

NEWWEALTH

AUSTRALIAN FINANCIAL SERVICES LICENSEE

Dejan Pekic
BCom DipFP  GAICD
Senior Financial Planner

Newwealth Pty Ltd
ASFL & ACL No: 231297
ABN: 61 091 100 275

Level 10, 276 Pitt Street
Sydney NSW 2000

TEL : +61 2 9267 2322
FAX : +61 2 9267 2422

dejan.pekic@newwealth.com.au
www.newwealth.com.au

Financial Services Guide

Important information is presented in this document and if you need more information or clarification then please ask us.

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Declaration of Lack of Independence

Newwealth and your Financial Planner may receive commissions on the insurance premium for the duration of time you hold an insurance policy, fees based on the volume of assets under advice, gifts and other non-monetary benefits.

For these reasons, we are unable to refer to ourselves as 'independent', 'impartial' or 'unbiased'.

Purpose of this Document

This Financial Services Guide (FSG) is an important document which we are required to give to you under the requirements of our Australian Financial Services Licence.

It provides you with information about Newwealth Pty Ltd ABN 61 091 100 275 to help you decide whether to use the services we offer. This FSG covers the following:

- About Newwealth Pty Ltd
- About your Financial Planner
- Financial Services and Products We Offer
- Documents you may receive
- Instructions
- How we Charge for Services
- Professional Indemnity
- What to do if you have a complaint

Please take the time to review this document before engaging our services.

About Newwealth Pty Ltd

Newwealth Pty Ltd (Newwealth) is an Australian private company which is wholly owned by Pekic Pty Ltd as trustee for Pekic Family Discretionary Trust and Mr Dejan Pekic is a beneficiary.

Newwealth was granted licence 231297 to operate as an Australian Financial Services Licensee under the Corporations Act 2001 from the 1st November 2003.

In August 2010 Newwealth was expanded to incorporate an Australian Credit Licensee under the National Credit Act to permit us to continue to provide credit advice. Where we provide you with credit advice a Credit Guide will be provided to you.

Newwealth permits its Financial Planner to select from a wide range of products that have been approved by our research process and assessed by independent research providers. The research contains extensive analysis, commentary and opinions on securities (shares), professionally managed investments, fund managers and key staff, industry issues and detailed economic commentary. This allows our Financial Planner to prepare an appropriate Statement of Advice (SOA) to meet your needs.

About your Financial Planner

All advice and recommendations will be provided to you by our Senior Financial Planner, Mr Dejan Pekic who is a salaried employee of Newwealth. He will be acting on behalf of Newwealth in respect of all advice and recommendations provided to you.

Mr Dejan Pekic began his career as a Financial Planner in February 1991 after completing a Bachelor of Commerce degree majoring in Finance from the University of New South Wales.

From 1991 to 2000, Dejan was licensed by Financial Wisdom Limited Licensed Dealer in Securities to provide advice to clients. In 2000, Dejan established Newwealth Pty Ltd Licensed Dealer in Securities which is now Newwealth Pty Ltd Australian Financial Services Licensee and Australian Credit Licensee number 231297.

Dejan completed the Diploma of Financial Planning in 1993 and became a Certified Financial Planner (CFP) in 1997. The CFP designation represents the Financial Planning Association of Australia's highest level of professional and ethical achievement.

Financial Services and Products We Offer

We can provide financial product advice to retail and wholesale clients on the following **products**:

- Deposit and payment products
- Debentures, stocks and bonds
- Life insurance
- Managed investments
- Investor Directed Portfolio Services (IDPS)
- Retirement Savings Accounts (RSA)
- Securities
- Standard margin lending facilities
- Superannuation (all)

Our Australian Financial Services Licence number 231297 gives us the authority to provide financial product advice on the following **services**:

- Wealth creation
- Superannuation and retirement planning
- Life insurance
- Debt reduction
- Cash flow management
- Estate planning
- Tax (financial) advice

We are also authorised to provide credit assistance under our Australian Credit Licence.

Documents you may receive

When your Financial Planner provides personal financial advice to you, you may receive one or more of the following documents:

Client Service Agreement (CSA) The Client Service Agreement (CSA) is an ongoing fee arrangement outlining the agreed terms and conditions, and sets out our services and advice fees.

