



Accredited by  
AMP Financial Planning | AMP 

# Financial Services and Credit Guide

Darwin Financial Services

It is important that you read this Financial Services and Credit Guide (FSCG). It contains information that will help you decide whether to use any of the financial services offered by us, as described in this guide, including:

- who we are and how we can be contacted
- the advice and services we provide
- information about our licensee AMP Financial Planning Limited (AMP Financial Planning)
- our fees and how we, your adviser and AMP Financial Planning, are paid in connection with those services
- how we manage your private information
- how you can complain about a matter relating to us or AMP Financial Planning

## Documents you may receive

We will provide you with a number of documents as you progress through our financial planning process to capture each stage of your advice journey. We may provide these documents to you electronically to your nominated email address, unless otherwise agreed.

When we provide personal advice, it will normally be documented and provided to you in a Statement of Advice (SoA), known as a financial plan. The financial plan contains a summary of your goals and the strategies and any financial products we may recommend to achieve your goals. It also provides you with detailed information about product costs and the fees and other benefits we and others will receive, as a result of the advice we have provided.

If we provide further personal advice a financial plan may not be required. We will keep a record of any further personal advice we provide you for seven years. You may request a copy of such records by contacting our office during that period.

When we provide credit advice we will conduct a preliminary assessment to determine the suitability of a particular product. This is normally documented and provided to you in a record of debt advice or a Credit Proposal. We will retain a record of the debt advice or Credit Proposal which you may request by contacting our office within seven years of the assessment. We will only provide recommendations to apply for a particular credit contract with a certain lender or increase the credit limit of a particular credit contract where the contract meets your needs and objectives and is not unsuitable to your circumstances.

If we recommend or arrange a financial product for you, we will provide a product disclosure statement (PDS) or investor directed portfolio service (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits and risks as well as the costs you will pay the product provider to professionally manage that product.

You should read any warnings contained in your advice document, the PDS or IDPS guide carefully before making any decision relating to a financial strategy or product.

# About our practice

Darwin Financial Services is a Boutique Financial Planning Practice that has been providing Financial Planning advice since 1984 with the support of planners with over 20 years of experience.

With a highly regarded reputation both locally and nationally for its distinctive style and quality, it is the mission of DFS to develop long term working relationships through commitment to comprehensive financial advice based on individual needs and goals. DFS pride themselves on consistent and friendly communication, recognizing the business partnership.

Specializing in Superannuation and Retirement Planning, the dedicated team at DFS believes that retirement is a Lifetime in the Making. We work with you in a financial planning friendship throughout the new discovery years. To complement this specialty advice, a range of services have been developed to cover the ever-changing needs of a diverse clientele.

## Summary of the business

|                                  |                           |
|----------------------------------|---------------------------|
| Name                             | Darwin Financial Services |
| Australian Business Number       | 85 009 632 651            |
| Authorised representative number | 247900                    |
| Credit representative number     | 374904                    |

## Our office contact details

|         |   |
|---------|---|
| Address | Level 1 Stuart Park Shops, 5 Westralia Street, Stuart Park, NT 0820 |
| Phone   | 08 89418123   |
| Email   | clientservices@darwinfs.com.au                                      |
| Website | www.darwinfs.com.au   |

This guide provides information about our advisers including their contact details, qualifications, experience, the services they may offer and financial products they can provide advice on.



## Our advice and services

We can provide you with personal and general advice about specific services and financial products listed below. We can also arrange for financial products to be issued without advice from us.

Individual advisers within our practice may not be qualified to provide advice in all of the services and products noted below. Their individual profile guides will note any limitations to the advice they are qualified to provide. At all times we will ensure the appropriate adviser is available to you to provide advice consistent with your goals.

The following table sets out the areas of advice we can help you with as well as the products and services we can arrange.

Any additional advice or services we can offer you, or limitations to the list below, will be outlined in **Our Financial Advisers and Credit Advisers** on page 16.

| We can provide advice on  | We can arrange the following products and services   |
|---|--|
| — Investments strategies (strategic asset allocation and goals based investing) | — Superannuation, including retirement savings accounts  |
| — Budget and cash flow management   | — Self-managed superannuation funds (SMSF)   |
| — Debt management (including borrowing for personal purposes)                   | — Employer superannuation  |
| — Salary packaging  | — Managed investments  |
| — Superannuation strategies and retirement planning                             | — Investor directed portfolio services (for example, administration platforms)                                     |
| — Personal insurance  | — Deposit and payment products (for example term deposits, cash management accounts and non-cash payment products) |
| — Estate planning   | — Retirement income streams, including pensions and annuities  |
| — Centrelink and other government benefits                                      | — Personal and group Insurance (life cover, disability, income protection and trauma)                              |
| — Ongoing advice and services, including regular portfolio reviews              | — Loans including mortgages and personal loans, reverse mortgages and deposit bonds                                |
| — Aged care   | — Life investment products including whole of life, endowment and bonds  |
|   | — Securities (including listed securities and debt securities)   |
|   | — Exchange traded funds and Listed investment companies  |
|   | — Arranging for listed securities, shares and debentures to be bought and sold via a platform and broker.          |
|   | — Where an administration platform is recommended, we also offer a Limited Managed Discretionary Account service   |
|   | — Limited selection of investment guarantees   |

