

FINANCIAL SERVICES GUIDE

PART ONE GENERAL DETAILS

WE ARE REQUIRED BY LAW TO GIVE YOU A FINANCIAL SERVICES GUIDE (FSG), THAT ASSISTS YOU TO MAKE AN INFORMED DECISION ABOUT WHETHER TO USE THE FINANCIAL SERVICES WE OFFER.

Authorising Licensee:
Financial Wisdom Limited
ABN 70 006 646 108
Australian Financial Services Licence No. 231138

11 Harbour Street
Sydney NSW 2000
Telephone 1800 024 864

Issue date: 01 January 2020
Version number: 4.00



Information about this Financial Services Guide

This Financial Services Guide (FSG) has been authorised for distribution by the authorising licensee, Financial Wisdom Limited ABN 70 006 646 108 ('Financial Wisdom') to assist you in making an informed decision about the financial services we provide including products we recommend.

In this FSG, 'we, us' or 'our' refers to the financial planning practice that provides financial services on behalf of Financial Wisdom. Refer to the section titled 'Our details and how you can contact us' in Part Two of this FSG for details of the practice.

Financial Wisdom provides financial services through its Australian Financial Services License (AFSL No. 231138) and is responsible for the financial services provided to you.

Financial Wisdom is the licensee that authorises us to provide financial services.

This FSG is divided into two parts and both parts must be read in conjunction as together they form the FSG. Part One of this FSG outlines information about Financial Wisdom and us, how Financial Wisdom and we use your information, and how Financial Wisdom and we may be paid. Part Two outlines the financial services we provide, further details of the fees and other costs that may apply to you and how Financial Wisdom pays us.

Part One – General Details

Part One of this FSG provides information about:

- Who we and our licensee are;
- Our licensee's relationships and associations with other entities;
- Other documents you may receive;
- Collecting your personal information and providing us with your instructions;
- Remuneration or other benefits that Financial Wisdom, we and your adviser may receive; and
- What you can do if you are not satisfied with our services or have a complaint.

1. About Financial Wisdom and us

Financial Wisdom is a financial planning organisation that has built a reputation for 'considered thinking' in offering financial advice.

Financial Wisdom has been a respected name in financial planning for over twenty years and during that time has earned an enviable reputation for high quality advisory services, based on a broad range of skills and a high calibre of specialist knowledge.

Part Two of this FSG contains further information about us.

Our advisers

Your adviser and we are backed by a powerful network of support services, including active investment research resources, compliance support, technical support, ongoing educational support and professional development as well as access to a broad range of investment, superannuation and insurance products.

This skill and knowledge is applied to develop services and solutions for clients that actively adds value to their financial planning, allowing them to take advantage of the expanding opportunities available.

Financial Wisdom's relationship with the Commonwealth Bank Group (the Group)

Financial Wisdom is a wholly owned, but non-guaranteed subsidiary of the Commonwealth Bank of Australia (CBA), one of Australia's largest financial services organisations.

Note: CBA has announced that it will cease providing licensee services and commence the assisted closure of Financial Wisdom by June 2020.

Financial Wisdom has associations with and may deal or provide advice on products issued by a range of financial product providers or services provided by a range of entities, some of which include the following entities within the Commonwealth Bank Group:

- Commonwealth Bank of Australia;
- BankWest, a division of Commonwealth Bank of Australia;
- The Colonial Mutual Life Assurance Society Limited (CMLA) trading as CommInsure;
- Colonial First State Investments Limited;
- Commonwealth Securities Limited (CommSec);
- Avanteos Investments Limited;
- Australian Investment Exchange Ltd (AUSIEX); and
- Realindex Investments Pty Limited.

Note: CBA has announced the sale of CMLA, among other entities, to the AIA Group. CBA, CMLA and AIA Australia Limited (AIA) have entered into a 20 year Distribution Agreement with an option to extend for 5 years for the provision of life insurance products to customers in Australia. From the date of completion, CMLA will form part of the AIA Group and will no

longer be part of the CBA Group. The sale is expected to complete in the first half of the calendar year 2020 but is subject to a number of conditions and regulatory approvals. In anticipation of completion, CBA, AIA and CMLA have entered into a Joint Cooperation Agreement for the joint operation of the CMLA and AIA businesses. Whilst CBA will remain the ultimate shareholder of CMLA until completion occurs, under the terms of the Joint Cooperation Agreement, AIA will have an appropriate level of direct management and oversight of the CMLA business.

