

# ANNUAL REPORT 2024

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INTEGRITY • TRUST • EXPERTISE

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# Financial Highlights

For 2024

## Fund Performance

	1 yr	3 yrs	5 yrs	7 yrs	10 yrs
<b>Fiducian Capital Stable Fund</b>	18/42	23/40	12/35	8/35	4/30
<b>Fiducian Balanced Fund</b>	18/121	57/113	6/107	5/100	2/85
<b>Fiducian Growth Fund</b>	51/163	98/154	18/144	9/138	4/126
<b>Fiducian Ultra Growth Fund</b>	33/91	81/82	42/75	33/70	7/64

Flagship funds performance ranking for one, three, five, seven and ten years to 30 June 2024 against all funds in the Zenith Research Fund Rankings.

## FUMAA\*

**\$13.5b** ▲ 10% increase from \$12.3b at 30 June 2023

## Revenue

**\$80.8m**

## UEBITDA\*

**\$24.4m**

## UNPAT\*

**\$17.7m**

## Statutory NPAT

**\$15.0m**

## Dividends

**39.30c** per share

## Net Inflows\*

**\$281m**

## Financial Advisers

**80** Aligned Advisers & Associates

## Offices

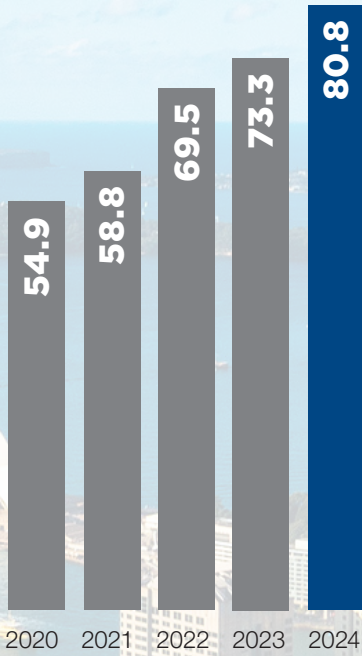
**48** Offices across Australia

\* (UEBITDA) – Underlying Earnings Before Interest Tax Depreciation Amortisation, no AASB 16 adjustment on lease rent and interest on lease liability  
(UNPAT) – Underlying Net Profit After Tax, no AASB 16 adjustment on lease rent and interest on lease liability  
(FUMAA) – Funds Under Management, Administration and Advice

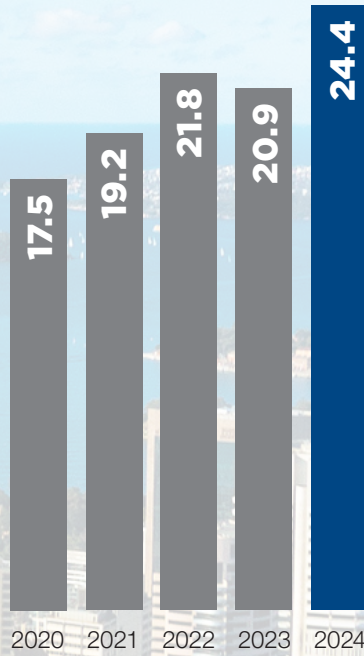
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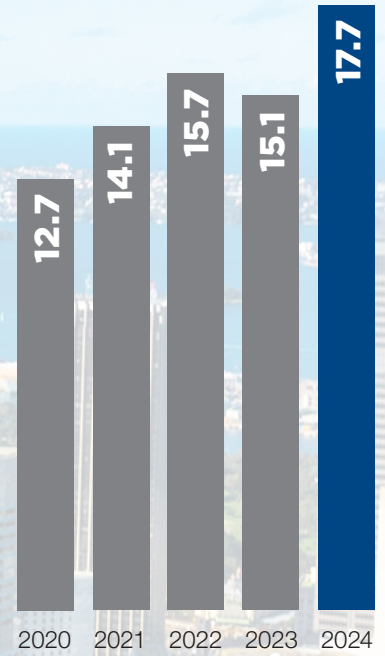
Revenue  
(\$ million)



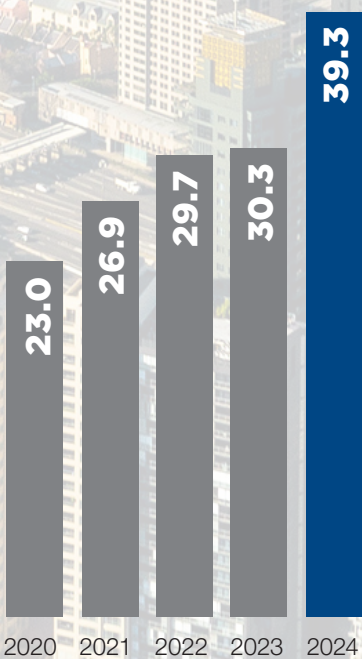
Underlying EBITDA  
(\$ million)



Underlying NPAT  
(\$ million)



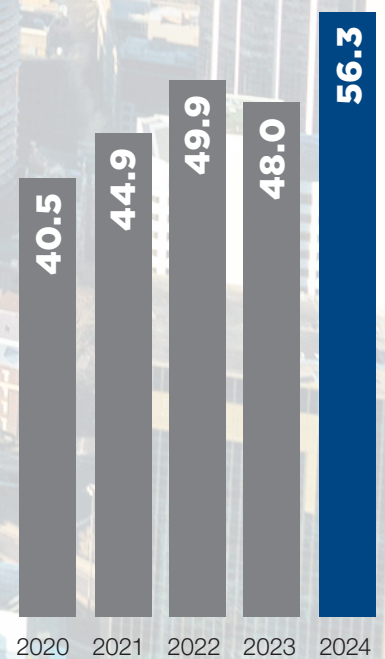
Dividends  
(cents)



Share Price - 30 June Closing  
(\$)



EPS based on UNPAT  
(cents)



# Five Year Financial Summary

For the years 2020 to 2024

Financial History					
	2020	2021	2022	2023	2024
	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Financial Performance</b>					
Gross Revenue	54,904	58,839	69,539	73,311	80,798
Underlying EBITDA (UEBITDA)	17,499	19,218	21,791	20,856	24,399
Underlying Net Profit After Tax (UNPAT)	12,725	14,131	15,697	15,110	17,730
Statutory Net Profit After Tax (NPAT)	10,463	12,179	13,317	12,319	15,040
Cost To Income Ratio (CTI) - ex amortisation %	55%	53%	55%	60%	58%
<b>Financial Position</b>					
Total Assets	54,653	58,595	70,691	69,147	71,404
Total Equity	38,123	42,869	47,132	50,905	54,614
Cash	13,961	19,316	17,484	19,648	26,604

## Performance over the Last Five Years

▲ 8%

Annualised UNPAT Growth

▲ 8%

Annualised EPS Growth

▲ 10%

Annualised Gross Revenue Growth



▲ 12%

Annualised Dividend Growth

▲ 8%

Annualised Share Price Growth

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# Executive Chairman's Report



Dear Shareholders,

As Executive Chairman and on behalf of the directors, I am pleased to present this report on the consolidated operating performance of Fiducian Group Limited and its controlled operating entities for the year ended 30 June 2024.

## Highlights

Unlike 2022-23, we had steadily rising financial markets in the 2023-24 financial year despite uncertainty about sticky inflation and potential rate cuts by Central Banks and as well, consistent positive net inflows, from our financial adviser network. Compared with the previous year, net revenue increased by 11%, Underlying Net Profit After Tax (UNPAT) our cash generation capability grew by 17% and Statutory Net Profit After Tax (NPAT) grew by 22%. The underlying earnings per share increased 17% from 48.0 cents in 2023 to 56.3 cents in the current year.

The Board's mandate to management to operate a stable business that aims to deliver steady growth based on the principles of People, Profit and Planet is being delivered.

## Financial Information

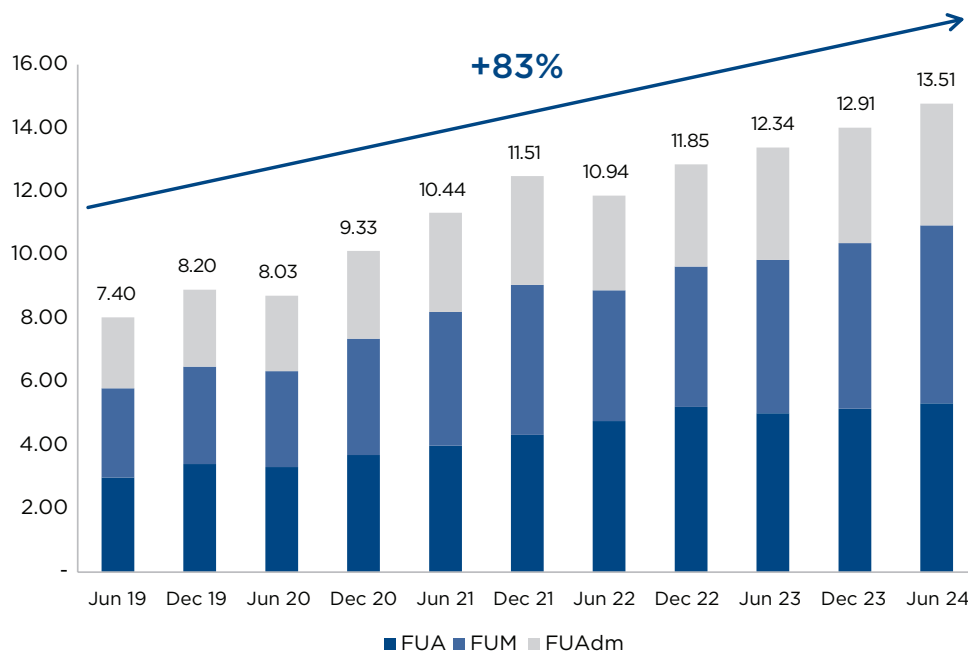
### Results for the year

The Table titled Financial Highlights below, describes the changes in dollars and percentages for various financial measures during the financial year.

Financial highlights				
Year Ending 30 June	2024	2023	\$ Change	% Change
<b>Funds Under Management, Advice and Administration (FUMAA)</b>	<b>13.51 Billion</b>	<b>12.34 Billion</b>	<b>1.3 Billion</b>	<b>10% ▲</b>
	\$'000	\$'000		
<b>Operating Revenue</b>	<b>80,798</b>	<b>73,311</b>	<b>7.5 Million</b>	<b>10% ▲</b>
Fees and Charges paid	(20,210)	(18,849)		
<b>Net Revenue</b>	<b>60,588</b>	<b>54,462</b>	<b>6.1 Million</b>	<b>11% ▲</b>
Gross Margin	75%	74%		
<b>EBITDA</b>	<b>26,056</b>	<b>22,442</b>	<b>3.6 Million</b>	<b>16% ▲</b>
Add back rent and deduct interest on lease liabilities	(1,657)	(1,587)		
<b>Underlying EBITDA</b>	<b>24,399</b>	<b>20,855</b>	<b>3.5 Million</b>	<b>17% ▲</b>
Depreciation	(307)	(388)		
Tax on underlying earnings	(6,362)	(5,357)		
<b>Underlying NPAT (UNPAT)</b>	<b>17,730</b>	<b>15,110</b>	<b>2.6 Million</b>	<b>17% ▲</b>
Amortisation	(2,769)	(2,772)		
AASB 16 Leases adjustment impacts - Office Lease	79	(19)		
<b>Statutory NPAT</b>	<b>15,040</b>	<b>12,319</b>	<b>2.7 Million</b>	<b>22% ▲</b>
<b>Basic EPS based on UNPAT (in cents)</b>	<b>56.3</b>	<b>48.0</b>		<b>17% ▲</b>
Basic EPS based on NPAT (in cents)	47.9	39.1		

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## Growth in Funds Under Management Administration and Advice (FUMAA) (in \$ billion)



### Capital Management

A key feature of the company is that it continues to maintain a clean Balance Sheet and remains debt free with a positive working capital and cash flow position. However, if circumstances dictate, a capital raising or debt funding may be considered where suitable acquisitions or business growth opportunities present themselves.

### Final Dividend

The Board remains prudent, but is confident that the future of the business is positive and likely to continue to strengthen through organic growth and acquisitions of client bases that can benefit from the Fiducian process.

As a result, a fully franked final dividend of 21.1 cents per share has been declared for the recent half year, which will bring the total fully franked dividend declared for the 2024 financial year to 39.3 cents (2023: 30.3 cents), an increase of 30% over the previous financial year. The full year dividend represents 70% of the Underlying NPAT (cash profit) for the year. The final dividend will be paid on 12th September 2024 on issued shares held on the 29th of August 2024.

### On Market Buy-Back

During the year, no shares were bought back on market leaving 31.44 million shares on issue at year end.

### Cash Flow

Net operating cash flows increased from \$14.2 million in 2023 to \$19.5 million in 2024. Further, dividends of \$11.4 million were paid during the period and 1 million relating to lease principal payment. As a result, net cash and cash equivalents increased by \$7 million (2023: increase \$2.2 million). Cash at year-end was therefore \$26.6 million compared to \$19.6 million at the end of 2023.

### Staff and Chairman Options

In accordance with the terms and conditions of the approved Employee and Director Share Option Plan, 85,000 options will be issued to the Executive Chairman with respect to the year ended 30 June 2024 (Subject to Shareholder approval). The options can be exercised by him within five years on payment of \$7.26 a share.

### Financial Planning

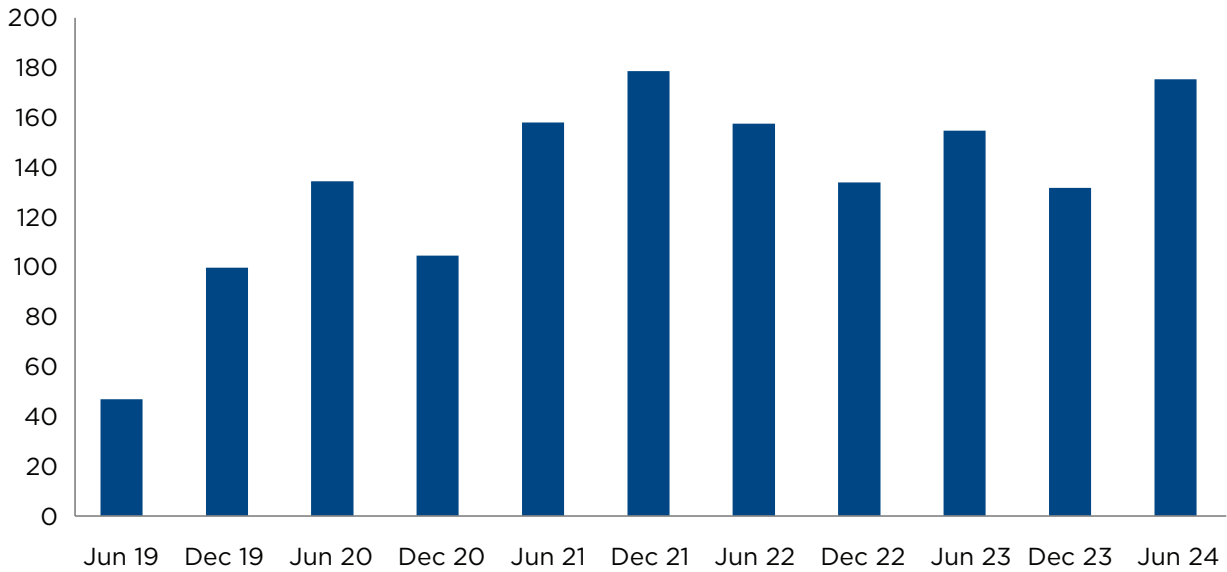
During the year, Funds under Advice grew from \$4.6 billion in June 2023 to \$4.8 billion in June 2024.

Internal training programs have intensified face to face. They differentiate our financial planners from the marketplace and enable them to deliver superior quality advice in a compliant manner. As a consequence, client retention remains high. During this financial year several financial advisers retired and new ones joined, the total number of financial advisers remained steady.





## Net Funds Inflows - Six monthly (in \$ million)



Fiducian expects the highest level of compliance and client service from its financial planning network. It is possible, that we may have one of the highest supervisory management to financial adviser ratios in Australia, but we feel this is necessary.

The Group provided loan funding of \$1.6 million to assist several franchisees to acquire financial planning practices. The acquisition of two client bases is in the process of being finalised for absorption into our Melbourne office, these clients will be advised by existing financial advisers.

Net inflows of \$281 million were received during the year. Practice Managers are focussing on helping our financial advisers lift their revenue, attract more clients and build their businesses. Our focus will remain on generating inflows through organic and inorganic growth, while further acquisitions of client bases that we believe can be quickly assimilated, continue to be negotiated.

### Salaried and Franchised Offices

Company owned offices with salaried financial planners are now based in New South Wales, Victoria, Western Australia, South Australia, Queensland, Northern Territory and Tasmania and continue to contribute to overall results. Salaried offices now comprise over 50% of Funds under Advice. We now have 38 salaried advisers. Franchised offices now comprise around 50% of our Funds under Advice. We have 42 franchised financial planners nationally.

### Platform Administration

Platform Administration offers portfolio wrap administration for superannuation and investment services to financial planners and as well, Separately Managed Accounts (SMAs) which offer investors direct access to a small number of shares and funds that are managed separately for them. Therefore,

Fiducian labelled platforms for Fiducian financial advisers are now complemented by badged platforms and Auxilium, which deals only with the external independent financial adviser (IFA) market.

We have proven the capability of our administration system which is comfortably coping with the different requirements of external IFAs. Auxilium platforms for superannuation and non-superannuation IFA business are successfully competing against established players. Funds under administration for badges and Auxilium is gathering momentum. The first step of demonstrating the capability of FasTrack our administration system is progressing in full earnest and so far 72 external financial advisers have registered with us to begin using Auxilium. We believe that Auxilium could become an important revenue earner for us.

Funds under administration on our Fiducian labelled platforms stood at \$3.55 billion on 30 June 2024. Overall growth in Net Funds under administration is driven by new inflows and market growth.

Funds under Administration for IFAs is around 11% of total Funds under Administration. Efforts are underway to build new relationships and increase net inflows from non-aligned financial planner groups, in particular, through SMA administration services and Auxilium.

### Superannuation

The Superannuation Trustee Board established for Fiducian Superannuation Service, our public offer superannuation wrap fund in March 2015 with a majority of independent directors, operates professionally and with independence. The Trustee Board is functioning well and carrying out its duties diligently. The Board is supported by the Office of Superannuation Trustee. It outsources key operational processes to specialist

service providers and in particular to ensure accuracy in reporting, has recently engaged a big four accounting firm to review data to be continuously reported to the Regulator.

During the year, Fiducian diversified funds were converted to Separately Managed Accounts. This is the rising trend in retail financial services. It gives investors the flexibility and control to alter their portfolios by themselves or with the help of their financial advisers, without being restricted by benchmark driven Trustee products that were introduced by us in 1997. This conversion allowed us to reduce our administration fees, which are getting closer to competing with Industry Fund fees and also against leading retail platforms that offer SMAs in the main. The fee reduction introduced on 01 June 2024 is around \$1 million, which we intend to make up through higher inflows and funds under administration over the coming year.

