

NEWEALTH

AUSTRALIAN FINANCIAL SERVICES LICENSEE

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Financial Services Guide & Credit Guide

You have the right to ask us about our charges, the type of advice we will give you, and what you can do if you have a complaint about our services.

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

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1 Financial & Credit Services and Products

Documents you may receive and their purposes

- Financial Services Guide and Credit Guide (FSGCG)** The Financial Services Guide and Credit Guide (FSGCG) is an important document which we are required to give to you under the requirements of our Australian Financial Services Licence and Australian Credit Licence.
- It provides you with information about Newwealth Pty Ltd ABN 61 091 100 275 (Newwealth) to help you decide whether to use the services we offer. This FSGCG explains the services we can offer to you and the types of products we recommend. It also explains how we are remunerated for our services and includes details of our internal and external complaint handling procedures and how you can access them.
- 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. If we also provide you with credit advice we will give you a Credit Proposal Disclosure Document which will be combined in the SOA.
- The SOA will contain the advice, the basis on which it is given and information about fees, commissions and any associations which may have influenced the advice.
- Record of Advice (ROA)** If you are provided with an SOA and subsequently with further advice then you may request a record of advice by contacting your Financial Planner.
- Product Disclosure Statement (PDS)** If your Financial Planner recommends 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, fees, benefits and risks.

The relationship between Newwealth and 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. 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 the Financial Planner to prepare an appropriate SOA to meet your needs.

Newwealth Newwealth Pty Ltd Licensed Dealer in Securities 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 a Australian Credit Licensee under the National Credit Act to permit us to continue to provide credit advice.

Newwealth is an Australian private company which is wholly owned by Pekic Pty Ltd as trustee for Pekic Family Discretionary Trust. Mr Dejan Pekic is beneficiary of this Trust.

Not being owned by any banks, life insurance companies or fund managers has permitted us to better service our clients and identify products that meet their needs.

Your Financial Planner 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 and was ranked amongst the top 10 Financial Planners in New South Wales. 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.

Mr Dejan Pekic is your Financial Planner and will be acting on behalf of Newwealth in respect of all advice and recommendations provided to you.

The Financial Services and Products that we provide

Our Australian Financial Services License number 231297 gives us the authority to:

- (a) **provide financial product advice** for defined classes of financial products; and
- (b) **deal in a financial product** by applying for, acquiring, varying or disposing of a financial product on behalf of another person.

Our Australian Credit License number 231297 gives us the authority to:

- (a) **engage in credit activities** other than as a credit provider.

Please contact us if you would like a copy of our Australian Financial Services License and or our Australian Credit License.

We provide the following services and utilise the Financial Products below to facilitate our strategies:

Step 1: Collection of Client Information We'll meet face to face to discuss and collect your personal financial data such as details on income, debt level, commitments, risk profile, etc. Gathering this information is important because any recommendations that our Financial Planner makes is dependant on your financial situation and your tolerance for risk. Our Privacy Policy guarantees confidentiality of your information.

Step 2: Setting Objectives This is probably the most important step in the whole process as it forms the foundation on which all other steps are built. We will show you how to turn your dreams into realistic goals by taking into consideration:

1. What stage of asset growth are you in - wealth accumulation or wealth preservation?
2. Confirm how much risk you are willing to assume for a given return?
3. What the time frame is for reaching your investment goals?

Step 3: Formulating Strategies We will formulate a plan for you to bridge the financial gap between where you are and where you want to be in the future. At all times, you chose what feels right and safe for your level of risk and the goals you have outlined. We do this by using the following financial products:

Savings and Investment Strategies for Wealth Creation We utilise deposit products, professionally managed funds, listed securities (shares), administration platforms (master trusts & wrap accounts) and margin lending facilities to provide investment strategies.

Death and Disability Insurance Advice We utilise death, permanent disability, trauma, income protection, business overheads and key man insurance to provide personal insurance and business solutions.

Superannuation and Retirement Planning We utilise personal and self-managed superannuation funds, approved deposit funds, retirement savings accounts, allocated pensions, term allocated pensions and complying annuities to provide personal and business superannuation solutions.

Finance Structuring We utilise residential mortgage finance, lines of credit, investment loans, leasing and asset purchase facilities to provide personal and commercial finance solutions.

Succession Planning We will help you to formulate an Estate Plan which your legal professional can use to write a Will and put in place a Enduring Power of Attorney and Guardianship.

