



Prime Financial Group Ltd (ASX: PFG) – Full Year 2018 Results Presentation

29 August 2018

[Click here to access accompanying Full Year 2018 Results Presentation podcast](#)

Key Points

1. Exposure to favourable industry thematic in Wealth Management, SMSF and Business Advisory
2. Continued Revenue Growth and Scale
3. Strategic repositioning of Prime substantially complete in FY18
4. Invested in infrastructure and services to allow acceleration of business plan
5. Targeting double digit earnings growth in FY19
6. Potential acquisitions to add to earnings and EPS
7. Attractive valuation with gross dividend yield (including franking credits) of 9.2%*

Who We Are

Services
Purpose
Operations



- Integrated Accounting & Business Advisory, Wealth Management and Capital Services with \$1.1 billion of funds under management (FUM)



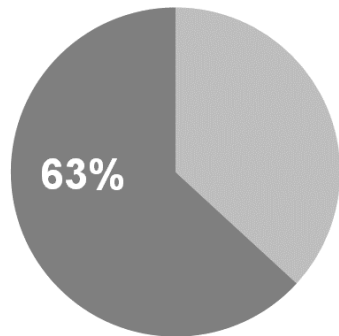
- Advise investors, business owners and entrepreneurs on realising their aspirations, protecting and growing their wealth and accessing capital



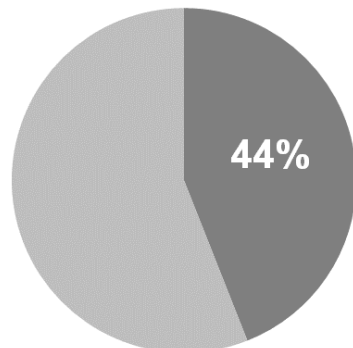
- 90+ team members across Melbourne, Sydney, Brisbane, Gold Coast, Cairns, and Perth
- Focus on growing three core hubs in Melbourne, Sydney and Brisbane for all three service lines
- Centralised Services (IT, Finance, Marketing & HR) in Melbourne

Prime's Capital Structure

Shares on issue (includes treasury shares) at 30 June 2018	193.0 million
Market Capitalisation at \$0.135 at 28/08/18 closing	\$25.8 million
Net debt at 30 June 2018	\$7.7 million



Top 20 Shareholders



Staff & Associate Shareholders

Prime's comparable companies

Company	ASX Code	Market Cap*
Prime Financial Group	PFG	\$26 million
Kelly Partners Group	KPG	\$65 million
Centrepont Alliance	CAF	\$30 million
Countplus	CUP	\$77 million
Easton Investments	EAS	\$37 million
Sequoia Financial Group	SEQ	\$37 million
Fiducian Group	FID	\$150 million

*Market Capitalisation taken at 28/08/18 closing

What We Do – Revenue by Service

Wealth Management 

- Financial & Retirement Planning
- Investment Advice
- Separately Managed Accounts (SMAs)
- SMSF
- Life Insurance

Prime operates a direct client advice model under the Prime brand and a Joint Venture model with accounting firms (co-branded)

- **80% of total revenue is generated from existing customers**

Accounting & Business Advisory plus Capital 

Traditional Accounting

- Accounting and Tax Compliance
- Virtual CFO Services

Advisory Services

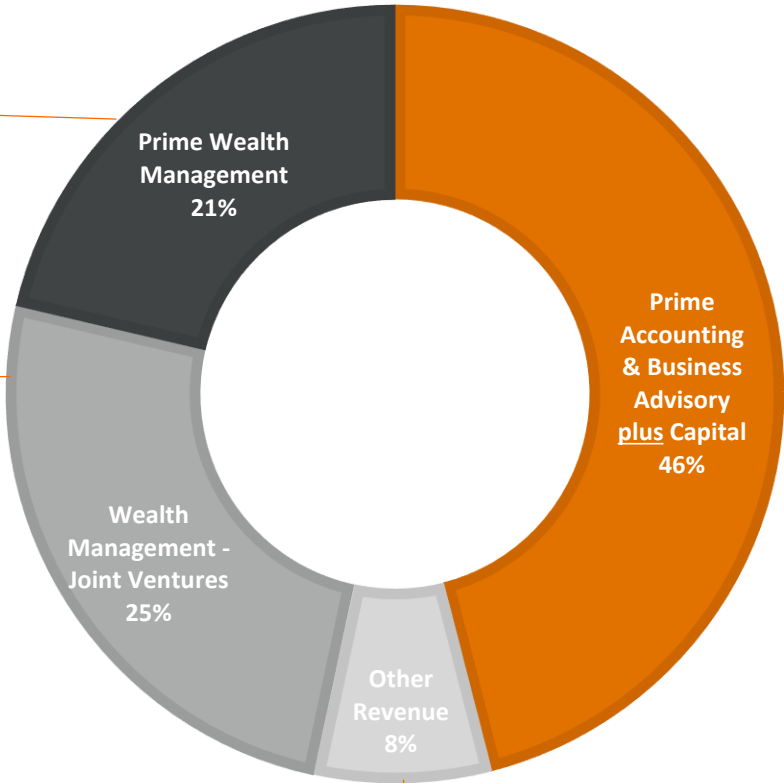
- SME Advisory
- Government Grants – R&D, EMDG and Accelerated Commercialisation
- Innovation & Commercialisation

