



DEUTSCHE BANK DIVERSIFIED FINANCIALS DAY

PRESENTATION BY ONEVUE HOLDINGS (OVH)

27 April 2016

All about you

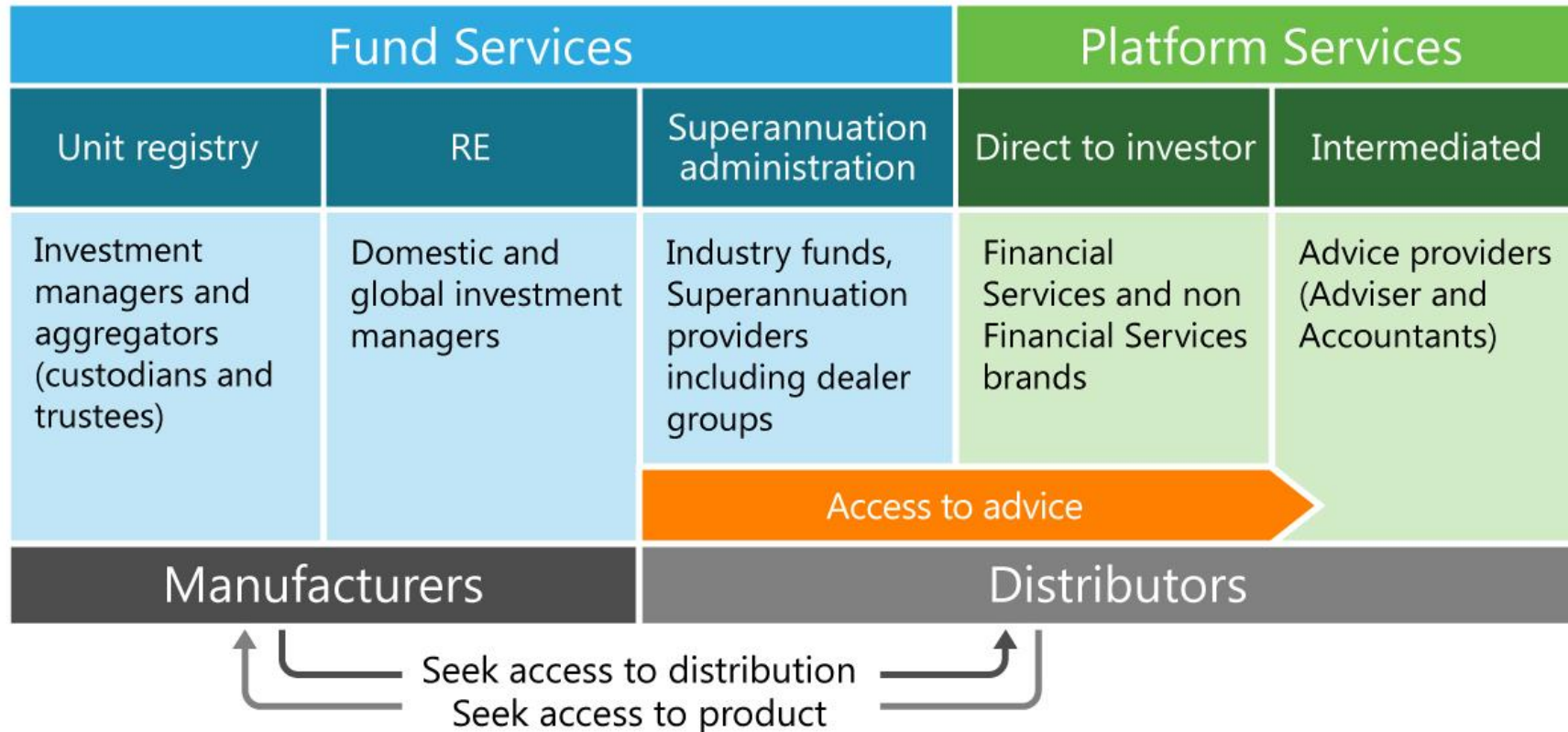
OneVue's mission

To deliver investors true choice and control by creating digital gateways between investors and their financial community

