



Professional
Investment
Services

Financial Services Guide

Professional Investment Services Pty Ltd

ABN 11 074 608 558

Australian Financial Services Licence Number 234951

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Throughout this Financial Services Guide, Professional Investment Services Pty Ltd is referred to as "PIS", "we", "us", "our" or any variations.

All rates and amounts included throughout are exclusive of GST unless otherwise stated.

1 What is the purpose of this Financial Services Guide (FSG)?



This FSG is an important document for retail investors. It is designed to provide you with an understanding of Professional Investment Services Pty Ltd (PIS) and our service offering, and to inform you of important matters relating to our relationship, prior to us providing you with a financial service.

This FSG contains important information about:

- » who we are;
- » how we can be contacted;
- » documents you may receive from your Adviser;
- » the financial services we are authorised to provide to you;
- » the relationship between PIS and your Adviser;
- » the remuneration and other benefits received by PIS, our Advisers and associates;
- » any potential conflicts of interest we may have;
- » our privacy policy;
- » our internal and external dispute resolution procedures and how you can access them; and
- » the compensation arrangements we have in place.

It is intended that this FSG should assist you in determining whether to use any of the financial services offered by PIS.

An Adviser Profile which outlines specific information about your Adviser forms part of this FSG. If this FSG does not contain an Adviser Profile please ask your Adviser for a copy or alternatively contact our Head Office.

You may also receive the following documents when your Adviser provides financial services to you:

Statement of Advice (SOA)

You will receive a SOA if your Adviser provides you with any personal advice about a product or service which takes into account your financial objectives, financial circumstances, needs and requirements.

The SOA will contain the following important information:

- » the advice given;
- » the basis on which the advice and recommendations are given;
- » information about fees and commissions that may be received; and
- » any associations or relationships that may have influenced the provision of the advice.

Record of Advice (ROA)

If your Adviser has previously provided you with a SOA and then provides you with related additional advice which takes into account your relevant personal circumstances, you may receive written confirmation of that advice in the form of a ROA.

If you have not previously been provided with such a record you may request your ROA either verbally or in writing from your Adviser. Although the request may be made to your Adviser up to seven years after the advice has been provided, we suggest you contact your Adviser as early as possible.

A new SOA will only be provided if your circumstances have changed significantly or you are receiving advice in relation to a different type of financial product.

Product Disclosure Statement (PDS)

Should your Adviser make a recommendation to you about a particular financial product or offer to arrange the issue of a financial product on your behalf, you will receive a PDS prepared by the product provider. This will contain information that will assist you in making an informed decision about that product. The PDS usually includes information about the costs and details of other fees and charges which may apply, including commission payments to financial advisers.

2 Relationship between PIS and your Adviser

Who will be responsible for providing the financial services?

PIS is the holder of an Australian Financial Services Licence (Number 234951).

PIS is a principal member of the Financial Planning Association of Australia Limited (FPA) and we adhere to their high professional standards and code of ethics and rules.

Your Adviser is an authorised representative of PIS and provides financial services on behalf of PIS. Therefore, PIS will be responsible to you for any financial services that your Adviser provides.

You will also receive an Adviser Profile that contains important information about your adviser. PIS has authorised your Adviser to provide this FSG and Adviser Profile to you.



3 Financial services and products offered

What financial services and products is PIS authorised to provide?

PIS is authorised under its Australian Financial Services Licence to offer services to you in the following areas:

- » financial planning
- » superannuation
- » investments
- » personal and business risk insurance
- » estate planning
- » retirement planning
- » social security
- » salary packaging
- » wealth creation and protection
- » gearing strategies
- » share trading facilities

Your Adviser may only be authorised to provide advice in some of the above areas. Please refer to the Adviser Profile which sets out those areas your Adviser is authorised to provide you advice and recommendations on.

In most cases, personal advice will be provided, however if you do not require personal advice, general advice is also available.

What services does PIS not provide?

PIS is responsible for only those services outlined in your Adviser's Profile. PIS has not authorised your Adviser to provide any other services including:

- » banking services
- » general insurance
- » loan facilities
- » financing arrangements
- » legal advice
- » accounting advice
- » real estate services

4 Fees and remuneration received by PIS and your Adviser

How is the remuneration shared between PIS and your Adviser?

