



OneVue Holdings Limited (OVH) 2019 AGM

27 November 2019






Ron Dewhurst Chairman

27 November 2019

FY 2019 Financial results highlights

Strong revenue, EBITDA and NPATA growth

CONTINUING OPERATIONS					
 REVENUE	 EBITDA*	 ADJUSTED NPATA ^			
\$49.6m ▲ 35.3%	\$4.5m ▲ 59.1%	\$1.5m ▲ 34.4%			

*EBITDA from Continuing operations excludes non recurring items, share based payments and discontinued operations

^ Adjusted NPATA is NPAT from continuing operations excluding; non-recurring items, benefit of initial recognition of tax losses and amortisation expense of acquired customer relationship intangibles

! Proforma net cash represents Continuing operations net cash position at 30 June 2019 adjusted to include net proceeds due on the sale of the Trustee business

Note: The numbers in this presentation have been rounded to \$'m. Change variances are calculated based on the underlying whole numbers and then rounded.



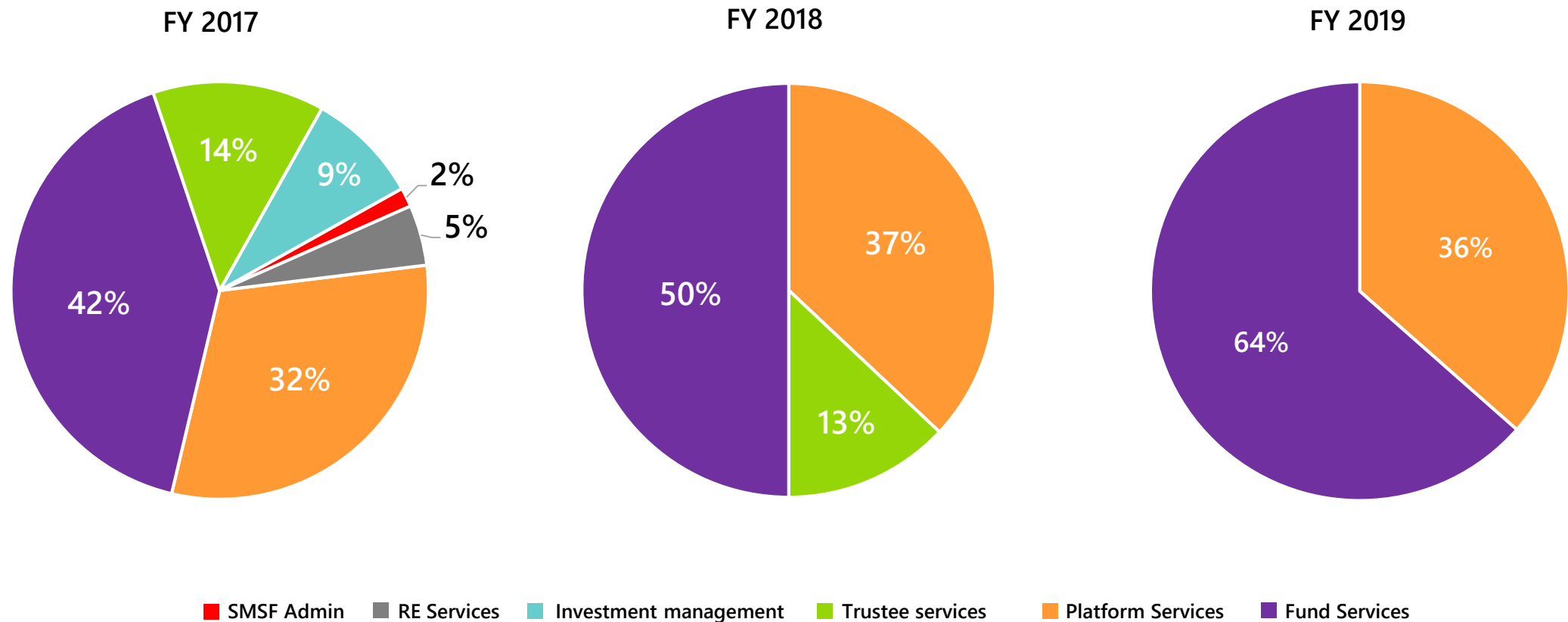


Connie Mckeage Managing Director

27 November 2019

2019 marked the simplification of the business and a focus on the high growth core sectors

