



Financial Services Guide

Part 1

1 April 2024 (Version 2.0)

Statement of Non-Independence

Momentum Wealth Management Corporation Pty Ltd and its Authorised Representatives, for the purposes of s923A of the *Corporations Act* 2001 (Cth), are unable to call ourselves “independent”, “unbiased” or “impartial” or a variation of these such as “independently owned” as we receive commission payments when we recommend you purchase Life Insurance products e.g., income protection.

This Financial Services Guide has been authorised for distribution by the authorising licensee:

Momentum Wealth Management Corporation Pty Ltd ('Momentum Wealth Management')

ABN 86 168 372 870

Australian Financial Services Licence No. **454895** ('AFSL')

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Website: www.momentumwm.com.au

PURPOSE OF THIS DOCUMENT

This Financial Services Guide ('FSG' or the 'Guide') provides you with important information about Momentum Wealth Management Corporation Pty Ltd ('Momentum Wealth Management' or 'Licensee') and its Authorised Representatives, who will provide you with the financial services described in this Guide. It is designed to help you evaluate and make an informed decision about whether to use the financial services described in this Guide. We suggest you retain this Guide for your future reference. If any part of this Guide is not clear, please speak to your financial adviser.

This Guide consists of two parts. Part 1 of this Guide contains important information about:

- the financial services we offer as Authorised Representatives of Momentum Wealth Management.
- Momentum Wealth Management as the holder of an AFSL.
- the financial services that Momentum Wealth Management offer.
- the process we follow to provide financial services.
- how we, our associates and Momentum Wealth Management are paid.
- any arrangements which may influence our advice to you.
- how we and Momentum Wealth Management protect your privacy
- who to contact if you have a complaint or if you are not satisfied with the services provided.

Part 2 of this Guide is an Adviser Profile and includes information on the services we are authorised to provide on behalf of Momentum Wealth Management.

References in this Guide to 'me', 'I', 'us', 'we' and/or 'our' should be read as either Momentum Wealth Management or your 'Authorised Representatives' of Momentum Wealth Management, as the context requires.

PART 1

Part 1 contains the following sections:

- Financial Services Guide (Section 1),
- Privacy Statement (Section 2), and
- Are you satisfied? (Section 3).

You must read each of these sections in conjunction with Part 2, which provides more detail to allow you to make an informed decision about whether to use the financial services we offer.

Together, these documents form the complete FSG which we, as Authorised Representatives, are required to provide.