AMP Financial Planning maintains an approved products and services list, which includes products issued by AMP companies and a diversified selection of approved Australian and International fund managers. These have been researched by external research houses as well as our in-house research team.

AMP Financial Planning periodically reviews these products to ensure that they remain competitive with similar products that address similar client needs and objectives. Generally, we recommend products that are on the approved products and services list. However, if appropriate for your needs, we may, subject to AMP Financial Planning's approval, recommend other products.

A copy of the approved products and services list can be supplied to you upon request.

If we recommend a new platform or portfolio administration service, we use those issued or promoted by the AMP Group or as otherwise approved by AMP Financial Planning and where appropriate to your circumstances.

As at September 2017, the lenders whose products are most commonly recommended by Accredited Mortgage Consultants authorised by AMP Financial Planning Pty Limited are:

- |                  |                           |
|------------------|---------------------------|
| — AMP Bank       | — Commonwealth Bank       |
| — ANZ            | — Bankwest                |
| — ING Direct     | — Macquarie Bank          |
| — AFG Home Loans | — St George               |
| — Westpac        | — National Australia Bank |

## Tax implications of our advice

Under the Tax Agent Services Act 2009, Darwin Financial Services is authorised by the Tax Practitioners Board to provide tax (financial) advice services on matters that are directly related to the nature of the financial planning advice provided to you. We will not consider any other tax matters in our advice to you. Where tax implications are discussed they are incidental to our recommendations and only included as an illustration to help you decide whether to implement our advice.

## Transaction services

If you do not require advice, we can also arrange for you to apply for limited types of financial products where we can take your instructions and arrange for the transaction to be completed, without providing personal advice. If you wish to proceed without our advice, we will ask you to confirm your instructions, which we will document in writing. You can ask us for a copy of this documentation at any time.

## Your relationship with us and using our services

You can contact us directly with any instructions relating to your financial products. This includes giving us instructions by telephone, mail or email. We can only accept your instructions via email once you have signed an authority form.

We will work with you to agree what advice and services we will provide and when and how often we will provide them.

Where you agree to ongoing advice and services, the details will be documented and provided to you in a service agreement. This includes the frequency of contact between us, service standards that may apply, any ongoing fee arrangements and how the service can be terminated.

If at any time you wish to terminate your relationship with us, please contact us using the details shown in this guide.

## Changing service providers

To ensure that you are provided at all times with ongoing servicing to meet your financial needs, we may transfer our rights and obligations under our servicing arrangement with you to another adviser or financial planning practice within the AMP network or to another AMP licensee (the new service provider). If we do this, the new service provider will provide the ongoing servicing to you and will be entitled to the agreed on-going fees. The new adviser will also take over the rights and obligations on the same terms and conditions set out in the servicing arrangement and we will be released from those rights and obligations. We will write to you in advance of a transfer occurring, to introduce your new service provider. You may notify your new service provider at any time if you want to vary or end your servicing arrangements.

## Providing information to us

It is important that we understand your circumstances and goals, so that we can provide you with appropriate advice and services. You have the right not to provide us with any personal information. Should you choose to withhold information, or if information you provide is incomplete or inaccurate the advice or services we provide you may not be appropriate for you.

It is also important that you keep us up to date by informing us of any changes to your circumstances so we are able to determine if our advice continues to be appropriate.



## Our fees

The fees charged for our advice and services may be based on a combination of:

- A set dollar amount; or
- A percentage based fee.

Our agreed advice and service fees may include charges for:

- Initial advice; and
- Ongoing advice.

Please note that for services in relation to insurance, banking deposit products, some loan products and older investment products, commissions may be paid by the product provider as follows:

- Initial commission - a percentage of the value of your investment contributions, loan balance or insurance premiums; and
- Ongoing commission - a percentage of the value of your investment balance, outstanding loan amount or premiums, usually calculated at the end of each month in which you hold the investment or loan, or on renewal of insurance products.

### Payment methods

We offer you the following payment options for payment of our advice fees:

- BPAY, direct debit (savings), credit card or cheque; and
- Deduction from your investment.

