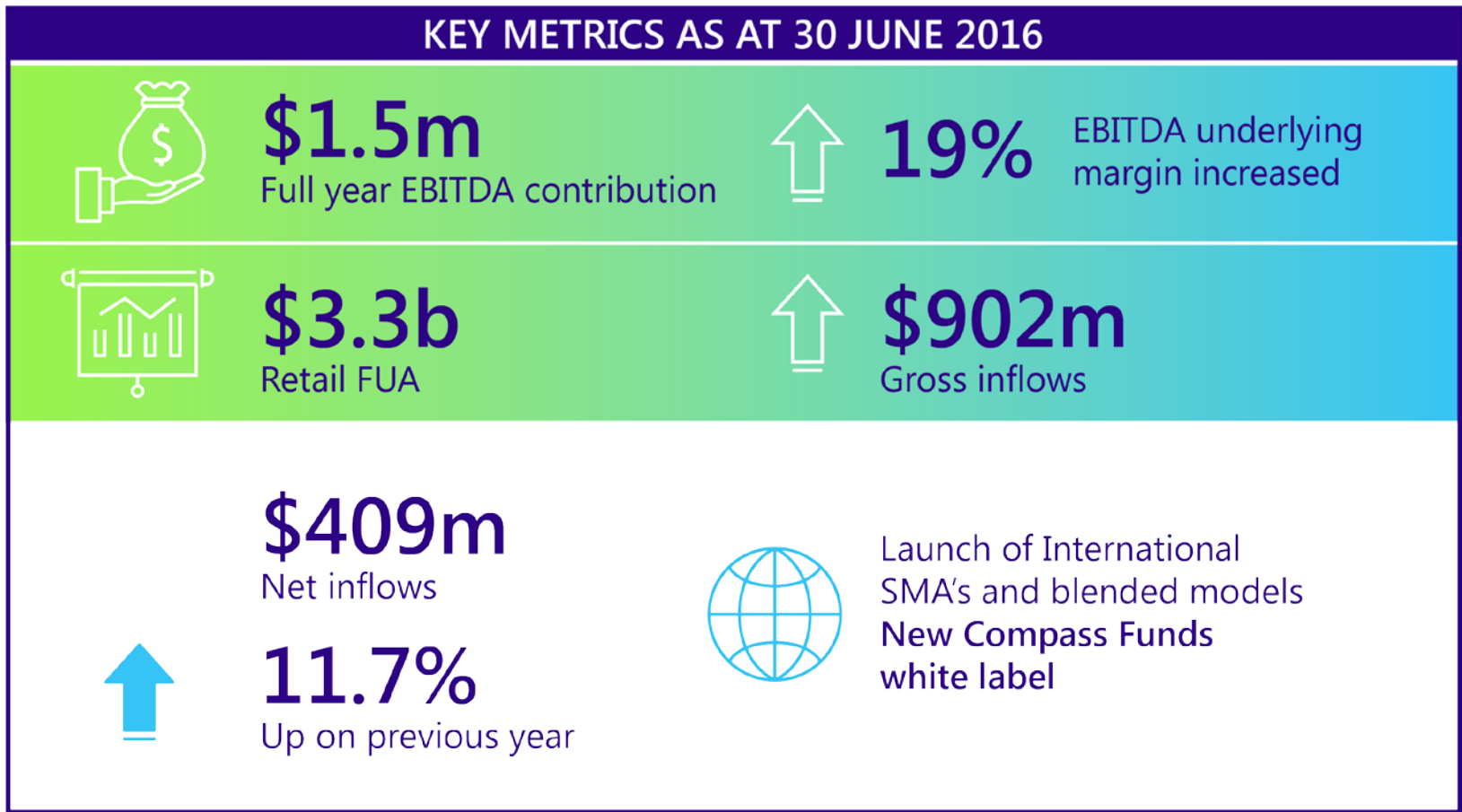
80% of transactions are currently automated. #1 and is poised to leverage its scale, its fee for service pricing model and the quality and diversity of its client base to create a Fund Marketplace.