## Funds Management

Our in-house Manage-the-Manager system of investment continues to attract the majority of retail funds placed with us. Fiducian Funds have performed well over the medium to long-term in their respective categories as we diversify their assets through a range of underlying fund managers to reduce risk and volatility.

## Information Technology

The Fiducian Information Technology development team has been busily working from both home and head office to provide system enhancements that deliver efficiency and wide-ranging functionality to FORCE our financial planning system and to 'FasTrack', our platform administration system. The improvements provide integration with our on-line reporting tools and give us an edge when competing for administration related business for Auxilium and as well scope to distribute FORCE on a standalone basis.

## Human Resources

### Management and Staff

At Fiducian we have always acknowledged staff as our most important and valuable asset and we continue to nurture and help them grow personally and into positions of responsibility. Our strategy to view our staff as a large Fiducian family standing alongside each other in difficult times has held us in good stead as staff have reciprocated with a show of superior performance and loyalty in volatile times.

Management has taken a hybrid approach to working, with teams splitting their working days between the office and home while continuing to discharge their duties, meet regulatory obligations and remain connected with their colleagues and clients. This is a worldwide transformation of the work environment, which we have accommodated. We also understand the pressures posed by the cost-of-living crisis our employees are facing and have provided increases in salaries and bonuses to help them cope. Fiducian has and will always be an equal opportunity employer. Our diversity policy encourages persons of

different race, gender, sexual preferences, religion, national or ethnic origin, age or disability and skills to participate and receive recognition, reward and management responsibility commensurate with their performance. Employees are from over 28 countries of origin, 22% over 55 years, and 46% female with 30% in senior roles.

### Advisers council

The Advisers Council is drawn from our supporting financial advisers and has again made a significant contribution to the Company during the past year. It continues to fulfil its role as a sounding board for the Company's management and Boards and is a valuable resource and forum to alert us on financial planning issues, FORCE enhancements and FasTrack changes that lift client care and operational efficiency.

### Board of Directors

The Board of Directors and Management has worked together cohesively as a team with respect and candour for each other but with a clear mutual understanding of each other's roles and responsibilities in achieving optimal performance. Mrs Kerry Skellern who has operational experience and is also a consultant to other company directors joined the Board last year. Her appointment was ratified at the 2023 AGM and the skills she brings assist the board in its decisions.

### Community Support

Fiducian has continued providing support to community organisations and sporting teams linked to our financial planning network. We currently sponsor 18 teams across Australia. For the last three years we have supported the junior development program for coaching at Avondale Golf Club in Sydney. While our contribution is modest, we are proud that a couple of young lady golfers qualified last year for the USLPGA, while others are representing Australia as amateurs or turning professional.

Vision Beyond AUS (VBA), a charity supported by the Fiducian Group, has continued its services in hospitals in India, Myanmar, Nepal and Cambodia. More than 55,901 men, women and children who live in abject poverty have



had their eyesight restored. In addition, surgical equipment has been donated to overseas hospitals. 18,000 children have been screened for eye disabilities in rural areas of Nepal. Fiducian staff voluntarily provide accounting, administration and marketing support to VBA to ensure that every single dollar contributed by generous donors goes towards eliminating visual impairment in the world.

## Current Economic and Market Environment

The Australian economy grew 0.1% in the March quarter and 1.1% for the full year, sustained by consumption spending by households on essential items and by government on social benefits especially Medicare and energy rebates. However, household discretionary spending fell and the household saving ratio declined further. In per capita terms, the economy contracted for the fourth quarter in a row putting us in a per capita recession. High levels of immigration, a shortage of housing and relatively high interest rates are making home ownership an unattainable dream for young Australians. Many small businesses are struggling too and could close. Clearly the "cost of living crisis" is impacting ordinary Australians.

Domestic Interest rates ('RBA cash rate'), remains at 4.35%. While inflation has come down from its peak of 7.8% to around 4% now, the RBA would like more evidence of further declines before a rate cut is introduced. Unfortunately, Government spending and higher wages are not supportive of the Reserve Bank's efforts to lower inflation and slow the economy. So, while there is talk of a rate cut, we believe it is likely to be higher rates for longer before visible signs of a slowing economy emerge.

The global economy has been growing at just under its longer-term trend rate, despite inflation fighting high interest policies of most of the world's major central banks. As the International Monetary Fund (IMF) noted 'while inflation trends are encouraging, we are not there yet'. Inflation rates could potentially have come down more had fiscal policy (government spending) not been as loose as it has been in many jurisdictions. Ongoing large deficits in many economies have added to total debt interest payments. However, the forecast is for average inflation to decline in the advanced economies to 2.4% in the December quarter.

The objective is to engineer a soft landing, which is lower inflation and a slower economy, but with positive GDP growth. The IMF is forecasting global growth of only 3.2% this year and again in 2025 largely on the back of developing economies; and a mere 1.7% this year and 1.8% in 2025 for the advanced economies taken together.

In anticipation of future interest rate cuts to come, most major share markets have been strengthening since 2023. Indeed, through the first half of 2024, market movements have delivered high single digit to double digit increases. (18% for the NASDAQ). So, across the board, client portfolios have risen in value. This year could also bring positive results for clients, assuming that interest rates begin to decline and earnings rise. If the inflationary outlook improves, yields on fixed interest securities (bonds), could decline and deliver

capital growth. The risk is that interest rates do not decline as expected because inflation remains sticky. Consequently, investors get disillusioned and sell out causing share markets to fall sharply. An indicator of such uncertainty is the bond market, which began to rally in the last quarter of 2023, but then fell back again this year, with the indices for international (hedged) and Australian fixed interest down by 0.6% and up by only 0.2% respectively for the first half of this year.

Research forecasts we are receiving for 2024-25, suggest single to double digit positive earnings growth from companies represented on global share indexes. However, in the current environment, we are approaching the coming year cautiously, but with a touch of optimism. Growth assets in our diversified portfolios remain marginally above benchmark, while our fixed interest exposure has been raised and is close to its benchmark. This represents a neutral strategy as we continue to observe the decisions of central banks and global financial institutions.

As always, we recommend that investors should consult a Fiducian financial adviser to develop financial plans with the aim of achieving diversified investment strategies that over time could help investors realise their financial goals.

## Outlook

Consistent with our strategy over the last 28 years our focus remains the establishment of a business with a rock-solid foundation and growth strategies to enable upscaling on existing capacity and leveraging our controlled, relatively low fixed cost base. This strategy has benefited us in difficult and uncertain times with increasing revenues and growing profits.

The Board's aim remains to build scale and deliver consistent double-digit earnings growth over the long term and Management is determined to stay committed and focused in this difficult climate, to try and achieve this goal.

On behalf of the Board, I would like to thank all participants for their individual contributions to the growth and success of Fiducian.



Inderjit (Indy) Singh OAM  
**Executive Chairman**

Sydney,  
15 August 2024



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## Fiducian in the Community

### Sunbury

Tiffany Thorogood, Financial Adviser from our Sunbury office in Victoria spent the day with Loki's Lodge during a recent event. Loki's Lodge is a local registered not-for-profit organisation dedicated to animal welfare. Their focus is finding homes for surrendered rural animals.

### South Perth

Our South Perth team took a different approach to team building by spending their day with Ronald McDonald House Charities Australia (RMHC) to cook a meal and spend some time with families who are living at Ronald McDonald House.

RMHC creates, finds and supports programs that directly impact the health and well-being of children and their families, including offering housing for families of serious ill children who have to spend long amounts of time at hospital or who live far away from their required medical facilities.



# Fiducian Supported Charity

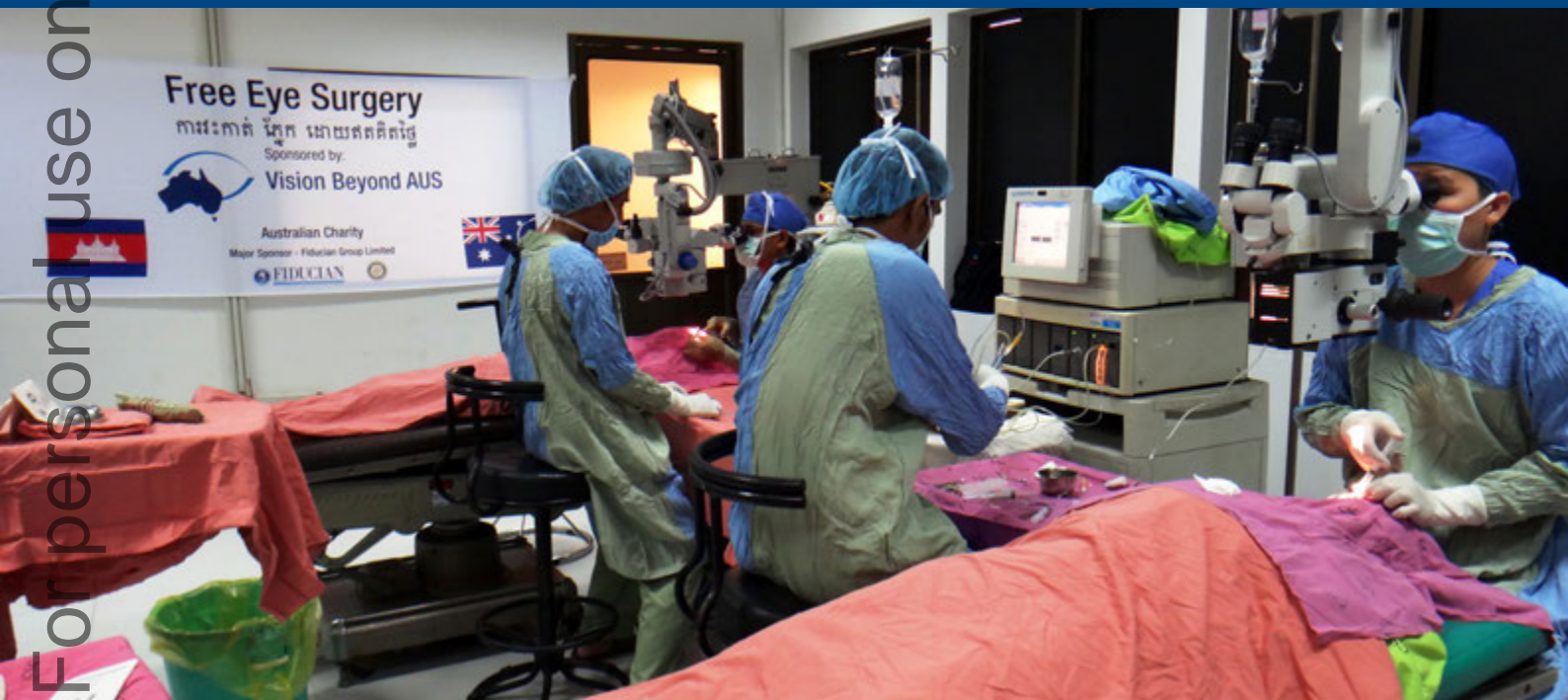
## Vision Beyond AUS (Public Benevolent Institution)

Vision Beyond Australia Ltd, a charity proudly supported by the Fiducian Group, received Public Benevolent Institution status effective from 1 January 2019.

The charity remains a registered charitable fund since 2011 with tax deductible gift recipient status, but is now able to remit donations directly to its overseas projects.

The charity which is dedicated to restoring eyesight for people living in poverty, operates in India, Myanmar, Nepal and Cambodia through 5 hospitals and has restored eyesight for over 55,901 men, women and children. We estimate that around 200,000 persons would have received medical attention during the process.

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**Vision Beyond AUS**

# Directors' Report

Your directors present their report on the Fiducian Group Limited ("the Company") and its wholly owned operating entities (referred to hereafter as "the Group") for the year ended 30 June 2024.

## Directors

The following persons were directors of Fiducian Group Limited during the financial year and up to the date of this report:

- I Singh
- F Khouri
- S Hallab
- K Skellern
- R Bucknell - Retired 19 October 2023

## Principal activities

During the year the principal continuing activities of the Group consisted of:

- Operating an Investor Directed Portfolio Service through its wholly owned subsidiary, Fiducian Investment Management Services Limited;
- Acting as the Responsible Entity of Fiducian Funds and Separately Managed Accounts service through its wholly owned subsidiary, Fiducian Investment Management Services Limited;
- Acting as the Trustee of Fiducian Superannuation Service through its wholly owned subsidiary, Fiducian Portfolio Services Limited;
- Providing specialist financial planning services through its wholly owned operating subsidiary, Fiducian Financial Services Pty Limited;
- Providing client account administration platforms to clients and corporate services to other entities within the Group through its wholly owned subsidiary, Fiducian Services Pty Limited;
- Development of IT software systems for financial planning and wrap platform administration through its wholly owned subsidiary, Fiducian Services Pty Limited; and
- Distribution of the products and service offerings of the Group companies through its wholly owned operating subsidiary, Fiducian Business Services Pty Limited.

## Dividends

Dividends paid to members during the financial year were as follows:

Dividends	2024	2023
	\$'000	\$'000
Final ordinary fully franked dividend for the year ended 30 June 2023 of 18.00 cents (2022: Fully franked 14.90 cents) per share paid on 11 September 2023.	5,666	4,690
Interim ordinary fully franked dividend for the year ended 30 June 2024 of 18.20 cents (2023: Fully franked 12.30 cents) per share paid on 11 March 2024.	5,729	3,872
<b>Total dividends paid during the year</b>	<b>11,395</b>	<b>8,562</b>

Subsequent to the end of the financial year, the directors of the parent entity, Fiducian Group Limited have declared a final fully franked dividend for the year ended 30 June 2024 of 21.1 cents per ordinary share held on 29 August 2024 and payable on 12 September 2024.

## Review of operations

A summary of consolidated revenues and results by significant industry segments is set out below:

	Segment Revenues		Segment Results	
	2024 \$'000	2023 \$'000	2024 \$'000	2023 \$'000
Funds Management	22,074	19,835	14,309	13,141
Financial Planning	27,695	27,555	3,889	3,693
Platform Administration	15,973	14,738	13,841	12,601
Corporate Services	15,056	11,183	(5,983)	(6,992)
<b>Total</b>	<b>80,798</b>	<b>73,311</b>	<b>26,056</b>	<b>22,443</b>
Depreciation and amortisation			(4,618)	(4,775)
Income tax expenses			(6,398)	(5,349)
<b>Net profit attributable to members of Fiducian Group Limited</b>			<b>15,040</b>	<b>12,319</b>

### Comments on operations and results

Comments on the operations, business strategies, prospects and financial position are contained in the report of the Executive Chairman.

### Shareholder returns

The Executive Chairman has outlined in his report to the shareholders how the Group delivered a solid result despite challenging market conditions brought on by the continuing conflicts in Ukraine and the Middle East, the volatility in global energy markets and the uncertainty about the prospects of inflation and its impacts on interest rates. After consideration of the economic environment and the strength of the company's debt-free balance sheet, the directors have decided on a dividend distribution of 21.1 cents per share for the second half, bringing the full year dividend to 39.3 cents per share (2023: 30.30 cents).

### Matters subsequent to the end of the financial year

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely in the opinion of the directors of the Group, to impact the results of those operations or the state of affairs of the Group in subsequent years.

### Likely developments and expected results of operations

The Executive Chairman has commented on expected results of operations in his Executive Chairman's Report. Other than this, there are no likely developments that may have significant impact on the expected results or operations of the Group.

### Environmental regulation

The Group is not subject to significant environmental regulations under a Commonwealth, State or Territory law.

### Employee diversity

Fiducian is proud to be an equal opportunity employer. It endorses diversity and currently has a number of employees that bring different skill-sets from their countries of origin. We recognize that diversity includes, but is not limited to gender, age, ethnicity and cultural backgrounds. Our diversity policy encourages persons of different gender, ethnic backgrounds, ages and skills to participate and receive recognition, reward and authority commensurate with their performance. Employees are from over 28 countries of origin, 22% over 55 years, and 46% female with 30% in senior roles.

The Group's current gender diversity report is available to be viewed on the Group website.

## Key management personnel disclosures

### 1. Information on current Directors

#### **I Singh OAM, BTech, MComm (Bus), ASIA, ASFA, DipFP, CFP** *Executive Chairman*

##### **Experience and expertise**

Founder and Managing Director of the Company since 1996 and Executive Chairman since 25 October 2018. General Management and hands-on experience in funds management and superannuation funds over the past 35 years.

##### **Other current directorships in listed entities**

None

##### **Former directorships in the last 3 years**

None

##### **Special responsibilities**

Executive Chairman of the Group.

##### **Interest in shares and options**

10,949,228 ordinary shares in Fiducian Group Limited.

#### **F G Khouri BBus, FCPA** *Independent non-executive director*

##### **Experience and expertise**

Appointed to the Board 6 July 2007. Financial adviser and business adviser since 1976 to small and medium enterprises.

##### **Other current directorships in listed entities**

None

##### **Former directorships in the last 3 years**

None

##### **Special responsibilities**

Director of Fiducian Portfolio Services Limited (Subsidiary) until his retirement from the board on 1 July 2022 after having served for 15 years. Chairman of the Group Remuneration Committee and member of the Audit Risk and Compliance Committee for Fiducian Group Limited and subsidiary entities, Fiducian Investment Management Services Ltd and Fiducian Financial Services Pty Limited.

##### **Interest in shares and options**

268,323 ordinary shares in Fiducian Group Limited.

#### **S Hallab BEc (Acct & Law), CA, GAICD** *Independent non-executive director*

##### **Experience and expertise**

Board member since 12 August 2016. Chartered Accountant and registered tax agent. Has over 41 years of experience in finance and superannuation.

##### **Other current directorships in listed entities**

None

##### **Former directorships in the last 3 years**

Director of Ensurance Limited (ASX code: ENA) till his resignation on 30 November 2022.

##### **Special responsibilities**

Director of Fiducian Portfolio Services Limited (Trustee Subsidiary). Chairman of the Audit Risk and Compliance Committees for Fiducian Group Limited and the subsidiary entities, Fiducian Investment Management Services Ltd and Fiducian Financial Services Pty Limited and a member of the Group Remuneration Committee. Member of the Trustee Subsidiary Audit Risk and Compliance Committee and Remuneration and Nominations Committee in respect of the Fiducian Superannuation Service.

##### **Interest in shares and options**

127,027 ordinary shares in Fiducian Group Limited.

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**K Skellern OAM, BE (Chem, Hons), BSc, GradDip (Bus Admin), FAICD** *Independent non-executive director*

**Experience and expertise**

Appointed as a director of Fiducian Group Limited on 1 June 2023. Has held non-executive director and chair roles in the building, infrastructure and aged care sectors, with extensive experience in strategic sales, marketing and R&D at senior executive levels.

**Other current directorships in listed entities**

None

**Former directorships in the last 3 years**

None

**Special responsibilities**

Member of the Group Remuneration Committee and member of the Audit Risk and Compliance Committee for Fiducian Group Limited and the subsidiary entities, Fiducian Investment Management Services Limited and Fiducian Financial Services Pty Limited.

**Interest in shares and options**

8,000 ordinary shares in Fiducian Group Limited.

