

Financial Services Guide – Part 2

Partner Firm Profile

A Guide To Our Relationship With You (Part 2 of 2)

This Financial Services Guide (FSG) has been issued to provide you with important information to consider before you proceed with any of our services and should be read in conjunction with Part 1 of this Guide.

Ocean Advice Pty Ltd is a Partner Firm and Corporate Authorised Representative of AdviceIQ Partners Pty Limited. Our Corporate Authorised Representative number issued by the Australian Securities and Investments Commission (ASIC) is 458027. AdviceIQ Partners AFSL No 332957 authorises the distribution of this FSG or website disclosure information (and any alterations).

Ocean Advice Pty Ltd was established in 2014 to provide a range of strategic and investment advice to help people grow, manage and protect their wealth.

We can help you create the financial security that lets you focus on what's really important in your life.

This Partner Firm profile contains some important information on the services we offer and how we charge for these services. Please read it carefully.

Our Advice Services

Luke Morris is the principal of Ocean Advice Pty Ltd and provides advisory services designed to help you create, manage and protect your wealth, including:

- Superannuation Funds - Investment analysis and portfolio construction
- Retirement Planning – including superannuation and pension income stream and transition to retirement advice
- Wealth Creation – including advice in direct equities, new floats, placements and structured products.
- Personal Risk Management and Insurances
- Estate Planning - We provide estate planning advice as part of or incidental to the provision of financial planning advice, we can also arrange to provide access to specialist estate planning services, where required
- Business Succession Planning
- Redundancy and Retrenchment Consulting

Details of Luke's specific areas of expertise and qualifications are provided in the 'Our Team' section of this guide. You will only receive advice from Luke in the areas where he is qualified.

We are NOT authorised by AdviceIQ Partners to provide advice and services in the following areas:

- General Insurance (for example home and contents, vehicles, professional indemnity and public liability)
- Health Insurance
- Taxation Advice
- Foreign Exchange
- Derivatives (such as futures and options contracts)
- Direct Real Estate
- Mortgage Broking, Commercial Financing and Leasing services

However, if required, we will refer you to another party who is able to provide advice in these areas. We do not pay or receive any remuneration, commission or other benefits for referring clients to or from other parties. Where a referral is made, it is not based on any financial incentive.

In addition to instructions you give us in meetings, you can provide any additional instructions to us by phone (07 5471 2099) or e-mail (info@oceanadvice.com.au).

Any transactions undertaken will be confirmed in writing to you.

Client Responsibilities

You are responsible for helping us give you the best possible advice. Specifically, if you become a client we want you to:

- be open and honest
- inform us if your situation changes
- read all the documentation provided to you

AdviceIQ Partners

AdviceIQ Partners is the holder of an Australian Financial Services Licence, number 332957, and is responsible for the advice and services provided by our Partner Firm.

AdviceIQ Partners contact details are:

AdviceIQ Partners Pty Limited
GPO Box 1680
BRISBANE QLD 4001

E contact@adviceiq.com.au

Our Team

Luke Morris – Executive Financial Adviser

Luke Morris has been working in the Banking, Finance and Investment Industry since 2000.

He is the principal of Ocean Advice Pty Ltd. His Authorised Representative Number issued by ASIC is 458025.

Throughout this time, he has gained valuable experience and knowledge, providing personalised and tailored strategy, superannuation and investment advisory services to individuals and families looking to protect and grow their financial resources.

Luke has previously spent over 10 years as a Director and 'Responsible Manager' of AdviceIQ Partners Pty Ltd (AFSL 332957).

Prior to establishing Ocean Advice Pty Ltd, he also spent time at a boutique Portfolio Management firm where he held positions of General Manager of the firm and 'Responsible Manager' for the Australian Financial Services Licensee.

He was also an Associate Director and Business Development Manager with a large Investment Bank, responsible for a range of Investment Funds and services.

Luke has completed a Graduate Diploma of Applied Finance, Diploma of Financial Markets, Graduate Certificate in Financial Planning, Self Managed Superannuation Fund and Margin Lending courses.

