

FINANCIAL SERVICES GUIDE PART ONE



Infocus Securities Australia
Pty Ltd ABN 47 097 797 049
AFSL No. 236523.
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VERSION 14
Date Effective: January 2022

WE ARE REQUIRED BY LAW TO GIVE YOU A FINANCIAL SERVICES GUIDE (FSG), THAT HELPS EDUCATE, PROTECT AND ASSIST YOU TO MAKE AN INFORMED DECISION ABOUT THE FINANCIAL SERVICES WE OFFER.

HOW TO READ THIS FINANCIAL SERVICES GUIDE

Infocus Securities Australia Pty Ltd ABN 47 097 797 049
'Infocus' is providing you with this FSG to assist you in making an informed decision about the financial services and products we offer. Infocus ('we,' 'us' or 'our') provides financial services through its Australian Financial Services Licence (AFSL) No. 236523.

Your financial adviser ('Adviser') is an Authorised Representative of Infocus and provides services on behalf of Infocus. Infocus is responsible for the services and product advice provided to you by your Adviser, in line with their authorisation, as well as the content and distribution of this FSG.

Infocus' Financial Services Guide is comprised of two parts and both parts must be read together.

Lack of Independence

Infocus, our Related Parties and Representatives are not independent in that they may receive life risk commissions, volume-based payments or other gifts or benefits from some products recommended to clients. This is described in further detail throughout this FSG and will be disclosed in your advice document.

Recommendations are made with a focus on client best interest and in accordance with the FASEA Code of Ethics.

Part One – Includes general details about:

- Who is Infocus?
- Financial Services and Products we provide
- Advice Process
- Documents you may receive
- Our Associations and Relationships
- Fees and Other Costs
- What you should do if you are not satisfied with our services
- Professional Indemnity Insurance

Part Two – Provides your Adviser's details including:

- Representative's Details and Remuneration
- Fees and other costs you may incur when engaging with an Adviser

FINANCIAL PLANNING PROCESS

About Infocus

Infocus is proudly Australian-owned and together, we have been helping Australians dream, plan and achieve since 1994. Infocus operates our own AFSL and Australian Credit Licence, so we can offer you the scale and sophistication of a large organisation, yet retain our strong family foundations to ensure we remain closely connected to each of our clients.

Financial Services and Products we provide

We can provide advice and transact on your behalf, in relation to the following types of financial products:

- Deposit and payment products;
- Government debentures, stocks or bonds;
- Life products including investment life insurance products, life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;
- Managed Investment Schemes;
- Retirement savings account products;
- Derivatives;
- Securities;
- Standard margin lending facility; and
- Superannuation products.

Additional specialist advice areas may include aged care, Self Managed Super Funds (SMSFs), direct equities and Exchange Traded Funds (ETFs), margin lending, gearing and credit assistance. Some of the financial services or products that we are authorised to provide may be beyond those which we authorise your Adviser to offer. Please refer to Part Two for your Adviser's scope of authorisation.

Your Adviser can only recommend products listed on the Infocus Approved Product List. When it is appropriate and depending on your objectives, financial situation and needs, your Adviser may need to recommend a financial product that is not on the Approved Product List. If this happens, this recommendation must meet our selection criteria and approval process.

Advice Process

CONNECT	<ul style="list-style-type: none">• Meet your Adviser• Introduce our services and how we can help you• Discuss the FSG and Letter of Initial Engagement
COLLECT	<ul style="list-style-type: none">• With your consent, discuss your goals and objectives and understand why you are seeking financial advice• Gather information relevant to your situation by completing the Fact Find
ANALYSE	<ul style="list-style-type: none">• Evaluate the information provided• Consider what strategy will best achieve your goals• Research possibilities• Construct our recommendations
ADVISE	<ul style="list-style-type: none">• Present your advice document• Discuss how our recommendations can help achieve your goals and objectives
IMPLEMENT	<ul style="list-style-type: none">• Agree to proceed and implement your financial future• Service Agreement to secure our future relationship
RECONNECT	<ul style="list-style-type: none">• Review your goals, objectives and personal circumstances annually• Ensure your financial plan is still appropriate to your situation• Adjust as required

DOCUMENTS YOU MAY RECEIVE

You may receive other documents in addition to this FSG when your Adviser provides you with personal financial advice.