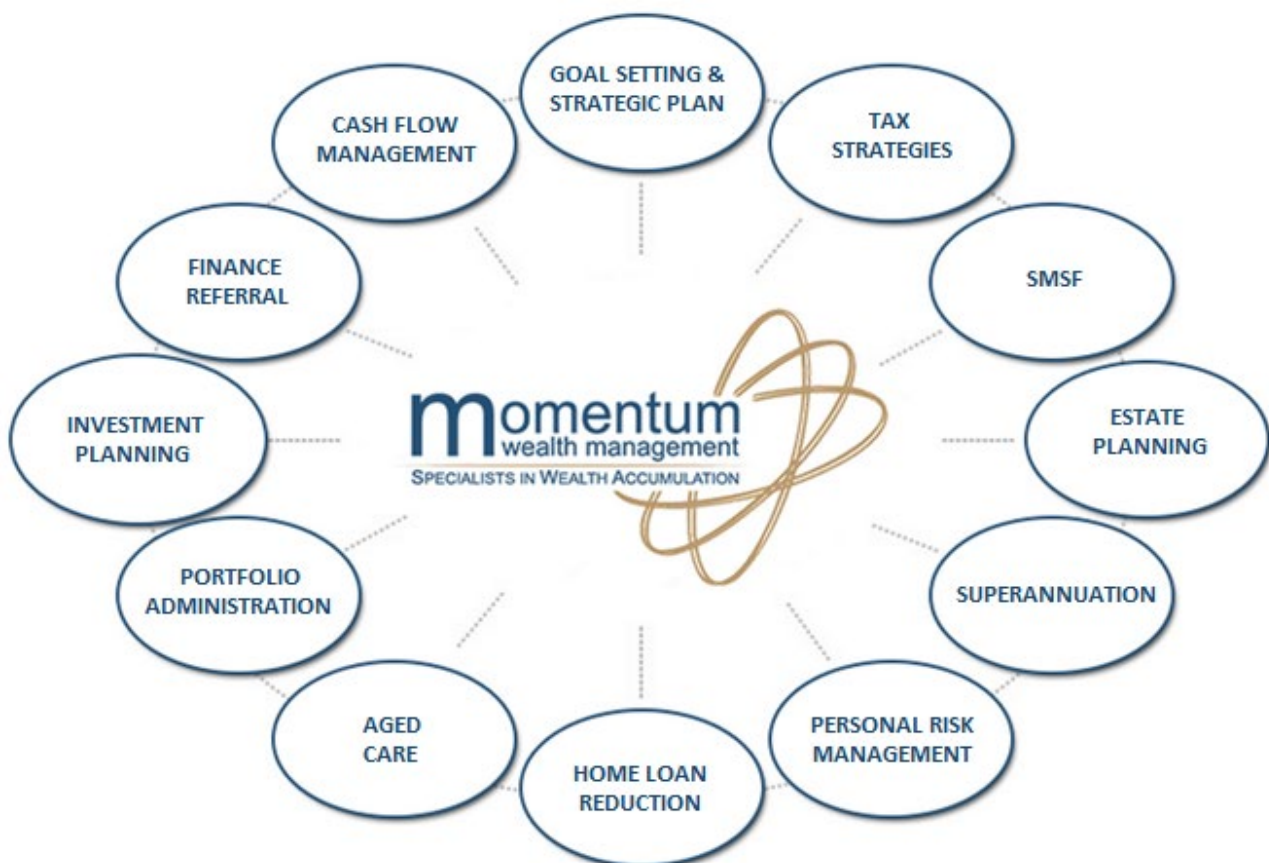
ABOUT MOMENTUM WEALTH MANAGEMENT

Momentum Wealth Management was first established in 2011 and holds an AFSL issued by the Australian Securities and Investments Commission.

As an Authorised Representative, your adviser acts on behalf of Momentum Wealth Management when providing the financial services, they are authorised to provide under Momentum Wealth Management's AFSL.

Further information on these services, including our contact details and Authorised Representative numbers, is set out in the FSG Part 2 Adviser Profile.

Momentum Wealth Management can assist you in the following areas:



SECTION 1

FINANCIAL SERVICES GUIDE

WHAT OTHER INFORMATION SHOULD YOU CONSIDER BEFORE DECIDING WHETHER TO PROCEED WITH OUR RECOMMENDATIONS?

If you receive personal financial advice this will be documented in a Statement of Advice (SoA), or in specific circumstances a Record of Advice (RoA), that confirms the discussions you have had with us or records further advice provided by us, the recommendations we are making and the basis for those recommendations. These documents will also explain how those recommendations will work towards achieving your goals, any relevant fees received by us and any associations with financial product providers.

When a financial product is recommended to you, you will be provided with a Product Disclosure Statement (PDS) or other disclosure document issued by the product provider. Among other things, the PDS contains information about the risks, benefits, features, and fees payable in respect of the product. In combination, these documents will help you make an informed decision about whether to proceed with our recommendations.

WHO PROVIDES THE FINANCIAL SERVICES DESCRIBED IN THIS FSG?

The financial services described in this FSG are provided by us as Authorised Representatives of Momentum Wealth Management.

Part 2 of this Guide contains further details about your financial adviser, including our contact details, experience, qualifications and professional memberships.

WHO IS RESPONSIBLE FOR THOSE FINANCIAL SERVICES?

As the holder of an AFSL, Momentum Wealth Management is responsible for the financial services we provide to you. Momentum Wealth Management's Authorised Representatives act on your behalf in providing financial services to you. In relation to the financial services offered in this FSG, Momentum Wealth Management, as the holder of an AFSL, does not act on behalf of any other person or licensee. Momentum Wealth Management is only responsible for the services offered in the FSG.

Section 912B of the Corporations Act 2001 (Cth) ('Corporations Act') requires Momentum Wealth Management to have arrangements in place to compensate certain persons for loss or damage they suffer from certain breaches of the Corporations Act by Momentum Wealth Management and/or its Authorised Representatives. Momentum Wealth Management has internal compensation arrangements as well as professional indemnity insurance that satisfy these requirements. Momentum Wealth Management has taken steps to ensure that its compensation arrangements satisfy the requirement in the Corporations Regulations 2001 of being adequate considering the nature of its business and its potential liability for compensation claims.

WHAT FINANCIAL SERVICES DO WE OFFER?

