

Financial Services Guide



Invested in your future.

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Financial Services Guide

Before seeking our advice, you probably have a number of questions you would like to ask about Strategic Financial Solutions Pty Ltd. You have the right to ask us about our charges, the type of advice we will give you and what you can do if you have a complaint about our services. Key information is set out in answer to the questions below. If you need more information or clarification, please ask us.

You should also be aware that you are entitled to receive a Statement of Advice whenever we provide you with any advice which takes into account your objectives, financial situation and needs. The Statement of Advice will contain the advice, the basis on which it is given and information about costs, commissions and associations which may have influenced the provision of the advice.

In the event we make a recommendation to acquire a particular financial product (other than securities) or offer to issue or arrange the issue of a financial product, we must also provide you with a Product Disclosure Statement containing information about the particular product which will enable you to make an informed decision in relation to the acquisition of that product.

If your Adviser provides you with further advice that is related to advice provided in a previous Statement of Advice and it was not given in writing; then you may request a written copy of the advice at any time up to 7 years from the date your adviser provided the advice to you.

Because Strategic Financial Solutions receives commissions from Life Insurance Companies, we cannot claim to be either independent, impartial, or unbiased under the Corporations Act.

If you decide to use Strategic Financial Solutions' Managed Discretionary Account (MDA) service you must first enter into an MDA contract with Strategic Financial Solutions. You are also entitled to receive an Investment Program that must comply with the Corporations Act, Part 7.7 Division 3. The Investment Program will explain the discretions Strategic Financial Solutions will be authorised and required to exercise, the basis on which Strategic Financial Solutions considers the suitability of the MDA, when warnings will be provided to you, and who will be responsible for reviewing the program.

Please refer to the MDA section in this document for further information relating to Strategic Financial Solutions' MDA service.



Before you get our advice

Who is Strategic Financial Solutions?

We are an adviser owned financial services firm who have built our practice on four key principles over the last 30 years – honesty, clarity, empathy and experience. We are dedicated to helping clients realise their financial aspirations of better financial health and wellbeing, across all stages of life.

Every path laid out before a client is based on a deep appreciation of that client's past experience, current circumstances and future goals.

We hold an Australian Financial Services Licence (AFSL) that authorises us to operate a financial services business and provide you with financial advice and services. Strategic Financial Solutions AFSL number with ASIC is 222828. We are also an accredited Financial Planning Association (FPA) Professional Practice.

Who will be responsible for the advice given to me?

Your primary adviser will be acting on behalf of Strategic Financial Solutions. Further information about your primary adviser and other advisers who are licensed through Strategic Financial Solutions can be found attached to this Guide headed "Who is my Financial Adviser?"

As the Licensee, Strategic Financial Solutions is responsible to you for any dealing or advisory services our Representatives provide. Strategic Financial Solutions holds an Australian Financial Services Licence No. 222828.

What advisory services are available to me?

At Strategic Financial Solutions, we are able to assist you with:

-  Cash flow management
-  Savings strategies & debt management
-  Tax planning & redundancy advice
-  Super strategies & retirement planning
-  Investment strategies
-  Risk management & personal insurances
-  Estate planning
-  Aged care & government support

Strategic Financial Solutions provides advice, and dealing services, on the full range of investments available including shares, debentures, life insurance, superannuation and unit trust products.

Please note, Strategic Financial Solutions' current preferred platform for investing client funds is Netwealth Investment Ltd.

At Strategic Financial Solutions, your adviser will only recommend a financial planning strategy or specific investment to you after considering its suitability for your individual investment objectives, financial situation and needs. This is a highly personalised service focused on your needs as you have stated them to us.

Strategic Financial Solutions can provide discretionary services for the switching and rebalancing of investments held within a regulated platform, i.e. a WRAP, Super Wrap, Master Fund, if you provide us and the platform administrator with the necessary documentation. Strategic Financial Solutions cannot make additional contributions or make withdrawals from the platform.