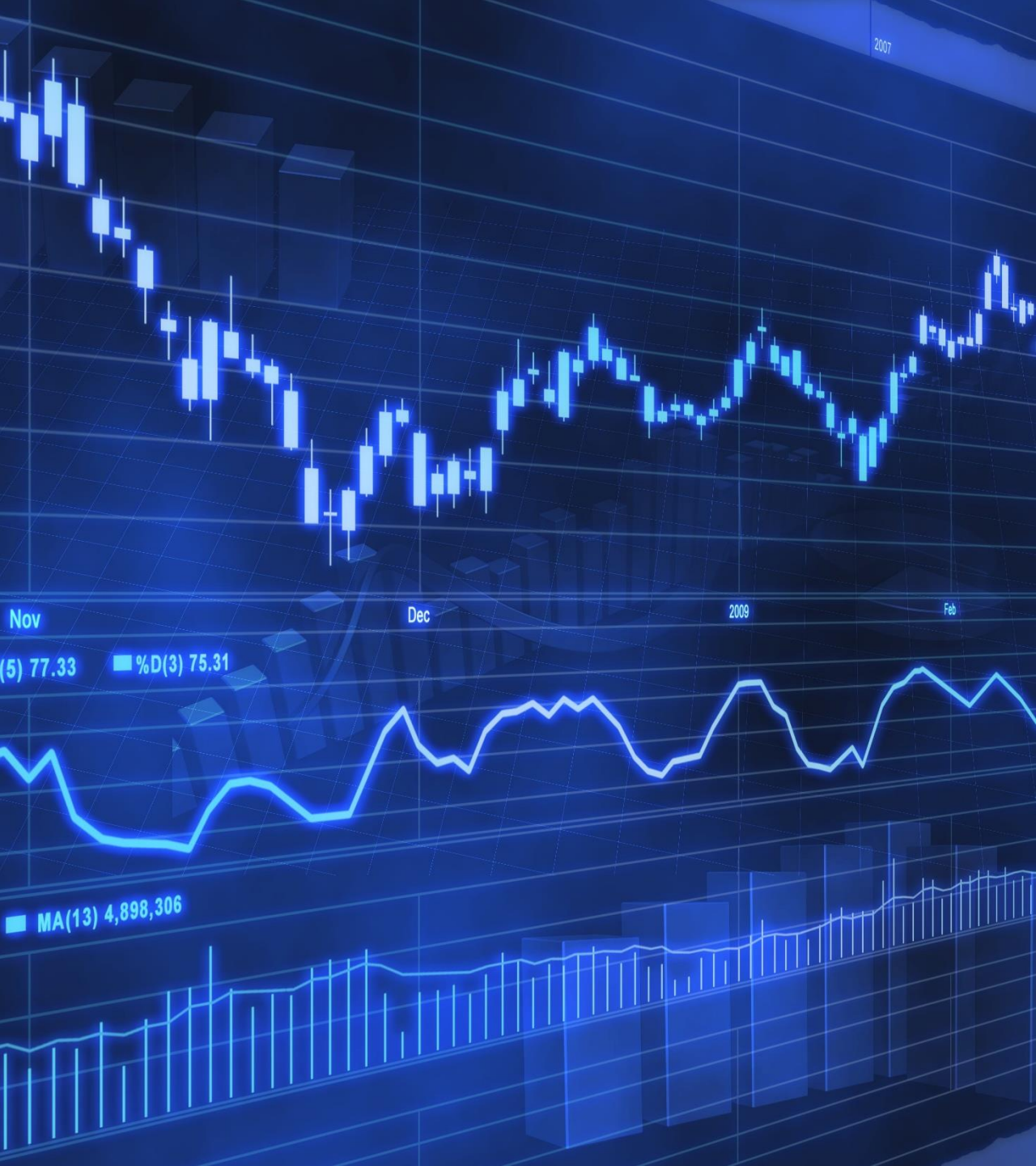
OneVue has two operating businesses:

- Fund Services and
- Platform Services

OneVue's Two Operating Businesses



All about you



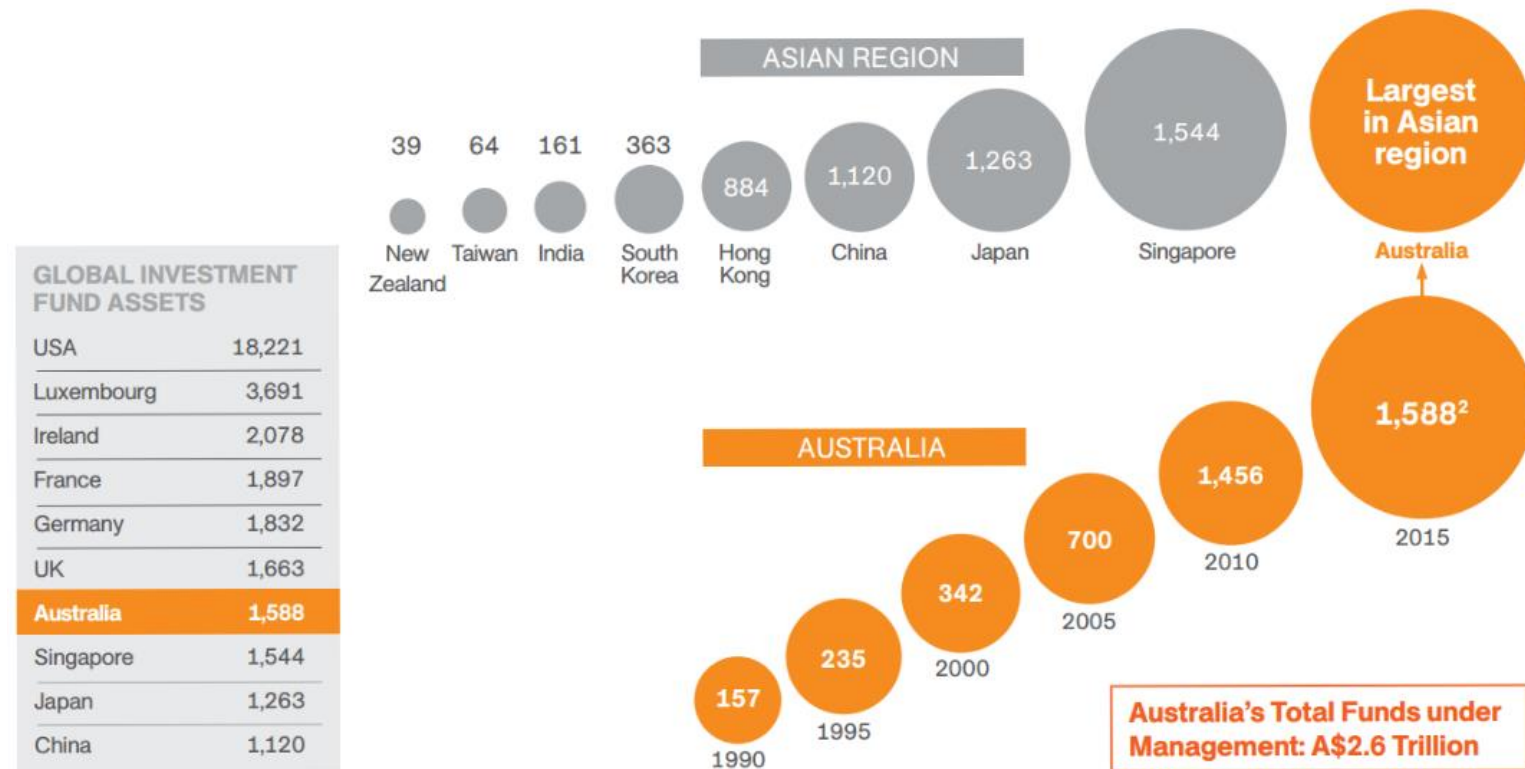
fund services

Fund Services

The Investment Market

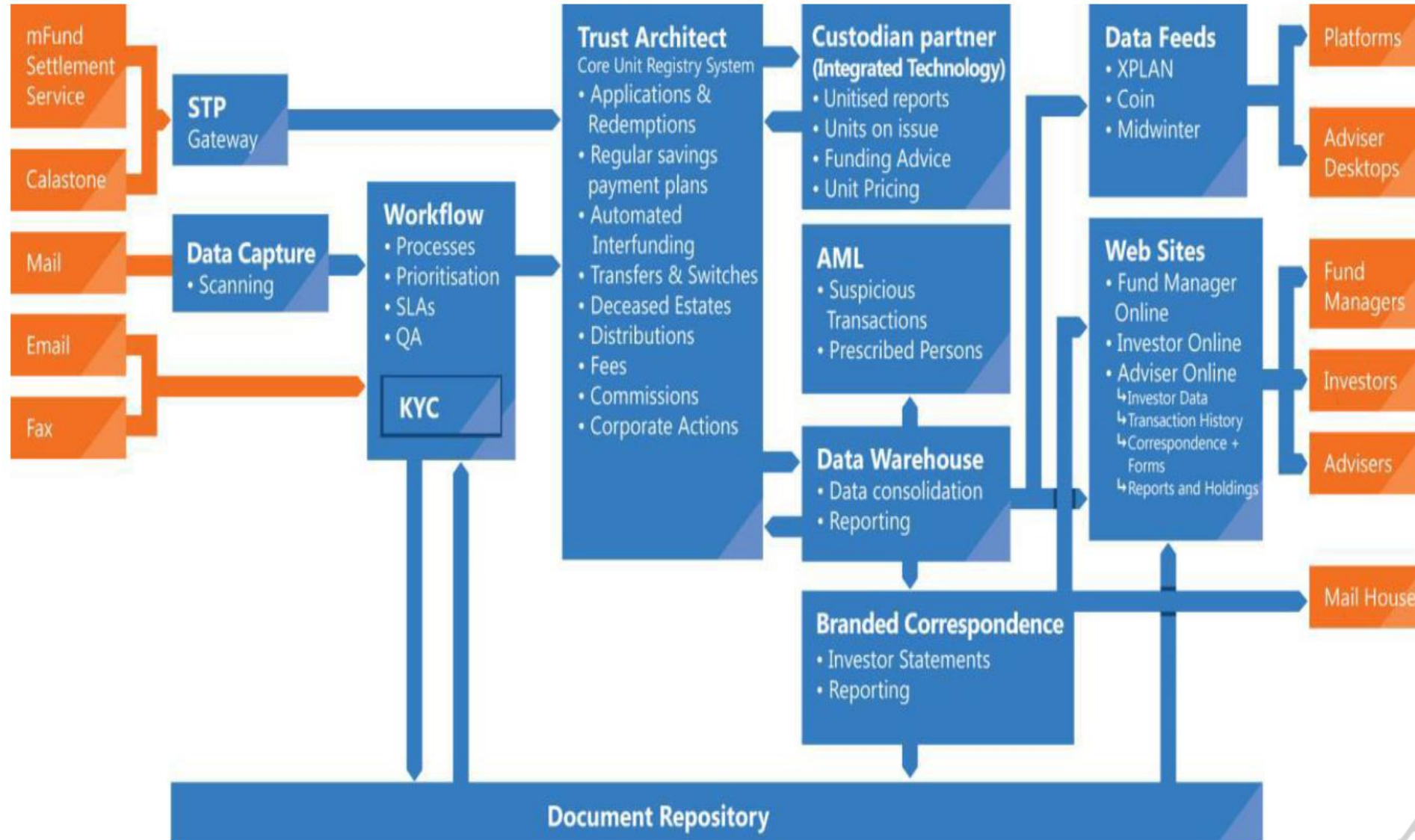
GLOBAL SIGNIFICANCE OF AUSTRALIA'S INVESTMENT FUND ASSETS POOL

Investment fund assets¹, US\$ billion, June quarter, 2015



Source: Australian Trade Commission (2016). Australia Benchmark Report 2016 (p.18).

Fund Services outsourced unit registry



All about you

Fund Services outsourced unit registry

Provides middle to back office services for custodians and investment managers from call centres to processing distributions and tax statements.

Think of Fund Services outsourced unit registry as a "fund utility" or "fund exchange".

Fund Services

Fund Services accesses the entire investment market including the retail super and SMSF markets.

Benefits from the increasing trend to outsourcing due to:

- increasing costs and complexity due to regulatory changes
- market initiatives e.g. mFund, Calastone
- ongoing technological investment to meet complexity and fund manager product needs

OneVue is the fastest growing provider of outsourced unit registry services in Australia

Fund Services dashboard

Unit Registry Growth



\$10.3m

Annualised Revenue
Run rate



\$20m

of total contracted revenue
(5 years contracts)



Breakeven point
reached with scale
adding significant
operating leverage



\$6.7m

Potential Pipeline Growth
(potential further
Annualised Revenue)

Key matrix of Fund Services for 2016

\$402.2b

FUM
At 31 March

Growth of
\$57.2b

Added year-on-year

32

Fund managers

Increase of
52%

110,584

transactions for the year

400

Funds

Increased by
194

Fund Services Organic Growth Pipeline (excluding Super admin)

