

Financial Services Guide: Part Two

STOP This document is Part Two of a Financial Services Guide & must be read in conjunction with Part One.

This Financial Services Guide (FSG) contains important information about:

- Your Authorised Representative/s;
- The Financial Products and Services provided by your Authorised Representative;
- How your Authorised Representative charges for their services; and
- How NEO Financial Solutions Pty Ltd (the Licensee, 'NEOFS' AFSL 385845) and its Authorised Representatives are paid.



AUTHORISED REPRESENTATIVE PROFILE

CORPORATE AUTHORISED REPRESENTATIVE PROFILE

Authorised Representative Name	Australian Expatriate Services Pty Ltd (ABN 16 606 143 471)
Authorised Representative ASIC Number	001234389
Trading Name	Australian Expatriate Services
Business Address Australia	c/o BSA Partnership Pty Ltd, Level 15, 461 Bourke Street, Melbourne VIC 3000, Australia
Postal Address Indonesia	c/o Imperium Capital, Sovereign Plaza 2 nd Floor, JL. TB Simatupang Kav. 36, Cilandak - Jakarta 12430, Indonesia
Telephone Indonesia	+62 21 2918 1370
Mobile	+62 (0) 812 1212 9020
Email	client.services@australiaexpat.com.au
Web Page	www.australiaexpat.com.au

Australian Expatriate Services Pty Ltd is a Corporate Authorised Representative of NEO Financial Solutions Pty Ltd AFSL 385845.

SUB AUTHORISED REPRESENTATIVE PROFILE

Authorised Representative Name	Cameron Robert Knox
Authorised Representative ASIC Number	284710
Mobile	+62 (0) 812 1212 9020
Email	crknox64@gmail.com
Skype ID	fpicamknox

Cameron Robert Knox is a Sub Authorised Representative of Australian Expatriate Services Pty Ltd.

AUTHORISED REPRESENTATIVE BACKGROUND

Cameron holds a Bachelor of Commerce (BComm.) and a Diploma of Financial Planning (Dip FP).
Cameron is an Associate of the Australian Society of Certified Practising Accountants and an Affiliate Member of the Securities Institute of Australia.

? PRODUCTS & SERVICES OFFERED

FINANCIAL PRODUCTS OFFERED

The Authorised Representative named in this Financial Services Guide has been authorised by NEOFS to provide Financial Product Advice and Deal in the following products:

✓	Cash Deposit & Payment Products
✓	Government Debentures, Stocks & Bonds
✓	Life Products – Life Risk Insurance Products
✓	Life Products – Investment Life Insurance Products
✓	Superannuation, RSA's & Retirement Income Stream Products
✓	Managed Investments
✓	Securities
✓	Standard Margin Lending Facilities

Only products researched and approved by NEOFS can be recommended by your Authorised Representative.

SERVICES OFFERED

The Authorised Representative named in this Financial Services Guide is able to offer you the following services:

✓	Personal Risk Insurance	✓	Business Succession Planning
✓	Debt Management	✓	Estate Planning Strategies
✓	Guidance on Budgeting	✓	Pre-Retirement Strategies
✓	Wealth Accumulation Strategies	✓	Transition to Retirement Strategies
✓	Superannuation	✓	Centrelink & Veteran Affairs Planning
✓	Managed Investments	✓	Socially Responsible Investments
✓	Securities	✓	Standard Margin Lending & Gearing
✓	Salary Packaging		

SERVICES & PRODUCTS NOT OFFERED

Your Authorised Representative is unable to offer you advice or services regarding the financial products or services listed below. We may have referral arrangements in place for a service or financial product listed below. Please inform us if you wish to receive advice in these areas and we will be happy to refer you to a suitably qualified adviser. It is important for you to understand that we do not endorse, recommend or accept responsibility for the services, strategies and/or products provided by external referral service providers.

