

Financial Services Guide

13 February 2025
Version 5

Purpose of the Financial Services Guide

This Financial Services Guide includes the following information:

- The types of services and products that we can provide.
- The process that we undertake to provide the advice.
- It explains our fees and how we charge for our services.
- It outlines our investment philosophy.
- It explains our privacy policy and complaints resolution process.
- How you can contact us.
- Our Authorised Representatives are licensed to provide financial advice.

At PKF Wealth we believe in always providing advice that is in your best interest. We strive to always offer a service that not only meets but exceeds the quality you should expect from a financial adviser.

This Financial Services Guide ('FSG') is an important document designed to help you make an informed decision about whether you wish to use the financial services that we offer. It contains information about who we are, how we can be contacted, what services are authorised to provide to you, how we (and any other relevant parties) are remunerated, details of how we manage any potential conflicts of interest and details of our dispute resolution procedures along with how you can access them.

We may provide you with personal advice that considers your needs, financial situation and circumstances. If we provide you with personal advice, we will issue you with a Statement of Advice (SOA). The SOA outlines our advice and the basis on which the advice was given, information about us and the fees and charges associated with our advice. If your circumstances have not changed significantly and we provide you with further advice, we will record this in a Record of Advice (ROA) which is available to you at your request.

If you enter an Ongoing Fee Agreement (OFA) we are required to obtain your authority to renew the agreement, and where your fee is deducted from a financial product, signed consent to deduct those fees.

If we recommend a product we will provide you with the relevant Product disclosure document (PDS). The PDS provides information about the products that are being recommended to you.

In the event you receive general advice from your adviser, you will not receive a Statement of Advice.

We recommend you retain this Guide for your future reference. If any part of this Guide is not clear, please speak to your financial adviser.

PKFWAFSL Pty Ltd has approved the distribution of this Financial Service Guide by its Authorised Representatives. PKFWAFSL Pty Ltd as the authorising licensee is responsible for the financial services provided to you.

Not Independent

PKFWAFSL Pty Ltd is not independent, impartial or unbiased in relation to the provision of personal advice because we are an equity holder in New Lane Risk via two joint ventures (PKF NRL NCL Pty Ltd and PKF NLR SYD Pty Ltd). If these companies generate a net profit we may receive profit distributions. Both joint ventures provide referred clients with life insurance advice.

LICENSEE: PKFWAFSL Pty Ltd AFSL: 525655

RESPONSIBLE MANAGERS: Chris Davis and Mark Folpp

COMPLIANCE COMMITTEE: Chris Davis, Mark Folpp, Gabrielle Melville, Damien Passmore, Luke Kelly, Matthew Weeks Mahdi Parry, and Linae David

COMPLIANCE SERVICE PROVIDERS:



CORPORATE AUTHORISED REPS: (CAR)	PKF WEALTH SYDNEY PTY LTD	PKF WEALTH NEWCASTLE PTY LIMITED
	ABN: 31 627 830 559	ABN: 11 140 496 377
	Corporate Authorised Representative of PKFWAFSL	Corporate Authorised Representative of PKFWAFSL
	ASIC Number: 1267958	ASIC Number: 345827
	Level 8, 1 O’Connell Street SYDNEY NSW 2000	Suite 1 Level 12 727 Hunter Street NEWCASTLE WEST NSW 2302
	GPO Box 5446 SYDNEY NSW 2001	PO Box 2131 DANGAR NSW 2309

SERVICES WE CAN PROVIDED:

- Deposit and Payment Products
- Managed Investment Schemes, including IDPS
- Government Debentures, Stocks or Bonds
- Retirement Savings Account Products
- Investment Life Insurance Products
- Securities
- Life Risk Insurance Products
- Superannuation

What services we are authorised to provide

- Deposit products.
- Government debentures, stocks, or bonds.
- Life investment and Life risk products.
- Managed Investment Schemes.
- Investor Directed Portfolio Services (IDPS).
- Securities (shares).
- Superannuation, Retirement Savings Accounts.
- Tax (Financial) Advice.

