



# FIDUCIAN

INTEGRITY • TRUST • EXPERTISE

## Fiducian Group Limited (ASX:FID)

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### The CEO Sessions

12 April 2016

# Group Overview – A Self Sufficient Solid Business Foundation



## Fiducian Group Limited (FID) Activities

**WRAP Platforms**



**\$1.3 Billion in FUAdm**

**IT Software**



**Market unique technology provider**

**Funds Management**



**\$1.4 Billion in FUM**

**Financial Planning**



**\$1.7 Billion FUA**

**Tax Agent Services**



**Tax Agent; and**

**Aggregator of general tax practitioners**

# 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
  - 55 – Single Manager Fund Choices
  - 4 – Managed Discretionary Accounts ( Direct Share Ownership)
- Investments are held by external parties, such as National Asset Services (National Australia Bank), for security and safe keeping
- Create your own SMA or use a financial planner
- Competitive Fees



**Market Segment: Platform Operators & Administrators**

# IT Software Development (FORCe & FASTrack)

## Financial Planning Software



## WRAP Administration FASTrack



## Reporting Fiducian Online



Financial  
Planner



Investor

Market Segment: Fintech (IT Development)

- **15 Funds using Fiducian’s Manage-the-Manager system of Investment**
- **Select expert Fund Managers – with proven performance and differing investment processes plus styles**
- **Combine experts with different weightings – up to 35 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**

# Fiducian Funds Management



Fiducian Funds	1-year return (ranking) p.a.	3-year return (ranking) p.a.	5-year return (ranking) p.a.
Ultra Growth	15.1% (2/121)	16.9% (5/113)	11.1% (5/104)
Growth	9.0% (2/198)	13.9% (2/187)	9.6% (7/176)
Balanced	7.9% (4/198)	12.4% (7/187)	8.4% (27/176)
Capital Stable	4.6% (2/127)	7.3% (4/123)	6.8% (17/117)

## Other specialist MTM funds not available elsewhere

India	6.1%	28.9%	13.1%
Technology	21.8%	36.6%	24.5%

## Market Segment: Funds Management

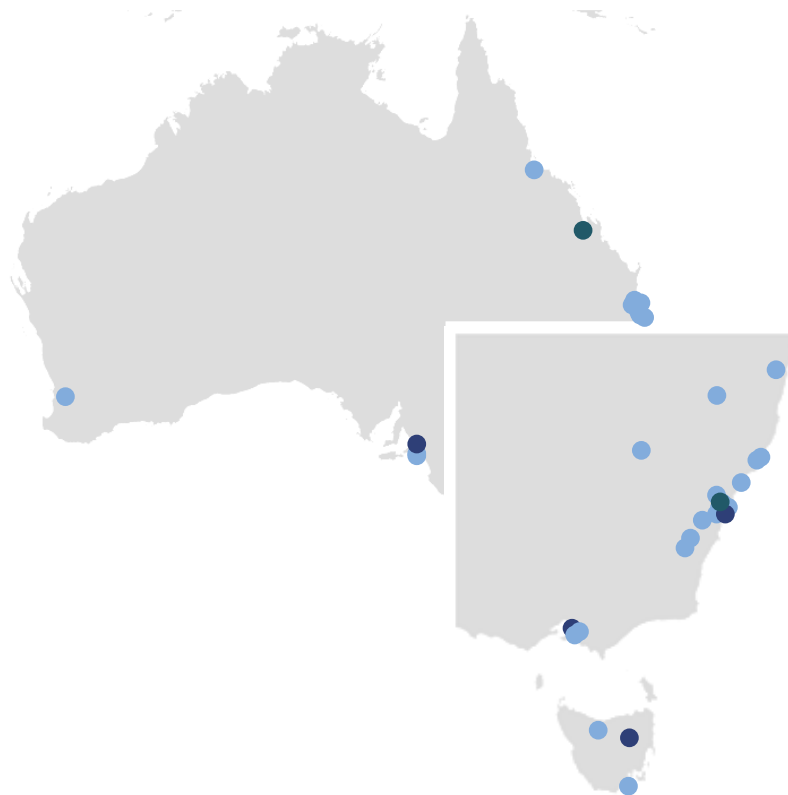
\*Source: Morningstar – 31 December 2015



# Financial Planning Network

We are selective in recruiting Financial Planners.

