

Altruist Advisers Australia Pty Ltd

FINANCIAL SERVICES GUIDE

Financial Services Guide Version 1 – April 2024

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 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• Derivatives
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<ul style="list-style-type: none"> • Estate planning strategies • Tax (financial) advice 	<ul style="list-style-type: none"> • 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>Initial Consultation</p> <p>Approximately 60 minutes</p>	<p>At no cost to you.</p> <p>We offer an obligation free initial consultation to discuss your financial needs. This meeting will include a discussion of your needs, objectives, current financial position, and a general discussion of possible strategies to meet your needs. In this meeting we will also establish a 'Scope of Advice' upon which our advice to you will be based.</p>
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Fee	Type of Remuneration
<p>\$250</p> <p>(Hourly Rate)</p>	<p>Ad hoc service</p> <p>Where you don't have an ongoing service arrangement and require ongoing advice on an ad hoc basis, a fee based on time will be charged at an hourly rate.</p>
<p>\$1,100 to \$5,500</p>	<p>Advice (SoA) Preparation & Implementation Fee</p> <p>We may charge fees for the preparation of your Statement of Advice, which details all our recommendations in writing. These fees will be based on your individual circumstances, the complexity involved and the time it takes to research and prepare the strategies to meet your needs. This fee includes ensuring our advice is implemented correctly.</p> <p>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.</p>

<p>0.80% to 1.20% per annum (Approximately \$0 to \$10,000 per annum)</p>	<p>Ongoing Advice Fee</p> <p>We may charge an agreed ongoing fee (either flat dollar value based or percentage per annum based) to provide ongoing portfolio reviews and/or for the provision of ongoing services as part of our client value proposition. The level of this fee depends upon the complexity of strategies recommended and level of our ongoing involvement. This fee will be detailed in our Ongoing Service Agreement and your Statement of Advice. This fee will be agreed with you prior to a service commencing on your behalf.</p> <p>You can opt out of an ongoing service at any time with one month's notice.</p>
<p>Initial: 0% to 66% 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>

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 its advice. We have no unreasonable limitations placed on which products we can recommend. And we have no incentive to recommend the product of one institution over another.

We may provide advice on investments we hold in our own personal portfolios. We have the discretion to utilise products outside this APL with the approval of its Investment Committee. We may refer clients to other professionals from time to time, such as accountants, auditors, solicitors, insurance advisers, and other independent financial specialists for their services. Mandar Bapat does not pay or receive any referral fees for referring clients.

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 35A Croesus Street Morley WA 6062, 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 your 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.