

## June 2019 OneVue Quarterly key business measures

### A sharpened focus delivers a record June Quarter

The final divestment as part of the simplification of the OneVue business was completed with the sale of Diversa Trustees to Sargon Capital on 28 June 2019 for a total consideration of \$43m. A residual payment of \$31m for the divestment is due on or before November 31<sup>st</sup> 2019. OneVue has announced it will pay a fully franked dividend of 2.19 cents a share after the receipt of the non-contingent final payment.

The increasing focus of Management on the continuing businesses has delivered record results in each business.

#### FUND SERVICES

- Managed fund administration
  - Record number of items processed, increasing by 56% on PcP, driven by a combination of new clients and continuing organic growth
  - Fund numbers reach 1,393 representing a record number of funds, with 588 funds added over the year representing growth of 73% on PcP
- Superannuation member administration
  - Record number of members, now 157,637 and up 8.7% on PcP, boosted by new business from existing clients

#### PLATFORM SERVICES

- Funds under administration (FUA) reaches a record \$5.5b, up 17% on the previous quarter and up 26% on PcP
- Record quarterly gross inflows of \$889m
- Quarterly net inflows of \$648m, up 385% on previous quarter and 379% on PcP
- Annual net inflows record of \$1.0b up 16.5% on PcP
- Transition of FUA of \$510m from two new white labels completed in June 2019

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

#### Managed fund administration

Record number of items processed in the quarter of 163,041 was 56% on PcP. Growth on the previous quarter of 20% was driven by new funds added in the current and prior quarter.

45 funds were added in the quarter taking the total number of funds administered to a record 1,393 funds.

Although not a driver of revenue, the managed fund administration FUA closed at \$516b, reflecting the continuing market leadership position of OneVue's managed fund administration business.

The business continues to participate in significant new business opportunities as more fund managers look to outsource fund administration to an outsourcing specialist.

#### Superannuation member administration

Number of members reaches a record 157,637 up 8.7% on PcP. One new fund transitioned from another external administrator at the end of the quarter.

FUA at 30 June 2019 was \$5.3b, an increase of 9.0% on the previous quarter and 21.5% on PcP.

The business has an expanding range of new business opportunities developing.

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

Platform Services achieved a record June quarter with gross inflows of \$889m and net inflows of \$648m up 385% on the previous quarter and 379% on PcP, taking annual net inflows to \$1.0b up 16.5% on PcP. FUA of \$5.5b as at 30 June 2019, was up 17.3% on the previous quarter and up 26.1% on PcP.

The transition of FUA of \$510m from two new white labels signed in the previous quarter was completed in June 2019. This includes a Family Office and Mercer Direct, who has now transitioned three of its clients including Care Super direct investments. OneVue also continues to benefit from the strong support of existing dealer groups including Madisons Financial Group.

The business has signed a new white label client who will commence transitions in the next quarter and also continues to have a solid range of new business opportunities.

OneVue launched a new national consumer education initiative, '*Secrets of the Money Masters*', a TV series broadcast on Channel 9 from 29<sup>th</sup> June. Featuring five high profile sports celebrities, the series highlights the value of quality investment management and advice, showcasing key OneVue Fund Services investment managers and Platform Services white label advisers. Further, the series is aimed at creating demand for partners, with a website that refers investor interest to those Fund Services partners and advice leads to Platform partners. In addition, a bespoke diversified investment portfolio has been created in conjunction with OneVue enterprise partner Mercer and made available on Platform specifically to make investing more accessible to the average Australian.

### 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 was recognised in Investment Trends' December 2017 Platform Competitive Analysis and Benchmarking Report as ranking third in full function platforms, the winner of 'Most New Developments' Award for the second year running and winner of 'Product Offering' Award. In 2017 and 2018, OneVue was 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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## June 2019 Quarterly key business measures update

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

	Q4 18 Jun-18	Q1 19 Sep-18	Q2 19 Dec-18	Q3 19 Mar-19	Q4 19 Jun-19	QoQ growth %	PcP growth %
Managed fund admin Items processed	104,780	120,686	135,330	135,770	<b>163,041</b>	<b>20.0</b>	<b>55.6</b>
Managed fund admin FUA \$b	503.9	491.6	473.0	493.9	<b>516.2</b>	<b>4.5</b>	<b>2.4</b>
Super member admin Number of members	145,015	147,802	152,493	156,263	<b>157,637</b>	<b>0.9</b>	<b>8.7</b>
Super member admin FUA \$m	4,372	4,752	4,504	4,870	<b>5,311</b>	<b>9.0</b>	<b>21.5</b>

### Platform Services FUA (funds under administration)

Total FUA \$m	Q4 18 Jun-18	Q1 19 Sep-18	Q2 19 Dec-18	Q3 19 Mar-19	Q4 19 Jun-19	QoQ growth %	PcP growth %
FUA	4,386	4,560	4,389	4,716	<b>5,531</b>	<b>17.3</b>	<b>26.1</b>
Gross Inflows	301	312	302	289	<b>889</b>	<b>208.1</b>	<b>195.0</b>
Net Inflows <sup>1</sup>	135	119	102	134	<b>648</b>	<b>384.7</b>	<b>378.7</b>

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

### ASX All Ordinaries Index

Movement for quarter	Q4 18 Jun-18 % Change	Q1 19 Sep-18 % Change	Q2 19 Dec-18 % Change	Q3 19 Mar-19 % Change	Q4 19 Jun-19 % Change	FY19 Jun-19 % Change
Movement in index	7.2	0.6	(9.7)	9.7	<b>7.0</b>	<b>6.5</b>

#### Notes:

**QoQ** Growth represents the growth over the previous quarter (March 2019).

**PcP** Growth represents the growth over the previous corresponding period (June 2018).