



Financial Services & Credit Guide

Y Partners Wealth & Advisory

This Financial Services and Credit Guide (FSCG) contains information that will help you decide whether to use the financial services we offer. It sets out:

- who we are and how we can be contacted
- the advice and services we provide
- information about our licensee, Hillross Financial Services Limited (Hillross)
- our fees and how we, and Hillross are paid in connection with those services
- how we manage your private information
- how you can complain about a matter relating to us or Hillross

Documents you may receive

We will provide you with a number of documents as you progress through our financial planning process to capture each stage of your advice journey. We may provide these documents to you electronically to your nominated email address, unless otherwise agreed.

When we provide personal advice it will normally be documented and provided to you in a Statement of Advice (SOA), known as a financial plan. The financial plan contains a summary of your goals and the strategies and any financial products we may recommend to achieve your goals. It also provides you with detailed information about product costs and the fees and other benefits we and others will receive, as a result of the advice we have provided.

If we provide further personal advice a financial plan may not be required. We will keep a record of any further personal advice we provide you for at least seven years after our relationship ends. You may request a copy of such records by contacting our office during that period.

When we provide credit assistance we will conduct a preliminary assessment to determine the suitability of a particular product. This is normally documented and provided to you in a Record of debt advice or a Credit Proposal. We will retain a record of the debt advice or Credit Proposal for at least seven years from the date our relationship ends. You may request a copy by contacting our office. We will only provide recommendations to apply for a particular credit contract with a certain lender or increase the credit limit of a particular credit contract where the contract meets your needs and objectives and is not unsuitable to your circumstances.

If we recommend or arrange a financial product for you we will provide a product disclosure statement (PDS) or investor directed portfolio service (IDPS) guide where relevant. These documents contain the key features of the recommended product, such as its benefits and risks as well as the costs you will pay the product provider to manage that product. You should read any warnings contained in your advice document, the PDS or IDPS guide carefully before making any decision relating to a financial strategy or product.

Not Independent

Generally, we provide personal advice in line with our Approved Product and Services List (APSL) which may include financial products and services associated with the licensee. We may receive commissions from life insurance products we recommend and non-monetary benefits such as training and educational seminars from product providers. For these reasons, we are not considered independent, impartial, or unbiased.

About our firm

Summary of the business

Name	Y Partners Wealth & Advisory
Australian Business Number	89 097 681 322
Authorised representative number	247771
Credit representative number	369095

Our office contact details

Address	Level 8, 185 Victoria Square ADELAIDE SA 5000 GPO Box 2940 ADELAIDE SA 5001
Phone	08 8110 6400
Fax	08 8410 5450
Email	info@ypartners.com.au
Website	www.ypartners.com.au

This guide provides information about our advisers including their contact details, qualifications, experience, the services they may offer and financial products they can provide advice on.

Our advice and services

We can provide you with personal and general advice about specific services and financial products listed below. We can also arrange for financial products to be issued without advice from us. In some cases, we may not be able to distribute a financial product to you under non-personal advice if your circumstances do not fit within a product's target market.

Individual advisers within our firm may not be qualified to provide advice in all of the services and products noted below. Their individual profile guides will note any limitations to the advice they are qualified to provide. At all times we will ensure the appropriate adviser is available to you to provide advice consistent with your goals.

The following table sets out the areas of advice we can help you with as well as the products and services we can arrange.

Any additional advice or services we can offer you, or limitations to the list below, will be outlined in **Our Financial Advisers and Credit Advisers** on page 13.

We can provide financial advice in relation to:	We can provide advice and arrange the following products and services:
— Investment strategies (strategic asset allocation and goals based investing)	— Superannuation, including retirement savings accounts
— Budget and cash flow management	— Self-managed superannuation funds (SMSF)
— Debt management (including borrowing for personal and investment purposes)	— Borrowing within your SMSF
— Salary packaging	— Managed investments
— Superannuation strategies and retirement planning	— Investor directed portfolio services (for example, administration platforms)
— Personal insurance	— Deposit and payment products (for example term deposits, cash management accounts and non-cash payment products)
— Estate planning	— Standard margin loans
— Centrelink and other government benefits	— Retirement income streams, including pensions and annuities
— Aged care	— Personal and group Insurance (life cover, disability, income protection and trauma)
	— Loans including mortgages, reverse mortgages and deposit bonds
	— Life investment products including whole of life, endowment and bonds
	— Securities (including listed securities and debt securities)
	— Exchange traded funds and Listed investment companies
	— Arranging for listed securities, shares and debentures to be bought and sold via a platform and broker
	— Limited selection of investment guarantees

Hillross maintains an approved products and services list from a diversified selection of approved Australian and International providers, including companies related to Hillross. These have been researched by external research houses as well as our in-house research team.