PKFWAFSL Pty Ltd is authorised to provide financial advice to both retail and wholesale clients.



EDUCATION
AND TRAINING



GOALS



WEALTH



FAMILY
COUNCIL



PKF Wealth
Client



RISK AND
COMPLIANCE



ESTATE



DEBT



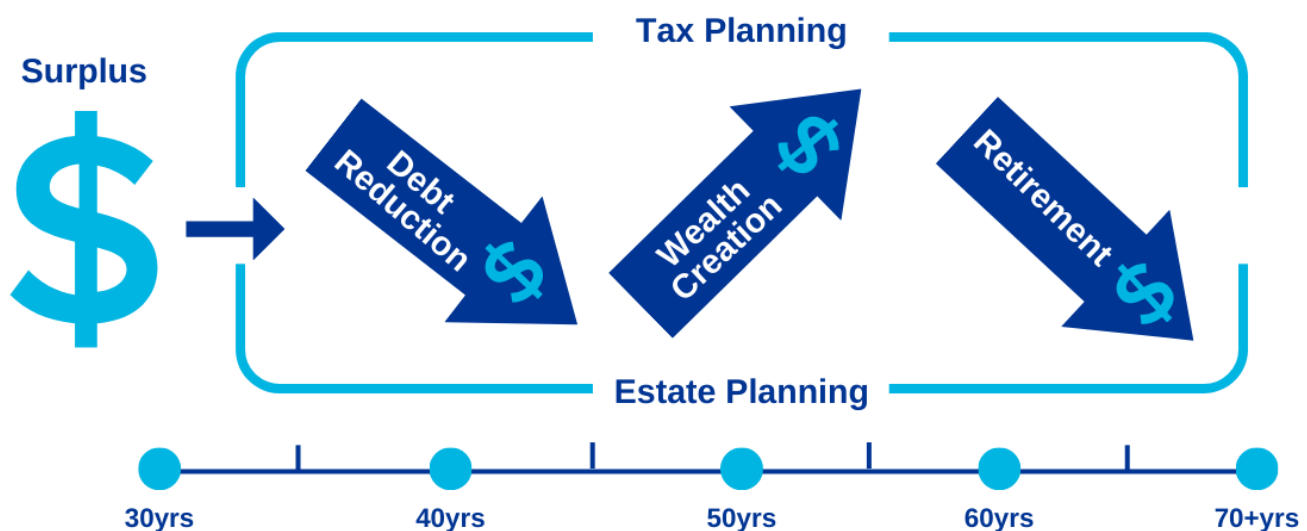
BUSINESS

The Advice Process



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|---|--|---|---|---|
| <ul style="list-style-type: none"> • We're here to help. • We listen & get to know you. • What's important to you, your goals & objectives. • Initial data gathering. • We show you how we can secure your financial future. | <ul style="list-style-type: none"> • We consider your entire current position & circumstances. • Research of your existing financial lifestyle & risk position. • Modelling your existing position against your goals. • We develop strategies to assist you creating & protecting wealth. | <ul style="list-style-type: none"> • We show you how we can make a difference to your financial future. • We explain how our strategies set you on the right track. • We put you at ease by making the complex seem simple. • We show you how it will work & what it will cost. | <ul style="list-style-type: none"> • Completion of applications & all paperwork. • Underwriting & establishment processes. • We keep you updated along the way. • Congratulations! You are on track to achieve your Future of Choice. | <ul style="list-style-type: none"> • We check in with you to keep you on track. • What's changed since your plan? • We proactively review your affairs & make new recommendations that suit your needs. • Regular communication. • We're here to help! |
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The Three Phases



Investment Philosophy and Committee

Overview

PKF Wealth Newcastle has been at the forefront of the financial advice and wealth management industry for many years. Over this time, we have built an enviable reputation for delivering outstanding service and outcomes for our clients through our business acumen, sound approach to investing, and core values that place our client's best interests at the heart of every decision we make.

