

## March 2019 OneVue Quarterly key business measures

### OneVue continues to deliver growth

#### FUND SERVICES

- Managed fund administration
  - Fund numbers reach 1,348 representing a record number of funds and growth of 41% on the previous quarter and up 78% on PcP
  - Record number of items processed, increasing by 50% on PcP, driven by a combination of new clients and continuing organic growth
- Superannuation member administration
  - Record number of members, with numbers up on the previous quarter by 3% to 156,263 and up 67% on PcP
  - Additional business secured from existing clients of the acquired KPMG Super business

#### PLATFORM SERVICES

- FUA reaches \$4.7b, up 7% on previous quarter and up 15% on PcP, taking annual inflows to \$1.2b
- Gross quarterly flows of \$289m with Net inflows of \$134m for the quarter, up 32% on previous quarter and 19% on PcP
- Transition of FUA of \$500m from two new white labels signed in the previous quarter is due for completion in the next quarter

#### SUPERANNUATION TRUSTEE SERVICES

- FUT of \$12.9b up 10% on previous quarter and up 23% on PcP
- Sale of the business to Sargon – the parties have agreed to an amended settlement date of on or before 31 May 2019

### Fund Services (represented 61% of H1 FY 19 revenues)

#### Managed fund administration

Record number of items processed in the quarter of 135,770 was 50% on PcP. Growth on the previous quarter of 0.3% reflected the addition late in the quarter of new funds, offset by seasonal factors, trust closures and legacy bond business transitioning out early in the quarter.

426 new funds were added late in the quarter taking the net total number of funds administered to a record 1,348 funds.

Although not a driver of revenue, the managed fund administration FUA closed at \$494b, reflecting the continuing market leadership position of OneVue's managed fund administration business. OneVue Fund Services managed fund administration also participated in a record number of Request for Information initiatives as more and more fund managers look to outsource fund administration to an outsourced specialist.

#### Superannuation member administration

Record number of members with numbers up on the previous quarter by 2.5% to 156,263. FUA at 31 March 2019 of \$4.9b, an increase of 8.1% on the previous quarter. One new fund was added in the current quarter.

The superannuation services business acquired from KPMG successfully relocated from Barangaroo to OneVue premises with all clients retained. In the quarter additional business was secured from the largest of these funds,

which will begin transitioning from another external administrator in the next quarter. Further committed transitions from these existing clients will continue through until the end of the calendar year.

## Platform Services (represented 39% of H1 FY 19 revenues)

A positive net inflow of \$133.7m for the quarter was up; 31.7% on the previous quarter. FUA of \$4.7b as at 31 March 2019, was up 7.4% on the previous quarter and up 14.6% on PcP. Gross quarterly inflows from new and existing clients of \$289m, was a decrease of 4.3% on previous quarter.

The transition of FUA of \$500m from two new white labels signed in the previous quarter is due for completion in the next quarter. This includes Mercer Direct, who has now transitioned three of its clients including Care Super direct investments. The Platform business continues to have a strong pipeline of new business opportunities.

## Superannuation Trustee Services (discontinued operation)

Funds under trusteeship (FUT) at 31 March 2019 was \$12.9b, FUT has grown by \$1.1b or 9.5% over previous quarter.

Sale of the Trustee Services business to Sargon – the parties have agreed to a settlement date of on or before 31 May 2019

### Investors

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## About OneVue Holdings Limited (ASX: OVH)

OneVue is an ASX listed fintech company that partners to disrupt across the superannuation value chain. The business operates through two core divisions: Fund Services and Platform Services.

OneVue is number 1 in Fund Services managed fund administration. Platform Services has been recognised as a top-ranking full function platform in Investment Trends' December 2018 Platform Competitive Analysis and Benchmarking Report in addition to winning 'Most New Developments' for 2016 and 2017. In 2017 and 2018, OneVue was also awarded 'Best Innovator' in the Self Managed Super Fund Provider Awards.

For further information, visit [onevue.com.au](http://onevue.com.au)

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## March 2019 Quarterly key business measures update

### Fund Services FUA (funds under administration) and key measures

	Q3 18 Mar-18	Q4 18 Jun-18	Q1 19 Sep-19	Q2 19 Dec-18	Q3 19 Mar-19	QoQ growth %	PcP growth %
Managed fund administration items processed	90,646	104,780	120,686	135,330	<b>135,770</b>	<b>0.3</b>	<b>49.8</b>
Managed fund administration FUA \$b	471.6	503.9	491.6	473.0	<b>493.9</b>	<b>4.4</b>	<b>4.7</b>
Super member administration number of members	93,755	145,015 <sup>1</sup>	147,802	152,493	<b>156,263</b>	<b>2.5</b>	<b>66.7</b>
Super member administration FUA \$m	2,279	4,372 <sup>1</sup>	4,752	4,504	<b>4,870</b>	<b>8.1</b>	<b>113.7</b>

<sup>1</sup> Includes April 2018 KPMG acquisition, FUA added of \$1.9b and 44,257 members.

### Platform Services FUA (funds under administration)

Total FUA \$m	Q3 18 Mar-18	Q4 18 Jun-18	Q1 19 Sep-19	Q2 19 Dec-18	Q3 19 Mar-19	QoQ growth %	PcP growth %
Retail FUA	4,116	4,386	4,560	4,389	<b>4,716</b>	<b>7.4</b>	<b>14.6</b>
Gross Inflows	326	301	312	302	<b>289</b>	<b>(4.3)</b>	<b>(11.5)</b>
Net Inflows <sup>1</sup>	112	135	119	102	<b>134</b>	<b>31.7</b>	<b>18.9</b>

<sup>1</sup> Net inflows exclude market movements.

### Superannuation Trustee Services FUT (funds under trusteeship)

Total FUT \$m	Q3 18 Mar-18	Q4 18 Jun-18	Q1 19 Sep-19	Q2 19 Dec-18	Q3 19 Mar-19	QoQ growth %	PcP growth %
FUT	10,531	11,451	12,069	11,797	12,924	<b>9.5</b>	<b>22.7</b>

### ASX All Ordinaries Index

Movement for quarter	Q3 18 Mar-18 % Change	Q4 18 Jun-18 % Change	Q1 19 Sep-19 % Change	Q2 19 Dec-18 % Change	Q3 19 Mar-19 % Change
Movement in index	(4.9)	7.2	0.6	(9.7)	<b>9.7</b>

#### NOTES

**QoQ** Growth represents the growth over the previous quarter (December 2018).

**PcP** Growth represents the growth over the previous corresponding period (March 2017).