All fees and commissions will be paid directly to AMP Financial Planning as the licensee. They retain a percentage (as a licensee fee) to cover their costs and the balance is passed on to us. The percentage is determined annually, based on a number of factors, including our business revenue for the prior year.

For details of our service fees, please refer to **Schedule of fees** on page 23.

## Fixed service fees

We offer the following services at these fees:

| Service                       | Fee      |
|-------------------------------|----------|
| Foundation Services           | \$660.00 |
| Strategic Investment Services | \$5445   |

## Other costs

Where other costs are incurred in the process of providing our advice and services to you, you will be liable for these costs. However, we will agree all additional costs with you prior to incurring them.

## Other benefits we may receive

The following is a list of benefits we may receive other than those explained above. These are not additional costs to you. These benefits may be monetary or things like training, events or incentives we are eligible for.

In addition to the payments we may receive for our advice and services, we may receive other support services from the licensee. We may also be eligible to receive financial and training assistance, prizes and awards or events in recognition of financial planning excellence and innovation, and business performance. These benefits are paid at the licensee's discretion and the amounts are set by the licensee from time to time (usually on an annual basis).

We may also participate in business lunches or receive corporate promotional merchandise tickets to sporting or cultural events and other similar items.

## **Development, management and advice recognition**

We may be eligible for Development management and advice (DMA) recognition payments based on our performance relative to other AMP Financial Planning practices in the previous year. Up to 30% of all AMP Financial Planning practices may be eligible for DMA payments.

The DMA payment is based on a percentage of our practice revenue. Our DMA percentage will be set annually and may range from 0% to 10% depending on our ranking. The relevant percentage is then applied to our practice revenue and the resulting payments are received twice a month (the 'payment period').

For example, if our DMA is set at 3% and our revenue for the payment period was \$8,500, we would receive  $\$8,500 \times 0.03 = \$255$ . Assuming an average revenue of \$8,500 per payment period, the total DMA payment received in a year would be  $\$255 \times 24 = \$6,120$ .

## **How our performance is ranked**

Ranking of practices is determined yearly by a points system which is a broad measure of the growth and professionalism of our practice as compared to other practices in the AMP Financial Planning network. The points system is based on a combination of factors within a balanced scorecard such as the quality of our services, compliance, our business goals and our engagement with our clients through a measure called Advice Growth Index (AGI). AGI measures the value of our fee for service revenue and the change in our clients' product holdings over the prior measurement period (usually a period of approximately 12 months).

## **Business growth advice payments**

All practices within the AMP Financial Planning network are eligible for Business Growth Advice (BGA) payments. The payments are based on our practice revenue.

BGA payments are set at 1% of our practice revenue. Payments are received twice each month. For example, if our practice revenue was \$8,500 in a payment period, we would receive  $\$8,500 \times 0.01 = \$85$ . Assuming an average revenue of \$8,500 per payment period, the total BGA payment received in a year would be  $\$85 \times 24 = \$2,040$ .

## **Business buy-back option**

If we leave the financial services industry or can no longer appropriately service a selection of our clients, and cannot find a buyer, AMP Financial Planning will either look after our clients or appoint one of its authorised representatives to do so.

If this happens, AMP Financial Planning makes available a facility for practices to transfer the servicing rights of their clients. The valuation will vary depending on certain factors including the annual recurring revenue of our practice and the level of our service standards.

## **Personal and professional development**

AMP Financial Planning provides personal and professional development opportunities in the form of a multi-tiered development program, offered annually to qualifying practices.

### **Summit**

The Summit is a national convention available to advisers from all AMP Financial Planning practices. AMP Financial Planning subsidises the expenses of those who attend the convention up to a maximum value of \$1,200 per annum per practice.

### **Mid-tier and base-tier study tours**

AMP Financial Planning will subsidise the cost of our participation in certain personal and professional development programs if we meet specific qualification criteria. The qualifying criteria is based on a combination of factors including the quality of our services, our business goals and our ranking against other practices in AMP Financial Planning. The maximum amount of this subsidy is \$12,000 per annum per practice.



## **Amicus program**

In addition to the above, certain practices that meet additional qualification criteria will be eligible to participate in the Amicus program, an additional personal and professional development program organised by AMP Financial Planning. The additional qualification criteria requires long term achievement of the mid-tier study tour criteria. If a practice qualifies for the Amicus program, AMP Financial Planning will subsidise the cost of their participation up to a maximum value of \$15,000 per annum per practice.

## **Para-planning costs subsidy**

We may be eligible for a subsidy from AMP in relation to paraplanning costs, depending on the number of paraplanning requests that we make in a particular month. If our practice submits a minimum of 5 paraplanning requests per eligible authorised representative in our practice, we receive a discount of up to 25% in relation to these costs. For example, if the total cost of 5 SOAs is \$1,000 we will receive a discount of up to \$250 ( $25\% \times \$1,000 = \$250$ ) and pay a discounted fee of minimum \$750.

