# **BELL POTTER**

Analyst Lafitani Sotiriou 613 9235 1668

Authorisation Tim Piper 612 8224 2825

### Recommendation Buy (unchanged) Price \$0.80 Target (12 months) \$1.34 (previously \$1.19)

#### **GICS Sector**

**Diversified Financials** 

Expected Return	
Capital growth	67.5%
Dividend yield	1.3%
Total expected return	68.8%
<b>Company Data &amp; Ratios</b>	
Enterprise value	\$196.6m
Market cap	\$211.5m
Issued capital	264.3m
Free float	87%
Avg. daily val. (52wk)	\$418,144
12 month price range	\$0.485-\$0.92

Price Perfo	ormance		
· · · · ·	(1m)	(3m)	(12m)
Price (A\$)	0.81	0.74	0.58
Absolute (%)	-0.62	8.84	39.13
Rel market (%)	-1.53	2.73	30.48

### **Absolute Price**



SOURCE: IRESS

BELL POTTER SECURITIES LIMITED ACN 25 006 390 7721 AFSL 243480

# **OneVue Holdings** (OVH)

Right place, right time

### Trend to outsourcing is widespread

There is a trend for Financial Services companies to move administration function to an external provider who is better able to invest in technology and automation, while providing the thick layer of compliance and audit structure that is required. OVH is benefiting from this trend, as seen with the growth in Fund Services in the most recent quarter. We see this trend as continuing, but particularly see an opportunity for OVH as an independent external provider of Trustee Services for Superannuation Funds Particularly as The Royal Commission into Banking, Financial Services and Superannuation, will focus on internal Trustees of large Superannuation funds starting next week.

### June quarter highlights

- Fund Services Unit Registry FUA up 6.9% over the quarter to \$503.9 billion;
- Super Admin FUA up to \$4.4 billion (from \$2.3 billion at end of March), with ~\$1.9 billion in FUA added from the KPMG acquisition;
- Closing Platform FUA of \$4.4 billion, in line with our \$4.4 billion estimate;
- Platform Services net-flows of \$135m, below our \$190m estimate;
- Funds Under Trusteeship at \$11.5 billion,+3.6% vs our \$11.1 billion estimate; and
- Fund Services MF items processed up 55.0% on PCP, up 15.6% over quarter.

### **Earnings Revisions**

Following a review of OVH's quarterly update we have trimmed our FY18 and FY19 underlying EPS by -2.9% and -1.2%, whereas our FY20 EPS is up 0.2%. All changes are minor and off a low base (example FY18 EPS remains at 2.2cps), preferring to wait until the FY18 result before we reassess the operating leverage in the business. Following the changes and after rolling our valuation forward by a year our revised Price Target is \$1.34 per share (previously \$1.19), with our Buy recommendation remaining unchanged.

Year end June 30	2017	2018e	2019e	2020e
Revenue (A\$m)	42.1	49.8	64.7	75.8
Underlying EBITDA (A\$m)	4.5	8.4	14.0	19.4
NPAT (reported) \$m	0.2	6.5	11.9	19.0
NPAT (Cash) \$m	1.8	5.7	11.9	17.5
EPS (Cash) (cps)	0.6	2.2	4.5	6.6
EPS growth (%)		277%	109%	47%
Cash PER (x)	140.2	37.2	17.8	12.1
Price/CF (x)	18.4	21.4	11.9	9.5
EV/EBITDA (x)	29.6	15.8	9.5	6.8
Dividend (¢ps)	0.0	1.0	0.0	3.6
Yield (%)	0.0%	1.3%	0.0%	4.5%
Franking (%)	na	100%	0.0%	0.0%
ROE (%)	-0.8%	2.2%	8.7%	13.0%

DISCLAIMER: THIS REPORT MUST BE READ WITH THE DISCLAIMER ON PAGE 7 THAT FORMS PART OF IT.

