

Financial Services Guide

Wealthmed Financial Pty Ltd | ABN 24 085 617 705 AFSL 318926

Who is the providing entity?

Wealthmed Financial Pty Ltd authorises the distribution of this Financial Services Guide.

All of the advice is provided by Wealthmed Australia Pty Ltd as a corporate authorised representative of Wealthmed Financial Pty Ltd. Wealthmed Australia's authorised representative number is 444018.

Wealthmed Australia Pty Ltd will assign employees to assist in the provision of the advice and related services.

There are three (3) key documents that you should read prior to implementing any of our recommendations:

1. **Financial Services Guide (FSG)**
2. **Statement of Advice (SoA)**
3. **Product Disclosure Statement (PDS)**

The main purpose of these documents is to place you in an informed position prior to committing to any recommendations or product acquisitions.

FSG: Provides information about Wealthmed Financial Pty Ltd

SoA: Details any recommendations and advice, and

PDS: Provides information about any financial products that we recommend you acquire.

While these documents may be substantial, it is essential that you read them prior to accepting our advice.

To assist you in deciding whether to engage Wealthmed Financial Pty Ltd the FSG outlines:

- The services we are authorised to provide
- How we are remunerated

- Potential conflicts of interest
- Any factors that may influence advice
- Complaints and dispute resolution procedures

Before we can give you financial advice we must make reasonable enquiries about your personal and financial situation, your future goals and aspirations to ensure advice is appropriate.

All initial advice will be provided in writing via an SoA. The SoA may be provided in printed or digital form. Where additional advice is required due to a significant change in your needs or circumstances, a new SoA will be provided. However, if the advice is minor then it may be provided in a Record of Advice (RoA). In most cases RoAs will be written or digital, however they can be provided verbally. Where a verbal RoA is provided a written record will be retained and can be viewed upon request.

You may request a copy of your advice documents up to 7-years from the time they are provided.

Your SoA will disclose costs, commissions and any associations with financial product issuers that could influence our recommendations and advice. The RoA will disclose costs that relate to the specific advice being provided.

Lack of Independence Disclosure

Wealthmed Financial Pty Ltd and its Authorised Representatives, for the purposes of s923A of the *Corporations Act 2001 (Cth)*, are unable to call ourselves "independent", "unbiased" or "impartial" or a variation of these such as "independently owned" as we receive commission payments when we recommend you purchase Life Insurance products eg income protection.

Financial Services Guide | Wealthmed Financial Pty Ltd

If an investment product is recommended, you will be provided with a Product Disclosure Statement. This document contains information about the product to enable you to make an informed decision about acquiring the investment.

Who is responsible for services provided to you?

Wealthmed Australia Pty Ltd is a Corporate Authorised Representative No. 444018 of Wealthmed Financial Pty Ltd AFSL 318926 ABN 24 085 617 705.

Office address:

Ground Floor,
11 Eccles Boulevard, Birtinya QLD 4575

Postal address:

PO Box 5666, Maroochydore BC Qld 4558

Telephone: 1300 887 137

Email: info@wealthmed.com.au

Web: www.wealthmed.com.au

Who do we act for when we provide services to you?

Your adviser is an employee of Wealthmed Australia Pty Ltd, a corporate authorised representative of Wealthmed Financial Pty Ltd. Wealthmed Financial Pty Ltd is responsible for any advisory services your adviser provides. Your adviser's primary duty is to you.

How do you pay for services?

We may charge you a fee based on the time spent developing a Statement of Advice or, alternatively, we may receive commissions from life insurance products. All cost, fees or brokerage applicable to our recommendations will be fully disclosed and agreed with you.

How is income received?

Wealthmed Financial Pty Ltd generally receives payment based on a fee for service as agreed with your adviser. We may receive commission paid by the life company that provides the policies. This will be in the form of an initial commission when the policy is placed, plus an ongoing commission so long as the policy remains in force.

What should you know about risks, strategies and products recommended?

Your adviser will explain any significant risks associated with products and/or strategies recommended in your Statement of Advice. Please note that we are not able to control or eliminate the risks associated with investing. If you require further clarification of the products and

strategies recommended, we are more than happy to clarify these for you.

Other benefits received

From time to time fund managers provide financial support for training and conferences. They may also contribute to costs associated with seminars and advertising. Specific information detailing benefits that relate to investments being recommended to you will be set out in your Statement of Advice.

Payments or benefits received must be disclosed in either a Conflicts of Interest Register or an Alternative Remuneration Register. A copy of our Registers are available upon request. If you wish to inspect this Register, please ask your adviser or contact us.

What information do you need to provide?

As a financial service provider, we have an obligation under the Anti Money Laundering and Counter Terrorism Finance Act to verify your identity and the source of any funds. This means that we will ask you to present identification documents such as your passport and driver's licence. We will also retain copies of this information. As per our Privacy Disclosure Statement, this information will be held or destroyed securely.

In order to provide appropriate advice personalised to meet your needs, your adviser will ask you a range of personal, financial and lifestyle questions. You have the right not to divulge information about your individual objectives, financial situation and needs, however your adviser will warn you that this may mean the advice you receive is not appropriate for your needs.