National footprint with 45 high quality practices, 70 representatives, 4 accounting practices merged thus far



- 34 Existing FP Outlets
- 7 New FP Outlets
- 4 Accounting Outlets
- 70 Representatives

**Market Segment: Financial Planning/ Wealth Creation**

# Funds Under Management, Administration & Advice (FUMAA)



Our clients experience includes the Fiducian difference:



← **Total Revenue (annual)** →  
**\$31.3Mln**

**Fiducian Integrated Advice Model**  
**FUMAA \$4.4Bln**



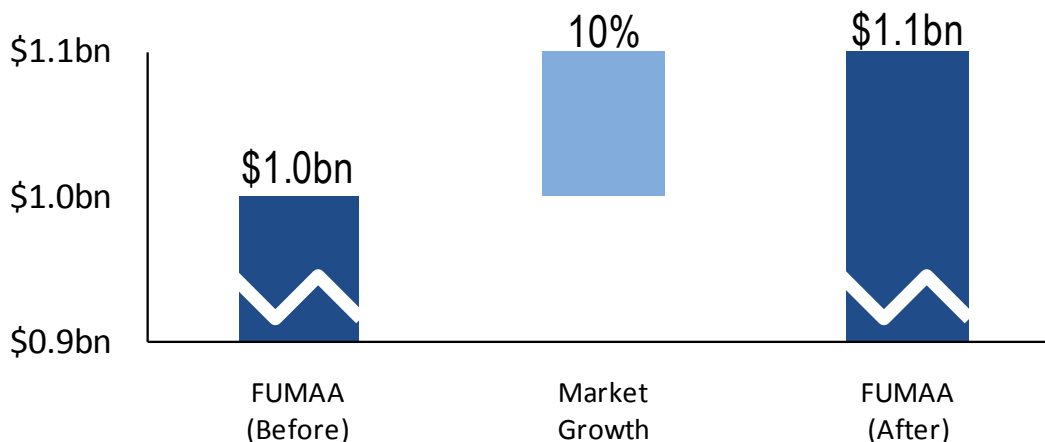