### **Net-flows & other estimates**

	FY16	FY17	1Q	2Q	3Q	4Q	FY18	1Qe	2Qe	3Qe	4Qe	FY19e	FY20e
	Jun-16	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Jun-19	Jun-2
OneVue Holdings (OVH)													
Platform Services FUA (\$m)						_							
Opening Retail FUA	3,075	3,289	4,018	4,250	4,689	4,116	4,018	4,386	4,593	4,803	5,015	4,386	5,25
Market and other	-199	337	-75	134	-685	135	-491	57	60	62	65	244	29
Net-flow s	413	392	307	305	112	135	859	150	150	150	170	620	66
Closing Retail FUA	3,289	4,018	4,250	4,689	4,116	4,386	4,386	4,593	4,803	5,015	5,250	5,250	6,201
	7%	22%	31%	24%	5%	9%	9%	8%	2%	22%	20%	20%	18%
Closing FUA	3,289	4,018	4,250	4,689	4,116	4,386	4,386	4,593	4,803	5,015	5,250	5,250	6,20 <sup>-</sup>
Average FUA	3,174	3,649		4,319		4,397	4,292		4,594		5,023	4,809	5,717
Super Trustee Services FUT (\$m)*						_							
Super Trustee Closing FUT (\$m)	7,796	9,401	9,684	10,338	10,531	11,451	11,451	12,024	12,625	13,256	13,919	13,919	16,91
Grow th vs pcp		21%	15%	16%	12%	22%	22%	24%	22%	26%	22%	22%	22%
Average FUT		8,791		9,808		10,773	10,281		12,033		13,266	12,655	15,38
*Acquired in October 2016													
Fund Services Services FUA (\$m) & Key Measures													
Unit Registry Closing FUA (\$bn)	410	489	503	472	472	504	504						
Managed fund adminitems processed (No.)	44,543	216,311	73,837	85,302	90,646	104,780	354,565						
Managed fund admin number of investors (No.)	110,775	464,631	121,251	134,079	137,743	139,681	532,754						
Super Services Closing FUA (\$m)	1,139	1,956	2,056	2,130	2,279	4,372	4,372						
Super member admin number of members (No.)	36,744	89,845	90,345	90,529	93,755	145,015	145,015						

SOURCE: COMPANY DATA AND BELL POTTER SECURITIES ESTIMATES

### **OneVue Holdings Overview**

### **Company Description**

OneVue (OVH) is an emerging financial services technology company leveraged to the burgeoning superannuation system in Australia. The company has grown since 2007 through selective bolt-on acquisitions coupled with its own Research and Development to create the company that we see today. The company has carved out its niche as a trusted provided of back-and-middle office administration with deep multi-year and multi-faceted relationships across the financial services industry. OVH is split into three divisions as highlighted below:

- 1 Fund Services. OVH provides back/middle office solutions for investment managers, custodians and trustees via a full service outsourced unit registry, or by providing its installed software via a licence fee. Following the recent acquisition of Select Group, the Fund Services division now provides Responsible Entity (RE) and trustee services, which complements the existing offering.
- 2 Platform Services. OVH is an Investment Platform provider with closing retail FUA over \$3 billion at the end of September 2015. The key segments of retail super, SMSF and IDPS are covered, in addition to next-generation capabilities surrounding SMA/Managed Accounts and with strong web solutions for the digital investor. Following the Select Group acquisition the Platform Services division provides investment management and implemented portfolio consulting services (which includes a fund-of-fund manager).
- 3 Super Services. OVH provides third party administration services to the superannuation industry. These services include data management, member communication, as well as contribution and benefit payment processing. OVH entered Superannuation Administration with the November 2015 acquisition of Super Managers Australia Pty Ltd (SMA), a business with over 22,000 members and FUA in excess of \$1.1 billion.

OVH acquired Diversa (DVA) in October 2016.

### Investment strategy

We believe Australia has a key competitive advantage in the provision of financial technology solutions given our large superannuation sector and educated workforce. We believe one of the emerging stars is OVH, given its technology and automation focus and its market positioning.

