

FY 2020-21 RESULTS

INVESTOR PRESENTATION

Indy Singh – Executive Chairman, Fiducian Group

Rahul Guha – Executive Chairman, Fiducian Services

16 August 2021

Agenda

- Business Overview
- Financials
- Growth Opportunities
- Key Dates and Contacts



Highlights



FY 21 Highlights

Group Highlights

Statutory NPAT	UEBITDA*	UNPAT*	Dividends
\$12.2m	\$19.2m	\$14.1m	26.90c
▲ 16%	▲ 10%	▲ 11%	▲ 17%

Fund Performance

	3 yrs	5 yrs	7 yrs	10 yrs
Growth	2/173	1/167	1/161	2/146
Ultra Growth	2/123	1/116	1/106	1/96
Balanced	13/173	7/167	3/161	8/146
Cap Stable	15/106	9/102	6/97	7/89

Flagship funds performance ranking for three, five, seven and ten years to 30 June 2021 against all funds in the Morningstar survey.

Business Segments

Platform Administration



Funds Management



Enabling **Financial Planning Division**: \$3.7b in FUA (46 high quality practices and 72 representatives with a national footprint)

➤ **FUMAA as at Jun 2021 \$10.4 billion compared to \$8.0 billion as at Jun 2020**

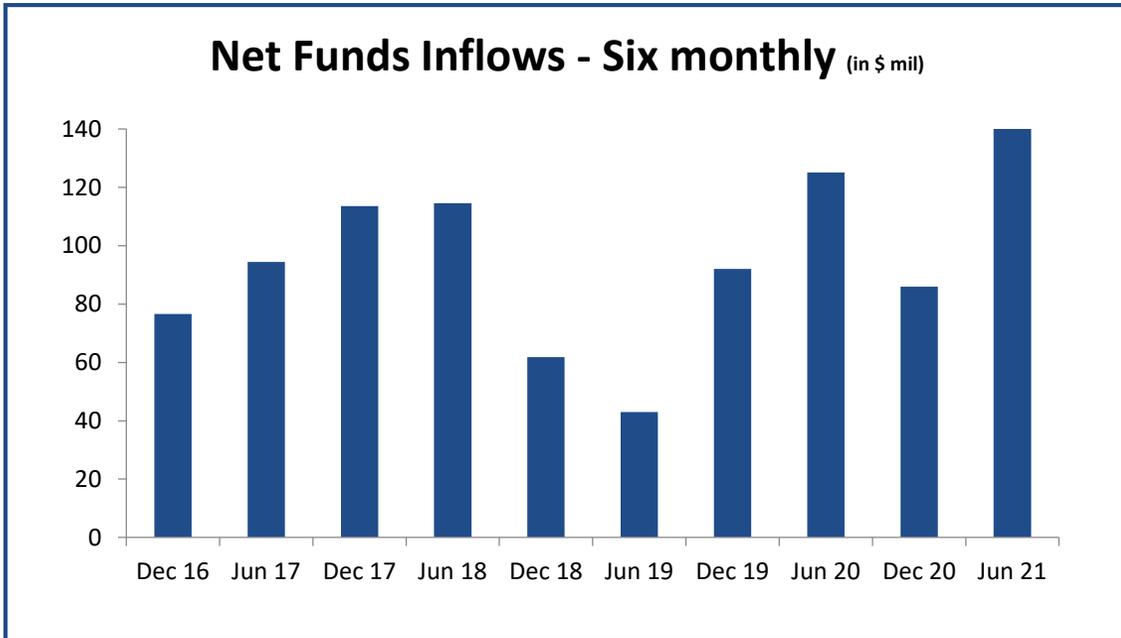
Platform Administration Business



- **\$2.9 Billion in Funds under Administration (FUAdmin) as at 31 July 2021**
- Market competitive platform offering for Investments, Superannuation and SMA administration with own licences
- Investment menu includes 15 Fiducian multi-manager funds, 57 external managed funds, SMAs and Term Deposits tailored to financial adviser and client demands
- Advanced leading edge technology solutions help financial advisers
 - Electronic signatures, Digital applications with Online ID verification
 - True Straight Thru Processing (STP)
 - Multi Factor Authentication (MFA) increasing security of sensitive data and protection against frauds
 - Online Opt-in, Annual Service Agreements and Fee renewals
- Competitive Fees can be customised at client, adviser, dealer-group and product levels
- Potential for additional netflows from distribution to IFAs and white labels / badge opportunities
- IT system “FasTrack” provides cost effective automation of client administration. 20 year track record