**2. Company secretary**

**P Gubecka LLB, LLM, BCom, CPA, FGIA, FCG (CS, CGP)** *Company Secretary*

**Experience and expertise**

Mr. P Gubecka is the Company secretary and the General Counsel of the Group. Mr. Gubecka is an Australian legal practitioner and CPA with over 17 years experience in financial services and superannuation.

**3. Meetings of directors**

The number of meetings of the company's Board of Directors and of each board committee held during the year ended 30 June 2024, and the number of meetings attended by each director were:

	Meetings of directors		Meetings of committees			
	Board		Audit Risk & Compliance		Remuneration	
	A	B	A	B	A	B
I Singh	5	5	-	-	-	-
F Khouri	5	5	6	6	1	1
S Hallab	5	5	6	6	1	1
K Skellern	5	5	5	5	-	-
R Bucknell*	2	2	3	3	1	1

A = Number of meetings attended.

B = Number of meetings held during the time the director held office or was a member of the committee during the year.

\* Mr. R Bucknell retired on 19 October 2023

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#### 4. Other

Mr. I Singh as Executive Chairman of Fiducian Group Limited, had authority for and responsibility for planning, directing and controlling the activities of the Group, directly or indirectly, during the financial year ended 30 June 2024. This authority and responsibility is unchanged from the previous year.

#### 5. Remuneration report

The remuneration report is set out under the following main headings:

- A** - Principles used to determine the nature and the amount of remuneration
- B** - Details of remuneration
- C** - Service agreements and induction process
- D** - Share-based compensation
- E** - Additional information
- F** - Director's superannuation
- G** - Loans to directors
- H** - Other transactions with key management personnel

The information provided under headings A - E include remuneration disclosures that are required under Australian Accounting Standard AASB 124 *Related Party Disclosures*. These disclosures have been included in the Directors' Report and have been audited.

##### **A - Principles used to determine the nature and the amount of remuneration**

The objective of the Group's executive reward framework is to ensure reward for performance is competitive and appropriate for the results delivered. The framework aligns executive reward with achievement of strategic objectives and the creation of value for shareholders, and conforms to market practice for delivery of reward. The Board seeks to ensure that executive reward satisfies the following key criteria for good reward governance practices:

- Competitiveness and reasonableness
- Acceptability to shareholders
- Performance linkage / alignment of executive compensation
- Transparency
- Capital management

##### **(a) Non-executive directors**

Fees and payments to non-executive directors reflect the demands which are made on, and the responsibilities of, the directors. Non-executive directors' fees and payments are reviewed annually by the Board. Non-executive directors are not entitled to options under the Employee and Director Share Option Plan.

##### **Directors' fees**

The current base remuneration was last reviewed in July 2024. The non-executive directors are paid a fixed fee for participation in Board and Committee meetings plus a fee based on time spent on any additional matters as approved by the Board. Directors who are financial advisers, may have received remuneration from placing their financial planning business with the Group.

Non-executive directors' fees for the Company are determined within an aggregate directors' fee pool limit, which is periodically recommended for approval by shareholders. The maximum pool is \$450,000 per annum, which was previously approved by shareholders at the Annual General Meeting on 20 October 2016.

##### **Retirement allowance for directors**

There are no retirement allowances for non-executive directors other than superannuation accumulation arising from any compulsory superannuation guarantee contributions made on their behalf.

##### **(b) Executive Chairman**

Remuneration and other terms of employment for the Executive Chairman are formalised in a service agreement. The Executive Chairman's agreement provides for the provision of performance based cash bonuses and, where eligible, participation in the Employee and Director Share Option Plan. Other major provisions of the agreement are set out below:

##### **I Singh, Executive Chairman**

- Term of agreement - until 30 June 2027
- Base salary, inclusive of superannuation, annual and long service leave and salary sacrifice benefits
- Short-term performance incentives
- Long-term incentives through the Fiducian Group Limited Employee and Director Share Option Plan (ESOP)
- Retirement benefits, and
- The employment agreement may be terminated by either party with six-month notice

The combination of these comprises the executive's total remuneration package.

An external remuneration consultant advises the Remuneration Committee, at least every 3 years, to ensure that the Group has structured an executive remuneration package that is market competitive and complimentary to the reward strategy of the organisation. Their most recent review was in July 2024.

### Base salary

Mr. I Singh receives a base pay that comprises the fixed component of pay and the potential for rewards, which reflects the market value for his role. The base salary is reviewed annually by the Group Remuneration Committee at the commencement of each financial year.

There are no guaranteed base pay increases fixed in the executive's contract.

### Short-term incentives (STI)

The STI aims to provide an incentive to the Executive Chairman to act in the best interests of the Company, its shareholders, clients, staff and all stakeholders, such that the Company achieves and possibly exceeds its targets for the financial year. In setting or paying a STI or bonus, the Remuneration Committee ensures that a bonus does not encourage undue risk taking that would be detrimental to any part of the Company or its clients.

Board policy dictates that the Executive Chairman's performance for a financial year is reviewed and evaluated by the Remuneration Committee. The cornerstone to assessing the performance of the Executive Chairman is the fulfilment of three broad objectives namely:

- Activities that ensure delivery of quality output to standards and timeliness which ensure compliance with statutory guidelines and as well, enhance client and stakeholder relationships;
- Production of results and growth outcomes that enable Business Plan objectives to be achieved; and
- Leadership, management of staff, strengthening good corporate culture and managing risks.

Key Performance Indicators (KPIs) of the Executive Chairman are set by the Remuneration Committee. The Remuneration Committee uses both objective and subjective measures in its evaluation and on the basis of the methodology below, the Executive Chairman achieved 81% of the KPIs set for the financial year.

The business and operating areas considered are Financial Planning, Funds Management, Business Development and Distribution, and Fiducian Services comprising of Platform Administration, Risk Management, Legal, Information Technology, Marketing and Finance. Each business area's Executive Leader has a number of underlying KPIs that lie within the broad objectives a), b), and c) outlined above. The underlying KPIs of each Executive Leader may differ and depend on their roles and responsibilities. The Executive Chairman sets the underlying KPIs for each Executive Leader and so each business area has a number of performance measures required to be delivered during the year.

Achievement by Executive Leaders of all the KPIs identified for them would satisfy the Board that sufficient personal exertion has been contributed towards achievement of the targets set in the Business Plan for the year, which is approved by the Board. A failure to achieve or deliver on any KPI item within the three broad objectives by any business area stated above is therefore considered a failure by the Executive Chairman to achieve all his KPIs.

The employment contract with the Executive Chairman stipulates that a maximum of 20% of that year's fixed remuneration should be paid to the Executive Chairman if all KPIs are satisfied. The Executive Chairman was therefore entitled to a STI of \$97,200 as bonus payment for FY 2024.

### Long-term incentives

Mr. I Singh is entitled to a discretionary performance bonus of up to 100,000 options per year determined as at 30 June each year, based on the following measures:

- The Company's pre-tax profit or
- The Company's underlying net profit after tax or
- The 30-day average of June market value for ordinary shares in the company

## Group Performance and Shareholder returns

	2024	2023	2022	2021	2020
Underlying Net Profit After Tax (UNPAT) (in '000)	17,750	15,110	15,697	14,131	12,725
Statutory Net Profit After Tax (NPAT) (in '000)	15,040	12,319	13,317	12,179	10,463
EPS based on UNPAT (in cents)	56.3	48.0	49.9	44.9	40.5
EPS based on NPAT (in cents)	47.9	39.1	42.3	38.7	33.3
Dividends (in cents)	39.3	30.3	29.7	26.9	23.0
Share Price - 30 June closing (in \$)	7.45	5.82	7.29	6.70	5.00

The options are issued under the company's ESOP at the rate of 5,000 options for each 1% increase in annual profit in excess of 15% or 5,000 options for each 1% increase in the 30-day average for June market value for ordinary shares in the Company, whichever is higher, and only after approval by the shareholders of the Company. For the year ended 30 June 2024, Mr. I Singh is entitled to 85,000 options.

**Retirement and termination benefits**

Retirement benefits are delivered under the Fiducian Superannuation Service. This fund provides accumulation benefits based on the superannuation guarantee charge contributions made on behalf of the specified executive, on commercial terms and conditions. Other retirement benefits may be provided directly by the Group only if approved by the shareholders.

Payment of a termination benefit on early termination by the Executive Chairman or by mutual consent is equal to 6 months of the gross annual remuneration.

**B - Details of remuneration**

Details of the remuneration of the key management personnel are set out in the following table:

2024	Short-Term Employee Benefits			Post-Employment Benefits	Share-Based Payment	Total
	Cash salary & fees	Cash bonus	Annual & long service leave	Super-annuation	Options	
Name	\$	\$	\$	\$	\$	\$
<b>Executive Chairman</b>						
I Singh <sup>1</sup>	572,501	20,000	12,888	27,500	63,932	696,821
<b>Non-executive directors</b>						
F Khouri <sup>2</sup>	54,424	-	-	5,987	-	60,411
S Hallab	114,414	-	-	12,586	-	127,000
K Skellern	36,704	-	-	4,038	-	40,742
R Bucknell <sup>3</sup>	26,611	-	-	2,927	-	29,538
<b>Totals</b>	<b>804,654</b>	<b>20,000</b>	<b>12,888</b>	<b>53,038</b>	<b>63,932</b>	<b>954,512</b>

<sup>1</sup> Mr. I Singh is entitled to 85,000 options in respect of the year ended 30 June 2024 (subject to shareholder approval at the AGM). In accordance with the accounting standards the value of these options will be expensed over the vesting period. The amount shown in the table above relates to this option value expensed in the current period.

<sup>2</sup> Excludes \$336,654 of financial planning and other services fees paid to companies in which Mr. F Khouri has an interest in his capacity as a financial adviser.

<sup>3</sup> Mr. R Bucknell retired as director on 19 October 2023.

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2023	Short-Term Employee Benefits			Post-Employment Benefits	Share-Based Payment	Total
	Cash salary & fees	Cash bonus	Annual & long service leave	Super-annuation	Options	
Name	\$	\$	\$	\$	\$	\$
<b>Executive Chairman</b>						
I Singh <sup>1</sup>	572,501	18,100	37,077	27,499	16,329	671,506
<b>Non-executive directors</b>						
R Bucknell	86,878	-	-	9,122	-	96,000
F Khouri <sup>2</sup>	50,488	-	-	5,301	-	55,789
S Hallab	104,816	-	-	11,006	-	115,822
K Skellern <sup>3</sup>	3,469	-	-	364	-	3,833
<b>Totals</b>	<b>818,152</b>	<b>18,100</b>	<b>37,077</b>	<b>53,292</b>	<b>16,329</b>	<b>942,950</b>

<sup>1</sup> Mr. I Singh was not entitled to any options in respect of the year ended 30 June 2023. The amount shown as options payment relates to the options issued for the year ended 30 June 2021 and represents the remaining value of those options expensed over the remainder vesting period in accordance with the accounting standards.

<sup>2</sup> This excludes fees of \$339,332 for financial planning and other services paid to companies in which Mr. F Khouri has an interest in his capacity as a financial adviser.

<sup>3</sup> Ms. K Skellern was appointed on 1 June 2023.

### C - Service agreements and induction process

The service agreement of the Executive Chairman is detailed in paragraph A(b) earlier. There are no service agreements with non-executive directors or employees.

In preparation for appointment to the Board, all non-executive directors undergo an induction program and receive an induction pack of documents necessary for them to understand Fiducian's charters, policies, procedures, culture and ethical values to enable new directors to carry out their duties in an effective and efficient manner.

**D - Share-based compensation****(i) Options compensation and holdings**

Options over shares in Fiducian Group Limited are granted under the Employee and Director Share Option Plan, which was approved by shareholders on 28 July 2000. The plan is described under Note 24.

The number of options for ordinary shares in the Company held directly by the Executive Chairman of Fiducian Group Limited and details of options for ordinary shares in the Company provided as remuneration to the key management personnel of the Group are set out below.

**2024**

<b>Name</b>	<b>Balance at the start of the year</b>	<b>Exercised</b>	<b>Granted during the year as remuneration<sup>1</sup></b>	<b>Lapsed during the year</b>	<b>Balance at the end of the year</b>	<b>Vested and exercisable</b>
I Singh <sup>1</sup>	90,000	-	-	-	90,000	90,000

<sup>1</sup> Under the terms of his employment Mr. I Singh is entitled to 85,000 options relating to the year ended 30 June 2024, subject to shareholder approval at the annual general meeting on 17 October 2024. These options have not been included in the table above.

**2023**

<b>Name</b>	<b>Balance at the start of the year</b>	<b>Exercised</b>	<b>Granted during the year as remuneration<sup>1</sup></b>	<b>Lapsed during the year</b>	<b>Balance at the end of the year</b>	<b>Vested and exercisable</b>
I Singh <sup>1</sup>	90,000	-	-	-	90,000	90,000

<sup>1</sup> Under the terms of his employment Mr. I Singh was not entitled to any options relating to the year ended 30 June 2023. The options granted related to the year ended 30 June 2021 and approved at the annual general meeting on 21 October 2021 and hence included above.

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**(ii) Share holdings**

The numbers of shares in the Company held by current directors of Fiducian Group Limited, including their personally related and associated entities, are set out below. No shares were granted during the period as compensation.

2024					
Name	Balance at the start of the year	Received during the year on the exercise of options	Other changes during the year	Balance at the end of the year	
I Singh	10,942,685	-	6,543	10,949,228	
F Khouri	268,323	-	-	268,323	
S Hallab	107,527	-	19,500	127,027	
K Skellern	-	-	8,000	8,000	

2023					
Name	Balance at the start of the year	Received during the year on the exercise of options	Other changes during the year	Balance at the end of the year	
I Singh	10,907,061	-	35,624	10,942,685	
R Bucknell	500,000	-	-	500,000	
F Khouri	268,323	-	-	268,323	
S Hallab	78,527	-	29,000	107,527	
K Skellern	-	-	-	-	

**Shares provided on exercise of options**

During the year the Group did not issue any ordinary share (2023: Nil). No amounts are unpaid on any shares issued on the exercise of options.

**E - Additional information****Principles used to determine the nature and amount of remuneration: relationship between remuneration and company performance**

The overall level of executive reward takes into account the performance of the Group over a number of years, with greater emphasis given to the current and previous year. For the current year ended 30 June 2024 base salary of the Executive Chairman increased to \$624,600 inclusive of superannuation while the cash bonus granted is \$97,200 and the grant of options entitlements have been only in accordance with the incentive programs. The Executive Chairman is entitled to 85,000 options in respect of the current year ended 30 June 2024, subject to shareholder approval at the annual general meeting on 17 October 2024. (2023: Nil).

**F - Directors' superannuation**

Directors may have superannuation monies invested in Fiducian Superannuation Service. These monies are invested subject to the normal terms and conditions applying to this superannuation fund.

**G - Loans to directors**

No loans were made to directors during the financial year (2023: Nil).

## H - Other transactions with key management personnel

A director, Mr. F Khouri, is an authorised representative under the Fiducian Financial Services Pty Ltd Australian Financial Services License and is a director and shareholder of Hawkesbury Financial Services Pty Ltd, which is a franchisee of Fiducian Financial Services Pty Ltd.

Hawkesbury Financial Services Pty Ltd places business with and receives payments from the Company for financial planning services. All transactions are on normal commercial terms and conditions.

Mr. R Bucknell, Mr. S Hallab and Ms. K Skellern were paid director's fees for their contribution as directors serving on the Board. Aggregate amounts of each of the above types of other transactions with directors of Fiducian Group Limited are as follows:

	Consolidated	
	2024	2023
	\$	\$
Directors' fees and committee fees *	257,691	271,445
Financial planning fees paid or payable	336,654	339,332
<b>Total payments relating to other transactions with key management personnel</b>	<b>594,345</b>	<b>610,777</b>

\* Details of these fees have been provided in the Remuneration report included in the Directors' Report.

### Shares under option

Unissued ordinary shares of Fiducian Group Limited under option at the date of this report are disclosed in Note 24 of the financial report. No option holder has any right under the options to participate in any other share issue of the Company or any other entity until after the exercise of the option.

### Shares issued on the exercise of options

The details of ordinary shares of Fiducian Group Limited issued if any, during the year on the exercise of options granted under the Fiducian Group Limited Employee & Director Share Option Plan are disclosed under Note 24 to the Financial Report.

### Indemnification and insurance of officers

Under the terms of its constitution, Fiducian indemnifies all past and present directors of Fiducian and its wholly-owned subsidiaries against certain liabilities and costs incurred by them in their respective capacities.

The Constitution of Fiducian Group Limited provides the following indemnification of officers:

- To indemnify officers of the Company and related bodies corporate to the maximum extent permitted by law.
- To allow the Company to pay a premium for a contract insuring directors, the secretary and executive officers of Fiducian Group Limited and its related bodies corporate. The liabilities insured include costs and expenses that may be incurred in defending civil or criminal proceedings that may be brought against the officers in the capacity as officers of the company or a related body corporate.

No liability has arisen under these indemnities as at the date of this report.

During the year, Fiducian Group Limited paid a premium under a combined policy of insurance for liability of officers of the Company and related bodies corporate, professional indemnity and crime. In accordance with normal commercial practice, disclosure of the total amount of premium payable under, and the nature of the liabilities covered by, the insurance contract is prohibited by a confidentiality clause in the contract.



## Proceedings on behalf of the company

No person has applied to the Court under Section 237 of the *Corporations Act 2001* for leave to bring proceedings on behalf of the Company, or to intervene in any proceedings to which the Company is a party, for the purpose of taking responsibility on behalf of the Company for all or part of those proceedings.

No proceedings have been brought or intervened in on behalf of the Company with leave of the Court under section 237 of the *Corporations Act 2001*.

## Non-audit services

The Company may decide to employ the auditor on assignments additional to their statutory audit duties where the auditor's expertise and experience with the Company and/or Group are important.

The Board of Directors is satisfied that the provision of non-audit services by the auditor did not compromise the auditor independence requirements of the *Corporations Act 2001* for the following reasons:

- all non-audit services have been reviewed by the Audit Risk and Compliance Committee to ensure they do not impact the impartiality and objectivity of the auditor
- none of the services undermine the general principles relating to auditor independence as set out in APES110 *Code of Ethics for Professional Accountants*

The fees paid or payable for services provided during the year to the auditor (KPMG) of the parent entity, its related practices and non-related audit firms, are shown in Note 25 to the consolidated financial report.

## Auditors' independence declaration

A copy of the auditors' independence declaration as required under Section 307C of the *Corporations Act 2001* is set out on page 24.

KPMG remains the external auditor in accordance with section 327 of the *Corporations Act 2001*.

## Rounding of amounts

The Company is of a kind referred to in *Instrument 2016/191*, issued by the Australian Securities and Investments Commission, relating to the "rounding off" of amounts in the Directors' Report. Amounts in the Directors' Report have been rounded off in accordance with that Class Order to the nearest thousand dollars, or in certain cases, to the nearest dollar.