### Risks

- Forecast growth not realised There is a risk that the projections provided by OneVue are not realised;
- Increased Competition risk OneVue operates in a competitive market landscape and is exposed to the possibility of increased risk;
- Regulatory risk OneVue is regulated by multiple agencies and any changes in the regulatory regimes under which it operates may affect the financial performance and capital requirements of the group;
- Market risk A prolonged recession, economic crisis/shock, or other factors that may lead to a sustained weak market environment have the ability to adversely affect the earnings potential of the company. In addition, being a listed stock, the share price may be subject to volatility and fluctuations in price from time to time;

### **BELL POTTER**

- **Technology risk** There is a risk that existing technologies that OneVue provides will be superseded or made redundant by new technologies or players in the market. Further there is a risk that there may be a failure in software or systems that OneVue relies on;
- Operational risk The operation of OneVue may be affected by various factors, including failures in internal controls. The clients of OneVue would be particularly sensitive to any operational issues;
- Key client risk The departure of a major client could cause a loss of earnings to OneVue. By contrast, any major client win would be seen as a positive catalyst. OneVue has no client that represents more than 12% of revenue;
- Key person risk Similar to other small capitalised stocks, the loss of any key staff may be detrimental to OneVue; and
- **Risk associated with acquisitions** OneVue has acquired many businesses in the last three years and is expecting to make further acquisitions. Each acquisition brings with it execution, reputational, pricing risk and a variety of other issues including all stakeholder satisfaction.