Administration - Platform Services Dashboard

Administration

Platform Services continues to deliver profits and increasing underlying EBITDA margin



Awarded for digital innovation

New contracts under negotiation

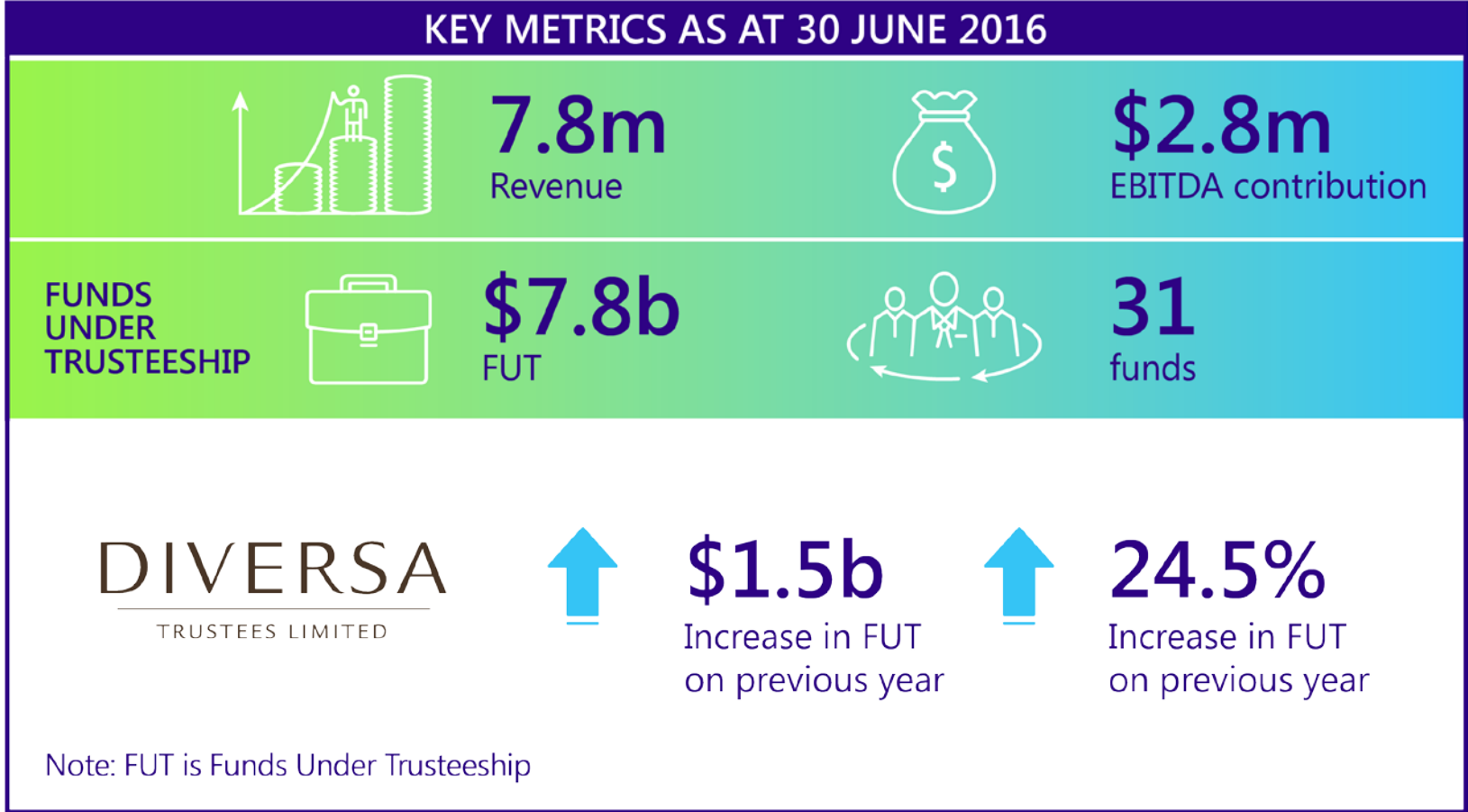
Leveraging proprietary technology to create innovative client solutions

