

Altruist Advisers Australia Pty Ltd

FINANCIAL SERVICES GUIDE

Financial Services Guide Version 1.4 – 19 March 2026

It is important for us that you know about the services we offer and whether these services are suitable for your needs. This Financial Services Guide (FSG) is intended to help you make an informed decision. This FSG will guide you with important information on engaging services of one of our Advisers.

Important information in this guide:

- Information about Altruist Advisers Australia Pty Ltd as a licensee.
- Our services and products we are authorised to provide advice to you.
- The remuneration received by the adviser for services they provide to you.
- Any associations or potential conflict of interest we may have.
- Our complaint handling process.
- Our privacy policy

Please carefully read and understand this FSG and retain a copy in your records for future reference.

In this guide, Altruist Advisers Australia Pty Ltd is referred to as “Altruist Advisers Australia”, “we”, “us”, “our” or any variations. The term “Adviser” refers to Altruist Advisers Australia Pty Ltd.’s authorised representatives.

About Altruist Advisers Australia Pty Ltd (The Licensee)

Altruist Advisers Australia Pty Ltd was established in 2024 with a vision to offer accessible financial planning services to everyday Australians through their authorised representatives. Altruist Advisers Australia is owned and operated by Mandar Bapat. As an Australian Financial Services Licensee, Altruist Advisers Australia has no alignment or financial relationship with any other organisation or product provider as it is operating through its own license. This enables us and our advisers to work with a client centric approach.

Not Independent: Altruist Advisers Australia and our Advisers may receive commissions associated with the issue of life insurance products, as permitted by law. For these reasons, we are not able to refer to ourselves as 'independent', 'impartial' or 'unbiased'

Licensee name: Altruist Advisers Australia Pty Ltd (ABN: 17 674 511 169 | AFSL number: 556578)

Address: 35A Croesus Street Morley WA 6062 Postal: PO Box 199 Morley WA 6943

Phone: 0456 442 473

We are the providing entity and are providing the financial services to you in our capacity as an Authorised Representative of the Licensee.

The Licensee's Authorised Representative listed below who may provide services to you is listed below.

About Mandar Bapat (The Authorised Representative)

Mandar Bapat is the founder and principal adviser. Mandar Bapat has been a part of the financial planning industry since 2014 and is fully qualified to provide financial planning advice in the areas listed below. He specialises in Retirement Planning, Superannuation strategies, and Personal Insurance.

Mandar Bapat is committed to provide a holistic financial advice and is a firm supporter of informed choice. He believes that openness and clarity in the advice process results in building successful long-term engagements with the clients.

He finds that being a financial adviser is a fulfilling profession as he can assist his clients in achieving their financial goals, using well designed strategies that are specific to their needs.

Authorised Representative name: Mandar Bapat (AR number 001259595)

Address: 35A Croesus Street Morley WA 6062 Phone: 0456 442 473

The distribution of this FSG by the Authorised Representative has been authorised by the Licensee.

Our services and products we are authorised to provide advice to you.

<p>Altruist Advisers Australia Pty Ltd is licensed to provide financial product advice on the following services:</p> <ul style="list-style-type: none">• Budgeting and cash flow management• Investment and wealth creation strategies• Life insurance advice• Superannuation strategies• Self-managed superannuation funds (SMSF)• Portfolio monitoring service and reviews• Retirement planning	<p>We can advise in the following products:</p> <ul style="list-style-type: none">• Deposit products (Basic and Non-basic deposits)• Government debentures, stocks, and bonds• Life insurance products• Managed investments• Investor Directed Portfolio Services (IDPS)• Retirement Savings Accounts (RSA)• Securities
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<ul style="list-style-type: none"> • Estate planning strategies • Tax (financial) advice 	<ul style="list-style-type: none"> • Derivatives • Superannuation • Self-managed superannuation
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Altruist Advisers Australia Pty Ltd maintains an Approved Product List (APL). The APL is prepared and maintained on the basis of inputs from independent research. Our authorised representatives are able to recommend products available in the APL, subject to attaining their accreditation.

Based on client needs and objectives, in some instances, the adviser may apply to Altruist Advisers Australia's Investment Committee to obtain a one-off product approval to consider products outside the APL.

The remuneration received by the adviser for services they provide to you.