Statement of Advice

Advice provided to you by an Adviser that is personal in nature, in that it considers your individual needs, objectives and financial circumstances, and must be presented to you in a written Statement of Advice (SoA). The SoA includes the advice recommended by the Adviser and the basis on which the advice is given, details of the providing entity and information on any payments or benefits the adviser or licensee will receive. This document will contain enough detail for you to make an informed decision as to whether to act on the advice provided.

Record of Advice

When providing further personal advice, your Adviser may provide you with a Record of Advice (RoA). A RoA is provided to existing clients to confirm changes to, or implementation of, advice provided in a previous SoA. A RoA is only appropriate if there have been no significant changes to your personal circumstances or the basis of the initial advice. Where your circumstances or the basis of the advice is significantly different, your Adviser will provide you with a SoA.

Product Disclosure Statement

A Product Disclosure Statement (PDS) is a document that your Adviser will provide to you when recommending or offering a financial product. It includes information about the product's key features, fees, commissions, benefits, risks and the complaints handling procedure.

OUR ASSOCIATIONS AND RELATIONSHIPS

Related Parties

The following entities are all wholly-owned subsidiaries of Infocus Wealth Management Ltd ABN 28 103 551 015:

- Infocus Lending Advisory Pty Ltd ABN 19 134 237 031 and Australian Credit Licence Number 392704, trading as Infocus Lending Advisory, provides all mortgage and lending services.
- Infocus Tax & Business Advisory Pty Ltd ABN 40 615 064 983, trading as Infocus Tax & Business Advisory, is responsible for the provision of tax, accounting and business advisory services.
- Infocus Financial Planning Pty Ltd ABN 78 129

238 099, trading as Infocus Financial Advisory, is a Corporate Authorised Representative of Infocus Securities Australia Pty Ltd ABN 47 097 797 049 Australian Financial Services Licence and Australian Credit Licence No. 236523, responsible for all financial services provided.

- Alpha Fund Managers Pty Ltd ABN 37 124 085 883 operates as investment manager for the Alpha fund series of investments with Equity Trustees Ltd operating as the responsible entity.
- Alpha Investment Management Pty Ltd ABN 13 122 381 908 Australian Financial Services Licence 307379 is an investment manager for the Alpha Separately Managed Accounts (SMAs) and PlatformplusWRAP.
- Platformplus Pty Ltd ABN 46 103 551 533 is the entity responsible for Platformplus Wealth Management System and is the Promoter of Platformplus WRAP.

Each entity and their representatives are liable only for the services provided within their discipline.

Infocus is a corporate member of the Association of Financial Advisers Limited (AFA) and the Tax Practitioners Board (TPB). As a member of these organisations, Infocus is required to adhere to the AFA and TPB's standards.

Our Relationships

Grandfathering arrangements ended on and no longer apply from 1 January 2021. Where acting in capacity as Promoter, Infocus or its associated entities may continue to receive various payments from these financial institutions based on the average balance of all funds placed by Infocus Authorised Representatives in each relevant institution's investment.

Infocus' related entities act as the Promoter for a number of providers including Praemium Australia Pty Ltd (Infocus Managed Accounts) and Platformplus WRAP.

These payments include rebates, marketing arrangements etc. from a number of preferred administrative platform/s or product providers. Payments can be received as a percentage of business placed/retained, profit share arrangement/s or an agreed dollar amount. The maximum rebate or payment we may receive is up to 0.3% of the portfolio balance and in most cases is lower than this.

Please note these payments are made by the product provider to Infocus and not charged to you and the amount will be disclosed in your advice document.

Financial institutions may contribute to the cost of providing training opportunities throughout the year as part of our Alliance Partner Program (APP). This support helps to offset the costs associated with the delivery of training and support to our Authorised Representatives. Our Alliance Partners are listed below.

These payments are received from IOOF, ANZ Wealth Management, Colonial First State, Netwealth, Praemium, MLC, Zurich, TAL Life Limited, AIA Australia Limited, BT Financial Group, CommInsure, Morningstar, Bennelong Funds Management, La Trobe Financial Asset Management Limited, Generation Life, First Sentier, Fidelity, Rare Infrastructure, Perpetual, Blackrock/iShares, Perennial, Yarra Capital Management, Challenger, Fidante and NEOS Life.