Revenue proportion by business









Our Strategy

- ✓ **High growth margin uplift through:**
 - Automation and integration
 - Innovation
 - Scale
- ✓ **Building brand awareness**

Platform Services dashboard

Record FUA growth delivers increased scale and EBITDA profitability







 REVENUE!	 EBITDA!*	 EBITDA MARGIN
\$18.6m ▲ 28.8%	\$2.6m ▲ 24.7%	14.2% ▼ 47 bps
 FUA#	 GROSS INFLOWS	 NET INFLOWS
\$5.5b ▲ 26.1%	\$1.8b ▲ 10.7%	\$1.0b ▲ 16.5%

! Revenue and EBITDA from Continuing Operations
*EBITDA excludes non recurring costs
#Funds Under Administration



Fund Services dashboard

Revenue, EBITDA and scale increasing

 REVENUE!	 EBITDA!*	 EBITDA MARGIN
\$32.4 m ▲ 37.9%	\$6.4m ▲ 27.8%	19.8% ▼ 155 bps
 FUA# Managed Funds Admin	 Super Member Admin Member numbers	 Managed Funds Admin Items processed
\$516.2b ▲ \$12b	157,637 ▲ 8.7%	554,827 ▲ 56%

! Revenue and EBITDA from Continuing Operations

*EBITDA excludes non recurring costs

#Funds Under Administration



Managed Fund Admin continued growth momentum



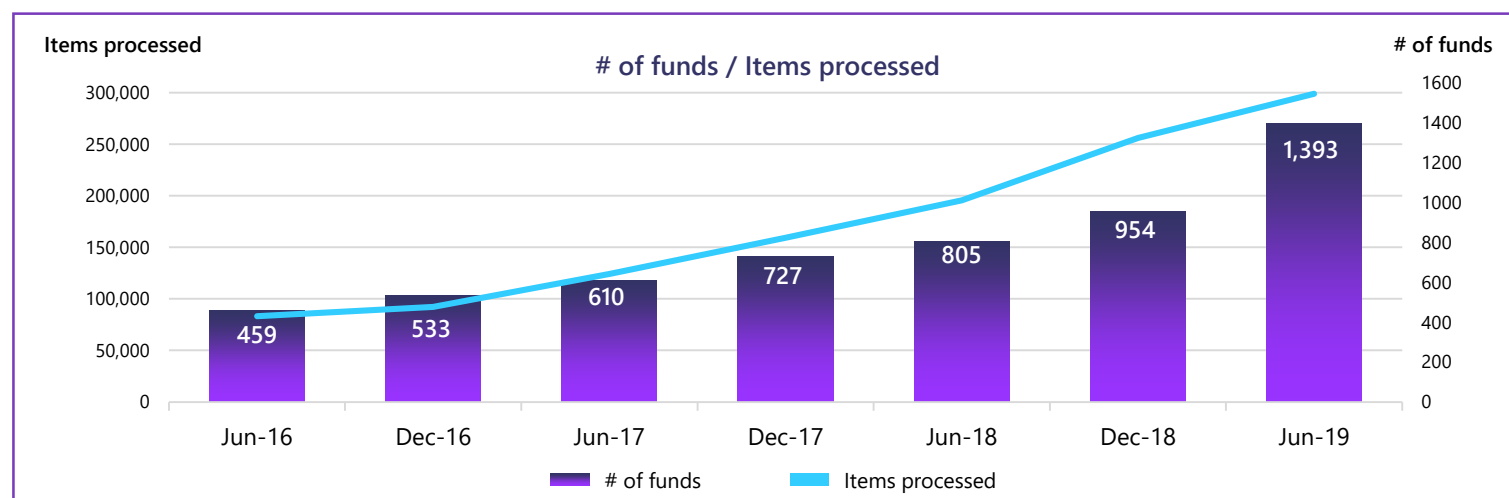
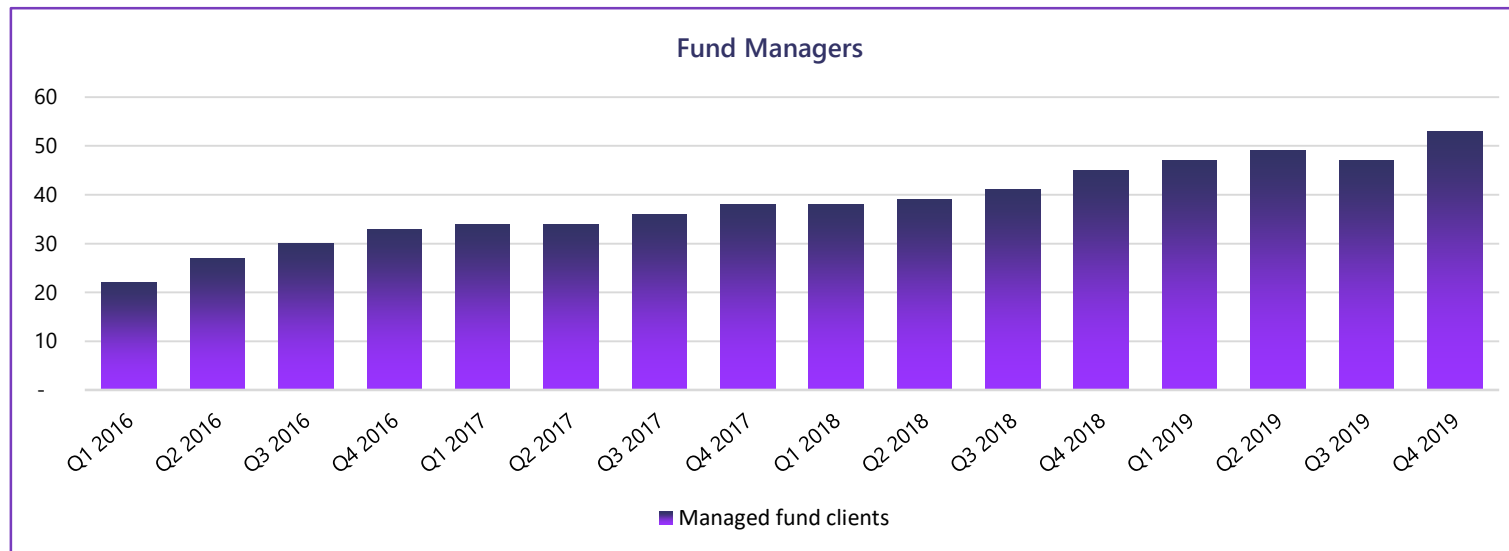
#1 technology and service provider