### **BÉLL POTTER**

# **Interim earnings**

Figure 2 - Interim earnings													
			0.447			0140			01110		41100	01100	
Y/e June 30 (\$m)	2016	1H17	2H17	2017	1H18	2H18e	2018e	1H19e	2H19e	2019e	1H20e	2H20e	2020e
Sales revenue	27.3	19.0	23.1	42.1	24.0	25.8	49.8	30.8	33.8	64.7	36.2	39.6	75.8
EBITDA	-1.2	0.9	3.6	4.5	3.6	4.8	8.4	6.2	7.9	14.0	8.8	10.6	19.4
Depreciation & Amortisation	2.9	1.8	2.3	4.1	2.3	2.3	4.7	2.2	2.2	4.4	2.2	2.2	4.4
EBIT Share based pormants	-4.1	-0.9	1.3	0.4	1.3	2.4	3.7	4.0	5.7	9.6	6.6	8.4	15.0
Share based payments	0.0	0.2	0.2	0.3	0.6	0.5	1.1	0.5	0.5	1.0	0.5	0.5	1.0
Net Interest Pre-tax profit	-0.1	0.2	0.4	0.6	0.4	0.3	0.7	0.2	0.0	0.2	0.0	0.0	0.0
Tax	-4.0	-1.3	0.8	-0.5	0.3	1.7	1.9	3.3	5.1	8.4	6.1	7.9	14.0
R&D tax incentive receipt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating NPAT	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
One-off items	-4.0	-1.3	0.8	-0.5	0.3	1.7	1.9	3.3	5.1	8.4	6.1	7.9	14.0
Reported net profit	-0.6 <b>-4.6</b>	1.4 <b>0.1</b>	1.6 <b>2.4</b>	0.7 0.2	5.6 <b>5.8</b>	-1.0 <b>0.7</b>	4.6 6.5	4.0 7.3	-0.5 <b>4.6</b>	3.5 11.9	5.0 11.1	0.0 <b>7.9</b>	5.0 <b>19.0</b>
Cash NPAT	-4.6	-0.5	2.4	1.8	2.2	3.5	5.7	5.0	6.9	11.9	7.8	9.7	17.5
	-2.0	-0.0	2.0	1.0	2.2	5.5	5.7	5.0	0.5	11.5	7.0	5.1	17.5
SEGMENTALS	2040	1H17	2H17	2047	1140	2440-	2049-	1040-	2040.5	2040-	1H20e	2H20e	2020e
FUND SERVICES (\$M) Total Unit Registry Services revenue	2016 9.1	1H17 5.1	2H17 6.1	2017 11.2	1H18 7.3	2H18e 7.9	2018e 15.2	1H19e 8.7	2H19e 9.6	2019e 18.3	1H20e 10.2	2H20e 11.2	2020e 21.4
Total Superannuation Services Revenue	2.6	3.4	4.7	8.1	4.1	5.5	9.6	9.1	10.0	19.1	10.2	11.2	21.4
Total Fund Services Revenue	11.7	8.5	10.8	19.3	11.4	13.5	24.9	17.8	19.6	37.3	20.6	22.7	43.3
One-off revenue items	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Underlying Fund Services Revenue	11.7	8.5	10.8	19.3	11.4	13.5	24.9	17.8	19.6	37.3	20.6	22.7	43.3
Total expenses	8.7	7.8	8.9	16.7	9.3	10.8	20.1	13.8	15.0	28.7	15.6	17.1	32.8
of which one-off expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total underlying expenses	8.7	7.8	8.9	16.7	9.3	10.8	20.1	13.8	15.0	28.7	15.6	17.1	32.8
Underying EBITDA	0.7	0.8	1.8	2.6	2.1	2.7	4.8	4.0	4.6	8.6	4.9	5.6	10.5
Reported EBITDA	0.7	0.8	1.8	2.6	2.1	2.7	4.8	4.0	4.6	8.6	4.9	5.6	10.5
PLATFORM SERVICES (\$M)	2016	1H17	2H17	2017	1H18	2H18e	2018e	1H19e	2H19e	2019e	1H20e	2H20e	2020e
Total Platform Services revenue	15.6	8.5	8.7	17.2	9.1	8.5	17.6	8.8	9.5	18.3	10.3	11.2	21.5
One-off revenue items	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total underlying Platform Services revenue	15.6	8.5	8.7	17.2	9.1	8.5	17.6	8.8	9.5	18.3	10.3	11.2	21.5