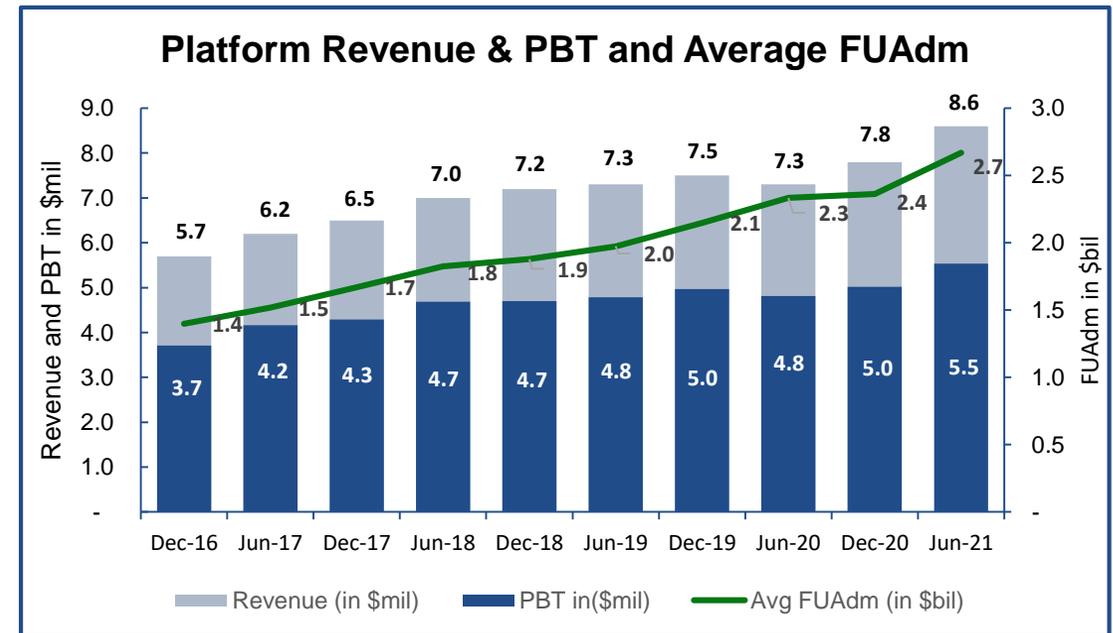


Fiducian Overview – Platform Administration



- **Net In-flows of \$228 million** during FY 2020-21
- Both Salaried and Franchised networks contributing to the Inflows
- Combination of organic flows from active referrals and inorganic flows from strategic acquisitions
- Marketing to external dealer groups and IFAs begun

- Competitive Fees in the bottom half of the industry average
- Highly scalable model generates stable margins even as FUAdm
- **PBT Margins 64% of Revenue from external customers**



Funds Management Business



Fiducian Overview – Funds Management

- **\$4.0 Billion in Funds under Management as at 31 July 2021**
- Fiducian provides highly effective Manage the Manager System (Multi-Manager) with greater diversification and below average risks to generate consistent above average returns
- The investment team selects expert managers with proven performance, differing investment processes and complementary styles
- Assets are primarily held directly through mandates. Managers can be replaced without liquidating holdings
- The in-house team decides on manager allocations and tactical allocation
- Over 20 years, the four Fiducian diversified funds ranked in the top decile to quartile in 54 out of 58 readings against up to 183 fund managers on Morningstar survey



Fiducian Manage the Manager Investment Philosophy
10 Sector Funds • 4 Diversified Funds • 42 Underlying Investment Manager Teams



Fiducian Overview – Funds Management



- **Consistently superior results** against the world's best fund managers in the Australian market

Fiducian Funds	1-year return (ranking) p.a.		3-years return (ranking) p.a.		5-years return (ranking) p.a.		7-years return (ranking) p.a.		10-years return (ranking) p.a.	
Capital Stable	9.5%	22/111	5.6%	15/106	5.6%	9/102	5.6%	6/97	6.1%	7/89
Balanced	21.8%	38/185	9.3%	13/173	9.9%	7/167	9.4%	3/161	9.4%	8/146
Growth	25.7%	6/185	10.1%	2/173	11.0%	1/167	10.4%	1/161	10.3%	2/146
Ultra Growth	38.5%	1/130	12.2%	2/123	12.6%	1/116	12.3%	1/106	12.2%	1/96
Other specialist MTM funds										
Technology	31.7%		24.5%		24.8%		23.3%		23.2%	
India	57.5%		9.4%		10.6%		13.2%		13.2%	

*Source: Morningstar Direct June 2021

Past performance is not a reliable indicator of future performance and Fiducian does not guarantee the performance of the Funds or any specific rate of return.