Referrals Through our relationship with other professionals you will also have access to specialised advice on taxation and estate planning which are not provided by us. These specialists are provided on a referral only basis and you are not obligated to use these specialists and you may use your own existing specialist or choose another.

Whether you use the services of the specialist we refer you to, or if you use your own, they will be responsible for the advice provided.

Step 4: Implementation Provided that you agree with our advice and recommendations we will then implement the strategy on your behalf.

Step 5: Ongoing Advice We will review your plan on an annual basis to ensure that it continues to meet your changing and evolving financial objectives, ambitions and lifestyle plans.

2 How we will be remunerated

Where personal advice is provided, any remuneration (including fees, brokerage, commissions, benefits and incentives) relating to the specific financial products recommended will be disclosed in writing in your Statement of Advice (SOA).

Our fees will either be charged directly to you in whole or part and we could also receive brokerage or commission directly from the product issuer whose products we recommend to you.

How are the fees to you calculated and paid

Initial Advice The Initial Advice fee for research, strategy recommendations and implementation is up to a maximum of \$6,600 inclusive of GST (charged at rate 3.3% on all new investment).
IMPORTANT, the fee for an initial meeting is \$330 inclusive of GST.

Ongoing Advice The Ongoing Advice fee is a minimum of \$4,950 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 until we have helped you to exceed \$1,000,000 in net profit before tax after which the fee cap will be removed.

Insurance Newwealth could receive an initial commission of up to 125% inclusive of GST on the annual insurance 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 initial 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 Initial and Ongoing Advice Fees and will not be rebated.

Finance Newwealth could receive an initial brokerage of up to 1.1% inclusive of GST on the amount financed from the institution whose products we have recommended. We could also receive an ongoing brokerage of up to 0.33% per annum inclusive of GST on the finance amount outstanding.

This initial 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 Initial and Ongoing Advice Fees and will not be rebated.

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.

Volume Based Revenue Newwealth can receive an ongoing rebate of up to 0.20% per annum inclusive of GST from Colonial First State for funds under advice held in FirstChoice Retail options.

This ongoing insurance commission is paid out of the administration costs of the product that we recommend and is income paid to Newwealth in addition to your Initial and Ongoing Advice Fees and will not be rebated.

Personal Choice Portfolio Services Pty Ltd Newwealth owns 1 share in Personal Choice Portfolio Services Pty Ltd ABN 14 104 241 072 which is the licensee and promoter of the Personal Choice eWRAP Investment/Super/Pension Account.

Personal Choice Portfolio Services Pty Ltd pays ASGARD Capital Management Ltd 50% of the Personal Choice eWRAP Investment/Super/Pension Account administration fee to administer this product with the remainder retained by Newwealth in addition to your Initial and Ongoing Advice Fees and will not be rebated.

Alternative Remuneration Newwealth could receive alternative remuneration such as entertainment and gifts from the institution whose products we have recommended. In accordance with the Industry Code of Practice, we maintain a register of all material alternative remuneration paid and received. This is available on request.

Employee Incentives Newwealth can reward your Financial Planner with bonuses and other benefits based on their contribution to Newwealth's profit each financial year. Each Newwealth service offered by your Financial Planner has a different value contribution to the profit each financial year and some services or products may lead to a greater profit. The value of the service and or product to Newwealth offered by your Financial Planner will be disclosed in your Statement of Advice (SOA).

3 Complaint Resolution Procedures and Insurance

If our level of service or quality of advice fails to meet with your expectations we would like you to tell us about your concerns.

Step 1 Contact your Financial Planner at Newealth and tell that person about your complaint.

Step 2 If your complaint is not satisfactorily resolved, please contact the Compliance Manager on +61 2 9267 2322 or put your complaint in writing and send it to:

Compliance Manager
Newealth Pty Ltd
Level 10, 276 Pitt St
Sydney NSW 2000

We aim to resolve your complaints at step 1 or 2 quickly and fairly.

Step 3 If your complaint is not satisfactorily resolved within 45 days you have the right to make a complaint to the Australian Financial Complaints Authority (AFCA) which can be contacted on 1800 931 678.

Information about your rights can also be obtained from the Australian Securities and Investments Commission (ASIC) on 1300 300 630.

If your concern involves ethical conduct you may wish to consider raising your concerns by writing to the Financial Planning Association of Australia (FPA) at PO Box 109, Collins Street West, Melbourne Vic 8007.

If you wish to examine the personal information we hold about you then please contact Newealth between 9am and 5pm Monday to Friday on +61 2 9267 2322.

Newealth 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 Planners 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.

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