Closing FUA\$m	3,289	3,781	4,018	4,018	4,689	4,386	4,386	4,803	5,250	5,250	5,710	6,201	6,201
Average FUA \$m	3,174	3,441	3,902	3,649	4,319	4,397	4,292	4,594	5,023	4,809	5,480	5,952	5,717
Average margin (bps)	48.2	45.1	42.3	43.8	39.4	38.6	39.6	38.3	38.0	38.1	37.8	37.5	37.6
Total expenses	14.1	7.0	6.5	13.5	6.9	6.2	13.1	6.2	6.4	12.6	6.4	6.6	13.0
of which one-off expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total underlying expenses	14.1	7.0	6.5	13.5	6.9	6.2	13.1	6.2	6.4	12.6	6.4	6.6	13.0
Underying EBITDA Reported EBITDA	1.5 1.5	1.5 1.5	2.2 2.2	3.7 3.7	2.2 2.2	2.3 2.3	4.5 4.5	2.6 2.6	3.2 3.2	5.7 5.7	3.9 3.9	4.6 4.6	8.5 8.5
SUPERANNUATION TRUSTEE SERVICES (\$M)	2016	1H17	2H17	2017	1H18	2H18e	2018e	1H19e	2H19e	2019e	1H20e	2H20e	2020e
Total Super Trustee Services Revenue One-off revenue items		<b>2.0</b> 0.0	<b>3.6</b> 0.0	<b>5.6</b> 0.0	<b>3.5</b> 0.0	<b>3.8</b> 0.0	<b>7.3</b> 0.0	<b>4.3</b> 0.0	<b>4.7</b> 0.0	<b>9.0</b> 0.0	<b>5.2</b> 0.0	<b>5.8</b> 0.0	<b>11.0</b> 0.0
Total underlying Super Trustee Services revenue		<b>2.0</b>	3.6	5.6	3.5	3.8	7.3	4.3	4.7	9.0	5.2	5.8	11.0
T-1-1		4.0								5.0			
Total expenses of which one-off expenses		<b>1.3</b> 0.0	<b>2.1</b> 0.0	<b>3.4</b> 0.0	<b>2.1</b> 0.0	<b>2.3</b> 0.0	<b>4.4</b> 0.0	<b>2.5</b> 0.0	<b>2.8</b> 0.0	<b>5.3</b> 0.0	<b>3.1</b> 0.0	<b>3.4</b> 0.0	<b>6.5</b> 0.0
Total underlying expenses		1.3	2.1	3.4	2.1	2.3	4.4	2.5	2.8	5.3	3.1	3.4	6.5
				• •							•	• •	
Underying EBITDA Reported EBITDA		0.7 0.7	1.5 1.5	2.2 2.2	1.4 1.4	1.6 1.6	3.0 3.0	1.8 1.8	1.9 1.9	3.7 3.7	2.1 2.1	2.4 2.4	4.5 4.5
Reported EBITDA		0.7	1.5	2.2	1.4	1.0	3.0	1.0	1.9	3.7	2.1	2.4	4.5
Remaining DVA synergies		0.0	0.0	0.0	0.0	0.3	0.3	0.0	0.3	0.3	0.0	0.3	0.3
CORPORATE (\$M)	2016	1H17	2H17	2017	1H18	2H18e	2018e	1H19e	2H19e	2019e	1H20e	2H20e	2020e
Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which are one-off revenue items	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Underlying Corporate revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Expenses	3.4	3.0	2.0	4.9	2.1	2.1	4.2	2.2	2.1	4.3	2.2	2.2	4.4
of which one-off expenses	0.0	0.9	0.0 <b>2.0</b>	0.9	0.0	0.0 <b>2.1</b>	0.0 <b>4.2</b>	0.0 <b>2.2</b>	0.0 <b>2.1</b>	0.0 <b>4.3</b>	0.0	0.0 <b>2.2</b>	0.0
Total underlying Corporate expenses	3.4	2.1		4.0	2.1						2.2		4.4
Underlying EBITDA Reported EBITDA	-3.4 -3.4	-2.1 -3.0	-2.0 -2.0	-4.0 -4.9	-2.1 -2.1	-2.1 -2.1	-4.2 -4.2	-2.2 -2.2	-2.1 -2.1	-4.3 -4.3	-2.2 -2.2	-2.2 -2.2	-4.4 -4.4
SOURCE: COMPANY DATA AND BELL POTTER SECURITI			-2.0	-4.3	-2.1	-2.1	-4.2	-2.2	-2.1	-4.3	-2.2	-2.2	-4.4