## Corporate governance

A description of the Group's current corporate governance practices is available on the Group's website and can be viewed at <https://www.fiducian.com.au/about/corporate-governance/>

This report is made in accordance with a resolution of the directors.



Inderjit (Indy) Singh OAM  
**Executive Chairman**

Sydney,  
15 August 2024



# Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To the Directors of Fiducian Group Limited

I declare that, to the best of my knowledge and belief, in relation to the audit of Fiducian Group Limited for the financial year ended 30 June 2024 there have been:

- i. no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.

  
KPMG

  
Andrew Reeves

*Partner*

Sydney

15 August 2024

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# Financial Statements

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Fiducian Group Limited is a company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

Fiducian Group Limited  
Level 4, 1 York Street,  
Sydney, NSW 2000.

These financial statements were authorised for issue by the directors on 15 August 2024. The directors have the power to amend and reissue the financial statements.

# Consolidated Statement of Comprehensive Income

For the year ended 30 June 2024

	Notes	Consolidated	
		2024 \$'000	2023 \$'000
Revenue from ordinary activities	3, 4	79,302	72,358
Other income	5	1,496	953
Payments to Financial Advisers, Investment Managers and other service providers	6(a)	(20,210)	(18,849)
Employee benefits expense		(25,220)	(24,999)
Amortisation and depreciation expense	6(b)	(4,618)	(4,775)
Other expenses	6(c)	(9,312)	(7,020)
<b>Profit before income tax expense</b>		<b>21,438</b>	<b>17,668</b>
Income tax expense	7	(6,398)	(5,349)
<b>Profit for the year</b>		<b>15,040</b>	<b>12,319</b>
<b>Other comprehensive income for the full year, net of tax</b>		<b>-</b>	<b>-</b>
<b>Total comprehensive income for the year</b>		<b>15,040</b>	<b>12,319</b>
Profit attributable to:			
Owners of Fiducian Group Limited		15,040	12,319
<b>Earnings per share</b>	<b>30</b>		
Earnings per share from profit from continuing operations attributable to the ordinary equity holders of the Company:			
Basic earnings per share (in cents)		47.87	39.13
Diluted earnings per share (in cents)		47.74	39.03

The above consolidated statement of comprehensive income should be read in conjunction with the accompanying notes.

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# Consolidated Statement of Financial Position

As at 30 June 2024

	Notes	Consolidated	
		2024 \$'000	2023 \$'000
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	9	26,604	19,648
Trade and other receivables	10	8,247	9,548
<b>Total Current Assets</b>		<b>34,851</b>	<b>29,196</b>
<b>Non-current assets</b>			
Loan receivables	11	7,839	7,079
Property, plant and equipment	13	652	874
Right-of-use assets	35	2,349	3,488
Intangible assets	15	25,713	28,510
<b>Total Non-Current Assets</b>		<b>36,553</b>	<b>39,951</b>
<b>Total assets</b>		<b>71,404</b>	<b>69,147</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	16	10,561	9,655
Lease liabilities	35	1,701	1,171
Current tax liabilities	17	701	959
<b>Total Current Liabilities</b>		<b>12,963</b>	<b>11,785</b>
<b>Non-current liabilities</b>			
Net deferred tax liabilities	18	1,854	2,788
Lease liabilities	35	1,284	3,068
Provisions	19	689	601
<b>Total Non-Current Liabilities</b>		<b>3,827</b>	<b>6,457</b>
<b>Total liabilities</b>		<b>16,790</b>	<b>18,242</b>
<b>Net assets</b>		<b>54,614</b>	<b>50,905</b>
<b>EQUITY</b>			
Contributed equity	20	7,788	7,788
Reserves	21	178	114
Retained profits	22	46,648	43,003
<b>Total equity</b>		<b>54,614</b>	<b>50,905</b>

The above consolidated statement of financial position should be read in conjunction with the accompanying notes.

# Consolidated Statement of Changes in Equity

As at 30 June 2024

	Notes	Contributed Equity \$'000	Reserves \$'000	Retained Profits \$'000	Total \$'000
<b>Balance as at 30 June 2022</b>		7,788	98	39,246	47,132
Profit for the year		-	-	12,319	12,319
Other comprehensive income		-	-	-	-
<b>Total comprehensive income for the year</b>		-	-	12,319	12,319
<b>Transactions with equity holders in their capacity as equity holders</b>					
Dividends paid	<b>8</b>	-	-	(8,562)	(8,562)
Options expense	<b>21</b>	-	16	-	16
<b>Total transactions with equity holders</b>		-	16	(8,562)	(8,546)
<b>Balance as at 30 June 2023</b>		7,788	114	43,003	50,905
Profit for the year		-	-	15,040	15,040
Other comprehensive income		-	-	-	-
<b>Total comprehensive income for the year</b>		-	-	15,040	15,040
<b>Transactions with equity holders in their capacity as equity holders</b>					
Dividends paid	<b>8</b>	-	-	(11,395)	(11,395)
Options expense	<b>21</b>	-	64	-	64
<b>Total transactions with equity holders</b>		-	64	(11,395)	(11,331)
<b>Balance as at 30 June 2024</b>		7,788	178	46,648	54,614

The above statement of changes in equity should be read in conjunction with the accompanying notes.

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# Consolidated Statement of Cash Flows

For the year ended 30 June 2024

	Notes	Consolidated	
		2024	2023
		\$'000	\$'000
<b>Cash flows from operating activities</b>			
Receipts from clients (inclusive of GST)		87,382	78,424
Payments to suppliers and employees (inclusive of GST)		(61,707)	(59,549)
<b>Cash generated from operating activities</b>		25,675	18,875
Interest received		1,496	953
Income taxes paid		(7,709)	(5,551)
<b>Net cash inflow from operating activities</b>	<b>29</b>	19,462	14,277
<b>Cash flows from investing activities</b>			
Payments in relation to business acquisitions		-	(2,236)
Business development loans granted to advisers		(1,648)	(1,076)
Repayment of business development loans by advisers		2,278	1,723
Payments for property, plant and equipment		(84)	(375)
<b>Net cash inflow/(outflow) from investing activities</b>		546	(1,964)
<b>Cash flows from financing activities</b>			
Lease principal payments		(1,657)	(1,587)
Dividends paid		(11,395)	(8,562)
<b>Net cash outflow from financing activities</b>		(13,052)	(10,149)
<b>Net increase in cash and cash equivalents held</b>		6,956	2,164
Cash and cash equivalents at the beginning of the year		19,648	17,484
Cash and cash equivalents at the end of year	<b>9</b>	26,604	19,648

The above statement of cash flows should be read in conjunction with the accompanying notes.

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## Consolidated Entity Disclosure Statement

As at 30 June 2024

Name of Entity	Entity Type	Country of Incorporation	Percentage of share capital held directly by the Parent Company in the Body Corporate	Tax Residency
Fiducian Group Ltd	Body Corporate	Australia		Australian
Fiducian Investment Management Services Ltd	Body Corporate	Australia	100	Australian
Fiducian Portfolio Services Ltd	Body Corporate	Australia	100	Australian
Fiducian Services Pty Ltd	Body Corporate	Australia	100	Australian
Fiducian Financial Services Pty Ltd	Body Corporate	Australia	100	Australian
Fiducian Business Services Pty Ltd	Body Corporate	Australia	100	Australian

The above Consolidated Entity Disclosure Statement should be read in conjunction with the accompanying notes

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# Notes to the Financial Statements

## 1. Summary of material accounting policies

The principal accounting policies adopted for the preparation of the financial report are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated. The financial report includes Fiducian Group Limited and its subsidiaries.

### A. Basis of preparation

This general purpose financial report has been prepared in accordance with Australian Accounting Standards, Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board and the *Corporations Act 2001*. Fiducian Group Limited is a for-profit entity for the purpose of preparing the financial statements.

#### Compliance with IFRS

The financial report of Fiducian Group Limited also complies with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

#### Historical cost convention

The financial report has been prepared under the historical cost convention, as modified by the revaluation of financial assets and liabilities at fair value through profit or loss.

#### Critical accounting estimates

The preparation of financial reports requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in Note 2.

## B. Principles of consolidation

The consolidated financial report incorporates the assets and liabilities of all entities controlled by Fiducian Group Limited (Company or parent entity) as at 30 June 2024 and the results of all controlled entities for the year then ended. Fiducian Group Limited and its subsidiaries together are referred to in this financial report as the Group.

Subsidiaries are all entities over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases. Investments in subsidiaries are accounted for at cost in the parent entity's financial report.

The acquisition method of accounting is used to account for the business combinations by the Group.

Intercompany transactions and balances on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Non-controlling interests in the results and equity of subsidiaries are shown separately in the statement of comprehensive income.

## C. Revenue recognition

Revenue is recognised, using the five step approach prescribed by the accounting standards, upon satisfaction of the performance obligations, which occur when control of the goods or services is transferred to the customer. The key judgments in the recognition of revenue involves determining whether the contract is a single performance contract, whether the performance obligation is satisfied over time, as well as the timing and amount of variable consideration to be recognised.

The primary revenue streams from contracts with customers for the Group are in the nature of management fee income earned from funds management, fees earned from offering platform services and fee income from offering advice to clients.

## 1. Summary of material accounting policies (continued)

- Fees earned from the funds management services have been accounted for as single performance obligations to each fund satisfied over time. The fees received based on a fixed percentage on the assets under management are considered variable consideration but with the uncertainty in the variable element being resolved within the reporting period. Fund management services are held to be performed on an ongoing daily basis and therefore fees are accrued daily and paid monthly in arrears for the service provided.
- Revenue streams earned from platform administration services are identified as separate single performance obligations to individual customers with customers exercising control over the funds transitioned onto the platform. Platform administration services are held to be performed on an ongoing daily basis and therefore fees are accrued daily and paid monthly in arrears for the service provided by the platform.
- Fees earned from offering advice to financial planning clients are a combination of fees earned for ongoing service, and one off fees. Ongoing fees based on Funds under Advice are treated as single performance obligations satisfied over time. The fees received based on a fixed percentage on the Funds under Advice are considered variable consideration but with the uncertainty in the variable element being resolved within the reporting period. Advice service fees are therefore accrued daily and paid monthly in arrears for the service period, and therefore the revenue is attributed to services provided for within the period and accounted for as such. One off fees are identified as a single performance obligation with service performed at a point in time and revenue recognised in line with the service.

### D. Income tax

The income tax expense or benefit for the period is the tax payable on the current period's taxable income based on the national income tax rate for Australia adjusted by changes in deferred tax assets and liabilities attributable to temporary differences and unused tax losses.

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial reports. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting or taxable profit nor loss.

Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the statement of financial position date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to use those temporary differences and losses.

Deferred tax liabilities and assets are not recognised for temporary differences between the carrying amount and tax bases of investments in controlled entities where the parent entity is able to control the timing of the reversal of the temporary differences and it is probable that the differences will not reverse in the foreseeable future.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

### Tax consolidation

Fiducian Group Limited and its wholly owned subsidiaries have implemented the tax consolidation legislation with Fiducian Group Limited as the head entity of the tax consolidated group. As a consequence, these entities are taxed as a single entity and the deferred tax assets and liabilities of these entities are set off in the consolidated financial statements. The head entity has entered into a tax sharing agreement and a tax funding agreement with the members of the tax consolidated group. Under the tax funding agreement, the members of the Group are required to contribute to the head entity for their current tax liabilities. The assets and liabilities arising under the tax funding agreements are recognised as intercompany assets and liabilities at call. Members of the tax consolidated group via the tax sharing agreement may be called to provide for the income tax liabilities between the entities should the head entity default on its tax payment obligations. No amount has been recognised in respect of this component of the agreement as the outcome is considered remote.

## 1. Summary of material accounting policies (continued)

### E. Operating leases

The Group leases office space and equipment for which contracts are typically entered into for fixed periods and may include extension options. Leases are recognised as a right-of-use asset and a corresponding liability at the commencement date, being the date the leased asset is available for use by the Group. The accounting policy for the classification and accounting for leases has been explained in Note 1-O.

### F. Trustee company and Responsible Entity

The Group acts as a Trustee of Fiducian Superannuation Service through a subsidiary, Fiducian Portfolio Services Ltd, and acts as the operator of an Investor Directed Portfolio Service, Fiducian Investment Service and the Responsible Entity of Fiducian Funds and Separately Managed Accounts ("the trusts") through another subsidiary, Fiducian Investment Management Services Ltd. The accounting policies adopted by these companies in the preparation of their financial reports and that of the Group for the year ended 30 June 2024 reflect the fiduciary nature of these companies' responsibilities and that of the Group for the assets and liabilities of the trusts. The financial reports do not include the trusts' assets and liabilities as future economic benefits and obligations derived from the trusts' assets and liabilities do not accrue to these companies or the Group. In accordance with AASB 137 *Provisions, Contingent Liabilities and Contingent Assets*, the trust assets and liabilities have not been disclosed as the directors consider the probability of these companies or the Group having to meet the liabilities of the trusts as remote.

### G. Impairment of assets

Goodwill and intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment or more frequently if events or changes in circumstances indicate that they might be impaired. Other assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest level for which there are separately identifiable cash flows which are largely independent of the cash flows from other assets or groups of assets (cash-generating units). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

### H. Cash and cash equivalents

For cash flow statement presentation purposes, cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

### I. Trade receivables

Trade receivables are recognised at fair value and subsequently measured at amortised cost, less provision for impairment. Trade receivables are due for settlement no more than 120 days from the date of recognition for trade receivables and financial planning fees, and no more than 30 days for other receivables.

Trade receivables are written off where there is no reasonable expectation of recovery. Indicators that there is no reasonable expectation of recovery include, amongst others, the failure debtor to engage in a repayment plan with the Group, and a failure to make contractual payments for a period greater than 120 days past due. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments (outside settlement terms) are considered indicators that the trade receivable is impaired. The amount of the impairment allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial.

The amount of the impairment loss is recognised in the statement of comprehensive income within other expenses. When a trade receivable for which an impairment allowance had been recognised becomes uncollectible in a subsequent period, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against other expenses in the statement of comprehensive income.

### J. Business combinations

The acquisition method of accounting is used to account for all business combinations, regardless of whether equity instruments or other assets are acquired. The purchase consideration transferred for the acquisition of a subsidiary comprises the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the acquirer. The purchase consideration transferred also includes the fair value of any asset or liability resulting from a contingent consideration arrangement and the fair value of any pre-existing equity interest in the subsidiary.

## 1. Summary of material accounting policies (continued)

Acquisition-related costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are, measured initially at their fair values at the acquisition date.

The excess of the purchase consideration and the acquisition-date fair value over the share of the net identifiable assets acquired, is recorded as goodwill. If those amounts are less than the fair value of the net identifiable assets of the subsidiary acquired and the measurement of all amounts has been reviewed, the difference is recognised directly in profit or loss as a bargain purchase.

Where settlement of any part of cash consideration is deferred, the amounts payable in the future are discounted to their present value as at the date of exchange. The discount rate used is the entity's incremental borrowing rate, being the rate at which a similar borrowing could be obtained from an independent financier under comparable terms and conditions.

Contingent consideration is classified either as equity or a financial liability. Amounts classified as a financial liability are subsequently re-measured to fair value with changes in fair value recognised in profit or loss.

### K. Investments and other financial instruments

The Group classifies its investments in the following categories: financial assets at fair value through profit or loss, loans and receivables, and other financial assets. The classification depends on the purposes for which the investments were acquired. Management determines the classification of its investments at initial recognition.

#### Business Development Loans

Fiducian provides financial support in the form of business development loans to aligned financial adviser franchisees to enable them to grow their business organically or through acquisition. Management have assessed the business model for these loans to be 'Hold and Collect' and the cash flows of these loans to be Solely Payments of Principal and Interest (SPPI) and therefore the business development loans are classified as Amortised Cost. Interest income was determined with reference to the financial asset's effective interest rate and the gross carrying amount of the asset.

#### Impairment

Credit impairments are based on Expected Credit Loss (ECL) approach where individual loans are categorized based on changes in the credit risk since origination. An unbiased and probability weighted ECL is then computed for the individual loan as the product of the Probability of Default (PD), the Loss Given Default (LGD) probability and the Exposure At the time of Default (EAD).

The ECL is determined with reference to the following stages:

#### Performing loans 12 month ECL

At initial recognition and for financial assets for which credit risk was low, ECL was determined based on the PD over the next 12 months and the losses associated with such default, adjusted for forward looking information. Contractual loan repayments are recovered from the weekly and monthly revenue earnings of the advisers, which the dealer group collects from other platforms on behalf of the adviser. Due to the regularity of the revenue collections, the deferral of contractual payments for short periods of time has not been treated as an automatic indicator of Significant Increase in Credit Risk (SICR) by and of themselves.

#### Non-performing loans: Lifetime ECL

The Group assessed whether there had been a SICR of the loans since initial recognition, based on qualitative and quantitative factors, and reasonable forward looking information, which included significant management judgement. Qualitative factors included but were not limited to payment history, requests to modify contractual payments and compliance reviews. Quantitative analysis utilised an internally developed model based on loan to value ratios and forecasted cash flows, adjusted for forward looking indicators such as the level of the ASX 200 which impacts fees earned by the adviser. Where the Group's modelling indicated a SICR, an ECL was determined with reference to the loan's lifetime probability of default and the lifetime loss associated with that probability of default.

#### Credit impaired loans: Lifetime ECL

Where one or more events which have a detrimental impact on estimated future cash flows has occurred, the loans would be classified as credit impaired. Management have pre-defined some events that would objectively indicate credit impairment such as loan to value ratio increasing beyond a certain percentage and bankruptcy of the adviser. Lifetime ECL continues to be recognised but interest income is taken on a net of provision basis. As at 30 June 2024 the Group does not have any impaired business development loans.

### L. Fair value estimation

Other than the business development loans discussed above, the carrying value less impairment provision of trade receivables and payables are assumed to approximate their fair values due to their short-term nature. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments.

## 1. Summary of material accounting policies (continued)

### M. Property, plant and equipment

Property, plant and equipment is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they were incurred.

Depreciation on assets is calculated using the straight-line method to allocate their cost or revalued amounts, net of their residual values, over their estimated useful lives, as follows:

Furniture, office equipment and computers:

**2 – 10 years**

Leasehold improvements:

**term of the lease**

The asset's residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date.

An asset's carrying amount is written down immediately to its estimated recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount in Note 1-G.

Gains and losses on disposals are determined by comparing proceeds with carrying amounts. These are included in the statement of comprehensive income.

### N. Intangible assets

#### Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary or client portfolio at the date of acquisition. Goodwill on acquisitions is included in intangible assets. Goodwill is not amortised. Instead, goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Gains or losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

Goodwill is allocated to cash-generating units for the purpose of impairment testing.

#### Client portfolios

Unpaid consideration for the acquisition of client portfolios is shown as an outstanding liability while the full amount of client portfolios acquired is booked as an intangible asset and amortised on a straight-line basis over a period of 10 years. The period is based on management's internal assessment of the average life of an acquired client portfolio

and there is no indication that the amortization period is less than 10 years. Client portfolios are also tested for events or changes in circumstances that indicate that they may be impaired, and are carried at cost less accumulated amortisation and impairment losses.