Strategic Financial Solutions strongly believe that successful investing is an ongoing process reflective of your needs and objectives. Therefore, your adviser will tailor for you an ongoing service package designed specifically to meet your goals and objectives.

We do not provide custodial or depository services. Your portfolio interests in the regulated platform are held by the custodian for the platform or the Managed Funds.

Will the advice I receive be appropriate to my circumstances?

In order for us to provide personalised advice you need to provide us with a list of your personal objectives, details of your current financial situation and any relevant information, so that we can offer you the most appropriate advice possible.

You have the right not to tell us, if you do not wish to. However, if you do not, we may not be able to provide you with personal advice or the advice you receive may not be appropriate to your needs, objectives and financial situation.

You should read the warnings contained in the Statement of Advice or listen to any oral warnings carefully before making any decision relating to a Financial Product.

What should I know about any risks of the investment strategies you recommend to me?
Your adviser will explain to you any significant risks of investments and strategies which we recommend to you. If we do not do so, you should ask us to explain those risks to you.

In particular you should be aware that investing through our MDA service has significant risks including the fact that discretionary 'trading' of Financial Products may be speculative and carries with it the risk of loss of some or all of the amount traded and that under extreme circumstances the liability may not be limited to your initial investment or account balance.

Additionally, when investing through the Strategic Financial Solutions service you are relying on Strategic Financial Solutions and its representatives to buy and sell financial products based on its expertise to; (a) operate an MDA service, and (b) trade in financial products profitably.

It is unlikely that every trade we enter into will result in a profit. The significant risks associated with investing through the MDA service will be explained in our Investment Program that must be provided to you if you choose to use the service.

Strategic Financial Solutions, any related or associated persons or bodies corporate do not guarantee or make representations about the future performance of investments, return of capital or success or tax effectiveness of any strategy used or the discretion exercised.

How are the costs & commissions calculated and deducted?

Initial Costs

When you receive personal financial advice from us, we will tell you about any commissions, costs and any other benefits, in actual dollar amounts where possible, initially in the Statement of Advice and when providing further advice if there are changes these will be disclosed orally. Depending on your specific circumstances we will invoice you with a fee when you receive our written recommendations. The cost we charge will reflect the breadth and complexity of your strategy. Depending on the complexity of advice required, our initial costs for comprehensive personal advice may range from \$5,500 to \$20,000 including GST.

Ongoing Advice Costs

Our clients insist that we ensure that the plans we develop continue to meet their objectives in future years. Ongoing review costs for each of our packages are charged monthly. The ongoing review cost can be paid via bank direct debit, credit card or from any portfolio account, including superannuation or Pension that you hold through Strategic Financial Solutions. Depending again on the complexity of advice, the minimum fee will be \$5,500 including GST up to a maximum of \$25,000 including GST. Such costs may be:

- A dollar-based retainer cost
- An asset-based percentage cost; or
- A combination of the above

These costs may be charged either annually or in monthly instalments.

Fee disclosure statement

Your adviser is required to provide you with an annual Fee Disclosure Statement which will set out the costs paid, and the services offered and taken in the previous 12 months. All costs and commissions generated by your adviser are paid to Strategic Financial Solutions. Any cheques you write to pay for costs should be made payable to Strategic Financial Solutions Pty Ltd and not to your adviser.

How will I pay for the services provided?

Operating a financial services firm involves substantial costs and correctly priced costs assist us to afford the appropriate infrastructure, personnel and systems required to provide you with professional advice. We have a transparent fee structure, which allows you to choose the payment option that suits you best.

Strategic Financial Solutions is remunerated for the services you receive by the following methods:

- fee for service (means any of the following: a cost for providing a Statement of Advice, a management cost, an ongoing advice or services cost, or any cost that you will pay for the service)
- receipt of commissions for certain life insurance products; or
- a combination of the above.

Strategic Financial Solutions recommend you pay a 'fee for service' which is based on the breadth and complexity of the advice and ongoing management of your affairs. Your adviser will discuss with you what remuneration structure is appropriate.