SOURCE: COMPANY DATA AND BELL POTTER SECURITIES ESTIMATES

### OneVue Holdings as at 01 August 2018

# RecommendationBuyPrice\$0.80Target (12 months)\$1.34

Table 1 -	Financial	summary
	i manorai	Sammary

### OneVue (OVH)

INCOME STATEMENT					
Y/e June 30 (\$m)	2016	2017	2018e	2019e	2020e
Sales revenue	27.3	42.1	49.8	64.7	75.8
Operating Expenses	28.5	37.6	41.7	50.9	56.6
EBITDA	-1.2	4.5	8.4	14.0	19.4
Depreciation & Amortisation	2.9	4.1	4.7	4.4	4.4
EBIT	-4.1	0.4	3.7	9.6	15.0
Share based payments	0.0	0.3	1.1	1.0	1.0
Net Interest	-0.1	0.6	0.7	0.2	0.0
Pre-tax profit	-4.0	-0.5	1.9	8.4	14.0
Tax	0.0	0.0	0.0	0.0	0.0
R&D tax refund	0.0	0.0	0.0	0.0	0.0
Operating NPAT	- <b>4.0</b>	-0.5	1.9	8.4	14.0
One-off items	- <b>4.0</b> -0.6	-0.5	4.6	3.5	5.0
Reported net profit	-0.0 -4.6	0.7 0.2	4.0 6.5	3.5 11.9	19.0
Underlying NPAT	-4.0	-0.5	1.9	8.4	19.0
Underlying Cash NPAT*	-2.6	1.8	5.7	11.9	17.5
e			•		
CASHFLOW					
Y/e June 30 (\$m)	2016	2017	2018e	2019e	2020e
EBITDA	-1.2	4.5	8.4	14.0	19.4
Change in provisions	0.5	0.3	0.3	0.9	0.6
Working capital change	1.1	6.5	1.0	3.1	2.2
Net interest	0.1	-0.6	-0.7	-0.2	0.0
Taxpaid	0.0	0.0	0.0	0.0	0.0
Other	-2.5	0.0	0.8	0.0	0.0
Operating cashflow	-2.0	10.7	9.9	17.8	22.3
Capex	-0.2 -7.0	-0.5 -9.1	-0.5 -6.1	-0.8 -3.6	-0.8 -3.6
Investments Asset sales	-7.0	-9.1	-6.1 0.0	-3.6 0.0	-3.6
Other	0.0	0.0	-8.1	0.0	0.0
Free cash flow	-9.2	1.1	-4.8	10.8	12.3
Change in borrowings	0.0	0.0	0.0	3.0	6.0
Equity raised (net)	17.3	0.0	-0.5	-1.0	-1.0
Dividends paid	0.0	0.0	0.0	-2.6	-5.6
Other	0.0	0.0	-8.1	0.0	0.0
Financing cashflow	17.3	0.0	-8.6	-0.6	-0.6
Net change in cash	6.0	11.8	-3.5	28.0	34.0
Cash at end of period	18.7	26.6	19.9	22.7	33.5
BALANCE SHEET	0040	0047	0040-	0040-	0000-
Y/e June 30 (\$m)	2016	2017	2018e 19.9	2019e	2020e
Cash Receivables	18.7	26.6 4.8	19.9 5.3	22.7 7.0	33.5 8.2
PPE	3.9 0.5	4.8 0.7	5.5 0.6		0.2 0.6
Intangibles	0.5 14.7	20.1	0.6 19.5	0.6 19.5	0.6 19.5
Other	7.6	20.1 57.8	80.7	80.7	80.7
Total assets	45.4	109.9	126.0	130.4	142.4
Pavables	<b>45.4</b> 6.3	13.7	15.3	20.1	23.5
Debt	0.0	9.0	5.0	0.0	0.0
Provisions	2.2	2.5	2.8	3.7	4.3
Other	0.0	0.0	0.0	0.0	11.0
Total liabilities	8.5	25.2	23.1	23.7	38.8
Shareholders' equity	62.6	110.0	110.6	110.6	110.6

62.6

36.9

183

\* Our Cash NPAT adds back our estimate for acquisition related amortisation Note: Segmentals restated from FY16 onwards post Diversa consolidation