In addition to dealer groups client pipeline now includes fund managers, institutions and retail brands

Superannuation - Trustee Services Dashboard

Products and
Services

Diversa trustee delivers strong financial result



- #1 superannuation trustee
- Scale benefits
- Trustee of choice for managed accounts providers “when they grow we grow”
- Managed account sector forecast to grow at 35% CAGR to 2020* could deliver ~75% of industry net flows.”

FY17 Focus

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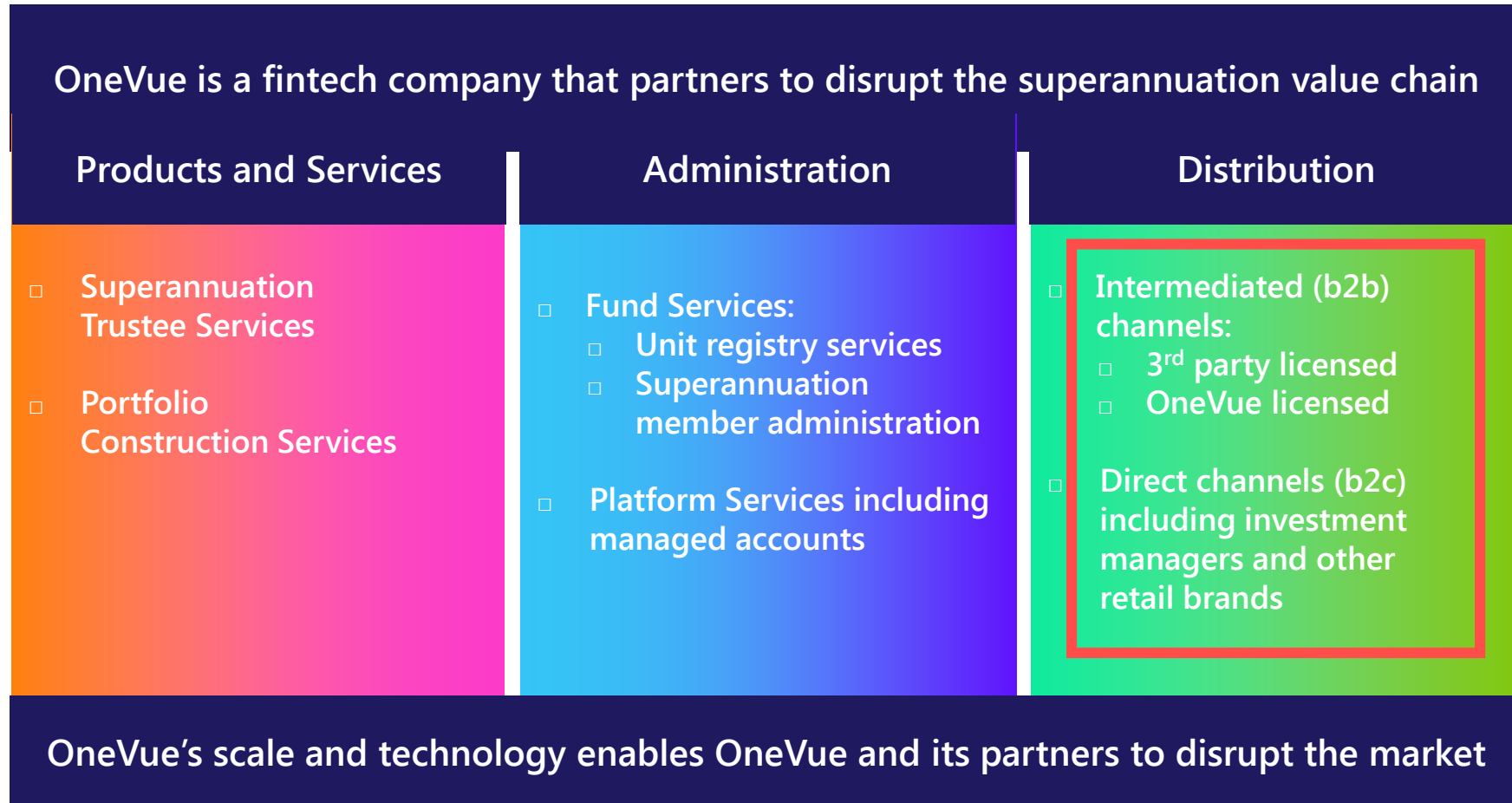