We are authorised by Momentum Wealth Management who can provide financial product advice and deal in a wide range of products (unless otherwise stated in Part 2 of this Guide) including:

- Basic deposit products;
- Life investment and life risk products;
- Managed investment schemes (inc. investor directed portfolio services).
- Retirement savings account products.
- Superannuation products.
- Deposit products other than basic deposit products.
- Securities (e.g., shares).

Some of the services you can access through Momentum Wealth Management include:

- Financial planning advice;
- Redundancy advice;
- Gearing strategies;
- Social security benefits advice;
- Estate planning services (financial planning);
- Superannuation advice, including self-managed superannuation funds.
- Wealth accumulation advice.
- Retirement advice.
- Cash flow advice.
- Life, disability, trauma, income protection advice.
- Aged care advice.

WHAT PRODUCTS ARE AVAILABLE?

A range of financial products offered by many leading financial product providers are available for recommendation by us. Details of the available products we can recommend are contained in the Approved Product List (APL).

Internal and external experts provide financial product research, which is used to carefully select and maintain an extensive list of Approved Products for us to select from. We conduct due diligence on external research report providers that provide us with research.

We will only recommend a product to you after considering its appropriateness to your individual objectives, financial situation, and needs. The recommendations will be made after investigating the financial products and may require us to investigate and consider a financial product which is not on the APL.

HOW DO WE ENSURE THAT THE ADVICE WE GIVE YOU SUITS YOUR NEEDS AND OBJECTIVES?

To ensure we provide advice suitable for your needs and financial circumstances, we firstly need to understand your financial situation, personal financial objectives, and needs. We will follow a step-by-step process as outlined below:

- 1.) We will meet with you for an initial consultation. During this meeting we will discuss your expectations and provide you with details of the services we can offer.
- 2.) We will collect all the information we need from you, including your personal financial situation, financial objectives, and needs. If you do not wish to provide the information we require, we will advise you of the possible consequences of not disclosing your full personal information and the impact on the recommendations given. This may include not being able to provide advice on the subject matter you request.
- 3.) We will help you identify your goals and may discuss your attitude towards investment risk.
- 4.) We may consider strategies and areas such as income, social security, insurance, cash, and estate planning requirements. Where required we will also conduct a reasonable investigation of the financial products that may be suitable to implement the strategies as part of the recommendations. Based on these and other considerations, we will prepare and present you with a written SoA, or in some cases depending on the circumstances, an RoA. We will explain in the SoA (or RoA) the basis for the advice, and any remuneration, benefits or associations which could have influenced the advice.

Where we recommend financial products, we will provide you with a PDS or other disclosure document containing information about each product recommended, to help you make an informed decision about whether to purchase that product.

- 5.) We will discuss our recommendations with you, make any changes you require and gain your agreement to implement those recommendations.
- 6.) We will then implement those recommendations.
- 7.) We will meet with you annually to review your financial circumstances if we agree to an ongoing advice service arrangement. If an ongoing advice service arrangement is entered, this will be documented in your Ongoing Advice Service Arrangement Letter and/or SoA.
- 8.) Where you have an ongoing fee arrangement that exceeds 12 months, we will provide you with an enhanced Fee Disclosure Statement (FDS). This will include the services you were entitled to receive, the services you received, and the fees you paid, for the previous 12 months. It will also include an estimate of the fees you can expect to pay, and the services you can expect to receive, for the next 12 months.
- 9.) Where you have an ongoing fee arrangement that exceeds 12 months, we will require you to Opt-In to this fee arrangement every 12 months. You can Opt-In several ways that allow us to prove your consent, however for most clients we expect they will simply sign, date, and return the enhanced Fee Disclosure Statement (FDS) to our office via email or post.

We will also explain to you any significant risks of the financial products and strategies which we recommend to you. If you are unclear of the risks, do not hesitate to question us further.

In certain circumstances, we may not provide you with personal advice via a SoA or RoA, as outlined above. These circumstances may include:

- 1.) Where we provide you with only general advice, such as through seminars and newsletters.
- 2.) Further advice or verbal advice – if you previously received advice recorded in a SoA, any further personal advice provided by us may be recorded in a RoA. We will not necessarily provide you with a copy of the RoA unless you request it (see below).

WHAT DOCUMENTS DO YOU GET IF WE PROVIDE FURTHER ADVICE?