## **Placement fees**

From time to time AMP Financial Planning will receive fees from brokers or product issuers (including AMP group companies) for arranging client participation in Initial Public Offerings (IPOs) of financial products. The fee, which is generally a percentage of the fee paid to the broker, varies from offer to offer and by the level of participation by AMP Financial Planning. We may share in this fee based on the level of participation by our clients.

# Relationships and associations

It is important that you are aware of the relationships that AMP Financial Planning has with providers of financial services and products as they could be seen to influence the advice you receive.

## About our licensee

AMP Financial Planning Pty Limited

ABN 89 051 208 327

Australian Financial Services Licensee and Australian Credit Licensee

Licence No: 232706

AMP Financial Planning is a member of the AMP Group and has:

- Approved the distribution of this FSCG
- Authorised us to provide advice and other services as described in this FSCG
- Authorised us to provide credit assistance services to you

AMP Financial Planning's registered office is located at 33 Alfred Street, Sydney, NSW 2000.

## About the AMP Group

AMP Financial Planning is a member of the AMP group of companies. We can provide advice on products from a wide range of financial product providers, some of which are part of the AMP Group and as such AMP Financial Planning is affiliated with:

- |  |   |
|--|---|
| — National Mutual Funds Management Limited | — AMP Capital Funds Management Limited                |
| — NMMT Limited                             | — AMP Capital Investors Limited                       |
| — N.M. Superannuation Pty Limited          | — AMP Superannuation Limited                          |
| — Multiport Pty Limited                    | — AMP Life Limited                                    |
| — ipac asset management limited            | — Cavendish Superannuation Pty Ltd                    |
| — AMP Bank Limited                         | — Australian Securities Administration Limited (ASAL) |
| — SMSF Administration Solutions Pty Ltd    | — Super IQ Pty Ltd                                    |

If we recommend a product issued by the AMP Group or a third-party product issuer, they will benefit from our recommendation by receiving product, administration and investment fees, as well as fees paid by fund managers to distribute their product. These fees are all disclosed in the relevant PDS or IDPS guide.

Authorised representatives and/or staff employed in our business may hold shares in AMP Limited, whose share price may be favourably affected by the sale of products issued by AMP Group companies.

## AMP Financial Planning's relationships with other companies

AMP Services Limited provides administration services and distribution infrastructure services to several issuers of financial products and loan products under agreements entered into prior to 1 July 2013.

In return for those services, AMP Services Limited receives remuneration as set out below:

- For investment products and loan products – up to 0.33%\* p.a. of funds under administration, the balance of any relevant cash account or the total loan value outstanding.
- For insurance products – up to 10%\* p.a. of the total premium paid.

\*includes GST

By way of example:

- If total funds under administration for a particular investment product is \$10 million, AMP Services Limited would receive \$33,000.
- If total premiums for insurance products are \$1 million, AMP Services would receive up to \$100,000.

From time to time, AMP Services Limited may facilitate access to AMP Financial Planning and its authorised representatives for issuers to train or educate AMP Financial Planning and its authorised representatives on their products.

## Arrangements with platform providers

We have arrangements with third parties for administration and support services in relation to the products below.

### **WealthView eWRAP and PortfolioCare administration services**

The range of WealthView and PortfolioCare administration services are issued by companies in the AMP Group. These companies have an agreement with Asgard Capital Management Limited (Asgard) under which Asgard administers the WealthView eWRAP and PortfolioCare administration services in addition to administration and support services also provided by AMP companies.

If you access a product in the WealthView eWRAP or PortfolioCare range, then administration and, where applicable, custodial share and trustee fees are deducted from your account. These fees, as set out in the product disclosure statement or IDPS Guide, are paid to AMP Financial Planning after deduction of expenses for administration and support described above.

A full description of the fees is in the relevant product disclosure statement or IDPS guide. Our practice does not receive any part of these payments.

## Confidence in the quality of our advice

If at any time you feel like you are not satisfied with our services, the following will help you understand your options and find a resolution.

