

NEWWEALTH

AUSTRALIAN FINANCIAL SERVICES LICENSEE

Dejan Pekic
BCom DipFP 
Senior Financial Planner

Newwealth Pty Ltd
AFS Licence No: 231297
ABN: 61 091 100 275

Level 10, 276 Pitt Street
Sydney NSW 2000

TEL : +61 2 9267 2322
FAX : +61 2 9267 2422

dejan.pekic@newwealth.com.au
www.newwealth.com.au

Financial Services Guide

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

Important information is presented in this document and if you need more information or clarification then please ask us.



March 2010

1 Financial services and products

Documents you may receive and their purposes

- Financial Services Guide (FSG)** The Financial Services Guide (FSG) is an important document which we are required to give to you under the requirements of our Australian Financial Services Licence.
- It provides you with information about Newwealth Pty Ltd (Newwealth) to help you decide whether to use the financial services we offer. This FSG explains the services we can offer to you and the types of products we recommend. It also explains how we are remunerated for our services and includes details of our internal and external complaint handling procedures and how you can access them.
- Statement of Advice (SOA)** If we provide you with personal financial product advice we will give you a Statement of Advice (SOA). Personal financial product advice is advice that takes into account one or more of your personal objectives, financial situation and needs. The SOA will contain the advice, the basis on which it is given and information about fees, commissions and any associations which may have influenced the advice.
- Record of Advice (ROA)** If you are provided with an SOA and subsequently with further advice then you may request a record of advice if you are not provided with one by contacting your Financial Planner.
- Product Disclosure Statement (PDS)** If your Financial Planner recommends that you purchase a particular financial product, you will receive a Product Disclosure Statement (PDS) to help you decide whether or not to purchase that product. The PDS contains information about that particular product's features, fees, benefits and risks.

The relationship between Newwealth and your Financial Planner

All our financial services will be provided to you by our Senior Financial Planner, Mr Dejan Pekic who is a salaried employee of Newwealth.

Newwealth permits its Financial Planner to select from a wide range of products that have been approved by our research process and assessed by independent research providers.

The research contains extensive analysis, commentary and opinions on securities (shares), professionally managed investments, fund managers and key staff, industry issues and detailed economic commentary. This allows the Financial Planner to prepare an appropriate Statement of Advice (SOA) to meet your needs.

Newwealth Newwealth Pty Ltd Licensed Dealer in Securities was granted licence 231297 to operate as an Australian Financial Services Licensee under the Corporations Act 2001 from the 1st November 2003. The practice however has been in operation and providing personal financial product advice and services to clients since February 1991.

Newwealth is an Australian private company which is wholly owned by Pekic Pty Ltd as trustee for Pekic Family Discretionary Trust. Dejan Pekic is beneficiary of this Trust.

Not being owned by any banks, life insurance companies or fund managers has permitted us to better service our clients and identify products that meet their needs.

Newwealth is a Principal Member of the Association of Independently Owned Financial Planners (AIOFP).

Your Financial Planner Mr Dejan Pekic began his career as a Financial Planner in February 1991, a few months after completing a Bachelor of Commerce degree, majoring in Finance from the University of New South Wales.

From 1991 to 2000 Dejan was licensed by Financial Wisdom Limited Licensed Dealer in Securities to provide financial advice to clients and was ranked amongst the top 10 advisers in New South Wales. In 2000 Dejan established Newwealth Pty Ltd Licensed Dealer in Securities which is now Newwealth Pty Ltd Australian Financial Services Licensee No: 231297.

Dejan completed the Diploma of Financial Planning in 1993 and became a Certified Financial Planner (CFP) in 1997. The CFP designation represents the Financial Planning Association of Australia's highest level of professional and ethical achievement.

Mr Dejan Pekic is your Financial Planner and will be acting on behalf of Newwealth in respect of all product recommendations and services provided to you.

The financial services and products that we provide

The following is a copy of the Newealth Pty Ltd Australian Financial Services License number 231297 which gives us the authority to:

- (a) **provide financial product advice** for the following classes of financial products; and
 - (b) **deal in a financial product** by applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of the following classes of products:
 - (i) deposit and payment products including:
 - (A) basic deposit products;
 - (B) deposit products other than basic deposit products; and
 - (C) non-cash payment products;
 - (ii) debentures, stocks or bonds issued or proposed to be issued by government;
 - (iii) life products including:
 - (A) investment life insurance products; and
 - (B) life risk insurance products;
 - (iv) interests in managed investments schemes including:
 - (A) investor directed portfolio services;
 - (v) retirement savings account ('RSA') products (within the meaning of the Retirement Savings Account Act 1997);
 - (vi) securities; and
 - (vii) superannuation;
- to retail and wholesale clients.

The Newealth Pty Ltd AFSL 231297 permits our Financial Planner to provide you with personal financial product advice and offer the following financial planning services.

We provide the following services and utilise the financial products below to facilitate our strategies:

Ongoing Advice The key and most important service that we offer is our ongoing once per annum portfolio review and advice in relation to your financial situation.

Wealth Accumulation We utilise deposit products, professionally managed funds, listed securities (shares), administration platforms (master trusts & wrap accounts) and margin lending facilities to provide investment strategies.

Wealth Protection We offer death, permanent disability, trauma, income protection, business overheads and key man insurance to provide personal insurance and business solutions.

Retirement Planning We utilise personal and self-managed superannuation funds, approved deposit funds, retirement savings accounts, allocated pensions, term allocated pensions and complying annuities to provide personal and business superannuation solutions.