2020 Money Management Fund Manager of the Year

Finalist: Fiducian Balanced Fund (Multi Asset – Balanced)

2017 FundSource Awards – International Equity Sector

Winner: Fiducian Funds management - Technology Fund

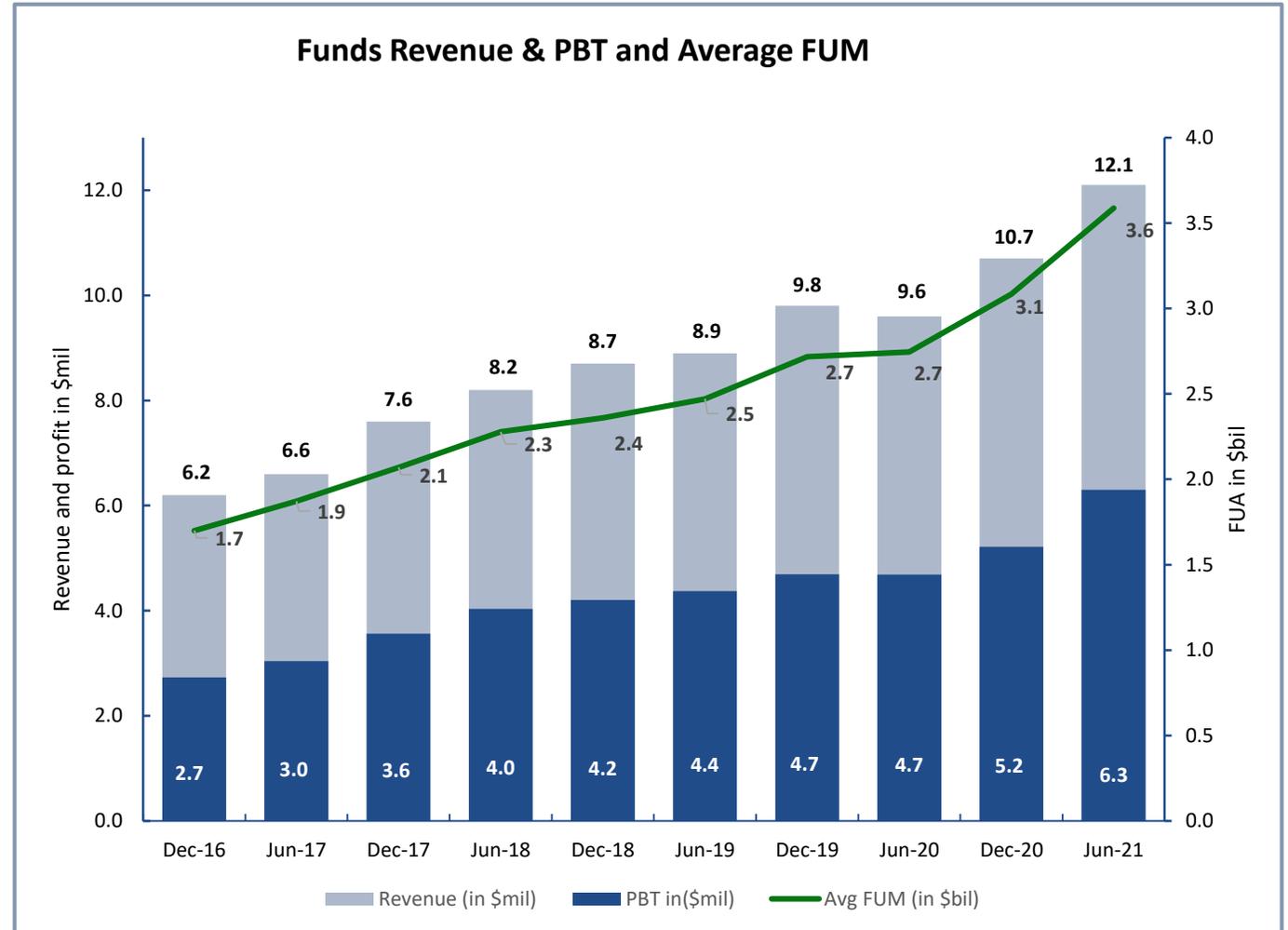
Finalist: Fiducian Funds management - India Fund



Fiducian Overview – Funds Management



- PDS Fund Fees are in line with industry peer groups. Added benefits for clients are access to multiple managers whose fees are paid by Fiducian through the relevant Fiducian Fund
- Fiducian margins correspond to fund size. As Fiducian increases manager allocation, fees charged by managers' scales down
- **PBT margins 50% of Revenue from external customers**
- Closing FUM of \$3.9 billion provides a higher starting point for corresponding period

