

This document, and the attached 'Adviser Profile', make up the Financial Services Guide.

This Financial Services Guide is effective from 3 October 2023 and issued by DP Wealth Advisory Pty Ltd

Advisers of DP Wealth Advisory Pty Ltd are authorised to provide the financial services described in this Financial Services Guide (FSG) and Adviser Profiles.

Advisers are authorised to distribute this FSG and Adviser Profiles by DP Wealth Advisory Pty Ltd.

You have the right to ask us about our charges, the type of advice we will provide you, and what you can do if you have a complaint about our services.

This Financial Services Guide ("FSG") is intended to inform you of certain basic matters relating to our relationship, prior to us providing you with a financial service. The matters covered by the FSG include, who we are, how we can be contacted, what services we are authorised to provide to you, how we (and any other relevant parties) are remunerated, details of any potential conflicts of interest, and details of our internal and external dispute resolution procedures, along with how you can access them.

It is intended that this FSG should assist you in determining whether to use any of the services described in this document.

You should also be aware that you are entitled to receive a Statement of Advice when we first provide you with personal advice, (advice that takes into account your objectives, financial situation and needs). The Statement of Advice will contain the advice, the basis on which it is given and information about fees, commissions and associations which may have influenced the provision of the advice.

If our representative provides further advice to you and your personal circumstances have not significantly changed, and that further advice is related to the advice we provided to you in a previous Statement of Advice and we do not give that further advice to you in writing you may request a copy of the record of that further advice at anytime up to 7 years from the date our representative gave the further advice to you.

You can request the record of the advice by contacting the representative or us in writing or by telephone or by email.

In the event we make a recommendation to acquire a particular financial product (other than securities), we must also provide you with a Product Disclosure Statement containing information about the particular product, which will enable you to make an informed decision in relation to the acquisition of that product.

We have arrangements in place to maintain adequate professional indemnity insurance as required by s912B of the Act. This insurance provides cover for claims made against us and our representatives, including claims in relation to the conduct of representatives who no longer work for us but who did so at the time of the relevant conduct.

Not Independent

Because DP Wealth Advisory Pty Ltd has its own Separately Managed Accounts (SMAs) and receives commission from life insurance companies, DP Wealth Advisory Pty Ltd and its representatives are not independent, impartial, or unbiased. As a professional business, we are committed to providing advice and services that reflect our client's financial circumstances and ensure recommendations are in their best interest.

1. BEFORE YOU RECEIVE OUR ADVICE

Your Questions

Who will be providing the financial services to me?

Who is my adviser?

What kinds of financial services are you authorised to provide me and what kinds of products do those services relate to?

Our Answers

DP Wealth Advisory Pty Ltd of 259 Ruthven street Toowoomba, Queensland.

Phone: (07) 4690 2588
Email: dpadmin@dp.net.au

DP Wealth Advisory Pty Ltd is the holder of Australian Financial Services Licence (AFSL) number 277493.

Your financial adviser will be one of our representatives nominated in the attached Adviser Profile.

DP Wealth Advisory Pty Ltd has authorised these representatives to provide our services to you and DP Wealth Advisory Pty Ltd is responsible for the provision of those services.

DP Wealth Advisory can provide the following services:

- ▶ Securities advice and dealing
- ▶ Financial Planning Strategies
- ▶ Life Insurance needs
- ▶ Superannuation needs including SMSF trustee advice
- ▶ Aged Care Strategies*

We are licensed to provide advice on and deal in the following products:

- ▶ Deposit products
- ▶ Government Debentures, Stocks & Bonds;
- ▶ Life Insurance Investment Products;
- ▶ Life Insurance Risk Products;
- ▶ Managed investment Schemes;
- ▶ Securities;
- ▶ Retirement Savings Account Products;
- ▶ Superannuation; and
- ▶ Margin Lending

In addition, Financial Advisers are authorised to provide Tax (Financial) Advice Services incidental to the financial advice they provide.

*DP Wealth Advisory has Private Client Advisers accredited to provide specialised advice relating to Aged Care. This means we are able to assist clients on the financial implications of entering an aged care facility. DP Wealth Advisory continues to established relationships with placement service providers who will assist in locating an appropriate aged care residence.

DP Wealth Advisory also provides portfolio monitoring services.

Our recommendations to you will be based on our assessment of your personal circumstances, needs and objectives. Under the Financial Planners and Advisers Code of Ethics, our representatives cannot advise, refer, or act in any other manner where we assess that the advice is not in the client's best interest, or, if a conflict of interest/duty exists between ourselves our representatives and a client.

Where our representatives identify a conflict of interest created by an interest, association, or relationship applicable to your situation, we will explain this to you, and advise you that we cannot act on your behalf accordingly.