Costs are paid by you directly. However, in the case of investment IDPS platforms or wrap accounts, the costs agreed on by your adviser and you may be deducted from your investment account on an ongoing basis.

Commissions may be paid to us by the providers of Personal Insurance Products. The commissions may be initial (upfront) and ongoing or ongoing only. Your adviser will disclose to you in writing what commissions will be received. In the case of Life Insurance risk products, we receive a commission based on the amount of premium you pay each year, which is determined by, among other things, the amount of insurance you take out. We receive both initial and ongoing commissions from life insurance companies.

With respect to insurance products, commissions can vary between 11% and 66% of your initial annual premiums. For example:

Premium	Initial Commission		Ongoing Commission	
	%	\$	%	\$
\$1,000	66.0%	\$660	11.0%	\$110

In the case of Margin Lending products, we do not receive any commission, either upfront or ongoing on any new applications from 1 July 2014. The amount of commissions paid by product issuers and credit providers varies from company to company.

When you receive personal advice from us, we will tell you about any costs, commissions and any other benefits, where possible in actual dollar amounts.

You will receive this in the Statement of Advice or orally when providing further advice to you. Your adviser will give you this Statement of Advice or Record of Advice before we proceed to act on your instructions.

Where Time Critical Advice is given (where you instruct that the transaction takes place before the Statement of Advice is given to you) we will advise you orally of the costs, commissions, and any other benefits applicable and these will be restated in our Statement of Advice to you.

Do you have any relationships or associations with financial product issuers or credit providers which could influence your advice?

No bank, credit provider, fund manager, insurance company or other licensee has any influence over Strategic Financial Solutions' approved product list or your adviser. However, we may receive commission and other benefits from product providers if we have an existing arrangement in place with them (which are disclosed in this Guide, your Statement of Advice or Records of Advice).

Strategic Financial Solutions is a privately owned company which has no financial interest in any product manufacturer.

Do you have any special remuneration arrangements or conflicts of interest?

You may be referred to an external service provider to assist you in specialist areas. Strategic Financial Solutions do not accept referral costs from professional service providers including accountants and solicitors.

As with our costs, all commissions are fully disclosed in writing in your Statement of Advice.

For example:

Strategic Financial Solutions is adviser owned and has no substantial financial interests in any product manufacturer. Our clients and advisers who hold direct share portfolios with us may have investments in the banks and Netwealth. These holdings are insignificant and do not impact on our advice to you.

Will anyone be paid for referring you to me?

Where you are referred to us or our advisers by another person, that person may be paid a fee in relation to that referral. Any such referral costs will be disclosed in your Statement of Advice.

Currently, our policy has been not to enter any such arrangements.

When you get our advice

Do I get detailed information about actual commissions and other benefits my adviser gets from making the recommendations?

Yes. You have the right to know about details of commissions and other benefits SFS receives for recommending investments. All advisers are employees of SFS and receive a salary.

What information do you maintain in my file and can I examine my file?

We maintain a record of your personal profile which includes details of your investment objectives, financial situation and needs. We also maintain records of any recommendations made to you.

If you wish to examine your file, you should ask us, and we will make arrangements for you to do so.

We are committed to implementing and promoting a privacy policy which will ensure the privacy and security of your personal information. A copy of our Privacy Policy is available on request.

Can I tell you how I wish to instruct you to buy or sell my investment?

Yes. You may specify how you would like to give us instructions. For example, in writing, by telephone, fax, email or other means as requested.

How are rights exercised in respect of investments?

Generally, there are no rights in respect of corporate actions for investments held in managed funds. Likewise, if securities are held in the name of the custodian, you are not entitled to exercise any corporate actions. If you are entitled to exercise a corporate action you should be contacted by the custodian. Strategic Financial Solutions if aware of the corporate action will contact you to discuss or you may contact us with directions on the action to be taken. Strategic Financial Solutions will not act discretionarily on any corporate actions.

If you have any complaints

Do you have any compensation arrangements in place?

