

Fiducian Group (ASX: FID)

Investor Presentation



Wilson Investors Briefing

9 November, 2017





New South Wales

Office Locations

Abbotsford

Ballina

Bathurst

Bondi Junction (x2)

Castle Hill

Caves Beach

Coffs Coast

Gosford

Hunter

Kellyville

Ku-ring-gai

Lane Cove

Macarthur

Manly

Newcastle

Ourimbah

Randwick

Roseville

Southern Highlands

St Ives

Sydney CBD

Tweed Heads

Walcha

Windsor

Tamworth

Fiducian Group FY 2017

- **FY 2017 Highlights**

- Business Overview
- Financials
- FY2018 Update
- Growth Strategy and Business Outlook
- Contacts

FY 2017 Highlights



UNPAT up
24%
to \$8.7mil



FUMAA up
20%
to \$5.7bil



Dividends up
28%
to 16.00 cents



67

Aligned Planners
& Associates

Flagship funds performance ranking
for three years to 30 June 2017
against all funds on leading surveys



Growth **1**/188
Ultra Growth **2**/115
Balanced **4**/188
Cap Stable **7**/120



103 Staff
around Australia
from over 20
different countries
of origin



44 Offices
across Australia



\$97mil

Funds Under Advice
acquired in 2016-17



FIDUCIAN
INTEGRITY • TRUST • EXPERTISE



Victoria

Office Locations

Berwick
Chadstone
Mt Waverley

Nth Melbourne
Ringwood
Sale

St Kilda
Surrey Hills

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Profit Generating Sustainable Business Model

Funds Management



- Process driven, client focused investment products
- 15 Managed Funds: 4 Diversified Funds, 4 Sector Funds, 7 Specialist Funds
- **\$2.13 Billion in Funds under Management (FUM)**
- Listed comparables include PTM, IFL, PPT, HFA, MFG

WRAP Platform



- Market competitive Wrap & Managed Discretionary Accounts (MDA) Platform
- Trustee of the Fiducian Superannuation Service and Operator for IDPS, Fiducian Investment Service
- **\$1.72 Billion in Funds under Administration (FUAdmin)**
- Listed comparables include IFL, PPT, EQT, CVW, HUB and unlisted comparable Netwealth

Financial Planning



- Respected non-bank financial planning licensee with over twenty years of experience
- 44 high quality practices, 67 representatives, national footprint
- **\$2.21 Billion Funds Under Advice (FUA)**
- Listed comparables include IFL, CVW, CUP, YBR

FinTech



- Specialist Fintech system developer
- Developer of 'FORCe' Financial Planning software & 'FASTRACK' platform administration system
- Listed comparables include CL1, PPS and unlisted comparable IRESS

Tax Agent Services



- Accounting & business service provider linked to Sydney Financial Planning office
- Accountancy outsourcing for tax returns through overseas partners
- Administration and accounting services to Self Managed Superannuation Funds (SMSF)

Note: FUMAA figures are as at 31 October 2017

Funds Management

- **15 Funds using Fiducian's Manage-the-Manager (MTM) system of Investment**
- **Select expert Fund Managers – with proven performance and differing investment processes plus styles**
- **Combine experts with different weightings – up to 37 Fund Managers**
- **Dynamic asset allocation and continuous management**
- **Obtain combined results from teams of expert fund managers not individual stars**
- **Delivers greater Diversification with reduced risks**

Market Segment: Funds Management

Funds Management – add NZ award



Fiducian Funds	1-year return (ranking) p.a.	3-year return (ranking) p.a.	5-year return (ranking) p.a.
Growth	9.9% (12/205)	9.9% (1/195)	12.1% (2/181)
Balanced	8.6% (40/205)	8.9% (5/195)	10.8% (5/181)
Ultra Growth	7.2% (121/130)	11.5% (2/118)	14.4% (2/110)
Capital Stable	4.0% (25/130)	5.3% (7/124)	6.3% (13/117)

Other specialist MTM funds

India	14.3%	14.9%	22.5%
Technology	27.0%	22.4%	27.1%

2017 FundSource Awards – International Equity Sector

Winner: **Fiducian Funds management** - Technology Fund

Finalist: **Fiducian Funds management** - India Fund



*Source: Morningstar – 30 September 2017

WRAP Platforms (FSS/FIS) – FASTrack System

- Public offer “Superannuation Fund”
- Investor Directed Portfolio Service (IDPS)
 - 15 – Multimanager Funds using the Fiducian Manage-the-Manager system
 - 57 – Single Manager Fund Choices
 - 4 – Managed Discretionary Accounts (Direct Share Ownership)
- Investments are held by external parties – National Australia Bank, for security and safe keeping
- Administration for SMAs, IMAs and MDAs
- Competitive Fees, Flexible Structure