FY17 signals an increased focus on Distribution

OneVue is supplying leading superannuation services and is now #1 in unit registry and #1 in superannuation trustee services

- We are now focused on broadening and deepening our distribution capabilities to drive increased demand for these services
- Matt Lawler has recently been appointed to the position of EGM Wealth Management Services and his mandate encompasses both the B2B and B2C markets
- Growth opportunities will be considered from existing and new partnerships as well as potential acquisitions

OneVue business - Distribution is a logical extension



FUND.eXchange

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GAME
CHANGER

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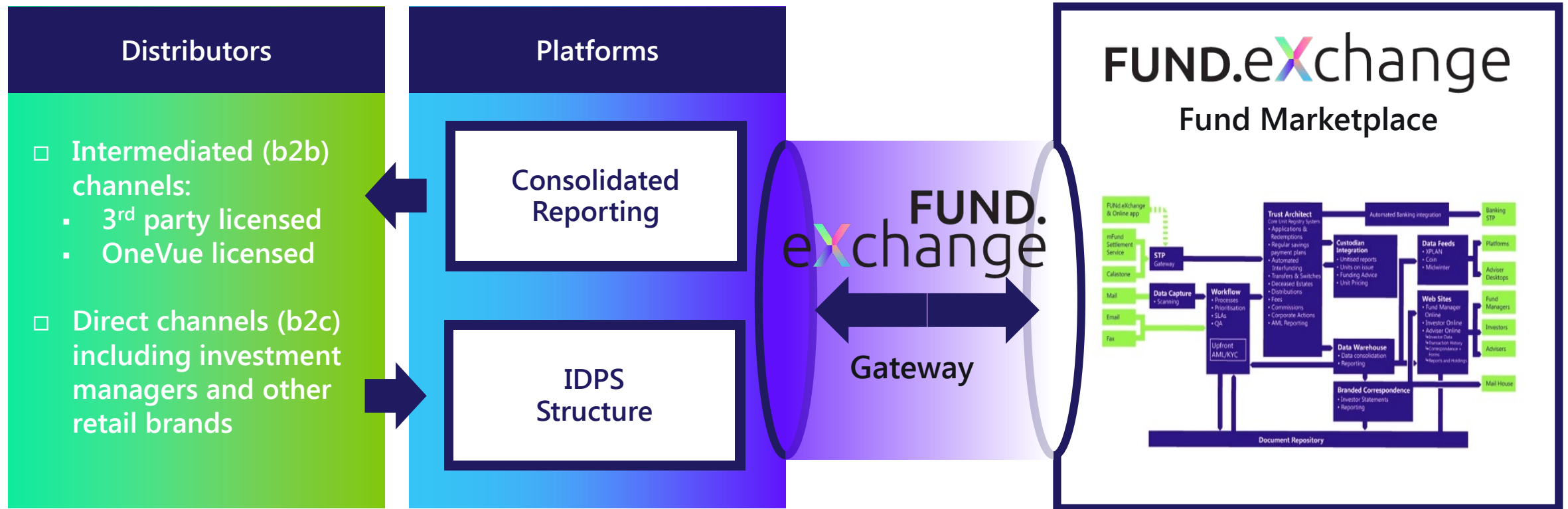


What is the FUND.eXchange?



