



March 2020 OneVue Quarterly key business measures

Delivering strong results across all business lines

FUND SERVICES

Managed Fund Administration continues growth trajectory

- Items Processed increased 29% on PCP (prior corresponding period) from growth in both existing and new clients
- Reached a record total of 59 fund managers

Superannuation Member Administration increases member numbers

- New members increased by 1% adding 1,766 members over the quarter

PLATFORM SERVICES

Inflows increased on PCP despite the share market falling by more than 20%

- Gross inflows for the quarter of \$352m up 22% on PCP and up 4% quarter on quarter (QoQ).
- Quarterly net inflows of \$143m – up 7% on PCP and 7% QoQ
- Annual net inflows of \$1.2b – up 135% on PCP
- FUA decreased by \$0.5b or 9% QoQ due to negative market movements of \$0.7b
- FUA closed at \$5.5b, up 16% on PCP

COVID19 response

In response to the growing pandemic of COVID19 OneVue moved very quickly to 100% of staff working from home (WFH). OneVue continues to operate uninterrupted high quality services to clients. That includes meeting the Superannuation COVID19 early release payment obligations as part of the new BAU environment.

Fund Services (represented 63% of H1 FY20 revenues)

Managed Fund Administration

The number of items processed in the quarter of 175,505 was up 29% on PCP and 3% QoQ with growth driven by new funds added and an increase in transactions from existing funds.

14 new funds were added bringing the total funds administered to 1,383. FUA dropped to \$489b for the quarter due to negative market movements. However, revenues for this business remain largely unaffected being driven by number of items processed and not by market movements.

The quarter has generated significant new business opportunities which provides a strong pipeline for further growth with three new fund manager contracts expected to be signed in the current quarter.

A further 10 fund managers are expected to transition in this calendar year.

OneVue continues to capitalise on the industry trend to outsource to specialist providers.

Superannuation Member Administration

Growth in members from existing funds continued, with 1,766 members added. The total number of members at 31 March 2020 was 145,849 up from 144,083 in the previous quarter.

The FUA at the quarter end was \$5.13b, an increase of 5% on PCP and down 9% QoQ. The QoQ decrease was driven by negative market movements. Again revenues are largely driven by member numbers and not by market movements.

The business continues to focus on driving further efficiencies and automation in the current financial year to support growth and scale.

Meeting the expectations of a rapidly changing regulatory environment also remains a focus.

Platform Services (represented 37% of H1 FY20 revenues)

Platform Services has continued to deliver strong inflows, with gross inflows of \$352m up 22% on PCP and net inflows of \$143m up 7% on both PCP and QoQ. This growth reflects continuing momentum from new and existing clients.

Total annual net inflows have surpassed \$1.2b, up 136% on PCP.

FUA decreased by \$0.5b or 9% for the quarter due to the impact of the negative market movements of \$0.7b however not all platform assets are impacted by share market movements.

Platform Services has an unprecedented number of new business opportunities as well as ongoing growth from existing clients.

In Summary

OneVue has consistently stated that it has created a diversified revenue base able to withstand adverse market conditions. Less than 37% of OneVue's revenues are affected by market movements and the fact OneVue has experienced growth across all business lines despite the negative market conditions is a testament to the strategy.

This announcement was authorised for release to the market by the Board of OneVue Holdings Limited.

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About OneVue Holdings Limited (ASX: OVH)

OneVue is an ASX listed high growth technology business *with* service leveraged to the superannuation sector. The business operates through two core divisions: Fund Services, and Platform Services.

OneVue is number 1 in Fund Services managed fund administration and number 3 in Superannuation Member 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.

For further information, visit onevue.com.au

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Fund Services

	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	Q2 20 Dec-19	Q3 20 Mar-20	QoQ growth %	PCP growth %
Managed Fund Admin Items processed	135,770	163,041	173,687	170,431	175,505	3.0	29.3
Managed Fund Admin Number of Funds	1,348	1,393	1,387	1,384	1,383	(0.1)	2.6
Managed Fund Admin Number of Fund Managers	47	53	54	58	59	1.7	25.5
Managed Fund Admin FUA \$b	493.9	516.2	530.0	531.7	488.6	(8.1)	(1.1)
Super Member Admin Number of members	156,263	157,637	159,063	144,083	145,849	1.2	(6.7)
Super Member Admin FUA \$m	4,870	5,311	5,450	5,645	5,129	(9.1)	5.3

Platform Services

Total FUA \$m	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	Q2 20 Dec-19	Q3 20 Mar-20	QoQ growth %	PCP growth %
FUA	4,716	5,531	5,848	5,987	5,466	(8.7)	15.9
Gross Inflows ¹	289	889 ¹	488 ¹	340	352	3.7	22.0
Net Inflows ^{1,2}	134	648	228	134	143	6.7	6.6

¹ Includes significant client transitions of \$510m in Q4 19 and \$210m in Q1 20

² Net inflows exclude market movements.

ASX All Ordinaries Index

Movement for quarter % Change	Q3 19 Mar-19	Q4 19 Jun-19	Q1 20 Sep-19	Q2 20 Dec-19	Q3 20 Mar-20
Movement in index	9.7	7.0	1.5	0.0	(24.9)

Notes:

FUA is funds under administration

QoQ Growth represents the growth over the previous quarter (December 2019)

PCP Growth represents the growth over the previous corresponding period (December 2019).