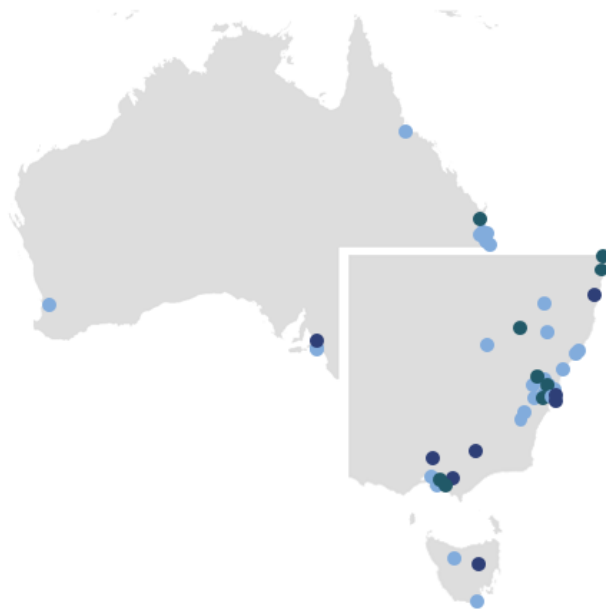


Market Segment: Platform Operators & Administration

Financial Planning

We are selective in recruiting Financial Planners.

National footprint with 44 practices, 67 representatives



● 38 Franchise Offices

● 6 Salaried Offices

Total 67 Authorised Representatives

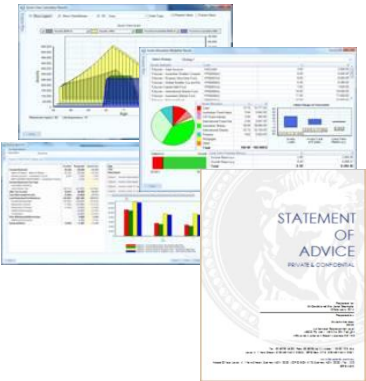
✓ Focus is on Quality and Expertise

Market Segment: Financial Planning / Wealth Creation



FinTech (FORCe & FASTrack)

Financial
Planning
Software



WRAP
Administration
FASTrack



Reporting
Fiducian
Online



Financial
Planner

Investor

Market Segment: Fintech (IT Development)



Integrated Business Model

Our clients experience the Fiducian difference:



← **FY 16-17 Gross Revenue** →
\$40.7 mil

Fiducian Integrated Business Model
FUMAA \$6.06 bil

Note: FUMAA figures are as at 31 October 2017



Queensland

Office Locations

Buderim

Caboolture

Gold Coast

Sunshine Coast

Fiducian Group FY 2017

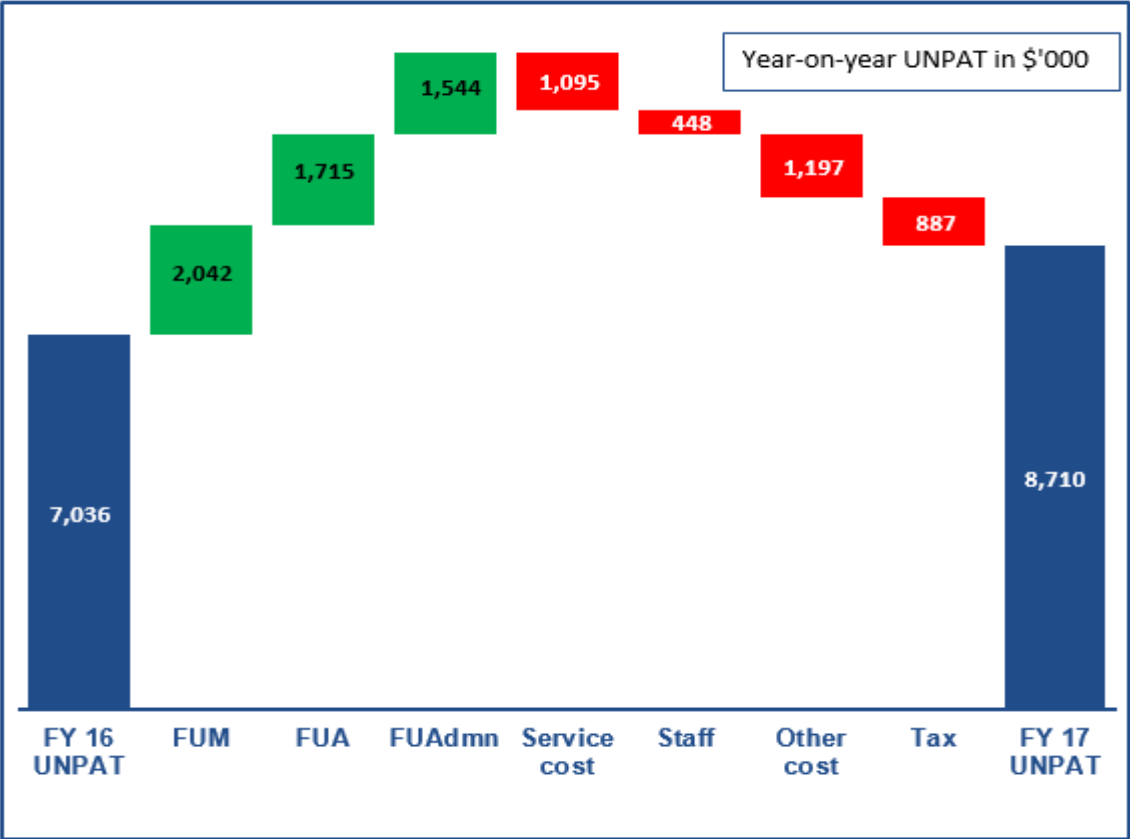
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FY 2017 Results: Financial Highlights