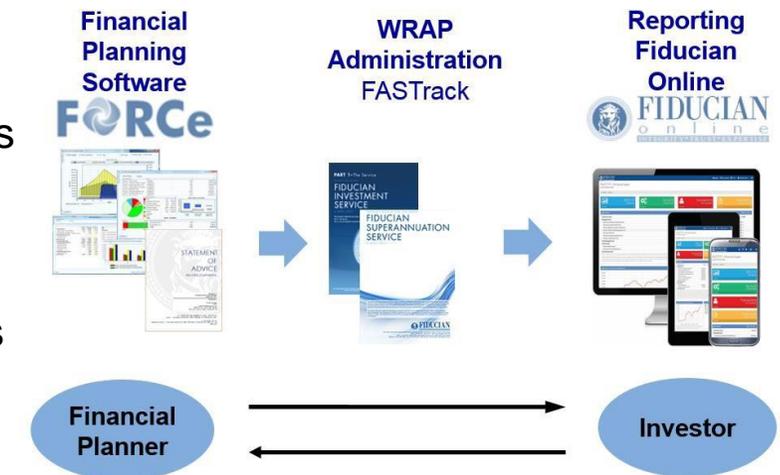


Fintech Capabilities



Fiducian Overview – FinTech Capabilities

- Proven and time tested Fintech capabilities underpin Fiducian’s successful business model
- Recent programming team expansion and new system development provides opportunities for commercialisation
- Market leading **Platform Administration System, ‘Fastrack’** provides an automated solution for advisers for investment execution and client registry.
 - Developed in-house since 2012 with own Intellectual Property with no legacy system issues
 - Promotion to external dealer groups and Software as a Service (SaaS) external offering now begun
- Adviser driven **Financial Planning Software, ‘FORCe’** enables efficiency
 - Modelling, CRM, Advice document generation
 - Compliance monitoring
 - Fully integrated with Fastrack and data-feed from external platforms
 - Workflow systems to monitor adviser performance and compliance
- Holistic **‘Fiducian Online’ Client reporting**
 - Client account and transaction reporting including external holdings
 - Fully functional client reporting website
 - Front-end for advisers available across all devices