Capital Advisory

- Corporate Advisory
- Mergers & Acquisitions
- Capital Raising

Other Revenue

- Two minority firm investments (equity accounted)
- Other revenue



Wealth Management

- Prime employees liaise directly with clients under the Prime brand

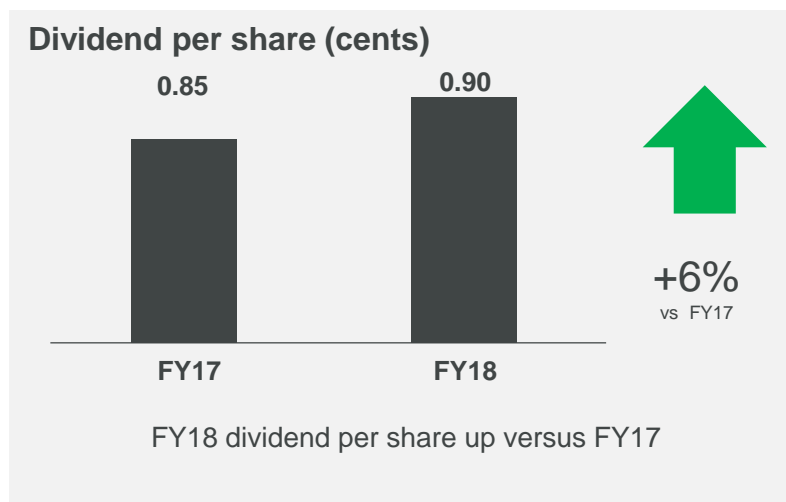
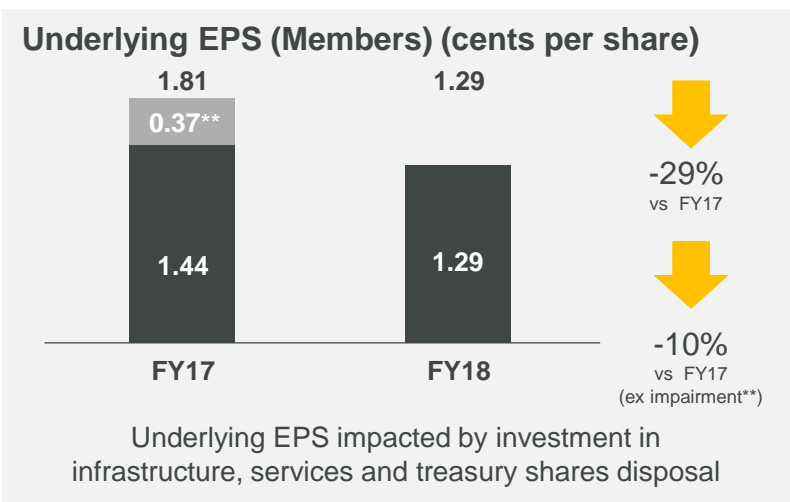
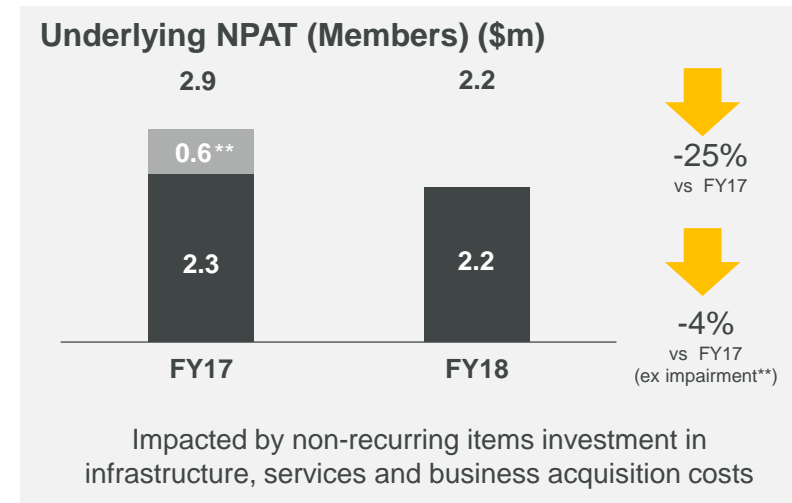
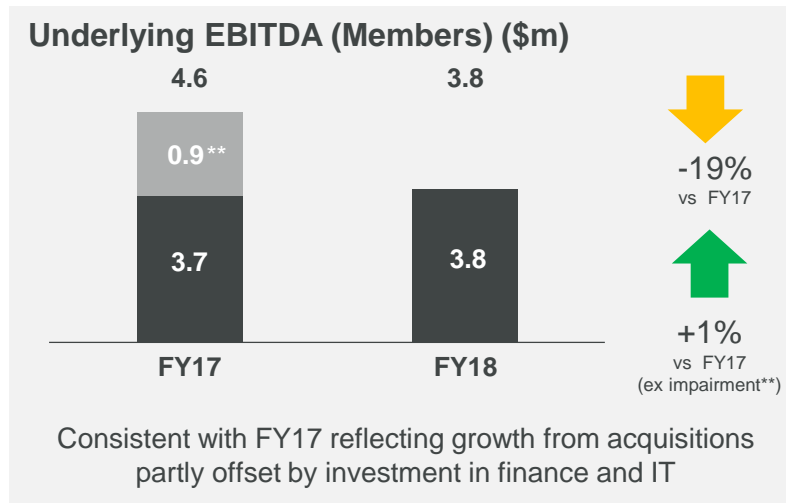
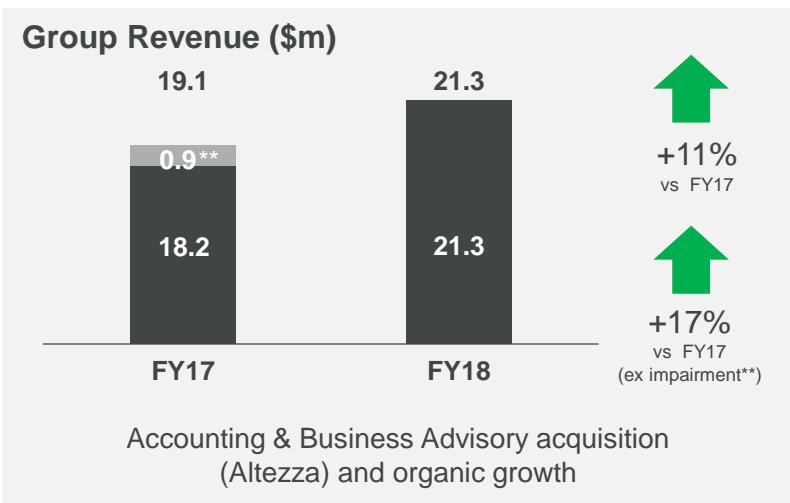
Wealth Management – Joint Ventures

- 30+ joint ventures with small and mid-sized accounting firms
- Most joint ventures are 50% owned by Prime and all are included in Prime’s consolidated financial results
- Joint ventures are operated and staffed by Prime but co-branded with accounting firms

FY18 Highlights

Continued Growth	<ul style="list-style-type: none">• Revenue growth +11% in FY18• Scaling through acquisitions and organic growth
Build Platform to Scale	<ul style="list-style-type: none">• Three core hubs now established in Melbourne, Sydney and Brisbane• Only core capability not available across key hubs is Accounting & Business Advisory in Sydney (key priority)
Acquisitions Successfully Implemented	<ul style="list-style-type: none">• Altezza Partners (Prime Brisbane) acquisition successfully implemented and growing• Better systems and resourcing in place for growth and performance improvement
Divestments and Focus on Core	<ul style="list-style-type: none">• Divestment of minority equity interests in Accounting Firms (almost final)• Acquisition of additional equity in Wealth Management entities (core)• Acquisition of Corporate Advisory entities (July 2018) to scale Capital plus successfully raised a Venture Capital Fund to deploy to early stage businesses
Key Takeaway	<ul style="list-style-type: none">• Prime has invested in future growth by building infrastructure, services and acquiring strategic assets• These investments impacted FY18 earnings but position Prime to deliver growing shareholder value through further acquisitions and organic growth