FINANCIAL HIGHLIGHTS

Year Ending 30 June (\$ in thousands)	2017	2016	% CHANGE
Operating Revenue*	40,752	35,451	↑ 15%
Fees and Charges paid*	(10,480)	(9,385)	
Net Revenue	30,272	26,066	↑ 16%
Gross Margin	74%	74%	
Underlying EBITDA	12,220	9,673	↑ 26%
Depreciation	(86)	(100)	
Tax on underlying earnings	(3,424)	(2,537)	
Underlying NPAT (UNPAT)	8,710	7,036	↑ 24%
Amortisation	(1,233)	(1,197)	
Income from Client Servicing Rearrangement (net of tax)	35	-	
Statutory NPAT	7,512	5,839	↑ 29%
Basic EPS based on UNPAT (in cents)	27.8	22.6	↑ 23%
Basic EPS based on NPAT (in cents)	24.0	18.8	
Funds Under Management, Advice and Administration (FUMAA)	5,678 Mil	4,736 Mil	↑ 20%

FY 2017 Results: 24% UNPAT Growth



- ✓ Revenue increase from Organic & Inorganic inflows plus increased financial market valuations
- ✓ Funds Management, Administration and Financial Advice performed strongly
- ✓ Service provider costs increased to provide for higher revenue
- ✓ Staff and Other costs increase to compensate for inflation and encourage ethical growth activities

FY 2017 Results: Segment update

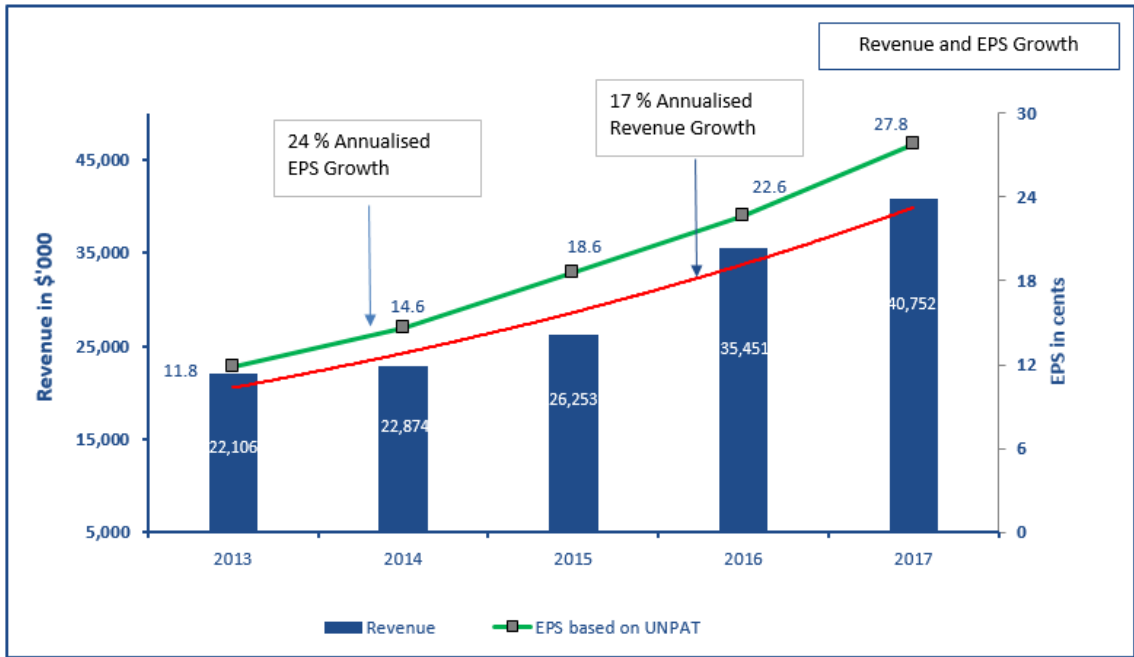
Funds Management	Revenue for the year is \$10.1 mil Top quartile performance has driven significant inflows Benefitting from scaled fees from underlying managers
Administration	Revenue for the year is \$15.0 mil Operational efficiencies through scale benefits
Financial Planning	Revenue for the year is \$14.9 mil Strong organic growth across salaried and franchisee network
Business Services	Revenue for the year is \$0.7 mil Generated cross referrals to Financial Planning business
Corporate	Experienced management team and board in place Reduction of Cost to Income ratio through scalability (2013: 70%, 2017: 60%)
Information Technology	Significant investment in developing end-to-end Straight Through Processing Administration capabilities Upgrades to accommodate SMA administration and 'user pays' process