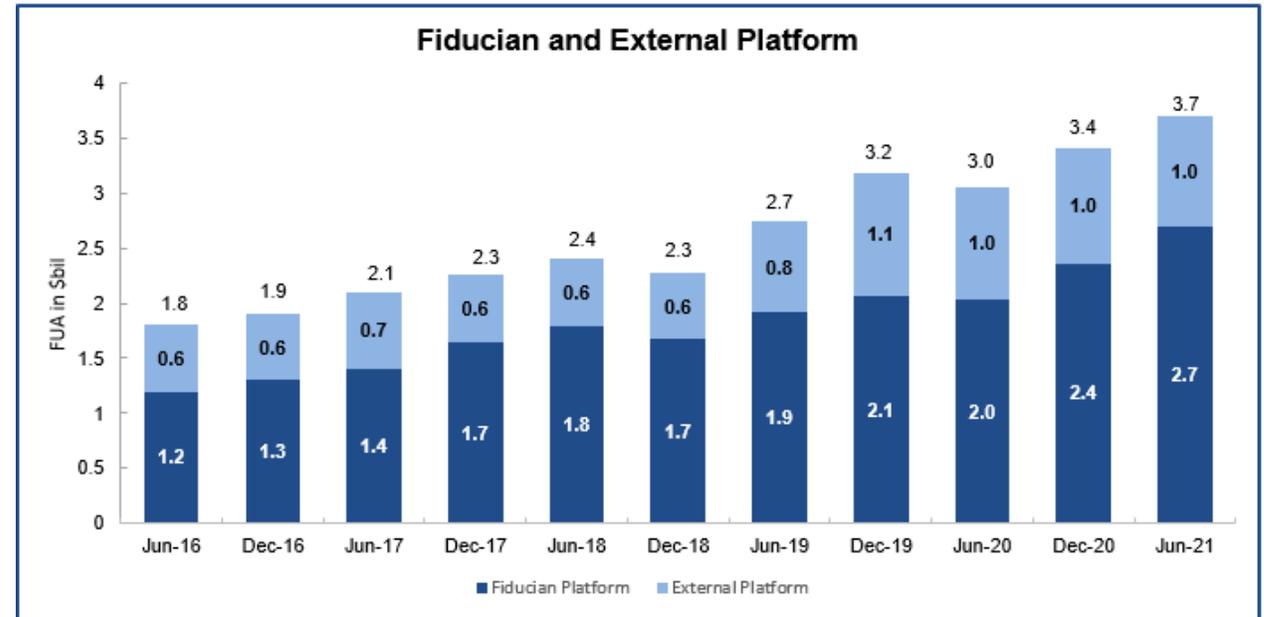


Financial Planning Business



Fiducian Overview – Financial Planning

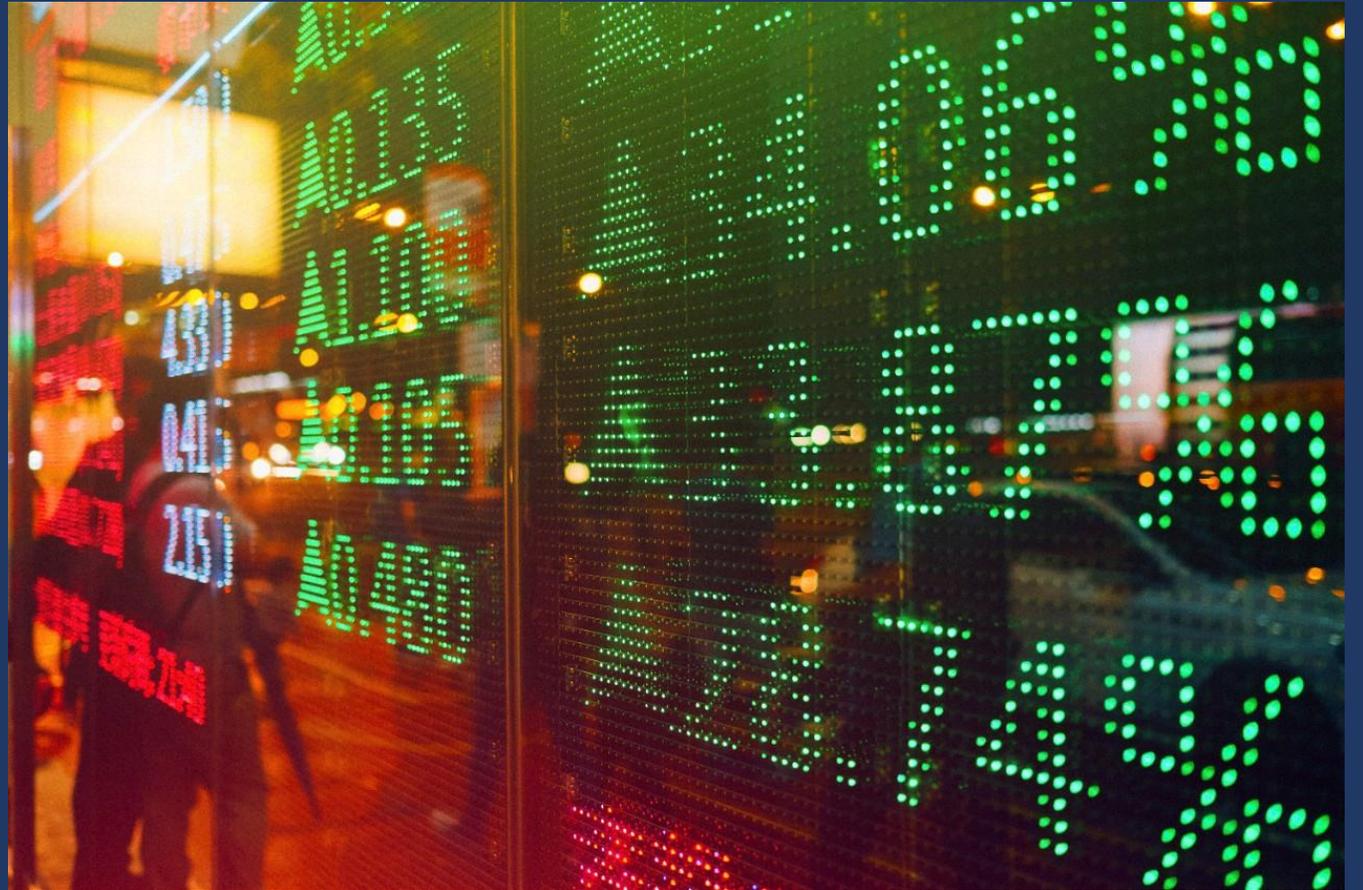
- **Enabler of steady flows** to Fiducian Funds and Platform
- 72 planners across 46 offices across Australia
- Selective recruitment of Salaried and Franchised planners aligned to Fiducian culture driven by Quality and Expertise
- Planners focused on delivering outcomes aligned to Clients Best Interest obligations
- Growth through acquisitions of client books, organic referrals and recruitment of new franchisees to the network
- Acquisition driven net-flows into platform over 1 to 3 years if right for client



FUA Distribution - Jun 2021 (in \$bil)



