Financial Services Guide

17 March 2026
Version 7

PKF Wealth

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.

Our licensee

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: PC, catalyst compliance, Fourth Line, Kelly+Partners Chartered Accountants

CORPORATE AUTHORISED REPS: (CAR)

PKF WEALTH SYDNEY PTY LTD
ABN: 31 627 830 559
Corporate Authorised Representative of PKFWAFSL
ASIC Number: 1267958
Level 8, 1 O'Connell Street, SYDNEY NSW 2000
GPO Box 5446 SYDNEY NSW 2001

PKF WEALTH NEWCASTLE PTY LIMITED
ABN: 11 140 496 377
Corporate Authorised Representative of PKFWAFSL
ASIC Number: 345827
Suite 1 Level 12, 727 Hunter Street NEWCASTLE WEST NSW 2302
PO Box 2131 DANGAR NSW 2309

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.

The advice process

- 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.

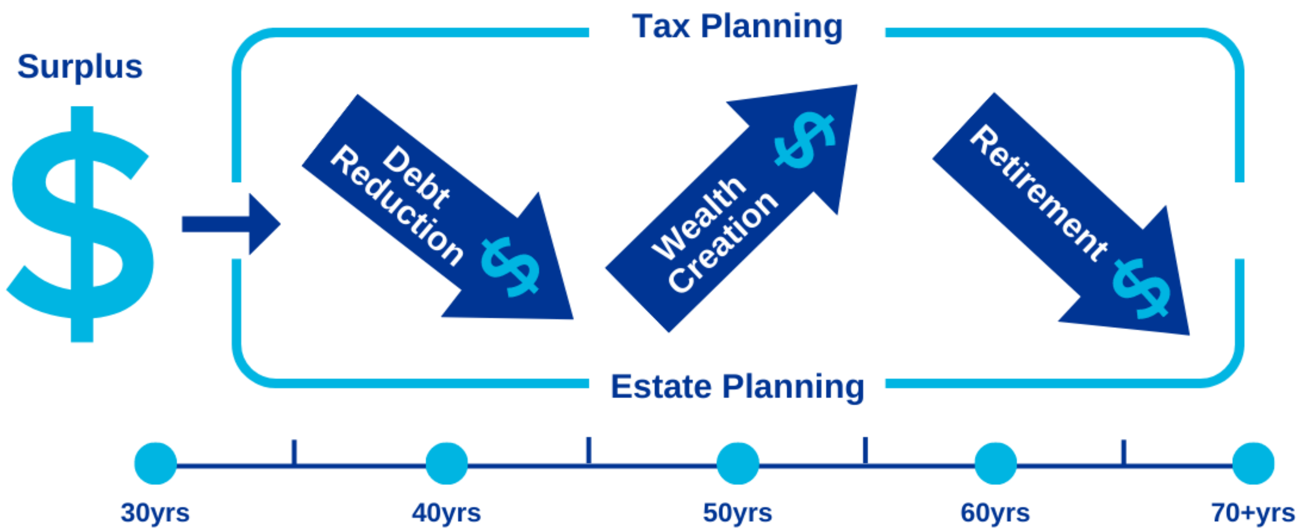
- We consider your entire current position & circumstances.
- Research of your existing financial lifestyle & risk position.
- Modelling your existing position against your goals.
- We develop strategies to assist you creating & protecting wealth.

- 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.

- 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.

- 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!

The three phases



Investment philosophy

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 clients' best interests at the heart of every decision we make.

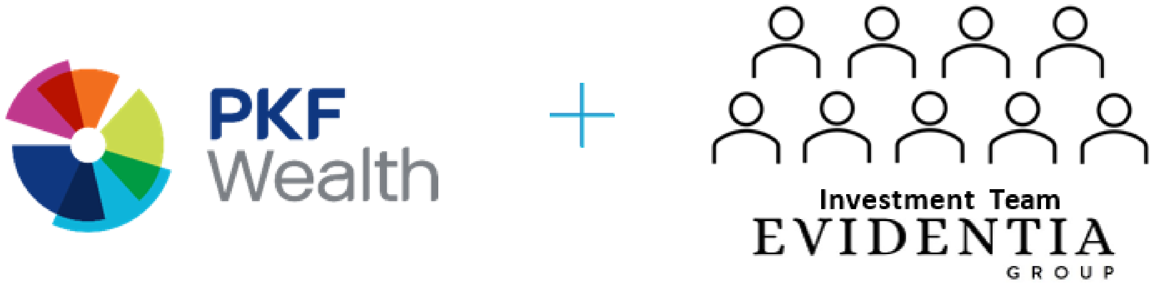
An essential part of our service proposition is working with clients to develop strategic advice tailored to their circumstances, needs, and goals — to help them grow, protect, and manage their wealth over time. To provide our financial advisers with the necessary tools and flexibility to deliver strategic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

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 monthly but communicates as and when investment markets or time-critical decisions dictate.

PKF Wealth Investment Committee



"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."

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.

Fees

At PKF Wealth, we believe in transparency and fairness when it comes to fees. Our fees are tailored to reflect the complexity of your financial needs and the level of service you choose. In the initial stages of an advice relationship, your adviser may provide a fee estimate range. Once the full extent of your advice needs is understood, all fees will be fully disclosed in your Statement of Advice (SOA).