An essential part of our service proposition is working with clients to develop strategic advice tailored to their circumstances, needs, and goals — to help them grow, protect, and manage their wealth over time. To provide our financial advisers with the necessary tools and flexibility to deliver strategic advice to clients, we draw on the investment expertise and capabilities of the PKF Wealth Investment Committee.



“Only the best-in-class investment strategies, structures and underlying assets are chosen to deliver clients their tailored solutions.”

PKF Wealth Investment Committee

The PKF Wealth Investment Committee is responsible for all investment and market research activities, portfolio construction, asset allocation, asset selection, and monitoring portfolio performance and risk. In keeping with our commitment to deliver clients superior service and outcomes, we have partnered with Evidentia Group to enhance the investment capabilities of the PKF Wealth Investment Committee.

The PKF Wealth Investment Committee includes representatives (and voting members) from both PKF Wealth and Evidentia Group — backed by the research capabilities of Evidentia Group's broader investment team. The PKF Wealth Investment Committee officially meets quarterly but communicates as and when investment markets or time-critical decisions dictate.

PKF Wealth Investment Committee



PKF
Wealth



"We draw on the combined investment expertise, resources, and financial advice industry experience of the PKF Wealth Investment Committee to deliver strategic advice to our clients."

About Evidentia Group

Evidentia Group is a boutique asset consultancy and investment management firm that manages over \$13 billion of funds in partnership with some of Australia's highest-quality financial advisory firms.

Evidentia Group draws on the deep investment expertise and research capabilities of one of the largest and most experienced investment teams in the market — located in offices in Sydney, Melbourne, and Brisbane.

The investment team is made up of 12 professionals with an average of over 23 years of industry experience, who bring together a diversity of skill sets, including the management of multi-asset portfolios, Australian and global shares, fixed interest, alternatives, private markets, risk management, and macroeconomic and market analysis.

Complementing this investment expertise, many of the investment team and partners at Evidentia Group have gained invaluable knowledge and an understanding of the financial advice industry, having owned, operated, and managed large self-licensed financial advice and private wealth firms. This combination of experience enables Evidentia Group to better understand PKF Wealth's value proposition and to help develop and deliver clients' best-in-class and tailored investment outcomes.



Designs, builds, and manages portfolios in partnership with Australia's leading financial advisory firms.



100% privately owned, Evidentia Group delivers boutique-like service to advisers and clients.



Established in 2018 and managing money since 2020, with offices in Sydney, Melbourne, and Brisbane.



Over **\$6 billion** in FUM and **\$28 billion** in FUA.



Strong team with deep investment expertise – 12 professionals with an average of 23 years of experience.



Rated #1 in Adviser Ratings survey in five out of six asset consulting categories.

How We Invest

Our Investment Philosophy

Our investment philosophy is underpinned by several key principles that have been honed over decades of professional investment experience:



Strategic Asset Allocation Drives Portfolio Performance

Over time, investors achieve higher returns for accepting higher risk. A higher allocation to growth assets, such as shares, results in higher expected returns over the long run.



Diversification

Diversification is spreading investments across and within different asset classes domestically and abroad. Diversification cannot eliminate the risk of loss, but it is a powerful tool for managing risk. Diversification is the only 'free kick' when investing.



Valuation is Important

Markets regularly experience inefficiency and mispricing. We adopt a dynamic asset allocation approach that considers the relative valuations of asset classes and sub-asset classes, fund managers, and underlying securities.



Long-Term Focus

Investment decisions are rarely validated on the day they are made, and reacting to short-term performance can destroy wealth. We are confident that our disciplined and patient investment approach will deliver the intended results over time.



Evidence-Based Investing

We are investors, not speculators. Making investment decisions based on fundamental analysis and empirical evidence rather than short-term noise delivers better long-term investment outcomes.



Safety & Transparency

The security of our client's wealth is paramount. We will only invest in the highest quality underlying fund managers and securities and will not accept any overly complex or opaque investments.