We operate on a fee-for-service basis. All fees and insurance commissions are payable to Altruist Advisers Australia Pty Ltd (Licensee) which then pays 90% of this remuneration to Mandar Bapat (Authorised Representative). The Authorised Representative pays the Licensee a fixed licensee fee which may change from time to time. **All fees outlined here are inclusive of GST.**

<p>Complimentary Telephone Discovery Call</p> <p>Approximately 15 minutes</p>	<p>Complimentary</p> <p>At no cost to you. No obligation to proceed further.</p> <p>What this call is:</p> <p>A brief introductory phone call to get to know each other and confirm whether an in-person meeting would be appropriate.</p> <p>Purpose of the call:</p> <ul style="list-style-type: none"> • introduce ourselves • explain how we work • outline the services available • confirm whether we may be a good fit <p>What happens after this call:</p> <p>Following the Complimentary Telephone Discovery Call, clients may:</p> <ul style="list-style-type: none"> • elect to proceed to a General Advice Meeting • elect to proceed to a One-Off Personal Advice or Strategic Advice engagement • take time to consider their options • choose not to proceed further <p>There is no obligation to progress beyond this call.</p> <p>No personal advice is provided during the complimentary call, and any decision to proceed is entirely at the client's discretion.</p>
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General Advice/ Factual Information Consultation

(Approximately 60 minutes)

\$300

Payable prior to or at the time of the meeting.

No obligation to proceed further.

What this service is:

A one-off meeting providing **general information and guidance only** on financial matters.

General advice **does not** consider your personal objectives, financial situation or needs and **does not include product advice or recommendations.**

Purpose of this meeting:

- explain financial concepts and strategies
- outline commonly available options in Australia
- provide factual information to improve understanding
- answer general questions you may have

Important information:

- No personalised recommendations are provided
- No financial products are recommended or compared
- Information provided should not be relied upon as personal advice

What happens after the meeting:

This call does not involve collecting detailed financial information or providing personal advice.

Following a general advice meeting, clients may choose to:

- take the information and make their own decisions
- request another general advice session in the future
- progress to **either one-off personal advice or comprehensive advice** if tailored recommendations are required

There is **no obligation** to proceed beyond this stage.

One-Off Personal Advice
Limited-scope engagement

\$1,250 - \$2,200

What this service is:

One-Off Personal Advice provides **limited and targeted personal advice** relating to one or two clearly defined advice areas only. The advice is documented in a Statement of Advice. An estimate of this fee will be specified in the Engagement Agreement to Provide Advice and agreed with you prior to the development of your Statement of Advice document.

Comprehensive Personal Advice

Who this service is suitable for:

- clients with **less complex financial needs**
- clients seeking advice on **one or two specific issues**
- families seeking clarity on **debt reduction or cash-flow management**
- individuals uncertain about savings or spending priorities
- clients who **do not wish to engage in ongoing advice**
- clients wanting clarity before making any changes

Scope clarification and exclusions:

Due to the complexity involved, **self-managed superannuation fund (SMSF) advice is explicitly excluded** from One-Off Personal Advice.

This service also excludes:

- superannuation contribution strategies
- transition-to-retirement strategies
- detailed investment portfolio construction
- complex inter-generational or structural strategies
- product advice or implementation services

Advice outside this scope is available only under **Comprehensive Personal Advice**.

After advice is provided:

Following One-Off Personal Advice, clients may choose to:

- implement advice independently
- request further advice at a later time
- progress to Comprehensive Personal Advice
- choose not to proceed further

There is no obligation to continue beyond this service.

Initial Advice Fee: \$2,500 plus

Implementation Fee: \$500 – \$10,000

(Based on scope, complexity and assets involved)

What this service is:

Comprehensive Personal Advice provides broader personal advice and may include product advice, implementation support and coordinated strategies across multiple advice areas.

Advice is documented in a Statement of Advice. An estimate of this fee will be specified in the Engagement Agreement to Provide Advice and agreed with you prior to the development of your Statement of Advice document.

Who this service is suitable for:

- pre-retirees and retirees
- families with children and debt
- high-income earners
- clients seeking diversified investment strategies
- clients considering advanced strategies such as SMSFs
- clients seeking tax-effective structuring
- clients wanting coordination with accountants, brokers or estate planners
- clients seeking implementation and structured planning support

After advice is provided:

Clients may choose to:

- implement recommendations independently
- request assistance with implementation
- progress to an ongoing advice arrangement
- choose not to proceed further

Clients have an informed choice at every stage.

