

Announcement

OneVue Holdings Limited (ASX: OVH)

5 November 2015



2015 AGM Chair's address

Good morning Ladies and Gentlemen.

Before we begin the formalities I would like to make a few comments regarding our FY15 performance and then hand over to Connie to deliver the CEO report.

The financial year ending in June 2015, was our first year of operations post the IPO. With the IPO and the acquisitions of the Computershare Unit Registry business and Select well under our belt, the management team has been focussed on a growth and innovation agenda.

At the same time, OneVue met all of its growth targets, has begun to build real scale, won significant new institutional client business and is becoming increasingly recognised by the market as a company that consistently meets the targets it sets and is now one of the leading players in outsourced administration in wealth, superannuation and unit registry.

In the last 12 months, total revenue grew by 92%, 30% more than operating expenses. The underlying EBITDA for the year improved by 134% delivering a positive \$704,000 EBITDA compared to a (\$2.08m) loss last year.

Importantly, the net loss after tax improved 96% from a (\$5.23m) loss in 2014 to a small loss this year of (\$0.22m) with the second half of the year producing a net profit after tax of \$1.42m, up 187% from the first half.

In Funds Services, management has continued its 20 mile march cementing our position as the dominant unit registry provider in the Australian market with the aim of being the domestic market industry utility and preferred provider, akin to IFDS in the US, a joint venture between State Street and DST Systems.

Fund Services revenue for the full year at \$7.5m, represented an increase of 29% over the prior corresponding period. We now have a full pipeline of new business which will drive material incremental revenue over the next 18 months with a prestigious client list comprising of global and local fund managers and custodians. Our challenge in the next 18 months, is to execute flawlessly, rapidly and continuously and we are confident that this is a challenge we will more than meet,

In Platform Services, it has been a year of investment and the delivery of an innovation agenda. At the close of June 2015, Platform Services Funds under Administration (FUA) surpassed \$3 billion, an increase of \$1.1 billion or 59% over the previous year. Revenue for the full year at \$17.9m was almost a 2.5 times increase on the prior corresponding period. We also went live with our Digital Direct offering, launching brightday with Eureka and SuperProphets with Fat Prophets and in September this year we launched Luminous, our new intermediated platform. With LUMINOUS, we took the infrastructure that we built for

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the digital direct platform and leveraged it for our adviser and accountant sector completely transforming the customer experience. The feedback we've had from our clients has been overwhelmingly positive and the media attention generated by the launch has generated new demand for the platform.

In conclusion, significant change and innovation has been delivered this year while at the same time we've hit all of our financial targets and retained all of our clients. This is a direct result of the strong partnerships we have built with our clients and the efforts of our hard working staff and executive management team, led by our Managing Director, Connie McKeage, who I will now invite to present her report to the meeting.

In closing, I'd like to say that we could not have achieved what we have this year without the support of our shareholders. As a shareholder myself, I know how important it is to invest in the right companies and back the right people. OneVue is a company that is acutely aware of the need to look after its staff and to deliver value to shareholders. The Board recognises the contribution made by its incredibly dedicated CEO and her staff. OneVue could not have achieved its high growth objectives without their unwavering and consistent focus on delivery.

And so we look forward to working with all our stakeholders in what is expected to be a very exciting and challenging year ahead.

Gail Pemberton
Chair

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About OneVue Holdings Limited (ASX: OVH)

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.

For further information, please visit: <https://www.onevue.com.au>

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