Statement of Advice (SOA) If we provide you with personal financial product advice we will give you a Statement of Advice (SOA). Personal financial product advice is advice that takes into account one or more of your personal objectives, financial situation and needs. The SOA will contain the advice, the basis on which it is given and information about any advice fees, commissions and or brokerage.

Record of Advice (ROA) If you are provided with a SOA and subsequently with further advice then you may request a Record of Advice (ROA) by contacting us.

Product Disclosure Statement (PDS) If we recommend that you purchase a particular financial product, you will receive a Product Disclosure Statement (PDS) to help you decide whether or not to purchase that product. The PDS contains information about that particular product's features, costs, benefits and risks.

Fee Disclosure Statement (FDS) If we provide you with ongoing personal advice services and you agree to an ongoing fee arrangement, we will give you an annual Fee Disclosure Statement (FDS) every 12 months which outlines the fees that you will be charged in the upcoming 12-month period, services which you are entitled to receive in that period, as well as similar information about the previous 12 months.

Written Consent Form (WCF) If we provide you with ongoing personal advice services and you agree to an ongoing fee arrangement, we will give you a Fee Consent Form to seek your consent for advice fees to be deducted under the ongoing fee arrangement every 12 months.

premium from the institution whose products we have recommended. We could also receive an ongoing commission of up to 33% per annum inclusive of GST on the renewal of the annual insurance premium. This upfront and ongoing insurance commission is paid out of the administration costs of the institution whose products we recommend and is income paid to Newwealth in addition to your Statement of Advice and Ongoing Advice fees and will not be rebated.

Finance Newwealth could receive an upfront brokerage of up to 0.55% inclusive of GST on the amount financed. We could also receive an ongoing brokerage of up to 0.33% per annum inclusive of GST on the finance amount outstanding.

This upfront and ongoing finance brokerage is paid out of the administration costs of the institution and is income paid to Newwealth in addition to your Statement of Advice and Ongoing Advice fees and will not be rebated.

Instructions

Generally, you may give us your instructions verbally or in writing, such as by facsimile, email or letter. In some instances, we require your instructions to be in writing.

How we Charge for Services

Initial Meeting The Initial Meeting cost is \$550 inclusive of GST and only General Advice will be provided.

Statement of Advice A One-Off Advice fee up to a maximum of \$6,600 inclusive of GST for the research, strategy recommendations and preparation of the Statement of Advice.

Ongoing Advice The Ongoing Advice fee is a minimum of \$9,900 per annum inclusive of GST for 12 months (charged at 0.99% per annum inclusive of GST of total funds under advice).

The Ongoing Advice fee is capped at \$16,500 per annum inclusive of GST or as agreed by you and us.

Licensee Compliance The Licensee Compliance cost is a minimum \$132 per annum inclusive of GST (charged at 0.11% per annum inclusive of GST of total funds) to meet the ongoing compliance requirements for administration, record and file management while you remain under our Australian Financial Services Licence.

Insurance Newwealth could receive an upfront commission of up to 125% inclusive of GST on the annual insurance

Professional Indemnity

Newwealth has professional indemnity insurance in place which covers us for any errors or mistakes relating to our financial planning services. This insurance meets the requirements of the Corporations Act and covers the services provided by our Financial Planner after they cease working with us provided we notify the insurer of the claim when it arises and this is done within the relevant policy period.

What to do if you have a complaint

If you have a complaint about any financial service provided to you by your Financial Planner, you should take the following steps:

1. Contact the **Compliance Manager** on +61 2 9267 2322 to discuss your complaint.
2. We will acknowledge receipt of a complaint within 24 hours (or one business day), however, where this is not possible, acknowledgement will be made as soon as practicable.
3. We will then investigate the complaint and respond to you within 30 calendar days. Some complex matters may require an extension to thoroughly investigate the complaint and bring it to resolution. We will communicate with you of the progress of your complaint.
4. If you are not fully satisfied with our response, you have the right to lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

The contact details for AFCA are:

Phone: 1800 931 678 (free call)
Online: www.afca.org.au
Email: info@afca.org.au
Post: GPO Box 3,
MELBOURNE VIC 3001

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