- Contact your adviser and tell them about your complaint.
- If your complaint is not satisfactorily resolved within three days, please contact AMP Advice Complaints on [advicecomplaints@amp.com.au](mailto:advicecomplaints@amp.com.au), or put your complaint in writing and send it to:

**Attention: National Manager, Advice Complaints**

Level 16, 33 Alfred Street  
Sydney NSW 2000

- AMP Advice Complaints will try to resolve your complaint quickly and fairly.
- If your complaint has not been resolved satisfactorily, you may escalate your complaint to one of the following External Dispute Resolution Schemes listed in the following below.

|   |   |
|---|---|
| Any issues relating to financial advice, investments, superannuation or insurance matters | <b>Financial Ombudsman Service (FOS)</b><br>GPO Box 3<br>Melbourne VIC 3001<br><br>1800 367 287<br><a href="http://www.fos.org.au">www.fos.org.au</a><br><a href="mailto:info@fos.org.au">info@fos.org.au</a> |
| Any issue relating to your personal information   | <b>The Privacy Commissioner</b><br>GPO Box 5218<br>Sydney NSW 2001<br><br>1300 363 992<br><a href="mailto:privacy@privacy.gov.au">privacy@privacy.gov.au</a>  |

You may also contact the **Australian Securities & Investments Commission (ASIC)** on 1300 300 630 (free call info line) to make a complaint and obtain information about your rights. You can also contact the **Financial Planning Association (FPA)** at [www.fpa.asn.au](http://www.fpa.asn.au) to make a complaint (please note that the FPA cannot award compensation).

## Professional indemnity insurance

We maintain professional indemnity insurance to cover our advice and the recommendations provided by your adviser. AMP Financial Planning is also covered by professional indemnity insurance and this satisfies the requirements imposed by the Corporations Act 2001 and National Consumer Credit Protection Act. The insurance covers claims arising from the actions of former employees or representatives of AMP Financial Planning, even where subsequent to these actions they have ceased to be employed by or act for AMP Financial Planning.

# Your privacy

We are committed to protecting your privacy. Below we outline how we maintain the privacy of the information we collect about you.

## Privacy Collection Statement

As part of the financial planning process, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to fully or properly analyse your needs, objectives and financial situation, so our recommendations may not be completely appropriate or suitable for you.

We are also required under the Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006 to implement client identification processes. We will need you to present identification documents such as passports and driver's licences in order to meet our obligations.

We keep your personal information confidential, and only use it in accordance with our Privacy Policy. Some of the ways we may use this information are set out below:

- Your adviser and AMP Financial Planning may have access to this information when providing financial advice or services to you;
- Your adviser may, in the future, disclose information to other financial advisers, brokers and those who are authorised by AMP Financial Planning to review customers' needs and circumstances from time to time, including other companies within the AMP group;
- Your information may be disclosed to external service suppliers both here and overseas who supply administrative, financial or other services to assist your adviser and the AMP group in providing financial advice and services to you. A list of countries where these service providers are located can be found in the AMP Privacy Policy;
- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (subject to your ability to opt-out as set out in the AMP Privacy Policy);
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

Your adviser and AMP Financial Planning will continue to take reasonable steps to protect your information from misuse, loss, unauthorised access, modification or improper disclosure. You can request access to the information your adviser or AMP Financial Planning holds about you at any time to correct or update it as set out in the AMP Privacy Policy. The AMP Privacy Policy also contains information about how to make a complaint about a breach of the Australian Privacy Principles.

For a copy of AMP's Privacy Policy visit <http://www.amp.com.au/privacy> or you can contact us.

# Our services for Managed Discretionary Accounts

We offer limited types of Managed Discretionary Account services (MDA services) within approved investment platforms. Through these services, 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. However, we do not (and we are not authorised to) open new accounts, withdraw funds or contribute funds to your investment.

## **What are the risks associated with using the MDA service?**

By authorising us to make changes to your investments, you cannot claim we were not acting on your behalf if we acted within the authority given. Therefore, our acts bind you. It is important you understand what we are authorised to do and that you carefully read and understand the activities that you are authorising us to do on your behalf.

## **How can you instruct us to exercise rights relating to the financial products in your portfolio?**

Generally, the financial products that we invest in on your behalf do not have any additional rights or entitlements attached to them. However, if there are, we will let you know. You can then instruct us how you wish us to proceed.

## **Do you have to enter into a contract for us to provide MDA services?**

Yes. This MDA 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. We will agree and prepare the investment program for you based on your relevant personal circumstances, your financial objectives and your needs and review the program every 12 months.

## **Will the investment program in the MDA contract comply with the law?**

If this is relevant, then 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. It will also specify that the MDA service may cease to be suitable for you if your relevant personal circumstances change.

## **Do we provide custodial or depository services for your portfolio?**

We do not provide custodial or depository services. This means that you will either hold the investments in the portfolio, or the custodian nominated for that financial product will hold them.

This financial services guide complies with the ASIC Class Order 04/194.

# Australian Finance Group (AFG)

AFG is an aggregator and it acts as a gateway or interface between mortgage brokers and lenders by providing an IT platform through which brokers submit loan applications and deal with lenders as well as providing some other ancillary services.

Lenders may offer incentives that are paid directly to the Accredited Mortgage Consultant. These may include indirect benefits for example business lunches, tickets to sporting or cultural events, corporate promotional merchandise and other minor benefits.