Benefits I should be aware of

From time to time, your Adviser may be entitled to receive benefits, at no additional cost to you, such as:

- Educational conferences and seminars: these are arranged by Infocus and attendance may be fully or partially subsidised by Infocus;
- Non-monetary benefits: these may include business lunches, tickets to sporting and cultural events, promotional goods or other minor benefits from Infocus or product providers.

Any benefits that Infocus or its Representatives may receive will only be accepted to a value of less than \$300 per provider per year. Any benefits received exceeding this limit will not be accepted. Infocus and its Representatives maintain a register for any alternative remuneration received, where such remuneration has a value greater than \$100. The 'Alternative Forms of Remuneration Register' includes details maintained by fund managers, IDPS (platform) providers, representatives and licensees. Registers are publicly available and can be provided upon request.

Applicable Client Rebates

Infocus may receive one-off payments where you decide to purchase products or services from Provider direct marketing. We currently have arrangements in place with AIA Vitality, myOwn Health Insurance and TAL Health Insurance. If Infocus receives these payments for services provided or products purchased by you, we will disclose further detail in your advice document.

Fees and Other Costs

Fees and other costs may be paid for the advice you receive and the financial products used, when engaging our services. Your Adviser will describe their fees and what services this includes, upon initial engagement and before providing any financial advice.

All fees and other costs will be disclosed, in a written disclosure or advice document, to you at the time of personal financial advice or when transacting on your behalf. Part Two of this FSG describes what types costs you may incur and the value of these, should you decide to receive personal financial advice from your Adviser. The

types of fees we may charge are inclusive of Goods and Services Tax (GST).

What should you do if you are not satisfied with our services?

If you are not happy with your Adviser or the services provided to you, we encourage you to:

- If you feel it is appropriate, discuss the issue with your Adviser in the first instance;
- If you are unable to resolve the issue, please contact Infocus Professional Standards by either:

Phone: (07) 5406 5000

Mail: Professional Standards Manager
PO Box 1856
Sunshine Plaza QLD 4558

Email: professionalstandards@infocus.com.au

We will aim to resolve your complaint quickly and fairly. If the complaint cannot be resolved to your satisfaction within 30 calendar days, you have the right to refer the matter to an external dispute resolution scheme. Lodgement of complaints should be directed to Australian Financial Complaints Authority (AFCA), of which Infocus is a member. You can contact AFCA by:

Phone: 1800 931 678

Mail: Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001

Website: www.afca.org.au

Email: info@afca.org.au

Professional Indemnity Insurance

Infocus maintains Professional Indemnity (PI) Insurance which covers claims in relation to the conduct of Authorised Representatives who are no longer authorised by Infocus, but who were at the time of the relevant conduct.

Infocus' Financial Services Guide is comprised of two parts and both parts must be read together.

The information in this document is considered to be true and correct at the date of publication. Changes to circumstances after the time of publication may impact on the accuracy of the information held.

**If you have any
further questions
about the financial
services Infocus
provides, please
contact your
Financial Adviser.**

PART TWO REPRESENTATIVE DETAILS

Version 10.3 Date Effective 26/10/2023

Future Financial Services is operated by Alex McKenzie through Future Financial Services Pty Ltd ACN 601828782 at The Trustee for Future Financial Services ABN 93 143 178 391, who is a Corporate Authorised Representative (No. 001008003 for financial services of Infocus.

Office Contact Information

OFFICE ADDRESS	Suite 9 488 High St, Penith NSW 2750
POSTAL ADDRESS	PO Box 4042, Penrith Plaza NSW 2751
PHONE NUMBER	02 47048585
WEBSITE	http://www.futurefinancialservices.com.au
EMAIL	alex@futurefinancialservices.com.au

The following individuals are Authorised Representative of Infocus and provides personal financial advice through Future Financial Services Pty Ltd:

Alex McKenzie BCom, Adv Dip FS(FP), Dip FS (FP)
Principal Planner
Authorised Representative - No. 000250498

Danielle Martin MCom, Dip FP
Financial Planner
Authorised Representative - No. 001005630

Financial services and product types your Adviser can provide

Alex and Danielle are authorised to provide personal financial advice, general financial advice, and transact on your behalf (dealing) in relation to the following types of financial products:

- Deposit and Payment Products

- Government Debentures, Stocks or Bonds
- Life Products (Investment Life Insurance and Life Risk Insurance Products)
- Managed Investment Schemes
- Retirement Savings Account Products
- Superannuation (investment and risk)
- Securities - excluding direct equities & ETFs

There are some additional specialist advice areas your Adviser is authorised for as indicated below by a tick '✓'.

