

Financial Services Guide

Dated 5 July 2018

Important information about this Financial Services Guide (FSG)

This FSG is issued by Australian Investment & Insurance Group Pty Ltd (“we”, “us”, “our”). Your adviser will provide you with an FSG and their Adviser Profile prior to providing any personal financial advice. The FSG should be read in conjunction with the Adviser Profile because they contain important information designed to help you decide whether to use our services.

The FSG contains information about:

- The initial and ongoing advice we provide;
- Our service offer and remuneration;
- Who to contact should you have a complaint; and
- Our Privacy Policy.

The Adviser Profile contains information about:

- Your adviser’s Authorised Representative number and/or Corporate Authorised Representative Number, if applicable;
- Your adviser’s experience, qualifications and accreditations;
- The products and services they can offer; and
- Any applicable referral arrangements.

About us

Australian Investment & Insurance Group Pty Ltd holds an Australian Financial Services Licence (No 226405) granted by the Australian Securities and Investments Commission.

Australian Investment & Insurance Group Pty Ltd
ABN: 93 068 486 126
AFSL: 226 405

Unit 1, 216 Glen Osmond Road Fullarton SA 5063
Ph: (08) 8338 5155 Fax: (08) 8338 5144
Email: info@aiig.com.au
Website: www.aiig.com.au

Our advisers

Our advisers are authorised representatives of Australian Investment & Insurance Group Pty Limited. Please refer to the Adviser Profile for additional information.

Related parties

Australian Investment & Insurance Group Pty Ltd is a wholly owned subsidiary of Amalgamated Australian Investment Group Ltd, a diversified group of financial companies encompassing:

- Australian Stock Report Pty Ltd;
- APSEC Funds Management Pty Ltd;
- Atlantic Pacific Securities Pty Ltd *trading as ASR Wealth Advisers*;
- Ascot Securities Pty Ltd;
- Amalgamated Australian Investment Solutions Pty Limited); and
- HALO Technologies Pty Limited.



Other documents you may receive

Advice documents

You will be provided with a Statement of Advice (SOA) on the first occasion that we provide you with advice which takes into account your personal circumstances.

Following our initial advice, we will document subsequent advice in a SOA or Record of Advice (ROA) provided that your personal circumstances haven't changed substantially.

The SOA or ROA will contain:

- the details of the areas you are seeking advice on;
- the basis on which the advice is given; and
- information about fees, commissions and associations which may have influenced the provision of the advice.

We will retain copies of each SOA and ROA for a period of seven years from the date of the advice. Please contact your financial planner should you require a copy.

Product Disclosure Statement (PDS)

In the event we make a recommendation to acquire a financial product (other than securities), we will provide you with a PDS containing information on that particular product. The PDS will contain information about the relevant key features, fees, benefits and risks to help you make an informed decision about whether or not to acquire the financial product.

Working with a financial planner

Australian Investment & Insurance Group Pty Ltd advisers are required by law to act in your best interests.

Your adviser will ask you to provide accurate information about yourself and will need to be informed of any changes in your situation to ensure that the advice provided is and remains suitable to your personal circumstances.

You have the right not to divulge information about yourself. However, in this situation, the advice you receive may impact the appropriateness of the advice you receive.

In compliance with the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (AML/CTF Act), we will need to verify your identity before providing any financial products and services to you. Your adviser will let you know which identification documents can be presented for identification purposes.

Advice and services we can provide

Our financial advisers are able to provide advice on, and deal in the following financial products:

- Deposit products;
- Securities (including shares);
- Investment life insurance (including investment bonds);
- Life Insurance Risk Products;
- Life Insurance Investment Products;
- Managed Investments;
- Investor Directed Portfolio Services;
- Retirement Savings Accounts; and
- Superannuation.



Our financial advisers can only provide advice on products within these classes where they appear on our **Approved Product List**, which is a large range of investment and insurance products for which the appropriate research and analysis has been undertaken.

Our financial advisers cannot provide advice in respect of:

- Any financial product which is not on our **Approved Product List**; or
- Any facility where your advisor can change your portfolio before obtaining your consent (commonly known as Managed Discretionary Accounts).

Remuneration and benefits

Remuneration

The fees for services provided by Australian Investment & Insurance Group Pty Ltd advisers depend on the nature of those services.

Your SOA will contain the detail of the fees, payments and other benefits that we (the licensee) and your financial adviser will receive.

Our remuneration typically includes one or a combination of the following:

- An advice fee (including the Statement of Advice);
- Commission payments from products providers where applicable;
- SMSF Service and Advice fees;
- Ad hoc financial advice fees;
- Centrelink Administration and Support fees; and
- Investment Summary Report fees.