If you have any questions or would like further information regarding the assisted closure of Financial Wisdom, or the sale of CMLA, please ask your adviser.

Any reference to 'Commonwealth Bank Group product' in the FSG relate to products issued by the Commonwealth Bank of Australia or its subsidiaries.

Financial Wisdom is a Professional Partner of the Financial Planning Association of Australia (FPA). The FPA is the professional association for qualified financial advisers in Australia and Financial Wisdom is committed to FPA's Code of Professional Practice, which includes a Code of Ethics, Practice Standards and Rules of Professional Conduct.

Important information

The advice we provide cannot be considered to be independent, impartial or unbiased because:

- Financial Wisdom is part of a corporate group that includes certain product providers, as described in section 1 of FSG Part 1;
- there is an approved product list (APL) and an off-APL approval process that we are required to follow, as explained in section 3 of FSG Part 1; and
- we, your adviser or Financial Wisdom may receive (as referred to in section 4 and 5 of FSG Part 1):
 - commissions on life insurance;
 - commissions on some other products acquired prior to 1 July 2014;
 - stamping fees paid to facilitate a capital raising;
 - remuneration calculated on the basis of the volume of business placed with product providers; and
 - one-off gifts or non-monetary benefits of less than \$300 in value per product provider per year.

2. Other documents you may receive

You may receive other documents in addition to this FSG when we provide you with personal financial advice or recommend a financial product.

Statement of Advice

Any advice that you receive which takes your personal objectives, financial situation and needs into account, will be presented to you in writing in your Statement of Advice (SoA), also referred to as your financial plan.

The SoA is an important document as it sets out our recommendations and why the advice is suitable and appropriate for you. It will contain enough detail for you to make an informed decision about whether to act on the advice. The SoA will document:

- Our recommendations and the basis on which they are given;
- The costs of the advice, as well as any fees, commissions or other benefits that Financial Wisdom, we or a related party may receive; and
- Details of any relationships or associations that we, may have with product providers or related parties.

Record of Advice

If we provide you with further personal advice, you may receive a Record of Advice (RoA). A RoA will be provided if your circumstances and basis of advice are not significantly different from the previous advice you received from us. Where your circumstances have significantly changed, any further personal advice that is provided to you will be documented in a SoA.

You may request a copy of the advice records that we keep. Any request must be made within seven (7) years of the provision of the advice, and should be directed to us.

Product Disclosure Statement

If we recommend a particular financial product or transact on your behalf and at your request, you will receive a Product Disclosure Statement (PDS), or other relevant product disclosure material. The PDS contains important information about a particular financial product and will include its fees, features and risks, and will assist you in making an informed decision about that product.

3. Financial services and product recommendations we provide

The advice services or product recommendations that we can provide may be limited based on our authority or restriction to certain products as an authorised representative of Financial Wisdom. These limitations include derivatives, foreign exchange and general insurance, which we cannot provide advice on.

Some of the financial services or products that Financial Wisdom is authorised to provide or recommend may be beyond our authorisations. The financial services or products that we are authorised to provide or recommend are outlined in Part Two of this FSG at 'Financial services and product types we can provide.'

We can recommend products listed on the Financial Wisdom Approved Product List which contains both Commonwealth Bank Group products and financial products issued by external providers. A product must meet Financial Wisdom's selection criteria and approval process to be listed on the Approved

Product List.

When it is appropriate, we may recommend a financial product that is not from the Approved Product List depending on your objectives, financial situation and needs. If this happens, any product that we may recommend needs to meet Financial Wisdom's selection criteria and approval process.

Other services

If we identify that you require specialist advice on a particular product or service, such as estate planning, we may refer you to a specialist who may be able to help.