Hillross periodically reviews these products to ensure that they remain competitive with similar products that address similar client needs and objectives. Generally, we recommend products that are on the approved products and services list. However, if appropriate for your needs, we may, subject to Hillross' approval, recommend other products.

A copy of the approved products and services list can be supplied to you upon request.

If we recommend a new platform or portfolio administration service, we use those approved by Hillross. These services may include those issued by companies related to Hillross.

As at October 2021, the lenders whose products are most commonly recommended by accredited mortgage consultants authorised by Hillross are Westpac, Macquarie Bank, AFG Home Loans, ANZ, NAB and Bank SA.

Tax implications of our advice

Under the Tax Agent Services Act 2009, Y Partners Wealth & Advisory is authorised by the Tax Practitioners Board to provide tax (financial) advice services on matters that are directly related to the nature of the financial planning advice provided to you. We will not consider any other tax matters in our advice to you. Where tax implications are discussed they are incidental to our recommendations and only included as an illustration to help you decide whether to implement our advice.

Transaction services

We can arrange to complete transactions for you on limited types of financial products where we can take your instructions and arrange for the transaction to be completed, without providing personal advice. If you wish to proceed without our advice, we will ask you to confirm your instructions, which will be documented in writing. We will keep a record of this documentation for seven years after the end of our relationship. You may request a copy of such records by contacting our office during that period.

Your relationship with us and using our services

You can contact us directly with any instructions relating to your financial products. This includes giving us instructions by telephone, mail or email. We can only accept your instructions via email once you have signed an authority form.

We will work with you to agree what advice and services we will provide and when and how often we will provide them.

Where you agree to annual advice and services, the details will be documented and provided to you in an advice or service agreement. This includes the frequency of contact between us, service standards that may apply, any fee arrangements and how the agreement can be terminated.

If at any time you wish to terminate your relationship with us, please contact us using the details shown in this guide.

Providing information to us

It is important that we understand your circumstances and goals, so that we can provide you with appropriate advice and services. You have the right not to provide us with any personal information. Should you choose to withhold information, or if information you provide is incomplete or inaccurate the advice or services we provide you may not be appropriate for you.

It is also important that you keep us up to date by informing us of any changes to your circumstances so we are able to determine if our advice continues to be appropriate.

Our fees

The actual fee charged to you will depend on the nature of the advice or service we provide. We will discuss and agree the actual fees with you before we proceed. The following section outlines the types of fees that may apply:

The fees charged for our advice and services may be based on a combination of:

- A set dollar amount; or
- A percentage based fee

Our agreed advice and service fees may include charges for:

- Initial advice
- Ongoing advice and services
- Annual advice and services

Please note that for services in relation to insurance and some credit products, commissions may be paid by the product provider as follows:

- Initial commission - a percentage of the value of your loan balance or insurance premiums; and
- Ongoing commission - a percentage of the value of your outstanding loan amount or premiums, usually calculated at the end of each month in which you hold the loan, or on renewal of insurance products

We may also receive commissions for deposit bonds. Details are in the schedule of fees.

Payment methods

We offer you the following payment options for payment of our advice and service fees:

- BPAY, direct debit (savings), credit card or cheque; and
- Deduction from your investment (subject to the advice and service provided)

All permissible fees and commissions will be paid directly to Hillross as the licensee. It will then pass on the amounts due to us through its payment system. Hillross charges our practice a Licensee Fee each year. The Licensee Fee is determined as an annual amount based on a number of factors, including our business revenue, the number of advisers and/or accredited mortgage consultants in the practice and a practice fee.

For more information on our services, please see our **Schedule of fees** attached or available on request.

Other costs

Where other costs are incurred in the process of providing our advice and services to you, you will be liable for these costs. However, we will agree all additional costs with you prior to incurring them.

Other benefits we may receive

The following are monetary and non-monetary benefits we may receive other than those explained above. These are not additional costs to you.

In addition to the payments we may receive for our advice and services, we may receive other support services or recognition from the licensee to help us grow our business. This could include education or training support, badging rights, technology, financing, events or other recognition we are eligible for. We may receive benefits from product issuers that may include non-monetary benefits that are valued at less than \$300. We may also participate in business lunches or receive corporate promotional merchandise tickets to sporting or cultural events and other similar items.