FY18 Performance Summary



FY18 dividend at 0.90 cents per share (FY17 0.85 cents per share)

- Final dividend = 0.45 cents per share
- Record date for determining entitlement to final dividend – 28 September 2018
- Payment date for final dividend – 1 November 2018
- Final dividend consistent with prior year

• Note the P&L metrics included above have been derived from the FY18 Financial Statements and exclude share based payment expenses/(benefits), fair value adjustments on contingent consideration, amortisation of intangibles and non-recurring items including: business acquisition costs, restructuring costs, non-recurring professional fees, losses on disposal of investments and impairment losses. Please see Appendix for reconciliation of Underlying NPAT and Reported EBITDA and NPAT

** This item represents revenue recognised in FY17 that was written off as an impairment in H1 FY18. It related to non-recoverable debtors and work in progress. To provide a useful period-on-period comparison for users of this document, this item has been separately identified in the FY17 figures shown above. Prime has strengthened its systems and controls to reduce the risk of any future impairments of these items

FY18 Revenue

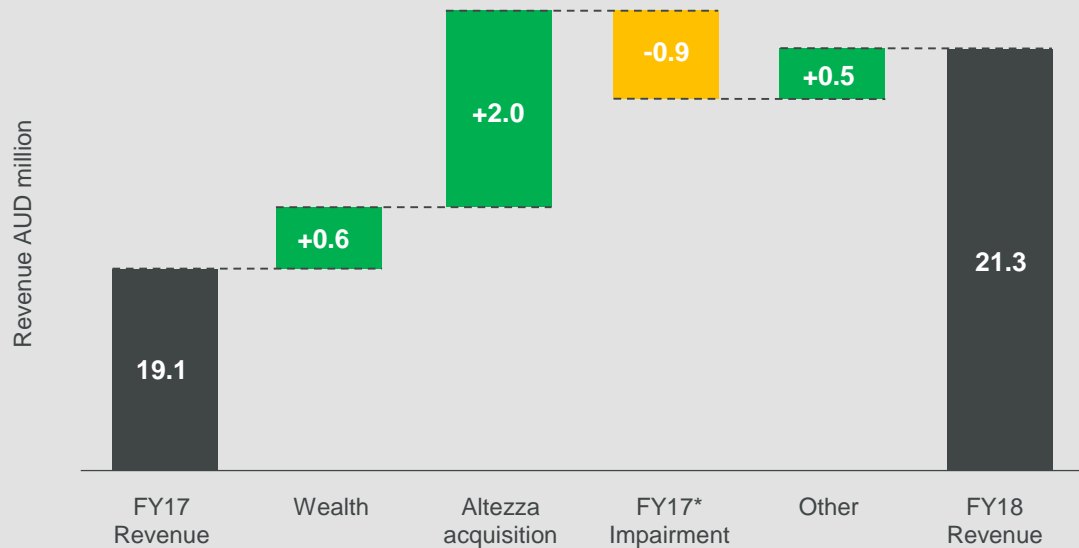
How are we growing?

- Strategy changed in FY17 to divest minority accounting firm investments and focus on wholly owned businesses in Melbourne, Sydney and Brisbane