DP Wealth Advisory can place execution only transactions at your request. However, if you do not obtain advice, you face the risk that the Financial Product/s you select will not consider your objectives.

How will I pay for the service?

DP Wealth Advisory provides a free initial interview to potential clients to enable us to understand your financial concerns and requirements. We then advise a fee for the services to be provided.

Generally the payment we receive will be based on the amount you invest or the complexity of the advice being provided.

You may pay us via a fee for service agreement. Alternatively, we may receive a payment called commission, which is paid to us by the Financial Product issuers (this can be both upfront and ongoing).

The exact amounts of any fees, commissions, bonuses or other incentives received by us and our representatives will be included in a Statement of Advice that will be provided to you.

Do you receive remuneration, commission, fees or other benefits in relation to providing the financial services to me and how is that commission calculated?

We believe regular contact with clients and ongoing financial advice is essential if clients are to reach their financial objectives.

The attached Adviser Profile includes information on how DP Wealth Advisory and its representatives are remunerated (Fee schedule).

What associations or relationships or limitations does DP Wealth Advisory have in place that may influence advice?

DP Wealth Advisory Ltd is a private company. Andrew Wielandt is a shareholder, sole director and an Authorised Representative of DP Wealth Advisory.

DP Wealth Advisory has an Approved Product List (APL) that includes a range of financial products from product providers not associated with DP Wealth Advisory. The approved product list is compiled using external research providers. Authorised representatives of DP Wealth Advisory can provide advice on products outside of the Approved Product list where specific needs arise.

DP Wealth Advisory also has its own Separately Managed Accounts (SMAs) with Praemium Australia Limited ABN 92 117 611 784 Australian Financial Services Licence No 297956 that we can provide advice on.

Investsense Pty Ltd ABN 31 601 876 528 Authorised Representatives of IS FSL Pty Limited AFSL 408800 provides investment managers services by designing investment portfolios for Separately Managed Accounts (SMAs) that we may recommend. An Investsense representative sits on our Investment Committee. If we recommend that you invest in one of the investment portfolios that Investsense has designed, Investsense may receive a fee from your account. These fees will be set out in any advice document and Product Disclosure Statements (PDS) you receive.

DP Wealth Advisory SMAs are only available to clients who are, and continue to be, a client of DP Wealth Advisory.

2. WHEN YOU RECEIVE OUR ADVICE

Will you provide me advice which is suitable to my needs and financial circumstances?

Yes. But to do so we need to find out your individual objectives, financial situation and needs before we recommend any financial products or services to you.

You have the right not to divulge this information to us, if you do not wish to do so. In that case, we are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

What should I know about the risks of the financial products or strategies you recommend to me?

We will explain to you any significant risks of financial products and strategies which we recommend to you. If we do not do so, you should ask us to explain those risks to you.

What information do you maintain in my file and can I examine my file?

We maintain a record of your personal profile, which includes details of your objectives, financial situation and needs.

We also maintain records of any recommendations made to you.

We are 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 at your request or also available on our [website](#).

If you wish to examine your file, we ask that you make a request in writing and allow up to fourteen (14) working days for the information to be forwarded.

We may charge a fee to cover the cost of verifying the application and locating, retrieving, reviewing and copying any material requested. If the information sought is extensive, we will advise of the likely cost in advance and can help to refine your request if required.

Can I provide you with instructions and tell you how I wish to instruct you to buy or sell my financial products?

Yes. You may specify how you would like to give us instructions, for example by telephone, email, or other means.

3. IF YOU HAVE ANY COMPLAINTS

Who can I notify if I wish to raise concerns about the provision of the financial services to me?

We are committed to providing quality advice and services to you. This commitment extends to providing accessible dispute resolution mechanisms regarding services provided, products or staff. Our internal dispute resolution process is free to all complainants. A copy of our Complaints Policy is available at our **website**.

If you have any complaints about the service provided, please contact your adviser and explain the issue and your dissatisfaction. Most issues can be resolved quickly this way. If you are still dissatisfied, you should contact the Director and Customer Advocate, Andrew Wielandt at DP Wealth Advisory on 07 4690 2588 or dpadmin@dp.net.au about your complaint and we will endeavor to resolve the issue within 30 days.

If after 30 days we cannot reach a satisfactory resolution to your complaint, we are a member of the Australian Financial Complaints Authority (AFCA – membership No.: 11943) and you can raise your concerns with them through the contact details below:

Australian Financial Complaints Authority
GPO Box 3, Melbourne VIC 3001
Phone: 1800 931 678
Email: info@afca.org.au
Web: **www.afca.org.au**

Adviser Profile

The financial services referred to in this guide are offered by:

Andrew Wielandt, Michael Doherty, Dan Marks, Rod White and Jye Berghofer of 259 Ruthven street Toowoomba, Queensland are authorised representatives of DP Wealth Advisory Pty Ltd, (AFSL No. 277493).