Financials



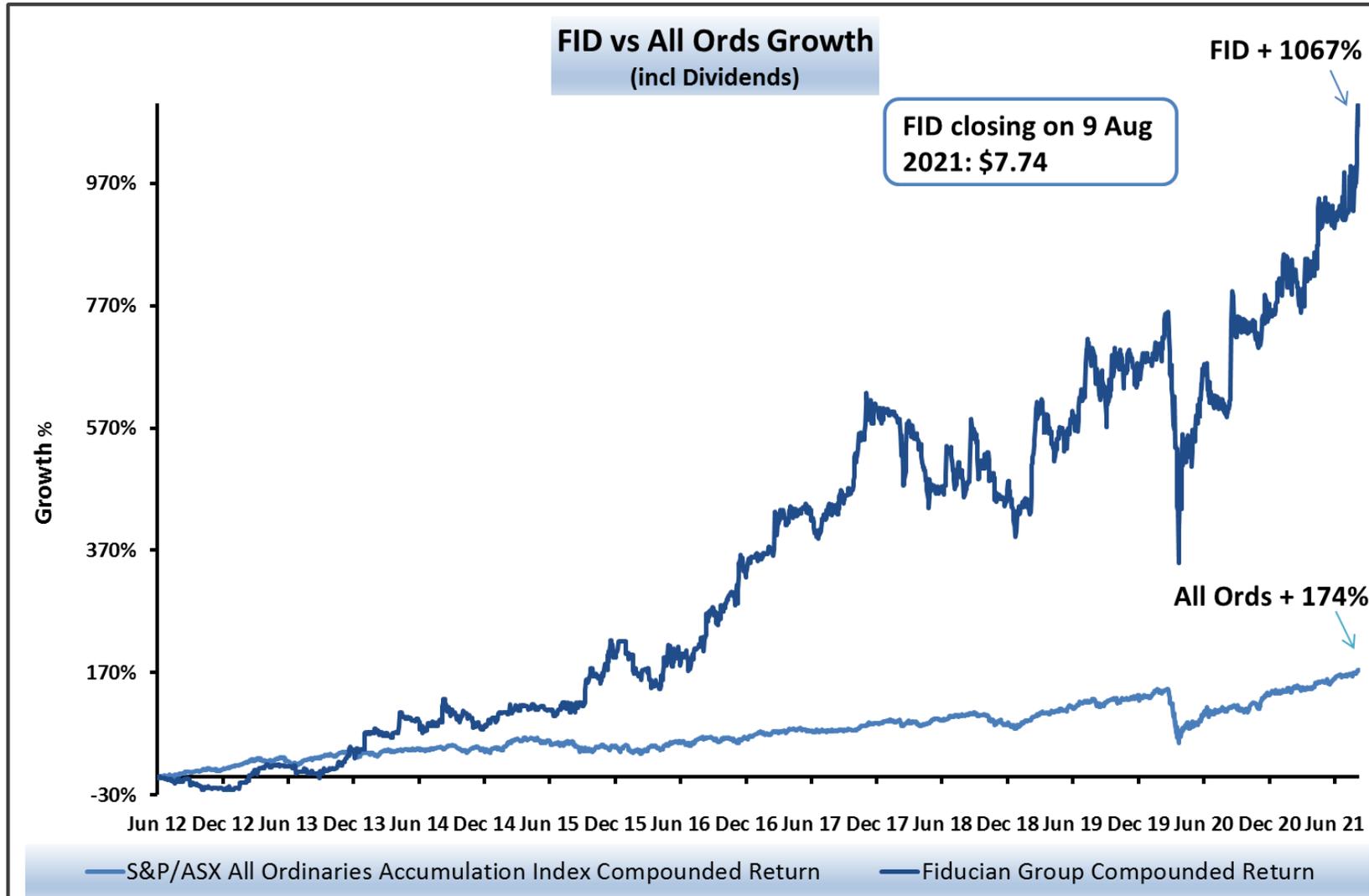
Financial Highlights

Financial highlights				
Year Ending 30 June	2021	2020	\$ Growth	% Change
Funds Under Management, Advice and Administration (FUMAA)	10.4 Billion	8.0 Billion	2.4 Billion	30% ▲
	\$'000	\$'000		
Operating Revenue	58,839	54,904	3.9 Million	7% ▲
Fees and Charges paid	(15,944)	(14,617)		
Net Revenue	42,895	40,287	2.6 Million	6% ▲
Gross Margin	73%	73%		
EBITDA	20,560	18,344	2.2 Million	12% ▲
Add back rent and deduct interest on lease liabilities	(1,342)	(845)		
Underlying EBITDA	19,218	17,499	1.7 Million	10% ▲
Depreciation	(255)	(212)		
Tax on underlying earnings	(4,832)	(4,562)		
Underlying NPAT (UNPAT)	14,131	12,725	1.4 Million	11% ▲
Amortisation	(1,788)	(2,023)		
AASB 16 Leases adjustment impacts - Office Lease	(164)	(239)		
Statutory NPAT	12,179	10,463	1.7 Million	16% ▲
Basic EPS based on UNPAT (in cents)	44.9	40.5		11% ▲
Basic EPS based on NPAT (in cents)	38.7	33.3		