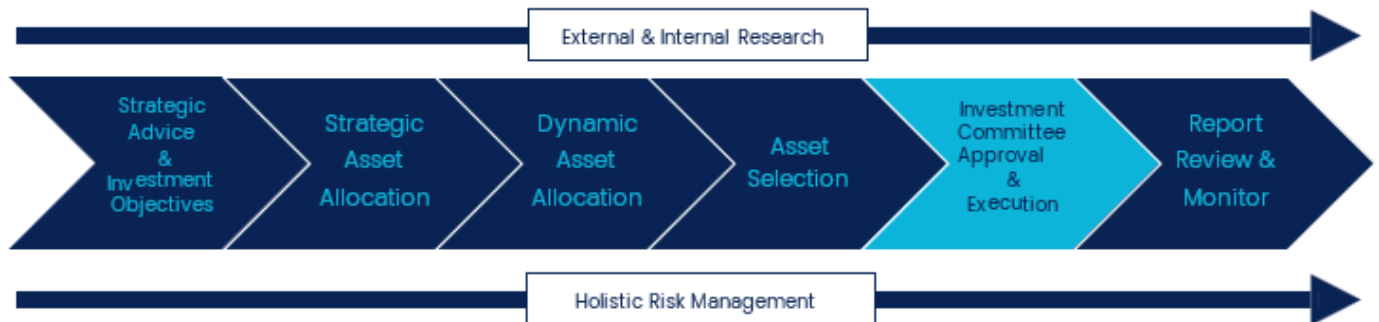


Fees Matter

We only allocate fees to active fund managers where we believe — with a high degree of conviction — that investors will benefit from paying a higher fee. Where appropriate, we will also utilise low-cost passive fund managers.

Our Investment Process

Strengthened by the key principles of our investment philosophy, our investment process can be broken down into a simple step-by-step process.



Strategic Advice & Investment Objectives

The most critical part of the investment process is aligning a client's investment objectives with the tailored strategic advice received from their financial adviser.

As strategic advice is unique to each client's own circumstances, needs, and goals, so too are the investment objectives that determine how their portfolio is designed, constructed, and managed moving forward.



Asset Allocation

Asset allocation is the process of allocating a portfolio across different asset classes with different risk and return characteristics based on the client's investment objectives as well as our assumptions of how each asset class will perform.

In general, a portfolio will have a mix of exposures to growth asset classes (e.g.

Australian shares, international shares, property, infrastructure, and growth alternatives) that tend to carry higher levels of risk but also offer the potential for higher returns over time, and a mix of defensive asset classes (e.g. cash and fixed interest) that carry lower levels of risk and typically produce lower returns.

- **Strategic Asset Allocation (SAA)** serves as the central anchor for asset allocation and is based on the client's investment objectives and our financial market analysis and assumptions about the long-term performance of each asset class.
- **Dynamic Asset Allocation (DAA)** involves tilting a client's portfolio away from its default SAA positioning based on our market analysis and assumptions about the medium-term performance of each asset class. DAA allows us to increase a portfolio's exposure to undervalued asset classes or reduce exposure to overvalued asset classes. By adjusting the asset allocation through DAA, we aim to deliver a higher expected return for the same given level of risk over the same time period.



Asset Selection

Asset selection involves an initial assessment of the efficiency of each asset class to determine whether active or passive (index/benchmark tracking) strategies should be used.

Where active strategies are appropriate, a short list of high-quality assets — which can include direct shares, managed funds, exchange-traded funds, and cash products — are identified through a screening process that considers quantitative and qualitative factors combined with internal idea generation. Rigorous fundamental research is then undertaken on each asset to determine whether they are suitable for inclusion in a client's portfolio, with additional style and holding analysis undertaken to understand how each asset will interact and blend with one another.



Investment Committee Approval & Execution

Recommendations for asset allocation and asset selection are submitted to the Investment Committee for a comprehensive review, and only after their approval are they implemented.