Five Year Summary: Financials

	2017	2016	2015	2014	2013	2013-2017
	\$'000	\$'000	\$'000	\$'000	\$'000	
FINANCIAL PERFORMANCE						 24% Annualised Profit Growth
Gross Revenue	40,752	35,451	26,253	22,874	22,106	
Underlying Net Profit After Tax (UNPAT)	8,710	7,036	5,748	4,501	3,719	
Statutory Net Profit After Tax (NPAT)	7,512	5,839	4,622	3,983	3,270	
Cost To Income Ratio (CTI) - ex amortisation %	60%	63%	62%	63%	70%	
FINANCIAL POSITION						 24% Annualised EPS Growth
Total Assets	36,277	33,690	28,770	26,363	22,446	
Total Equity	27,620	24,127	21,191	19,351	18,320	
Cash	9,548	9,691	12,374	11,194	9,440	
SHAREHOLDER INFORMATION						 10% CTI % Reduction
Number of shares outstanding	31,264,368	31,110,855	30,883,398	30,757,897	31,532,429	
Market Capitalisation (in \$ mil)	128	72	53	50	32	
EPS based on UNPAT (in cents)	27.8	22.6	18.6	14.6	11.8	
Dividends (in cents)	16.0	12.5	10.0	9.1	6.8	
Share Price - 30 June closing (in \$)	4.09	2.31	1.70	1.62	1.03	

✓ Sustainable growth history consistently over long term

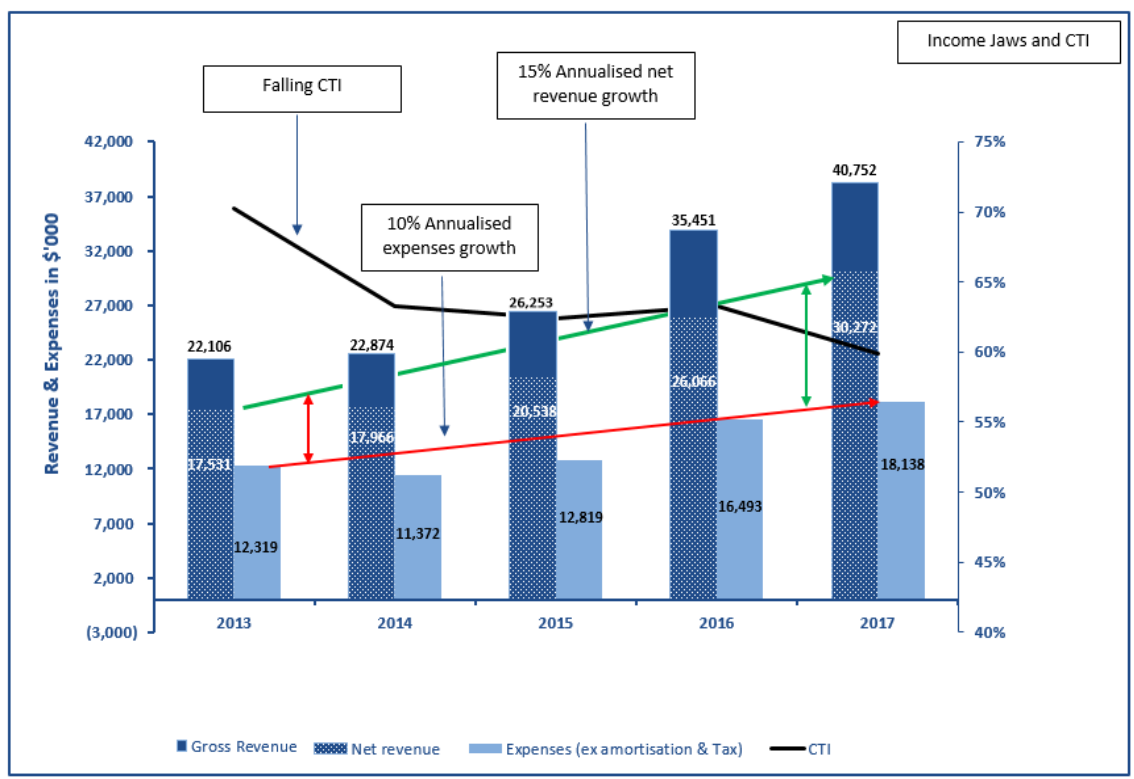
Five Year Summary: Revenue & EPS



- ✓ Top-line Revenue Growth: 17% annualised
- ✓ EPS Growth: 24% annualised
- ✓ Economic Leverage: EPS Growth faster than Revenue Growth
- ✓ Sustainability: Double-digit EPS growth in 14 out of 18 years since listing

