

Melloy Independent Wealth Services

FINANCIAL SERVICES GUIDE

This Financial Services Guide (FSG) is issued by "Melloy Independent Wealth Services", which holds Australian Financial Service Licence number 558799. This FSG comprises and must be read in conjunction with your adviser's current Adviser Profile that includes amongst other information, details of your adviser's remuneration.

Independent

In line with the requirements in Section 923A of the Corporations Act, Melloy Independent Wealth Service and Jon Melloy are "Independent", "Impartial" and "unbiased".

Financial Services Guide

Distribution of this Financial Services Guide (FSG) is made by your financial advisor, Jon Melloy (Jon), who is an Authorised Representative of Melloy Independent Wealth Services (Licensee).

This FSG dated 22nd of July 2024 describes our financial planning and advisory services to assist you to decide whether to use our services. It also outlines your rights as a client and our obligations and responsibilities as the licensee and your adviser.

You have the right to ask us about our charges, the type of advice we will provide to you, and what you can do if you have a complaint about our services. This FSG is intended to inform you of certain basic matters relating to our relationship, prior to us providing you with a financial service.

Who provides the financial services offered in the guide?

The financial services are provided by Jon Melloy who is an Authorised Representative of Melloy Independent Wealth Services. He has an obligation to act in your best interests.

The key matters covered by the FSG include:

- who Melloy Independent Wealth Services and Jon are;
- how we can be contacted;
- how Melloy Independent Wealth Services and Jon are paid;
- what services we are authorised to provide to you;
- details of any potential conflicts of interests;
- details of our professional indemnity insurance; and
- details of our dispute resolution procedures and how you can access them.

Statements of Advice and Product Disclosure Statements

You should also be aware that you must receive a Statement of Advice (SOA) and a Product Disclosure Statement(s) when personal advice involving a financial product is provided to you, i.e. advice that takes into consideration your personal objectives, financial position and needs.

The SOA will contain the advice, the basis on which it is given which may have influenced the advice and how Melloy Independent Wealth Services and Jon will be remunerated for the advice we give you.

If Jon provides further advice to you, but not in writing, and that further advice is related to the advice provided in a previous SOA, that further advice will be recorded in a Record of Advice (ROA). You may request an ROA from Jon or Melloy Independent Wealth Services up to seven years after the further advice was provided, at no additional cost.

In the event we make a recommendation to acquire a particular financial product (other than securities), we must also provide you with a Product Disclosure Statement containing information about the particular product's risks, benefits, features and costs to enable you to make an informed decision.

Who is Melloy Independent Wealth Services?

Melloy Independent Wealth Services was established by Jon and is the holder of an Australian Financial Services Licence which enables it to act as a financial services provider under the Corporations Act.

Who is responsible for the financial services provided to me?

Jon acts on behalf of Melloy Independent Wealth Services who is responsible for the advice provided to you. No one else besides Jon is authorised to provide advice to you.

Does Melloy Independent Wealth Services have any relationships or associations with product issuers?

Neither Jon nor Melloy Independent Wealth Services have any relationships or associations with product issuers.

What financial services are available to me?

Our financial planning and advisory service involves:

- Identifying your financial needs, objectives and circumstances.
- Establishing realistic and reasonable financial goals and needs;
- Determining your risk profile;
- Exploring the costs and benefits, potential risks and returns, advantages and disadvantages of the various strategies and financial products available to you to help you reach those goals within the limits of relevant laws and available solutions;
- Recommending a course of action, agreeing on it with you and implementing it; and
- You may also engage us to provide advice on an ongoing basis or for a fixed term.

Jon can generally provide you with sound advice relating to a wide range of important areas such as wealth creation, retirement, redundancy, superannuation, risk insurance, estate planning, Centrelink payments, cashflow management, budgeting and debt repayments, structuring of investment portfolios, borrowing to invest, complex company and trust structures, and so on. Melloy Independent Wealth Services's research and technical support services enables advisers to provide value added advice on a broad spectrum of financial problems which takes into account relevant regulations pertaining to your financial position and goals.

Melloy Independent Wealth Services is licensed to deal in and provide financial advice on the following range of financial products:

- Deposit and payment products limited to:
 - basic deposit products;
 - deposit products other than basic deposit products;
- debentures, stocks or bonds issued or proposed to be issued by a government;
- life products including:
 - investment life 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; and
 - 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;
- Interests in managed investment schemes including:
 - investor directed portfolio services;
- Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997);
- Securities
- Standard margin lending facilities
- Superannuation;

If you would like to discuss any of these financial products, please contact Jon.