1. Initial advice fee

These fees apply when you decide to engage PKF Wealth to prepare an SOA for you. The fee is based on the complexity of your situation and the work required to prepare the advice document. **SOA fees start from $4,400.**

2. Plan implementation fee

If you decide to proceed with our advice, we will charge a fee for the time we spend assisting you with the implementation. This fee is determined by the complexity and the work involved in implementing your plan. We will let you know what the fee will be in your SOA. **Implementation fees typically start from $4,400.**

3. Ongoing advice and review fee

If you opt for ongoing support, including regular reviews of your financial plan and investment management, an annual fee will apply. This ensures your strategy remains aligned with your goals and circumstances. The ongoing fee will depend on the complexity of your needs, the amount of money we are investing or managing for you, the regularity of reviews, and the number of different entities involved. This fee can be either a fixed fee or a percentage-based fee is reviewed on an annual basis and charged monthly in arrears. **Our minimum ongoing fee is $7,700 per annum.**

Examples of ongoing fees:

Funds under advice	Complexity rating	Annual fee
$1,000,000	Standard	$9,900
	High	$12,100
$3,000,000	Standard	$22,000
	High	$28,600

All fees are inclusive of GST and will be confirmed in detail within an SOA.

All fees are charged by PKFWAFSL Pty Ltd (the AFSL licence holder). PKFWAFSL withholds approximately 10% to administer the AFSL and passes 90% to the Corporate Authorised Representative (PKF Wealth Newcastle Pty Ltd or PKF Wealth Sydney Pty Ltd).

Other disclosures

Our advisers receive a salary as employees of either PKF Wealth Newcastle Pty Ltd 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 payment 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 or 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 NRL 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 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 is 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 SOA.

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 Portfolios 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 HoldCo Pty Ltd.

PKF receives referrals from the following accountancy firms. We pay the accountancy firms 10% of all fees charged. The accountancy firms 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 SOA.

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 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 pkf.com.au.

Please contact Executive Director, Chris Davis, at chrisd@pkfwealth.com.au or our Complaints Manager at info@pkfwealth.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

ww.afca.org.au

info@afca.org.au

1800 931 678 (free call)

In writing to the 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 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 advice team

Andrew Russell

FINANCIAL ADVISER

DIRECTOR

ASIC NO. 1269083

andrewr@pkfwealth.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)

Chris Davis

MANAGING DIRECTOR

ASIC NO. 321627

chrisd@pkfwealth.com.au

Chris has been an integral part of the PKF Wealth team for the past 20 years; he was appointed as Managing Director in March 2020.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Diploma of Financial Planning (DFP)
- Bachelor of Commerce
- SMSF Accredited Adviser

Craig Sawyer

FINANCIAL ADVISER

DIRECTOR

ASIC NO. 239484

craigs@pkfwealth.com.au

Craig has been with PKF for over 30 years. His knowledge of superannuation stems back to the early 1990s 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
- Diploma of Financial Planning (DFP)
- SMSF Specialist Adviser (SSA)

Damien Passmore

FINANCIAL ADVISER
DIRECTOR

ASIC NO. 305752

damienp@pkfwealth.com.au

Damien's extensive experience as a financial adviser 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 Adviser, 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)

David Henriksen

FINANCIAL ADVISER
DIRECTOR

ASIC NO. 1239053

davidh@pkfwealth.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 (DFP)
- Bachelor of Business
- SMSF Specialist Adviser (SSA)

Edward Bacigalupo

FINANCIAL ADVISER

ASIC NO. 1316390

edwardb@pkfwealth.com.au

Edward specialises in developing clear, structured financial strategies tailored to each client's circumstances and long-term goals. He focuses on education and disciplined decision-making to build confidence in clients' financial future.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

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

Jake Blatchford

FINANCIAL ADVISER

ASIC NO. 1316389

jakeb@pkfwealth.com.au

Jake has been with PKF for over five years. Jake is a dedicated financial adviser who combines strong technical expertise with a genuine commitment to client success.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

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

Jarryd Brennan

FINANCIAL ADVISER

DIRECTOR

ASIC NO. 1290445

jarrydb@pkfwealth.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

Luke Kelly

FINANCIAL ADVISER

DIRECTOR

ASIC NO. 416693

lukek@pkfwealth.com.au

Luke is a Sydney-based Financial Adviser at PKF Wealth who helps clients invest strategically, retire with confidence and take control of their financial future. He partners with individuals, families and business owners to simplify complexity, make smarter investment decisions and build a life not limited by money.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Adv. Diploma of Financial Planning
- Bachelor of Commerce
- Financial Advice Association Australia (FAAA)
- Fellow Chartered Financial Practitioner
- SMSF Accredited Adviser
- Accredited Aged Care Professional

Mark Folpp

FINANCIAL ADVISER
DIRECTOR

ASIC NO. 446183

markf@pkfwealth.com.au

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.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

- Adv. Diploma of Financial Planning
- Bachelor of Commerce
- SMSF Accredited Adviser

Matthew Weeks

FINANCIAL ADVISER

ASIC NO. 1309565

matthew@pkfwealth.com.au

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

- Masters of Financial Planning
- Bachelor of Commerce
- Bachelor of Business
- Financial Advice Association Australia (FAAA)
- SMSF Accredited Adviser
- Accredited Aged Care Professional

PKF Wealth