Financial Wisdom and we are not responsible for any advice or services provided to you by any other professional that we may refer you to. You do not have to consult any professional we refer you to and you may want to consult a professional you have an existing relationship with, or choose another. The professional you choose to consult with is responsible for the advice and services that they provide.

4. Revenue, Adviser Service fees and Commissions

All revenue, adviser service fees and commissions are paid directly to Financial Wisdom. Financial Wisdom may then pass all or part of the amounts received on to us. Details of how these payments are shared with us is detailed in Part Two of this FSG.

Revenue

Financial Wisdom may receive payments from certain product providers whose products we recommend. These payments are based on the level of investments by Financial Wisdom clients in those products or level of insurance premiums applicable. Financial Wisdom is taking steps to stop receiving these payments.

Where such payments can be calculated at the time you receive personal advice, we will disclose such amounts at the time the personal advice is given or as soon as practicable after that time. If the payments cannot be calculated when you receive personal advice, the way in which such payments are to be calculated will be disclosed at the time that personal advice is given or as soon as practicable after that time.

Adviser Service Fee

The Adviser Service Fee is a fee that you and your adviser agree on for the initial and/or ongoing advice and service that we provide, and is payable to Financial Wisdom. Financial Wisdom may pass all or part of that fee on to us. Some products offer the option to deduct the Adviser Service Fee from your funds on a periodic basis.

Direct Share Investments

We may charge you a fee over and above the brokerage fee charged for trading shares. A management fee based on the value of your direct share investment may also be charged. These fees are optional and have no minimum or maximum.

Commissions

Financial Wisdom may receive initial or ongoing commission payments when you invest in a product or commence an insurance policy through us. Under this arrangement, Financial Wisdom may receive commission payments directly from product providers.

An initial commission is a one-off payment made upon entry to a financial product and an ongoing commission is paid each year for which a financial product is maintained.

Commission payments are based on a percentage of the funds you invest or the insurance premiums you pay. They are not paid directly by you and are instead deducted from the investment, superannuation, loan or insurance premium by the product provider and paid to Financial Wisdom.

Investment and superannuation products

The initial commission that Financial Wisdom may receive on an investment or superannuation product can be up to 5.50% of the investment amount.

The ongoing commission that Financial Wisdom may receive can be up to 1.10% per annum of the investment amount.

Financial Wisdom only receives initial or ongoing commission payments on investment or superannuation products, where they are entitled to receive these payments through existing arrangements with product providers.

Life insurance products

Financial Wisdom may be paid commissions on life insurance products recommended by us in accordance with the below table. Any commission payments that Financial Wisdom receives are not an additional cost to you and will be disclosed at the time personal advice is provided or as soon as practicable after that time.

Year	Initial commission	Ongoing commission
Additional cover added to an existing product which was issued before 1 January 2018	Up to 135% of the increase in premium	Up to 38.5% per annum of the premium
Additional cover added to an existing product which was issued after 1 January 2018	Up to 66% of the increase in premium	Up to 22% per annum of the premium (33% per annum of the premium for level commission structures)
New products issued on or after 1 January 2020	Up to 66% of the premium in the year of issue	

Margin Lending

Financial Wisdom may receive commission payments on margin loans which are based on a percentage of the loan amount. This commission is paid on an annual basis and Financial Wisdom may pass this on to us. Financial Wisdom will only receive initial or ongoing commission payments on margin loans, or additional drawdowns to these products, where they are entitled to receive these payments through existing arrangements with product providers.

Revenue sharing arrangements that apply to Commonwealth Bank Group products we recommend

As a result of the recommendations made by us, Financial Wisdom may receive the following payments from certain product providers based on the total amount of funds under administration, new business placed or new insurance premiums where policy non-lapse rate targets are met. These are not an additional cost to you. We do not receive a share of these payments for any advice provided after 1 January 2020. Financial Wisdom is taking steps to stop receiving these payments.

For investments

Financial Wisdom receives payments from Colonial First State which are based on the volume of funds invested into the Colonial First State FirstChoice Retail, Colonial First State FirstChoice Wholesale or FirstWrap platforms ('selected Colonial First State platforms') by its Authorised Representatives. These payments can be up to:

- 0.25% p.a. of the funds invested into the Colonial First State FirstChoice Retail;
- 0.10% p.a. of the fund's investment into the Colonial First State FirstChoice Wholesale platforms; and
- 25% of the FirstWrap administration fees.

