

Fiducian helps planner relocate to SA with \$41M FUA

Sydney, 11 May 2021

As part of its ongoing strategy to help its financial planners build their businesses and work from an area of their choice, Fiducian Financial Services, the financial planning subsidiary of Fiducian Group Limited (ASX: FID), has assisted one of its financial planners to relocate from Tasmania and establish a franchised office in North Adelaide, South Australia with the acquisition of clients that total \$41million in Funds Under Advice.

Fiducian has the structure to facilitate acquisitions of client bases and support financial planners with big, small or growing client bases. Training, practice management, legal assistance, compliance, researched investment products, its proprietary financial planning software FORCE and digitally supported client advice are just a sample of services Fiducian provides to financial planners who wish to deliver a higher level of skilful service to their clients and maximize their own revenue opportunities.

Jai Singh, Head of Business Development & Distribution said "We continue supporting our trusted network of Fiducian Financial Planners to expand. This acquisition facilitates expansion of a quality franchise financial planning business in the Adelaide community". Fiducian acquires client bases for its salaried network of financial planners or to assist franchisees who wish to expand their client base within a local geographic area of operation.

Total acquisition funding to support our franchisee to establish the North Adelaide franchise is estimated at \$603,000, which includes \$495,000 to acquire Clients which total \$23Mln in Funds under Advice from a Financial Planner in Adelaide, South Australia who is exiting the financial planning industry and an additional \$108,000 to acquire some existing Fiducian clients which total \$18Mln in Funds under Advice. The consideration amounts to support our Financial Planner to acquire the \$41Mln in total Funds under Advice is being funded by Fiducian from internal cash holdings.

Robby Southall, Executive Chair Fiducian Financial Services, said "It is a strategy of Fiducian Financial Services to develop a country wide financial planning network to ensure Australian's can access personalised financial advice, but also in our cultural DNA to help those Fiducian financial planners who wish to move their families to other locations. We have facilitated this type of arrangement with planners for example in regional locations such as Traralgon (Vic), Gosford (NSW) and Capalaba (QLD)."

As a matter of policy Fiducian does not disclose the names of financial planners that join or sell their businesses and nor does it disclose the name of the dealer group from which the client base was acquired.

Fiducian financial planners continue to service clients with combination of offsite and onsite activity through our secure IT systems to service their clients.

Flexibility in how financial planners work and where they live is becoming an important factor and Fiducian can provide that.

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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 \$10.03 billion as at 30 April 2021.

Authorised by Paul Gubecka, Company Secretary

11 May 2021