Accredited Mortgage Consultants may be invited to attend the AFG National Conference. This is an annual event which offers Accredited Mortgage Consultants the opportunity for professional development and to hear industry updates and educational presentations by AFG and lender sponsors. AFG subsidises some costs of attendance, which may include meals and accommodation. The value will depend upon a range of factors, including the nature of the courses and events planned.

Any benefits that we may receive that are related to a loan recommended to you which is regulated by the National Consumer Credit Protection Act, will be disclosed in our advice to you prior to application.

# Our Financial Advisers and Credit Advisers

## About Andrew Moo



I have been a Financial Planner since 1996. I am a Certified Financial Planner™ Practitioner and a member of the Financial Planning Association of Australia. I am the Managing Director and Principal of Darwin Financial Services and have over 30 years' experience in the Financial Services industry. I am a member of AMPFP's AMICUS group, which is the highest recognition level in AMP for longstanding quality advice.

Having been born in Darwin, I have a close affinity with the Territory business and sporting community. My wife Jo and I have raised our 2 daughters in Darwin, and I firmly believe Darwin's distinctive lifestyle and culture gives us all a firm footing in life.

|                                  |                        |
|----------------------------------|------------------------|
| Phone                            | 08 8941 8123           |
| Email                            | andrew@darwinfs.com.au |
| Authorised representative number | 248201                 |
| Credit representative number     | 374905                 |

### Qualifications (Finance related)

Diploma of Financial Planning

### Professional memberships

FPA - Financial Planning Association

### Professional designations

CFP - Certified Financial Planner (FPA)

## The advice and services I can provide

I am authorised to provide the services listed in the Our advice and services section of this guide, except for the following:

- Aged care
- Estate planning
- Exchange traded funds (ETF) and Listed investment companies (LIC)
- Goals based investing
- Securities (including listed securities and debt securities)
- Debt securities



- Self-managed super funds (SMSF)

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified adviser.

I am also a Credit Representative of AMP Financial Planning and am authorised to provide credit advice regarding how to structure debt, suitability of existing loan structures and repayment options. If you require advice involving mortgages or other lending products, I can refer you to an Accredited Mortgage Consultant.

## How I am paid

I receive the following from our practice:

- salary
- dividends
- equity in the practice

I am a director and shareholder of Darwin Financial Services and as such receive a consultancy fee, with the future potential to receive dividends from Darwin Financial Services.

## About Anthony McGovern



With over 20 years' experience in the financial planning industry I have been lucky enough to hold positions interstate and throughout "The Territory" that have enabled me to assist clients in numerous circumstances with their financial requirements.

I am an Associate Financial Planner member of the Financial Planning Association of Australia and hold a Bachelor of Business to compliment the Diploma of Financial Planning. Joining Darwin Financial Services in 2017 will further my desire to progress into holistic financial planning.

Relocating from Victoria in 1991 and with my boys now aged 13 and 11, I am passionate about watching them grow up taking full advantage of the lifestyle and opportunity Darwin has to offer.

|                                  |                      |
|----------------------------------|----------------------|
| Phone                            | 08 8941 8123         |
| Email                            | tony@darwinfs.com.au |
| Authorised representative number | 1253360              |
| Credit representative number     | 500041               |

### Qualifications (Finance related)

Diploma of Financial Services (Financial Planning)

Bachelor of Business (Economics and Finance)

### Professional memberships

FPA - Financial Planning Association

## The advice and services I can provide

I am authorised to provide the services listed in the Our advice and services section of this guide, except for the following:

- Investor directed portfolio services

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified adviser.

I am also a Credit Representative of AMP Financial Planning and am authorised to provide credit advice regarding how to structure debt, suitability of existing loan structures and repayment options. If you require advice involving mortgages or other lending products, I can refer you to an Accredited Mortgage Consultant.

## How I am paid

I receive the following from our practice:

- salary
- bonus where pre-determined criteria are met

I am an employee of Darwin Financial Services and as such receive a salary plus bonuses from Darwin Financial Services. My bonus is calculated based on a number of factors including meeting revenue targets, personal development KPI's and the overall financial performance of Darwin Financial Services. As such it cannot be calculated in advance.

## About Tracy Ogilvie



I have over 25 years of experience in the finance industry and joined the team at Darwin Financial Services in 2008 as Senior Para-Planner. Obtaining an Authorized Representative status completes another stage of my development in the financial planning industry with an enhanced knowledge base that supports my new role of Manager Para-planning and Compliance.

Having the pleasure of living in various locations around Australia over the years has provided me with the ability to appreciate what Darwin has to offer, including the lifestyle and cultural diversity and opportunity.