Monitoring & Reporting

Once the approved changes have been executed, a rigorous and systematic approach is adopted to monitor the ongoing performance and appropriateness of both the overall strategy and the underlying assets. As transparency is important in fostering client engagement and understanding, regular performance reporting and investment communications are also provided to clients.



Holistic Risk Management

Risk management modeling then considers the interactions of all active decisions made within client portfolios (including asset allocation tilts and underlying asset risks) to form a clear view of where and how risk is being taken compared to the appropriate benchmark.

Where risks are sufficient to pose a potential threat to a portfolio meeting a client's investment objective, those risks are managed with changes to asset allocation or asset selection.

"An investment philosophy and process honed over decades."

Our Fees

As part of providing detailed financial planning, there are costs to you at various stages of the process. Before making any recommendations, these will be discussed and agreed upon with you.

Fees for providing you with our service are received by PKFWAFSL Pty Ltd.

PKFWAFSL Pty Ltd retains approximately 10% of all fees and passes 90% to its Corporate Authorised Representatives (PKF Wealth Newcastle Pty Ltd and PKF Wealth Sydney Pty Ltd). All advisers are remunerated via salary and if they are shareholders potentially via profit distribution.

Advice fees are inclusive of GST and payable by you at the following stages:

1. Advice

For having a personalised financial plan (Statement of Advice) prepared, a one-off plan preparation fee (starting from \$2,200) is payable. The actual fee will depend on the complexity of your situation and the time it takes to prepare personal financial advice for you.

2. Implementation

A one-off implementation fee to implement the recommendations in your financial plan. This is payable when you decide to proceed with the implementation of any one or more recommendations that I provide to you. The actual fee will depend on the complexity of your situation and will reflect the amount of work involved with implementing your strategy. This fee will be fully disclosed to you in your Statement of Advice (SoA) prior to implementation.

As a guide implementation fees are charged according to the following criteria:

<u>Funds to be invested</u>	<u>Range</u>
\$500,000 - \$1,000,000	\$5,500 - \$8,800
Over \$1,000,000	\$7,700 >

3. Ongoing Advice Service and Reviews

If you choose to have me conduct a review of your financial plan and monitor your investments and circumstances on an ongoing basis across the year (to ensure that your financial strategies and financial products remain appropriate to you), you may be charged an ongoing advice service fee.

This fee will be fully disclosed to you in your Statement of Advice (SoA) and annually in a "Fee disclosure statement".

Typically, ongoing fees sit in the following range:

<u>Funds to be invested</u>	<u>Range</u>
\$500,000 - \$1,000,000	\$5,500 - \$14,400
\$1,000,000 - \$3,000,000	\$11,000 - \$27,500
Over \$3,000,000	\$22,000 >

Other Disclosures

Our advisers receive a salary as employees of either PKF Wealth Newcastle Pty Limited or PKF Wealth Sydney Pty Ltd. If your adviser is also a shareholder, they are entitled to a profit share.

Where required, we may refer you to external specialists or professionals to seek advice and/or address matters that are outside the scope of authorisations or services as listed further above. We do not accept payments for those referrals.

PKF member firm

PKF operates in Australia as a group of separate member firms, all of which are members of PKF Australia.

Each member firm of PKF Australia is a separate legal entity and profits are not shared between member firms.

PKF Wealth Newcastle & Sydney are member firms of the PKF International Limited family of legally separate firms and do not accept any responsibility of liability for the actions or inactions of any individual member or correspondent firm or firms.

Joint venture arrangements (Newlane Risk)

If we identify that you have a need for personal insurance, we can arrange for those services to be provided through Newlane Risk via PKF NRL NCL Pty Ltd ('PKF NCL') or PKF NLR SYD Pty Ltd ('PKF SYD').

- PKF NCL is a joint venture arrangement between PKF Wealth Newcastle Pty Ltd and Newlane Risk Pty Ltd with each entity owning 50%.
- PKF SYD is also a joint venture arrangement between PKF Wealth Sydney Pty Ltd and Newlane Risk Pty Ltd with each entity owning 50%.

