

One Vue Holdings Limited

FY2015 Half-year results

27 February 2015



OneVue (OVH) listed on the ASX in July 2014.

Over 40% of the shares on issue are owned by directors, staff and related parties.

OneVue employs 150 staff across three states.



OneVue is a middle to back office provider of superannuation and investment management solutions.

OneVue has a diversified revenue base across two operating businesses:

- Platform Services and
- Fund Services



- Platform Services delivers advised (via advisers and accountants) and nonadvised (digital direct) solutions.
- Platform Services has reached record Funds Under Administration (FUA) of over \$2.8b at December 2014.
- Platform Service's superannuation solutions include retail superannuation and an SMSF administration service.
- The SMSF solution was voted Online Administration Platform/Service of the year in 2014, by AFR Smart Investor for the second year running.



Fund Services provides unit registry and responsible entity (RE) solutions to clients ranging from global custodians to boutique investment managers.

The Fund Services business administers over \$145 billion in investments.

Tracking to prospectus forecast

\$,000	H1 FY2015	
Operating Revenue	11,981	
Operating Expenses	11,959	
Underlying EBITDA	22	
Non recurring expenses	(523)	\$367k acquisitions and restructuring; \$156k IPO
EBITDA after non recurring expenses	(501)	
Depreciation, amortisation and net interest	(1,138)	Amortisation of intangibles due to acquisitions and project costs
Net (Loss) After Tax	(1,639)	

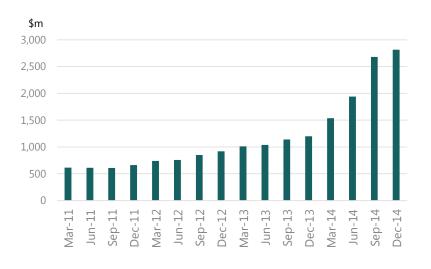
Platform Services

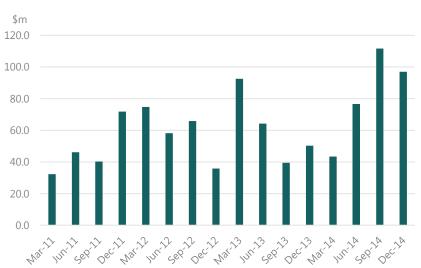
Middle to back office superannuation solutions					
	Retail Super	SMSF Best Online SMSF Administration Pattern Server	Industry & Govt	RE Services	Other
Services	 Trustee services Member administration Portfolio administration Implemented portfolios Full end to end retail offering 	 Establishment Investment administration Superannuation administration Tax & audit services Implemented portfolios Full end to end SMSF offering 	 Investment administration All core assets & liabilities including property 	Ability to set up separately managed accounts and managed funds	Ability to hold investments outside superannuation
Channels	Digital and Traditional				
Sectors	Financial Services		Other		
Target clients	Dealer groups, advisers, accountants, industry and retail funds		Brand names wishing to provide financial services to their clients or members		
Examples	Yellow Brick Road, Eureka/News , DMG Financial, Madison Financial, Spring Financial Group, MGD Wealth				

Platform Services moves to positive EBITDA

\$'000	H1 FY2015	
Revenue		
Platform	5,447	107% higher than 1H 2014; excluding acquisition impact 14.6%
Select Investment Partners	2,535	Contribution since 28 August 2014 Management fees \$1,273k; incentive fees \$1,262k
Total Revenue	7,982	
FUA (\$m)	2,815	Growth is tracking as expected
Platform Margin	0.54%	Excluding Select Investment Partners Prospectus forecast of 0.52% for full year
Segment EBITDA	1,067	Segment EBITDA and profit are positive

Record Funds Under Administration



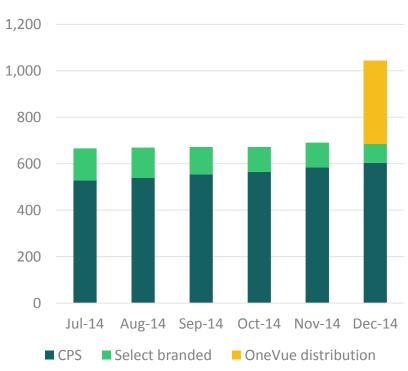


\$m	December 2014
SMSF and other investment structures	1,470
Implemented portfolios	685
Retail Superannuation	373
SMSF Administration	287
TOTAL FUA	2,815

- Net funds flow driven from existing and new white label clients
- Quality clients and committed relationships delivering organic growth