Fund Services Growth Matrix (Annualised Revenue)	2016 H1	2016 H2	2017 H1	2017 H2	2018 H1	2018 H2	TOTAL
Existing BAU (1/7/16)	8,200,000						8,200,000
Existing BAU Growth	41,000	82,000	83,230	84,062	84,903	85,752	460,947
Existing Nos of Fund Mgrs	21						21
Existing Nos of Funds	233						233
Contracted Growth *	2,000,000	100,000	876,700	2,133,166			5,109,866
New Nos of Fund Mgrs	9	5	4	2			20
New Nos of Funds	150	28	24	242			444
Total BAU & Contracted Annualised Revenue	10,241,000	182,000	876,700	2,133,166	0	200,000	13,632,866
Annualised Revenue (Cum)	10,241,000	10,423,000	11,299,700	13,432,866	13,432,866	13,632,866	13,632,866
Nos of Fund Mgrs (Cum)	30	35	39	41	41	42	42
Nos of Funds (Cum)	383	411	435	677	677	687	677

Potential Pipeline Growth		102,000	442,000	1,699,500	1,318,000	3,174,000	6,735,500
Potential New Fund Mgrs		14	25	27	18	16	100
Potential Nos of Funds		6	55	62	273	429	825

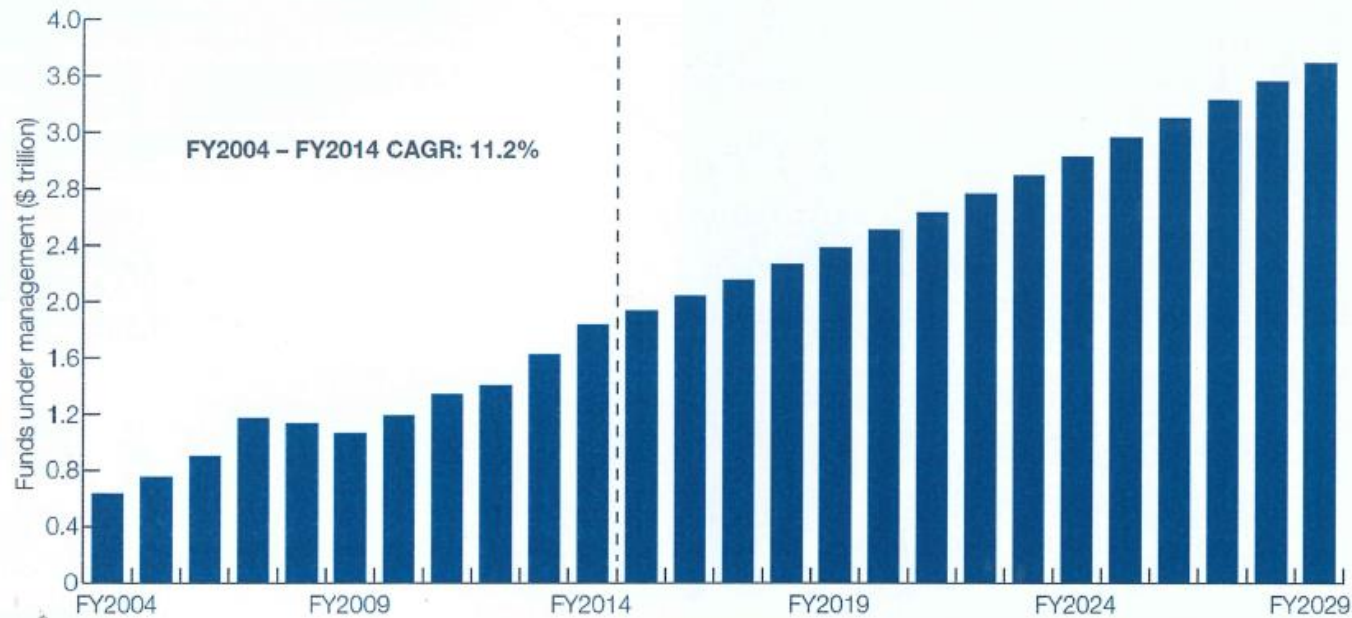
Growth reflects new clients implemented at Annualised Revenue run rates. * Contracted growth reflects new 5 year contracts.



platform services

All about you

Platform Services



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 has the fourth largest pension system and the highest growth rate in the world. The superannuation market represents \$2.046 trillion growing to \$3.1 trillion by 2020.

Where Fund Services accesses the total investment market, Platform services targets the fast growing retail superannuation and SMSF markets.