All fees or commissions are paid to Australian Investment & Insurance Group Pty Ltd. Your adviser may receive a percentage of the fees and commission or a fixed salary.

Other benefits

We may be offered or receive non-commission benefits such as entertainment or sponsorship from some product providers at no extra cost to you. We maintain a register to document any benefits received. A copy of this register will be made available within seven days of a request.

With your permission you may be referred to an external specialist to receive further advice. We may receive a referral fee or commission for introducing you to the specialist. You can request particulars of the amount within a reasonable time after the FSG is given and before any financial services are provided to you.

Australian Investment & Insurance Group nor its authorised representatives/employees are liable nor endorse products or services provided by external providers.

Payments to other professionals

We may pay a referral fee when clients are referred to us from other professionals. This can be up to 50% of the commissions or fees earned. The amount of the referral fee is calculated depending on the type of service that is referred, and is generally a percentage of the value of the services referred during a set period of time. You can request particulars of the amount within a reasonable time after the FSG is given and before any financial services are provided to you. In this event, we will make a separate disclosure to you in your SOA.



Product arrangements

Do any relationships or associations exist which might influence your advice?

Since 1 July 2013, Australian Investment & Insurance Group Pty Ltd and its advisers are no longer able to receive a payment based on the total volume of funds invested or placed on the sale of investment and superannuation products.

Insurance products are exempt from these provisions. Commission on insurance products sold on or after 1 July 2013 will still be payable to your adviser.

Advisers may also continue to collect ongoing or trailing commissions on 'grandfathered' products, being superannuation or investment products sold on or before 30th June 2013, for which a commission arrangement was in place.

Your adviser will discuss the services we provide and negotiate the appropriate fees payable for the services you receive. All fees and/or commissions payable will be disclosed in writing in a Statement of Advice. Your adviser will also provide you with a Fee Disclosure Statement each year that you remain in an ongoing fee arrangement with the adviser.

Do any relationships or associations exist which might influence your advice?

I have chosen not to enter into any arrangements with a product provider

Professional indemnity

Australian Investment & Insurance Group Pty Ltd maintains professional indemnity insurance as required by the Corporations Act 2001.

What should you do if you have a complaint?

Should you have any complaints about the services provided to you by your adviser, we invite you to take the following steps:

Contact your adviser or Australian Investment & Insurance Pty Ltd to discuss your complaint:

Complaints and Compliance

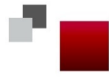
Australian Investment & Insurance Group Pty Ltd
Unit 1, 216 Glen Osmond Road
Fullarton SA 5063
T: (08) 8338 5155
info@aiig.com.au

We will acknowledge receipt of your complaint as soon as practicable. We will then investigate the complaint and aim at providing you with a response within 45 days (or 90 days should we inform you more time is required).

If your complaint has not been satisfactorily resolved, you may escalate your complaint to the Financial Ombudsman Service, an External Dispute Resolution Scheme:

Financial Ombudsman Service (FOS)
GPO Box 3
Melbourne VIC 3001
T: 1800 367 287
F: 03 9613 6399
www.fos.org.au
info@fos.org.au

The Australian Securities and Investments Commission (ASIC) may be contacted on 1300 300 630 to assist you in settling your complaint.



Privacy Policy

Privacy is important to us and our clients. Australian Investment & Insurance group and its advisers are committed to comply with the Privacy Act 1988.

What types of personal information about me does Australian Investment & Insurance Group hold?

We collect and hold information about you that is both relevant and necessary in order for us to provide you with financial advice and services. The information we hold depends on the services provided and may include information about your identity, personal objectives, financial position, health, lifestyle and financial plan.

We will always endeavour to obtain your information directly from you.

How does Australian Investment & Insurance Group use my personal information?

Our primary purpose in collecting your personal information is to understand your financial and lifestyle goals and provide you with appropriate financial advice.

Where personal advice is required our information is used to develop a financial plan which aims to bridge the gap between where you are now and where you would like to be.

At any time, we may need to appoint another financial adviser, within the Licensee, to manage your financial needs and services. You will be advised of any change to your financial adviser in writing. Your new adviser will be provided access to your information.

We may also use your information to bring to your attention other strategies, services or products that may be relevant to your financial plan.

We may use or disclose personal information about you for the purpose of direct marketing if we collected the information from you and you would reasonably expect us to use your information for this purpose or you have consented to the use of your information for that purpose. If you would like to “opt out” of having your information used for direct marketing purposes, please contact your adviser or Australian Investment & Insurance Group Pty Ltd directly.