#### IT development and software

Costs incurred in developing products or systems and costs incurred in acquiring software and licences that will contribute to future period financial benefits through revenue generation and/or cost reduction are capitalised to software and systems where deemed appropriate. Costs capitalised include direct costs of materials and service and direct payroll and payroll related costs of employees' time spent on the project. Amortisation is calculated on a straight-line basis over periods generally ranging from 3 to 5 years.

Capitalised expenditure is tested for events or changes in circumstances that indicate that they may be impaired and whether they exceed their recoverable amount.

#### O. Right-of-use assets and lease liabilities

The Group recognises a right-of-use asset offset with a corresponding lease liability in respect of its rented premises from the date at which the premises became available for use by the Group.

The right-of-use assets initially measured at cost will comprise the following:

- The amount of the initial measurement of the lease liabilities
- Any lease payments made at/or before the commencement date less lease incentives
- Any initial direct costs incurred by the group and
- Restoration costs

The lease liabilities as at the commencement date will include the net present value of the following lease payments:

- Any fixed payments less any lease incentives receivable
- Variable lease payments based on an index or rate, initially measured using that index or rate at commencement
- Amount expected to be payable by the Group under a residual value guarantee
- Payments of penalties for termination the lease, if the lease term reflects the group exercising the option to terminate the lease
- Exercise price of a purchase option if the Group is reasonably certain to exercise that option

## 1. Summary of material accounting policies (continued)

The right-of-use asset is depreciated from the commencement date to the earlier of the end of the useful life of the right-of-use asset and the end of the lease term (including the extension option where applicable) on a straight-line basis. In determining the lease term, management has considered all facts and circumstances that create an economic incentive to exercise the extension option. If the Group is reasonably certain that it will exercise the option to renew the lease then the extended period has been taken into consideration for calculating the depreciation amount. The right-of-use assets held by the Group may be subsequently adjusted for any re-measurement of the lease liability to reflect any reassessment or lease modifications identified, or to reflect revised in-substance fixed lease payments.

The lease payments are discounted using the interest rate implicit in the lease or, where that is not available, by using the lessee's incremental borrowing rate payable to borrow funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions. Under the new standard the lease payments are allocated between the principal and finance cost. The operating expense in respect of lease payments in the profit and loss account has been replaced by the finance cost, calculated by applying the incremental borrowing rate on the remaining balance of the lease liability, and the depreciation cost for the right-of-use asset. This has typically resulted in higher expenses in earlier years and lower expenses in later years with flow on impacts to key metrics like EBITDA etc.

The Finance cost component of the lease payment is treated as an operating cash outflow in the statement of cash flows while the principal payment has been treated as a financing cash outflow.

Payments associated with short-term leases of equipment and premises with a lease term of less than 12 months continue to be recognised on a straight line basis as an expense in the profit and loss account.

### P. Trade and other payables

These amounts represent liabilities for goods and services provided to the Group before the end of the financial year and which are unpaid. The amounts are unsecured and are usually paid within 30 days of recognition.

### Q. Provisions

Provisions for legal claims are recognised when the Group has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at reporting date. The discount rate used to determine the present value reflects current market assessments of the time value of money and the risks specific to the liability.

### R. Employee benefits

#### (i) Wages and salaries, annual leave and sick leave

Liabilities for wages and salaries, and annual leave expected to be settled within 12 months of the reporting date are recognised in other payables in respect of employee services up to the reporting date and are measured at the amount expected to be paid when the liabilities are settled. Personal/carers and sick leave is brought to account as incurred.

#### (ii) Long service leave

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit cost method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on corporate bonds with terms of maturity and currency that match, as closely as possible, the estimated future cash outflows.

#### (iii) Share-based payments

Share-based compensation benefits are provided to employees via the share option plans. Information relating to this scheme is set out in Note 24.

Subsequent options issued to employees for no consideration have the fair value of options granted under the Fiducian Employee and Director Share Option Plan recognised as an employee benefit expense with a corresponding increase in equity. The fair value is measured at grant date and recognised over the period during which the employees become unconditionally entitled to the options.

## 1. Summary of material accounting policies (continued)

The fair value at grant date is independently determined using a binomial option-pricing model that takes into account the exercise price, the term of the option, the impact of dilution, the share price at grant date, the expected price volatility of the underlying share, the expected dividend yield and the risk free interest rate for the term of the option.

### S. Contributed equity

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

If the entity reacquires its own equity instruments, for example as the result of a share buy-back, those instruments along with the consideration paid is deducted from equity and the shares are regarded as treasury shares until they are cancelled. No gain or loss is recognised in the profit or loss and the consideration paid including any directly incremental costs (net of income taxes) is recognised directly in equity. Treasury shares are bought with the intention of cancellation and are not re-issued.

### T. Dividends

Provision is made only for the amount of any dividend declared, being appropriately authorised and no longer at the discretion of the entity, on or before the end of the financial year but not distributed at balance date.

### U. Earnings per share

#### (i) Basic earnings per share

Basic earnings per share is determined by dividing the net profit after income tax attributable to equity holders of the company, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year.

#### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after-income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares.

### V. Goods and services tax

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from the Australian Taxation Office (ATO). In this case it is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables or other payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to the ATO is included with other payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the ATO, are presented as operating cash flow.

### W. Rounding of amounts

The Company is of a kind referred to in Instrument 2016/191 issued by the Australian Securities and Investments Commission, relating to the "rounding off" of amounts in the financial report. Amounts in the financial report have been rounded off in accordance with that Class Order to the nearest thousand dollars, or in certain cases, to the nearest dollar.

### X. New Australian Accounting Standards and amendments to Australian Accounting Standards and interpretations that are either effective in the current financial year or have been early adopted

*AASB 2023-2 amendments to Australian Accounting Standards – International Tax Reform Pillar Two Model Rules* aims to ensure large multinational groups pay a minimum tax amount on income sourcing in each jurisdiction in which they operate. As the Group operates only in Australia the Pillar Two Model Rules do not apply to the Group.

The amendments made to other existing standards that were mandatorily effective or have been early adopted for the annual reporting period beginning on 1 July 2023 did not result in a material impact on this Financial Report.

## 1. Summary of material accounting policies (continued)

### Y. New Australian Accounting Standards and amendments to Australian Accounting Standards and Interpretations that are not yet effective for the financial year

*IFRS 18 Presentation and Disclosure in Financial Statements* sets out requirements for the presentation and disclosure of information in general purpose financial statements. The standard is effective for reporting periods after 1 January 2027 but is required retrospective application. The Group will assess the impact after the release of the Australian equivalent of the standard later this year.

Other than this, as at the date of this financial report, there are other amendments to accounting standards published by the Australian Accounting Standards Board for which the mandatory application dates fall after the end of this current reporting year. None of these standards have been early adopted and applied in the current reporting year. These changes are not expected to have a significant financial impact, but may result in additional disclosures in the future.

The International Sustainability Standards Board (ISSB) has published the following sustainability reporting standards

- (a) *IFRS S1 General Requirements for Disclosure of Sustainability*, which sets out the overall requirements for sustainability-related financial disclosures; and
- (b) *IFRS S2 Climate-related Disclosures*, which will require disclosure of the reporting entity's governance, strategy, risk management and targets in relation to climate related risks and opportunities.

In Australia these proposed standards have been tabled in Parliament under the Treasury Laws Amendment (Financial Market Infrastructure and Other Measures) Bill 2024 and in its present form will apply to reporting periods after 1 July 2027.

The group acknowledges the importance of sustainability and climate related reporting obligations and will assess the impacts after the release of the Australian Standard.

## 2. Critical accounting estimates and judgements

In preparing the Annual Report, the Group makes estimates and assumptions concerning the future which management believes are reasonable. However, outcomes may differ from management's assumptions and estimates and may require adjustments to the carrying amounts of the assets and liabilities reported. These estimates and judgements are discussed below:

### (i) Estimated impairment of goodwill

The Group tests annually whether goodwill has suffered any impairment, by comparing its current amount with its recoverable amount in accordance with the accounting policy stated in Note 1-N.

### (ii) Estimated impairment of client portfolios

The Group assesses at the end of each reporting period whether there is any indication that the investment or client portfolios may be impaired in accordance with the accounting policy stated in Note 1-N. If any such indication exists, the Group shall estimate the recoverable amount of the asset. The recoverable amounts of cash-generating units have been determined based on earnings multiples requiring the use of sustainable revenue estimates and comparable market transactions.

### (iii) Estimated impairment of loans receivables

The Group applies a three-stage approach to measuring the ECL based on changes in the business development loan's underlying credit risk and includes forward-looking or macroeconomic information (FLI). The calculation of ECL requires judgement and the choice of inputs, estimates and assumptions around the product of the probability of default (PD), the loss given default (LGD) and the exposure of default (EAD). Outcomes within the next financial period that are different from management's assumptions and estimates could result in changes to the timing and amount of ECL to be recognised.



### 3. Segment information

#### A. Description of segments

##### Business segments

The business activities of the Group have been segregated into business segments based on legal entities and reviewed by management accordingly. The business segments are as follows:

##### **Funds Management**

The Group acts as Responsible Entity for managed investment schemes and separately managed accounts through its subsidiary Fiducian Investment Management Services Limited.

##### **Financial Planning**

The Group continues its specialist financial planning services through its subsidiary, Fiducian Financial Services Pty Ltd.

##### **Platform Administration**

The Group acts as an Registrable Superannuation Entity (RSE) of a public offer superannuation fund which is offered on its wrap platform through its subsidiary Fiducian Portfolio Services Ltd. The Group also acts as an Operator and Responsible entity of an Investor Directed Portfolio Service and the Fiducian Investment Service through another subsidiary Fiducian Investment Management Services Limited.

##### **Corporate Services**

This segment is an aggregation of the administration and professional services provided to the Group by a subsidiary, Fiducian Services Pty Ltd and Fiducian Business Services Pty Ltd, which provided distribution activities in the current period.

##### Geographical segments

The Group operates in the geographical segment of Australia.

### 3. Segment information (Continued)

#### B. Primary reporting - Business segments

	Funds Management	Financial Planning	Platform Administration	Corporate Services	Segment Eliminations	Consolidated
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>2024</b>						
Revenue from external clients	29,180	28,799	21,323	-	-	79,302
Inter-segment sales <sup>1</sup>	(7,611)	(1,800)	(5,350)	14,761	-	-
Other revenue	506	695	-	295	-	1,496
<b>Total segment revenue</b>	<b>22,075</b>	<b>27,694</b>	<b>15,973</b>	<b>15,056</b>	<b>-</b>	<b>80,798</b>
<b>Profit from ordinary activities before income tax, depreciation and amortisation</b>	<b>14,309</b>	<b>3,889</b>	<b>13,841</b>	<b>(5,983)</b>	<b>-</b>	<b>26,056</b>
Depreciation, amortisation and impairment						4,618
<b>Profit from ordinary activities before income tax</b>						<b>21,438</b>
Income tax expense						(6,398)
<b>Profit from ordinary activities after income tax expense</b>						<b>15,040</b>
Segment assets	16,712	38,150	3,509	101,184	(88,151)	71,404
Segment liabilities	8,190	35,770	-	48,255	(75,425)	16,790
Acquisitions of plant and equipment, intangible and other non-current segment assets	-	(27)	-	84	-	57

<sup>1</sup> Intersegment sales for the current period represents internal service charges from Administration entity to other business lines.

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### 3. Segment information (Continued)

#### B. Primary reporting - Business segments (Continued)

	Funds Management	Financial Planning	Platform Administration	Corporate Services	Segment Eliminations	Consolidated
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>2023</b>						
Revenue from external clients <sup>1</sup>	25,896	27,324	19,138	-	-	72,358
Inter-segment sales <sup>2</sup>	(6,283)	(320)	(4,400)	11,003	-	-
Other revenue	222	551	-	180	-	953
<b>Total segment revenue</b>	<b>19,835</b>	<b>27,555</b>	<b>14,738</b>	<b>11,183</b>	<b>-</b>	<b>73,311</b>
<b>Profit from ordinary activities before income tax, depreciation and amortisation</b>	<b>13,141</b>	<b>3,693</b>	<b>12,601</b>	<b>(6,992)</b>	<b>-</b>	<b>22,443</b>
Depreciation, amortisation and impairment						(4,775)
<b>Profit from ordinary activities before income tax</b>						<b>17,668</b>
Income tax expense						(5,349)
<b>Profit from ordinary activities after income tax expense</b>						<b>12,319</b>
Segment assets	11,995	45,712	3,273	100,345	(92,178)	69,147
Segment liabilities	3,482	44,963	-	49,250	(79,453)	18,242
Acquisitions of plant and equipment, intangible and other non-current segment assets	-	234	-	-	-	234

<sup>1</sup> \$1,296,000 CMA revenue relating to cash on Fiducian platform was reclassified from Funds Management segment to Platform Administration segment for FY2023.

<sup>2</sup> Intersegment sales for the current period represents internal service charges from the Corporate Services segments to other business segments.

### 3. Segment information (Continued)

#### C. Other segment information

##### (i) Segment revenue

Sales between segments are eliminated on consolidation. The revenue from external parties in the statement of comprehensive income is reported in a manner consistent with the regular reporting provided to the board during the year.

Segment revenue reconciles to total revenue from continuing operations as follows:

	Consolidated	
	2024	2023
	\$'000	\$'000
<b>Segment revenue</b>	79,302	72,358
<b>Total revenue from continuing operations (Note 4)</b>	79,302	72,358

The Group is domiciled in Australia. The amount of its revenue from external clients in Australia is \$79,302,000 (2023: \$72,358,000).

##### (ii) Segment assets

Total assets are reported in a manner consistent with the regular reporting provided to the board during the year. These assets are allocated based on the operations of the segment and the physical location of the asset.

All assets are located in Australia.

##### (iii) Segment liabilities

Total liabilities are reported in a manner consistent with the regular reporting provided to the board during the year. These liabilities are allocated based on the operations of the segment.

### 4. Revenue from ordinary activities

	Consolidated	
	2024	2023
	\$'000	\$'000
<b>From continuing operations</b>		
Sales revenue from		
Funds Management	29,180	25,896
Platform Administration <sup>1</sup>	21,323	19,138
Financial Planning	28,799	27,324
<b>Revenue from ordinary activities</b>	79,302	72,358

<sup>1</sup> Includes expense recovery fee of \$3,526,164 (2023: \$2,700,000). For details refer the Note 6.

### 5. Other income

	Consolidated	
	2024	2023
	\$'000	\$'000
Interest received/receivable	1,496	953
<b>Other income</b>	1,496	953

## 6. Expenses and other payments

	Consolidated	
	2024	2023
	\$'000	\$'000
<b>Profit before income tax includes the following expenses:</b>		
<b>A. Payments to Financial Advisers, Investment Managers and other service providers</b>		
Payments to Financial Advisers	12,466	11,978
Payments to Investment Managers	7,492	6,583
Payments to other service providers	252	288
<b>Total Payments to Financial Advisers, Investment Managers and other service providers</b>	<b>20,210</b>	<b>18,849</b>
<b>B. Amortisation and depreciation expense</b>		
Amortisation		
Capitalised computer software	1	5
Client portfolio intangibles	2,769	2,767
<b>Total amortisation</b>	<b>2,770</b>	<b>2,772</b>
Depreciation		
Furniture, office equipment and computers	197	330
Leasehold improvements	110	58
Right-of-use assets	1,541	1,615
<b>Total depreciation</b>	<b>1,848</b>	<b>2,003</b>
<b>Total amortisation and depreciation expense</b>	<b>4,618</b>	<b>4,775</b>
<b>C. Other expenses</b>		
Professional services	1,014	1,237
Sales, marketing and travel	2,679	2,001
Rental expense relating to operating leases	185	203
Premises and equipment	395	320
Communication and computing	1,358	1,243
Printing and stationery	99	23
Auditors' remuneration (Note 25)	663	687
Regulatory fees	744	497
Administration and other	3,218	2,799
Expense Recovery <sup>1</sup>	(1,043)	(1,990)
<b>Total other expenses</b>	<b>9,312</b>	<b>7,020</b>

<sup>1</sup> Under the administration agreement entered into by the Trustee, Fiducian Portfolio Services Limited, on behalf of Fiducian Superannuation Service (FSS) with Fiducian Services Pty Ltd ("the administrator") the expenses of FSS are paid on the Trustee's behalf by the administrator and are reimbursed by FSS by way of an Expense Recovery Fee. Additional out of pocket expense reimbursements of \$589,943 (2023: \$1,257,330) have been included in Expense Recovery in Note 6-C. For the current year the Expense Recovery Fee of \$3,526,164 (2023: \$2,700,000) has been included in Revenue from ordinary activities in Note 4 as part of Fees received.

## 7. Income tax expense

	Consolidated	
	2024 \$'000	2023 \$'000
<b>A. Income tax expense</b>		
Current tax	7,332	6,109
Deferred tax	(934)	(760)
Income tax expense	6,398	5,349
Deferred income tax (revenue)/expense included in income tax expense comprises:		
(Increase)/decrease in deferred tax assets (Note 14)	470	404
(Decrease) in deferred tax liabilities (Note 18)	(1,404)	(1,164)
Deferred tax	(934)	(760)
<b>B. Numerical reconciliation of income tax expense to prima facie tax payable</b>		
Profit from continuing operations before income tax expense	21,438	17,668
Tax at the Australian tax rate of 30% (2023: 30%)	6,431	5,300
Tax effect of amounts which are not deductible/(taxable) in calculating taxable income:		
Entertainment	71	44
Sundry items	80	52
Income tax (over)/under provided in previous year	(184)	(47)
Income tax expense	6,398	5,349

**C. Tax consolidation legislation**

Fiducian Group Limited and its wholly owned subsidiaries have formed a tax consolidated group. As a consequence these financial statements have been prepared on a tax-consolidated basis where the head entity has assumed the tax liabilities initially recognised by the standalone taxpayers.

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## 8. Dividends

	Consolidated	
	2024	2023
	\$'000	\$'000
Final ordinary fully franked dividend for the year ended 30 June 2023 of 18.00 cents (2022: Fully franked 14.90 cents) per share paid on 11 September 2023.	5,666	4,690
Interim ordinary fully franked dividend for the year ended 30 June 2024 of 18.20 cents (2023: Fully franked 12.30 cents) per share paid on 11 March 2024.	5,729	3,872
<b>Total dividends paid during the year</b>	<b>11,395</b>	<b>8,562</b>

Subsequent to the end of the financial year, the directors of the parent entity, Fiducian Group Limited have declared a final fully franked dividend for the year ended 30 June 2024 of 21.1 cents per ordinary share held on 29 August 2024 and payable on 12 September 2024.

### Franked dividends

The franked portions of the final dividends recommended after 30 June 2024 will be franked out of existing franking credits.

	Consolidated	
	2024	2023
	\$'000	\$'000
Franking credits available for the subsequent financial year based on a tax rate of 30%	29,865	26,337

The above amounts represent the balances of the franking account as at the end of the financial year, adjusted for:

- (a) franking credits that will arise from the payment of the amount of the provision for income tax.
- (b) franking debits that will arise from the payment of dividends recognised as a liability at the reporting date.
- (c) franking credits that will arise from the receipt of dividends recognised as receivables at the reporting date.