How do I provide instructions?

Jon will act on your instructions following your acceptance of their recommendations in the SOA. He should not act independently of your specific instructions. Instructions you provide should be communicated to your adviser in writing. These instructions should be forwarded in an email, fax or posted letter to your adviser.

Tailored, general and ongoing advice

Jon provides advice tailored to your individual circumstances and also has the capacity to implement the advice he provides, except where this may require the use of other professionals (accountants and lawyers). You may choose to enter into an agreement with your adviser to provide you with both initial advice and ongoing advice. If appropriate, Jon may also provide general advice only, where you are ultimately responsible for ensuring that this advice is suitable to your particular needs, objectives and financial situation. In this case, you should also obtain any relevant product disclosure statements to assist in this purpose.

Should I transfer investment monies to my adviser's account?

No. Melloy Independent Wealth Services does not allow permit clients to transfer investment funds into their own account or into any Melloy Independent Wealth Services account. You should only transfer investment funds for a financial product to the approved financial institution that issues the financial product (as specified in the Product Disclosure Statement or similar document). You should never transfer investment funds to any other entity or person.

You should also not sign any blank forms or appoint your adviser as your attorney (or authorised signatory). You should not appoint any other person as your attorney or authorised signatory unless you have received legal advice.

What information should I provide to my adviser?

You will need to provide your adviser with your personal objectives and your current financial situation including details of assets, liabilities, income and living expenses. This can best be accomplished by completing a Melloy Independent Wealth Services questionnaire in Client Hub. The amount and type of information we will require from you depends on what financial services you require.

It is important that you provide us with complete and accurate information about your current personal circumstances and financial situation.

If you choose not to supply the required information or provide us with inaccurate information, the advice you receive may not be appropriate to your needs, objectives and financial situation.

You should read the warnings contained in the SOA, check any assumptions we make and review the basis for our advice carefully before making a decision about whether to proceed with the advice. You should also obtain and read any relevant product disclosure statements prior to applying for a financial product.

How will I pay for the services provided?

Your adviser's specific method of remuneration and fees, including referral fees, are detailed in their Adviser Profile. The exact remuneration and fee details will be disclosed to you in your SOA.

All fees will be payable to Melloy Independent Wealth Services. If your adviser's remuneration includes commission paid by a product provider, Melloy Independent Wealth Services transfers all commissions back to the respective client in full.

How are any fees, commissions or other benefits calculated for providing the financial services?

The four stages of financial planning are

1. Discovery Meeting
2. Strategy Analysis
3. Advice & Implementation
4. Ongoing Partnership

There is usually a separate fee for each of the three stages. Your adviser's remuneration structure for each advice stage will be found in their Adviser Profile and the dollar value disclosed to you in your SOA.

All commissions are payments made by the insurance product provider and are calculated as a percentage of the premium paid on insurance products. Commissions are of two types: (a) upfront or initial; and (b) ongoing or trail. Wherever possible, Melloy Independent Wealth try to avoid commissions opting for the insurance company to instead discount their services an equal amount to the commission. Where this is not possible, Melloy Independent Wealth Services transfers all commissions back to the respective client in full.

Fees can be based on hourly rates multiplied by the hours worked, an agreed dollar amount for the value of the specific service being performed, or a combination of these.

The fees can be collected by platforms and other product providers.

The typical ranges of fee rates for investments and commissions for insurance products are as follows.

- Upfront fees usually vary between \$4,400 - \$7,700 with superannuation related fees being capped at 5%.
- Ongoing fees typically range from \$6,600 - \$13,200.

All applicable fees will be agreed to with your adviser and disclosed in your SoA or other advice document.

What should I know about any risks of the investments or investment strategies you recommend to me?

There is no restrictions on the products that Jon can research and consider for you. However, Jon may only recommend to you investment products that are researched, analysed and deemed appropriate by Jon and Melloy Independent Wealth Services. Jon should explain any significant risks of investments and financial planning strategies. If Jon does not do so, you should contact him to seek clarification and ask that the risks are explained to you again.

Who do I complain to if I have a problem with your services?

If you have a complaint about the service provided to you, you should take the following steps:

1. We believe that the people involved are best placed to resolve the complaint in a fair, timely and effective manner. Therefore, you should firstly contact Jon and tell him about your complaint.

You will receive an acknowledgement of your complaint within 24 hours of lodging and a response to the complaint no later than 30 calendar days after receiving the complaint.

2. If you still do not receive a satisfactory outcome, you have the right to complain to the Australian Financial Complaints Authority (AFCA) online at www.afca.org.au, by email at info@afca.org.au or on the free call number - 1800 931 678. You can also write to AFCA at:
Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001

Melloy Independent Wealth Services is a member of AFCA.

