

Financial Services Guide

Part 2 (Adviser Profile)

Date 05 / 11 / 2018

PART 2 (Adviser Profile)

Part 2 (Adviser Profile) contains the following sections:

- About Your Adviser (Section 1);
- The Services I Provide (Section 2);
- Fees and Charges (Section 3); and
- Contact and Acknowledgment (Section 4).

This document is Part 2 (Adviser Profile) of the Financial Services Guide (FSG) dated 1 October 2018 and should be read together with Part 1. Part 2 sets out specific details about me as an Authorised Representative of Magnitude Group Pty Ltd ('Magnitude').

I am authorised by Magnitude to provide the financial services described in Part 1 and Part 2 (Adviser Profile) of the FSG. I have also been authorised by Magnitude to distribute this FSG.

Magnitude Group Pty Ltd.
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Email: contactus@magnitude.com.au
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SECTION 1

ABOUT YOUR ADVISER

WHO IS YOUR FINANCIAL ADVISER?

Your Financial Adviser is Kate Kimmorley and The Kimmorley Corporation Pty Ltd T/as Kimmorley Financial Management.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to Kate Kimmorley and/or The Kimmorley Corporation Pty Ltd and Kimmorley Financial Management. The term 'Representatives' refers generally to Magnitude's Authorised Representatives.

My Authorised Representative number is 242666 and the Corporate Authorised Representative number is 243047.

WHAT EXPERIENCE DOES YOUR FINANCIAL ADVISER HAVE?

I have extensive experience in the financial planning industry.

I have spent over 23 years as a Financial Adviser offering advice to individual clients as well as small and large business clients. Prior to Magnitude, I was a Financial Adviser with GWM Adviser Services Limited as a Principal Financial Adviser.

WHAT QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS DOES YOUR FINANCIAL ADVISER HAVE?

I am a Certified Financial Planner® or CFP® Practitioner. I hold a Diploma of Financial Planning and am a member of the Financial Planning Association of Australia Limited.

DOES YOUR FINANCIAL ADVISER HAVE ANY ASSOCIATIONS OR RELATIONSHIPS?

I have an association with The Kimmorley Corporation Pty Ltd (ABN 52 076 011 571) as a director. Fees and commissions are paid to The Kimmorley Corporation Pty Ltd by Magnitude for distribution to me. The Kimmorley Corporation Pty Ltd is also a Corporate Authorised Representative of Magnitude and is not a related company of Magnitude. The Kimmorley Corporation Pty Ltd's Authorised Representative number is 243047.

SECTION 2

THE SERVICES I PROVIDE

WHAT AREAS IS YOUR FINANCIAL ADVISER AUTHORISED TO PROVIDE ADVICE ON?

I am authorised by Magnitude to provide general and personal advice and deal in financial products and financial services, including advice or services in the following areas:

- Deposit products;
- Government debentures, stocks or bonds;
- Life investment and life risk products;
- Managed investment schemes including investor directed portfolio services;
- Standard margin lending facilities;
- Retirement savings account products;
- Securities (e.g. shares); and
- Superannuation products

ARE THERE ANY SERVICES YOUR FINANCIAL ADVISER IS NOT AUTHORISED TO PROVIDE?

I am not authorised by Magnitude to provide advice or services in the following areas:

- MDA services
- Derivatives;

Please ask me if you would like a referral for these services. If I receive a specific fee for this referral, it is disclosed below in Section 3 'Fees and Charges'. It may also be disclosed in an advice document such as a Statement of Advice ('SoA'), if I provide you with personal advice.

HOW CAN YOU PROVIDE YOUR INSTRUCTIONS TO ME?

You may provide instructions to me by using any of the contact details provided in Section 4 'Contact & Acknowledgment'.

PRIVACY STATEMENT

In addition to the information provided in the Magnitude FSG Part 1 on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around privacy are available at www.kfm.net.au and/or by calling us on 07 5591 1725.

SECTION 3

FEEES AND CHARGES

HOW WILL YOUR FINANCIAL ADVISER BE PAID FOR THE SERVICES PROVIDED?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to Magnitude.

Magnitude will pay up to 100% of those fees and commissions to The Kimmorley Corporation Pty Ltd T/as Kimmorley Financial Management for distribution as directed by me.