Financial Wisdom is taking steps to stop receiving these payments.

For insurance

Financial Wisdom receives quarterly payments from Colonial Mutual Life Assurance Society Limited, trading as CommInsure which are based on

policies issued on or before 31 December 2017 and Financial Wisdom meeting policy non-lapse rate targets. The amount paid can vary with the maximum payment being made to the Licensee where the net lapse rate is 9.36% or less and the payment decreasing to nil where the net lapse rate is greater than 13.36%. Financial Wisdom is taking steps to stop receiving these payments.

We will manage and will clearly disclose any conflicts in the SoA that we believe may influence the advice provided to you. In the event a conflict does arise, your interests will be prioritised.

5. Other benefits that we may receive

From time to time, we may also receive other benefits which may include:

- Educational conferences and seminars: these are arranged by Financial Wisdom and attendance may be fully or partially subsidised by Financial Wisdom.
- Non-monetary benefits: these may include business lunches, tickets to sporting and cultural events, promotional merchandise or other minor benefits from Financial Wisdom or product providers.
- We may also have access to a Business Valuation Package offered by Financial Wisdom. This is subject to certain conditions and any amount paid by Financial Wisdom depends on factors such as compliance history and financial performance.

These benefits are discretionary in nature and relate to future events. It is therefore not possible to provide an estimated dollar value on these benefits at this point in time.

Any other benefits that Financial Wisdom or we may receive will only be accepted to a value of less than \$300 per provider per year. If other benefits over this limit are received, they will be declined or if delivery has already been made, they will be disposed of. In the instance that a benefit has been received and needs to be disposed of, that benefit will be passed on to charity or disposed of by other means.

Financial Wisdom maintains a public register of all other benefits they receive. Financial Wisdom also maintains a Conflicts of Interest register for circumstances where some or all of your interests may be inconsistent or diverge from some or all of our interests or those of Financial Wisdom. If you would like to see a copy of these registers, you can contact us or Financial Wisdom.

6. Your personal information and providing instructions

Collecting your information

Personal information about you may be collected when you meet with your adviser, or when you request or use our services, email us, phone us or visit our websites. This information may include:

- your personal objectives;
- details of your current situation; and
- other relevant information.

Information about you may also be collected from others, such as service providers, agents, advisers, brokers, employers or family members.

Where collecting sensitive information, such as health and lifestyle information, usually for insurance purposes, we will ask you for your consent.

You do not have to disclose all of your personal information, however without it we may not be able to provide advice that is appropriate for your objectives, financial situation and needs.

The Group's Privacy Policy provides more information on

how to access and correct your personal information. You can contact us or Financial Wisdom to access your personal information. If your personal information is incorrect, we can help correct it.

Exchanging your information

Your personal information may be exchanged with other members of the Group who can use this information in the same way we can. Your information may be disclosed to third parties as permitted by law or for the uses listed below.

Third parties include service providers where we outsource activities, persons acting on your behalf, other financial institutions, auditors, insurers, employers and government agencies. Your information may be disclosed overseas to overseas Group members, service providers or other third parties who operate or hold data outside Australia, or when required for a particular transaction or by overseas law. This may include overseas based service providers which are located in India. Australian law may not apply to some of these overseas parties.

Using your information

Your information may be collected, exchanged and used so that:

- advice that is appropriate for your objectives, financial situation and needs can be provided to you;
- Financial Wisdom and we may manage our relationship with you;
- Financial Wisdom and we may price, design and administer services or inform you about other products and/or services that may be of interest to you; and
- Financial Wisdom and we may manage our risks, help identify and investigate illegal activity, comply with our legal obligations, and assist government and law enforcement agencies.

The law requires us to establish your identity and assess applications for products and services by verifying your full name, date of birth and residential address and to do so, we need to sight and maintain records of various identification documents, such as a drivers license or passport.