Development, management and advice (DMA) run off payments

Eligibility to receive DMA run off payments is dependent on us continuing to be authorised by and meeting standards set by Hillross. From 31 January 2020 we will be eligible to receive run off payments based on the amount of advice revenue we generated in 2018. Advice revenue includes revenue directly attributable to advice provided to a client for an agreed fee. It excludes commissions from investment, insurance and banking products. These payments are to assist with our cashflow over 3 years as set out in the table below. Run off payments will not be made after January 2023.

Year	Total annual amount
2021	\$85,800.00
2022	\$42,900.00

Placement fees

From time to time Hillross will receive fees from brokers or product issuers (including AMP group companies) for arranging client participation in Initial Public Offerings (IPOs) of financial products. The fee, which is generally a percentage of the fee paid to the broker, varies from offer to offer and by the level of participation by Hillross. We may share in this fee based on the level of participation by our clients.

Business buy-back option

Where we request Hillross to buy-back our business on or prior to 31 December 2021 and this is approved by Hillross, then if we leave the financial services industry, Hillross makes available a facility for its authorised representatives to transfer their clients. If this happens, Hillross may buy back the servicing rights of our clients. The facility is subject to certain conditions (such as, reason for sale, time the firm has been operating with Hillross, level of adherence to Hillross compliance requirements and achieving a satisfactory level of customer service), and provides a minimum value for our register of clients. The minimum value is based on a multiple of firm revenue. If at some future time we should look to sell our firm, Hillross may purchase the servicing rights of our clients in these circumstances.

Personal and professional development

Hillross offers education, personal and professional development opportunities to our firms on an annual basis. Participation in these opportunities may be based on attainment of qualifying criteria or open eligibility.

Education and professional development

Provided we meet specific qualification criteria Hillross will support the firm with up to 20% of the licensee fees payable by the firm to the licensee in 2017 to meet the training and education requirements for financial advisers as required by Financial Adviser Standards and Ethics Authority.

The support mentioned above is paid by Hillross directly to the education provider and not to us.

Relationships and associations

It is important that you are aware of the relationships that Hillross has with providers of financial services and products as they could be seen to influence the advice you receive.

About our licensee

Hillross Financial Services Limited

ABN 77 003 323 055

Australian Financial Services and Australian Credit Licensee

Licence No: 232705

Hillross has:

- Approved the distribution of this guide
- Authorised us to provide advice and other services as described in this guide
- Authorised us to provide credit assistance services to you

Hillross' registered office is located at 33 Alfred Street, Sydney, NSW 2000.

About the AMP Group

Hillross is a member of the AMP group of companies. We can provide advice on products from a wide range of financial product providers, some of which are related or associated with Hillross, namely:

- | | |
|--|---|
| — National Mutual Funds Management Limited | — AMP Capital Funds Management Limited |
| — NMMT Limited | — AMP Capital Investors Limited |
| — N.M. Superannuation Pty Limited | — AMP Superannuation Limited |
| — ipac asset management limited | — Australian Securities Administration Limited (ASAL) |
| — AMP Bank Limited | — SuperConcepts Pty Ltd |
| — SMSF Administration Solutions Pty Ltd | |

If we recommend a product issued by the AMP Group or a third party product issuer, they will benefit from our recommendation by receiving product, administration and investment fees, as well as fees paid by fund managers to distribute their product. These fees are all disclosed in the relevant PDS or IDPS guide.

Authorised representatives and/or staff employed in our business may hold shares in AMP Limited, whose share price may be favourably affected by the sale of products issued by AMP Group companies.

Separately managed accounts (SMA)

Key relationships and associations

A separately managed account (SMA) is an account where a responsible entity, based on advice from a professional investment manager, can make investment decisions on a client's portfolio and transact on those decisions without requiring the client's express consent each time. This means the responsible entity is responsible for the discretionary management of the client's investment portfolio.

We distribute the Private Collection Managed Portfolios.

MyNorth is the platform that administers the Private Collection Managed Portfolios.

Y Partners Wealth & Advisory is not the investment manager. The responsible entity appoints a professional investment manager to provide advice about the management of the SMA portfolios. The responsible entity makes all investment decisions relating to the SMA portfolios.

We have no relationship or association with the investment manager.