This guide contains important information about:

- ▶ The services our representatives can offer you
- ▶ How DP Wealth Advisory, its representatives and our associates are paid

This Adviser Profile, and a separate document about all other required matters, make up the Financial Services Guide of DP Wealth Advisory.

Who is my adviser?

DP Wealth Advisory Pty Ltd, has authorised the following advisers:

Your Financial Adviser will be Andrew Wielandt, Michael Doherty, Dan Marks, Rod White or Jye Berghofer.

Andrew Wielandt's Australian Securities and Investments Commission number is 258515. Andrew has a Bachelor of Commerce (Finance) from the University of Southern Queensland. He has over 25 years' experience as a share adviser. Andrew Wielandt is a shareholder, sole director and an Authorised Representative of DP Wealth Advisory Pty Ltd.

Michael Doherty's Australian Securities and Investment Commission number is 239380. Michael holds a Bachelor of Economics (University of New England) and a Diploma of Financial Planning (Deakin University). He has over 20 years' experience.

Daniel Marks' Australian Securities and Investments Commission number is 291049. Dan holds a Graduate Diploma of Financial Planning (Kaplan Professional), a Diploma of Financial Advising (Security Institute of Australia) and a Diploma in Financial Services (FP).

Dan has spent approximately 20 years in banking and has over 20 years' experience in financial planning.

Rod White's Australian Securities and Investments Commission number is 248992. Rod is a Certified Financial Planner accredited with the Financial Planning Association (FPA). Rod holds a Diploma of Financial Planning (Deakin University) and a Diploma of Financial Markets (Securities Institute of Australia). He has spent approximately 14 years in banking and 18 years in the financial planning industry.

Jye Berghofer's Australian Securities and Investment Commission number is 1292734. Jye holds a Bachelor of Commerce (Finance and Accounting) from the University of Southern Queensland, a Bachelor of General Education (University of Southern Queensland) and a Graduate Diploma in Financial Planning (Kaplan Professional). He has spent over 4 years in the financial planning industry.

What kinds of financial services are you authorised to provide me and what kinds of Financial Product/s do those services relate to?

Andrew Wielandt, Michael Doherty, Dan Marks, Rod White and Jye Berghofer are authorised by DP Wealth Advisory Pty Ltd to provide financial product advice and deal in a financial product to retail and wholesale clients, in relation to the following financial products:

- ▶ Deposit Products;
- ▶ Government Debentures, Stock & Bonds;
- ▶ Life Insurance Investment Products;
- ▶ Life Insurance Risk Products;
- ▶ Managed Investment Schemes;
- ▶ Retirement Savings Account Products;
- ▶ Securities; and
- ▶ Superannuation;
- ▶ Margin Lending

In addition, Financial Advisers are authorised to provide Tax (Financial) Advice Services incidental to the financial advice they provide.

FEE SCHEDULE

DP Wealth Advisory remuneration

Fee for Service

Our minimum fee for financial advice is \$440 per hour (inc GST).

Administration Fee

Our minimum fee for administration is \$220 per hour (inc. GST).

Statements of Advice

Statements of Advice are charged at \$330 per hour (inc GST) with an indicative costing of between \$3,300 - \$5,500 (inc. GST) but this fee may vary due to the complexity of the Statement of Advice. A firm price will be given prior to the commencement of the preparation of the Statement of Advice.

Transactional Brokerage (Inclusive of GST) (Effective 3 October 2023)

- ▶ \$1 - \$25,000 is 1.925% (with a minimum fee of \$165 up to \$8,572)
- ▶ \$25,001 - \$50,000 is 1.375% (e.g. \$30,000 * 1.375% = \$412.50)
- ▶ \$50,001 onwards is 1.10% (e.g. \$100,000 * 1.10% = \$1,100.00)

These rates are based on the total transaction charge, per share parcel traded and include GST. The above fees are based on clients being CHESS sponsored and having a direct debit/credit authority in place.

Placement Fee

DP Wealth Advisory may charge a placement fee of up to a maximum of 2.2% based on the investment amount to source and implement the placement of Unlisted Property Investments (e.g. \$50,000 * 2.20% = \$1,100.00).

Issuer Sponsored Securities held by Deceased Estates

DP Wealth Advisory offers services to Executors/Trustees/Administrators of Deceased Estates and the handling of Issuer Sponsored securities. The establishment fee for an Executorial Account to facilitate security sales, hold or transfer securities via CHESS, is \$770 inclusive of GST. Transactional Brokerage Fees then apply, based on the per share parcel value.

