

FIRST HEDGE PTY LTD

AFSL Number 507 216

ABN 53 624 107 428

Financial Services Guide (FSG)

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This document comprises two sections which should be read in conjunction:

Section 1 is the Licensee FSG and
Section 2 is the Representative Profile

The Financial Planning Association and the Australian Securities Investment Commission recommend that you take as much time as you need to find a financial planner who is suitably qualified and importantly, someone who you can work with comfortably.

The Financial Services Guide is a disclosure document that helps the retail client to decide whether to obtain financial services from the providing entity.

To help you achieve your life goals and aspirations, we need to know a lot about you; however, before selecting First Hedge Pty Ltd and Angus Stewart as your advisor, you need to know a lot about us.

Section 1 - First Hedge Pty Ltd FSG

About this guide

This Financial Services Guide (FSG) is intended to provide you with information, prior to First Hedge providing you with a financial service. This FSG contains important information about:

- First Hedge Pty Ltd (Trading as Angus Stewart Investing)
- The services we are authorised to provide to you
- How we (and any other relevant parties) are remunerated
- Details of any potential conflicts of interest
- Details of our internal and external dispute resolution procedures, along with how you can access them.

Who is First hedge Pty Ltd?

First Hedge Ltd is an independent financial services business which specialises in personal financial advice and portfolio management.

We hold an Australian Financial Services License (AFSL) that authorises us to operate a financial services business and provide you with financial advice and services. First Hedge Pty Ltd.'s AFSL number is 507 216.

We are committed to facilitating high quality advice and continued excellence in our service to you.

First Hedge Pty Ltd is responsible for the advice and financial services provided to you, including the distribution of this FSG.

The financial services that you receive from First hedge are provided by an adviser.

Why are we different?

Unlike most financial planning companies, we are not obligated to or have any connection with any product provider (financial institution, bank or insurance company). We consider it important to be able to offer independent, objective advice and where products are recommended, that we are free to recommend products that we feel best suit our clients' needs.

In the current investment environment, it proves to be independent in the market place to allow independent advice to be given to clients and to put their best interests first rather than company profits or products pushed from the big banks. Proving to be independent in the industry gives Angus Stewart a step up in the market place for advice. Angus specialises in creating bespoke client portfolios to match their goals and risk profile. He is attributed to using direct investments in Australian and International shares and also looks for alternative fund managers to complement his portfolios.

Who is my adviser?

Angus Stewart. Information about your adviser, including the services that can be provided, the costs to you for those services and the adviser's remuneration, is included in Section 2 of this FSG.

How we deliver financial services to you

We pride ourselves on our personalised solutions and service.

We will always start by getting to know you and understand your situation. In order to ensure that the advice is appropriate to you we must make reasonable enquiries about your current financial situation and future needs.

If we give you personal financial advice then we will provide you with a Statement of Advice. In this Statement of Advice, we will:

- confirm our understanding of your goals and objectives
- go through each of our recommendations and explain how they help you achieve them
- explain any risks as well as our fees

If we provide further personal advice to you after we have issued an initial Statement of Advice and your circumstances have not significantly changed, we may provide the advice to you orally. We will also tell you about any fees or commissions and any associations with Financial Product Issuers or others who may have influenced that advice.

We will record these details in a Record of Advice and keep this for seven years after providing the advice to you. You can request a copy of that Record from your adviser.

Information you need to provide and your Privacy

We are required pursuant to the Corporations Act and certain regulations issued by the Australian Securities and Investments Commission to collect information about you for the purpose of providing you with the following services:

- Preparation of your Statement of Advice
- The provision of financial planning and risk insurance advice to you
- Making financial product recommendations
- Reviewing your investments and insurances
- Other activities as directed by you

You have the right to withhold personal information, but this may compromise the effectiveness and the appropriateness of the advice you receive.

We will from time to time disclose information about you to other professionals, insurance providers, superannuation trustees and product issuers in connection with the purposes detailed above.