✓ Sustainable growth history consistently over long term

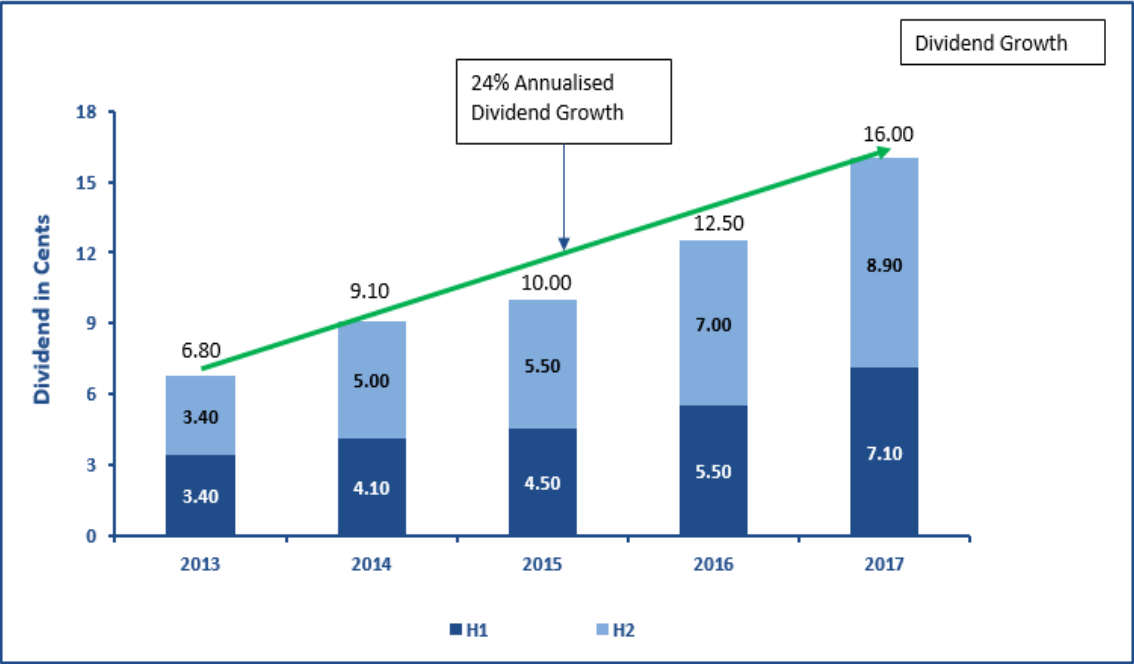
Five Year Summary: Expenses



- ✓ Expanding Jaws:
Revenue growth faster than Expense growth
- ✓ Improving Cost To Income (CTI) Ratio: from 70% in 2013 to 60% in 2017
- ✓ Carefully managed expenses to support growth in infrastructure and revenue generating functions

✓ Sustainable growth history consistently over long term

Five Year Summary: Dividends



- ✓ Dividend Growth: 24% annualised
- ✓ Board maintains 60%-70% pay-out ratio based on NPAT
- ✓ FY17 full year dividend 16.00 cents
- ✓ Final dividend 8.90 cents per share held on 30/08/17 and payable on 13/09/17

✓ Sustainable growth history consistently over long term

Five Year Summary: Balance Sheet

(\$'000)

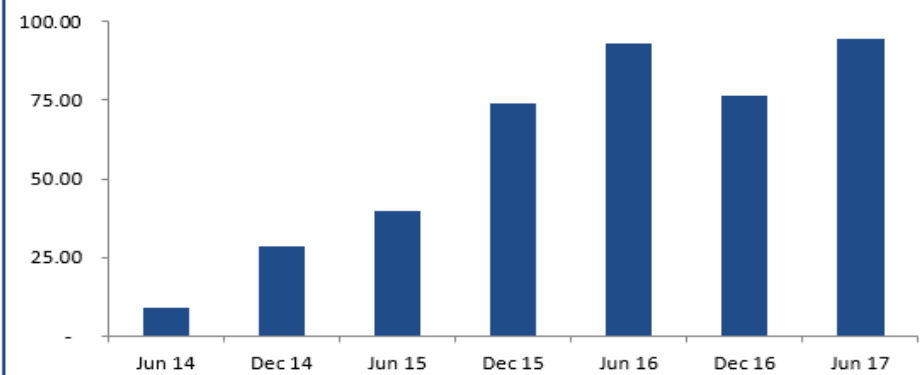
Description	2013	2014	2015	2016	2017
Cash	9,440	11,194	12,374	9,691	9,548
Client Acquisition (including Goodwill)	6,413	9,600	8,770	16,271	15,814
Other assets (Net of Liabilities)	2,467	- 1,443	47	- 1,835	2,258
Net Assets	18,320	19,351	21,191	24,127	27,620

- ✓ Stable Cash position in excess of regulatory requirement of \$5.1 mil to support growth initiatives
- ✓ Significant reinvestments into business: \$15.8 mil client acquisitions through aligned planners
- ✓ Net Assets Growth 11% annualised

- ✓ Sustainable growth history consistently over long term

Net Fund In-Flows in Platform

Net Funds Inflows - Six monthly (in \$ mil)