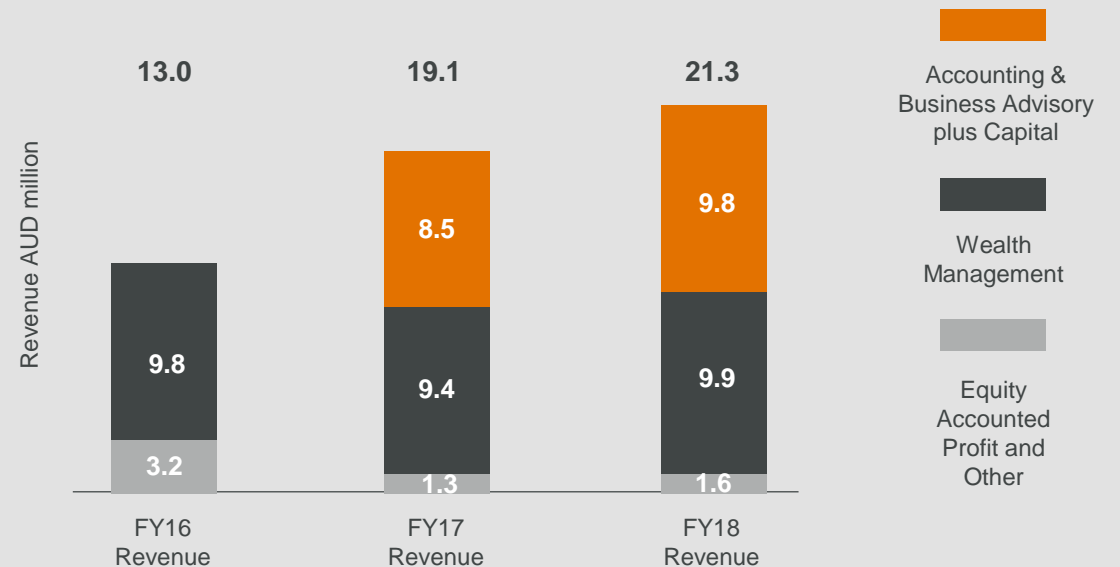
Where are we growing?

- **Accounting & Business Advisory plus Capital revenue increased from \$0 in FY16 to \$9.8 million in FY18.** Delivered through two successful acquisitions in Melbourne and Brisbane plus the set up of Prime's capital advisory division
- Wealth Management revenue increased by 6% in FY18 with continued growth in SMAs (+ \$65 million)

Analysis of Revenue – FY17 v FY18



Analysis of Revenue Growth – FY16 to FY18



* This item represents revenue recognised in FY17 that was written off as an impairment in H1 FY18. It related to non-recoverable debtors and work in progress. To provide a useful period-on-period comparison for users of this document, this item has been separately identified in the FY17 figures shown above. Prime has strengthened its systems and controls to reduce the risk of any future impairments of these items

Typical Clients

Accounting & Business Advisory

- Start-ups, Scale-ups and Businesses with \$1 million - \$30 million revenue
- Australian and Overseas companies seeking to access Australian Government Grants