Fees

Other than the fees disclosed under 'Our Fees' above, we do not receive any other remuneration or other benefits in respect of, or that is attributable to, the provision of services related to the Private Collection Managed Portfolios.

Key roles

Entity	Role
Responsible entity (RE)	Issues the SMA. The RE must meet regulatory requirements including investment governance and is ultimately responsible for the effectiveness and governance of the investment options (model portfolios and customisations) available via the SMA. The RE manages the platform, custodial and administrative services.
Investment manager	Provides advice to the responsible entity on the composition and management of the managed portfolios.
Platform	Provides custodial and administrative services, reporting and access to a menu of diversified investments.
Practice (us)	Reviews the appropriateness of the SMA product for the client at least once a year.

For more information about how the product works and the roles and responsibilities of the key parties, please refer to the Private Collection Managed Portfolios PDS which we'll provide to you if we recommend the SMA product to you.

Note

If you are no longer a client of Y Partners Wealth & Advisory, the responsible entity may have the discretion to move your investments out of the Private Collection Managed Portfolios.

ABNs and Australian financial services licences (AFSL)

Responsible entity	NMMT Limited, ABN 42 058 835 573, AFSL 234654
Investment manager	Mercer Investments (Australia) Limited, ABN 66 008 612 397, AFSL 244385

Hillross' relationships with other companies

From time to time, AMP Services Limited (ASL) may facilitate access to Hillross and its authorised representatives for issuers to train or educate Hillross and its authorised representatives on their products.

Our other business activities and relationships

Other business interests

In addition to providing the services listed in this guide, we have a relationship with Y Partners which provides Y Partners Wealth & Advisory Pty Ltd maintains a partnership interest in Y Partners which provides tax & accounting services. Y Partners Wealth & Advisory Pty Ltd is entitled to distributions of profit from Y Partners. Y Partners Wealth & Advisory Pty Ltd will refer clients to Y Partners for tax and accounting services from time to time and to the extent that such clients contribute to the net profit of Y Partners, Y Partners Wealth & Advisory Pty Ltd will benefit in this regard. Hillross has no involvement in these activities and is not responsible for any services, advice or products provided by this business.

We control a percentage of the equity interests in the business providing the services listed above. As a result, we will benefit from fees, dividends or income received from the business's profits that may result from any payments or other benefits received in respect of the services provided to you.

Confidence in the quality of our advice

If at any time you feel like you are not satisfied with our services, the following will help you understand your options and find a resolution.

- Contact your adviser or accredited mortgage consultant and tell them about your complaint.
- If your complaint is not satisfactorily resolved within three business days, please contact Hillross:
 - Phone 1800 812 388
 - Email advicecomplaints@amp.com.au
 - In Writing:

Hillross Financial Services Limited

Attention: Head of Advice Complaints and Client Remediation

33 Alfred Street

Sydney NSW 2000

- They will try to resolve your complaint quickly and fairly. They will provide you with a decision in respect to your complaint within 30 days of us receiving it.

- We note that in some circumstances, it may not be possible for us to completely resolve a complaint within this timeframe. If you do not agree with our decision in respect of your complaint, or are otherwise unsatisfied with our response, you may escalate your complaint to one of the following External Dispute Resolution Schemes listed in the following table.

Any issues relating to financial advice, investments, superannuation, insurance matters, or credit matters	Australian Financial Complaints Authority (AFCA) GPO Box 3 Melbourne VIC 3001 1800 931 678 www.afca.org.au info@afca.org.au
Any issue relating to your personal information	The Privacy Commissioner GPO Box 5218 Sydney NSW 2001 1300 363 992 privacy@privacy.gov.au

You may also contact the **Australian Securities & Investments Commission (ASIC)** on 630 (free call info line) to make a complaint and obtain information about your rights.

1300 300

Professional indemnity insurance

We maintain professional indemnity insurance to cover our advice and the recommendations provided by your adviser. Hillross is also covered by professional indemnity insurance and this satisfies the requirements imposed by the Corporations Act 2001 and National Consumer Credit Protection Act. The insurance covers claims arising from the actions of former employees or representatives of Hillross, even where subsequent to these actions they have ceased to be employed by or act for Hillross.

Your privacy

We are committed to protecting your privacy. Below we outline how we maintain the privacy of the information we collect about you.

Privacy collection statement

As part of the financial planning process, we need to collect information about you. Where possible we will obtain that information directly from you, but if authorised by you we may also obtain it from other sources such as your employer or accountant. If that information is incomplete or inaccurate, this could affect our ability to fully or properly analyse your needs, objectives and financial situation, so our recommendations may not be completely appropriate or suitable for you.