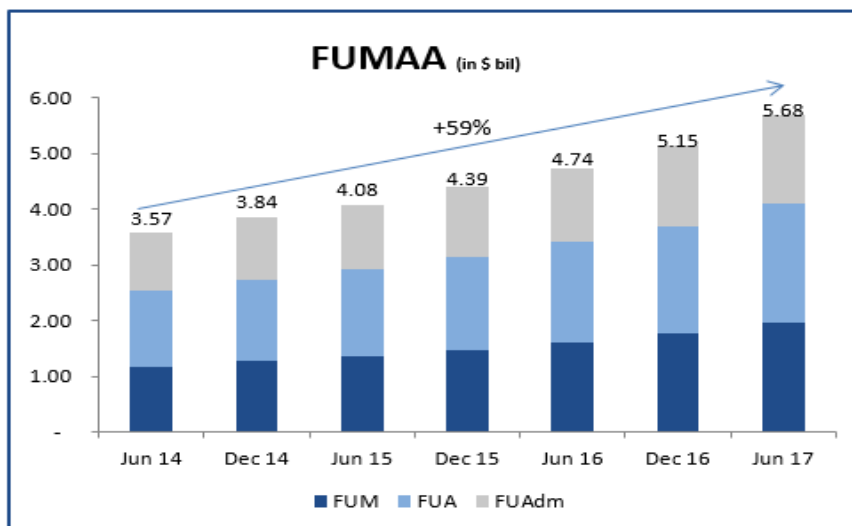


Funds Inflows and Outflows (in \$ mil)

Years	Inflows	Outflows	Net Funds Inflows
Jun 14	57.01	(47.91)	9.11
Dec 14	78.01	(49.26)	28.75
Jun 15	87.69	(48.10)	39.59
Dec 15	111.07	(37.17)	73.90
Jun 16	134.87	(41.83)	93.04
Dec 16	115.33	(38.73)	76.59
Jun 17	174.79	(80.31)	94.48

- ✓ Net In- Flows of \$171 mil during FY17
- ✓ Both Salaried and Franchised networks contributing to the Inflows
- ✓ Combination of organic flows from active referrals and inorganic flows from strategic acquisitions

Funds Under Management, Administration and Advice (FUMAA) Growth



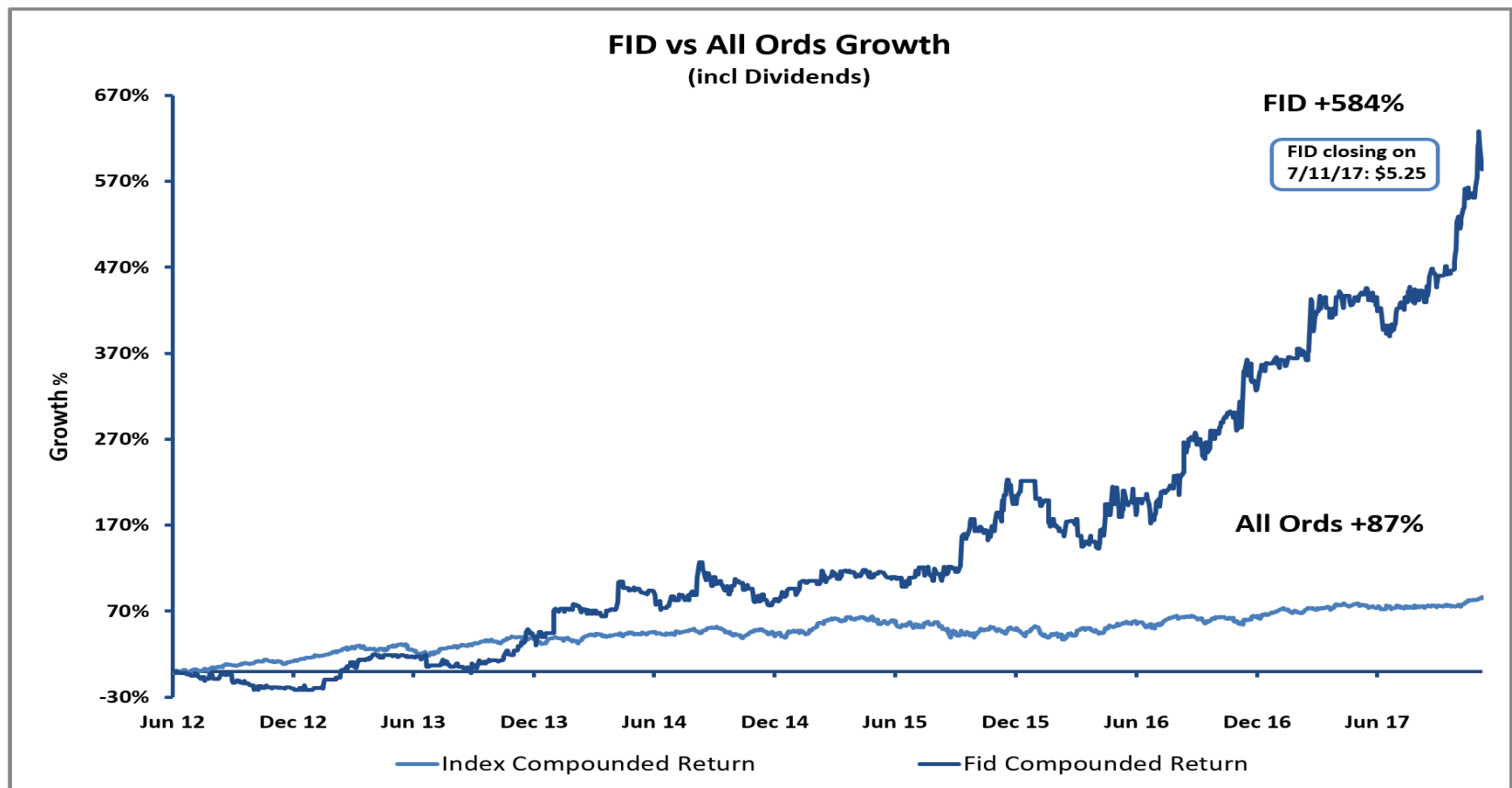
FUMMA Closing Balance (in \$ bil)				
Years	FUA	FUM	FUAdm	Total
Jun 14	1.37	1.17	1.03	3.57
Dec 14	1.46	1.28	1.11	3.84
Jun 15	1.54	1.37	1.17	4.08
Dec 15	1.66	1.47	1.25	4.39
Jun 16	1.82	1.59	1.32	4.74
Dec 16	1.94	1.76	1.45	5.15
Jun 17	2.14	1.96	1.58	5.68