PIS initially receives all remuneration once the financial service has been provided and/or the business has been lodged with the product provider. PIS then retains between 0% and 30% of the remuneration received and passes to your Adviser between 70% and 100% of these amounts.

For example, if PIS were to receive \$500 in commission from a product provider we will retain between \$0 and \$150 and forward to the Adviser between \$350 and \$500.

The actual split of remuneration between PIS and the Adviser will be fully set out in your SOA and explained by your Adviser at the time of making any recommendation to you.

What remuneration will PIS and your Adviser receive?

The cost of providing our service to you will depend upon the nature of the service provided. PIS and your Adviser may receive some or all of the following types of remuneration:

1. Fee for Service

Your Adviser may charge you an upfront Fee for Service based on either:

- » the time he/she spends developing your SOA;
- » a fixed dollar amount;
- » the value of funds invested; or
- » a combination of these methods.

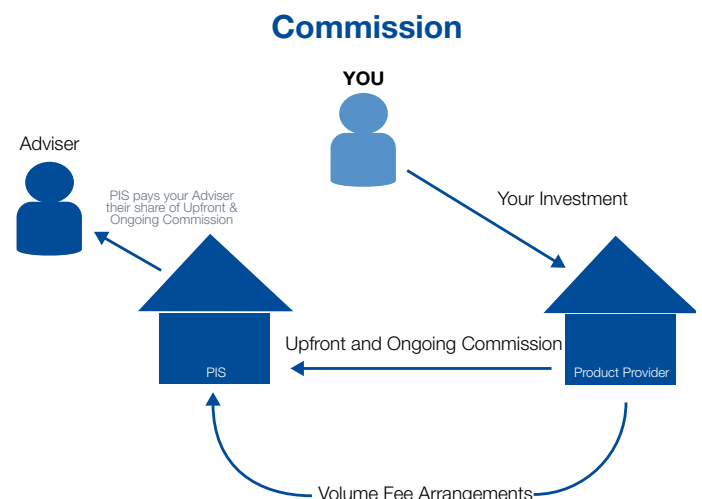
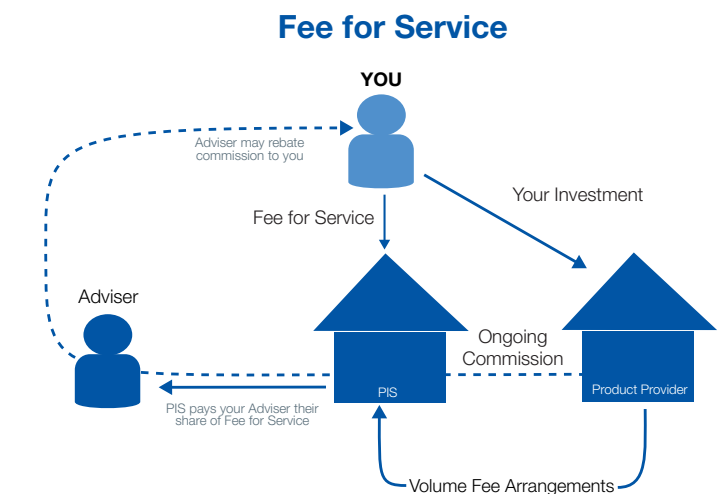
If you are charged a Fee for Service, your Adviser may rebate to you part or all of the commission that PIS and your Adviser would otherwise receive. Your Adviser will invoice you for the relevant fee when your SOA is prepared.

Alternatively, your Adviser may invoice you for an ongoing service which may be calculated as a percentage of your total funds under advice. Your Adviser will provide you with further details where relevant.

2. Upfront Commission

Upfront Commission is paid to PIS by the issuer of the financial products which your Adviser has recommended. The commission may be deducted from the initial amount you have invested by the product provider at the time the investment or insurance is placed and issued to you.

The actual rate of Upfront Commission we receive will depend on the type of product, the services provided and the amount invested or premium paid. The rate of Upfront Commission may be agreed with your Adviser.