We are also required under the Anti-Money-Laundering and Counter-Terrorism Financing Act (AML/CTF) 2006 to implement client identification processes. We will need you to present identification documents such as passports and driver's licences in order to meet our obligations.

We keep your personal information confidential, and only use it in accordance with our Privacy Policy. Some of the ways we may use this information are set out below:

- Your adviser and Hillross may have access to this information when providing financial advice or services to you;
- Your adviser may, in the future, disclose information to other financial advisers, brokers and those who are authorised by Hillross to review customers' needs and circumstances from time to time, including other companies within the AMP group (the Group);
- Your information may be disclosed to external service suppliers both here and overseas who supply administrative, financial or other services to assist your adviser and the Group in providing financial advice and services to you. A list of countries where these service providers are located can be found in the Group Privacy Policy;
 - We may be disclosing your personal information to Philippines for the purpose of Paraplanning.
- Your information may be used to provide ongoing information about opportunities that may be useful or relevant to your financial needs through direct marketing (subject to your ability to opt-out as set out in the Group Privacy Policy);
- Your information may be disclosed as required or authorised by law and to anyone authorised by you.

Your adviser and Hillross will continue to take reasonable steps to protect your information from misuse, loss, unauthorised access, modification or improper disclosure. You can request access to the information your adviser or Hillross holds about you at any time to correct or update it as set out in the Group Privacy Policy. The Group Privacy Policy also contains information about how to make a complaint about a breach of the Australian Privacy Principles.

For a copy of the Group's Privacy Policy visit <http://www.amp.com.au/privacy> or you can contact us.

Australian Finance Group (AFG)

AFG is an aggregator and it acts as a gateway or interface between mortgage brokers and lenders by providing an IT platform through which brokers submit loan applications and deal with lenders as well as providing some other ancillary services.

Subject to compliance with relevant laws, included relating to conflicted remuneration, lenders may offer incentives that are paid directly to the accredited mortgage consultant. These may include indirect benefits for example business lunches, tickets to sporting or cultural events, corporate promotional merchandise and other minor benefits.

Accredited mortgage consultants may be invited to attend the AFG National Conference. This is an annual event which offers accredited mortgage consultants the opportunity for professional development and to hear industry updates and educational presentations by AFG and lender sponsors. AFG may subsidise some costs of attendance, subject to compliance with relevant laws. The value will depend upon a range of factors, including the nature of the courses and events planned.

Any benefits that we may receive that are related to a loan recommended to you which is regulated by the National Consumer Credit Protection Act 2009 (Cth), will be disclosed in our advice to you prior to application.

Our financial advisers and credit advisers

About Richard Lovell

Experience	Richard has over 18 years experience providing tailored financial advice to his clients. He has been a financial adviser since 2002 after spending 3 years as an associate financial adviser. Richard is committed to ongoing professional and technical development, he is a Certified Financial Planner™ and has a Bachelor of Commerce with a major in Corporate Finance in addition to a Diploma of Financial Planning. Richard develops tax-effective wealth creation strategies with his clients, specialising in direct equity model portfolios, self managed superannuation, redundancy, personal insurance solutions and superannuation. Richard provides tailored, high level strategic advice and disciplined portfolio construction and review methodology to a range of high net worth families and individuals, corporate investors, trustees of self-managed super funds & discretionary trusts, private ancillary funds and many not for profit and charitable organisations. With a thorough understanding of the issues facing medical professionals, whether in private practice or the public system, Richard also specialises in this area and maintains a strong reputation in this regard.
Phone	08 8110 6400
Email	rlovell@ypartners.com.au
Authorised representative number	247689
Credit representative number	368765
Qualifications (Finance related)	
Diploma of Financial Planning	
Bachelor of Commerce (Economics, Finance and Financial Planning)	
Professional memberships	
FPA - Financial Planning Association	
Professional designations	
CFP - Certified Financial Planner (FPA)	

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- Goals based investing
- Loans including mortgages, reverse mortgages and deposit bonds

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

How I am paid

I receive the following from our firm:

- salary
- dividends

Based on the above, the following contains my remuneration details:

- Richard Lovell is a director, employee and shareholder of Y Partners Wealth and Advisory Pty Ltd and receives salary plus dividends from Y Partners Wealth and Advisory Pty Ltd. Richard's Family Trust is also a shareholder of Y Partners Wealth and Advisory Pty Ltd which is entitled to receive dividends from Y Partners Wealth and Advisory Pty Ltd.