All about you

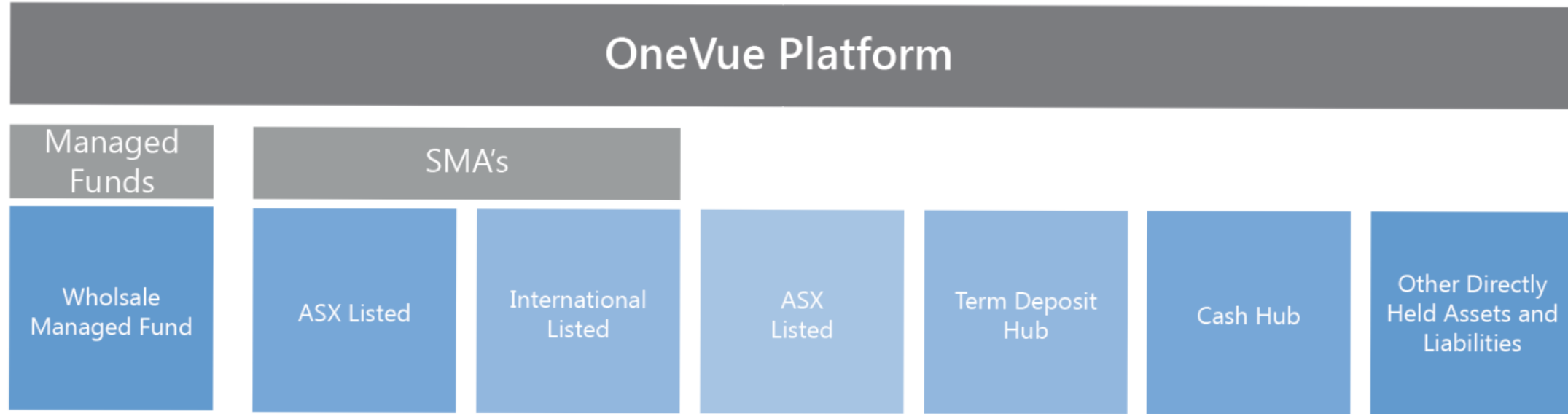
The Retail Super and SMSF Market

	Retail Superannuation and SMSF Market - \$1,137B			
Retail Super and SMSF FUM	Retail Super (RS - 540.5B)		SMSF - 596.7B	
Advised vs Non-Advised	Retail Super Advised 70% 378.35B	Retail Super - Non-Advised 30% 162.15B	SMSF Advised 55% 328.18B	SMSF Non-Advised 45% 268.52B
FUM on Platform	Platform Retail Super 378.35B		Platform SMSF 179.1B	
Unit Trust FUM	Platform - Unit Trusts Retail Super 281B		Platform SMSF in Unit Trusts 70B	

The funds under administration on traditional platforms are predominately advised retail superannuation funds with the majority of assets held within unit trust structures.

A retail superannuation fund requires a trustee which OneVue owns - MAP Trustees. OneVue provides both direct and advised white labelled platform solutions.

The OneVue Platform



OneVue's Platform delivers both direct to investor and intermediated solutions. The platform administers any asset or liability. We are indifferent as to which product investors choose but our core competency across both Platform Services and Fund Services is the administration of unit trusts.

All about you

Platform Services dashboard

Platform Services well positioned for growth



\$3.158b

Retail FUA at March 2016.



17%

Increase in net
inflows over p.c.p



409m

Net funds flows
for the year



2nd in the Product category of the
Top 10 Investment Trends



Superratings finalist for:

