

Financial Services Guide Part 2 – Adviser Profile

Prepared on 01/07/2017. This Adviser Profile is Part 2 of the Financial Services Guide (FSG) and should be provided to you with FSG Part 1. These two documents (Part 1 and 2) complete the FSG.

This Adviser Profile sets out my contact details, professional details, the services and products I provide and how I am paid. Most importantly it's a snapshot of who I am and how you can contact me.

PERSONAL PROFILE

Name > Lachlan Charles Hudson Baker

Authorised Representative No > 238573

Address > 3 Spring St, Sydney NSW 2000

Business Name > Franc Mark Sterling Pty Limited

Office Telephone > 02 8249 4454

Mobile Telephone > 0416 370 016

Email > lachlanb@francmarksterling.com.au

Facsimile > 02 8249 4912

PROFESSIONAL PROFILE

Franc Mark Sterling Pty Ltd (Rep No. 238958) has been appointed as a corporate authorised representative of Affinia Financial Advisers Limited (Affinia) AFSL No. 237857. The contact details of Franc Mark Sterling Pty Ltd are listed above. I have also been appointed as an authorised representative of Affinia to provide financial services on its behalf.

Qualifications >

Diploma of Financial Services (Financial Planning)

Professional memberships >

Financial Planning Association

Institute of Public Accountants

Financial Services Institute of Australasia

Australia Institute of Company Directors

Finance Brokers Association of Australia

Credit Ombudsman Service

My services >

I am authorised to provide the following products and services:

- > Financial Advisory / Planning
- > Life Insurance Advice
- > Investment Advice
- > Superannuation Advice
- > Retirement Planning Advice

I am authorised to provide financial product advice and deal in the following product types:

- > Basic & non-basic deposit products
- > Debentures, stocks or bonds
- > Life Insurance Investment & Risk
- > Managed Investments
- > Superannuation including SMSFs
- > Investor Directed Portfolio Services (IDPS)
- > Securities
- > Standard Margin Lending facility

How to provide me your instructions >

You may specify how you would like to give me instructions on buying or selling the financial products listed under "My services" by telephone, fax or email.

AFFINIA FINANCIAL ADVISERS LIMITED

Australian Financial Services Licence No. 237 857. ABN 13 085 33 5397

FRANC MARK STERLING PTY LIMITED

Corporate Authorised Rep No. 238 958. ABN 38 103 129 924. 3 Spring Street Sydney NSW 2000. GPO Box 4216 Sydney NSW 2001. Tel > 8249 4454

Fees and commissions paid to AFFINIA >

Fees and Charges

Predominantly we are a Fee for Service organisation. There are set fees for each service that I provide to you that you pay Affinia at the time I provide the service. Current fees and charges (GST inclusive) are:

- Statement of Advice (SOA) implementation and Ongoing Management – a fee is agreed between you and your adviser prior to proceeding (this can be between the ranges of \$660 and \$72,600 or at an agreed hourly rate of \$660 per hour.

Alternatively we may be remunerated on a commission basis or a combination of both.

Initial Commissions paid to AFFINIA.

Affinia receives initial commission from the product providers if you decide to purchase a product I recommend. The amount of initial commission is calculated as a percentage of the funds you invest and/or the premium paid by you. The commission is deducted from the amount invested and paid by the Insurer when you purchase the insurance.

Initial commissions (where permitted by law) are calculated as follows:

- Life Insurance Investments, Managed Investments, Superannuation, IDPS products: between 0% - 5% (GST inclusive) of your investment amount; or
- Life Insurance risk products: between 0% - 130% (GST inclusive) of the premium that you pay.

Ongoing commissions paid to AFFINIA

Ongoing commissions are deducted regularly from your investment for the length of time that you hold the product. They are usually paid to Affinia by the product provider out of the revenue the product provider earns. In some cases, they may be deducted from your investment.

Ongoing commissions (where permitted by law) are calculated as follows:

- Life Insurance Investments, Managed Investments, Superannuation, IDPS products: between 0% - 3% (GST inclusive) of your investment amount; or
- Life Insurance risk products: between 0% and 33% (GST inclusive) of the renewal premium.

For example, if an insurance product is recommended and you pay a premium of \$500, then the total “upfront” commission paid by the product issuer to Affinia will be between \$0 and \$650. Thereafter, the “ongoing” commission paid to Affinia will be between \$0 and \$165 (assuming there is no change to the premium you pay in subsequent years).

How my associates and I are remunerated >

When Affinia receives either a fee, initial or ongoing commission as a result of a recommendation I have made to you, Franc Mark Sterling Pty Ltd is paid 100% of the commission and fees paid to Affinia.

I am a director of Franc Mark Sterling Pty Ltd. Franc Mark Sterling Pty Ltd pays me a salary from the income it receives.

The exact amounts of fees and charges, initial and ongoing commissions for the products you have purchased as a result of my recommendation to you will be detailed in your SOA.

Other benefits I may receive >

As an authorised representative of Affinia I may receive other benefits, including information technology software and support, professional development programs and conferences. I may also be entitled to other incentives including entertainment benefits, valued at under \$300. Where required by law, such benefits will be recorded in an *Alternative Remuneration Register* which is available to you on request.

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