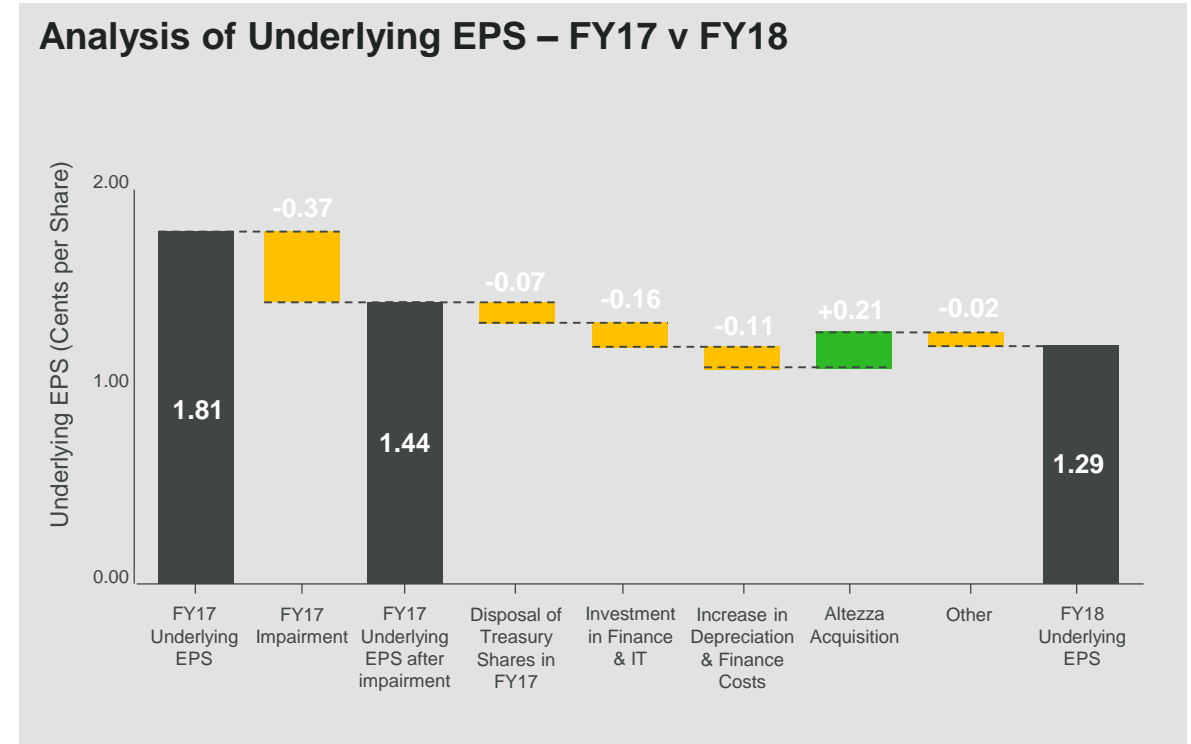
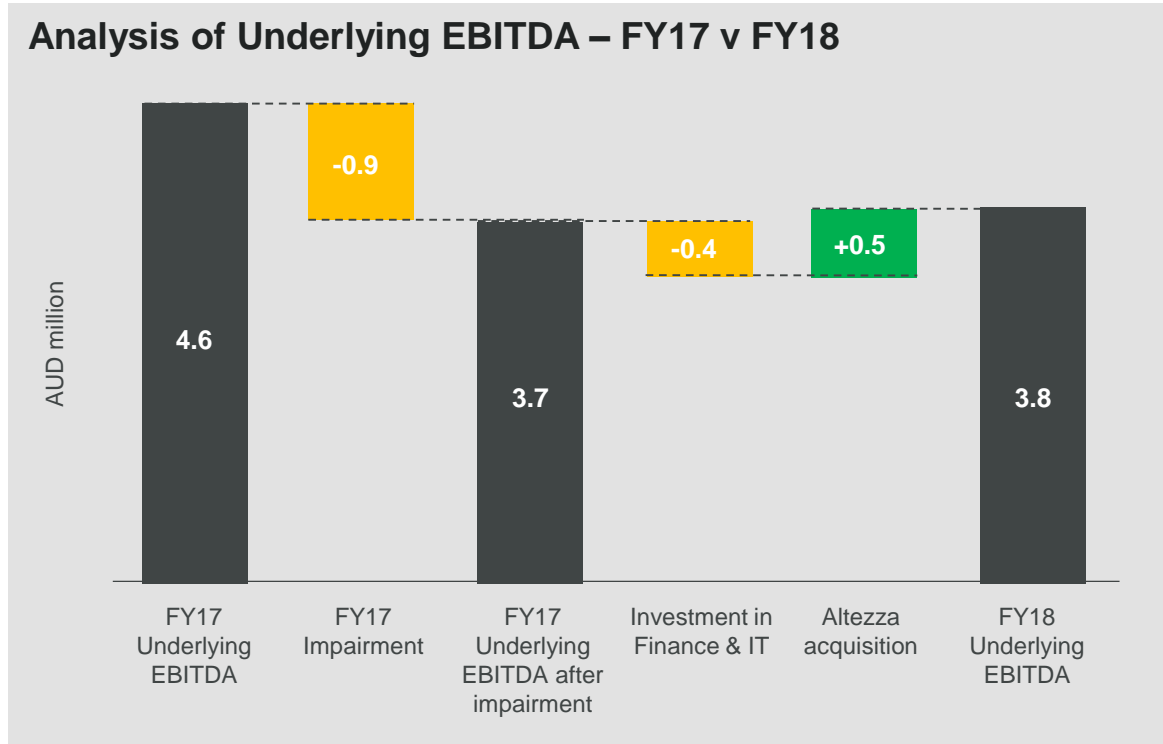
Wealth Management

- Mass affluent with \$100k - \$1 million of investible assets
- Higher net worth individuals and family groups with \$1 million - \$30 million of investible assets, often with a SMSF

Capital Advisory

- Emerging to mid market companies with a value up to \$300 million (typically \$10 million - \$150 million)
- Industry agnostic

FY18 Underlying EBITDA & EPS (Members)



- FY17 Impairment - this item represents revenue recognised in FY17 that was written off as an impairment in H1 FY18. It related to non-recoverable debtors and work in progress. To provide a useful period-on-period comparison for users of this document, this item has been separately identified above. Prime has strengthened its systems and controls to reduce the risk of any future impairments of these items
- Investment in Finance & IT in FY18 – Prime invested in Finance & IT, which reduced EBITDA and NPAT but provides the platform for future growth through both acquisitions and organic growth