The consolidated amounts include franking credits that would be available to the parent entity if distributable profits from subsidiaries were paid as dividends.

The impact on the franking account of the dividend recommended by the directors since year end, but not recognised as a liability at year end, will be a reduction in the franking account of approximately \$2,846,476 (2023: \$2,428,274).

## 9. Current assets – Cash and cash equivalents

	Consolidated	
	2024	2023
	\$'000	\$'000
Cash at bank and in hand	26,604	19,648
<b>Balance at end of the year</b>	<b>26,604</b>	<b>19,648</b>

## 10. Current assets – Trade and other receivables

	Consolidated	
	2024	2023
	\$'000	\$'000
Amounts receivable from related entities:		
Related trusts	6,329	5,865
Business development loans *	961	1,753
Other	418	1,018
Prepayments	595	968
	8,303	9,604
Less: provision for impairment of trade receivables - Other	(56)	(56)
	8,247	9,548

\* Refer to Note 11 for the non-current portion of these receivables.

Movement in provision for impairment of trade receivables - Other		
<b>Balance at beginning of the year</b>	(56)	(308)
Reduction/(Additional) provision during the year	-	252
<b>Balance at end of the year</b>	(56)	(56)

At 30 June 2024, a provision for impairment exists for trade receivables outstanding greater than 120 days where management considers that the receivable is impaired. There is no material loss expected, other than the provisions made.

Information about the Group's exposure to interest rate risk in relation to trade and other receivables is provided in Note 32-A and details on the credit risk associated with Business Development loans in Note 32-B.

## 11. Non-current assets – Loan receivables

	Consolidated	
	2024	2023
	\$'000	\$'000
Business development loans *	8,160	7,400
Less: Expected Credit Loss (ECL)	(321)	(321)
<b>Balance at end of the year</b>	7,839	7,079

\* Refer to Note 10 for the current portion of these receivables.

### A. Impaired receivables and receivables past due

The Group does not have any non-performing loans at the reporting date. However, to assess whether there has been a Significant Increase in Credit Risk (SICR), the Group has applied the methodology in Note 1-K. This allows the Group to identify underperforming loans. As at the reporting date, the Group has identified potential underperforming loans. A provision of \$321,000 (2023: \$321,000) is considered adequate.



## 11. Non-current assets – Loan receivables (continued)

	Consolidated	
	2024	2023
	\$'000	\$'000
Underperforming loans	1,887	1,865
<b>Impaired receivables and receivables past due</b>	<b>1,887</b>	<b>1,865</b>
Less: Expected Credit Loss (ECL)	(321)	(321)
<b>Net impaired receivables and receivables past due</b>	<b>1,566</b>	<b>1,544</b>

The Group assessed semi-annually its business development loans and the related ECL to determine whether there has been a SICR. The review considered the macroeconomic outlook, adviser credit quality, the type of collateral held, exposure at default and the effect of payment deferral options, if any, as at the reporting date. The deferral of contractual payments for short periods of time is not been treated as an automatic indicator of SICR by and of themselves.

The SICR methodology used in the review is a relative credit risk based approach which considers changes in an underlying exposure's credit risk since origination. The Group used three downsides scenarios anchored to a deterioration in the ASX 200, broadly representing low, medium and significant downside to determine a SICR. There has been no increases in the quantum of exposures indicating there has been no increase in credit risk since origination.

### Security

Under the terms of agreement for business development loans, the Group has a security deed over the all the assets of the franchisee's business registered in Personal Property Security Register. This security may be called upon if the franchisee defaults under the terms of the agreement.

### B. Fair values

The fair values and carrying values of non-current receivables of the Group are as follows:

	2024		2023	
	Carrying amount	Fair value	Carrying amount	Fair value
	\$'000	\$'000	\$'000	\$'000
Business development loans *	7,839	7,839	7,079	7,079

\* Business development loans are carried at amortised cost; their carrying value is a reasonable approximation of fair value.

## 12. Investment in subsidiaries

The Group's subsidiaries as at 30 June 2024 are set out below:

Name of Entity	Country of Incorporation	Class of Shares	Equity Holding %
Fiducian Investment Management Services Ltd (FIMS) <sup>1</sup>	Australia	Ordinary	100
Fiducian Portfolio Services Ltd (FPS) <sup>2</sup>	Australia	Ordinary	100
Fiducian Services Pty Ltd (FSL) <sup>3</sup>	Australia	Ordinary	100
Fiducian Financial Services Pty Ltd (FFS) <sup>4</sup>	Australia	Ordinary	100
Fiducian Business Services Pty Ltd (FBS) <sup>5</sup>	Australia	Ordinary	100

<sup>1</sup> The Company acts as the Operator of Fiducian Investment Service and Responsible Entity for the Fiducian Funds and Separately Managed Account.

<sup>2</sup> The Company acts as the Trustee for the Fiducian Superannuation Service.

<sup>3</sup> The Company provides platform administration to clients and corporate services to other entities within the Group.

<sup>4</sup> The principal activity of the Company is the provision of a specialist financial planning services network.

<sup>5</sup> The Company is responsible for the distribution activities on behalf of the Group.

## 13. Non-current assets – Property, plant & equipment

	Consolidated	
	2024 \$'000	2023 \$'000
<b>Plant and Equipment</b>		
Cost	3,659	3,575
Less: accumulated depreciation	(3,007)	(2,701)
<b>Total plant and equipment</b>	<b>652</b>	<b>874</b>

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### 13. Non-current assets – Property, plant & equipment (continued)

#### Movements

Reconciliation of the carrying amount of each class of property, plant and equipment are set out below:

	Furniture and Office Equipment	Computers	Leasehold Improvements	Total
	\$'000	\$'000	\$'000	\$'000
<b>Consolidated at 30 June 2022</b>				
Cost	316	1,935	949	3,200
Accumulated depreciation	(306)	(1,173)	(834)	(2,313)
Net book amount	10	762	115	887
<b>Year ended 30 June 2023</b>				
Opening net book amount	10	762	115	887
Additions	18	32	325	375
Disposals	-	-	-	-
Depreciation	(8)	(322)	(58)	(388)
Closing net book amount	20	472	382	874
<b>At 30 June 2023</b>				
Cost	334	1,967	1,274	3,575
Accumulated depreciation	(314)	(1,495)	(892)	(2,701)
Net book amount	20	472	382	874
<b>Year ended 30 June 2024</b>				
Opening net book amount	20	472	382	874
Additions	-	84	-	84
Disposals	-	-	-	-
Depreciation	(7)	(190)	(109)	(306)
Closing net book amount	13	366	273	652
<b>At 30 June 2024</b>				
Cost	334	2,051	1,274	3,659
Accumulated depreciation	(321)	(1,685)	(1,001)	(3,007)
Net book amount	13	366	273	652

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## 14. Non-current assets – Deferred tax assets

	Consolidated	
	2024 \$'000	2023 \$'000
<b>The balance comprises temporary differences attributable to:</b>		
Doubtful debts	17	17
Employee benefits	1,210	1,135
Accrued expenditure	561	573
Provision for audit and taxation services	140	189
Provision for FBT	25	11
AASB 16 lease adjustments	888	1,265
Deferred tax assets before set off	2,841	3,190
Set off against deferred tax liabilities (Note 18)	(2,841)	(3,190)
<b>Movements:</b>		
Opening balance at 1 July	3,190	3,594
Addition during the year	121	-
Taken to the statement of comprehensive income	(470)	(404)
Deferred tax assets before set off	2,841	3,190
Set off against deferred tax liabilities	(2,841)	(3,190)

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## 15. Non-current assets – Intangible assets

	Consolidated	
	2024 \$'000	2023 \$'000
<b>Capitalised expenditure</b>		
Capitalised expenditure – computer software	5,260	5,260
Less: Accumulated amortisation	(5,060)	(5,059)
	200	201
<b>Client portfolios</b>		
Cost of acquisition of client portfolios	31,194	31,243
Less: Accumulated amortisation	(18,169)	(15,422)
	13,025	15,821
<b>Goodwill</b>		
Goodwill on acquisition	13,242	13,242
Less: Impairment/amortisation	(754)	(754)
	12,488	12,488
<b>Total intangible assets</b>	<b>25,713</b>	<b>28,510</b>

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## 15. Non-current assets – Intangible assets (Continued)

### A. Movements

Movements in each category are set out below:

	Acquisition of Client Portfolios	Goodwill on Acquisition	Capitalised Computer Software	Total
	\$'000	\$'000	\$'000	\$'000
<b>Consolidated at 30 June 2022</b>				
Cost	31,997	13,380	5,259	50,636
Accumulated amortisation/impairment	(12,655)	(659)	(5,053)	(18,367)
Net book amount	19,342	12,721	206	32,269
<b>Year ended 30 June 2023</b>				
Opening net book amount	19,342	12,721	206	32,269
Additions	180	54	-	234
Sale of business/adj. to net book value	(934)	(287)	-	(1,221)
Amortisation charge <sup>1</sup>	(2,767)	-	(5)	(2,772)
Closing net book amount	15,821	12,488	201	28,510
<b>At 30 June 2023</b>				
Cost	31,243	13,147	5,259	49,649
Accumulated amortisation/impairment	(15,422)	(659)	(5,058)	(21,139)
Net book amount	15,821	12,488	201	28,510
<b>Year ended 30 June 2024</b>				
Opening net book amount	15,821	12,488	201	28,510
Additions	(27)	-	-	(27)
Sale of business/adj. to net book value	-	-	-	-
Amortisation charge <sup>1</sup>	(2,769)	-	(1)	(2,770)
Closing net book amount	13,025	12,488	200	25,713
<b>At 30 June 2024</b>				
Cost	31,216	13,147	5,259	49,622
Accumulated amortisation/impairment	(18,191)	(659)	(5,059)	(23,909)
Net book amount	13,025	12,488	200	25,713

<sup>1</sup> Amortisation of \$2,770,000 (2023: \$2,772,000) is included in depreciation and amortisation expense in the statement of comprehensive income.

## 15. Non-current assets – Intangible assets (Continued)

### B. Impairment tests for goodwill and client portfolios

Goodwill and client portfolios are allocated to the financial planning business reportable segment which has been identified as the applicable cash-generating unit (CGU). The CGU is the lowest level within the entity at which the goodwill and client portfolios are monitored for internal management purposes on an ongoing basis. The recoverable amount of the CGU is determined based on market value calculations. These calculations apply income multiples consistent with the market valuations of similar financial services businesses to recurring revenue from the CGU at the year end, less cost to sell. Management considers the income multiple approach most appropriate for the valuation of the recoverable amount of the CGU as it is consistent with the valuation used by management while performing the due diligence of potential acquisitions for its salaried and franchisee network.

### C. Impact of possible changes in key assumptions

In the current year there has been considerable volatility in the economic environment, the global economic slowdown, the unrest in the Middle East and the ongoing impact of interest rate rises and inflation on the domestic economy. Management has carefully considered these impacts and the implications of lower economic activity on its operations. However management has not observed any disruption to its operations or significantly lower revenue as a result of the reduced economic activity, and therefore have seen no reason to reduce the estimates for operating cash flows for impairment testing purposes.

The estimates and judgments included in the fair value calculations are based on historical experience, observed transactions in the market for similar financial services businesses and other factors, including management's and the Directors' expectations of future events that are believed to be reasonable under the current circumstances. There has been no impairment recognised for the Group's CGUs in the impairment assessment performed at 30 June 2024. The key assumption made in the assessment of impairment of goodwill is the income multiple applied to recurring revenues. The income multiple assumption is compared to market each year and adjusted appropriately. In the current year, there has been considerable volatility in the securities markets as a result of the global economic slowdown, the Russian invasion of Ukraine and the ongoing impact of interest rate rises and inflation on the domestic economy. Based on management's current assessment, the recoverable amount of the Group's CGU exceeds the carrying amount. An 36% change in the current multiples of 2.2 used in the assumption would be required before the carrying value of the CGU would exceed the recoverable amount.

To assess the accuracy of the market value calculation, management performed an alternative analysis using the value-in-use model which considers long term assumptions such as market growth rates, a terminal growth rate, inflation rates and a discount rate. Based on management's value-in-use analysis, the recoverable amount of the Group's CGU exceeds the carrying amount and is consistent with the outcome of the market value approach.

### D. Impairment charge

During the year, no impairment charge was recorded in the books (2023: Nil).

## 15. Non-current assets – Intangible assets (Continued)

### E. Business Combination

The Group did not make any acquisitions during the current year. Details of the acquisition for the previous year are as follows:

	30 Jun 2024	30 Jun 2023
<b>Segment</b>	<b>N/A</b>	<b>Financial Planning</b>
<b>Fiducian entity</b>	<b>N/A</b>	<b>Fiducian Financial Services Pty Ltd</b>
Acquisition Date		31 January 2023
Acquisition Description		Client Portfolio
Ownership acquired		100%
Location		Victoria
Funds Under Advice on acquisition date		\$16,000,000
Annual recurring revenue on acquisition		\$102,857
Maximum purchase price payable on acquisition		\$180,000
Vendor staff employed by Group		No
Value attributed on the Statement of Financial Position as at reporting date		100%
Business combination or asset only		Business Combination
<b>Provisional Fair value of assets recognised as a result of acquisition as at 30 June 2024:</b>		
Intangible assets		\$180,000
Deferred Tax Liabilities		(\$54,000)
Net Identifiable intangible assets acquired		\$126,000
Goodwill on acquisition		\$54,000
Deferred consideration at reporting date		\$27,000
<b>Net Assets Acquired</b>		<b>\$180,000</b>
<b>Funds Under Advice</b>		<b>\$16,000,000</b>

While each acquisition is considered on its own merits, a number of synergies are expected to result to the Group once the business combination has been fully implemented and for which goodwill is recognised in the books. The synergy results from leveraging the existing scale Fiducian has from its infrastructure in Risk, Compliance, IT, Legal, Finance and other support functions, products and processes. Despite the synergies at Group level, the acquisitions of client portfolios and goodwill are recorded in the Financial planning business only and client intangibles are amortised over 10 years. The acquisitions are tested for impairment based on financial planning revenue as a standalone business unit and do not consider any revenue synergies generated in other entities from the acquisition. Due to realignment of individual clients within the unit, Financial planning as a whole is considered the appropriate CGU for impairment testing purposes.

Under the terms of the agreement for the acquisitions the deferred consideration may be reduced in respect of any clients that have not transferred to the Group within the period specified in the agreements or should the recurring income be lower than contracted for.

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**16. Current liabilities – Trade and other payables**

	Consolidated	
	2024	2023
	\$'000	\$'000
Trade payables	3,351	3,097
Other payables	3,868	3,347
Client portfolio deferred settlement	-	27
Annual leave entitlements accrued	1,251	1,256
Long service leave entitlements accrued	2,091	1,928
<b>Total trade and other payables</b>	<b>10,561</b>	<b>9,655</b>

Information about the Group's exposure to credit and interest rate risk is shown in Note 32.

**17. Current liabilities – Current tax liabilities**

	Consolidated	
	2024	2023
	\$'000	\$'000
Income tax	701	959
<b>Total current tax liabilities</b>	<b>701</b>	<b>959</b>

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## 18. Non-current liabilities – Deferred tax liabilities

	Consolidated	
	2024	2023
	\$'000	\$'000
<b>The balance comprises temporary differences attributable to:</b>		
Recognition and depreciation of ROU assets	342	484
Recognition and amortisation of client portfolios	4,353	5,494
Deferred tax liabilities before set off	4,695	5,978
Set off against deferred tax assets	(2,841)	(3,190)
Net deferred tax liabilities	1,854	2,788
<b>Movements:</b>		
Opening balance at 1 July	5,978	7,368
Addition during the year/(adjustments to book value)	121	(226)
Taken to the statement of comprehensive income	(1,404)	(1,164)
Deferred tax liabilities at 30 June before set off	4,695	5,978
Set off against deferred tax assets	(2,841)	(3,190)
Net deferred tax liabilities	1,854	2,788
Expiration of net deferred tax liabilities		
within 12 months	1,287	1,287
after 12 months	567	1,501
<b>Total deferred tax liabilities</b>	<b>1,854</b>	<b>2,788</b>

## 19. Non-current liabilities – Provisions

	Consolidated	
	2024	2023
	\$'000	\$'000
Employee benefits - long service leave	689	601
<b>Total provisions</b>	<b>689</b>	<b>601</b>

The provision for long service leave includes all pro-rata entitlements where employees have not yet completed the required period of service and also those where employees are entitled to pro-rata payments.

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## 20. Contributed equity

### A. Share Capital

	Consolidated	
	2024	2023
	\$'000	\$'000
Ordinary shares - fully paid	7,788	7,788
<b>Total share capital</b>	<b>7,788</b>	<b>7,788</b>

### B. Movements in ordinary share capital

Date	Details	Number of shares	\$'000
1 July 2022	Balance	31,477,623	7,788
	Shares bought back on market and cancelled	-	-
	Shares issued on exercise of options	-	-
30 June 2023	Balance	31,477,623	7,788
	Shares bought back on market and cancelled	-	-
	Shares issued on exercise of options	-	-
30 June 2024	Balance	31,477,623	7,788

### C. Ordinary shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on winding up of the company in proportion to the number of and amount paid on the shares held.

On a show of hands every holder of ordinary shares present at a meeting in person or by proxy is entitled to one vote and, upon a poll each share is entitled to one vote.

### D. Share buy-back

Between 1 July 2023 and 30 June 2024, the Company did not purchase and cancel any ordinary shares on-market.

At 30 June 2024, 478,255 shares remained available to be repurchased under the most recently announced buy back notice to the ASX.

### E. Options

Information relating to Fiducian Group Employee & Director options issued, exercised and lapsed during the year is set out in Note 24.

## 20. Contributed equity (continued)

### F. Capital risk management

The Group's objectives when managing capital of the wholly owned subsidiaries within the Group are to safeguard its ability to continue as a going concern, to individually continue to meet externally imposed capital requirements of APRA and ASIC under its Registrable Superannuation Entity (RSE) Licence, Responsible Entity (RE) Licence and their Australian Financial Services (AFS) Licence, and to continue to provide returns to shareholders and benefits to other stakeholders.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders via an on-market share buy-back, or issue new shares upon exercise of outstanding options. There has been no borrowing to maintain capital adequacy.

The externally imposed requirements are:

- Under its ASIC RE Licence, the RE, Fiducian Investment Management Services Limited, must maintain \$5,000,000 net tangible assets at all times during the financial year.
- The requirement under the AFS Licence and RE Licence are maintained by placing cash on deposit with an Authorised Deposit taking Institution. The requirement under the AFS Licence is reported to the Board quarterly at each meeting.

## 21. Reserves

	Consolidated	
	2024	2023
	\$'000	\$'000
<b>Movements</b>		
Share-based payments reserve		
Balance at 1 July	114	98
Option expense	64	16
<b>Balance at 30 June</b>	<b>178</b>	<b>114</b>

The share-based payments reserve is used to recognise the fair value of options issued but not exercised.