Can you access information we hold on file?

We maintain a record of your personal information and our recommendations made to you. If you wish to examine your file, please ask us and we will make arrangements for you to do so. You can request this information for up to 7-years from the date of the advice.

How can you give instructions to your adviser?

Any instructions should be detailed in writing to your adviser and we generally require you to instruct us in writing as we rely on your signature for verification. There are some products and services where your adviser can receive instructions either by fax or electronic means.

Who do you contact if you have a complaint?

If you have any complaints about the services and advice provided to you, or personal information held, you should take the following steps:

1. Contact Wealthmed and tell us about your complaint.
2. If your complaint is not satisfactorily resolved within 3 days with your financial adviser, please put your complaint in writing and send it to:

Wealthmed Financial Pty Ltd
Complaints Resolution
PO Box 5666, Maroochydore BC Qld 4558

or email licensee@wealthmed.com.au

We will let you know that we have received your complaint and the Complaints Officer will try to resolve your complaint within 30 calendar days.

3. If your complaint has not been resolved by Wealthmed Financial Pty Ltd, you may escalate your complaint to the Australian Financial Complaints Authority (AFCA).

AFCA can be contacted on ph. 1800 931 678 or you can write to them at:

Australian Financial Complaints Authority Limited
GPO Box 3
Melbourne VIC 3001

Complying Compensation Arrangements

Wealthmed Financial Pty Ltd confirms that it maintains Professional Indemnity Insurance in accordance with s.912B of the Corporations Act 2001 (as amended) and ASIC Regulatory Guide (RG) 126.

The policy covers authorised representatives and staff of Wealthmed Financial Pty Ltd. The conduct of authorised representatives is covered by the policy even if they cease during the period of insurance.

How is your adviser paid?

Wealthmed Financial Pty Ltd advisers are remunerated by an annual salary and may receive a share of operating profits and/or bonuses based on business goals and objectives being met.

Influencing relationships and associations

Wealthmed (other than Wealthmed Financial Pty Ltd) (ABN 24 085 617 705, AFSL No. 318926) (the **Licensee**) is majority owned AZ Next Generation Advisory (AZNGA). Both Oaktree Capital Management and the Azimut Group are significant owners of AZNGA. Oaktree was

established in 1995 and is a global leader in the investment management space. Established in 1989, Azimut is Italy's largest independent asset manager.

From time to time your adviser may recommend you apply for, acquire, vary or dispose of a financial product issued and/or managed by a person who is also a member of either the Oaktree Capital Management or the Azimut Group.

As at the date of this FSG, relevant product issuers and managers whom your adviser recommends include AZ Sestante Ltd (ABN 94 106 888 662, AFSL 284442) (AZ Sestante).

Wealthmed Financial Pty Ltd may earn an ongoing portfolio and research fee based on a client's investment balance in an investment product managed by AZ Sestante (typically up to 1.10% pa of the amount invested in the product, e.g. up to \$110.00 of a \$10,000 investment balance). This ongoing fee is paid for by you, out of your investment balance, and is not an amount paid for by AZ Sestante or any other person.

From time to time, investments within the AZ Sestante managed product might also include managed funds that are managed by AZ Sestante. Fees are likely to be payable in connection with such investments.

AZ Sestante formally runs the Wealthmed investment committee and representatives of AZ Sestante and Wealthmed are members of the Wealthmed investment committee.

Wealthmed Financial Pty Ltd does not receive any other remuneration or benefit as a result of any recommendation to apply for, acquire, vary or dispose of a financial product issued and/or managed by AZ Sestante or for our role on the investment committee. However, AZ Sestante and ultimately Wealthmed Australia Pty Ltd's common parent company may benefit from monies you may ultimately invest in products managed by them.

Azimut, through one of its entities AZ NGA, has an interest in outsourcing business, Virtual Business Partners. Wealthmed Australia Pty Ltd currently uses the services of Virtual Business Partners to provide some administrative services. Wealthmed Australia Pty Ltd pays for these services and receives no financial benefit from this relationship.

Financial Services Guide | Wealthmed Financial Pty Ltd

The Licensee is jointly owned by Roceta Pty Ltd as trustee for the Bindon Family Trust and Hunterway Holdings Pty Ltd as trustee for the Hunterway Holdings Trust. Carolyn Bindon is a director of Roceta Pty Ltd and beneficiary of the Bindon Family Trust. Scott Guildford is a director of Hunterway Holdings Pty Ltd and beneficiary of the Hunterway Holdings Trust.

Carolyn and Scott each receive a directors fee of \$46,200 per annum inclusive of GST, from Wealthmed Financial Pty Ltd.

Related services?

From time to time Wealthmed Australia Pty Ltd may refer you to the accountancy, taxation, finance and property related services of persons who are also members of the Azimut Group.

Wealthmed Accounting Pty Ltd (ABN 36 165 395 906), Wealthmed Capital Pty Ltd (ABN 75 096 688 274, ACL 393329) and Wealthmed Property Pty Ltd (ABN 58 119 394 026, real estate licence 3631967).

