

Adviser Profile

Kalaivani Thimma Reddy

This Adviser Profile is the second part of the Financial Services Guide (FSG) for your HJ Shortland & Co Wealth Management Pty Ltd Financial adviser, and must be read in conjunction with the first part of the FSG.

Are you authorised to provide Financial Services?

Yes. I am representative of HJ Shortland & Co Wealth Management Pty Ltd.

What areas are you authorised to advise on?

I am authorised by HJ Shortland & Co Wealth Management Pty Ltd to provide Financial Services including advice under HJ Shortland & Co Wealth Management Pty Ltd licence on the following financial products:

- Managed Investments
- Superannuation
- Personal Insurance

In addition to the services listed on page 1 of the first part of the FSG, are there any services you are not authorised by HJ Shortland & Co Wealth Management Pty Ltd to provide?

No.

What are your educational qualifications?

I have completed the following qualification:

- Diploma in Financial Planning

I am currently completing my Bachelor of Applied Accounting from Oxford (Brooks) University and I have finished fundamental level of ACCA (UK) (Association of Certified Chartered Accountants).

How am I paid?

Remuneration – Salary

I receive a salary as an employee of ShortlandCo Wealth Management.

I may also receive bonuses and incentives from time to time.

Fees?

Fees can be paid directly by you, or deducted from the funds you invest. Fees are charged as follows:

Initial Advice Fees:

All Fees include GST

- \$110.00 for the initial consultation. Payable at time of consultation.
- \$242.00 per hour, for hourly based consultations, whether SoA preparation, review or ongoing reviews.
- \$2,200 Minimum charge for the preparation of a Statement of Advice.
- Complex Statement of Advice fee will be determined and agreed and you will be given a fixed price.
- Implementation fees will be determined and agreed and you will be given a fixed price.

Ongoing Advice Fees:

- Charges to become an ongoing advice and review client will be determined and you will be given a fixed price.
- The minimum fee to become an ongoing advice and review client is \$7,700 per annum.
- Fees charged as an hourly rate will be payable at the time of tax invoice.
- Implementation fees will either be invoiced directly to you for immediate payment, or will be deducted from the funds invested.
- Statement of Advice fees are payable when the SoA is presented.
- Ongoing advice and review fees are charged directly to your investment account and are paid in equal monthly

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instalments as per the determined and agreed fixed annual fee.

- Retainer fees will be charged at a determined and agreed fixed price and will be debited from a nominated account in monthly instalments.

Investment Commissions:

I do not receive any upfront commissions. I will only charge a fee directly to you (as described above).

Ongoing commissions are payable by some product providers, and these commissions are paid each month by the financial product providers, for the duration of your holding in that investment. These are in the range of 0.05% to 2.0% per annum of funds you invest (or loan facility).

For Example:

If you invest \$100,000.00 in a product for which an ongoing commission of 0.4% is payable, the product provider will pay \$400.00 in ongoing commissions for that year. This commission will continue to be paid as long as you stay invested in that product and I continue as your nominated adviser.

Personal Insurance Upfront Commissions:

Upfront commissions are paid for personal insurance products I recommend to you, ranging from 27.5% to 130% of the first years annual premium you pay. The actual amount is calculated on the amount of the premium you pay, and varies depending on the product used.

Personal Insurance Ongoing Commissions:

Ongoing commissions are also payable on the personal insurance products you hold. Ongoing commissions range from 5% to 66% of the annual insurance premium you pay for the duration of you holding that insurance product. These commissions are paid by the product

issuer, and are included in the premium you pay, unless otherwise disclosed in a Product Disclosure Statement.

For Example:

Year 1: The premium for an insurance product is \$500.00 per year. An upfront commission of 35% (\$175.00) is paid to ShortlandCo Wealth Management by the product provider when you purchase the product.

In each following year, the product issuer pays an ongoing commission of 5% of the applicable annual premium each year ie:

Year 2: 5% of \$520.00 = \$26.00

Year 3: 5% of \$540.00 = \$27.00

Year 4: 5% of \$563.00 = \$28.00

NOTE: Full details of all fees and commissions for Financial Services will be provided to you in a Statement of Advice and Product Disclosure Statements at the time of receiving any recommendation.

What amounts do my employer and other related entities receive?

All fees, commissions and incentives are received by HJ Shortland & Co Wealth Management Pty as trustee for HJ Shortland & Co Wealth Management Trust trading as ShortlandCo Wealth Management.

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Discretionary Account Service

I may offer you a Discretionary Account Service, to manage your nominated Asgard account(s) on your behalf, according to an Investment Program agreed with you. The Investment Program will be documented in a Statement of Advice (SoA) which will detail my advice and how it will assist you in meeting your objectives.

