

Fiducian remains focussed on growth

Sydney: Monday 13 February 2023

Financial services organisation, Fiducian Group Ltd (ASX: FID) is pleased to report on the operating performance of Fiducian Group Limited ("FGL") and wholly owned operating entities ("Fiducian Group") for the half year ended 31 December 2022.

The financial results for the half-year demonstrate that in spite of a difficult period of economic, financial market and geopolitical turmoil, our growth strategy has not faltered and our operations have expanded. Management has worked hard and positioned all areas of the company for future growth by utilising its vast cache of intellectual capital.

The half-year to December 2022 saw a period of business growth. The platform attracted \$166 million of Net Inflows. We also launched 'Auxilium', our new platform to offer Separately Managed Accounts (SMA's) to the Independent Financial Adviser (IFA) marketplace of comprising around 10,000 Authorised Representatives. Already 101 AR's have shown interest and most have registered while a few are completing. Auxilium will be administered on our own proprietary software which gives us great flexibility. The Funds Under Administration from IFA badged products have already risen to \$134 million.

We have expanded our financial planning presence throughout Australia with four new offices in South Australia and one in the Northern Territory. Financial Adviser numbers increased from 66 to 84. In addition, five new franchised planners are to join the network following completion of their induction and training.

A new 'Deep Green' SMA was launched to capture the growing ESG market.

Our staff numbers increased by 41 primarily as a result of the acquisitions and to support the business growth. Increased staff costs and costs in network systems and cyber security, as well as insurance premiums that are representative of our growth have already been absorbed in the financial results. The Underlying Net Profit After Tax for the half year was \$7.0 million. The Group declared dividends of 12.3 cents per share for the half-year ended 31 December 2022.

The combined Funds under Management, Advice and Administration (FUMAA) was \$11.85 billion which has since increased by 4% to \$12.28 billion as at end of January 2023 – this represents an annualised increase in revenue of \$1 million. Fiducian Group's Executive Chairman, Indy Singh said, "We have continued with the Board's strategy to grow the business. With positive economic news to come, our people, stakeholders and shareholder should benefit over time."

Highlights for the period to 31 December 2022 include:

- Operating Revenue grew by 4% over the period with the help of acquisitions and new inflows
- Auxilium, our new platform was launched offering SMAs to the independent financial adviser marketplace
- Interim dividend at 12.3c
- 84 financial planners across Australia and another five joining shortly.

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MEDIA RELEASE



About Fiducian Group Ltd (ASX:FID)

About Fiducian Group Limited (ASX:FID): Publicly listed Fiducian Group Limited (**FGL**) is a successful end-to-end financial services company in this fiercely competitive sector in Australia. FGL is Australian-owned and operated. FGL provides:

1. Platforms for investment and superannuation
2. Funds management and investment
3. Financial planning and wealth management
4. Technology solutions for financial planners and their clients

Through the vision of founding member Indy Singh (Executive Chairman), the company was established in 1997 and listed on the ASX in 2000. Funds under Management, Administration & Advice (FUMAA) total \$11.850 billion as at 31 December 2022 and \$12.3 billion as at 31 January 2023.