✗	Self-Managed Superannuation Funds	✗	Direct Property - Sales
✗	General Insurance	✗	Direct Property – Strategies Only
✗	Derivatives		



HOW WE GET PAID

NEOFS receives all remuneration upon implementation of the products and services provided by your Authorised Representative. NEOFS then pays Australian Expatriate Services Pty Ltd a sliding scale format based on total revenue of all remuneration received.

Revenue Band	Licensee Split
1 st \$200,000	8%
2 nd \$200,000	6%
3 rd \$200,000	4%
4 th \$200,000	2%
5 th \$200,000 and on	1%

From this Australian Expatriate Services Pty Ltd pays Cameron Robert Knox a salary and bonuses if certain targets are achieved and funds the costs associated with operating their business.

Following is a guide as to how commissions and/or fees may be charged. If you choose to receive personal advice, the Statement of Advice you receive will detail the specific payments in relation to the products recommended. You have a right to request further particulars in respect to the remuneration received by the Authorised Representative or NEOFS.



WHAT ARE THE COSTS

All fees are inclusive of GST.

Your Authorised Representative may provide you with an initial meeting for which there is a charge. Further meetings including the preparation, implementation and ongoing advice will be charged by one or a combination of methods as outlined below. You may elect to be invoiced directly for these fees to be paid to NEOFS or you may elect to have these fees deducted from your investments. An estimated cost of services will be provided to you before commencing any work.

Initial Appointment		
We will collect information from you at this meeting and provide you with general only advice at this meeting. The costs in providing comprehensive advice services will be quoted to you at this meeting. To receive comprehensive advice you will need to have a Statement of Advice prepared.		\$250.00 / Hour
Fee for Service Hourly Rate		
We may charge an hourly rate for the services we provide.		\$250.00 / Hour
Statement of Advice Preparation Fees	From (Min)	To (Max)
Advice fees are charged based on the complexity of the advice provided. <i>Please note the SOA preparation fees still apply where you decide not to implement our advice.</i>	\$1,000	\$5,000

Implementation of Advice (Non Insurance) (1st Year only)	From (Min)	To (Max)
Investment of superannuation and non-superannuation funds	\$1,000	\$7,500
Implementation of Advice (Insurance) (1st Year only)	From (Min)	To (Max)
The commission is a percentage of the insurer's base premium i.e. premium excluding stamp duty, fire services levy, GST, model loadings or any other government charges, taxes, fees or levies. Example: if the annual premium was \$500 NEOFS would receive up to \$440 in the first year based on the maximum.	0%	88%
Ongoing Advice Fee (Non Insurance)	From (Min)	To (Max)
Ongoing Advice: Flat Fee Ongoing Advice fees will be determined by the complexity and requirements of the recommended strategy.	\$1,000	\$10,000
Ongoing Advice: Alternatively, we may agree on an Asset Scale Fee Based on the account balance of superannuation and non-superannuation portfolios. The ongoing commission is paid based on the value of your holding in a product for as long as you hold the product. Example: if your account balance is \$250,000 and you are charged 0.88%, NEOFS would receive \$2,200 per annum.	0.25%	1%
Ongoing Advice Life Insurance / Risk Products Commission	From (Min)	To (Max)
NEOFS may also receive a renewal commission from the product provider each year while your policy is in force. This is a percentage of the base annual premium you pay. Example: if you're annual premium is \$500 NEOFS would receive up to \$165 per annum based on maximum.	0%	33%

Other Remuneration I may receive.

Hartley's Referral Fees;

Note that Hartley's Ltd will remunerate Australian Expatriate Services Pty Ltd 30% of the net brokerage and 35% of the non AUSIEX Ltd component of the Echelon administration platform (if applicable) as a referral fee.

This is calculated on a monthly basis and paid on a quarterly basis from Hartley's to FPA.

This fee forms part of, and is not in addition to the standard Hartley's Ltd fee schedule.

FSG Issued by:
NEO Financial Solutions Pty Ltd
 ABN 64 141 607 098 AFS Licence 385845
 90 Edward Street, Perth WA 6000
 ☎: 08 9227-1472 ✉: compliance@neofs.com.au