Luke is a Member of the SMSF Association and a Graduate of the Australian Institute of Company Directors.

Our Professional Fees

We believe the services we offer are valuable and the remuneration received is a fair reward for our expertise and skills. We believe in being very open about any benefits or payments we receive and the costs you will incur for using our services.

1. We charge fees for our initial advice and implementation, and the ongoing monitoring, review and management of our clients' situation.
2. We may also charge fees for other advice or services which fall outside the scope of those above.
3. No fees are payable unless you have instructed us to proceed with the provision of advice and services by signing an acknowledgement.
4. Where the remuneration (including commission) or other benefits cannot be calculated at the time personal advice is given, the manner in which such remuneration or benefits will be calculated will be disclosed at that time or as soon as practicable after.
5. All fees charged by us and any brokerage or commissions paid by product providers (total remuneration) are receivable by AdviceIQ Partners as the AFS Licensee.
AdviceIQ Partners retains a portion of the total remuneration, which is calculated based on a fixed dollar component and pays the balance to us.
6. If you purchase or retain a life insurance policy, we may receive brokerage payments from the Insurer who issues the policy. Insurers currently offer brokerage payments of up to 66% (GST inclusive) of the first year's premium and up to 22% for subsequent years over the life of the policy.
7. The principal of the Ocean Advice is Luke Morris. He (or his entities) may receive a dividend from the Partner Firm.

Full details of all fees, brokerage, commissions or other benefits that we or any other related party receive as a result of recommendations to you will be provided in the Statement of Advice document.

In relation to services that are not personal advice, you may request particulars of the remuneration (including commission) or other benefits. This request must be made within a reasonable time after you are given this FSG and before any financial service identified in the FSG is provided to you, or before any financial service identified in the website disclosure information is provided to you.

Initial / Discovery Meeting

A complimentary initial consultation is provided to all new clients. We allow approximately 1 hour for this meeting.

Our Advice and Its Implementation

The fee for our advice and its implementation will depend upon the complexity of the advice. The minimum Advice & Implementation Fee is \$3,600 (including GST).

We will provide you with a cost estimate at the end of the initial consultation; this cost is based on the complexity of your situation. This fee will be outlined to you and your written consent will be obtained before proceeding. No fees are payable by you unless you engage our services by signing this document.

The services covered by our Advice & Implementation Fee include:

- Exploring your needs and objectives
- Collection of relevant personal and financial information
- Where appropriate, liaison with other professionals such as accountants and financial institutions
- Analysis and consideration of solutions
- Preparation and presentation of a Statement of Advice.

With your authority, we will assist you in establishing and implementing the recommended strategies quickly and efficiently. This service generally involves:

- Assistance with the completion of required documentation
- Liaison with third party product providers.

Ongoing Review and Maintenance

When you engage Ocean Advice Pty Ltd as your Adviser, you will have the option to agree to an ongoing service package. The ongoing service fee is based on the complexity of ongoing advice and the services provided. The minimum fee is \$7,500 per annum (including GST).

We may receive ongoing commission for any life insurance products you have in addition to this fee.

This covers all ongoing aspects of our comprehensive range of financial planning services. The philosophy behind our fee structure is to completely separate remuneration away from bias, transactions and sales commissions. Whenever applicable, transaction and sales commissions for investments will always be removed or rebated to our clients in full. We will always make recommendations in writing and operate on a 'no surprises' principle, especially with regard to cost, investment risk/volatility and return expectations.

Our ongoing service package may include the following services.

The services specific to you will be stipulated in the Statement of Advice:

- One annual strategic review involving a complete review of our recommended strategies, your circumstances and your needs, including appropriate recommendations
- Regular portfolio reports, yearly consolidated tax reports and economic commentary
- Regular ongoing strategy and portfolio management advice
- On-call support – phone and/or face-to-face assistance
- Online access to portfolio information.

Consulting Advice

Alternatively, for those that may not require access to our full range of services, who for example may request investment analysis only or specific strategy advice, we would negotiate an annual consultancy fee based on (but not limited to) our hourly rate of \$330 (including GST). This will be agreed upon prior to commencement of any work.