

Financial Momentum

Financial Services Guide

ABN 83 131 101 392 | Authorised Representative No: 000 327 260

Version number: 24.02

PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited (Count Financial) Financial Services Guide (FSG) 1st March 2024, and should be read in conjunction with Part One of our FSG dated 1st March 2024. Together these documents form the complete FSG. Financial Momentum Vic Pty Ltd trading as Financial Momentum is an Authorised Representative of Count Financial Limited (Count). The individual(s) listed in this FSG are authorised by Count to provide personal advice through Financial Momentum Vic Pty Ltd.

Our contact details:

Address:

Wangaratta Office: 23 Ely St Wangaratta Vic 3677

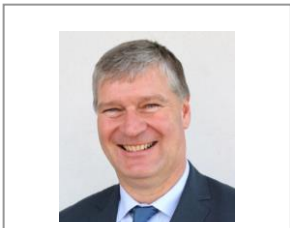
Sunbury Office: Suite 1 33-35 Macedon St Sunbury Vic 3429

PO Box 822 Wangaratta Vic 3676

Phone: (03) 5721 4855 Fax: (03) 5721 4877

Email: fm@financialmv.com.au Web: www.financialmv.com.au

Michael Holmes



Authorised Representative Number: 000 263 576

Michael is an Authorised Representative of Count and a director of Financial Momentum and receives a salary only.

Michael has 29 years of experience in the provision of financial planning advice. Michael attained Diploma of Financial Planning from FAAA (Formally FPA) on 4th September 2003. He is a Certified Financial Planner[®] and a Member of the FAAA

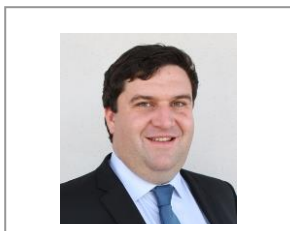
Financial services and product types

Michael is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Margin lending, and
- Superannuation including SMSF

How to contact me: fm@financialmv.com.au or (03) 5721 4855

Matthew Holmes



Authorised Representative Number: 000 470 499

Matthew is an Authorised Representative of Count and a director of Financial Momentum and receives a salary only.

Matthew has 10 years of experience in the provision of financial planning advice. Matthew attained Diploma of Financial Planning from Kaplan Professional on 27 April 2014. He is a Member of the FAAA

Matthew is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Superannuation.

How to contact me: **Mattholmes@financialmv.com.au or (03) 5721 4855**

Casey Kropman



Authorised Representative Number: 000 417 236

Casey is an Authorised Representative of Count and an employee of Financial Momentum and receives salary plus a bonus payable if certain business income levels are achieved.

Casey has 25 years of experience in the provision of financial planning advice.

Casey attained Bachelor of Commerce from Melbourne University on 31 December 1999 and Diploma of Financial Planning from Deakin University on 11 April 2002. She is a Certified Financial Planner® and a member of the FAAA

Financial services and product types

Casey is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks, and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Margin lending, and
- Superannuation.
- Aged Care

How to contact me: **ckropman@financialmv.com.au or (03) 9740 7686**

Advice preparation and implementation fees

Prior to the provision of personal advice, we will agree upon a preferred payment option for both parties. Below is a summary of our available payment options that can be combined to pay for our services.

Where we are aware that you have used borrowed funds (ie funds that are either secured or unsecured) to invest through us, we will charge you a flat dollar fee.

These fee options include:

Time based charging

- i) The fee for the preparation and implementation of our advice is calculated based upon the time we spend developing the plan. Our hourly rate is \$330 per hour (incl. GST) with our advice preparation fee ranging from \$2,200 to a maximum of \$20,000 (incl. GST).

Price can vary depending on scope and complexity of the advice and we will provide you with an estimate of the overall cost. If extra charges apply, then we will inform you before proceeding with any work.

Service based charging.

- ii) The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is \$2,200 (incl. GST) up to a maximum of \$22,000 (incl. GST).

Life insurance

- i) The fee for the preparation and implementation of our advice is calculated as a percentage of the premium amount paid. Our minimum fee for this is \$2,200 (incl. GST) and the maximum fee as detailed in fee schedule 2 below.

Schedule 2 (Retail insurance)

The maximum fees are based on the commission payments detailed in the section titled 'Our fees and other costs' in Part 1 of the FSG under 'Life Insurance Products'.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

Supplementary service fees

For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of up to \$330 per hour.

Fixed Supplementary Items

- Centrelink Nominee Fee \$365 for a Single \$605 per couple
- SMSF Annual Investment Strategy Review \$1,210
- Bespoke Share / Investment Advice \$1,210

Ongoing service fees

All Ongoing Advice is calculated on an annual basis and charged as a Flat Dollar fee. Our Annual Review package starts at \$2,200 (incl. GST) plus an additional 0.30% of funds invested, unless otherwise agreed. The exact cost of the Ongoing Review service will depend on the type, value, and complexity of investments, and on other additional services (such as Centrelink Nominee) you wish to receive. This this will be disclosed within the Ongoing or Fixed Term Service Agreement we provide to you.

Below is an example of our pricing:

Eg \$450,000 Invested.

- \$2,200 Flat fee Plus 0.30% of \$450,000 (\$1,350) = \$3,550 per annum

If you wish to be seen more than once or have any additional Review Appointments this will be charged at the following per review appointment

- \$1,260

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$330 per hour, may be applied.

Non-advised transaction fees

If we assist you on an execution only basis (ie where you have been offered and declined advice), a fee of up to \$330 per hour will be applicable.

Other third-party payments we may receive

We may also receive the following fees, which are not payable by you.

Stamping Fees

Where we facilitate Share Placements and Initial Public Offers in relation to ASX-listed Direct Equities (i.e. Shares - this excludes Listed Investment Companies and Trusts), we may receive up to 1.5% of the transaction value as "stamping fees".

Insurance Commissions

Where we facilitate the acquisition, or modification of a Life Insurance product, we may receive commissions as described in Part 1 of this FSG.

Where we provide advice in relation to the above transactions and charge an advice fee, we may choose to rebate part or all of the third-party payment, to you.