SPECIALIST AREA	ALEX	DANIELLE
AGED CARE	✓	
GEARING AND MARGIN LENDING	✓	
SELF MANAGED SUPER FUNDS (SMSFs)	✓	

In addition, if your adviser identifies that you require specialist advice on a particular product or service outside of their authorisation, they will provide recommendations to seek further advice.

Representative Remuneration

Future Financial Services Pty Ltd receives 95% of the fees and or commission; the licensee, Infocus Securities Australia Pty Ltd (Infocus), receives the balance, being 5%.

Alex is remunerated by means of a salary and dividends.

Danielle is remunerated by means of a salary.

Further, as a beneficiary of the Trustee for Future Financial Services, Alex or their associates may receive other benefits from all fees and commissions that may be paid by the trustee.

HOW WILL I PAY FOR SERVICES PROVIDED?

A breakdown of the types of payments we may receive is set out in the following.

INITIAL
ADVICE FEES

Initial advice fees may be invoiced directly or collected from the product. Such fees include:

Initial Consultation - up to \$550 is charged for an initial consultation with your Adviser.

Advice Preparation - This includes the costs associated with the enquiries made to collect and confirm your circumstances and financial position, the research and analysis of suitable strategies to achieve your goals and objectives, investment and product selection and suitability to your needs and goals as well as amalgamating this into your financial plan and presenting it to you. This fee will vary based on the complexity and type of strategy. Your Adviser will discuss this with you prior to commencement, to ensure you can make an informed decision.

We may charge a set fee between \$2,500 to \$6,600, for preparation of a SoA.

IMPLEMENTATION

There will generally no cost of implementing your financial strategies, however this is subject to change depending on the products, strategies and time involved.

These costs may be in addition to any advice fee and set out in your advice document.

ONGOING SERVICE
ADVISER

Additional fees may sometimes be charged when you take up our ongoing services, or invest in retail products through us. Any ongoing service fees that we charge will be detailed in your advice document and client service agreement.

Ongoing fees may be charged based on a fixed dollar amount, the value of the funds invested, or a combination depending on the methodology agreed to in your client service agreement. Ongoing fees will be agreed with you and can range from \$660 to \$4,000.

Alternatively, an Adviser service fee of up to 2.2% of funds under management (e.g. if your investment amount is \$100,000, then Infocus may receive up to \$2,200pa). These fees will typically be paid on an ongoing basis while the investment is still in place.

We may charge for agreed services based on a hourly rate of \$550 per hour or up to a maximum total fee of \$6,600.

Ad-hoc services can be provided on an as needs basis. Fees will be agreed before any work commences.

UPFRONT

This is paid by the issuer of the financial product/s recommended when the product is issued to you. This may be deducted from the initial amount you have invested or it may be payable from the product provider's own resources.

PERSONAL INSURANCES

From 1/01/2020 the maximum amount of commission payable by providers to advisers is restricted to 66% of the premium payable in the first year. Based on a premium of \$1,000pa, this equates to a maximum of \$660 in year one.

ONGOING

This is paid by the issuer of the financial product/s recommended and is payable on an ongoing basis while the investment/insurance is still in place.

PERSONAL INSURANCES

From 1/01/2020 the maximum amount of commission payable by providers to advisers is restricted to 22% of the premium payable while the hybrid policy is in force (33% per annum of the premium for level policies). Based on a premium of \$1,000pa, this equates to a maximum of \$220 for hybrid policies or \$330 for level policies.

Referral Fees

Where we refer you to other product or service providers and you decide to purchase products or services from them, we may receive a payment as a result of our referral. Where you have been referred to us by someone else we may pay them a fee, commission or some other benefit in relation to that referral. If we pay or receive these payments for services provided or products purchased by you, they do not involve additional costs and we will disclose further detail in your advice document. All relevant referral arrangements will be disclosed in your advice document. Payment and receipt of referral fees is subject to regulatory change under the FASEA Code of Ethics.

Your advice document will disclose any benefits or fees received by Infocus and/or your adviser.

All of the above fees and commissions are inclusive of GST.

This in combination with FSG Part One, concludes the Financial Services Guide.