How does Australian Investment & Insurance Group collect and hold my personal information?

Your personal information will usually be collected over the telephone, online or during face-to-face interviews.

We take reasonable steps to protect your information from misuse, interference and loss, and from unauthorised access, modification or disclosure. We will hold your personal information for 7 years after you stop using our services and will then take reasonable steps to securely destroy the information, or to ensure the information is de-identified.

If you would like to “opt out” of receiving updates about our products and services please email info@aiig.com.au address with the subject “Unsubscribe” and include the following information: name of company you received the communication from, full name and email address.



Who does Australian Investment & Insurance Group disclose my personal information to?

Your information is only disclosed to other parties as are necessary for us to provide our services to you. This is done only after we have received your written consent. Other parties may include internally owned companies and subsidiaries of the Amalgamated Australian Investment Group Ltd including other Licensees, related parties, accountants, trading platform providers, storage and emailing services as appropriate and with your permission.

In addition, we will disclose your information where we are required to by law.

We will not pass your information to other parties for any purposes other than those for which you have been informed.

Australian Investment & Insurance Group may engage service providers located in countries outside Australia including India to assist in providing products or services. Disclosure of personal information to overseas providers may be required and will not be used for marketing purposes. Australian Investment & Insurance Group does not sell client details and will not disclose your details to an external third party without your consent.

How do I get access to the personal information Australian Investment & Insurance Group holds about me?

You may request access to the information we hold about you by contacting your authorised representative or Australian Investment & Insurance Group directly. Upon receipt of your request we will endeavour to service your request as quickly as possible.

In some circumstances access to your information or parts thereof may not be possible. If this is the case we will inform you as to why and, where practicable, make alternative arrangements. Depending on the requirements a fee may be charged to service requests.

Reporting your concerns

If you have any queries or concerns about a breach or potential breach of this Privacy Policy, we invite you to take the following steps:

Contact your adviser or Australian Investment & Insurance Pty Ltd to discuss your concerns or complaint:

Complaints and Compliance
Australian Investment & Insurance Group Pty Ltd
Unit 1, 216 Glen Osmond Road
Fullarton SA 5063
T: (08) 8338 5155
info@aiig.com.au

If your complaint has not been satisfactorily resolved, you may escalate it to the Office of the Australian Information Commissioner:

Office of the Australian Information Commissioner
GPO Box 5218
Sydney NSW 2001
T: 1300 363 992
www.oaic.gov.au
enquiries@oaic.gov.au



Adviser Profile

Mari Nguyen is an Authorised Representative (No: 317240) of Australian Investment & Insurance Group Pty Ltd.

Canopy Financial Group Pty Limited TA Canopy Financial Group ABN: 61 153 493 488 is a Corporate Authorised Representative (CAR: 413 742) of Australian Investment & Insurance Group Pty Limited.

Experience

Mari has over 14 years’ experience in the finance advisory sector.

Advice and services offered

- Wealth Creation;
- Superannuation (including Self-Managed Superannuation Funds);
- Retirement and Estate Planning;
- Investment Portfolio Planning;
- Rollover and Redundancy Planning;
- Managed Investments;
- Tax Effective Investment Strategies;
- Centrelink Assistance; and
- Life Insurance Risk Products
- Life Insurance Investment Products

If the receiver of the advice intends to rely on the advice to satisfy liabilities or obligations or claim entitlements that arise, or could arise, under a taxation law, the receiver should request advice from a registered tax agent or a registered tax (financial) adviser.

Remuneration and benefits

The fees for services provided by Australian Investment & Insurance Group Pty Ltd advisers depend on the nature of those services.

Usually, my fees for services provided will be in the following range:

Fee / Service	Range (excluding GST)
Planning Fees (including Statement of Advice)	\$350 - \$6,000
SMSF Service and Advice	\$2,200 - \$6,000
Ad hoc Financial Advice	\$250 per hour
Centrelink Administration and Support	\$300
Investment Summary Reports	\$25 - \$100 (fee paying clients only)

Product / Commission	Range
Upfront Commission on Life Insurance Products	20% - 80% of first year premium paid
Ongoing Commission on Life Insurance Products	0% - 33% of ongoing premium paid
Ongoing Commission on Grandfathered Superannuation	0% - 2%
Ongoing Commission on Grandfathered Investments	0% - 2%

All fees or commissions are initially paid to Australian Investment & Insurance Group Pty Ltd who then remit a portion of those to me.

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