

Gippsland Wealth Management Financial Services Guide

ACN 085 547 379 | Authorised Representative No: 344510

Version number: 18.0

PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited Financial Services Guide (FSG) 13 January 2020 and should be read in conjunction with Part One of our FSG dated 13 January 2020. Together these documents form the complete FSG

Faranda Pines Pty Ltd as trustee for the Gippsland Wealth Management Unit Trust trading as Gippsland Wealth Management is an Authorised Representative of Count Financial Limited (Count).

Our firm's advisers listed below will provide the financial services set out in this guide, in their capacity as Authorised Representatives of Count.

Our contact details:

Address: 49-51 Long Street Leongatha Vic 3953

Postal: PO Box 838 Leongatha Vic 3953

Phone: 03 56399112

Fax: 03 56399116

Email: admin@jpickersgill.com.au

Anthony Pickersgill (Jim)

Authorised Representative Number: 231748

Jim is an Authorised Representative of Count and Sole Director of Gippsland Wealth Management and receives a salary and profit share.

Jim has over 20 years' experience in the provision of financial/accounting advice and over 19 years' experience in the provision of financial planning advice. Jim attained a Bachelor of Business Studies from Monash University on 16/05/1992 and became an associate member of CPA Australia in 1992. He was admitted to status of CPA on 26/02/1996. Jim attained PFP-Specialist in Financial Planning through CPA Australia on 16/02/2001. He is a member of National Tax and Accountants Association Limited. Jim is also a registered SMSF Auditor.

Financial services and product types:

Jim is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Margin Lending, and
- Superannuation

How to contact me: email: jim@jpickersgill.com.au or telephone: 03 5639 9112

Syd is an Authorised Representative of Count and Partner of Gippsland Wealth Management and receives a salary and profit share.

Syd has over 3 years' experience in the provision of financial/accounting advice and over 1 years' experience in the provision of financial planning advice. Syd attained a Bachelor of Business (Accounting) from Swinburne University on 05/11/2018 and Graduate Diploma of Financial Planning on 15/11/2019. Syd became an associate member of FPA Australia in 2021. Syd registered with the Tax Practitioners Board in 2020. Syd is also an industry accredited Aged Care and SMSF specialist.

Financial services and product types

Syd is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Superannuation

How to contact me: email: syd@jpickersgill.com.au or telephone: 03 5639 9112

Advice preparation and implementation fee

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

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

These fee options include:

Time based charging

- i) The fee for the preparation and implementation of our advice is calculated based upon the time we spend developing the plan. Our hourly rate is \$250 per hour (incl. GST) with our advice preparation fee ranging from \$1,500 to a maximum of \$20,000 (incl. GST).

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

Service based charging

- ii) The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is \$1,500 (incl. GST) up to a maximum of \$20,000 (incl. GST).

Asset based charging

- i) The fee for the preparation and implementation of our advice is calculated as a percentage of the dollar amount advised upon. Our minimum fee for this is \$1,500 (incl. GST), based on the complexity of advice being provided and agreed upon prior to commencement, and the maximum fee is calculated based upon fee schedule 1 below. Asset based charging applies to existing clients only currently being charged on this basis.

Schedule 1 (investments)

Maximum initial fee*	Investment amount	Average portfolio charge
4.40%	first \$50,000	\$2,200 on \$50,000
2.75%	\$50,001-\$100,000	\$3,575 on \$100,000
2.20%	\$100,001-\$200,000	\$5,775 on \$200,000

1.65%	\$200,001-\$300,000	\$7,425 on \$300,000
1.10%	\$300,001-\$1,000,000	\$15,125 on \$1,000,000
0.55%	Over \$1,000,001	Up to a maximum of \$20,000

* Fees on tax effective products are capped at 4.4% with any excess refunded back to you.

Life Insurance

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

Schedule 2 (Retail insurance)

The maximum fees are based on the commission payments detailed in the section titled 'Our fees and other costs' in Part 1 of the FSG under 'Life Insurance Products'.

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

Supplementary service fees

For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of \$250.00 per hour.

Ongoing service fees

Our ongoing advice fees vary depending on scope and complexity and range from \$500 to \$20,000 (incl. GST) unless otherwise agreed. The exact cost of the ongoing review service will depend on the review offering we recommend and this will be disclosed within the Ongoing Service Agreement we provide to you.

We will recommend an appropriate review package in light of your circumstances.

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$250.00 per hour, may be applied.

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

Non-advisory implementation fees

Managed investments and bank accounts: A fee of up to \$150 per transaction (excluding any non-rebateable component of fund manager fees) may be applied, plus any applicable ongoing commission paid by the product provider.

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

Wealth protection: A fee as detailed in Schedule 2 (Retail Insurance) in the Advice Preparation and Implementation Fee - Insurance section above applies for this service.

Other: If we assist you on an execution only basis (ie where you have been offered and declined advice), a fee of up to \$250.00 per hour may be applied.

Referral arrangements

We have a referral arrangement in place with the providers detailed below. If you use the services of these providers we will receive the corresponding fee disclosed in the below table for the referral of your business. This will be paid for by the relevant provider and is not an additional cost to you. Where fees are paid to Faranda Pines Pty. Ltd no benefit is passed on to your Adviser.

Referral arrangement	Description of referrer	Payment made to adviser
Finconnect	Finconnect provides lending and financing solutions to clients. These services will either be provided by a Finconnect lending manager or a loan writer at another Count Firm.	Faranda Pines Pty. Ltd receives 30% of any upfront commission paid by the Loan Provider. Faranda Pines Pty. Ltd receives 40% of any ongoing commission paid by the Loan Provider.

I may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person I have suggested, but where you do Faranda Pines Pty. Ltd may receive a referral fee or other benefit from the business transacted on your behalf.

Other costs

All fees and commissions will be disclosed in your Statement of Advice. Count may also charge transaction fees in respect of particular products. These include the following:

- Where trades are executed using our approved stockbrokers, Count charges a Transaction Fee in addition to the brokerage charged by the broker. This fee ranges from \$25 to \$29.
- For listed securities held off platform \$110 pa for non-advised portfolios and up to 0.22% pa for advised portfolios.

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

Schedule 4 (Margin lending)

We receive an ongoing commission in relation to margin loan facilities and it is calculated at 0.55% of your loan balance.

Schedule 5 (Term deposits and cash)

We receive an ongoing commission of up to 0.44% of your account balance.

Schedule 6 (Protected equity investments)

We receive an upfront commission of up to 1.375% and ongoing commission of 0.55% of your investment amount.

Schedule 7 (Intra-fund advice)

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