* Note the P&L metrics included above have been derived from the FY18 Financial Statements and exclude share based payment expenses/(benefits), fair value adjustments on contingent consideration, amortisation of intangibles and non-recurring items including: business acquisition costs, restructuring costs, non-recurring professional fees, losses on disposal of investments and impairment losses. Please see Appendix for reconciliation of Underlying NPAT and Reported NPAT

FY18 Balance Sheet & Cash flow

- Group net debt at 30 June 2018 was \$0.3 million lower than 30 June 2017
- Operating cash flow for FY18 was \$2.7 million

Balance Sheet





Group (AUD million)	At 30 Jun 2018	At 30 Jun 2017 *
Cash	0.9	0.6
Total assets	60.5	63.6
Borrowings	(8.6)	(8.6)
Total liabilities	(16.1)	(16.0)
Net assets	44.4	47.5
Non-controlling interests	(6.1)	(5.9)
Equity attributable to members of the parent	38.3	41.6
Group net debt	(7.7)	(8.0)
<i>Gearing ratio</i>	16.8%	16.1%

Cash flow

Group (AUD million)	FY18 Reported	FY17 Reported
Operating cash flow	2.7	3.0
Investing cash flow	(0.7)	(5.2)
Financing cash flow	(1.7)	1.6
Net cash flow	0.3	(0.6)
Cash at 30 June	0.9	0.6

Strategic Plan

Purpose	Advise investors, business owners and entrepreneurs on realising their aspirations, protecting and growing their wealth and accessing capital
Goal	To be the leading integrated advice firm of the future
How	Helping our clients and business partners access advice, services, grants, networks, education, expertise and capital

Area	Strategic Objective	FY19 Key Priorities	
Customer	Provide clients with advice, growth opportunities and wealth management services	Organic Growth	 <ul style="list-style-type: none"> Improve and grow partnerships, proactive client advice and a total client service
Financial	Target double digit earnings growth, scale revenue to \$50 million and FUM to \$3 billion	Acquisitions & Integration	 <ul style="list-style-type: none"> Make further acquisitions in core locations Integrate and leverage corporate advisory acquisitions made in July 2018 (Eaton Partners and CMB)
People	Build a team that adds value to clients through proactive, goal oriented advice	People & Culture	 <ul style="list-style-type: none"> Further develop and empower our people to confidently advise our clients and engage with prospects - client service is a priority
Technology	Invest in the future by utilising data and technology to improve our clients' experience and deliver Prime's business strategy	Systems & Efficiency	 <ul style="list-style-type: none"> System enhancement plus automation to increase efficiency, reduce cost to income ratio and further our client experience Leverage the investment in Finance & IT infrastructure to improve ROI on acquisitions

Acquisition & Divestment Strategy

Strategy



- Acquire operating businesses in three core service lines that Prime can consolidate, integrate, improve and grow
- Prior to FY17, Prime's strategy was to acquire minority equity interests in accounting firms, these have substantially been sold or consolidated
- Focus on Melbourne, Sydney and Brisbane core hubs

Timeline

Acquisitions

Accounting & Business Advisory Expansion

August 2016
Acquisition of MPR Accountants & Advisors (Melbourne accounting firm)

June 2017
Acquisition of Altezza Partners (Brisbane accounting firm)

Wealth Management Expansion / Consolidation

October 2017
Increased exposure to wealth management (Nexia)

June 2018
Increased exposure to wealth management (Pacifica & PFG NTH QLD)

Capital Advisory Expansion

July 2018
Acquisition of corporate advisory businesses of Eaton Partners and CMB Advisory

Continued Focus on Accretive Transactions to Deliver Shareholder Value (Melbourne, Sydney & Brisbane hubs)

FY17

FY18

FY19-FY21

Divestment of minority interests

August 2016
Disposal of Rothsay accounting firm equity accounted investment

October 2017
Disposal of Nexia equity accounted investment

June 2018
Disposal of Pacifica accounting firm equity accounted investment

Core Hub Strategy – Melbourne, Sydney & Brisbane

Division	HUB	FY17	FY18	FY19
Accounting & Business Advisory	MEL	MPR acquisition (100%) →		
	SYD			Key acquisition focus
	BRI	Altezza acquisition (100%) →		
Wealth Management	MEL	Existing presence →		
	SYD	Existing presence →		
	BRI			Key adviser hire →
Capital	MEL			Eaton acquisition (100%) →
	SYD	Capital division set up →		Eaton acquisition (100%) →
	BRI			CMB acquisition (100%) →