We may sometimes use programs, calculators or worksheets as illustrative tools when you meet with your adviser. We use these tools to find out about your relevant objectives, financial situation or needs. You should not rely or act on any representations made in these meetings as any personal advice that you receive will be set out in your SoA.

Respecting your privacy

Financial Wisdom and we are committed to ensuring the privacy and security of your personal information. As part of our continuing commitment to client service and maintenance of client confidentiality, Financial Wisdom has adopted the principles set out in the Privacy Act. The Group's Privacy Policy will assist you in ascertaining how to complain, how your complaint is dealt with and provide further information on our personal information handling practices. Please refer to the Group's Privacy Policy for more information around why your information may be shared and who your information may be shared with. You may obtain a copy of the Group's Privacy Policy at <https://www.commbank.com.au/security-privacy/general-security/privacy.html> from your adviser or from any Commonwealth Bank branch.

Instructing us

You generally need to instruct us in person as your signature will be required for verification. For some products and services though, special arrangements can be put in place to instruct us by phone, email or fax.

We can also take instructions from you to transact on your behalf and place a financial product (that they are able to offer) without providing personal financial advice.

7. Reviewing your portfolio

We recommend you review your financial situation at least annually or when your personal or financial circumstances change. Reviewing your financial plan is an important step in the financial planning process as it makes sure you are on track to achieving your goals and objectives, whilst also ensuring that the advice remains appropriate for you.

8. What you should do if you are not satisfied with our services

If you are not happy with your adviser or the services provided to you, we encourage you to:

- Discuss your complaint with your adviser in the first instance; or
- If you would prefer not to discuss your complaint with your adviser directly or if your complaint has not been resolved to your satisfaction, you can contact the CBA Group Customer Relations team.

CBA Group Customer Relations is the Commonwealth Bank Group's primary escalation point for client feedback with a particular responsibility for resolving complaints. You can contact them by:

- Writing: CBA Group Customer Relations Reply Paid 41 Sydney NSW 2001
- Email: customerrelations@cba.com.au
- Phone: 1800 805 605

If you are still not satisfied, you can refer the matter to the Australian Financial Complaints Authority (AFCA). AFCA offers a free independent dispute resolution service for consumer and small business complaints. You can contact AFCA by:

- Writing: Australian Financial Complaints Authority GPO Box 3 Melbourne VIC 3001
- Phone: 1800 931 678 (free call)
- Online: www.afca.org.au
- Email: info@afca.org.au

Information about your rights can also be obtained from the Australian Securities and Investments Commission on 1300 300 630.

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9. Professional indemnity insurance

Financial Wisdom's professional indemnity insurance satisfies the compensation arrangements required under Australian law, being section 912B of the Corporations Act. Financial Wisdom is covered for claims against current and former Authorised Representatives, whilst they acted on behalf of Financial Wisdom.

FINANCIAL SERVICES GUIDE

PART TWO ADVISER DETAILS

Provided by:

Visia Pty Ltd

ABN/ACN: 84 164 259 670

Authorising Licensee:

Financial Wisdom Limited

ABN 70 006 646 108

Australian Financial Services Licence No. 231138

11 Harbour Street
Sydney NSW 2000
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Part Two

Part Two of this FSG provides information about:

- Who are we and how we can be contacted;
- Financial services and product types we are authorised to provide;
- Fees or other costs we may charge; and
- How we are remunerated.

1. Our details and how you can contact us

We are an Authorised Representative of Financial Wisdom and can be contacted using the following details:

Name: Visia Pty Ltd

ABN/ACN: 84 164 259 670

ASIC adviser identification number: 442129

Address: PO BOX 350, Victoria Park WA 6100

Telephone: 08 6444 4154

E-mail: kora@visia.com.au

Website: www.visia.com.au

Visia Pty Ltd have been providing financial planning services for over 10 years to individuals and businesses.

The following individual is authorised by Financial Wisdom to provide personal financial advice through Visia Pty Ltd:

Kora Drage

ASIC Adviser identification number: 392318

2. Financial services and product types we can provide

We are authorised to provide personal financial advice, general financial advice, and transact on your behalf (dealing) in relation to the following types of financial products:

- Securities*
- Managed investment schemes
- Investment and funeral bonds
- Deposit products
- Government debentures, stocks and bonds
- Personal and business risk insurance
- Superannuation
- Margin loans
- Retirement Savings Accounts

* We are only permitted to deal in relation to a securities product and are not authorised to provide personal financial advice in relation to a securities product.