Strategic Financial Solutions Pty Ltd holds Professional Indemnity Insurance ('PII') that meets the compensation requirements of the Corporations Act and ASIC's Regulatory Guide 126. The PII also provides cover for a period of time in relation to the conduct of past representatives/employees who may no longer work for Strategic Financial Solutions Pty Ltd. If you have any questions about our compensation arrangements please ask your adviser.

Who can I complain to if I have a complaint about the advisory service?

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

1. Contact your adviser about your complaint immediately. In most cases, complaints should be attended to within 24 hours.
2. If your complaint is not satisfactorily resolved within 5 days put your complaint in writing and send to:

The Responsible Manager,
Strategic Financial Solutions,
Level 6, 20-22 Albert Rd, South Melbourne VIC 3205.

3. If, after providing details of your complaint in writing to Strategic Financial Solutions, you do not consider you have reached a satisfactory solution after 45 days, you can lodge your complaint with the Australian Financial Complaints Authority. They may be contacted by phone on 1800 931 678, post at GPO Box 3, Melbourne VIC 3000 or email at info@afca.org.au Each complaint is handled in confidence at no financial cost to you. Any legal rights to take further action are not affected by your use of this Scheme.
4. The Australian Securities and Investments Commission (ASIC) also has a free call Infoline on 1300 300 630 which you may use to make a complaint and obtain information about your rights.
5. If your concerns involve unethical conduct, you may wish to consider raising these concerns with the Financial Planning Association of Australia (FPA). They can be contacted at GPO Box 4285, Sydney NSW 2001.

Managed Discretionary Account services

A Managed Discretionary Account service ('MDA') is a financial service that allows an Australian Financial Services licensee (and its representatives) to invest in financial products on behalf of a client, and/or manage a client's (financial product) investment portfolio, on a discretionary basis.

The discretion can be used to rebalance a client's portfolio, or replace a financial product with another within a Regulated Platform, for a particular reason, without having to contact the client and obtain the client's authority to make the changes. The reason these actions may be necessary is in times of market volatility, which is outside the norm, or the portfolio is overweight, or underweight, in a particular asset class.

The MDA service is offered by Strategic Financial Solutions Pty Ltd (ABN 42 007 155 099) ('SFS') and is limited to this discretion and authority.

If you agree for SFS to manage the portfolio on a discretionary basis you must enter into an 'MDA Contract' with SFS and sign the section of the regulated platform's application form which directs the platform operator to take instructions from SFS or its Representatives, on your behalf, and act on those instructions.

What are the significant risks associated with using an MDA service?

1. The Authority allows SFS and its Representatives to make changes to your investments without seeking your prior authority. By giving us the Authority you are bound by our actions and the changes we make to your investments (as long as the changes are within the limits of the Authority and in accordance with the Corporations Act). It is important you understand what we are authorised to do and carefully read and understand the activities that you are authorising us to perform on your behalf. You should contact us if you have any questions.
2. Neither SFS, nor its Representatives, nor any related or associated person or body corporate guarantees or makes any representations concerning the future performance of the managed funds, securities (shares), the return of capital, any specific level of performance, the success or tax effect of any strategy SFS and its Representatives may use, or the success of SFS and its Representative's overall decisions pursuant to the Authority.
3. The investment decisions made by SFS and its Representatives are subject to various market, currency, economic, political and business risks, and that those investment decisions may not always be profitable and may at times result in losses.
4. There is also a risk that SFS's investment management and investment decisions will not achieve your expectations and needs.
5. These risks may also affect the value of your investment and the return you may receive.
6. Actions that SFS takes pursuant to the discretion may trigger a capital gains tax liability, depending on your personal tax position. You should seek advice about the tax implications that would be applicable to you.
7. If SFS and its Representatives replace one financial product with another you may be charged a Buy/Sell spread by the platform operator or brokerage.

How can I give SFS instructions on Corporate Actions relating to the financial products in my portfolio?