..... is a digital gateway that connects
distributors to a more efficient fund marketplace

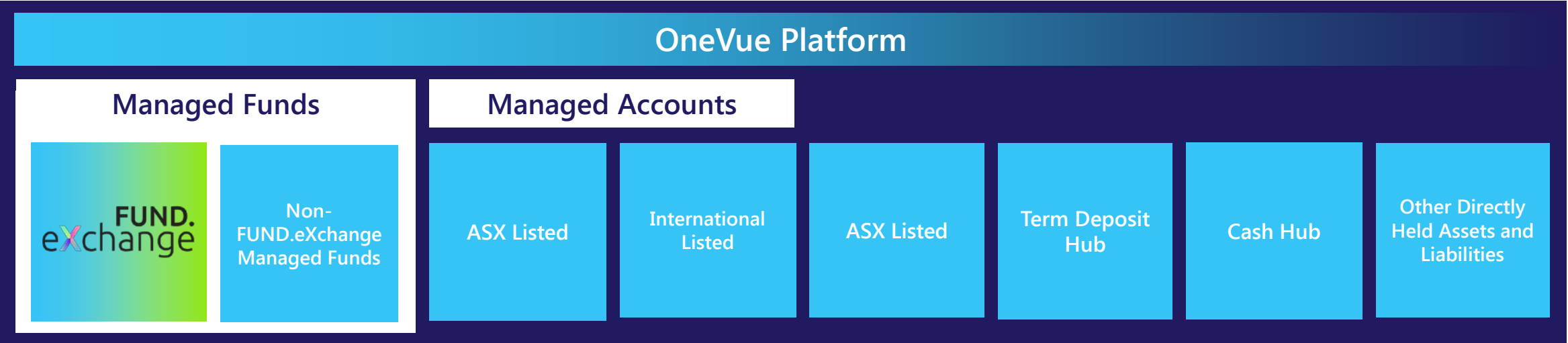
How the FUND.eXchange works



- OneVue's Platform will be the first to offer the benefits of the FUND.eXchange

The FUND.eXchange on OneVue's Platform

The OneVue Platform offering is enhanced and becomes more competitive by including the FUND.eXchange Funds