Darwin Financial Services is an innovative financial planning practice, affording me the ability to work off-site and interstate to the Darwin practice and provide financial strategy and compliance support to Andrew and the team.

|                                  |                       |
|----------------------------------|-----------------------|
| Phone                            | 08 8941 8123          |
| Email                            | tracy@darwinfs.com.au |
| Authorised representative number | 449183                |
| Credit representative number     | 449184                |

### Qualifications (Finance related)

Advanced Diploma of Financial Services (Financial Planning)

Professional Certificate in Self Managed Superannuation Funds

### Professional memberships

FPA - Financial Planning Association

## The advice and services I can provide

I am authorised to provide the services listed in the Our advice and services section of this guide, except for the following:

- Aged care
- Estate planning
- Exchange traded funds (ETF) and Listed investment companies (LIC)
- Goals based investing
- Securities (including listed securities and debt securities)
- Debt securities
- Investor directed portfolio services

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified adviser.

I am also a Credit Representative of AMP Financial Planning and am authorised to provide credit advice regarding how to structure debt, suitability of existing loan structures and repayment options. If you require advice involving mortgages or other lending products, I can refer you to an Accredited Mortgage Consultant.

## How I am paid

I receive the following from our practice:

- salary
- bonus where pre-determined criteria are met

I am an employee of Darwin Financial Services and as such receive a salary plus bonuses from Darwin Financial Services. My bonus is calculated based on a number of factors including meeting revenue targets, personal development KPIs and the overall financial performance of Darwin Financial Services. As such it cannot be calculated in advance.

## About Roger Ind



I joined the Darwin Financial Services team in February 2013 as their Accredited Mortgage Consultant after 40 years in the banking and finance industry. I have a Diploma of Finance and Mortgage Broking Management through the National Finance Institute, and am also a member of the Mortgage & Finance Association of Australia.

Having worked with a major Bank and 2 Regional Banks since 1974, I have extensive residential & commercial lending experience, holding delegated lending authorities for over 20 years.

After relocating to Darwin in 1978 my wife Helen and I have raised 2 children and are still enjoying the unique outdoor and sporting life that Darwin has to offer.

|                              |                       |
|------------------------------|-----------------------|
| Phone                        | 08 8941 8123          |
| Email                        | roger@darwinfs.com.au |
| Credit representative number | 435249                |

### Qualifications (Finance related)

Certificate IV in Finance and Mortgage Broking

Diploma of Financial Services (Finance/Mortgage Broking Management)

### Professional memberships

MFAA - Mortgage & Finance Association of Australia

## The advice and services I can provide

I am an Accredited Mortgage Consultant and as a credit representative of AMP Financial Planning, I am authorised to provide credit assistance in relation to loan products.

Subject to meeting lender credit criteria, I can advise on loans relating to

- residential mortgages and home loans
- deposit bonds
- personal loans
- reverse mortgages

## How I am paid

I receive the following from our practice:

- salary
- bonus where pre-determined criteria are met

I am an employee of Darwin Financial Services and as such receive a salary plus bonuses from Darwin Financial Services. My bonus is calculated based on a number of factors including meeting revenue targets, personal development KPIs and the overall financial performance of Darwin Financial Services. As such it cannot be calculated in advance.

# Schedule of fees

These prices should be used as a guide only. We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice.

## Initial service fees

These are fees paid when you have agreed to receive our advice:

| Initial service                  | Fee amount           |
|----------------------------------|----------------------|
| Consultation Fee                 | Starting from \$150  |
| No Advice Transaction Fee        | Starting from \$250  |
| Insurance                        | Starting from \$750  |
| Consolidation                    | Starting from \$2150 |
| Design                           | Starting from \$4350 |
| Self Managed Superannuation Fund | Starting from \$4750 |
| Strategic Investment             | Starting from \$4950 |

## Ongoing service fees

We provide ongoing services to help you stay on track to meet your goals. The cost of these services are as follows:

| Ongoing service   | Fee amount   |
|---|--|
| <p><b>FOUNDATION</b></p> <p>FOUNDATION service creates a foundation for you to take control of your financial affairs with confidence while on a path to protect and build wealth. Making financial decisions can be simplified by understanding your goals and the outcomes that can be achieved.</p> <p>The FOUNDATION package is designed to give you a 12 month comprehensive review, with additional advice provided on a fixed fee arrangement (excluding gearing services)</p>   | \$660  |
| <p><b>DISCOVERY</b></p> <p>Monitoring economic, legislative or circumstantial changes is what is needed after the consolidation of your investment portfolio. We will work together through the review process applying any modifications to your portfolio to ensure you stay on track to achieve your goals.</p> <p>The DISCOVERY package is designed to give you a 12 month comprehensive review and make any changes on a fixed fee arrangement.</p>  | 1.00% of funds under management. For example, if your account balance was \$100,000, your fee would be \$1000. |
| <p><b>CONSTRUCTION</b></p> <p>A comprehensive service, that looks at your entire financial position from a strategic perspective. This service allows you the opportunity to discuss, and act on any lifestyle changes or financial planning needs as and when they occur. This ensures that you not only achieve your goals, but maximize the efficiency of your portfolio and entitlements using your cash flow in the most productive means possible.</p> <p>The CONSTRUCTION package is designed to give you a 12 month comprehensive review inclusive of any portfolio changes within your initial advice document recommendations. Further changes will be made on fixed fee arrangement.</p> | 0.55% of funds under management. For example, if your account balance was \$100,000, your fee would be \$550.  |