Managed funds: Managed funds generally do not have rights or entitlements that a client can exercise because the investment is owned by the managed investment scheme's Responsible Entity and held by a custodian with the client having beneficial ownership.

Securities: If the regulated platform offers particular securities that can be purchased via the platform, those securities may have rights or entitlements attached to them. For these rights to be exercised by a client, generally the securities must be registered in the client's name however securities offered by a regulated platform are registered in the name of the platform's Responsible Entity / administrator with the client having beneficial ownership.

It is possible that the Responsible Entity / administrator may, but not always, inform the beneficial owner (the client) of any new rights or entitlements and request instructions on how to proceed.

If we are notified of any intending corporate actions in respect of securities, we will use our discretion on the appropriate action.

Do I have to enter into a contract for you to provide MDA Services?

Yes. Before we can provide you with any MDA services you must first enter into an MDA Contract with SFS. This contract will set out the terms and conditions of the MDA Service.

Who prepares the Investment Program?

Your particular Financial Planner, who is a representative of SFS, will prepare and provide to you an MDA Investment Program.

The Investment Program will be included in a Statement of Advice (which complies with Division 3 of Part 7.7 and Div 2 of Part 7.7A of the Corporations Act) that will be given to you by your Financial Planner before you enter into the MDA Contract.

Will the investment program in the MDA Contract comply with the law?

Yes. This means that we must determine if the MDA is appropriate for you based on your personal circumstances, needs and financial position, and is in your best interests, and give you a written Statement of Advice that includes our recommendations and remuneration disclosure.

The MDA Investment Program will also contain:

- Statements about the nature and scope of the discretions that we will be authorised and required to exercise under the MDA contract and any investment strategy that is to be applied in exercising those discretions; and
- Information about any significant risks associated with the MDA contract; and
- The basis on which we consider the MDA contract to be suitable for you; and
- Particular warnings if we have formed the view that you have provided us with inaccurate or limited information, or that the service may not be suitable for you if your relevant personal circumstances change.

Who is responsible for reviewing the Investment Program?

We are required to review your Investment Program to ensure that it remains suitable for you. This review must take place at least once every 13 months by your adviser. Your Financial Planner will contact you to arrange this review.

Do you provide custodial or depository services for my portfolio?

We do not provide custodial or depository services.

Your assets in the regulated platform are held by the platform custodian.

We will give the custodian instructions in relation to the assets in your portfolio.

Fees and costs associated with the MDA Service

The actual fees and costs relevant to your MDA investment will be detailed in the Statement of Advice that will be given to you.

Did you know?

Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns. For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000).

You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs. You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask your Financial Planner.

To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) website (www.moneysmart.gov.au) has a managed investment fee calculator to help you check out different fee options.

This table shows fees and other costs that you may be charged. These fees and costs may be deducted from your investment, the returns on your investment or from the MDA service assets as a whole. You should also seek advice on the tax implications of your MDA portfolio. You should read all of the information about fees and other costs, as it is important to understand their impact on your investment.

Type of fee or cost	Amount	How and when paid
Fees when your money moves in or out of the MDA Service¹		
Establishment fee The fee to open your MDA account	Nil	N/A
Contribution fee The fee on each amount contributed to your MDA account	Nil	N/A
Withdrawal fee The fee on each amount you take out of your MDA account	Nil	N/A
Exit fee The fee to close your MDA account	Nil	N/A
Management costs		
Managed Discretionary Account (MDA) service fee The fee for managing your investments in Accordance with your investment program	0.15 - 0.25%	This amount is paid at the end of The month from your cash account held in the respective platform.
Platform fee The fee for administrative, reporting and custodial services	N/A ³	N/A
Fund Manager Fees The fees charged by the managers of the funds in which your MDA account is invested	N/A ⁴	N/A
Service Fees		
Switching Fee The fee for changing investment options	N/A ³	N/A
Transaction Fee The fee when the MDA operator switches between one investment to another	N/A ³	N/A
Brokerage The fee for the execution and settlement of share trades	N/A ³	N/A