Both PKF NCL and PKF SYD are Corporate Authorised Representatives of Thornton + Lee Pty Ltd AFSL 490 448 ABN 14 612 075966.

Whilst we may refer you to related entities such as PKF NCL or PKF SYD, you should understand that these other services are not provided under the PKFWAFSL AFSL and PKFWAFSL does not train, support or supervise the provision of these other services and has no responsibility in relation to these services.

If your adviser is a director and shareholder of PKF Wealth Newcastle or PKF Wealth Sydney they may receive capital and profit related benefits.

Association with product issuers

Your adviser may recommend the 'PKF Wealth Managed Portfolio'. This product is issued by Ironbark Asset Management and Evidentia are the investment manager. We do not earn income from recommending this product to you. The fees that you will pay to Ironbark and Evidentia are disclosed in the Statement of Advice.

The PKF Wealth Managed Portfolio is accessible through the BT Panorama and Hub24 platforms. Evidentia Group Pty Ltd (ABN 39 626 048 520) ('Evidentia'), is an Authorised Representative of Evidentia Financial Services Pty Ltd (ABN 97 664 546 525, AFS Licence No. 546217) and has been selected as an external asset consultant, to operate as the Investment Manager. Ironbark Asset Management (Fund Services) Limited (ABN 63 116 232 154, AFS Licence No. 298626) is the issuer and the Responsible Entity of the Ironbark Managed Portfolios through which you can access the PKF Wealth Managed Portfolio.

Neither PKF Wealth nor any adviser receive any financial gain because this product is recommended to you.

The PKF Wealth Managed Portfolio's are only available to clients who are and continue to be clients of PKFWAFSL (the Licensee) Pty Ltd.

Referral Agreements

PKF Wealth Newcastle has a referral agreement joint venture with NBAS HoldCo Pty Ltd (PKF Accounting Newcastle) where 20% of the first five years of ongoing revenue is paid to NBAS Hold Co Pty Ltd.

PKF receives referrals from the following accountancy firms. We pay the accountancy firms 10% of all fees charged. The accountancy firm own 50% of the capital value of all clients that it refers.

- A J W Miles & Son
- Active Accounting

Any referral fees that we will pay on your behalf will be disclosed within your Statement of Advice.

Privacy

Your adviser maintains a record of your personal profile, which includes details of your objectives, financial situation and needs. They also maintain records of any recommendations made to you. 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. There may be a charge for this. PKF Wealth is 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 on our website www.pkf.com.au.

Complaints

If you have a complaint, you can contact us and discuss your complaint. Our complaint management policy can be found on our website www.pkf.com.au.

Please contact Executive Director, Chris Davis on cdavis@pkf.com.au or our Complaints Manager on wealthinfo@pkf.com.au. We will try and resolve your complaint quickly, fairly and within prescribed timeframes.

If the complaint cannot be resolved to your satisfaction within 30 days, you have the right to refer the matter to the Australian Financial Complaints Authority (AFCA). AFCA provides a fair and independent financial services complaint resolution that is free to consumers.

AUSTRALIAN FINANCIAL COMPLAINTS AUTHORITY

www.afca.org.au

info@afca.org.au

1800 931 678 (free call)

In writing to Australian Financial Complaints Authority GPO Box 3, Melbourne VIC 3001

Compensation arrangements

We have arrangements in place to maintain adequate professional indemnity insurance as required by s912B of the Corporations 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.

Our Team



Chris Davis

EXECUTIVE DIRECTOR
SHAREHOLDER

ASIC NO. 321627

cdavis@pkf.com.au

Chris has been an integral part of PKF Wealth team for the past 18 years, he was appointed as Executive Director in March 2020.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Diploma of Financial Planning
- Bachelor of Commerce
- Financial Advice Association Australia (FAAA)
- SMSF Accredited Adviser



