



## **CHAIRMAN'S ADDRESS** **1<sup>st</sup> Annual General Meeting of Fiducian Group Limited** **22nd October 2015**

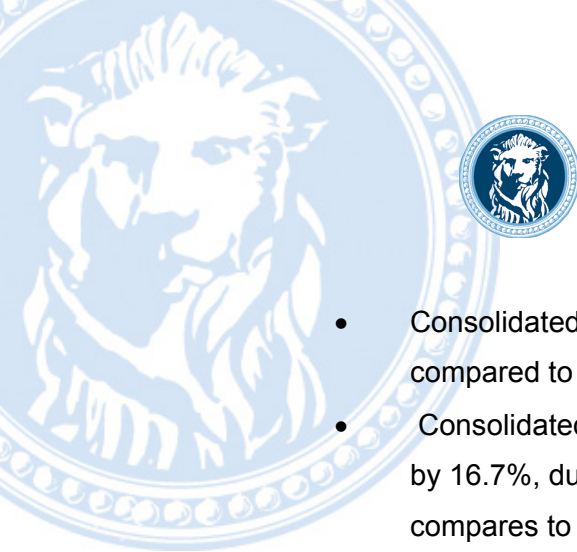
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As Chairman of Fiducian I want to report on the progress made by Fiducian in a year in which Fiducian:

- Attended to the implementation of the restructure of the Group by the end of February after a difficult and time-consuming exercise, carried out to satisfy regulatory changes and recent superannuation legislation. There is now a new parent listed entity, individual corporate entities undertaking core activities, and the previously listed entity of Fiducian Portfolio Services Limited retaining only the role of trustee of the Fiducian Superannuation Fund;
- Whilst the Board believes that it has always complied with its obligations and managed any potential or actual conflicts of interest successfully since inception of the Group, the restructure brought the Group into the sphere of “best practice” with a more Regulatory compliant structure. It has also allowed for the expansion of, and concentration on, the activities in each of the business entities;
- Made a number of new senior appointments to support the corporate changes including four new independent directors for the Board of the trustee company, a Chief Risk Officer and a General Manager Superannuation.
- Acquired two financial planning businesses with client bases of about \$145 million subsequent to year-end. These have been partly financed through the issue of shares to the value of \$ 612,000, calculated at the weighted volume market price of trades executed in the 30 days before various issue dates.
- Appointed twenty-two financial planners and support staff to handle the expansion of the financial planning network.
- Enhanced the software systems further to deliver greater efficiency and flexibility for administration and Financial Planners, affording also greater opportunities for more distribution channels;

### **A SNAPSHOT OF THE PAST YEAR'S PERFORMANCE**

- Consolidated underlying net after tax profit of \$5.75 million, up 28%, and, after Amortization and one-off Restructure Expenses, Reportable after tax net profit of \$4.62 million, up 16% on the previous year;



# FIDUCIAN

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- Consolidated revenues from ordinary activities increased by 15.0% compared to an increase of only 3.6% in the previous year;
- Consolidated net cash operating expenses were controlled, but increased by 16.7%, due mainly to increased staffing referred to previously, and compares to a decrease of 8.0% last year;
  - Funds under Advice, Management and Administration increased by 14% to \$4.08 million;
  - Fully franked dividends declared for the 2015 year have increased by 9% to 10 cents per share; and
  - Fiducian Funds performed well against comparative funds in the industry with the flagship diversified funds of the Fiducian Balanced, Growth, Capital Stable and Ultra Growth Funds all ranking in the top 10 in industry surveys over the year and mostly in top quartile over longer term investment periods.

## CURRENT YEAR EXPECTATIONS

The Board is cautious but confident that, subject to an improving economic and financial market environment in Australia and internationally:

- Fiducian has significant capacity and strategies in place for further growth in its traditional revenue base and has loyal financial planners and staff to assist such growth;
- Funds under Administration should grow as financial markets strengthen and further benefit from recent financial planning acquisitions;
- Operating expenses are expected to remain tightly controlled;
- Both Consolidated Underlying and Reportable Net profits after tax are expected to be higher than the past year, based on current performance and projections;
- Fully franked dividends should remain in line with profits;
- On-market buy-back of Fiducian shares should continue and manageable acquisitions made in response to available opportunities and funding; and
- The company is currently debt free with positive working capital and operating cash flows, which allows greater emphasis on future expansion.



Management profit reports are in line with budget expectations as Funds under Administration have grown since June as a result of good net inflows. If this situation continues, then profits could grow further.

The Board, Indy Singh, Management Team and staff are all working to achieve these expectations and my thanks go to each member of the team for their efforts.

### 3. THE FIDUCIAN FAMILY

The Fiducian family is very important to us:

- It is made up of directors and staff, planners, fund managers, suppliers, clients and shareholders, all of whom are stakeholders in the company;
- Our family will continue to thrive as each stakeholder takes pride in our core qualities of **Integrity**, **Trust** and **Expertise**;
- Fiducian will continue to offer a premium quality service, where clients can expect to receive personalized attention, be rewarded by comparatively attractive investment performance and best practice administration and reporting services.

Our steady and focused plans are expected to reward all the family for their confidence and continued support in the medium term.

Robert Bucknell, Chairman  
Fiducian Group Limited