- ✓ Consistent FUMAA growth contributed by strong organic and inorganic inflows and market improvements
- ✓ \$97 mil acquisition by Fiducian for Franchisees and salaried offices: strengthens retention
- ✓ Increase in FUA as proportion of FUMAA reflects recent acquisition

Explanatory Notes:

- FUM includes cross holdings from diversified funds into the sector / specialised funds
- FUA includes assets held in Fiducian and External platforms
- FUAdm includes aligned advisers and IFAs

Five Year: FID vs All Ord



✓ Since Jun 12, FID has outperformed All Ord by 497% (including dividend)



Tasmania

Office Locations

Devonport
Hobart
Launceston

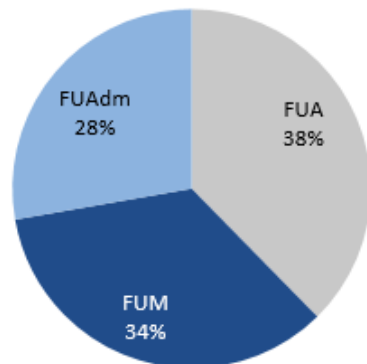
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- **FY 2108 Update**
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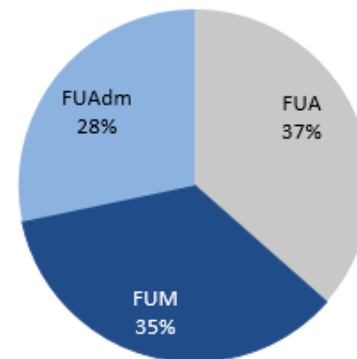
FY 2018 Update

- ✓ **Strong Cash Flow in line with expectations for Jul – Sep 17:**
 - **\$12.8 mil Receipts from Customers**
 - **\$2.8 mil Net Operating Cash Flow after expenses and tax**
 - **\$9.6 mil Cash at end of the period**
- ✓ **Financial Planning Acquisition Strategy and Organic Growth flowing through in synergy benefits across organisation**

Jun 17 FUMAA \$5.68 bil



Oct 17 FUMAA \$6.06 bil



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Growth Strategy

Funds Management	Leverage of successful Manage-The-Manager model and expand in new markets where profitable
Administration	Distribute SMA capabilities and offer Badged solutions to IFA market
Financial Planning	Continue to attract high quality planners and expand through value accretive acquisitions
Business Services	Increase cross-referrals between Planning & Accounting and Build SMSF Administration and Accounting
Corporate	Re-invest in business growth while supporting existing dividend policy of 60-70% of NPAT
Information Technology	Enhance STP functionalities and commercialise Financial Planning software

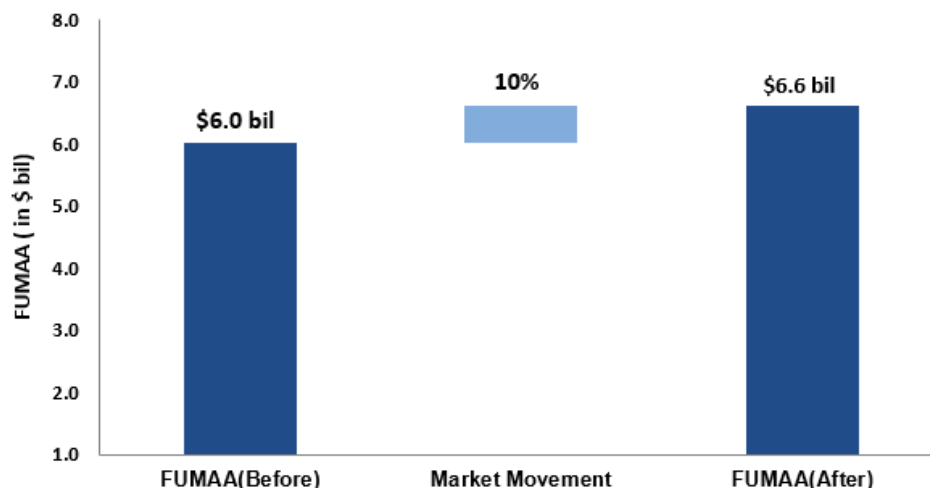
Business Outlook – 3 Revenue Streams

Revenue Growth is a function of volume of FUMAA

Example:



Plus, additional revenue growth if financial markets rise



Example:

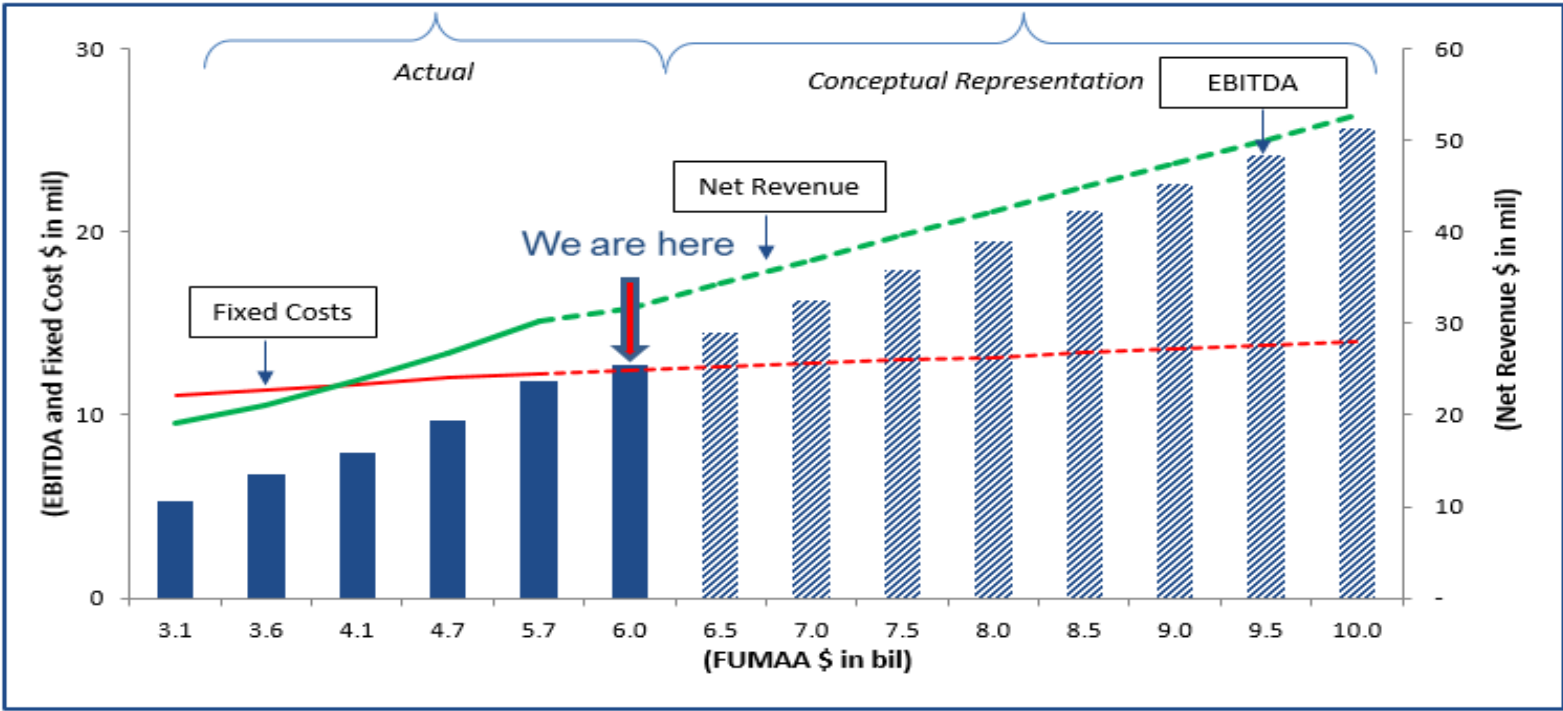
Assets rise 10%

FUMAA of \$6.0 bil rises to \$6.6 bil

Projecting the Potential: Conceptual Representation

The following is a concept extrapolation* of how increasing scale lifts EBITDA at an accelerating rate above a relatively fixed cost base:

Funds under Management, Administration and Advice (FUMAA) & EBITDA



This is simply extrapolating how revenue and EBITDA could grow and is not a forecast

*This is not a projection or a forward-looking statement, and should not be read or relied upon as such. This concept extrapolation may or may not be correct or accurate.

Outlook

- **Grow Funds Under Advice organically and through strategic acquisitions of financial planning businesses**
- **Expand platform administration services to IFAs and capture market share where value accretive**
- **Build SMSF Admin and Accounting Services**
- **Continue delivering superior investment performance through Fiducian Funds and attract IFAs**
- **Target sustainable double digit earnings growth**



Western Australia

Office Location

South Perth

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Australian Capital Territory

Office Location

Canberra

Contacts

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South Australia

Office Location

Adelaide City Central

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