Where a further review is conducted, and personal advice is provided, in some circumstances we are not required to provide you with a SoA for this further advice. Where this is the case, if you have not already been provided with a RoA, you may request a copy of the RoA from us by contacting us (on any of the contact details set out in Part 2 of this Guide) for a period of seven years from when the further advice was first provided to you.

HOW CAN YOU INSTRUCT US?

You may specify how you would like to give us instructions, for example, by phone, or email using any of the contact details set out in Part 2 of this Guide. Alternatively, you may provide instructions to us in person. Where instructions are provided by telephone, these must be confirmed in writing.

OTHER SERVICES

We may provide services other than financial planning services. For example, we may refer an accountant, legal adviser, real estate agent or other service provider to further complement our service offering. While we may provide access to these other services, you should understand that these other services are not provided under Momentum Wealth Management's AFSL and Momentum Wealth Management does not train, support, or supervise the provision of these other services and has no responsibility in relation to these services.

Examples of the services which Momentum Wealth Management is not responsible for including:

- General insurance services (e.g. car, home, contents, caravan, business insurance).
- Real estate and direct property advice.
- Taxation services, such as completion of tax returns.
- Accounting and audit services.
- Legal services.
- Consulting services; and
- Administration and compliance of Self-Managed Superannuation Funds.

HOW ARE WE PAID FOR OUR SERVICES?

We and Momentum Wealth Management may receive:

- Fees paid by clients.
- Commissions paid by product providers.
- Other payments by product providers; and
- Other benefits.

Fees and commissions are payable (as directed by your Authorised Representative) to any of the licensee Momentum Wealth Management, your Authorised Representative, or a Corporate Authorised Representative. We may receive up to 100% of any fees and commissions received.

Details of any fees, commissions, or other benefits that we, Momentum Wealth Management, or other associated persons are entitled to receive if you implement our recommendations in relation to a specific financial product, will be disclosed to you in your SoA or RoA when personal advice is given.

WHAT TYPE OF FEES, COMMISSIONS, PAYMENTS AND OTHER BENEFITS DO WE RECEIVE FOR OUR SERVICES?

The types of fees, commissions and other benefits that may be received by us and Momentum Wealth Management include the following:

Service fees

We will discuss and agree our fee structure with you before we provide you with services. The types of fees you can be charged are listed below. You may be charged a combination, or part of, any of these fees.

Fees for advice

We may charge fees for the preparation, presentation, and implementation of our advice. These fees will be based on your individual circumstances, the complexity involved in your situation and the time it takes to prepare personal financial advice for you. We will discuss these fees with you and gain your agreement to the fees before we provide you with advice. These fees typically range from \$2,500 plus GST to \$9,000 plus GST and will be quoted and confirmed before preparation. Fees may fall outside of the above range only if agreed upon by you and your adviser.

Ongoing advice fees

We may charge a fee to provide ongoing portfolio reviews and/or for the provision of ongoing services.

This fee will be agreed with you and is either a set amount, or an amount based on the amount of funds under our advice, and/or the time involved in reviewing your portfolio and circumstances.

Payment methods

Our fees are either invoiced to you directly, or deducted from your investments, or a combination of these methods.

Where it is debited from your investments it is normally referred to as the Adviser Service Fee.

In most instances you will be able to select the method of payment that suits you best. We will discuss and agree the method of payment with you before we provide you with services.

Commissions

If you purchase a contract of insurance via us, Momentum Wealth Management may receive payments in the form of initial commissions and/or ongoing commissions from the financial product providers. These commissions are included in the fees, premiums, and interest rate you pay for the product. **This is not an additional cost to you.** We may agree to rebate some or all of these.

The commission payable for different classes of financial products include the following:

Life Insurance Products

Initial and ongoing commissions from insurance providers may be received by Momentum Wealth Management. These commissions are paid to Momentum Wealth Management by the company that issues the product that Momentum Wealth Management's Advisers recommend to you, and they are included in what you pay for the product. The commissions vary and are based on the policy cost, which is the sum of the premiums you pay and may include other fees related to the product.

The initial commission is paid in the first year by the product issuer to Momentum Wealth Management. Ongoing commissions are payments paid by product issuers to Momentum Wealth Management in the years after the first year. These commissions may be passed onto either us or the adviser or retained by Momentum Wealth Management.

If you initiate an increase to your cover, Momentum Wealth Management may receive initial and ongoing commissions on the increase to your policy cost. The ongoing commission on a client-initiated increase is only paid in respect of the period that starts from the first anniversary of the increase.