Limits on the advice that can be provided

It is important to note that we cannot provide advice on the following:

- General insurance
- Direct share investments
- Derivatives
- Foreign exchange

In addition, if we identify that you require specialist advice on a particular product or service, such as estate planning, we may refer you to a specialist who can help.

We are registered with the Tax Practitioners Board as a Registered Tax (Financial) Adviser. Based on the information collected from you, our advice considers the tax consequences that relate directly to the financial advice being provided. However we are not a Registered Tax Agent and consequently this advice does not include an assessment of your overall tax position. As such, we strongly recommend you review this advice with a Registered Tax Agent.

3. Revenue, Adviser Service fees and Commissions

All revenue, adviser service fees and commissions are paid directly to Financial Wisdom. Financial Wisdom may then pass all or part of the amounts received on to us.

Revenue

Financial Wisdom may receive payments from certain product providers whose products we recommend. These payments are based on the level of investments by Financial Wisdom clients in those products or level of insurance premiums applicable. Financial Wisdom is taking steps to stop receiving these payments.

Where such payments can be calculated at the time you receive personal advice, we will disclose such amounts at the time the personal advice is given or as soon as practicable after that time. If the payments cannot be calculated when you receive personal advice, the way in which such payments are to be calculated will be disclosed at the time that personal advice is given or as soon as practicable after that time.

Adviser Service Fee

The Adviser Service Fee is a fee that you and your adviser agree on for the initial and/or ongoing advice and service that we provide, and is payable to Financial Wisdom. Financial Wisdom may pass all or part of that fee on to us. Some products offer the option to deduct the Adviser Service Fee from your funds on a periodic basis. Refer to the section titled 'fees and other costs that may apply to you' in this Part Two of the FSG for further details.

Direct Share Investments

We may charge you a fee over and above the brokerage fee charged for trading shares. A management fee based on the value of your direct share investment may also be charged. These fees are optional and have no minimum or maximum.

Commissions

Financial Wisdom may receive initial or ongoing commission payments when you invest in a product or commence an insurance policy through us. Under this arrangement, Financial Wisdom may receive commission payments directly from product providers.

An initial commission is a one-off payment made upon entry to a financial product and an ongoing commission is paid each year for which a financial product is maintained.

Commission payments are based on a percentage of the funds you invest or the insurance premiums you pay. They are not paid directly by you and are instead deducted from the investment, superannuation, loan or insurance premium by the product provider and paid to Financial Wisdom.

Investment and superannuation products

The initial commission that Financial Wisdom may receive on an investment or superannuation product can be up to 5.50% of the investment amount.

The ongoing commission that Financial Wisdom may receive can be up to 1.10% per annum of the investment amount.

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Life insurance products

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Year	Initial commission	Ongoing commission
Additional cover added to an existing product which was issued before 1 January 2018	Up to 135% of the increase in premium	Up to 38.5% per annum of the premium
Additional cover added to an existing product which was issued after 1 January 2018	Up to 66% of the increase in premium	Up to 22% per annum of the premium (33% per annum of the premium for level commission structures)
New products issued on or after 1 January 2020	Up to 66% of the premium in the year of issue	

Margin Lending

Financial Wisdom may receive commission payments on margin loans which are based on a percentage of the loan amount. This commission is paid on an annual basis and Financial Wisdom may pass this on to us. Financial Wisdom will only receive initial or ongoing commission payments on margin loans, or additional drawdowns to these products, where they are entitled to receive these payments through existing arrangements with product providers.

Revenue sharing arrangements that apply to Commonwealth Bank Group products we recommend

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Financial Wisdom receives payments from Colonial First State which are based on the volume of funds invested into the Colonial First State FirstChoice Retail, Colonial First State FirstChoice Wholesale or FirstWrap platforms ('selected Colonial First State platforms') by its Authorised Representatives. These payments can be up to:

- 0.25% p.a. of the funds invested into the Colonial First State FirstChoice Retail;
- 0.10% p.a. of the funds investment into the Colonial First State FirstChoice Wholesale platforms; and
- 25% of the FirstWrap administration fees.