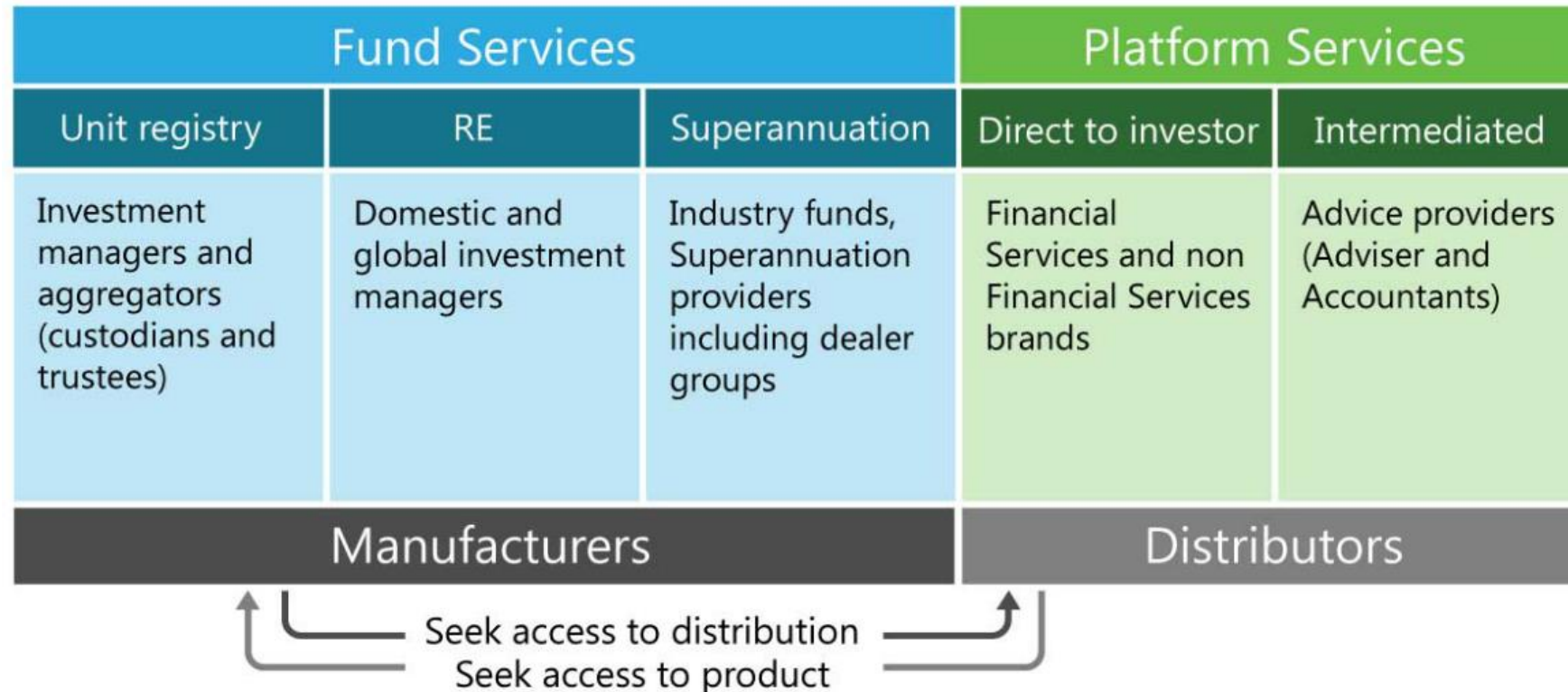


In Summary

Both Fund Services and Platform Services are independently positioned for growth and deliver complementary recurring revenue streams - Fund Services transactional recurring and Platform Services basis points recurring however...

It is the interaction between the two operating businesses referred as to OneVue ecosystem that delivers OneVue's unique value proposition.

The OneVue ecosystem



How do we leverage Fund Services scale and pricing to create a unique platform offering?

By creating a new "type" of trust in the platform offering coined the FUND.eXchange.



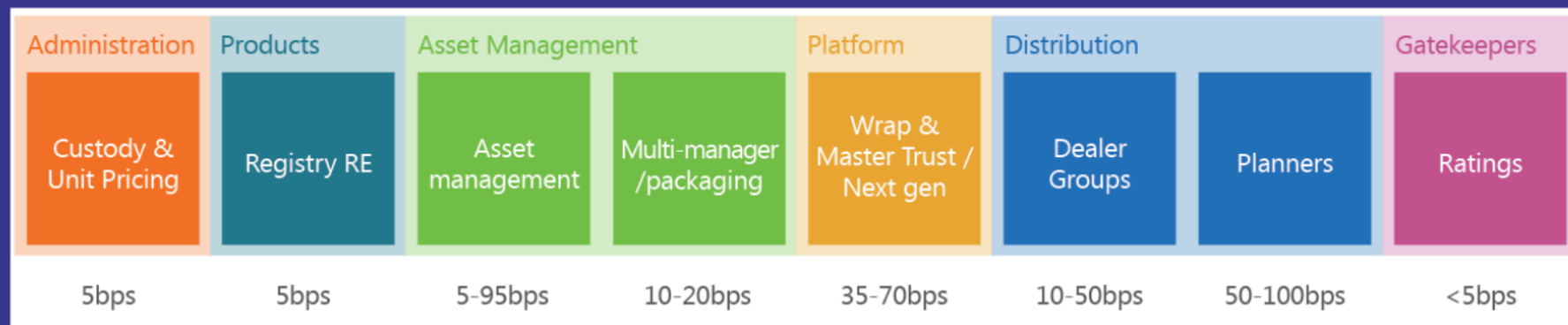
Introducing the FUND.eXchange

The FUND.eXchange

Think of the FUND.eXchange as a descriptor for the universe of funds that are now being administered by the Fund Services outsourced unit registry team. Those FUND.eXchange funds will be made available on the platform as unit trusts administered on a user pays basis. The FUND.eXchange funds will be administered on platform much like all the funds (402.2b and 400 funds) are currently being administered in Fund Services.