Our Public Complaints Policy is available on our website or can be provided to you on request.

Professional Indemnity Insurance and Compensation Arrangements

Melloy Independent Wealth Services holds Professional Indemnity Insurance that complies with the compensation arrangements under Section 912B of the Corporations Act. The Professional Indemnity Insurance policy we hold covers the financial services provided by Melloy Independent Wealth Services past and present representatives, including our advisers, subject to the terms, conditions and exclusions of the policy wording. This insurance is not intended to cover product failure or policy wording losses. Melloy Independent Wealth Services policy covers loss or damage suffered by retail clients due to breaches by Jon or Melloy Independent Wealth Services or your adviser of their respective obligations under Chapter 7 of the Corporations Act. This includes negligent, fraudulent or dishonest conduct.

Privacy Collection Statement

The type of personal information we collect includes your name, address, contact details, trust or fund name, bank account details and tax file number (TFN).

We are authorised to collect the TFNs of investors under applicable taxation, personal assistance and superannuation laws, including the Income Tax Assessment Act 1936 (Tax Laws). The collection, use and disclosure of TFNs is regulated by applicable Tax Laws, the Privacy (Tax File Number) Rule made under the Privacy Act and the Australian Privacy Principles. We only collect your TFN for purposes required or authorised by law, including for the purpose of reporting information to the Australian Taxation Office or to give you any TFN information that we may hold about you.

It is not an offence to withhold your TFN. However, if you choose not to provide your TFN when you open an account with us, there may be financial consequences such as your investments being charged at a higher tax rate than would otherwise apply.

We collect, hold, use and disclose personal information for a range of purposes, including to:

- Provide you with personal financial product advice;
- Facilitate your investments into various financial products;
- Verify your identity and comply with our obligations under the Anti-Money Laundering and Counter-Terrorism Financing Act (Cth) 2006;
- Respond to your enquiries;
- Process payments made to us;
- Perform administrative tasks and internal record keeping;
- Provide you with customer service or technical support and deal with any complaints or feedback you have;
- Perform research and analysis and improve or develop our products or services;
- Manage our relationships with our clients, suppliers and contractors;
- Assess and consider applications from prospective employees, contractors and service providers;
- Organise events; and
- Comply with our legal and regulatory obligations.

We may disclose personal information to organisations that assist us with the above purposes including our authorised representatives, other financial advisers and our external service providers such as administrators and electronic identity verification providers. We may also disclose your personal information to law enforcement or government agencies (if requested and permitted under the law).

If you do not provide us with some or all the personal information that we ask for, we may not be able to provide you with personal financial product advice or assist you with your investments or insurance.

Melloy Independent Wealth Services will not disclose your personal information to overseas recipients.

More detailed information about the way Melloy Independent Wealth Services uses and discloses your personal information is set out in our comprehensive Privacy Policy on our website. Our Privacy Policy includes information about how you may access and seek correction of your personal information and how you may make a

complaint about how your personal information has been handled by us.

If you have any questions regarding this Collection Notice, please contact Melloy Independent Wealth Services using the details below.

Contact Us

If you have any further enquiries, please contact:

Melloy Independent Wealth Services

Address: Level 1, Highpoint/240 Waterworks Rd, Ashgrove QLD 4060

Telephone: 0400 463 394

Facsimile: 07 3340 5119

Email: info@melloywealth.com.au

ABN: 91171834703

Australian Financial Services Licence No: 558799

www.melloywealth.com.au

Additional Privacy Information

Further information on privacy in Australia may be obtained by visiting the website of the office of the Australian Information Commissioner at www.oaic.gov.au

ADVISER PROFILE

Information about your Melloy Independent Wealth Services Adviser
Dated: 22nd of July 2024

This Adviser Profile is issued by Melloy Independent Wealth Services, which holds an Australian Financial Service Licence 558799. This Adviser Profile forms part of the Melloy Independent Wealth Services Financial Services Guide (FSG) dated 22nd of July 2024. These documents should be read together. This document contains information regarding the Adviser listed below and is designed to help you to make an informed decision about the financial advice provided to you by the Adviser. Melloy Independent Wealth Services has authorised Jon Melloy to provide this document to you.

Jon Melloy is an Authorised Representative (ASIC No. 1260534) of Melloy Independent Wealth Services (AFSL No. 558799).	Address: Level 1, Highpoint/240 Waterworks Road Ashgrove QLD 4060 Tel: 0400 463 394 Fax: 07 3340 5119 Email: jon@melloywealth.com.au
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Your Adviser

Jon Melloy (Jon) is a Financial Adviser, an Authorised Representative of Melloy Independent Wealth Services and the sole director of Melloy Independent Wealth.