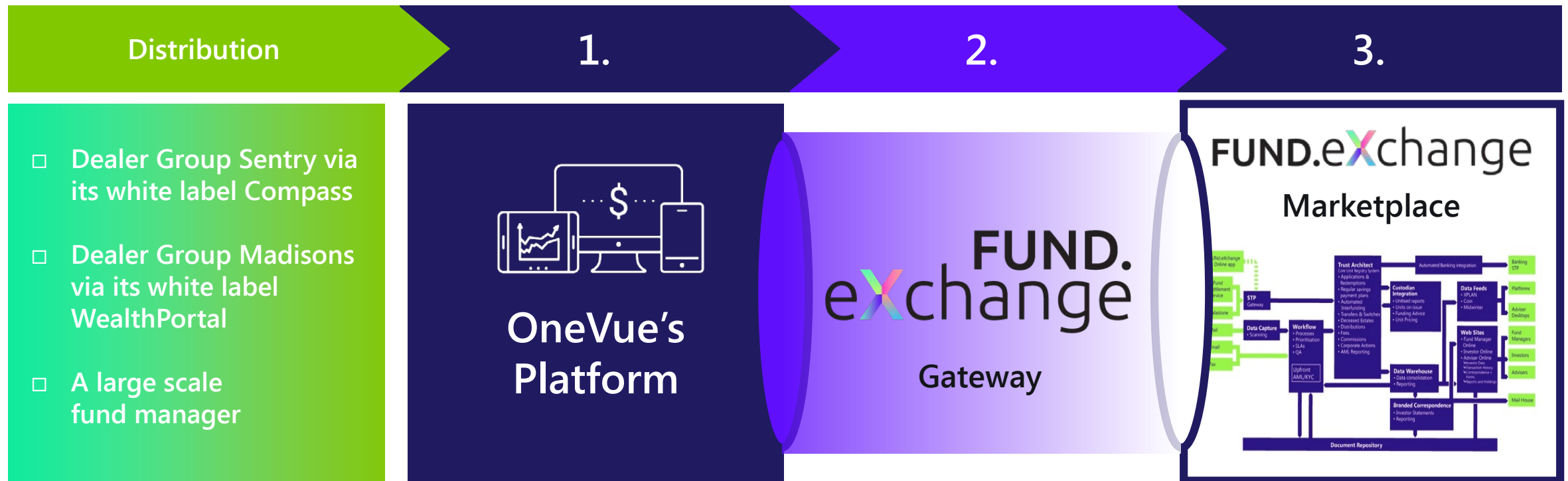


Benefits of the FUND.eXchange

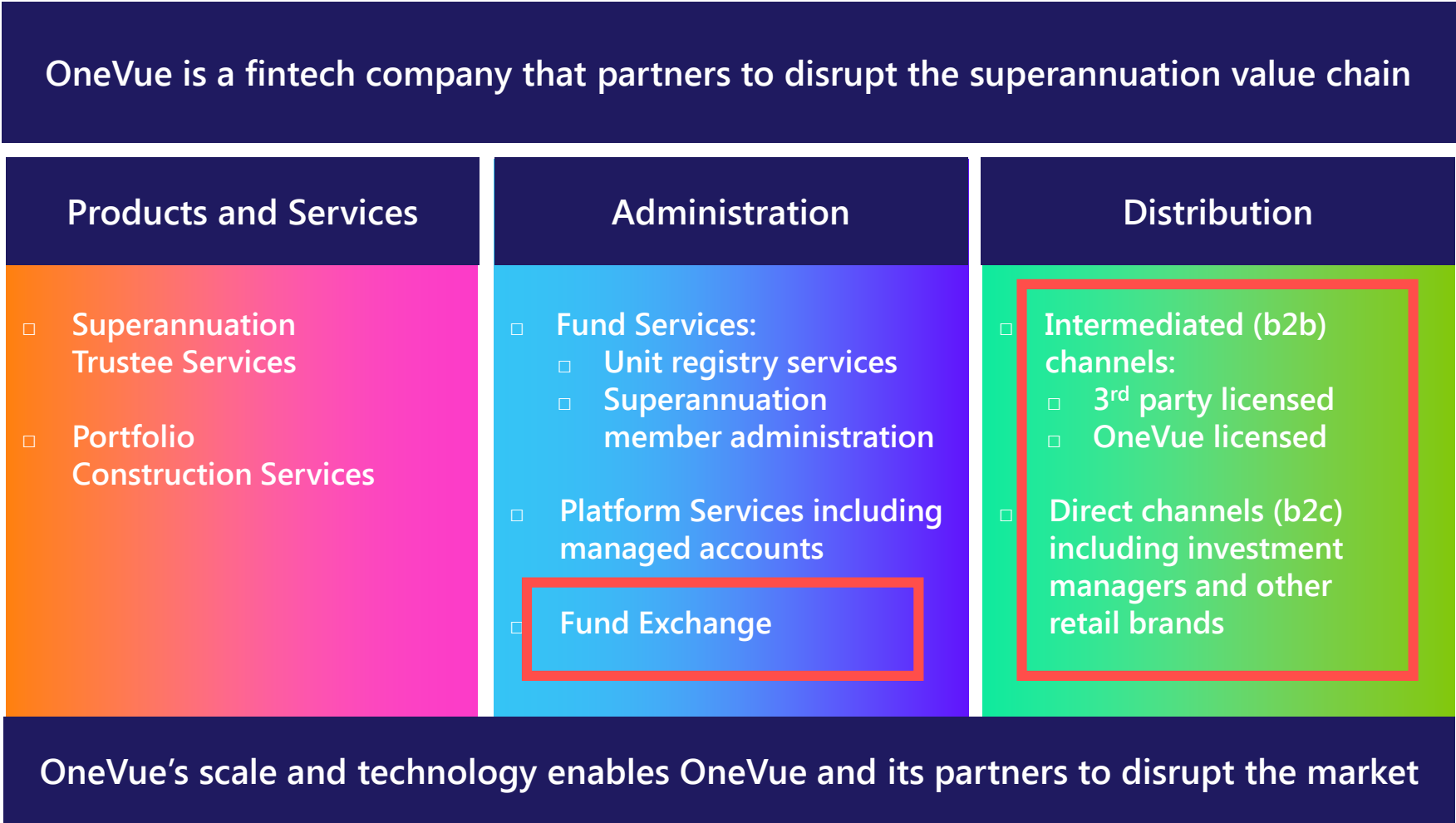
- ❑ Brings greater efficiency to the unit trust industry
- ❑ Total cost to end investor should reduce
- ❑ The fee for service pricing model creates parity between high value investors and smaller investors “doing the same things”
- ❑ That parity also brings new client segments onto platform including HNW, charities, and institutional accounts
- ❑ The FUND.eXchange marketplace offers a value added service to OneVue’s Unit Registry Fund Managers
- ❑ Enables a re-distribution of margins towards groups who play an ongoing role in creating client wealth namely Fund Managers and Licensee groups
- ❑ A growing pool of Fund Managers and funds within the FUND.eXchange marketplace facilitates the creation of lower cost model portfolios