If the initial commission is equal to the ongoing commissions (as a percentage of your policy cost), Momentum Wealth Management may receive up to 30.00% (inc. GST) of your annual policy cost, each year. This is called a 'Level' commission structure.

If the initial commission is higher than the ongoing commissions (the 'Hybrid' commission structure), the maximum commission that Momentum Wealth Management may receive is up to 60% (excl. GST) of your initial policy cost, and up to 20% (excl. GST) of subsequent years' policy cost.

Example

We recommend an insurance product to you, and it is issued on 2 April 2020. The annual policy cost is \$450. Momentum Wealth Management may receive up to \$270 (60% excl. GST) as an initial commission and may

pass up to \$270 to us. Assuming the policy cost stays the same each year, Momentum Wealth Management may receive up to \$90 pa (20% excl. GST) as an ongoing commission and may pass up to \$90 pa to us.

You will find details of how your insurance policy cost is calculated in the relevant PDS that we provide you. Where personal advice is provided to you, you'll also find details of the commission that Momentum Wealth Management and we are entitled to receive if you decide to purchase a life insurance product, in your SoA or RoA.

DOES MOMENTUM WEALTH MANAGEMENT CHARGE ANY FEES?

Momentum Insurance Corporation Pty Ltd, ABN 94 641 268 756 (MIC) is a related entity of Momentum Wealth Management Pty Ltd, ABN 86 168 372 870 (MWM). Momentum Insurance Corporation Pty Ltd has entered a referral arrangement with Tudor Insurance Australia (Insurance Brokers) Pty Ltd, ABN 19 876 513 5 (Tudor). Tudor Insurance Australia (Insurance Brokers) Pty Ltd are General Insurance Brokers. Where your Momentum Wealth Management adviser refers you to Tudor for the purposes of obtaining General Insurance Products, Tudor will pay Momentum Insurance Corporation Pty Ltd 30% of the commission paid to Tudor by the product provider, for any insurance products purchased. Where a product purchased does not pay commission, or is a nil commission policy, Tudor will pay Momentum Insurance Corporation Pty Ltd 20% of the Broker Fee. For example, if your Momentum Wealth Management adviser refers you to Tudor to purchase a general insurance product and the commissionable premium is \$1,000. Tudor will pay MIC \$300 as a referral fee as part of a commission split.

OTHER PAYMENTS FROM PRODUCT PROVIDERS

Momentum Wealth Management does not receive any other payments or commissions from product providers.

OTHER BENEFITS

From time to time, we may accept alternative forms of remuneration from product providers or other parties, such as hospitality or support connected with our professional development (e.g., training or sponsorship to attend conferences). We maintain a register detailing any benefit we receive which is valued at between \$100 and \$300 and other benefits that relate to information technology software or support provided by a product issuer or that relate to educational and training purposes. Benefits in excess of \$300 are not accepted by Momentum Wealth Management Corporation Pty Ltd or its Authorised Representatives.

A copy of the register is available on request.

WILL ANY OTHER PARTIES BENEFIT FROM THE FINANCIAL SERVICES OFFERED IN THIS FSG?

Momentum Wealth Management does not receive any other payments or commissions, nor make any payments to any other parties or product providers.

WHAT ARRANGEMENTS MAY INFLUENCE OUR ADVICE TO YOU?

Momentum Wealth Management's Approved Product List is extensive and caters for the market with minimal restrictions. However, we can recommend other products or services to you where it suits your objectives, financial situation and needs following an independent research and approval process.

If, in future, other relationships or associations are established that may influence our advice to you, it will be disclosed in Part 2 of this FSG.

SECTION 2

PRIVACY STATEMENT

WHY WE COLLECT YOUR PERSONAL INFORMATION

We ensure the protection of any personal information we receive, as required by the Privacy Act 1988 (Privacy Act). 'Personal information' is defined in the Privacy Act as:

"Information or an opinion about an identified individual, or an individual who is reasonably identifiable:

- (a) whether the information or opinion is true or not; and
- (b) whether the information or opinion is recorded in a material form or not."

We collect personal information, including sensitive information (e.g., health information), from you to provide you with services including financial advice.

We may also use your information to comply with legislative or regulatory requirements in any jurisdiction, to prevent fraud, crime or other activity that may cause harm in relation to the products or services provided, and to help us run our business.

If you do not provide all the information we request, we may no longer be able to provide a product or service, including financial advice, to you.