- 53 fund managers
- 650,000 trades p.a
- 1,393 funds
- \$516bn FUA



Preferred Partner by 4 custodians and a Trustee

- Ongoing investment in proprietary technology predominantly funded by clients and partners not shareholders
- Revenue not impacted by sharemarket volatility



OneVue, the name behind the brands

ALLAN GRAY

AMPCAPITAL 

AON
Empower Results®

ausbil

Australian
Unity 

 BNP PARIBAS

Charter Hall 

 ClearView

 COOPER
INVESTORS

COPIA
INVESTMENT
PARTNERS

 INDUSTRY
FUND
SERVICES

Janus Henderson

KFM
KaplanFunds
MANAGEMENT

 madison
FINANCIAL GROUP

 MERCER

 nab

nikko am
Nikko Asset Management

 NORTHERN
TRUST

 orbis
Invest Differently

 PENGANA
CAPITAL

PIMCO

QIC


STATE STREET

STATE STREET
GLOBAL ADVISORS

 UBS

Strategy and Outlook – Margin uplift driven by:



AUTOMATION AND INTEGRATION

- In 2019 we fully automated and integrated buying and selling of custodially held managed funds. The next phase is leveraging the new payments platform and the ASX blockchain to further automate transactions on Platform further reducing both execution risk and cost.
- Further integration and straight through processing between Platform and Fund Services Managed Funds and Super Member Administration



INNOVATION

- We will trial AI in our customer service centres
- Roll out the Money Masters online digital experience to the rest of the business lines
- Design a permissioned based interface for both members and investors



SCALE

- Our client base includes Trustees and global Custodians with high levels of infrastructure and robust security protocols. As a result we have already invested in scalable technology and security to accommodate additional clients and transactions.

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This presentation has not been subject to auditor review.





Thank you

27 November 2019