Your Adviser's Authorisations

Jon is authorised to provide advice in relation to the following financial products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Account Products
- Securities
- Superannuation (including Self-Managed Superannuation Funds)
- Margin Lending
- Tax (financial) advice service

This means that Jon can assist you in meeting your financial planning needs and objectives in these areas, which include personal insurances, saving and investment as well as superannuation, retirement planning strategies and tax (financial) advice services.

Your Adviser's Experience

Jon has worked in financial planning for over 12 years in the following capacities:

- 2012 to 2013 - Client Services
- 2013 to 2017 - Paraplanning (Advice preparation)
- 2017 to Present - Financial Advisor

Cost of Advisory Services

An initial meeting to discuss your financial circumstances is usually between \$220 and \$440. At this meeting Jon will seek to clarify your financial position, discuss what is important to you and assist you and gather the information required to prepare a financial plan.

Jon will discuss the fee basis with you and agree on the method of charging prior to any advice is provided or cost incurred. Also, fees are fully disclosed in the Statement of Advice and Product Disclosure Statements.

Payment can be collected through a platform, by direct debit or invoiced. A fee for the preparation of the Statement of Advice will be charged even if the recommendations are not implemented.

For insurance, wherever possible, Jon will organise to have commissions removed and instead have a discount applied to his clients policies. Where this is not possible, when commissions are paid, Jon will organise for the commissions to be transferred to the respective client's bank account in full.

The table below has been prepared to provide a guide of usual fee ranged for financial advice however all fees are quoted based on client's individual circumstances and needs and can be different from the table below.

Service	Fee Range
Strategy Analysis - SoA <i>Depending on complexity</i>	\$4,400 to \$7,700
Advice & Implementation - SoA <i>Depending on complexity</i>	\$1,100 to \$7,700
Insurance Implementation <i>Depending on complexity</i>	\$4,400 to \$9,900
Ongoing Financial Advice <i>Depending on complexity</i>	\$6,600 to \$13,200
Hourly Rate	\$440

All fees include 10% GST.

Where do fees go?

All fees are payable to Melloy Independent Wealth Services which uses revenue to pay operational costs estimated to be between \$60,00 - \$70,000 per annum. Some of the larger expenses include:

- Compliance & Legislative Advice - \$12,000 p.a
- Technology & Software - \$12,000 p.a.
- Professional Indemnity Insurance - \$9,000 p.a.
- Office Costs - \$7,500 p.a. - \$10,000 p.a.
- Accounting & Audit \$7,500 p.a. - \$10,000 p.a.
- ASIC Industry Levy \$4,300 p.a.
- Professional Memberships - \$3,300

Once expenses have been paid, 100% of profits are paid to Jon. Jon is a Director of Melloy Independent Wealth Services (AFSL) and as a director and 100% shareholder is entitled to a Director's drawing and or dividends if and when paid.

Fee Examples:

The examples below have been prepared to provide a guide of usual fee ranged for financial advice however all fees are quoted based on client's individual circumstances and needs and can be different from the table below.

Strategy Analysis

If you requests strategic advice regarding superannuation, retirement planning, debt management, insurance needs and otherwise have a simple financial situation, the SoA and Strategy Analysis fee may be between \$4,400 to \$5,500. The full balance is retained by Melloy Independent Wealth Services and all remaining profit distributed to Jon.

Advice & Implementation - Investments

If you request investment advice regarding and investment balance between \$1 Million to \$2 Million incorporating superannuation and investments in your own personal name, the SoA and Advice & Implementation fee may be between \$5,500 to \$7,700 of which the full balance is retained by Melloy Independent Wealth Services and profit distributed to Jon.

Advice & Implementation - Insurance

If you request advice regarding insurance, the SoA fee and implementation cost for a couple who are both salaried employees with simple and uncomplicated medical profiles, could be between \$5,500 and \$7,700 which is retained by Melloy Independent Wealth Services and profit distributed to Jon Melloy.

Ongoing Partnership

If you maintained the investment and assuming the balance of the investment does not exceed \$2 Million, the annual review fee may be approximately \$8,800 \$11,000 per annum, of which the full balance is retained by Melloy Independent Wealth Services and profit distributed to Jon Melloy.

Referral Fees

While we welcome referrals, we do not provide any incentive payment to the referring party, nor do we receive any payment from other professional firms to whom we refer our clients.