Segment Reporting

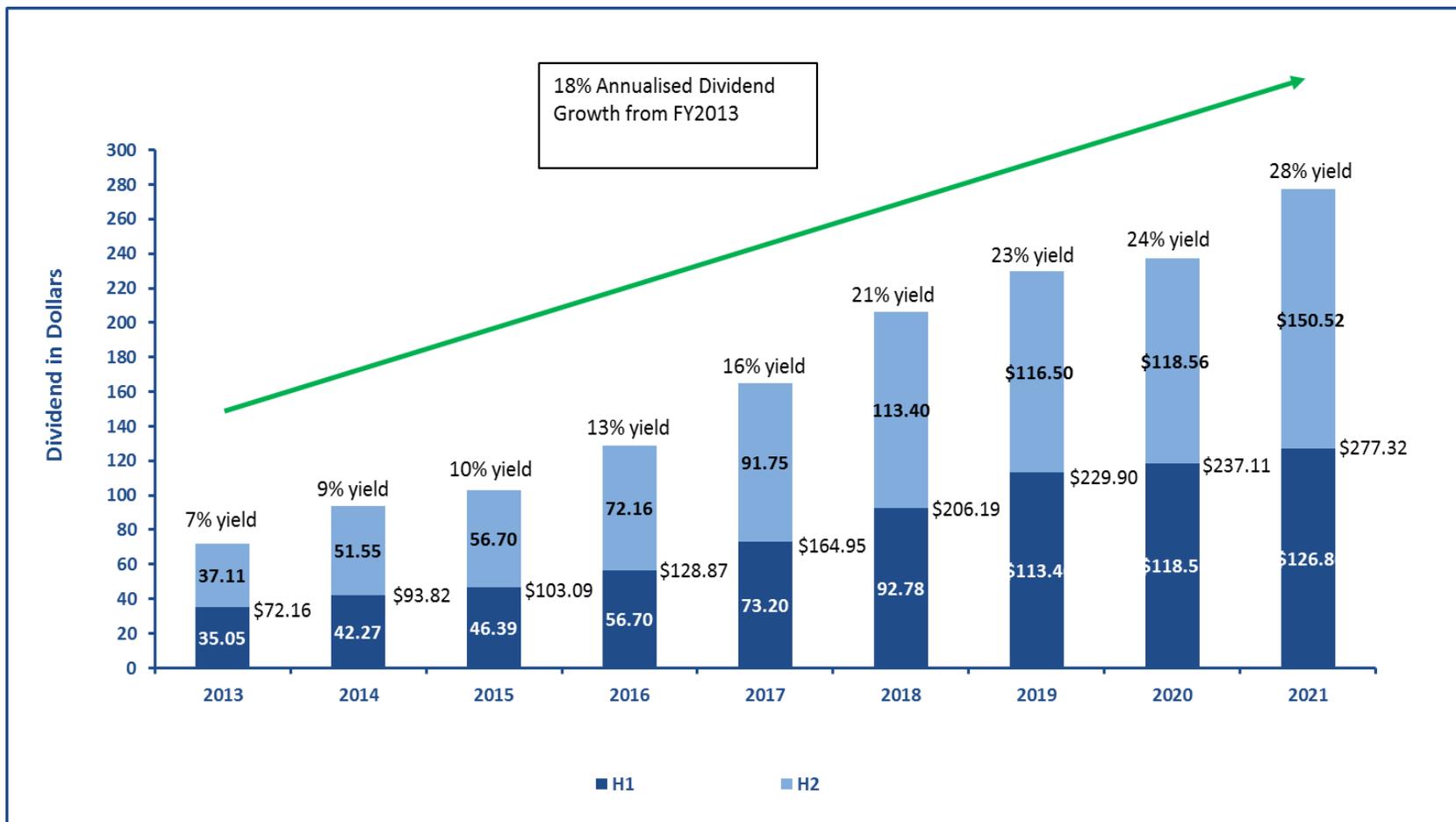
	Funds Management	Financial Planning	Platform Administration	Corporate Services	Segment Eliminations	Consolidated
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
2021						
Revenue from external customers	22,823	19,446	16,371	-	-	58,640
Inter-segment sales ¹	(4,974)	(120)	(3,800)	8,894	-	-
Other revenue	22	167	-	10	-	199
Total segment revenue	17,871	19,493	12,571	8,904	-	58,839
Profit from ordinary activities before income tax, depreciation and amortisation	11,517	(360)	10,556	(1,153)	-	20,560
Depreciation, amortisation and impairment						(3,627)
Profit from ordinary activities before income tax						16,933
Income tax expense						(4,754)
Profit from ordinary activities after income tax expense						12,179
Segment assets	10,748	32,317	3,093	82,620	(70,183)	58,595
Segment liabilities	2,800	31,159	-	40,225	(58,458)	15,726
Acquisitions of plant and equipment, intangible and other non-current segment assets	-	(25)	-	310	-	285

FID outperformance against All Ords Accum Index



- Since Jun 12, FID has **outperformed All Ords by 893%** (including dividend)
- Dividend pay-out policy is 60-70% of Net Profit After Tax
- Full year dividend is **26.90 cents**, a growth of **17%** over the comparable period