## 22. Retained profits

	Consolidated	
	2024	2023
	\$'000	\$'000
<b>Movements</b>		
Balance at 1 July	43,003	39,246
Net profit for the year	15,040	12,319
Dividends paid (Note 8)	(11,395)	(8,562)
<b>Balance at 30 June</b>	<b>46,648</b>	<b>43,003</b>

## 23. Key management personnel disclosures

### A. Payments to key management personnel

	Consolidated	
	2024	2023
	\$	\$
Short-term employee benefits	837,542	873,329
Post-employment benefits	53,038	53,292
Share-based payment	63,932	16,329
<b>Total payments to key management personnel</b>	<b>954,512</b>	<b>942,950</b>

Detailed remuneration disclosures are provided in sections A-E of the Remuneration Report contained in the Directors' Report.

### B. Equity instrument disclosures relating to key management personnel

#### (i) Options provided as remuneration and shares issued on exercise of such options

Together with terms and conditions of the options, can be found in section D of the Remuneration Report.

#### (ii) Option holdings

The number of options over ordinary shares in the Company held during the financial year by each director of Fiducian Group Limited, including their personally related and associated entities, are set out below.

2024						
Name	Balance at the start of the year	Exercised	Granted during the year as remuneration	Lapsed during the year	Balance at the end of the year	Vested and exercisable
I Singh <sup>1</sup>	90,000	-	-	-	90,000	90,000

<sup>1</sup> Under the terms of his employment Mr. I Singh is entitled to 85,000 options relating to the year ended 30 June 2024, subject to shareholder approval at the annual general meeting on 17 October 2024. These options have not been included in the table above.

2023						
Name	Balance at the start of the year	Exercised	Granted during the year as remuneration	Lapsed during the year	Balance at the end of the year	Vested and exercisable
I Singh <sup>1</sup>	90,000	-	-	-	90,000	90,000

<sup>1</sup> Under the terms of his employment Mr. I Singh was not entitled to any options relating to the year ended 30 June 2023. The options granted relate to the year ended 30 June 2021 and approved at the annual general meeting on 21 October 2021 and hence included above.

## 23. Key management personnel disclosures (continued)

### (iii) Shareholdings

The number of shares in the Company held during the financial year by each director of Fiducian Group Limited, including their personally related and associated entities, are set out below. There were no shares granted during the period as compensation.

2024				
Name	Balance at the start of the year	Received during the year on the exercise of options	Other changes during the year	Balance at the end of the year
I Singh	10,942,685	-	6,543	10,949,228
F Khouri	268,323	-	-	268,323
S Hallab	107,527	-	19,500	127,027
K Skellern	-	-	8,000	8,000

Note: Mr. R Bucknell retired from the board on 19 October 2023 and hence has not been included in the table.

2023				
Name	Balance at the start of the year	Received during the year on the exercise of options	Other changes during the year	Balance at the end of the year
I Singh	10,907,061	-	35,624	10,942,685
R Bucknell	500,000	-	-	500,000
F Khouri	268,323	-	-	268,323
S Hallab	78,527	-	29,000	107,527
K Skellern	-	-	-	-

### Shares provided on exercise of options

During the year no ordinary shares were issued as a result of the exercise of remuneration options to the Executive Chairman of Fiducian Group Limited (2023: Nil). No amounts are unpaid on any shares issued on the exercise of options.

### C. Loans to directors

No loans were made to directors during the financial year (2023: Nil).

## 23. Key management personnel disclosures (continued)

### D. Other transactions with key management personnel

A director, Mr. F Khouri, is an authorised representative under the Fiducian Financial Services Pty Ltd Australian Financial Services License and is a director and shareholder of Hawkesbury Financial Services Pty Ltd, which is a franchisee of Fiducian Financial Services Pty Ltd.

Hawkesbury Financial Services Pty Ltd places business with and receives financial planning payments from the Group. All transactions are on normal commercial terms and conditions.

Mr. R Bucknell, Mr. S Hallab and Ms. K Skellern were paid director's fees for their contribution as directors serving on the Board.

Aggregate amounts of each of the above types of other transactions with directors of Fiducian Group Limited:

	Consolidated	
	2024	2023
	\$	\$
Directors' fees and committee fees *	257,691	271,445
Financial planning fees paid or payable	336,654	339,332
<b>Total payments relating to other transactions with key management personnel</b>	<b>594,345</b>	<b>610,777</b>

\* Details of these fees have been provided in the Remuneration report included in the Director's report.

#### Shares under option

Unissued ordinary shares of Fiducian Group Limited under option at the date of this report are disclosed in Note 24 of the financial report.

No option holder has any right under the options to participate in any other share issue of the company or any other entity until after the exercise of the option.

#### Shares issued on the exercise of options

The details of ordinary shares of Fiducian Group Limited issued during the year ended 30 June 2024 on the exercise of options granted under The Fiducian Group Limited Employee & Director Share Option Plan is disclosed under Note 24 to the financial report.

## 24. Share based payments

### A. Employee and director share option plan (ESOP)

The establishment of the Fiducian Group Limited ESOP was approved by shareholders at the 2000 Annual General Meeting. The ESOP is designed to provide long-term incentives for senior managers and directors to deliver long-term shareholder returns. Under the plan, participants are granted options which only vest if certain performance standards are met. Participation in the plan is at the Board's discretion and no individual has a contractual right to participate in the plan or receive any guaranteed benefits.

The parent entity has established the ESOP, which is designed to provide incentives to employees and directors. All grants of options under the ESOP are subject to compliance with the Corporations Act 2001 and ASX Listing Rules.

The directors may, from time to time, determine which employees and directors may participate in the ESOP, and the number of options that may be issued to them. The directors have an absolute discretion to determine who will participate and the number of options that may be issued. The ESOP provides for an upper limit on the number of options that may be outstanding, the exercise price, exercise period and expiry, and adjustments in the event of capital restructuring. The directors have resolved that the ESOP no longer applies to non-executive directors.

Options are granted under the plan for no consideration. Employee options are granted for a five-year period where 35% vest after one year, a further 45% vest after two years and the balance vest after three years. Director options vest after one year. Options granted under the plan carry no dividend or voting rights. When exercisable, each option is converted into one ordinary share on payment of the exercise price.

The exercise price of options is based on the volume weighted average price at which the Company's shares are traded on the Australian Securities Exchange during the month preceding the date the options are granted.

Subject to prior approval by shareholders, the Company may issue each year a maximum of 100,000 options to the executive director for each year of service, subject to performance criteria being met in accordance with his executive agreement. The Directors have resolved to issue 85,000 options (2023: Nil) to the Executive Chairman in respect of the year ended 30 June 2024. No employee options expired during the same period (2023: Nil).

Set out below are summaries of options granted under last year's option plan:

Grant Date	Expiry Date	Exercise Price	Balance at Start of the Year	Granted During the Year	Exercised During the Year	Lapsed During the Year	Balance at End of the Year	Vested & Exercisable at the End of Year
			Number	Number	Number	Number	Number	Number
<b>Consolidated 2023</b>								
ESOP-Executive Chairman								
21 Oct 21	21 Oct 26	\$6.47	90,000	-	-	-	90,000	90,000
			90,000	-	-	-	90,000	90,000
Weighted average exercise price			\$6.47				\$6.47	

The volume of weighted average remaining contractual life of share options outstanding at the end of the period was 2.31 years (2023: 3.31 Years).

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## 24. Share based payments (Continued)

### A. Employee and director share option plan (ESOP) (Continued)

Grant Date	Expiry Date	Exercise Price	Balance at Start of the Year	Granted During the Year	Exercised During the Year	Lapsed During the Year	Balance at End of the Year	Vested & Exercisable at the End of Year
			Number	Number	Number	Number	Number	Number
<b>Consolidated 2023</b>								
ESOP-Executive Chairman								
21 Oct 21	21 Oct 26	\$6.47	90,000	-	-	-	90,000	90,000
			90,000	-	-	-	90,000	90,000
Weighted average exercise price			\$6.47				\$6.47	

The volume of weighted average remaining contractual life of share options outstanding at the end of the period was 3.31 years (2022: 4.32 Years).

### B. Expenses arising from share-based payment transactions

\$63,932 share options expense (2023: \$16,329) arising from share-based payment transactions were recognised during the period as part of employee benefit expense. This expense is in respect of option entitlements relating to the year ended 30 June 2024 expensed over the term in accordance with the accounting standards.

## 25. Remuneration of the auditors

KPMG remains the auditor of the parent entity and its related subsidiaries. The auditor remuneration in the table below was paid or payable for services provided by KPMG:

	Consolidated	
	2024	2023
	\$	\$
<b>Audit and review of financial reports</b>		
Group	65,295	61,950
Controlled entities and joint operations	116,172	110,220
Funds	257,218	244,040
<b>Total audit and review of financial reports</b>	<b>438,685</b>	<b>416,210</b>
Other statutory assurance services	181,580	162,790
Other assurance services	41,595	91,000
Other services	880	17,410
<b>Total auditor remuneration</b>	<b>662,740</b>	<b>687,410</b>

## 26. Contingent liabilities

The parent entity and Group had contingent liabilities at 30 June 2024 in respect of bank guarantees for property leases of parent and group entities amounting to \$810,697 (2023: \$742,472).

## 27. Commitments

	Consolidated	
	2024	2023
	\$'000	\$'000
Acquisition funding commitment payable within one year	-	27

### Other commitments

The Group has also entered into a commitment to fund unindemnifiable liabilities of the Trustee / trustee directors of the Fiducian Superannuation Service. Details of this agreement have been provided in Note 28-F Related party transactions.

## 28. Related-party transactions

### A. Parent entity

The parent entity within the Group is Fiducian Group Limited at year end.

### B. Subsidiaries

Interests in subsidiaries are set out in Note 12.

The consolidated financial report incorporates the assets, liabilities and results of the subsidiaries set out in Note 12 in accordance with the accounting policy described in Note 1-B.

### C. Key management personnel

Disclosures relating to key management personnel are set out in Note 23.

## 28. Related-party transactions (Continued)

### D. Transactions with related parties

#### (i) Transactions between the Group and other related entities include the following:

- Operator fee income received from related trusts
- Trustee fee income received from related trusts
- Recovery of group costs from related trusts
- Collection of fees by Responsible Entities from the related funds

The above transactions were on normal commercial terms and conditions and at market rates. All transactions between Group entities are eliminated on consolidation.

#### (ii) Transactions with related parties of directors include the following:

- Financial planning fees paid by Fiducian Financial Services Pty Limited to entities associated with the directors
- Financial planning fees paid by Fiducian Financial Services Pty Limited to entities associated with relatives of the directors

The above transactions were on normal commercial terms and conditions and at market rates.

The following transactions occurred with related parties:

	Ownership Interest <sup>1</sup>	Consolidated	
		2024 \$	2023 \$
<b>Related trusts</b>			
Fiducian Investment Service	Nil		
Operator fees income		9,899,519	7,928,704
Expense recovery		26,438	28,810
Fiducian Superannuation Service	Nil		
Operator fees income		28,275,955	21,926,273
Expense recovery		4,497,274	3,957,330
Fiducian Funds	Nil		
Operator fees income		29,190,337	25,780,062
Expense recovery		444,938	467,355
<b>Entities associated with directors or their relatives</b>			
Hawkesbury Financial Services Pty Ltd <sup>2</sup>			
Financial planning fees paid		336,654	339,332

<sup>1</sup> "Ownership Interest" means the percentage of capital of the Company held directly and/or indirectly through another entity by Fiducian Group Limited.

<sup>2</sup> Payments to Franchisee associated with director, F Khouri in the normal course of business in arm's length transactions.

## 28. Related-party transactions (Continued)

### E. Outstanding balances arising from sales / purchases of services provided

The following balances are outstanding at the reporting date in relation to transactions with related parties:

	Consolidated	
	2024	2023
	\$	\$
Current receivables (income from related trusts)	6,301,195	5,865,295
<b>Total current receivables</b>	<b>6,301,195</b>	<b>5,865,295</b>

No Expected Credit Loss provisions for doubtful receivables have been raised in relation to any outstanding balances, and no expense is required to be recognised in respect of impaired receivables due from related parties.

### F. Commitment to fund unindemnifiable liabilities

Fiducian Services Pty Ltd, a member of the Group, and the administrator of the superannuation service has entered into an agreement effective 30 June 2022 to fund Fiducian Portfolio Services Ltd, the Trustee of Fiducian Superannuation Service for unindemnifiable liabilities of up to an aggregate of \$1,500,000. As at 30 June 2024, no events have arisen to create any unindemnifiable liability.

## 29. Reconciliation of profit or loss after income tax to net cash inflow from operating activities

	Consolidated	
	2024	2023
	\$'000	\$'000
Profit for the year	15,040	12,319
Non-cash employee benefit	245	212
Amortisation and depreciation	4,618	4,775
Changes in operating assets and liabilities:		
Change in accounts receivable	136	(1,064)
Change in income tax payable	(378)	552
Change in trade creditors	904	384
Change in other creditors	(169)	(2,147)
Change in deferred income tax liability	(934)	(754)
<b>Net cash inflow from operating activities</b>	<b>19,462</b>	<b>14,277</b>

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### 30. Earnings per share

	Consolidated	
	2024	2023
Earnings per share using weighted average number of ordinary shares outstanding during the period:		
<b>A. Basic earnings per share (in cents)</b>		
Profit from continuing operations attributable to the ordinary equity of the company	47.87	39.13
<b>B. Diluted earnings per share (in cents)</b>		
Profit from continuing operations attributable to the ordinary equity and potential ordinary equity of the company	47.74	39.03

	Consolidated	
	2024 Number	2023 Number
<b>C. Weighted average number of shares used as denominator</b>		
Weighted average number of ordinary shares used as denominator in calculating basic earnings per share	31,477,623	31,477,623
Adjustments for calculation of diluted earnings per share options	86,910	86,910
Weighted average number of ordinary shares and potential ordinary shares used as denominator in calculating diluted earnings per share	31,564,533	31,564,533

	Consolidated	
	2024 \$'000	2023 \$'000
<b>D. Reconciliation of earnings used in calculating basic and diluted earnings per share</b>		
Net profit and earnings used to calculate basic and diluted earnings per share	15,040	12,319

#### E. Information concerning the classification of securities

Options granted to employees under the Fiducian Group Limited Employee Share Option Plan (ESOP) are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share to the extent that they are dilutive. The options have not been included in the determination of basic earnings per share. Details relating to the options are set out in Note 24.

### 31. Events occurring after balance date

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely in the opinion of the directors of the Group, to affect significantly the operations of the Company, the results of those operations or the state of affairs of the Group in subsequent years.

### 32. Financial risk management

The Group's activities expose it to a variety of financial risks: market risk (including interest rate risk), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the financial performance of the Group.

The Group holds the following financial instruments:

	Consolidated	
	2024	2023
	\$'000	\$'000
<b>Financial assets</b>		
Cash and cash equivalents	26,604	19,648
Trade and other receivables	7,286	7,795
Business development loans	8,800	8,832
<b>Total financial assets</b>	<b>42,690</b>	<b>36,275</b>
<b>Financial liabilities</b>		
Trade and other payables	11,250	10,256

#### A. Market risk

##### (i) Foreign exchange risk

The Group has no operations outside Australia and is not exposed to any material foreign exchange risk.

##### (ii) Interest rate risk

The Group's main interest rate risk arises from deposits in Australian dollars and loans to advisers. The Group has no borrowings.

	30 June 2024		30 June 2023	
	Weighted Average Interest Rate	Balance	Weighted Average Interest Rate	Balance
	%	\$'000	%	\$'000
Cash at bank and on deposit	4.39%	26,604	4.35%	19,648
Business development loans	6.66%	8,800	6.54%	8,832
		<b>35,404</b>		<b>28,480</b>

Bank deposits are at call and adviser loans have terms ranging between 10 and 15 years, and may be repayable sooner in certain circumstances. Interest rates are reviewed and adjusted at least quarterly.

The Group's main interest rate risk arises from cash and cash equivalents and loans with variable interest rates. At 30 June 2024 if interest rates change by +/- 100 basis points (2023: +/- 100 basis points) from the year end rates with all other variables held constant, post-tax profit would have been \$247,827 higher or lower (2023: \$201,608).

## 32. Financial risk management (Continued)

### B. Credit risk

Credit risk for the Group arises from trade receivables, cash at bank and on deposits, business development and staff loans.

#### Risk Management

The Group has low credit risk from trade receivables, as management fee and financial planning income is received within one month of it falling due. Financial planning fees to the franchisees are only paid following the receipt of the related income, thereby mitigating credit risk.

For cash at bank and on deposits, the credit quality assessed against external credit ratings and only parties with minimum rating as detailed below in the table are accepted. For business development and staff loans which are unrated management assess the credit quality of the borrower based on credit rating scorecard taking into account financial position, collateral to provide security for the loan and cultural alignment to the business. The compliance with credit limits are monitored regularly by line management.

The credit quality of other financial assets can be assessed against external credit ratings as follows:

	Consolidated	
	2024	2023
	\$'000	\$'000
Cash at bank and on deposit		
AA-	26,604	19,648
Business development loans		
Unrated	8,800	8,832

Business development loans have been categorised in line with the Group's internal credit classification as follows:

	Consolidated	
	2024	2023
	\$'000	\$'000
Performing	7,234	7,288
Under performing	1,887	1,865
Non performing	-	-
Loans written off	-	-
Total gross loan receivables	9,121	9,153
Less: Expected Credit Loss (ECL)	(321)	(321)
Less: Write off	-	-
<b>Loan receivables net of expected credit losses</b>	<b>8,800</b>	<b>8,832</b>

#### Security

Under the terms of agreement for business development loans, the Group has a security deed over the all the assets of the franchisee's business registered in Personal Property Security Register. This security may be called upon if the franchisee defaults under the terms of the agreement.

The maximum exposure to credit risk at the reporting date is the carrying amount of the financial assets as summarised on this page.

## 32. Financial risk management (Continued)

### C. Liquidity risk

The Group maintains sufficient liquid reserves to meet all foreseeable working capital, investment and regulatory licensing requirements.

### D. Maturity of financial liabilities

The table below analyses the group's financial liabilities into relevant maturity groupings based on their contractual maturities.

	Contractual Cash Flows		Carrying Amount	
	2024	2023	2024	2023
	\$'000	\$'000	\$'000	\$'000
Trade and other payables and provisions				
Due in less than 1 year	10,561	9,655	10,561	9,655
Due in more than 1 year	689	602	689	602
Lease Liabilities				
Due in less than 1 year	1,865	1,896	1,701	1,171
Due in more than 1 year	1,306	2,633	1,284	3,068
<b>Total financial liabilities</b>	<b>14,421</b>	<b>14,786</b>	<b>14,235</b>	<b>14,496</b>

### E. Fair value estimation

The fair value of financial assets and financial liabilities must be estimated for recognition and measurements or for disclosure purposes.

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1);
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices) (level 2); and
- Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The Group did not have any assets or liabilities recognised at fair value as at 30 June 2024.