Financial Wisdom is taking steps to stop receiving these payments.

For insurance

Financial Wisdom receives quarterly payments from Colonial Mutual Life Assurance Society Limited, trading as CommInsure which are based on policies issued on or before 31 December 2017 and Financial Wisdom meeting policy non-lapse rate targets. The amount paid can vary with the maximum payment being made to the Licensee where the net lapse rate is 9.36% or less and the payment decreasing to nil where the net lapse rate is greater than 13.36%. Financial Wisdom is taking steps to stop receiving these payments.

We will manage and will clearly disclose any conflicts in the SoA that we believe may influence the advice provided to you. In the event a conflict does arise, your interests will be prioritised.

4. Other benefits that we may receive

From time to time, we may also receive other benefits which may include:

- Educational conferences and seminars: these are arranged by Financial Wisdom and attendance may be fully or partially subsidised by Financial Wisdom.
- Non-monetary benefits: these may include business lunches, tickets to sporting and cultural events, promotional merchandise or other minor benefits from Financial Wisdom or product providers.
- We may also have access to a Business Valuation Package offered by Financial Wisdom. This is subject to certain conditions and any amount paid by Financial Wisdom depends on factors such as compliance history and financial performance.
- These benefits are discretionary in nature and relate to future events. It is therefore not possible to provide an estimated dollar value on these benefits at this point in time.
- Any other benefits that Financial Wisdom or we may receive will only be accepted to a value of less than \$300 per provider per year. If other benefits over this limit are received, they will be declined or if delivery has already been made, they will be disposed of. In the instance that a benefit has been received and needs to be disposed of, that benefit will be passed on to charity or disposed of by other means.
- Financial Wisdom maintains a public register of all other benefits they receive. Financial Wisdom also maintains a Conflicts of Interest register for circumstances where some or all of your interests may be inconsistent or diverge from some or all of our interests or those of Financial Wisdom. If you would like to see a copy of these registers, you can contact us or Financial Wisdom.

5. Fees and other costs that may apply to you

A range of fees and other costs may be payable to Financial Wisdom for the advice you receive and the financial products used.

Outlined below are the types of payments that you may be charged. Before we provide you with any financial advice, your adviser will discuss these options with you and help you select the best payment method for you.

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 advice fee.

In all cases, details of payments required for the services provided will be given to you at the time of any personal financial advice or when executing a transaction on your behalf. You will be provided with a tax invoice for any services provided and payment is generally made to Financial Wisdom in accordance with the terms of the invoice and is payable by cheque or money order.

These amounts, where they can be determined, will be documented in your SoA. If the amount cannot be calculated at the time your SoA is provided, the way the amount is calculated will instead be disclosed at the time that personal advice is given or as soon as practicable after that time.

Fee for Service

Under this method of payment, there are set fees payable for each service provided to you. Those services and fees include:

- Initial consultation: a fee of up to \$440 (including GST) for the initial consultation with your Adviser.
- SOA preparation a set fee of up to \$8,800 (including GST) for the preparation of an SoA.
- Portfolio review: a fee of up to \$6,600 (including GST) for the preparation of a portfolio review report.

Hourly Rate Direct Charges

We may charge an hourly rate for financial services. The current rate is \$330 per hour or part thereof. Part or all of the initial commissions received from a product provider may be rebated to you if this charging option is used.

Before going ahead, we will provide you with an estimate of the time that your adviser may need.

6. What Financial Wisdom pays us

Fees and Commissions

Once Financial Wisdom receives payment for a service, it will pay us up to 100% of the fees and revenue that they receive.

Where such payments can be calculated at the time you receive personal advice, the amounts payable to us and retained by Financial Wisdom will be disclosed in your SoA. If the amount cannot be calculated at the time your SoA is provided, the way the amount is calculated will instead be disclosed at the time that personal advice is given or as soon as practicable after that time.