How will OneVue make additional revenues from FUND.eXchange

1. Transactions via OneVue's platform. The Platform revenue is now driven by both funds under administration and transaction fees
2. OneVue collects a gateway charge every time a transaction goes via the FUND.eXchange gateway
3. OneVue's Fund Services unit registry business collects fees from each transaction going via the gateway into the marketplace



OneVue business – FY17 and beyond



People and Culture

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People and Culture

A key to OneVue's success is the passion and commitment of our people. OneVue invests in people to create a unique culture to attract, retain and develop the best talent

- ❑ A company wide cultural program, "the 20 mile march", to create a greater sense of purpose and an appreciation for the importance of consistency
- ❑ A newly developed recruitment, on-boarding and induction program
- ❑ Regular communication on the Company's activities from the Managing Director and senior leaders
- ❑ A quarterly reward and recognition program for staff at all levels
- ❑ All staff complete a *Myers-Briggs Type Indicator* (MBTI) assessment to foster teamwork, develop leadership skills and to provide the knowledge and tools to assist with conflict management and stress management



OneVue Board strength



Gail Pemberton
Chair



Ronald Dewhurst
Non-Executive Director



Connie Mckeage
Managing Director



Andrew Macpherson
Non-Executive Director

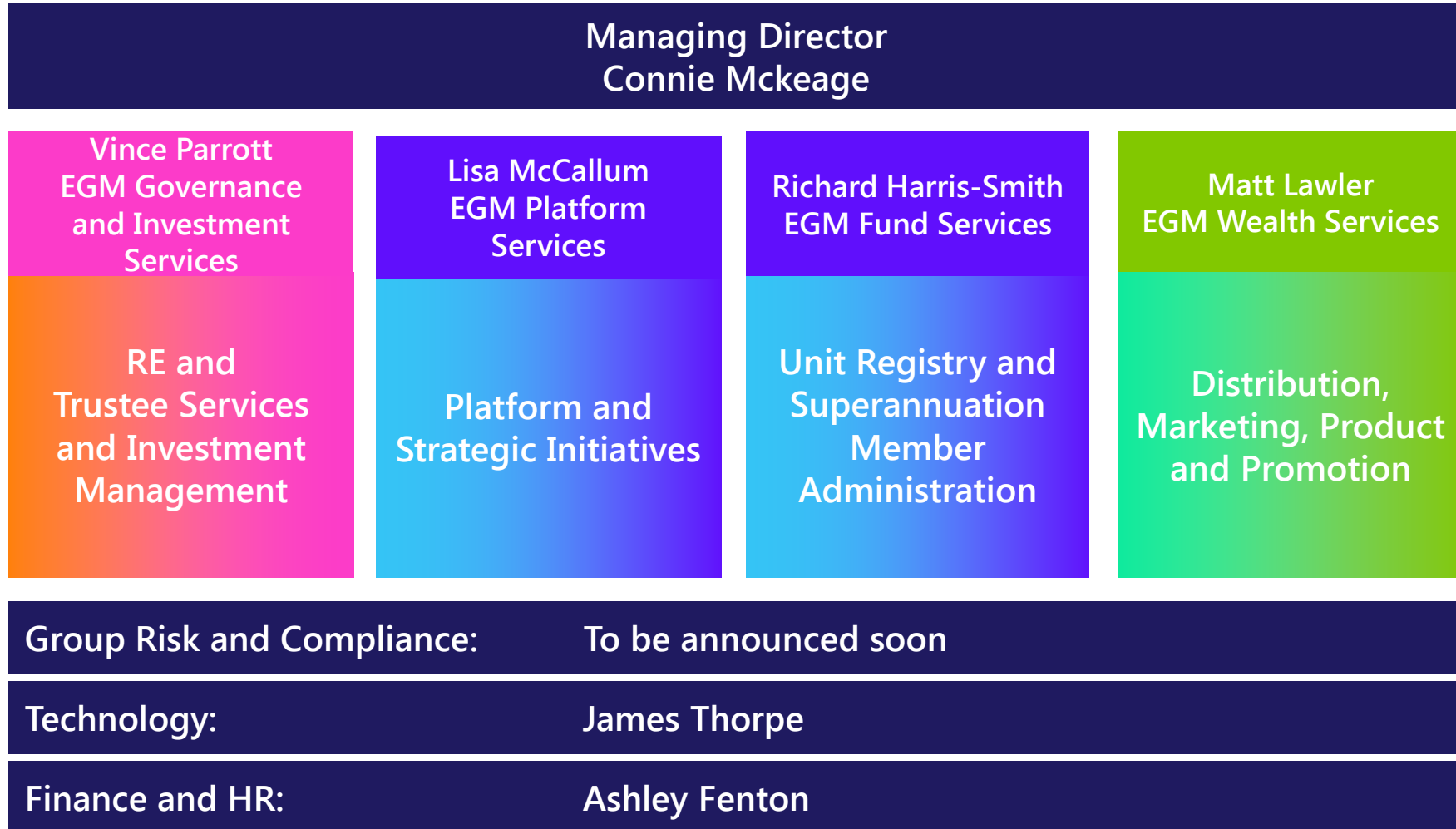


Garry Wayling
Non-Executive Director



Stephen Knight
Non-Executive Director

Experienced and committed Group Executive team



Summary

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

- The superannuation industry continues to grow strongly. OneVue is growing well above industry average
- OneVue's two businesses: Fund Services and Platform Services performed well in FY16. Both are EBITDA positive on a standalone basis (before corporate costs) and have strong growth prospects in FY17
- OneVue will be EBITDA positive in FY17 at the Group level with a strong well funded balance sheet
- The acquisitions of Super Managers and Diversa have already made positive contributions
- New contracts will deliver significant organic revenue growth
- Fund.eXchange is an exciting initiative leveraging the Group's market leading unit registry business to create a more efficient Managed Fund marketplace

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Thank you

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