COLLECTING AND DISCLOSING YOUR PERSONAL INFORMATION

We may disclose your personal information to anyone we engage to do something on our behalf such as a service provider, and other organisations that assist us with our business. We may also disclose your personal information to third parties such as a complaints body to whom a complaint relating to a product or service is referred, your past and present employers, any party acquiring an interest in our business and anyone acting on your behalf.

We may also collect from the parties listed above any personal information they may hold about you which relates to our provision of financial advice.

We may disclose your personal information to an entity which is located outside Australia in connection with or for the purposes of providing financial services to you. These countries may include the Philippines.

As a provider of financial services, we have obligations to disclose some personal information to government agencies and regulators in Australia, and in some cases offshore. We are not able to ensure that foreign government agencies or regulators will comply with Australian privacy laws, although they may have their own privacy laws. By using our products or services, you consent to these disclosures.

Momentum Wealth Management is also required, pursuant to the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF Act) and its corresponding rules and regulations to implement certain client identification processes. We may be required to obtain information about you at the time of providing financial services to you, and from time to time to meet our legal obligations.

We have certain reporting obligations pursuant to the AML/CTF Act and information obtained from or about you may be provided to external third parties and regulators in accordance with the requirements imposed on us.

OTHER IMPORTANT INFORMATION

We are required or authorised to collect personal information from you by certain laws. Details of these laws are in our privacy policy.

Our privacy policy is available at momentumwmm.com.au. It covers:

- how you can access the personal information we hold about you and ask for it to be corrected.
- how you may complain about a breach of the Privacy Act, the Australian Privacy Principles, or a registered privacy code and how we will deal with your complaint, and
- how we collect, hold, use and disclose your personal information in more detail.

This Privacy Policy will be reviewed by Momentum in an ongoing manner and may be amended or updated from time to time to reflect administrative or legal changes. You are encouraged to check our website for any updates on a regular basis.

Where you have provided information about another individual, you must make them aware of that fact and the contents of this privacy statement.

We will use your personal information to contact you or send you information about other products and services offered by us or our preferred suppliers. If you do not wish to receive marketing communications from us, please contact us.

DEFINITIONS

“We”, “our”, “us” means Momentum Wealth Management Corporation Pty Ltd and its Authorised Representatives and Corporate Authorised Representatives.

SECTION 3

ARE YOU SATISFIED?

WHAT TO DO IF YOU HAVE ANY CONCERNS ABOUT OUR SERVICES

Both we and Momentum Wealth Management endeavour to provide you with quality financial advice. If you have a complaint or concern about the service provided to you, we encourage you to take the following steps:

- 1.) Contact us (your adviser) first about your concern.
- 2.) If your concern is not resolved to your satisfaction, you may contact Momentum Wealth Management by:

Writing:

Advice Complaints
Momentum Wealth Management Corporation Pty Ltd
Level 1, 277 Centre Road, Bentleigh Vic 3204
or
PO Box 539, Bentleigh, VIC 3204

Email:

complaints@momentumwm.com.au

We will investigate your complaint and respond to your concern as quickly as possible and within 30 days.

- 3.) If your concern has not been responded to, within legislated timeframes, or has not resolved to your satisfaction, you may contact the Australian Financial Complaints Authority (AFCA), the External Dispute Resolution (EDR) scheme for the financial system. Your concern must be responded to within 30 days of notifying us.

The AFCA independently and impartially resolves disputes between consumers and participating financial services providers.

The AFCA provides an independent dispute resolution process covering complaints about financial services including banking, credit, loans, general insurance, life insurance, financial planning, investments, stock broking, managed funds, and pooled superannuation trusts. You may contact the AFCA by:

Writing:

GPO Box 3
Melbourne VIC 3001

Email:

info@afca.org.au

Website:

www.afca.org.au

Phone:

1800 931 678

- 4.) The Australian Securities & Investments Commission (ASIC) is Australia's corporate, markets and financial services regulator. ASIC contributes to maintaining Australia's economic reputation by ensuring that Australia's financial markets are fair and transparent and is supported by informed investors and consumers alike. ASIC seeks to protect consumers against misleading or deceptive and unconscionable conduct affecting all financial products and services. You may contact ASIC by:

Writing:

Australian Securities & Investments Commission
GPO Box 9827
Brisbane QLD 4001

Website:

www.asic.gov.au

Phone:

1300 300 630



ASIC

Australian Securities & Investments Commission

Before you send your concern to any of these respective bodies, please contact them first to understand the process of lodging your concern with them.