4 Fees and remuneration received by PIS and your Adviser



3. Ongoing Commission

Ongoing Commission (also known as Trailing Commission) may also be paid to PIS by the product provider for the duration that your investment is held with the product provider. This income remunerates PIS and your Adviser for the ongoing support that you receive in respect of these products. The rate of Ongoing Commission payable may be agreed with your Adviser.

Generally, the amount of Ongoing Commission will be calculated as a percentage of the investment balance or a percentage of the premium paid for insurance products.

4. Adviser Service Fee

An additional Adviser Service Fee (up to 2% maximum) may also be paid to PIS by the product provider for the duration that your investment is held with the product provider. Any Adviser Service Fee payable will be clearly outlined in your SOA where applicable.

Note: PIS and your Adviser may be remunerated by a combination of commission and Fee for Service.

When will specific details about fees be notified?

The basis and amount of all Fees for Service, Upfront Commission, Ongoing Commission and Adviser Service Fees will be fully set out in your SOA and explained by your Adviser prior to the implementation of investments.

An explanation of the fees and charges of the product provider will also be outlined in the relevant PDS.

Will any third parties be paid for referring my business?

Should you be referred to your Adviser by a third party, (e.g. an Accountant), the third party may receive a fee, commission or other benefit for the referral. This fee comes out of the fees received by PIS and your Adviser and does not represent an additional cost to you. You will receive more detailed information concerning any referral fee or commission in your SOA.

5 Relationships which might influence PIS or your Adviser in providing financial services



1. Volume Fee Arrangements

PIS has commercial arrangements with a number of product providers (known as our Strategic Partners) where we receive a payment based on the total volume of funds invested or placed through the relevant Strategic Partner's products, platforms or master trusts.

Our Strategic Partners may pay us either a:

- » set annual fee; or
- » percentage of the total funds invested with the Strategic Partner; or
- » percentage of the administration fees which they charge investors; or
- » combination of these methods.

These arrangements do not further increase the administration fee or management expense ratio amount that would otherwise be charged by the product provider if these volume bonus arrangements were not in place. This additional payment is usually paid by our Strategic Partners on a quarterly basis and is not an extra cost to you.

Such payments are dependant on set volume levels being reached and maintained for a fixed period of time.

These payments are not shared with your Adviser, however they may receive indirect benefits as described in the following Adviser Incentives section.

For a list of Strategic Partners which PIS currently has volume fee arrangements with please visit our website www.profinvest.com.au or contact PIS Head Office.

2. Related Companies and Associated Product Providers

As at the date of this FSG Professional Investment Holdings Ltd (PIH), the holding company of PIS, has a shareholding in the following companies:

- » Investment Diversity Ltd
- » Mentor Investment Services Ltd (MIS)
- » Ventura Investment Management Ltd (VIML)
- » Great Southern Limited (GSL)
- » Discovery Investment Services Corporation Ltd
- » Timbercorp Limited (TL)
- » Forest Enterprises Australia Ltd (FEA)
- » DKN Financial Group Limited.

MIS, VIML, GSL, TL and FEA may receive product fees including commission, referral fees, entry fees, management fees, exit fees or any other fees specified in the PDS from your investment in their financial products.

Aviva Limited and Aviva Marketing Services Pty Limited have a substantial shareholding in PIH.

3. Adviser Incentives

Dependent on the volume of business transacted, your Adviser may become entitled to options in PIH. These options may be converted into PIH shares in the future upon payment of an agreed price between PIH and the Adviser prior to the implementation of investments.

Your Adviser is free to recommend to you any product on the PIS approved product list, however, PIS Advisers may receive some additional payments for recommending master trusts, wraps and platforms ("Platforms") to you. For example, where your Adviser accumulates and maintains a level of funds under management within each category of Platform, PIS will forward (without retaining its usual split) 100% of all Ongoing Commission which relates to investments in that particular Platform. These additional payments do not represent an extra charge to you.

4. Alternative Remuneration

In accordance with industry requirements and as outlined in the FPA Alternative Remuneration Code of Practice, both PIS and your Adviser maintain an Alternative Remuneration Register that contains information about any alternative forms of payment or benefits (e.g. lunches, gifts, tickets to events and conferences) that may be received.

If you wish to inspect the Alternative Remuneration Register or ask any questions about this, please ask your Adviser.