Ongoing Advice & Annual Service
(Ongoing support by agreement)

Typically \$3,000 – \$11,250

(Calculated as a percentage of superannuation and/or investment assets, typically between 0.75% to 1.20%)

What this service is:

Ongoing Advice provides **continuing strategic support** to ensure your financial plan remains appropriate as circumstances change.

This service is provided under an annually renewable agreement. Fees are agreed in advance and reviewed annually.

Services may include:

- ongoing portfolio monitoring
- annual review of your financial situation
- annual portfolio performance and progress reporting
- administration and strategy support
- access to your adviser via phone and email
- 1–2 ad-hoc in-person meetings per year
- annual insurance needs analysis

After engagement:

Clients may:

- continue under the annual agreement
- amend the scope of services
- pause or cease the ongoing arrangement

Participation in ongoing services is **optional**.

<p style="text-align: center;">Initial: 0% to 66%</p> <p style="text-align: center;">Ongoing: 0% to 22%</p>	<p>Insurance Commissions</p> <p>Mandar Bapat receives initial and ongoing commissions from insurance providers when you take out an insurance policy (life, TPD, trauma, income protection or business insurance) we recommend.</p> <p>Initial commissions range from 0% to 66% of the initial yearly premium payable. Ongoing commissions may be up to 22% of your ongoing premium.</p> <p>Commissions are paid to us by the insurance product provider, will be disclosed in your Statement of Advice, and are not an additional cost to you.</p>
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Any associations or potential conflict of interest we may have.

Neither Altruist Advisers Australia Pty Ltd nor Mandar Bapat has any ownership or contractual links with any financial product issuer that could restrict or unduly influence our advice. We have no unreasonable limitations on the range of products we can recommend, and we are not incentivised to favour the products of one institution over another.

We may, from time to time, provide advice on investments that we hold in our own personal portfolios. We also have the discretion to recommend products outside our Approved Product List (APL), subject to approval from our Investment Committee.

We may refer clients to other professionals such as accountants, auditors, solicitors, insurance advisers, or other financial specialists where their services may benefit you. Mandar Bapat does not receive any referral fees for referring clients to these professionals.

From time to time, we may pay referral fees or benefits to individuals or organisations who refer clients to us. If any such payment applies to your engagement with us, we will clearly disclose the nature and amount of the referral fee in advance, before you proceed with our services.

Similarly, if we receive any referral fees or benefits for referring you to another service provider, we will inform you beforehand and provide details of the arrangement, including the amount where known.

Our complaint handling process.

If you are not satisfied with our services or advice and have a complaint, you should take the following steps:

1. Contact Mandar Bapat and notify him of your complaint.
2. If your complaint is not satisfactorily resolved within 5 business days, please send your complaint in writing, and send it to Altruist Advisers Australia Pty Ltd at PO Box 199, Morley WA 6943, or by email to info@altruist.au. Altruist Advisers Australia Pty Ltd will try to resolve your complaint quickly and fairly.
3. If you still do not get a satisfactory outcome within 30 days from the day you lodge your complaint with Altruist Advisers Australia Pty Ltd, you have the right to refer the matter to Australian Financial Complaints Authority (AFCA) for external resolution. AFCA provides a fair and independent financial services complaint resolution that is free to consumers.

Website: www.afca.org.au

Email: info@afca.org.au

Telephone: 1800 931 678 (free call)

In writing to: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001

Altruist Advisers Australia Pty Ltd is a member of this Service.

Our Professional Indemnity Insurance

Altruist Advisers Australia Pty Ltd has in place Professional Indemnity Insurance that is required under the Corporations Act and this meets ASIC's requirements covering present and past representatives.

Our Privacy Policy

We are committed to protecting privacy and security of your personal information. We have a Privacy Policy which sets out how we collect, hold, use, and disclose your personal information. We keep a record of your personal information and advice documents for a period of no less than seven years. If you wish to examine your file, please ask us. We will make arrangements for you to do so. If you don't provide us with full information, we can't properly advise or assist you with your financial service's needs.

We provide your information to the product issuers and service providers (and their representatives) with whom you choose to deal with and our related entities. When we recommend a financial product or service, we will provide their PDS or disclosure document to you which will outline their privacy policy.

We do not trade, rent, or sell your information. However, we use the Internet 'cloud' and external data storage providers or other companies to backup and ad-hoc store our electronic data. Therefore, your information may be disclosed to recipients in overseas countries. We, or our licensee, will not be accountable for any recipient's breach of Australian privacy laws and you will not be able to seek redress under those laws.

Our Privacy Policy is available on request and on our website.