About Greg Fragoulis

Experience	<p>Greg has been a Certified Financial Planner™ since 1999 and has been providing personal financial planning advice to clients for over thirteen years. However, his involvement in the financial services industry spans a period of over 30 years, including managerial roles in superannuation, marketing & technical support to financial planners in South Australia and the Northern Territory.</p> <p>His qualifications include a Bachelor of Science (Maths) from Adelaide University, a Diploma of Financial Planning and is a member of the Financial Planning Association (FPA). Out of the office you'll find him on or very near a tennis court, either playing or organising teams for his local tennis club.</p>
Phone	08 8110 6400
Email	gfragoulis@ypartners.com.au
Authorised representative number	247650
Credit representative number	368860
Qualifications (Finance related)	
Diploma of Financial Planning	
Certificate IV in Superannuation	
Qualifications (Non-finance related)	
Bachelor of Science (Math Sciences)	
Professional memberships	
FPA - Financial Planning Association	
Professional designations	
CFP - Certified Financial Planner (FPA)	

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- Estate planning (I am authorised to advise on limited estate planning solutions related to your financial products)
- Gearing and margin lending
- SMSF borrowing
- Loans including mortgages, reverse mortgages and deposit bonds
- Debt Securities

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

How I am paid

I receive the following from our firm:

- salary
- dividends

Based on the above, the following contains my remuneration details:

- Greg Fragoulis is a director and employee of Y Partners Wealth and Advisory Pty Ltd and receives salary from the firm. Greg's Family Trust is a shareholder of Y Partners Wealth and Advisory Pty Ltd which is entitled to receive dividends from Y Partners Wealth and Advisory Pty Ltd.

About David Freer

Experience	David has 16 years of experience in the provision of financial planning advice. David attained a Diploma of Financial Services from Kaplan Professional on 02 June 2009. He is an Associate Member of the SMSF Association and is also a member of the Executor and Trustee Institute. David has obtained specialist accreditation to provide advice in the area of Self Managed Super Funds.
Phone	08 8110 6400
Email	dfreer@ypartners.com.au
Authorised representative number	231491
Credit representative number	524109
Qualifications (Finance related)	
Diploma of Financial Services (Financial Planning)	
Professional memberships	
SMSF Association (SPAA)	

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- Aged care
- Exchange traded funds (ETF) and Listed investment companies (LIC)
- Goals based investing
- Securities (including listed securities and debt securities)
- Self-managed super funds (SMSF)
- SMSF borrowing
- Loans including mortgages, reverse mortgages and deposit bonds

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

How I am paid

I receive the following from our firm:

- salary
- dividends

Based on the above, the following contains my remuneration details:

- David Freer is a Director and an employee of Y Partners Wealth and Advisory Pty Ltd and receives salary from the firm. David is also a Director and Shareholder of Y Partners Wealth Pty Ltd which is also a Shareholder of Y Partners Wealth and Advisory Pty Ltd which is entitled to receive dividends from Y Partners Wealth and Advisory Pty Ltd.

About Aldo Viviani

Experience	<p>Aldo has been providing tailored advice and solutions to his clients for over 10 years and is committed to helping his clients maximise their financial goals. He aims to provide tailored solutions to which met a client's financial objectives.</p> <p>Aldo enjoys building strong relationships and he prides himself with maintaining an ongoing commitment to Professional and Technical development in order to build knowledge and strategies that best suit client's needs and goals.</p> <p>Aldo can also provide a service as a "Justice of the Peace for South Australia". So if he can be of service in this regard please feel free to make an appointment.</p> <p>When Aldo is not at work, you will also find Aldo serving the community through his active volunteer service with the SA Sea Rescue Squadron as a Skipper, committed to "Saving lives at sea".</p>
Phone	08 8110 6400
Email	aviviani@ypartners.com.au
Authorised representative number	340061
Credit representative number	371802
Qualifications (Finance related)	
Diploma of Financial Services (Financial Planning)	
Advanced Diploma of Financial Services (Financial Planning)	
Certificate IV in Finance and Mortgage Broking	
Diploma of Finance and Mortgage Broking Management	
Professional memberships	
AFA - Association of Financial Advisers	
Professional designations	
FChFP - Fellow Chartered Financial Practitioner	

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- SMSF borrowing
- Loans including mortgages, reverse mortgages and deposit bonds
- Debt Securities

