

IACR Partners Pty Ltd

Financial Services Guide

ABN 76 873 972 412 | Authorised Representative No: 315885

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PART TWO – FINANCIAL ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited Financial Services Guide (FSG) and should be read in conjunction with Part One. Together these documents form the Count Financial Limited FSG.

IACR Partners Pty Ltd trading as I A C Robertson & Co is an Authorised Representative of Count Financial Limited (Count). Our firm's adviser(s) listed below will provide the financial services set out in this guide, in their capacity as an Authorised Representative.

Our Contact Details:

Address: 54 Beecroft Road, Epping NSW 2121
Phone: (02) 9868 8500 Fax: (02) 9868 8599
Email: wealth@iacr.com.au Web: www.iacr.com.au

Ian A C Robertson

Authorised Representative Number: 231714

Ian Robertson is an Authorised Representative of Count and a Director of IACR Partners Pty Ltd and receives an income from the firm.

Ian has 34 years of experience in the provision of financial/accounting advice and 28 years' experience in the provision of financial planning advice. Ian attained ASIC's PS146 Compliance via Count Financial in conjunction with the Securities Institute in 2001 and 2002. He is a fellow of the Institute of Chartered Accountants, a fellow of the Taxation Institute of Australia and a Justice of the Peace.

Financial services and product types

Ian is authorised to provide advice in the following areas:

- Deposit products
- Life insurance
- Government debentures, stocks and bonds
- Managed investment schemes
- Securities
- Superannuation, and
- Standard margin lending.

How to Contact Ian: Direct line (02) 9868 8501 or Email on ianr@iacr.com.au

Rachael Wade

Authorised Representative Number: 231713

Rachael Wade is an Authorised Representative of Count and a Director of IACR Partners Pty Ltd and receives an income from the firm.

Rachael has 20 years of experience in the provision of financial/accounting advice and 15 years' experience in the provision of financial planning advice. Rachael attained ASIC's PS146 Compliance via Count Financial in conjunction with the Securities Institute in 2001 and 2002. She is an affiliate of the Institute of Chartered Accountants, a member of the National Institute of Accountants, a Fellow of the Taxation Institute of Australia and a Justice of the Peace.

Financial services and product types

Rachael is authorised to provide advice in the following areas:

Deposit products

Life insurance

Government debentures, stocks and bonds

Managed investment schemes

Securities

Superannuation, and

Standard margin lending.

How to Contact Rachael: Direct line (02) 9868 8502 or Email on rachaelw@iacr.com.au

Matthew Bull

Authorised Representative Number: 430771

Matthew Bull is an Authorised Representative of Count and an employee of IACR Partners Pty Ltd and receives an income from the firm.

Matthew has worked in the finance industry for over 20 years including roles in the global custody and securities services field, and has spent the past 6 years as a Private Client Adviser. Matthew worked for a specialist financial planning firm, ipac Securities in both Singapore and Australia prior to joining IACR Partners Pty Ltd.

Matthew is a member of CPA Australia (Certified Practising Accountant) and is CPA accredited holding the Financial Planning Specialist designation.

Financial services and product types

Matthew is authorised to provide advice in the following areas:

Deposit products

Life insurance

Government debentures, stocks and bonds

Managed investment schemes

Securities

Superannuation, and

Standard margin lending.

How to Contact Matthew: Direct line (02) 9868 8531 or email on matthewb@iacr.com.au

Advice Preparation and Implementation fee

Prior to the provision of personal advice we will agree upon a preferred payment option for both parties. Below is a summary of our available payment options that can be combined to pay for our services.

Where we are aware that you have used borrowed funds (i.e. funds that are either secured or unsecured) to invest through us, we will charge you a flat dollar fee.

These payment options include:

Time Based Charging

- i) The fee for the preparation and implementation of our advice is calculated based upon the time we spend developing the plan. Our hourly rate is \$275 per hour (incl. GST) with our advice preparation fee ranging from \$2,750 to a maximum of \$10,000 (incl. GST).

Price can vary depending on scope and complexity and we will provide you with an estimate of the overall cost. If extra charges apply, then we will inform you before proceeding with any work.

Service Based Charging

- ii) The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is \$2,750 up to a maximum of \$10,000 (incl. GST).

Asset Based Charging

- iii) The fee for the preparation and implementation of our advice is calculated as a percentage of the premium paid.

Schedule 1 (Retail insurance)

Commission Structure	Upfront Amount	Ongoing Amount
Level	Up to 33%	Up to 33%
Hybrid	Up to 85%	Up to 25%
Upfront	Up to 124%	Up to 18%
Stepped	Up to 95%	Up to 20%

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

Supplementary service fees

For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of \$275 per hour.

Ongoing service fees

Our ongoing advice fees vary depending on scope and complexity and range from \$1,650 up to \$275 per hours (incl. GST) unless otherwise agreed. The exact cost of the ongoing review service will depend on the review offering we recommend and this will be disclosed within the Total Financial Care Agreement we provide to you. Where an ongoing fee is charged, you will also be provided with a Fee Disclosure Statement (FDS) on an annual basis. This will outline the fees you have been charged as well as the qualifying services offered and received under the terms of the ongoing fee arrangement.