5. Professional Development Conference Sponsorship

PIS may receive conference sponsorships from various product providers. These sponsorship fees help PIS offset the organisational and running costs of its conferences which serve as a valuable training tool for our Advisers.

6 Important information about when you receive advice from your Adviser



Will advice be given that is suitable to your needs and financial circumstances?

Yes - your Adviser is obliged by law to have a reasonable basis for personal advice they provide, but to do so your Adviser will need to ascertain your individual financial objectives, circumstances, needs and requirements before he/she recommends any financial products or services to you.

To assist your Adviser in providing appropriate advice tailored to your individual needs we ask that you provide accurate information about your personal situation and keep your Adviser updated on any changes to your circumstances.

You have the right not to divulge any information should you not wish to do so. In that case your Adviser will warn you about the possible consequences of not providing your full personal information including limitations on the advice which can be provided. You should read the information in your SOA carefully before making any decision relating to a financial product.

What should you know about any risks of the financial products or strategies that are recommended to you?

Please be aware that there are inherent risks associated with investing in financial markets which may adversely affect the value of your investment.

Your Adviser will explain to you and fully outline in the SOA any significant risks of the financial products and strategies that are recommended to you. If you feel that you need further clarification, please ask your Adviser.

What information does PIS maintain in your file and can you examine the file?

Your Adviser maintains a record of your personal profile, which includes details of your financial objectives, circumstances, needs and requirements. He/she also maintains records of any recommendations made to you in the course of taking instructions from you as well as any SOA he/she has provided to you.

If you wish to examine your file, you should contact your Adviser and he/she will make arrangements for you to do so.

Can you provide your Adviser with instructions about how you wish to buy or sell financial products?

Yes – Generally you need to provide your instructions in writing, however, you may specify how you would like to give instructions. For example, by telephone, fax, email or other means.

How does PIS deal with the Anti-Money Laundering / Counter-Terrorism Financing Act 2006 (“AML/CTF Act”)?

PIS has an obligation under the AML/CTF Act to verify your identity before we can provide you with any financial services. Your Adviser will let you know what documentation you will need to present to satisfy the customer identification requirements of the AML/CTF Act.

7 Privacy considerations

How do we handle your personal information?

PIS is committed to implementing and promoting a privacy policy which will ensure the privacy and security of your personal information. A copy of our Privacy Policy is available from your Adviser and on our website - www.profinvest.com.au/disclaimer.php

Complaints procedure and compensation arrangements



What should you do if you have a complaint?

If you have a complaint about any service provided by your Adviser, you should take the following steps:

1. Contact the PIS Complaints Resolution Officer to discuss your complaint. Most complaints can be resolved quickly at this stage.

Phone:	1800 653 244
Fax:	(07) 5574 3687
Online:	www.profinvest.com.au/complaints.php
Email:	complaints@profinvest.com.au
Mail:	Complaints Resolution Officer Professional Investment Services Pty Ltd Level 14 Corporate Centre One Cnr Bundall Road & Slatyer Avenue Bundall, Queensland 4217

We will try to resolve your complaint quickly and fairly.

2. If the complaint cannot be resolved to your satisfaction within 45 days, you have the right to present your complaint to the independent complaint handling service that PIS is a member of - Financial Ombudsman Service (FOS).

The contact details for FOS are:

Phone:	1300 780 808
Fax:	(03) 9613 6399
Online:	www.fos.org.au
Email:	info@fos.org.au
Mail:	GPO Box 3, Melbourne, Victoria 3001

This service is provided to you free of charge. The Australian Securities and Investments Commission also has a freecall Infoline on 1300 300 630 which you may use to obtain information about your rights.

What compensation arrangements does PIS have?

We are required by the Corporations Act 2001 (Cth) to operate a compensation arrangement which is designed to compensate retail clients for losses they suffer as a result of a breach by PIS or its Advisers of the obligations outlined in Chapter 7 of the Corporations Act.

To this end PIS has comprehensive Professional Indemnity Insurance in place which covers both PIS and our Advisers (including the conduct of those Advisers who are no longer authorised by PIS but were so at the time of the relevant conduct).

Any questions?

Please contact your Adviser in the first instance if you have any questions about this FSG or the financial services we provide. This FSG should be retained by you in a safe place for future reference.