

# ASX Announcement

OneVue Holdings Limited (ASX: OVH)

28 August 2017



## OneVue delivers positive cash flow, profitability and strong balance sheet

OneVue Holdings Limited is pleased to announce its results for the year ending 30 June 2017, reporting substantial uplifts in revenue, margin, EBITDA and net profit after tax.

### 2017 full year financial results

Year ended 30 June	2017 \$m	2016 \$m	Change
<b>Revenue</b>	40.9	26.6	53%
<b>EBITDA*</b>	4.5	(1.2)	+\$5.7m
<b>EBIT*</b>	0.4	(4.1)	+\$4.5m
<b>NPAT</b>	0.2	(4.0)	+\$4.2m
<b>NPATA#</b>	2.5	(4.0)	+\$5.4m
<b>EPS</b>	0.08 cents	(2.21) cents	+2.29 cents

\*EBITDA and EBIT exclude one off costs and share based payments. # NPATA represents net profit after tax excluding acquired amortisation.

### Group highlights

- Operating cash flow of \$5.0m, with net cash at year-end of \$17.6m
- Diversa integration synergies completed 14 months ahead of schedule with the full cost saving run rate of \$4m p.a. realised in Q4 2017 carrying forward into FY 2018
- Total revenue increased by 53% to \$40.9m
- Quality recurring revenues representing 91% of revenues
- EBITDA increased by \$5.7m to \$4.5m
- EBITDA margin increased by 15.6% to 11%
- NPAT increased by \$4.2m to \$0.2m
- EPS improved by 2.29 cents to 0.08 cents per share reflecting the benefits of both organic and acquisition growth.

### Business highlights

- Fund Services fund management administration secured a 5 year contract with NAB Asset Servicing, potentially doubling the number of transactions, fund managers and funds managed by the division
- FUA in Fund Services fund management administration increased by \$79b for the year closing at \$489b, with items processed increasing 60%. Fund Services superannuation member administration FUA increased by 72% reaching \$1.96b, whilst member numbers grew by 53,000 or by 145% to reach 90,000
- Platform Services delivered record gross inflows of \$1.2b for the year, up 35% on the pcp taking FUA to a record \$4.0b
- Superannuation Trustee Services FUT closed at \$9.4b, up \$1.0b since the acquisition of Diversa on 6 October 2016.

OneVue's Managing Director Connie Mckeage stated "this has been a landmark year for OneVue. We have delivered profitability, positive cash flow and margin uplift. Looking ahead we have an unprecedented organic pipeline locked in for FY 2018 and a well capitalised balance sheet supporting our growth strategy."

**Investors:**

**Connie Mckeage**

Group Managing Director  
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**Ash Fenton**

Chief Financial Officer and Company Secretary  
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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 three core divisions: Fund Services, Platform Services and Trustee Services. OneVue is #1 in Fund Services unit registry and #1 in Superannuation Trustee Services. Platform Services was recognised by Investment Trends' Platform Competitive Analysis and Benchmarking Report in December 2016 as ranking 3rd in Online Client Portal technology and received the Platform Excellence Award for 'Most New Developments'.

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

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