

Adviser Profile

This document, the Adviser Profile, should be read in conjunction with the Financial Services Guide (FSG) already provided.

Carlo Borrelli

Carlo Borrelli is a Sub-Authorised Representative (No 1243480) of Future Wealth Planners Pty Ltd. Future Wealth Planners Pty Ltd is a Corporate Authorised Representative (No 325961) of Sentry Advice Pty Ltd AFSL 227748 (The Licensee).

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If you would like to make an appointment to discuss your needs and objectives in more detail, please contact me by phone number or email.

The advice and products I can offer you

I am authorised to provide financial product advice for, and deal in, the following classes of financial products:

- Basic and non-basic deposit products
- Debentures, stocks and or bonds issued or proposed to be issued by a government.
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services.
- Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)
- Superannuation
- Self-managed Superannuation funds
- Securities
- Standard Margin Lending
- Tax (Financial) Adviser

How are my company and I paid?

The Licensee initially receives all fees and commissions from clients and product providers and distributes them after their fees and other expenses are deducted. The Licensee generally retains a portion of fees paid under its authorisation arrangements.

For details of other possible benefits, please refer to the FSG and/or your Advice Documents. All fees and commissions outlined below are inclusive of GST.

Initial Consultation

This initial meeting is at no cost to you.

Our main aim is to gather information about you and to determine your primary goals and objectives in seeking advice.

At the end of this meeting, we will outline the next steps and detail any fees applicable.

Advice preparation

You may be charged a Statement of Advice preparation fee which will depend on the complexity of your individual circumstances and type of advice you require. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The fee may range from \$2,800 - \$3,960 for 'insurance only' advice and \$3,960 - \$15,000 for comprehensive financial planning advice.

Implementation

We will outline the details of any fees, including Implementation Fees, for you to authorise before any work is carried out.

If you elect to proceed with our advice the fee will range from \$1,100 to \$22,000.

Ongoing fee for advice

If you elect to pay a fee for access to services involved in the ongoing review of your financial planning and investment strategy, we provide three solutions:

Solution 1: for an individual as a client:

Is a fee based on a percentage of total assets under advice (AUA) per annum (p.a.). This percentage is set at 1.1% p.a. for AUA to \$1 million and is paid in varying monthly instalments throughout the year depending on the value of the AUA in that month (excluding investments using geared funds) with a minimum of \$3,960 p.a. (\$330 p.m.) to a maximum of 11,000 p.a. (\$916.67 p.m.) - (assuming no change in value of the amount invested) although this could be higher if the AUA exceeds \$1 million before the expiry of the ongoing service agreement. For example, if you invested \$400,000 and we charge a 1.1% ongoing service fee p.a. your ongoing service fee will be calculated as 1.1% of \$400,000 being \$4,400 p.a. (assuming no change in value of the amount invested) therefore \$4,400 divided by twelve = \$366.67 p.m. for the first month.

Solution 2: for a couple as clients:

Is a fee based on a percentage of the combined assets under advice (AUA) per annum (p.a.). This percentage is set at 1.1% p.a. for a combined AUA for a couple with AUA up to \$1 million and is paid in varying monthly instalments throughout the year depending on the value of the AUA in that month (excluding investments using geared funds) with a minimum of \$5,280 (\$440p.m.) to a maximum of 11,000 p.a. (\$916.67 p.m.) that is divided proportionately according to the AUA for each member although this could be higher if the AUA exceeds \$1 million before the expiry of the ongoing agreement. For example, if Mr Smith invested \$150,000 and Mrs Smith invested \$400,000 totaling \$550,000 and we charge 1.1% on the combined AUA then the ongoing service fees for Mr & Mrs Smith will be calculated proportionate to their individual share of the \$550,000 AUA meaning that Mr Smith will pay 27.27% of the 1.1% fee on \$550,000 - \$1,649.83 p.a. (137.48p.m.) and Mrs Smith will pay 72.72% of the 1.1% fee on \$550,000 - \$4,399.56p.a \$366.63p.m.) for the first

month (assuming no change in value of the amount invested).

Solution 3: for AUA greater than \$1 million:

Is a fee that is also based on a percentage of assets under advice (AUA) per annum (p.a.) but the fee is fixed every month and is reviewed annually and does not change throughout the year with the change in value of the AUA. This solution is based on the addition of four AUA percentage-based tiers described in the table below:

Tier 1: \$0 - \$1 million - 1.1% of AUA

Tier 2: \$1 million - \$1.5 million - 0.825% of AUA

Tier 3: \$1.5 million - \$2 million - 0.55% of AUA

Tier 4: \$2 million and above - 0.275% of AUA

For example, if you invest \$2,200,000; your ongoing service fee will be \$18,425 p.a. (\$1,535.42 p.m.) which is fixed and equates to 0.825% of AUA for the twelve months as calculated below:

Tier 1: \$0-\$1 million x 1.1% = \$11,000 plus

Tier 2: \$1 million-\$1.5 millionx0.825% = \$4,125 plus

Tier 3: \$1.5 million-\$2 millionx0.550% = \$2,750 plus

Tier 4: \$2 million and abovex0.275% = \$550

Total = \$18,425 p.a.

Therefore \$18,425 p.a divided by 12 = \$1,535.42 p.m.

Insurance products

My company or I may receive up-front commission of up to 60% (exclusive of GST) of your first annual insurance premium for arranging your cover. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.

These commission payments are made by the relevant product issuers and are not an additional cost to you.

Ad hoc advice

Where you do not wish to participate in an ongoing advice fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of between \$330 and \$440 per hour may apply.

Other benefits, interests, or associations

I or my company may have referral arrangements with selected referral partners. If a referral arrangement applies to you, we will provide you with further details.

Future Wealth Planners has designed the investment strategies for a range of FWP-branded Separately Managed Accounts (SMAs) available on the Macquarie Wrap platform. Bellmont Securities acts as the investment manager for these SMAs, and Macquarie is the product issuer. While we do not receive any additional remuneration for recommending these SMAs, you should be aware of this association when considering any recommendation we make in relation to these products.