

IACR Partners Pty Ltd

Financial Services Guide

ABN 54 161 932 341 | Authorised Representative No: 433028 ASIC ID

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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 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 212

Phone: (02) 9868 8500

Email: Wealth@iacr.com.au

Fax: (02) 9868 8599

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 35 years of experience in the provision of financial/accounting advice and 29 years' experience in the provision of financial planning advice. Ian attained his 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 Accounts, 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 21 years of experience in the provision of financial/accounting advice and 16 years' experience in the provision of financial planning advice. Rachael has attained her ASIC's PS146 Compliance via Count Financial in conjunction with the Securities Institute in 2001 and 2001. She is an affiliate of the Institute of Chartered Accountants, a member of the National Institute of Accounts, 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).

Prices 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 (incl. GST) 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 dollar amount invested or premium/brokerage amount paid. Schedule 1 (Retail insurance).

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 OR up to \$275 per hour (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.

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, a minimum amount of \$275 per hour, may be applied.

With respect to platforms, as Licensee, Count may receive an ongoing fee which may be tiered based on the value of your portfolio of up to 0.6% p.a

Other costs

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.
- For listed securities held off platform \$110 p.a for non-advised portfolios and up to 0.22% p.a for advised portfolios.

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

Schedule 2 (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 3 (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 4 (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.

Schedule 5 (Intra-Fund Advice)

Count may receive payments from the trustee of a superannuation fund with which it has entered into an intra-fund services agreement. These payments will generally be up to \$80 pa per member and are paid periodically to Count. Count may pass a portion of this payment on to me.

Non-advisory implementation fees

Managed funds: A fee of up to \$150 per investment transaction (excluding any non-rebateable component of fund manager fees) may 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 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 IACR Partners Pty Ltd (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 |
|---|-----------|--|-----------|
| IOOF IPS*, platform ² and wealth-e-account | 500 | Perpetual WealthFocus* | 500 |
| IOOF Pursuit | 500 | Colonial First State FirstChoice* | 350 |
| Star Portfolio | 500 | Colonial First State FirstChoice Wholesale | 500 |
| wealth-e-account Wrap Essentials* | 400 | Praemium Customised Portfolio | 150 |

* Closed to new business

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 295,000 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.

Website Badging Fee

If we achieve at least 491,000 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 |
|----------------------|---|---|
| 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 45-60% to the lending manager, 30% to IACR Partners Pty Ltd and the balance to Finconnect. Any ongoing commission received will be split 30% to the lending manager, 30% to Finconnect and 40% to IACR Partners Pty Ltd. |
| TFS | TFS (AFSL No 224954) provides wealth protection solutions to clients. It is a wholly owned subsidiary of Countplus Limited, a publicly listed company on the ASX. Count Financial Limited currently holds a 37% stake in Countplus Limited. | Any commission received will be split 62.5% to TFS, 25% to <<insert firm name>>IACR Partners Pty Ltd and 12.5% to Count Financial Limited. |