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## PLATINUM

A comprehensive look at your entire financial position from a strategic perspective. The key to the success of your initial statement of advice is the ongoing support and guidance that this package offers. This service allows you the opportunity to discuss, and act on any lifestyle changes or financial needs as and when they occur. This ensures that you not only achieve your goals, but maximize the efficiency of your portfolio and entitlements in the most productive means possible. The PLATINUM package is designed to give you a half-yearly comprehensive review, inclusive of any recommended portfolio changes and subsequent advice documents.

0.44% of funds under management. For example, if your account balance was \$100,000, your fee would be \$440.

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## STRATEGIC INVESTMENT SERVICES

The use of strategic investments such as negative gearing or leverage strategies as well as larger investments are potential pathways to accelerate the accumulation of wealth. A key element of these investment structures includes regular investment and portfolio reviews to ensure investments are working towards the stated objectives and that investment risks are regularly assessed. The ongoing support services and guidance on your portfolio is incorporated into this service package.

\$5445

The Strategic Investment package is designed to give you a half-yearly comprehensive review which includes; a review of your current situation and the financial and economic factors which influence current and future portfolio holdings. We will also consider your investment holdings and any applicable alternative strategies or products which are then outlined in a review advice document.

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## Commissions

I do not receive commissions on investments through new superannuation, managed funds or retirement products. However, some products, particularly older products, may attract commissions.

Any commission amounts will be disclosed to you when providing my advice. The following table is a guide of commissions I may receive.

| Product type   | Initial commission  | Ongoing commission  | Example   |
|--|---|---|---|
| Investments  | Up to 0.00% of all contributions made to the investment.  | Up to 0.44% of the investment value each year.  | If you made an investment of \$10,000, we would receive up to \$0.00 initially and \$44.00 pa.  |
| Insurance (including those held within superannuation) | Up to 130% of the first year's premium. From 1 January 2018, commission on new policies will be limited to 88% of the first year's premium*.  | Up to 33% of the premium each following year.   | In 2018, if your insurance premium was \$1,000, we would receive an initial commission of up to \$880. We would receive an ongoing commission of up to \$330.00 pa.   |
| Loans  | Up to 1.65% of the initial loan balance, of which AFG retains between 0-3% and passes the remaining 97-100% on to AMP Financial Planning. AMP Financial Planning then retains 4% and we will receive the remaining 96%. | Up to 0.55% of the outstanding loan balance each year, of which AFG retains between 0-3% and passes the remaining 97-100% on to AMP Financial Planning. AMP Financial Planning then retains 4% and we will receive the remaining 96%. | If your loan balance was \$100,000, initial commission would be up to \$1,650, of which AFG retains up to \$49.50 and AMP Financial Planning receives \$1,600.50. AMP Financial Planning then passes (\$1,600.50 x 96%) \$1,536.48 on to us.<br>On an annual basis, the commission on a \$100,000 loan balance would be up to \$550, of which AFG retains up to \$16.50 and AMP Financial Planning receives \$533.50. AMP Financial Planning then passes (\$533.50 x 96%) \$512.16 to us. |
| Deposit bonds  | Up to 22% of the deposit bond fee, of which AFG retains between 0-3% and passes the remaining 97-100% on to AMP Financial Planning. AMP Financial Planning then retains 4% and we will receive the remaining 96%.       | N/A   | For example, if your deposit bond fee is \$400, the commission would be up to \$88, of which AFG retains up to \$2.64 and AMP Financial Planning receives \$85.36. AMP Financial Planning then passes (\$85.36 x 96%) \$81.95 to us.  |
| Other banking products                                 |   | Up to 0.22% of the balance each year.   | If you made an investment of \$2,000 we would receive \$4.40 of the balance each year.  |

All fees and charges include GST.

\*Commissions on policies applied for prior to 1 January 2018 and issued before 31 March 2018 will not be subject to this limit.

If an agreed advice fee is charged, then we may rebate all or some of the commission.