I receive director fees and profit share as a director of The Kimmorley Corporation Pty Ltd as determined by that company as appropriate from time to time.

WHAT IS YOUR FINANCIAL ADVISERS FEE STRUCTURE?

As part of detailed financial planning, there are costs to you at various stages of the process. Before making any recommendations, I will discuss and agree the fees with you.

Advice fees are inclusive of GST and payable by you at the following stages:

- 1.) **Recommendation:** For having a personalised financial plan (SoA) prepared, a plan preparation fee (up to \$20,000) is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you.
- 2.) **Implementation:** I may charge a placement fee and/or implementation fee to implement the recommendations in your financial plan. These are payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed:
 - a. a range from \$0 (min.) to \$50,000 (max.); or
 - b. \$440 per hour; or
 - c. 1.1% of the initial funds invested, or 80% of premium; (this amount is reduced to up to 70% from 1 January 2019 and further reduced to up to 60% from 1 January 2020) or
 - d. the maximum of entry fees or contribution fees specified in the Product Disclosure Statement (PDS) for the recommended product;whichever is the greater.

- 3.) **Ongoing Advice Service and Reviews:** If you choose to have me conduct a review of your financial plan to ensure that your financial strategies and financial products remain appropriate to you, you may be charged a review fee. If you choose to have me provide an ongoing advice service, you may be charged a fee ranging from \$0 to \$30,000 or up to 2.2% p.a. of total funds under management.

Where a placement fee and/or implementation fee is charged, I may rebate all or part of the initial commissions and/or ongoing commissions received from a product issuer, by way of an increase in your investment amount.

Where I receive an initial commission and/or ongoing commission amount, I may rebate all or part of the implementation and/or placement fee to you.

Note: Full details of all fees and commissions for financial services will be provided to you in a Statement of Advice (SoA), or Record of Advice (RoA) and Product Disclosure Statements at the time of receiving any recommendation.

WHAT AMOUNTS DO MY EMPLOYER AND OTHER RELATED ENTITIES RECEIVE FOR FINANCIAL SERVICES?

The Kimmorley Corporation Pty Ltd receives 100% of fees, commissions and incentives, and the remaining 0% is received by me. The directors of The Kimmorley Corporation Pty Ltd have a profit share arrangement to distribute company profits annually to shareholders and staff.

WHAT OTHER BENEFITS DOES YOUR FINANCIAL ADVISER RECEIVE?

In addition to the remuneration detailed above, I am eligible to qualify for other benefits and entitlements as detailed below:

- From time to time, we may accept alternative forms of remuneration from product providers or other parties (up to a value of \$300), such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit that we receive and other benefits that relate to information technology software support provided by a product issuer or that relate to educational and training purposes. A copy of the register is available on request for a small charge.

WILL YOUR FINANCIAL ADVISER BE PAID WHEN MAKING A REFERRAL?

I may receive a payment for making a referral to an external specialist such as an accountant, mortgage broker or solicitor. Any amount payable will be disclosed in the SoA provided to you. This will be paid by the external specialist and will be at no additional cost to you.

I may inform you that Westpac Banking Corporation is able to provide particular credit activities, along with the contact information for Westpac Banking Corporation. If you use the services of Westpac Banking Corporation, I may receive an upfront commission which could range between 0% and 1.1% of your loan amount and an ongoing commission ranging between 0% and 1.1% based on the outstanding loan balance. This will be paid by the Westpac Banking Corporation and will be at no additional cost to you.

If you have been referred to me by an external party and you accept the services I provide, I may make a payment to the external party for that referral. Any amount payable will be disclosed in the SoA provided to you. This will be paid by me to the external party and will be at no additional cost to you.

SECTION 4

CONTACT & ACKNOWLEDGMENT

HOW YOU CAN CONTACT YOUR FINANCIAL ADVISER

Your Financial Adviser:

Kate Kimmorley and The
Kimmorley Corporation Pty
Ltd

Phone: (07) 5591 1725

Fax: (07) 5591 8390

Mobile:

Email: admin@kfm.net.au

Website: www.kfm.net.au

Practice details:

Kimmorley Financial
Management
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