# 3 Times Potential Revenue Stream

Revenue Growth is a function of volume of FUMAA

## Example:



Plus, additional revenue growth if financial markets rise

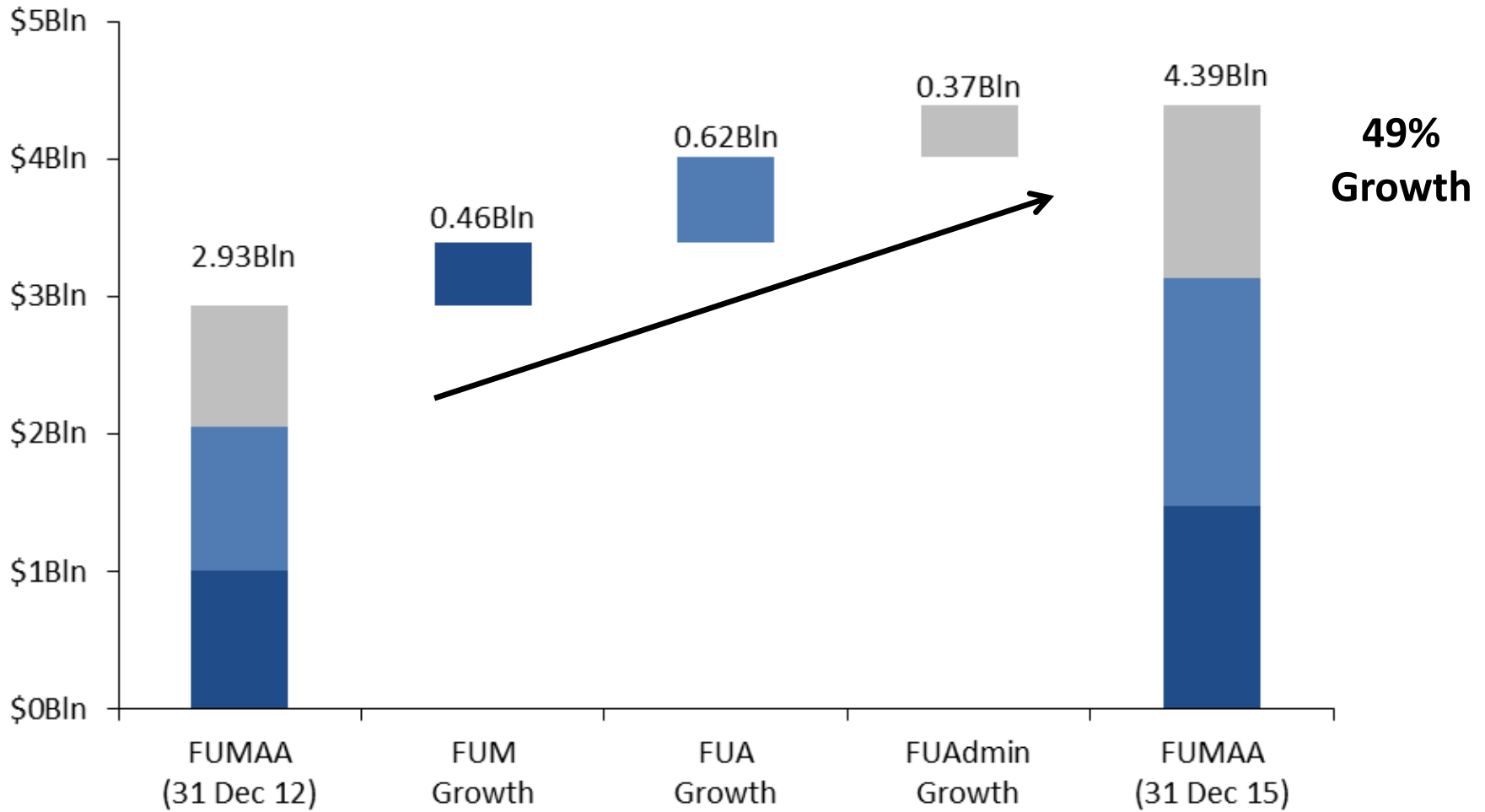


## Example:

Assets rise 10%

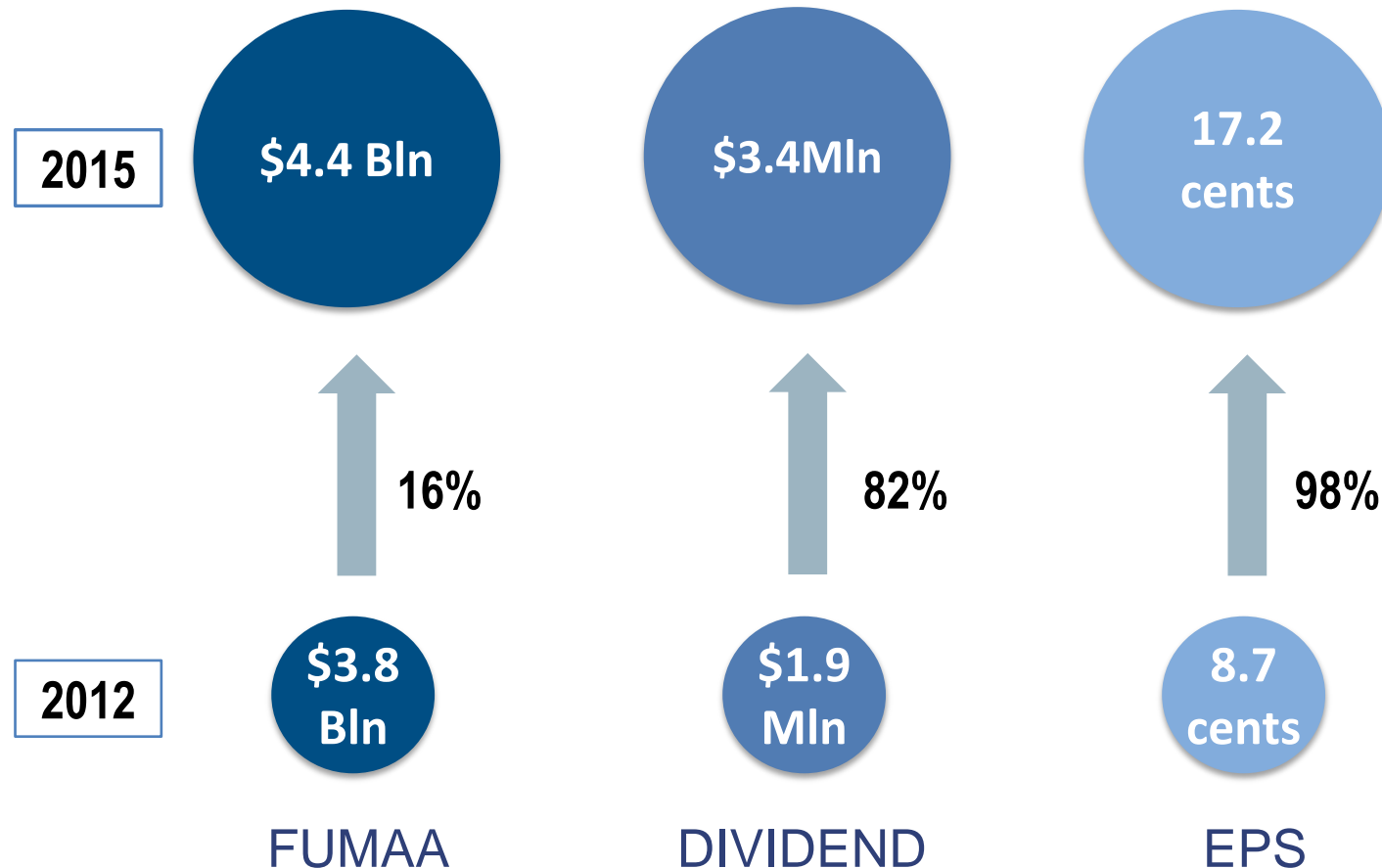
FUMAA of \$1Bln rises to \$1.1Bln

# Strong FUMAA Growth



# Consistent Profit Generation

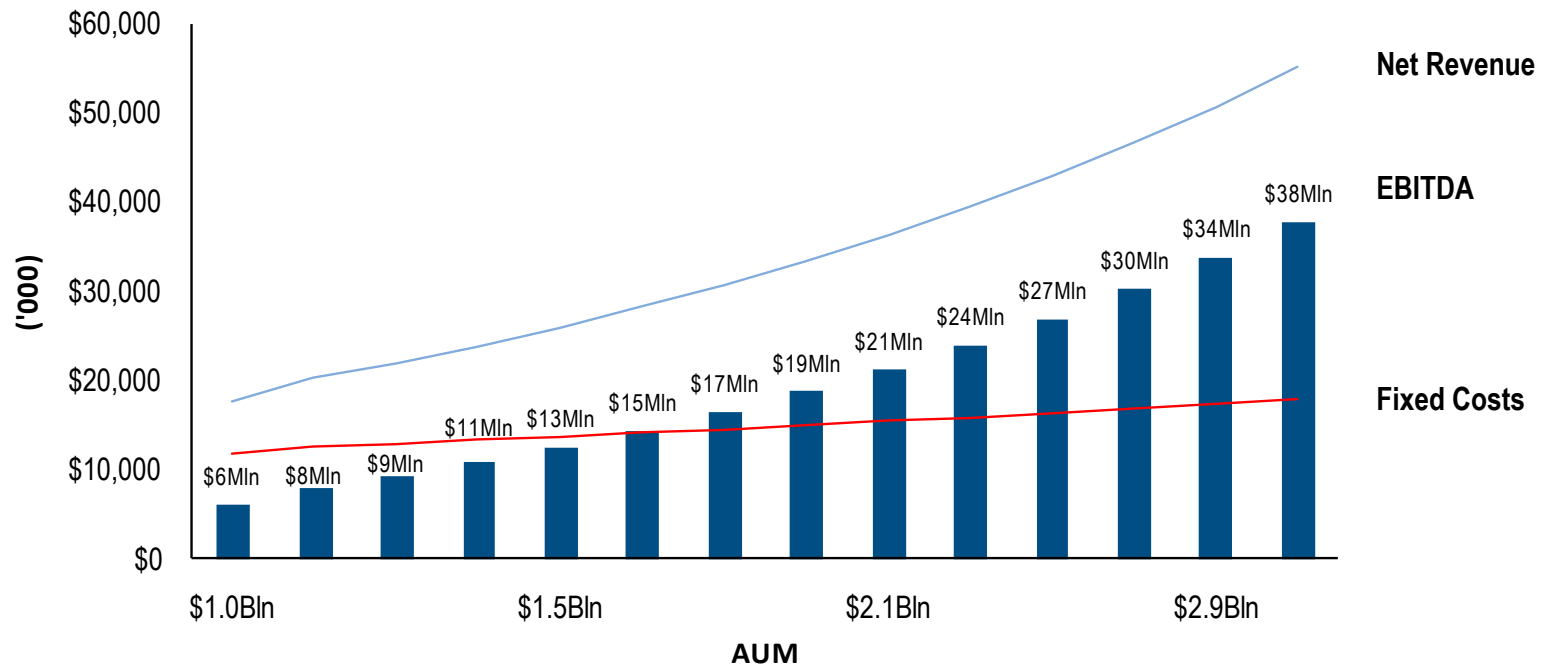
Fiducian has delivered greater than 10% Earning Per Share Growth for 13 of the 16 reporting periods since listing in 2000. This includes the impact of the GFC.



# Projecting the Potential – Conceptual Representations

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

## Funds under Administration (FUAdmin) & 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.

- 1. Grow Funds Under Advice organically and through strategic acquisitions of financial planning businesses**
- 2. Expand platform administration services to IFA's and capture market share**
- 3. Continue delivering superior investment performance through Fiducian Funds**
- 4. Target sustainable double digit earnings growth**

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