### F. Assets and liabilities not carried at fair value but for which fair value is disclosed

Cash and cash equivalents include deposits held with bank and other short-term investments in an active market.

Trade receivables include the contractual amount for settlement of the trade debts due to the Group. The carrying amount of the trade receivables is assumed to approximate their fair values due to their short-term nature.

Business development loans represent contractual payments by advisers over the period of loan. Loans classified as current have not been discounted as the carrying values are a reasonable approximation of fair value due to the short-term nature. Non-current loans have been valued at the present value of estimated future cash flows discounted at the market interest rates for these type of loan.

Trade and other payables include amounts due to creditors and accruals and represent the contractual amounts and obligations due by the Company for expenses. The carrying amount of the trade and other payables are assumed to approximate the fair value due to their short-term nature.



### 33. Parent entity financial information

The stand-alone summarised financial statements of the Company is as follows:

	Parent Entity	
	2024	2023
	\$'000	\$'000
<b>A. Balance sheet</b>		
Current Assets	42,952	41,031
Non-Current Assets	12,850	12,849
<b>Total Assets</b>	<b>55,802</b>	<b>53,880</b>
Current Liabilities	-	-
Non-Current Liabilities	31	31
<b>Total Liabilities</b>	<b>31</b>	<b>31</b>
<b>Net Assets</b>	<b>55,771</b>	<b>53,849</b>
Equity		
Share capital	7,788	7,788
Reserves	178	114
Retained Earnings	47,805	45,947
<b>Equity</b>	<b>55,771</b>	<b>53,849</b>
<b>B. Total comprehensive income</b>		
Dividends from subsidiaries and other income	13,100	12,700

### 34. Deed of cross – guarantee

The Company has in place a deed of cross-guarantee, substantially in the form of ASIC Pro Forma 24 with each wholly owned member of the Fiducian Group, with the exception of Fiducian Portfolio Services Ltd. This entity has been excluded from the Group deed of cross-guarantee following the release of an ASIC class order disallowing APRA regulated entities from being part of a closed group covered by a deed of cross-guarantee. Since the financial statement of this excluded entity are not material to the consolidated financial statements, management do not consider it necessary to disclose additional consolidation information related to the closed group excluding this entity.

The effect of the deed of cross-guarantee is that each participating member has entered into the deed, guarantees to each creditor of any participating member of the Fiducian Group that has entered into the deed, payment in full of any debt owed to that creditor in the event of winding up of that relevant member of the Fiducian Group.

## 35. Lease assets and liabilities

	Consolidated	
	30 Jun 2024	30 Jun 2023
	\$'000	\$'000
<b>(i) Amount recognised in the Statement of Financial Position</b>		
Right-of-use asset		
Property	2,349	3,417
Equipment	-	71
	2,349	3,488
Lease Liabilities		
Current	1,701	1,171
Non-Current	1,284	3,068
	2,985	4,239
Deferred tax assets	888	1,265
Deferred tax liabilities	705	1,047
<b>(ii) Amount recognised in the Statement of Comprehensive Income</b>		
Depreciation relating to the Right-of-use assets	1,541	1,615
Interest Expense (Finance Cost)	220	290
Expense relating to short term leases	185	203
<b>(iii) Total Cash outflows relating to operating leases</b>		
Principal payments included under Financing activities	1,657	1,587
Interest payments included under operating activities	220	290
	1,877	1,877

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# Directors' Declaration

In the directors' opinion:

- (a) the financial statements and notes set out on pages 26 to 72 and the Remuneration report in section 5 on pages 16 to 22 of the Director's Report are in accordance with the *Corporations Act 2001*, including
  - (i) complying with Australian Accounting Standards, the *Corporations Regulations 2001* and other mandatory professional reporting requirements; and
  - (ii) giving a true and fair view of the Company's and Consolidated Entity's financial position as at 30 June 2024 and of their performance for the financial year ended on that date; and
  - (iii) the Consolidated Entity Disclosure Statement as at 30 June 2024 set out on pg 30 is true and correct; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.
- (c) at the date of this declaration, there are reasonable grounds to believe that the members of the wholly owned group identified in Note 12 will be able to meet any obligations or liabilities to which they are, or may become subject by virtue of the deed of cross-guarantee described in Note 34, pursuant to ASIC Corporations (Wholly Owned Companies) Instrument 2016/785.

Note 1-A confirms that the financial statements also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

The directors have been given the declarations by the Executive Chairman and Chief Financial Officer required by Section 295A of the *Corporations Act 2001*.

This declaration is made in accordance with a resolution of the directors.



Inderjit (Indy) Singh OAM  
**Executive Chairman**

Sydney,  
15 August 2024

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# Independent Auditor's Report

To the shareholders of Fiducian Group Limited

## Report on the audit of the Financial Report

### Opinion

We have audited the **Financial Report** of Fiducian Group Limited (the Company).

In our opinion, the accompanying Financial Report of the Company gives a true and fair view, including of the **Group's** financial position as at 30 June 2024 and of its financial performance for the year then ended, in accordance with the *Corporations Act 2001*, in compliance with *Australian Accounting Standards* and the *Corporations Regulations 2001*.

The **Financial Report** comprises:

- Consolidated Statement of Financial Position as at 30 June 2024;
- Consolidated Statement of Comprehensive Income, Consolidated Statement of Changes in Equity, and Consolidated Statement of Cash Flows for the year then ended;
- Consolidated entity disclosure statement and accompanying basis of preparation as at 30 June 2024;
- Notes, including material accounting policies; and
- Directors' Declaration.

The **Group** consists of the Company and the entities it controlled at the year end or from time to time during the financial year.

### Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Group in accordance with the *Corporations Act 2001* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with these requirements.



**Key Audit Matters**

The **Key Audit Matters** we identified are:

- Valuation of Goodwill; and
- revenue recognition.

**Key Audit Matters** are those matters that, in our professional judgement, were of most significance in our audit of the Financial Report of the current period.

These matters were addressed in the context of our audit of the Financial Report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

**Valuation of Goodwill – \$12.4m**

Refer to Note 1N. Intangibles Assets and Note 15 Goodwill to the Financial Report

The key audit matter	How the matter was addressed in our audit
<p>A key audit matter for us was the Group’s testing of goodwill for impairment, given the size of the balance (being 17% of total assets).</p> <p>At each year end, the Group performs an annual impairment test for goodwill. Due to recent volatility observed in the local economy, the Group assessed the valuation of goodwill using two methods being the value-in-use discounted cash flow model and the market multiple model.</p> <p>The key assumptions the Group applied in their annual impairment test for goodwill includes the following:</p> <ul style="list-style-type: none"> <li>• Market multiples used by the Group in determining the estimated fair value of the acquired financial planning businesses. The Financial Planning Industry Group’s market multiple model is sensitive to changes in the market multiple.</li> <li>• Forecast cash flows, growth rates and terminal growth rates. These rates can experience changes due to the movements in the economy. This increases the risk of inaccurate forecasts or a wider range of possible outcomes for us to consider.</li> </ul>	<p>Working with our valuation specialists, our procedures included:</p> <ul style="list-style-type: none"> <li>• We considered the appropriateness of the methods applied by the Group to perform the annual test of goodwill impairment against the requirements of the accounting standards.</li> <li>• We assessed the integrity of the value in use model and the market multiple model used, including the accuracy of the underlying calculation formulas.</li> <li>• We compared the implied multiples from comparable market transactions to the implied multiple from the Group’s market multiple model.</li> <li>• We independently developed a discount rate range using publicly available data for comparable entities, adjusted by risk factors specific to the Group’s CGU and the industry they operate in.</li> <li>• We challenged the forecast cash flows, growth rates and terminal value contained in the value in use models against our understanding of the relevant CGU and externally sourced industry-based growth rates. We assessed the application of key forecast cash flow assumptions for consistency across the Group’s CGUs.</li> <li>• We assessed the accuracy of previous Group forecasts to inform our evaluation of forecasts incorporated in the value in use model.</li> </ul>

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<ul style="list-style-type: none"> <li>A cash generating unit (“CGU”) specific discount rate incorporating the appropriate risks. These are complicated in nature and vary according to the conditions and environment the specific CGU is subject to from time to time.</li> </ul> <p>We focused on the key assumptions applied and involved our valuation specialists to supplement our senior audit team members in assessing this key audit matter.</p>	<ul style="list-style-type: none"> <li>We considered the sensitivity of the value in use model by varying key assumptions, such as forecast growth rates and discount rates, within a reasonably possible range. We considered key assumptions when performing the sensitivity analysis and what the Group consider to be reasonably possible.</li> <li>We assessed the disclosures in the financial report using our understanding obtained from our testing and against the requirements of the accounting standards.</li> </ul>
<b>Revenue recognition - \$79.3m</b>	
<p>Refer to Note 1C. Revenue Recognition and Note 4 Revenue to the Financial Report</p>	
<p><b>The key audit matter</b></p>	<p><b>How the matter was addressed in our audit</b></p>
<p>The Group generates revenue from multiple products and services, including fees earned from the funds management services, platform administrations services and fees earned from offering advice to customers.</p> <p>Revenue recognition is a key audit matter given the audit complexity associated with the number of different revenue streams, and the significance of revenue to the Group’s results.</p> <p>We focused on the:</p> <ul style="list-style-type: none"> <li>Key revenue streams, each with varying fee rates and Product Disclosure Statements, which required significant audit effort to test the fees recognised.</li> <li>Drivers of fee calculations, which include funds under management (FUM), funds under administration (FUAdm) and funds under advice (FUA).</li> </ul> <p>Information is sourced from the Group’s third-party service organisations which provide investment administration, custody and unit registry services. This required us to understand the key processes and assess the key controls of these service organisations relevant to the Group’s revenue recognition. members in assessing this key audit matter.</p>	<p>Our procedures included:</p> <ul style="list-style-type: none"> <li>We assessed the Group’s revenue recognition policy against the requirements of AASB 15 Revenue from Contracts with Customers.</li> <li>We obtained an understanding of the key processes, evaluated the design and tested the operational effectiveness of key controls related to the Group’s recognition of revenue.</li> <li>We obtained and read the GS007 (<i>Guidance Statement 007 Audit Implications of the Use of Service Organisations for Investment Management Services</i>) assurance reports and management’s assessment thereof to understand the processes and assess the controls relevant to the third-party service organisations.</li> <li>We recalculated the fee calculation of the platform administration services and funds management services revenue streams. We used the fee rates stipulated in the Group’s publicly available Product Disclosure Statements, Investor Guide and Additional Information Booklet multiplied by FUM and FUAdm based on custodial records.</li> <li>We checked a sample of revenue transactions from fees earned from offering advice to customers to the relevant statement of advice, record of advice, and client application forms agreed and signed by the customer.</li> </ul>



	<ul style="list-style-type: none"> <li>• We checked a sample of fees earned from financial planning advice to external financial supplier statements and independent confirmations from external advisors.</li> <li>• We assessed the disclosures in the financial report using our understanding obtained from our testing, and against the requirements of the accounting standards.</li> </ul>
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**Other Information**

Other Information is financial and non-financial information in Fiducian Group Limited’s annual report which is provided in addition to the Financial Report and the Auditor’s Report. The Directors are responsible for the Other Information.

Our opinion on the Financial Report does not cover the Other Information and, accordingly, we do not express an audit opinion or any form of assurance conclusion thereon.

In connection with our audit of the Financial Report, our responsibility is to read the Other Information. In doing so, we consider whether the Other Information is materially inconsistent with the Financial Report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We are required to report if we conclude that there is a material misstatement of this Other Information, and based on the work we have performed on the Other Information that we obtained prior to the date of this Auditor’s Report we have nothing to report.

**Responsibilities of the Directors for the Financial Report**

The Directors are responsible for:

- preparing the Financial Report in accordance with the *Corporations Act 2001*, including giving a true and fair view of the financial position and performance of the Group, and in compliance with *Australian Accounting Standards* and the *Corporations Regulations 2001*;
- implementing necessary internal control to enable the preparation of a Financial Report in accordance with the *Corporations Act 2001*, including giving a true and fair view of the financial position and performance of the Group, and that is free from material misstatement, whether due to fraud or error; and
- assessing the Group and Company’s ability to continue as a going concern and whether the use of the going concern basis of accounting is appropriate. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Group and Company or to cease operations, or have no realistic alternative but to do so.

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### Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the *Auditing and Assurance Standards Board* website at: [https://www.auasb.gov.au/admin/file/content102/c3/ar1\\_2020.pdf](https://www.auasb.gov.au/admin/file/content102/c3/ar1_2020.pdf). This description forms part of our Auditor's Report.

### Report on the Remuneration Report

#### Opinion

In our opinion, the Remuneration Report of Fiducian Group Limited for the year ended 30 June 2024, complies with *Section 300A* of the *Corporations Act 2001*.

#### Directors' responsibilities

The Directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with *Section 300A* of the *Corporations Act 2001*.

#### Our responsibilities

We have audited the Remuneration Report included in pages 16 to 22 of the Directors' report for the year ended 30 June 2024.

Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with *Australian Auditing Standards*.

KPMG

Andrew Reeves

Partner

Sydney

15 August 2024

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# Shareholder Information

## A. Distribution of equity security holders by size of holding

Analysis of number of equity security holders by size of holding as at 31 July 2024:

Distribution	Option holders	Ordinary Share Holder
1 - 1,000	-	605
1,001 - 5,000	-	610
5,001 - 10,000	-	188
10,001 - 100,000	1	218
100,001 and over	-	28
<b>Total holders</b>	<b>1</b>	<b>1,649</b>

There were 74 holders of a less than marketable parcel of ordinary shares.

## B. Equity security holders

### Twenty largest quoted equity security holders

The names of the 20 largest registered shareholders of quoted equity securities as at 31 July 2024 are listed below:

Name	Number Held	Percentage of Issued Shares
1 INDYSHRI SINGH PTY LIMITED	8,795,933	27.94
2 SHRIND INVESTMENTS PTY LTD <INDYSHRI SUPER FUND A/C>	2,153,295	6.84
3 LONDON CITY EQUITIES LIMITED	2,079,843	6.61
4 HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	1,224,044	3.89
5 J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	1,210,841	3.85
6 CITICORP NOMINEES PTY LIMITED	1,112,136	3.53
7 MR JOHN CHARLES PLUMMER	850,000	2.70
8 SUPERNATURAL SUPER PTY LTD <THE SUPERNATURAL SUPER A/C>	576,938	1.83
9 ASHCOL HOLDINGS PTY LTD <HUNTER PLACE SUPER FUND A/C>	500,000	1.59
10 D R SMITH HOLDINGS PTY LTD	500,000	1.59
11 GARRETT SMYTHE LTD	365,999	1.16
12 BNP PARIBAS NOMS PTY LTD	360,767	1.15
13 ABN AMRO CLEARING SYDNEY NOMINEES PTY LTD <CUSTODIAN A/C>	310,490	0.99
14 BNP PARIBAS NOMINEES PTY LTD <IB AU NOMS RETAILCLIENT>	238,352	0.76
15 MR GREGORY CHARLES ANDERSON + MRS KAREN ROSINA ANDERSON <ANDERSON SF A/C>	225,000	0.71
16 HFR PTY LTD <THE F & M KHOURI S/FUND A/C>	216,137	0.69
17 BNP PARIBAS NOMINEES PTY LTD <HUB24 CUSTODIAL SERV LTD>	208,697	0.66
18 VANWARD INVESTMENTS LIMITED	200,000	0.64
19 NATIONAL NOMINEES LIMITED	199,711	0.63
20 MR IAN HAROLD HOLLAND	165,000	0.52
	<b>21,493,183</b>	<b>68.28</b>

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## Shareholder Information (Continued)

### Unquoted equity securities

As at 31 July 2024

Type of Security	Number on Issue	Number of Holders
Options - Executive Chairman	90,000	1

### C. Substantial shareholders

Substantial shareholders and associates as at 31 July 2024 (more than 5% of a class of shares) in the company are set out below:

Name	Number Held	Percentage
INDYSHRI SINGH PTY LIMITED	8,795,933	27.94
SHRIND INVESTMENTS PTY LTD <INDYSHRI SUPER FUND A/C>	2,153,295	6.84
LONDON CITY EQUITIES LIMITED	2,079,843	6.61

### D. Voting rights

The voting rights attaching to each class of equity securities are set out below:

#### Ordinary shares

On a show of hands each holder of ordinary shares has one vote and upon a poll one vote for each share held

#### Options

No voting rights

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# Corporate Directory

## Directors

I Singh OAM, BTech, MComm (Bus), ASIA, ASFA, DipFP, CFP Executive Chairman

F Khouri BBus, FCPA

S Hallab BEc (Acct & Law), CA, GAICD

K Skellern OAM, BE (Chem, Hons), BSc, GradDip (Bus Admin), FAICD

R Bucknell FCA - Retired 19 October 2023

## Company secretary

P Gubecka LLB, LLM, BCom, CPA, FGIA, FCG (CS, CGP)

## Notice of Annual General Meeting

The Annual General Meeting of Fiducian Group Limited

**Will be held:** Online and in person at  
Level 4, 1 York Street Sydney 2000

**Time:** 10:00 am

**Date:** Thursday, 17 October 2024

## Principal registered office in Australia

Level 4  
1 York Street  
Sydney NSW 2000  
(02) 8298 4600

## Wholly owned operating entities

- Fiducian Business Services Pty Limited
- Fiducian Financial Services Pty Limited
- Fiducian Investment Management Services Limited
- Fiducian Portfolio Services Limited
- Fiducian Services Pty Limited

## Share registry

Computershare Investor Services Pty Limited  
Level 3, 60 Carrington Street  
Sydney NSW 2000

## Auditor

KPMG  
Chartered Accountants  
Tower Three, International Towers  
300 Barangaroo Avenue,  
Sydney NSW 2000

## Bankers

National Australia Bank Limited  
500 Bourke Street  
Melbourne VIC 3000

ANZ Banking Group  
388 Collins Street  
Melbourne VIC 3000

## Australian Securities Exchange Listing

Fiducian Group Limited (ASX:FID)

## Website address

[www.fiducian.com.au](http://www.fiducian.com.au)

# Financial Adviser Office Locations

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## Australian Capital Territory

Canberra



## Northern Territory

Darwin



## New South Wales

Albury  
Caves Beach  
Coffs Coast  
Gosford  
Hunter  
Illawarra  
Kelso  
Macarthur  
North Sydney  
Nowra  
Parramatta  
Penrith  
Randwick  
Sutherland  
Sydney CBD  
Tuggerah  
Ultimo  
Windsor  
Wynyard



## Victoria

Ballarat  
Bendigo  
Burwood  
Cobden  
Colac  
Doncaster  
Geelong  
Mt Waverley  
Ringwood  
Sale  
Sunbury  
Surrey Hills  
Traralgon



## South Australia

Adelaide  
Blackwood  
Glenelg  
North Adelaide & Norwood



## Western Australia

Osborne Park  
South Perth



## Queensland

Bayside  
Buddina  
Caboolture  
Sunshine Coast  
Toowoomba  
Townsville



## Tasmania

Hobart  
Launceston

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## **FIDUCIAN GROUP LIMITED**

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