We will recommend what we feel is the most appropriate review package to fit your circumstances.

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$275 per hour, may be applied.

Other costs

For investment, superannuation or loan products or additional contributions or drawdowns to these products, we will only receive commission payments, where we are entitled to receive these payments through existing arrangements with product providers.

For insurance products, we can only receive commission payments on new and existing retail insurance policies. Where a recommended insurance policy is related to either a group superannuation fund or is linked to a default superannuation option, we only receive commission where we are entitled

to receive these payments through existing arrangements with product providers.

Count may retain a portion of fees and commissions received from the providers of the underlying products. Where this applies all fees and commissions will be disclosed in your Statement of Advice. Count may also charge transaction fees in respect of particular products. These include the following:

- Where trades are executed using our approved stockbrokers, Count charges a Transaction Fee in addition to the brokerage charged by the broker. This fee ranges from \$25 to \$29.
- With respect to platforms, Count may receive an ongoing account keeping fee which may be tiered based on the value of your portfolio of up to 0.6%p.a, or charge a dealer group fee of up to 0.22%p.a.

In addition to the commissions outlined above, we may also receive the following commissions in respect to particular products.

Schedule 5 (Margin Lending)

We receive 0.55% ongoing commission in relation to margin loan facilities where we are entitled to do so under existing arrangements.

Schedule 6 (Term Deposits and Cash)

We receive an ongoing commission of up to 0.44% where we are entitled to do so under existing arrangements.

Schedule 7 (Protected Equity Investments)

We receive an upfront commission of up to 1.375% and ongoing commission of 0.55% where we are entitled to do so under existing arrangements.

Non-advisory implementation fees

Managed funds: A fee of \$150 per investment transaction (excluding any non-rebateable component of fund manager fees) will be applied, plus any applicable ongoing commission paid by the product provider.

Share transactions: A fee of 1.5% (includes both adviser and broker charges) of the amount to be invested will be applied, subject to a minimum adviser fee of \$150.

Wealth Protection: A fee of up to 124% of first year's premium may be applied, plus any applicable ongoing commission paid by the product provider.

Other Benefits - Contributions to Count (CTCs)

CTCs are a points-based rewards system primarily calculated on revenue contributed to Count. For investments placed by I A C Roberson & Co (a franchisee of Count) in approved administration platforms and retail products, CTCs are calculated based on your total balance and are allocated annually.

The following table shows the level of CTCs allocated in relation to Count's approved administration platforms and retail products, calculated per \$100,000 invested.

\$100,000 invested in the following platform	CTC Value	\$100,000 invested in the following platform	CTC Value
IEOF IPS, platform ² and wealth-e-account	500	Colonial First State FirstChoice	350
IEOF Pursuit	500	Colonial First State FirstChoice Wholesale	500
Star Portfolio	500	BlackRock Customised Portfolio	150
wealth-e-account Wrap Essentials	400	Retail investments – ongoing	1:1
Perpetual WealthFocus	500		

Each year Count sets a CTC target for our firm. If we exceed this target, we are entitled to a cash payment equivalent to 5% of our CTC total (plus GST). As a worked dollar example, if we were to assume that our firm accumulates 100,000 CTCs over the year, Count will pay us 100,000 x 5% (plus GST) = \$5,500 (GST inclusive).

We may also qualify for scale based rebates, i.e. once we have exceeded 268,000 CTCs we may qualify for cash payments starting from \$10,000 including GST.

Any amount to be paid and the method of calculating the benefit will be disclosed at the time the advice is provided.

CBA Loyalty Payment Program

Upon the acquisition of Count in December 2011, the Commonwealth Bank of Australia (CBA) decided to implement a Loyalty Payment Program to provide benefits to Count's Authorised Representatives and their businesses. As a result we may become entitled to loyalty payments based on CTC achieved over the course of the financial years 2012/13 and 2013/14.

The exact amount of the loyalty payment is dependent upon the amount of CTCs earned. If the amount cannot be calculated at the time the advice is given, the manner in which it is to be calculated will instead be disclosed.

Website Badging Fee

If we achieve at least 268,000 CTCs then we will be entitled to a waiver of our website badging fee, the value of which is approximately \$3,600 p.a.

Referral arrangements

We have a referral arrangement in place with the providers detailed below. If you use the services of these providers I will receive the corresponding fee disclosed in the below table for the referral of your business. This will be paid for by the relevant provider and is not an additional cost to you.

Referral Arrangement	Description of Referrer	Payment Made to Adviser
Curo Financial services	Curo Financial Services is a Member of Count and provides wealth protection solutions to clients.	Any commission received will be split 51% to Curo Financial Services, 34% to I A C Robertson & Co and 15% to Count Financial Limited.
Finconnect	Finconnect provides lending and financing solutions to clients. These services will either be provided by a Finconnect lending manager or a loan writer at another Count Firm.	Any upfront commission received will be split 30% to the lending manager, 30% to finconnect and 40% to