Dividends – \$1,000 invested on 1 July 2012

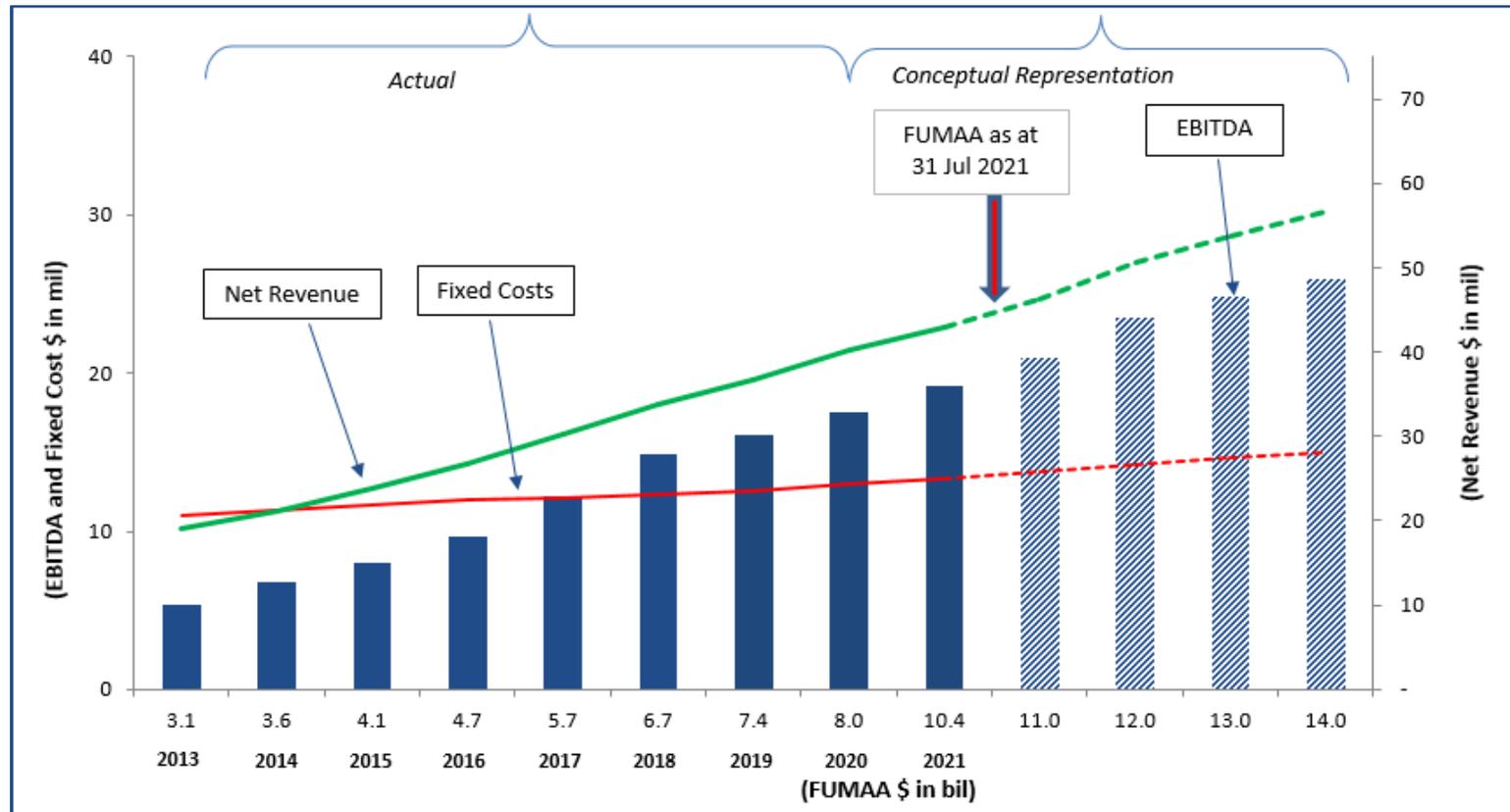


- The graph shows dividend of \$277.32 (before franking credits) on \$1,000 invested in FID on 01/07/2012.
- Double digit EPS growth (based on UNPAT) in 16 out of 21 years since listing

Projecting the Potential: Conceptual Representation

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

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

Growth Opportunities



Market Opportunities for Growth of the Business



- Capture market share from disintegration of large wealth businesses
- Attract IFAs and breakaway firms from larger dealer-groups
- Offer white-labels and badges
- Expand SMA offerings and SaaS

- Distribution of MTM process to Universities, Charities and Family Offices
- Expand distribution of Fiducian Funds in New Zealand through established platforms
- Leverage of Funds Passport regime for distribution in Japan, South Korea and Thailand
- Distribution to wholesale non-advised clients

Financial Planning Division - \$3.7 bil

- Continue with Acquisition of client books with potential high synergy benefits
- Drive recruitment of new planners to the dealer-group with cultural alignment and mutual growth opportunities

Retail Investor Presentation (Online)

- Time / Date: 12:30 to 1.30 pm, Thursday 19 August 2021
- Join-in details: <https://8x8.vc/fiduciangroup/investors.190821> (8x8 app or Google Chrome) or
- Dial-in: +61 2 8015 5105 Meeting ID: 558 103 041#

Key Dates

- Final Dividend Record Date: 30 August 2021, Payment Date: 13 September 2021
- Annual general meeting date: 21 October 2021

Contacts

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Information provided is current as at 30 June 2021 unless otherwise mentioned. Figures presented are subject to rounding. Prior period figures may have been restated where applicable to be on comparable basis with the current period.

The information was prepared on 13 August 2021.

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