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

How I am paid

I receive the following from our firm:

- salary

Based on the above, the following contains my remuneration details:

- As an employee of Y Partners Wealth and Advisory Pty Ltd, I receive a salary from the firm

About Elise Marcus

Experience	<p>Elise currently has 4 years, experience in the Financial Planning industry. She also has a background in accounting giving her good stead into the field of numbers and assisting clients. She completed a Bachelor of Business (Financial Planning) through RMIT in 2017 and has a passion for financial advice. Elise is keen to assist clients in achieving their life goals and does so with a down to earth approach that leads to many clients feeling at ease and understanding the fundamentals of their financial circumstances.</p> <p>Elise is currently undertaking her Certified Financial Planner studies and hopes to finish this in the near future. She believes in improving her skills constantly and continues to challenge herself in learning as much as she can to assist her clients going forward. Elise has a special interest for ethical investments and is looking to expand her knowledge in this area, to benefit her growing client base.</p> <p>Should you catch Elise outside of work, she is more than likely spending time with family & friends, hiking around the many Adelaide trails or indulging in her yoga practice.</p>
Phone	08 8110 6400
Email	elisemarcus@ypartners.com.au
Authorised representative number	1269281
Credit representative number	533592
Qualifications (Finance related)	
Bachelor of Business (Financial Planning)	
Professional memberships	
FPA - Financial Planning Association	

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- Limited selection of investment guarantees
- Self-managed super funds (SMSF)
- SMSF borrowing
- Loans including mortgages, reverse mortgages and deposit bonds
- Debt Securities

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

How I am paid

I receive the following from our firm:

- salary

Based on the above, the following contains my remuneration details:

- As an employee of Y Partners Wealth and Advisory Pty Ltd, I receive a salary from the firm

About Leszek Jarco

Experience	<p>Les has over 10 years' experience as a financial planner. His qualifications include a Bachelor of Finance (International) and a Diploma of Financial Services (Financial Planning), and is a member of the Financial Planning Association (FPA). Les specialises in providing Professional Financial Advice on tax minimisation strategies, building of superannuation, wealth creation as well as asset protection and personal insurance.</p> <p>Les is passionate about helping his clients achieve financial independence, believing that everyone has the potential to build and achieve financial freedom.</p> <p>Les is also a Justice of the Peace; a further service to our clients. Outside the office, he enjoys hiking and walking trails, and has ambitions to complete the Heysen Trail.</p>
Phone	08 8110 6400
Email	les.jarco@hillross.com.au
Authorised representative number	429468
Credit representative number	429474
Qualifications (Finance related)	
Certificate IV in Finance and Mortgage Broking	
Bachelor of International Finance	
Professional memberships	
FBAA - Finance Brokers Association of Australia	

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- SMSF borrowing
- Loans including mortgages, reverse mortgages and deposit bonds
- Debt Securities

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

How I am paid

I receive the following from our firm:

- salary

Based on the above, the following contains my remuneration details:

- As an employee of Y Partners Wealth and Advisory Pty Ltd, I receive a salary from the firm

About Edward Bartels

Experience	Edward has been in the financial planning industry for 5 years, having worked in a client services role before progressing as an Accredited Mortgage Consultant and Financial Planner. He is passionate about assisting young people with their financial needs, especially planning for the purchase of first homes and establishing cost saving strategies for young families. Edward has a Diploma in Financial Planning and Certificate IV in Finance and Mortgage Broking. He also completed a Bachelor of Mathematical and Computer Science in 2015. Edward enjoys spending time with family and friends, and time out in nature, especially rock climbing around Adelaide.
Phone	08 8110 6400
Email	edward.bartels@hillross.com.au
Authorised representative number	1271507
Credit representative number	511973
Qualifications (Finance related)	
Diploma of Financial Planning	
Certificate IV in Finance and Mortgage Broking	
Professional memberships	
FBAA - Finance Brokers Association of Australia	

The advice and services I can provide

I am authorised to provide the services listed in the **Our advice and services** section of this guide, except for the following:

- Aged care
- Estate planning (I am authorised to advise on limited estate planning solutions related to your financial products)
- Gearing and margin lending
- Securities (including listed securities)
- Self-managed super funds (SMSF)
- SMSF borrowing
- Debt Securities

Should you require advice and services that extend beyond my authority I can refer you to a suitably qualified professional.

I am also an Accredited Mortgage Consultant. As a credit representative of Hillross I am authorised to provide mortgage and finance broking activities, including advising and assisting you to implement loan products and consumer leases.