A Discretionary Account Service means I can transact on nominated Asgard accounts without contacting you before each transaction. It is therefore important that there is a clear understanding of how I will exercise the discretion and the limits on it. My level of discretion is limited by HJ Shortland & Co Wealth Management Pty Ltd but you can tailor the service and apply further limits if you require. This will be discussed with you before I make any recommendations and will be documented in the Investment Program.

The Investment Program will comply with Division 3 of Part 7.7 of the Corporations Act, as required by law and will contain:

- Statements about the nature and scope of the discretions I will be authorised and required to exercise under the Discretionary Account Service and any investment strategy that is to be applied in exercising those discretions;
- Information about any significant risks associated with the Discretionary Account Service;
- The basis on which I consider the Discretionary Account Service is to be suitable for you; and
- Warnings in relation to limited or inaccurate information provided by you.

What important information and risks do you need to understand before you accept a Discretionary Account Service?

If you accept a Discretionary Account Service, I will make changes to the underlying investments within your nominated Asgard Accounts without your agreement. This presents a risk for you as you will not sign off each transaction I recommend before it is implemented. To ensure the changes I make are appropriate for you I will only undertake transactions which are consistent with my understanding of your personal circumstances and the investment strategy that is established for you. In addition:

- You can cancel the Discretionary Account Service or request changes to the Investment Program at any time by notifying me in writing.
- To protect your interests, HJ Shortland & Co Wealth Management Pty Ltd does not allow me to have authority to withdraw funds from the accounts nominated for the Discretionary Account Service.
- HJ Shortland & Co Wealth Management Pty Ltd also limits my discretion by preventing me from trading on your nominated accounts to make short term gains. All investment decisions should be made with a long term view. For example, HJ Shortland & CO Wealth Management Pty Ltd does not allow me to:
 - Change more than half your investments between review periods
- HJ Shortland & Co Wealth Management Pty Ltd also limits my discretion by requiring me to maintain your portfolio within specified ranges for each asset class.
- I am not authorised to transact funds held outside the nominated Asgard accounts without your specific approval and I am not authorised to withdraw cash from your nominated accounts.

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- You will be provided with access to continuous on-line reporting for your nominated accounts to view the transactions undertaken on your behalf and the impact on your portfolio. If you do not have internet access you should not accept a Discretionary Account Service.
- As I will be acting with discretion it is important that I understand your personal circumstances, needs and objectives at all times. If they change at any time, you must inform me immediately otherwise the services I provide may not be appropriate for you.
- I must review your portfolio annually to ensure that the Discretionary Account Service is still appropriate for you and to review your financial circumstances, needs and objectives. The review will be documented in a Statement of Additional Advice.

How to accept a Discretionary Account Service

Should you wish to use my advisory services, I will provide you with a Statement of Advice which contains my recommendations to you. This may include a recommendation for you to use the Discretionary Account Service offered by HJ Shortland & Co Wealth Management Pty Ltd. If you would like to accept the Discretionary Account Service, you must first enter into a Discretionary Account Service agreement with HJ Shortland & Co Wealth Management Pty Ltd (this agreement is contained in the Statement of Advice) by signing the Authority to Proceed attached to the Statement of Advice.

I conduct my financial planning activities under the registered name of ShortlandCo Wealth Management.

If you would like to make an appointment to discuss your financial needs and objectives in more detail, please contact me on 08 8952 6660.

I am located at

8/82 Todd Street
Alice Springs NT 0870

My email address is vani@shortlandco.com.au

My website address is www.shortlandco.com.au

Date of completion of Profile:

01 August 2017

Confirmation form

Acknowledgements – Client Copy

I/we acknowledge that I was/we were provided with the Financial Services Guide dated 01 August 2017 and Adviser Profile dated 01 | 08 | 2017.

Client Name: _____

Client
Signature: _____

Date
received: _____

Client Name: _____

Client
Signature: _____

Date
received: _____

OR complete as follows if FSG is mailed to Client(s):

I confirm that I sent a copy of the Financial Services Guide dated 01 August 2017 and Adviser Profile dated 01 | 08 | 2017 as follows:

Sent to (Client Name(s)): _____

Sent on (Date): _____

Sent by (Name): _____

Confirmation form

Detach copy for File

Acknowledgements – Adviser Copy to be retained on client file

I/we acknowledge that I was/ we were provided with the Financial Services Guide dated 01 August 2017 and Adviser Profile dated 01 | 08 | 2017.

Client Name: _____

Client

Date

Signature: _____

received: _____

Client Name: _____

Client

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