Select Investment Partners acquisition already delivering value

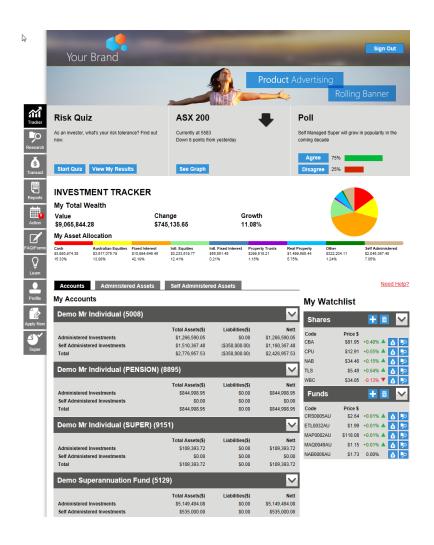




\$m	December 2014		
Select branded	81		
Customised Portfolio Solutions (CPS)	604		
OneVue distribution	359		
TOTAL	1,044		

- Cost synergies of \$0.4m in the first half achieved
- New funds and clients added through OneVue's distribution
- Retail superannuation clients including brightday are utilising Select Investment Partners
- Funds Under Management (FUM) now represents 37% of retail FUA in Platform Services

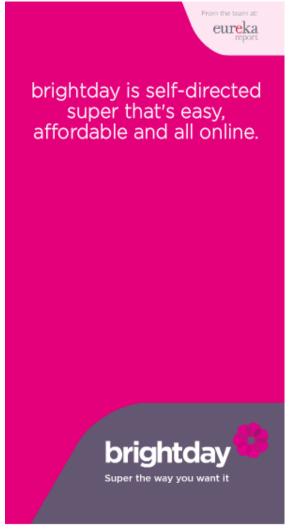
Digital Direct – new growth channel now 'live'



- The Digital Direct service offers self directed investors a flexible endto-end self managed superannuation fund (SMSF) service, retail superannuation and the ability to manage non-superannuation assets
- It is attractive to both financial services and new, non-traditional entrants
- News Corporation's Eureka Report went live with brightday (built by OneVue) in December 2014 with the public launch in January 2015
- Eureka Report own the client interface and marketing, adding their own development and content to the client experience
- OneVue's expertise and investment in this new digital channel has created significant market interest

Eureka - investing heavily in marketing









brightday draws on the tight integration

of OneVue's acquisitions





Complete Super utilises the superannuation expertise of MAP and the investment expertise of Select





Total SMSF utilises the services of SMSF Managers





Direct Investing utilises the services of OneVue and its previously integrated acquisitions

Fund Services

Middle to back office investment management solutions

Services	Outsourced unit registry	mFunds	RE services	Installed software
Products	Retail and wholesale funds, trusts, bonds and mFunds AsiaPac partnership with Oracle	Retail and wholesale funds, trusts and bonds	Retail and wholesale funds	Retail and wholesale funds, trusts and bonds
Target clients	Custodians, trustees, retail and wholesale investment managers			
Examples	BNP Paribas, Northern Trust, Australian Unity, Antares, Smarter Money Investments, QIC, AMP, Colchester, Neuberger Berman, Centuria, Nikko, K2			

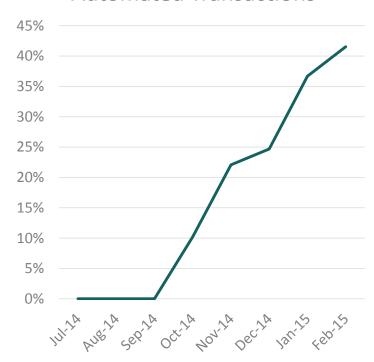
Fund Services – poised for faster growth

\$'000	H1 FY2015	
Revenue		
Software and outsourced unit registry	3,436	Lower than originally forecast, but revenue 9.7% higher than 2H 2014 (pro forma)
RE Services	787	Contribution since 28 August 2014; gaining new clients
TOTAL	4,223	
Segment EBITDA	233	

- Revenue growth in outsourced unit registry lower than forecast due to the time taken to negotiate contracts with global parties. It is expected these contracts will have a material impact on revenue growth in FY2016
- In line with expectations, increased organic growth from existing clients including RE services

Fund Services – growth expected at higher margins

Automated Transactions



The chart above shows the proportion of automated transactions (Calastone and mFund) as a proportion of total transactions (excluding distributions, RSPs, RPPs)

Source: OneVue

- Calastone development finished in the second half first client migrated in October 2014
- Efficiency has been increased with the implementation of both Calastone and mFund
- The number of automated transactions (chart left) has increased from zero in September 2014 to 42% for the first three weeks of February 2015
- mFund is a service being offered through existing clients as well as our new client, AMP Capital
- Reducing the marginal cost of administration
- Foundations in place to drive margin improvements with increased scale

Corporate Matters

- Major shareholder Michael Cole was called on options provided in 2010, but has not sold any other shares – refer ASX release 21 January 2015
- Shares will be issued in early March 2015 as part of the contingent consideration for Select Investment Partners
- The organic growth pipeline remains strong
- Additional M&A will be limited to opportunities of material size and shareholder benefit
- Reaffirms operating EBITDA prospectus forecast for FY2015 adjusted for new issued equity
- Converting loan to equity with Super Managers Australia (no capital required to settle) awaiting final conditions precedent
- Ongoing stability of core management team

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