Subject to meeting lender credit criteria, I can advise on loans relating to:

- residential mortgages and home loans
- deposit bonds
- reverse mortgages

How I am paid

I receive the following from our firm:

- salary

Based on the above, the following contains my remuneration details:

As an employee of Y Partners Wealth and Advisory Pty Ltd, I receive a salary from the firm

Schedule of fees

These prices should be used as a guide only. We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice.

Initial fees

These are fees paid when you have agreed to receive our advice:

Initial service	Fee amount
This can include initial consultation, advice and implementation. Our preferred method of payment is by an agreed fee. The actual fee charged to you will depend on the nature and complexity of the advice we provide. We will discuss and agree the actual fees with you before we provide any advice to you.	Our initial advice fees will range from - \$2,750 to \$11,000.

Ongoing service fees

We provide ongoing services for clients with existing ongoing fee arrangements to help you stay on track to meet your goals. Our ongoing service fees vary depending on the scope and complexity of services provided. The cost of these services are as follows:

Ongoing service	Fee amount
The ongoing fee will be charged in accordance with the agreed ongoing service arrangement. A separate initial advice and implementation fee may be charged in some circumstances. Our preferred method of payment is by an agreed fee. The actual fee charged to you will depend on the nature of the advice or service we provide.	We will discuss and agree the actual fees with you before we proceed but fees will range between \$3,300 p.a. for our base service and up to \$26,000 p.a. for a highly comprehensive ongoing service.

The amount of fees will depend on the service offering and these will be provided in a separate advice or services agreement. Note that ongoing service are closed to new clients and are applied to existing 'ongoing advice agreements' prior to 1 March 2020.

Commissions

We may receive commissions when implementing certain products for you, in line with the below. Any commission amounts will be disclosed to you when providing our advice. The following table is a guide of commissions we may receive.

Product type	Initial commission	Ongoing commission	Example
Insurance (including those held within superannuation)	<p>Up to 66% of the first year's premium for new policies implemented from 1 January 2020.</p> <p>We may receive commissions on increases or additions to existing policies of up to 130%.</p>	<p>Up to 33% of the insurance premium each following year.</p>	<p>On insurance policies implemented from 1 January 2020, if your insurance premium was \$1,000, we would receive an initial commission of up to \$660.</p> <p>We would receive an ongoing commission of up to \$330.00 pa.</p>
Residential Loans	<p>Up to 1.10% of the initial loan balance.</p> <p>Until 1 February 2022, AFG retains 1.5% of this and we will receive the remainder.</p>	<p>Up to 0.55% of the outstanding loan balance each year.</p> <p>Until 1 February 2022, AFG retains 1.5% of this and we will receive the remainder.</p>	<p>If your loan balance was \$100,000, initial commission would be up to \$1,100.</p> <p>The ongoing commission on a \$100,000 loan balance would be up to \$550.</p> <p>Until 1 February 2022, after the 1.5% aggregator fee is deducted by AFG, we would receive \$1,083.50 of the initial commission and \$541.75 of the ongoing commission based on the above example.</p>
Personal Loans	<p>Up to 2.75% of the initial loan balance.</p> <p>Up to \$1,990 where a brokerage fee applies.</p> <p>Until 1 February 2022, where an aggregator fee applies, AFG will retain 1.5% of this and we will receive the remainder.</p>	N/A	<p>If your loan balance was \$50,000 and a percentage-based fee applies, commission would be up to \$1,375.</p> <p>Until 1 February 2022, after the 1.5% aggregator fee is deducted by AFG:</p> <ul style="list-style-type: none"> — We would receive \$1,354.37 based on the above example. — Where the \$1,990 brokerage fee applies, we would receive \$1,960.15.
Deposit bonds	<p>Up to 25% of the deposit bond fee.</p> <p>Until 1 February 2022, AFG retains 1.5% of this and we will receive the remainder.</p>	N/A	<p>For example, if your deposit bond fee is \$400, the commission would be up to \$100.</p> <p>Until 1 February 2022, we would receive \$98.50 after the 1.5% aggregator fee is deducted by AFG.</p>

^ Until 1 February 2022, an aggregator fee of 1.5% is deducted by AFG before the remaining commission is passed on to us. From 1 February 2022, this fee will no longer be charged before we receive the commissions.

All fees and charges include GST. If an agreed advice fee is charged then we may rebate all or some of the commission.