1. You may also incur a buy/sell spread when your money moves in or out of the MDA Service or when the MDA operator buys or sells investments. See 'Buy/Sell spread' under the section, 'Additional explanation of fees and costs' for further details.
2. Abnormal expenses (if any) and transactions costs will generally be paid by the MDA Service. See 'Expenses' under the section 'Additional explanation of fees and costs' for further details.
3. Please refer to the Netwealth PDS for Platform, Switching, Transaction and Brokerage Fees as they are not charges that specifically relate to the MDA service.
4. Fund Manager fees are charged by the funds manager and can range between 0-7.59%. These fees are deducted before unit prices or distributions for your investment.

All fees in the table above are shown inclusive of GST, net of Reduced Input Tax Credits. Additional fees and charges may apply. See 'Additional explanation of fees and costs' below for further information.

The information in the table above can be used to compare costs between the MDA Service and different simple managed investment products (Managed Funds).

ASIC provides a calculator on its website www.moneysmart.gov.au. The calculator can be used to calculate the effect of fees and costs on account balances.

Example of annual fees and costs of the MDA Service

This table gives an example of how the MDA Service Fees and Costs can affect your investment over a one-year period. You should use this table to compare the MDA Service with other MDA services and simple managed investment products (Managed Funds).

The example assumes an account balance of \$50,000 invested in the MDA Service with no variation in the value of your investment over this period. In practice, the actual fees we charge are generally based on the value of your investment which may vary daily. This example also assumes that the additional \$5,000 contribution occurs at the end of the relevant period (that is, no management fees are incurred in connection with the additional investment amount).

Example	Balance of \$50,000 with total contributions of \$5,000 during the year
Contribution fees	For every additional \$5,000 you put in, you will be charged a contribution fee of \$0.
PLUS Total Management costs (maximum) 0.25% pa	And for every \$50,000 you have in the MDA Service, you will be charged up to \$125 each year comprising;
Comprising: Managed Discretionary Account (MDA) service fee 0.25%	\$125
Platform fee Nil	\$0
Total Fund Manager fee for the portfolio	\$0
EQUALS cost of MDA Service	If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of up to \$125 plus any brokerage or transaction costs.

Notes to example

1. You may also incur a buy/sell spread when your money moves in or out of the MDA Service. See 'Buy/Sell spread' under the section, 'Additional explanation of fees and costs' below for further information.
2. Management costs are calculated using the average 'indirect cost ratio' for the relevant portfolio of the MDA service for the financial year ended June 2021. The 'indirect cost ratio' refers to the management costs that were not paid directly out of your account (for example MDA service fees and Platform Fees) but were paid from the MDA Service assets over the relevant financial year, expressed as a percentage of the average net asset value of the MDA Service. It is not a forecast of the amount of the total management costs in the future. Past performance is not a reliable indicator of future performance, and the amount of the management costs may be higher or lower in the future.
3. The calculation of the management costs in the example assumes that the additional \$5,000 invested in the MDA Service occurs at the end of the relevant period and therefore no management fees are payable on the additional investment. Additional fees may apply, as well as the abnormal expense recovery. Refer to 'Additional explanation of fees and costs' below for more information.

Additional explanation of fees and costs

Management fee

The management fee generally accrues daily and is payable monthly. It is deducted from the MDA Service's assets.

Expenses

All properly incurred expenses can be recovered directly from the MDA Service. When expenses are paid by the MDA Service, they will be deducted from the MDA Service assets. Expenses are generally paid when incurred.

Administrative expenses

We currently do not seek reimbursement from the MDA Service for administrative expenses such as custody fees, registry costs, audit, accounting and tax fees, postage and printing costs. Such expenses will be paid by us out of the management fee. We will provide prior notice to investors if we seek to recover these expenses from the MDA Service in the future.

Abnormal expenses

Abnormal expenses such as the cost of defending legal proceedings and the costs of terminating the MDA Service will generally be paid by the MDA Service. Abnormal expenses are not generally incurred during the day-to-day operation of the MDA Service and may not be incurred in any year. Abnormal expenses are in addition to administrative expenses.