Your adviser is not obliged to refer you to these entities. You are free to engage our own preferred professionals. If your adviser does refer you to any of these entities, your adviser does not receive any direct remuneration or other benefit as a result. However, those entities and ultimately Wealthmed Australia Pty Ltd's common parent company may benefit from any monies you pay to them.

Outsourcing

Wealthmed Australia Pty Ltd engage external businesses to provide a range of compliance, administrative, and paraplanning services.

- Virtual Business Partners provides administration and paraplanning services. They are located in the Philippines.
- SuperRecords provide paraplanning services and are located in India.
- Integrity Compliance is an Australian based company that provides compliance services, but they engage staff located in both the Philippines and India.

These firms are required to access selected systems that usually includes access to personal information.

Wealthmed Financial Pty Ltd is satisfied that these firms

have appropriate privacy and security controls in place and are in compliance with our privacy policy.

Advice Areas

Wealthmed Financial Pty Ltd receives remuneration and is responsible for the advice given.

Authorised Services:

- Deposit and Payment Products
 - * Deposit and Payment Products - Non-basic Deposit Products
- Life Products
 - * Investment Life Insurance Products
 - * Life Risk Insurance Products
- Managed Investment Schemes
 - * Managed Investment Schemes, including IDPS
 - * MDA Services
- Retirement Savings Account Products
 - * Retirement Savings Account Products
- Securities
 - * Securities
- Superannuation
 - * Superannuation - All

Personal & general advice

Wealthmed Financial Pty Ltd offers both personal advice and general advice. Where general or limited advice is given, you will be provided with a warning outlining the requirement to seek personal advice appropriate to your circumstances prior to acting on any advice. Your adviser is also able to provide a review service. Ask your adviser for further information about the most appropriate review arrangements for your circumstances.

provide or from the ancillary services provided by related Wealthmed entities that the client is referred to.

Financial Services Guide | Wealthmed Financial Pty Ltd

How is Wealthmed paid?

Wealthmed Australia charges fees based on the following:

Hourly Rate	Up to \$550.00
Insurance Commissions:	set by government regulations
Initial	66% of new insurance premium in the first year
Ongoing	22% of ongoing insurance premiums

The above are inclusive of GST.

Employees that own an interest in the Wealthmed business may receive a benefit from the advice they provide or from the ancillary services provided by related Wealthmed entities that the client is referred to.

Example of commission calculations:

In the first year, for every \$1,000.00 worth of insurance premium, Wealthmed Financial Pty Ltd would receive \$660.00 in initial commission ($\$1,000 \times 66.00\%$).

In subsequent years, Wealthmed Financial Pty Ltd would receive ongoing commission of \$220.00 per annum for every \$1,000.00 worth premium ($\$1,000 \times 22.00\%$).

These commission rates are inclusive of GST.

Our Managed Discretionary Account Services

We offer limited types of Managed Discretionary Account services (MDA services) where you allow us to manage your investments for you, using our discretion and without obtaining your instructions before each transaction we undertake on your behalf. These services are limited to the Limited Power of Attorney and Authority to Operate. Please note - these facilities do not authorise us to open new accounts, withdraw funds, or contribute new funds to your investment.

What are the significant risks associated with using an MDA service?

By authorising us to make changes to your investments without seeking your prior authority, you cannot claim we were not acting on your behalf. Provided we act within that authorisation, our acts become binding on you. Therefore it is important you understand what we are authorised to do and carefully read and understand the activities that you are authorising us to perform on

your behalf.

How can I give you instructions on how to exercise rights (e.g. listed company rights issues) relating to the financial products in my portfolio?

Generally, as part of our mandate we will make these decisions for you however you may instruct us that you would prefer to be asked first. In that case we would make contact with you each time a decision in relation to such a right arose.

Do I have to enter into a contract for you to provide MDA Services?

Yes. As of 11 December 2004, to receive MDA services you must first enter into an MDA Contract. This contract will set out the terms and conditions of the authority and also the investment program, which sets out how your money will be invested.

Who prepares the investment program?

We will prepare the investment program for you based on your relevant personal circumstances, financial objectives and needs.

Will the investment program in the MDA Contract comply with the law?

Where this is relevant, the investment program set out in the MDA Contract will comply with the law. The relevant law is Division 3 of Part 7.7 of the Corporations Act.

The contract will also contain:

- statements about the nature and scope of the discretions we will be authorised and required to exercise under the MDA Contract
- any investment strategy that is to be applied in exercising those discretions
- information about any significant risks associated with the MDA Contract
- the basis on which we consider the MDA Contract to be suitable for you, and
- warnings that the MDA Contract may not be suitable to you if you have provided us with limited or inaccurate information relating to your relevant

Who is responsible for reviewing the investment program?

We are responsible for reviewing your investment program. We will review your investment program at least every 12 months.

Do we provide custodial or depository services for your portfolio?

We do not provide custodial or depository services. Either you will hold the investments in the portfolio, or the custodian nominated for the MYA Wrap will hold them for you.

Is there a cost for the MDA Contract or the MDA?

There are no additional costs associated with the MDA.