Finance Structuring We offer residential mortgage finance, lines of credit, investment loans, leasing and asset purchase facilities to provide personal and commercial finance solutions.

Referrals Through our relationship with other professionals you will also have access to specialised advice on taxation planning and estate planning which are not provided by Newealth.

These specialists are provided on a referral only basis and you are not obligated to use these specialists and you may use your own existing specialist or choose another.

Whether you use the services of the specialist we refer you to, or if you use your own, they will be responsible for the advice provided.

2 How we will be remunerated

Where personal advice is provided, any remuneration (including commissions, benefits and incentives) relating to the specific financial products recommended will be disclosed in writing in your Statement of Advice (SOA).

Our fees will either be charged directly to you in whole or part, on an hourly rate or we may receive commission directly from the product issuer whose products we recommend to you.

How are the fees to you calculated and paid

- Annual Retainer Fee** The annual retainer is \$594 per annum inclusive of GST to retain our services and is payable in advance.
Note: the fee for your initial meeting with a Financial Planner is capped at \$220 inclusive of GST. If you proceed to become a client then this initial meeting fee will not be in addition to your Annual Retainer. The purpose of the initial meeting is to establish whether you should become a client.
- Strategy Fee** The Strategy Fee is in addition to the Annual Retainer and consists of an upfront component for research, strategy recommendation and implementation plus an ongoing component for our once per annum portfolio review and advice.
The upfront component is a maximum \$3,300 (or 3.30% inclusive of GST on the first \$100,000 invested over a one month period).
The ongoing component is 0.99% (minimum 0.66% per annum inclusive of GST) of total funds under advice. Note, the minimum applies until we have helped you to exceed \$100,000 in net profit after fees but before tax.
- Investment** If you have instructed us to recover our Strategy Fee from the recommended product then any amount in excess of the Strategy Fee will be rebated back to you.
- Insurance** Newealth can receive an initial commission of up to 125% inclusive of GST on the annual insurance premium from the institution whose products we have recommended. We can also receive an ongoing commission of up to 33% per annum inclusive of GST on the renewal of the annual insurance premium.
The initial insurance commission is not paid by you in addition to your fees and charges and the ongoing per annum commission is paid out of the administration fees of the institution whose products we recommend. This income is paid to Newealth in addition to your Annual Retainer and Strategy Fee and will not be rebated.
- Finance** Newealth can receive an initial commission of up to 0.66% inclusive of GST on the amount financed from the institution whose products we have recommended. We can also receive an ongoing commission of up to 0.33% per annum inclusive of GST on the value of the outstanding finance.
The initial finance commission is not paid by you in addition to your fees and charges and the ongoing per annum commission is paid out of the administration fees of the institution whose products we recommend. This income is paid to Newealth in addition to your Annual Retainer and Strategy Fee and will not be rebated.
- Alternative Remuneration** Newealth may receive alternative remuneration such as entertainment and gifts from product providers.
In accordance with the Industry Code of Practice, we maintain a register of all material alternative remuneration paid and received. This is available on request.
- Employee Incentives** Newealth can reward your Financial Planner with bonuses and other benefits based on their contribution to Newealth's profit each financial year.
Each Newealth service offered by your Financial Planner has a different value contribution to the profit each financial year and some services or products may lead to a greater profit. The value of the service and or product to Newealth offered by your Financial Planner will be disclosed in your Statement of Advice (SOA).
- Personal Choice Portfolio Services Pty Ltd** Newealth owns 1 share in Personal Choice Portfolio Services Pty Ltd (PCPS) which is the owner and promoter of the Personal Choice eWRAP Investment/Super/Pension Account. PCPS pays ASGARD Capital Management approximately 50% of the administration fee to administer this product with the remainder retained by Newealth. This income is paid to Newealth in addition to your Annual Retainer and Strategy Fee and will not be rebated.

3 Complaint resolution procedures and insurance

If our level of service or quality of advice fails to meet your expectations we would like you to tell us about your concerns.

Step 1 Contact your Financial Planner at Newealth and tell that person about your complaint.

Step 2 If your complaint is not satisfactorily resolved, please contact the Compliance Manager on +61 2 9267 2322 or put your complaint in writing and send it to:

Compliance Manager
Newealth Pty Ltd
Level 10, 276 Pitt St
Sydney NSW 2000.

We aim to resolve your complaints at step 1 or 2 quickly and fairly.

Step 3 If your complaint is not satisfactorily resolved within 45 days you have the right to make a complaint to the Financial Ombudsman Service Pty Ltd (FOS) which can be contacted on 1300 780 808.

Information about your rights can also be obtained from the Australian Securities and Investments Commission (ASIC) on 1300 300 630.

If your concern involves ethical conduct you may wish to consider raising your concerns by writing to the Financial Planning Association of Australia (FPA) at PO Box 109, Collins Street West, Melbourne Vic 8007.

If you wish to examine the personal information we hold about you then please contact Newealth between 9am and 5pm Monday to Friday on +61 2 9267 2322.

Newealth has professional indemnity insurance in place which covers us for any errors or mistakes relating to our financial planning services. This insurance meets the requirements of the Corporations Act and covers the services provided by our advisers after they cease working with us provided we notify the insurer of the claim when it arises and this is done within the relevant policy period.

Newealth Pty Ltd

ABN: 61 091 100 275. Australian Financial Services Licence No: 231297
Head Office: Level 10, 276 Pitt Street, Sydney, NSW 2000
TEL: +61 2 9267 2322 FAX: +61 2 9267 2422
www.newealth.com.au