110.0

84.7

246

110.6

91.9

264

110.6

101.2

265

110.6

114.6

265

Price Target (A\$)	1.34		hare Price (		0.80
Recommendation:	Buy	M	arket Cap (	A\$m)	211.5
VALUATION DATA					
Y/e June 30 (\$m)	2016	2017	2018e	2019e	2020e
Cash NPAT (\$m)	-2.6	1.8	5.7	11.9	17.5
Cash EPS (c)	-1.4	0.6	2.2	4.5	6.6
Cash EPS growth (%)			277%	109%	47%
Cash P/E ratio (x)		140.2	37.2	17.8	12.1
CFPS (c)	-1.1	4.3	3.7	6.7	8.4
Price/CF (x)	-73.0	18.4	21.4	11.9	9.5
DPS (c)	0.0	0.0	1.0	0.0	3.6
Yield (%)	0.0%	0.0%	1.3%	0.0%	4.5%
Franking (%)	na	na	100%	0%	0%
EV/EBITDA (x)	-109.4	29.6	15.8	9.5	6.8
Price/book (x)	4.0	2.3	2.3	2.1	1.9
NTA (\$)	0.08	0.04	0.00	0.04	0.09
PROFITABILITY RATIOS					
Y/e June 30 (\$m)	2016	2017	2018e	2019e	2020e
EBIT/sales (%)	-15%	1%	7%	15%	20%
Return on assets (%) Return on equity (%)	-11% -13%	0% -1%	3% 2%	8% 9%	11% 13%
Dividend cover (x)	-13% na	-1% na	z‰ na	9% na	2.0
Effective tax rate (%)	0%	na	0%	0%	0%
LIQUIDITY AND LEVERAGE RATIOS Y/e June 30 (\$m)	2016	2017	2018e	2019e	2020e
Net debt/(cash) (\$m)	-18.7	-17.7	-14.9	-22.7	-33.5
Net debt/equity (%)	-51%	-21%	-16%	-22%	-29%
Current ratio (x)	3.0	1.4	1.0	1.1	1.7
INTERIMS					
Half end December 31 (\$m)	1H16	1H17	1H18	1H19e	1H20e
Sales revenue	12.5	19.0	24.0	30.8	36.2
<b>EBIT</b> Pre tax profit	<b>-2.1</b> -2.0	<b>-0.9</b> -1.3	<b>1.3</b> 0.3	<b>4.0</b> 3.3	<b>6.6</b> 6.1
Adjusted profit	-2.0 -2.0	-1.3	0.3	3.3	6.1
One-off items	0.0	1.4	5.6	4.0	5.0
Reported profit	-2.0	0.1	5.8	7.3	11.1
Interim DPS (cents)	0.0	0.0	0.0	0.0	2.1
SEGMENTALS					
Y/e June 30	2016	2017	2018e	2019e	2020e
Fund Services					
Underlying Revenue	11.7 8.7	19.3 16.7	24.9 20.1	37.3 28.7	43.3 32.8
Underlying Expenses Underlying EBITDA	0.7 0.4	2.6	4.8	20.7	32.8 10.5
	•••				
Platform Services					
Underlying Revenue	15.6	17.2	17.6	18.3	21.5
Underlying Expenses Underlying EBITDA	14.1 1.5	13.5 3.7	13.1 4.5	12.6 5.7	13.0 8.5
	1.5	0.1	4.5	5.7	0.0
Superannuation Trustee Services					
Underlying Revenue		5.6	7.3	9.0	11.0
Underlying Expenses Underlying EBITDA		3.4 2.2	4.4 3.0	5.3 3.7	6.5 4.5
		2.2	5.0	5.7	4.5
Corporate					
Underlying Revenue	0.0 3.4	0.0 4.0	0.0	0.0 4.3	0.0 4.4
Underlying Expenses Underlying EBITDA	3.4 -3.4	4.0 -4.0	4.2 -4.2	4.3 -4.3	4.4 -4.4
	0.7	1.0	1.4	1.0	7.7
Remaining DVA Synergies			0.3	0.3	0.3
Total					
Underlying Revenue	27.3	42.1	49.8	64.7	75.8
Underlying Expenses	28.5	37.6	41.7	50.9	56.6
Underlying EBITDA	-1.2	4.5	8.4	14.0	19.4

SOURCE: BELL POTTER SECURITIES ESTIMATES

Shareholders' equity

Total shareholders funds

W/A diluted shares on issue

### **BELL POTTER**

#### **Recommendation structure**

Buy: Expect >15% total return on a 12 month view. For stocks regarded as 'Speculative' a return of >30% is expected.

**Hold:** Expect total return between -5% and 15% on a 12 month view

Sell: Expect <-5% total return on a 12 month view

Speculative Investments are either start-up enterprises with nil or only prospective operations or recently commenced operations with only forecast cash flows, or companies that have commenced operations or have been in operation for some time but have only forecast cash flows and/or a stressed balance sheet.