Transaction costs

Transaction costs incurred in the acquisition or disposal of the assets of the MDA Service such as brokerage, clearing costs, hedging costs, transaction fees, taxes and stamp duty will generally be paid for by the MDA Service. Where the acquisition or disposal of assets relates to a subscription or redemption from the MDA Service, the MDA Service may recover an estimate of these costs from the investor who is applying for, or redeeming, units through the buy/sell spread.

Buy/Sell spread

When MDA assets are acquired, a buy spread is incurred. The buy spread is an amount which reflects the estimated transaction costs associated with acquiring the underlying investments and may take into account the difference between the bid/offer price of investments traded and/or the estimated market impact of the acquisitions on the price of the investments being acquired.

When you redeem a portion of your investment, a sell spread is subtracted from the value of your investment. The sell spread is an amount which reflects the estimated transaction costs of disposing of the underlying investments and may take into account the difference between the bid/offer price of investments traded and/or the estimated market impact of the disposals on the price of the investments being sold.

A buy/sell spread seeks to ensure that the estimated transaction costs of the acquisition or redemption are borne by the investor who is applying for or redeeming an investment, and not by the existing investors in the MDA Service. The buy/sell spread may apply even if no transaction to acquire or dispose of assets is required (for example, where there is an application from one investor and a corresponding redemption by another investor). The buy/sell spread for the MDA Service, as at the date of these Fees and Costs disclosure ranges between 0 and 0.22% is up to 0.22% for applications and for redemptions depending on the risk profile of the portfolio and whether direct shares form part of the portfolio, but may be varied from time to time. Notice will not usually be provided for variations to the buy/sell spread.

Information about fee changes

We may increase certain fees and expenses without your consent. We will provide at least 30 days' notice to you of any proposed increase in fees, charges or expenses (except any changes to the buy/sell spread).

The maximum fees we may charge (exclusive of the net effect of GST) are:

- a maximum contribution fee of 0% of the investment amount
- a maximum redemption fee of 0% of the redemption amount
- a maximum management fee of 0.25% pa of the value of the assets of the MDA Service,
- a maximum switching fee of 0% of the value of the investment switched.

Additional fees may be paid by you to your financial adviser. You should refer to the statement of advice provided by your adviser for details of those fees.

The SFS Team

Who Will Be My Adviser?

At SFS, our advisers work collaboratively as a team so that you can get the best possible advice. Each of us has their own specialties and areas of interest to assist you in achieving your financial objectives.



Kay Aarons
CFP® BEc DipFP
Director & Financial Adviser

As a highly qualified financial adviser with more than 30 years' experience, Kay established Strategic Financial Solutions back in 1995. With the help of a dedicated team, Kay has grown the business into one of Melbourne's most influential boutique financial planning groups.



Ben Walvisch
CFP® B.Comm ADFS DFS
Senior Financial Adviser

Ben Walvisch is an award winning paraplanner, a meticulous analyst and enthusiastic problem solver. He joined the SFS team back in 2010 and has been working in the financial planning profession since 2001.



Peter Kenyon
Aged Care Specialist
Financial Adviser

Peter joined SFS in 2012 and fast became an integral and valued member of the team. Peter's clients value his focus on delivering high quality service as well as his vast expertise providing advice in many areas including retirement planning, superannuation (including SMSF), Centrelink, aged care, estate planning, plus wealth accumulation and implications for savings plans, gearing, loans and debt management.



Zac Yap
BSc GradDipFP
Provisional Financial Adviser

Zac joined SFS in 2021 as a Client Service Officer and has since built strong hands-on experience while working towards becoming a financial planner. He has completed his Graduate Diploma of Financial Planning and is currently finishing the final half of his Professional Year. Throughout his studies, Zac has supported advisers by analysing information and helping draft advice documents.



Click: sfsonline.com.au
Call: (03) 9690 4622

Visit: Strategic Financial Solutions
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