The FUND.eXchange as a user pays fund platform goes some way to addressing a key challenge of the platform market - the total cost to client

Platform Value Chain

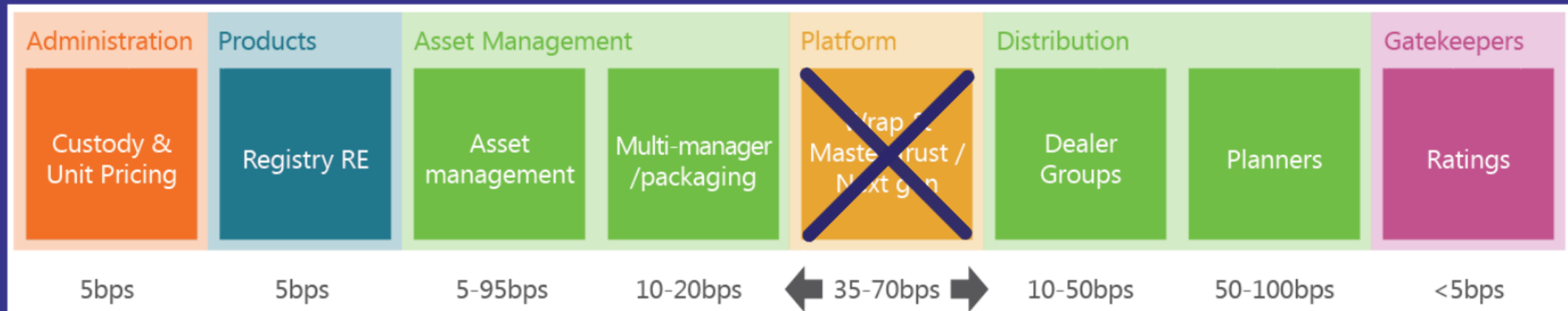


Cost to Client too high

Source: TRIA

Pricing on platforms can be cost prohibitive, especially higher balance clients due to the way in which fees are charged - basis points fees. As a result majority of investors and most high value investors currently hold their assets off platform

In the FUND.eXchange, fees are only charged by OneVue when an investor "does something".



The result is that we are repackaging existing services to create a distribution advantage for the FUND.eXchange clients, delivering a digital experience to investment managers and custodians and making it possible to redistribute margins back to those that add direct value to the end investor.

Who benefits from the ecosystem in action?

- Investors should benefit
- High value investors and smaller investors "doing the same things" ala buying the same assets , or executing via the same gateways are now charged equally inviting higher balance clients to move onto platform
- Fund Services has a new pipeline of investors
- Platform Services has a unique platform offering
- Advisers recapture margins lost in post FOFA environment
- Fund Managers recapture margins lost to platforms
- The platform creates a distribution bias towards investment managers in Fund Services consolidated tax and reporting now also user pays

All about you

In Conclusion

We will challenge existing assumptions by leveraging the OneVue ecosystem.

Fund Services will deliver the FUND.eXchange via a fund services digital gateway into platform.

Platform services will leverage its award winning digital capability to connect advisers, custodians and investment managers in Fund Services to their end clients.

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.

This presentation is not, and nothing in it should be construed as an offer, invitation or recommendation in respect of securities, or an offer, invitation or recommendation to sell, or a solicitation to buy, securities in any jurisdiction. A recipient must not act on the basis of any matter contained in the presentation but must make their own assessment of OneVue and conduct their own investigations and analysis. Neither this document nor anything in it shall form the basis of any contract or commitment.

Certain information in this document has been derived from third parties and although OneVue has no reason to believe that it is not accurate, reliable or complete, it has not been independently audited or verified.

Any forward-looking statements included in this document involve subjective judgment and analysis and are subject to uncertainties, risks and contingencies, many of which are outside the control of and may be unknown to OneVue. In particular, they speak only as of the date of this document, they assume the success of OneVue's strategies, and they are subject to significant regulatory, business, competitive and economic uncertainties and risks. Actual future events may vary materially from the forward looking statements and the assumptions on which the forward looking statements are based. Recipients of this document are cautioned to not place undue reliance on such forward-looking statements.

This presentation has not been subject to auditor review.

All about you



Thank you
For any enquiries please contact:
Connie Mckeage – Managing Director
Ash Fenton - CFO

All about you