Andrew Russell

SENIOR FINACIAL ADVISER
SHAREHOLDER

ASIC NO. 1269083

arussell@pkf.com.au

Andrew is a highly credentialed financial adviser who joined PKF Wealth in 2015. Andrew has a wide breadth of experience across various industries which he calls upon in assisting his diverse client base.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- CFP® Practitioner
- Diploma of Financial Planning (DFP)
- Master of Professional Accounting (MPA)
- SMSF Accredited Adviser
- Financial Advice Association Australia (FAAA)
- Master of Business Administration (MBA)



Damien Passmore
SENIOR FINANCIAL ADVISER
SHAREHOLDER

ASIC NO. 305752

dpassmore@pkf.com.au

Damien's extensive experience as a financial advisor is underpinned by his practice in accounting, superannuation and related areas in a professional career spanning more than 25 years. As a Chartered Accountant (CA) and a designated Specialist Self-Managed Superannuation Advisor, Damien has the credentials to provide quality advice and deliver significant value to his clients.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Chartered Accountant
- Graduate Certificate of Financial Planning
- Bachelor of Commerce
- SMSF Specialist Adviser (SSA)



Craig Sawyer
SENIOR FINANCIAL ADVISER
DIRECTOR
SHAREHOLDER

ASIC NO. 239484

csawyer@pkf.com.au

Craig has been with PKF for over 30 years. His knowledge of superannuation stems back to the early 1990's when he headed up the SMSF compliance team. He is a passionate adviser with a wealth of experience across the industry.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- CFP® Practitioner
- Financial Advice Association Australia (FAAA)
- Diploma of Financial Planning
- SMSF Specialist Adviser (SSA)



David Henriksen
SENIOR FINANCIAL ADVISER
SHAREHOLDER

ASIC NO. 1239053

dhenriksen@pkf.com.au

David has a deep understanding of the strategy and legislation around superannuation, estate planning and investments. David has been helping PKF clients for over 17 years and is a leader within the PKF Australia network. David's strategic Self-Managed Superannuation Fund (SMSF) experience allows him to provide solutions that others may not always identify.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Chartered Accountant
- Diploma of Financial Planning
- Bachelor of Business
- SMSF Specialist Adviser (SSA)



Mark Folpp
SENIOR FINANCIAL ADVISER
DIRECTOR
SHAREHOLDER

ASIC NO. 446183

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Mark spent 20 years of his career with leading funds management companies in senior roles, before returning to his current advice-focused role. Mark has accumulated deep experience in the investment management industry, having seen a number of market cycles firsthand. Mark has been with PKF Wealth Newcastle since 2013 and is Head of

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Adv. Diploma of Financial Planning
- Bachelor of Commerce
- SMSF Accredited Adviser
- Financial Advice Association Australia (FAAA)



Jarryd Brennan

SENIOR FINANCIAL ADVISER

SHAREHOLDER

ASIC NO. 1290445

jbrennan@pkf.com.au

Jarryd has been with PKF for over 10 years. His passion for Wealth creation is underpinned by his strong technical foundation as a Chartered Accountant.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Chartered Accountant
- Graduate Diploma of Financial Planning
- Bachelor of Commerce
- SMSF Accredited Adviser



Matthew Weeks

FINANCIAL ADVISER

ASIC NO. 1309565

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Matthew has been a dedicated member of PKF since 2019. His passion for wealth creation and commitment to providing exceptional financial advice make him a valuable asset to our clients.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Graduate Diploma of Financial Planning
- Bachelor of Commerce
- Bachelor of Business
- Financial Advice Association Australia (FAAA)
- SMSF Accredited Adviser



Luke Kelly

SENIOR FINANCIAL ADVISER

SHAREHOLDER

ASIC NO. 416693

lkelly@pkf.com.au

Luke has been leading PKF Wealth Sydney as a senior financial adviser since 2018. He is a passionate financial adviser with extensive experience in providing strategic investment, superannuation, aged care and wealth creation advice.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Adv. Diploma of Financial Planning
- Bachelor of Commerce
- Association of Financial Advisers
- Fellow Chartered Financial Practitioner
- SMSF Accredited Adviser
- Accredited Aged Care Professional



PKF Wealth