Such investments may carry an exceptionally high level of capital risk and volatility of returns.

### **Research Team**

Staff Member	Title/Sector	Phone	@bellpotter.com.au
TS Lim	Head of Research	612 8224 2810	tslim
Industrials			
Sam Haddad	Industrials	612 8224 2819	shaddad
Chris Savage	Industrials	612 8224 2835	csavage
Jonathan Snape	Industrials	613 9235 1601	jsnape
Tim Piper	Industrials	612 8224 2825	tpiper
John Hester	Healthcare	612 8224 2871	jhester
Tanushree Jain	Healthcare/Biotech	612 8224 2849	tnjain
Financials			
TS Lim	Banks/Regionals	612 8224 2810	tslim
Lafitani Sotiriou	Diversified Financials/Fintech	613 9235 1668	Isotiriou
Resources			
Peter Arden	Resources	613 9235 1833	parden
David Coates	Resources	612 8224 2887	dcoates
Stuart Howe	Resources	613 9235 1856	showe
Analysts			
James Filius	Analyst	613 9235 1612	jfilius
Alexander McLean	Analyst	612 8224 2886	amclean
Damien Williamson	Analyst	613 9235 1958	dwilliamson

#### **Bell Potter Securities Limited**

ACN 25 006 390 7721 Level 38. Aurora Place 88 Phillip Street, Sydney 2000 Telephone +61 2 9255 7200 www.bellpotter.com.au

#### The following may affect your legal rights. Important Disclaimer:

This document is a private communication to clients and is not intended for public circulation or for the use of any third party, without the prior approval of Bell Potter Securities Limited. In the USA and the UK this research is only for institutional investors. It is not for release, publication or distribution in whole or in part to any persons in the two specified countries. In Hong Kong this research is being distributed by Bell Potter Securities (HK) Limited which is licensed and regulated by the Securities and Futures Commission, Hong Kong. This is general investment advice only and does not constitute personal advice to any person. Because this document has been prepared without consideration of any specific client's financial situation, particular needs and investment objectives ('relevant personal circumstances'), a Bell Potter Securities Limited investment adviser (or the financial services licensee, or the representative of such licensee, who has provided you with this report by arrangement with Bell Potter Securities Limited) should be made aware of your relevant personal circumstances and consulted before any investment decision is made on the basis of this document.

While this document is based on information from sources which are considered reliable, Bell Potter Securities Limited has not verified independently the information contained in the document and Bell Potter Securities Limited and its directors, employees and consultants do not represent, warrant or guarantee, expressly or impliedly, that the information contained in this document is complete or accurate. Nor does Bell Potter Securities Limited accept any responsibility for updating any advice, views opinions, or recommendations contained in this document or for correcting any error or omission which may become apparent after the document has been issued

Except insofar as liability under any statute cannot be excluded. Bell Potter Securities Limited and its directors, employees and consultants do not accept any liability (whether arising in contract, in tort or negligence or otherwise) for any error or omission in this document or for any resulting loss or damage (whether direct, indirect, consequential or otherwise) suffered by the recipient of this document or any other person.

#### Disclosure of interest:

Bell Potter Securities Limited, its employees, consultants and its associates within the meaning of Chapter 7 of the Corporations Law may receive commissions, underwriting and management fees from transactions involving securities referred to in this document (which its representatives may directly share) and may from time to time hold interests in the securities referred to in this document.

Lafitani Sotiriou owns 140 000 shares in OVH

#### ANALYST CERTIFICATION

Each research analyst primarily responsible for the content of this research report, in whole or in part, certifies that with respect to each security or issuer that the analyst covered in this report: (1) all of the views expressed accurately reflect his or her personal views about those securities or issuers and were prepared in an independent manner and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by that research analyst in the research report.

### **BELL POTTER**