In more complex circumstances, if working with Share Registries and other parties is required, an additional administration fee of \$220 per hour (inc. GST) may be charged. An estimate will be provided before work is undertaken.

DP Wealth Advisory Service

DP Wealth Advisory also provides advice management services which include providing and implementing investment recommendations and portfolio reporting over a twelve month period. Advisory Fees of a maximum of 1.375% (inc GST) of your portfolio value per annum applies through the DP Wealth Advisory Portfolio Service eg \$20,000 portfolio x 1.375% = \$275 inc GST).

The service is reviewed after twelve months, based on your satisfaction.

Success Fee

Where it can be shown that any of the following strategies:

| | |
|---|-----------------|
| Investing for children and grandchildren | Savings Plans |
| Investment plan and subsequent financial product advice | Gearing |
| Restructuring | Risk protection |
| Salary sacrifice | Estate planning |
| Centrelink planning | |

Recommended by DP Wealth Advisory result in a tangible benefit (for example, a tax saving) for the client, and the advice is agreed to and signed off by an Independent Tax Agent, Bank, Insurance Provider and/or Legal Representative/s as being lawful, we may mutually agree to a percentage of the benefit being paid to DP Wealth Advisory as a Success Fee. This will be in addition to the fees/brokerage detailed in this FSG as agreed with the client.

Other Fees paid to DP Wealth Advisory

Investor Directed Portfolio Schemes (Wrap Account, Master Trusts, Managed Investment Scheme) Fees

| | Maximum percentage payable to DP Wealth Advisory | Example Investment |
|------------------------------|--|---------------------------------------|
| Maximum Implementation Fee | 2.20% | \$100,000 x 2.2% = \$2,200 inc. GST |
| Maximum Ongoing Adviser Fee* | 1.375% | \$100,000 x 1.375% = \$1,375 inc. GST |

* The ongoing adviser fee is for the provision ongoing advice, liaising with other professionals regarding your financial situation and for regular reviews which are detailed in each client service agreement

Alternatively, your Adviser may negotiate an Agreed Fee amount that is fixed annually and not based on funds under advice.

Borrowed Funds

DP Wealth Advisory does not charge asset-based fees to retail clients on borrowed amounts to be used to acquire financial products by or on behalf of the client.

Instalment Warrants

| | Maximum percentage payable to DP Wealth Advisory | Example Investment |
|---------------------|--|-------------------------------------|
| Maximum Upfront Fee | 3.30% | \$100,000 x 3.3% = \$3,300 inc. GST |

Insurance products

The issuers of life insurance products pay DP Wealth Advisory an initial commission and an ongoing commission. This commission, can vary depending on the product and insurance company and the year you take out the insurance.

| Date the Policy is taken out | Maximum Initial Percentage of Premium | Maximum Ongoing Percentage of Premium |
|---------------------------------------|---------------------------------------|---------------------------------------|
| Pre 1 January 2021 – Stepped Premium | 140% (inc. GST) | 38.5% (inc. GST) |
| From 1 January 2021 – Stepped Premium | 66% (inc. GST) | 22% (inc. GST) |
| From 1 January 2021 – Level Premium | 30% (inc. GST) | 30% (inc. GST) |

For example; If your first year's stepped premium was \$500 and the initial commission was 66%, DP Wealth Advisory will receive \$330 (inc. GST). If your stepped premium for the second and subsequent years was \$500 and the ongoing commission was 22% DP Wealth Advisory will receive \$110 per annum. (inc. GST)

If an Adviser of DP Wealth Advisory assumes servicing responsibility of an existing policy and that policy commenced prior to 1 January 2021, commission will continue to be paid on the previous basis when the application was accepted and the first premium was paid.

Our Representatives' remuneration

DP Wealth Advisory Pty Ltd remunerates Advisers in two distinct ways. Either by way of salary and if certain business and revenue targets are met, a bonus may be payable, or, by way of commission. For commission based Advisers, 45% of the Brokerage/Ongoing Advice Fees (ex GST) paid to DP Wealth Advisory is their remuneration.

DP Wealth Advisory receives all fees and commissions initially and for commission based Advisers, retains 55% of the those respective fees charged.

For example, for commission based advisers, if you pay DP Wealth Advisory a fee of \$1,000 (ex. GST) and DP Wealth Advisory also received brokerage of \$500 (ex GST) from the provider of the product we recommended to you, your adviser will be paid \$675 (\$1,500 x 45%). These fees will be set out in any advice document and Product Disclosure Statements (PDS) you receive.

Shareholders of DP Wealth Advisory Pty Ltd, may be entitled to a share of profits.