Industry Landscape & Opportunities

	Key Themes	Opportunities
Wealth Management	<ul style="list-style-type: none">• Royal Commission• New advisor educational requirements• Shift away from non-bank owned advice channels• Scale, consolidation and margin compression• Changing business models• Fintech	<ul style="list-style-type: none">• Continue to position Prime as the leading client focused integrated advice firm of the future• Progressively leverage investment in infrastructure and services• Acquire sub-scale businesses struggling with change and the investment required• Destination for advisors that seek ownership, growth and support
Accounting & Business Advisory <u>plus</u> Capital	<ul style="list-style-type: none">• Tax and compliance responsibilities are a constant• SMEs need support and advice to succeed• New business establishments, rise of the start-up community, incubators and scale-ups• R&D investment and government grants technical advice	<ul style="list-style-type: none">• Further establish Prime as the 'go-to' advisory group for entrepreneurs & business owners• Keep bringing together advice, services and access to capital in one cohesive service• Help clients grow, realise and manage their capital in one connected environment

Summary

1. Exposure to favourable industry thematic in Wealth Management, SMSF and Business Advisory
2. Continued Revenue Growth and Scale
3. Strategic repositioning of Prime substantially complete in FY18
4. Invested in infrastructure and services to allow acceleration of business plan
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7. Attractive valuation with gross dividend yield (including franking credits) of 9.2%*

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Appendix 1 - Reconciliations of Reported NPAT to Underlying EBITDA and Reported NPAT Attributable to Members to Underlying NPAT Attributable to Members

EBITDA reconciliation:

<i>\$000 AUD</i>	FY18	FY17
Profit after tax from operations (Group)	131	4,081
Add: Tax expense	431	46
Add: Interest expense/(income)	503	335
EBIT *	1,065	4,462
Add: Depreciation	235	122
Add: Amortisation	699	350
EBITDA **	1,999	4,934
Adjustments:		
Business acquisition costs, restructuring costs and non-recurring professional fees	660	86
Share based payment expenses/(benefit)	(284)	812
Fair value adjustment on contingent consideration	88	-
Loss on disposal of investment	689	-
Impairment losses	2,303	393
Underlying EBITDA **	5,455	6,225
Underlying EBITDA attributable to members	3,772	4,631

NPAT attributable to members reconciliation:

<i>\$000 AUD</i>	FY18	FY17
NPAT attributable to members - Reported	(1,135)	2,922
Business acquisition costs, restructuring costs and non-recurring professional fees	660	86
Share based payment expenses/(benefit)	(284)	812
Fair value adjustment on contingent consideration	88	-
Loss on disposal of investment	689	-
Impairment losses	2,303	393
Amortisation	699	350
Tax on above items and alignment of underlying tax rate to 27.5% (FY17: 30%)	(821)	(1,641)
NPAT attributable to members - Underlying	2,199	2,922

* EBIT is defined as earnings before interest and tax

** EBITDA is defined as earnings before interest, tax, depreciation and amortisation

Appendix 2 - Experienced Board



Simon Madder
**Chief Executive Officer &
Managing Director**

Co-founder, Managing Director & CEO of Prime Financial Group Ltd (Prime) since 1998

20 years' experience in Wealth Management & Accounting Services across Operations, Strategy & Acquisitions

Share Ownership 27.7m (14.4%)



Paul Cowan
**Independent Non-Executive
Chairman**

Executive Director River Capital (Funds Management)

Previously Director of Brumby's Bakeries Holdings Ltd and Cash Converters International Ltd

Chartered Accountant with 30+ years' experience in Funds Management & Corporate Advisory

Share Ownership 2.1m (1.1%)



Peter Madder
Executive Director

Previously Managing Partner of two Accounting Firms

Chartered Accountant with 50+ years' experience in Corporate Structuring & Acquisitions, Finance & Operations

Share Ownership 9.7m (5.0%)



Tim Carroll
**Independent Non-Executive
Director**

CEO of BUCKiTDREAM Inc (Entertainment & Digital Marketing Company)

Previously Chief Global Marketing Officer Village Roadshow Corporation (2000 to 2011)

20+ years' experience in Marketing & Customer Relationship Management

Share Ownership 133k (0.1%)

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