In the event we consider it necessary to use or disclose information about you for purposes other than those detailed above or related purposes, we will seek your consent.

We are also required, pursuant to the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF) 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 in order 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.

Your adviser will maintain a record of your personal profile including details of your objectives, financial situation and needs. They also maintain records of any recommendations made to you.

Should you wish to examine your file just ask your adviser and they will make all necessary arrangements to provide you with relevant information.

What types of services / advice do you offer?

Our advice is tailored to your specific needs and can be as comprehensive or scoped as needed. The types of services we offer advice on are:

- Identifying financial and lifestyle goals, intentions, values and attitudes
- Assessing your Portfolio objectives, investment attitudes and tolerance for investment risk
- Investment advice (including direct shares)
- Portfolio Asset Allocation
- Superannuation
- Self-Managed Superannuation Funds
- Structures and entities
- Strategies for tax effectiveness (in conjunction with your tax expert)
- Strategies for asset protection and Estate planning (in conjunction with your legal expert)
- Intergenerational wealth transfer
- Cashflow Analysis
- Investment Property Cashflow Analysis
- Centrelink
- Aged Care
- Debt Management
- Retirement strategies
- Pension and benefit strategies
- Redundancy strategies
- Life Risk Insurance
- Income Protection
- Business succession strategies

Our authorised services and the types of financial products they relate to?

First Hedge Pty Ltd.'s AFSL is authorised to provide advice and deal in the following products:

- Deposit products
- Government Debentures, Stocks & Bonds;
- Life Insurance Investment Products;
- Life Insurance Risk Products;
- Managed investment Schemes;
- Retirement Savings Account Products;
- Securities;
- Superannuation including Self-Managed Superannuation funds and
- Standard Margin Lending Facilities.

We can restrict the services or products that an adviser may provide on our behalf. Part 2 of this FSG will include your adviser's authorisations.

What should I know about any risks associated with the financial products and strategies recommended?

Your adviser will explain any significant risks associated with recommended strategies and financial products in the SoA. If a financial product is included in the recommendations, product specific risks will be disclosed in the relevant Product Disclosure Statement. If you would like further clarification, your adviser will discuss this with you.

How do I have to give you instructions about my Financial Product/s?

You need to give us instructions in writing (e.g. letter or email) or another method as agreed by us.

How will I pay for the services provided?

First Hedge Pty Ltd and your adviser are remunerated for the services you receive based on a Fee for Service methodology. This fee could cover:

- providing a Statement of Advice
- Implementation of advice
- Administration costs
- Ongoing portfolio management
- Any fee that you will pay for the services that we provide

The fees are based on the breadth and complexity of the advice and ongoing management of your affairs.

You can choose how to pay the fees. Fees may be paid by you directly, or in the case of investment into IDPS platforms or wrap accounts the fee may be deducted from your investment account on a monthly basis.

If you receive personal advice from us, we will tell you about any fees, commissions and any other benefits, where possible in actual dollar amounts, 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 implement your instructions relating to our advice.

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

How are any fees, commissions or other benefits calculated?

Information about the fees charged and how they are calculated is contained in Part 2 of this Guide.

If you become a client receiving ongoing services over a period of more than 12 months, then your adviser is also required to provide you with an annual Fee Disclosure Statement (FDS) which will set out the fees paid, and the services offered and taken in the previous 12 months. The FDS will generally not detail commission-type payments which are paid by the product issuer which you are not party to. These payments are currently required to be disclosed to you on an annual basis by the product issuer in their statements.

Alternatively, you will be issued with a new service agreement and invoice for the next 12 months which you will need to sign.

All fees and commissions generated by your adviser are paid to First Hedge Pty Ltd. Having ownership in First Hedge Pty Ltd, your adviser participates in the profits distributed and may also be paid a salary.

Do you have any relationships or associations with Financial Product issuers which could influence your advice?

No. Neither First Hedge Pty Ltd, employees, Representatives, or any related companies have any association with any product issuer that could be expected to influence us in the provision of our financial services to you.

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

No. First Hedge Pty Ltd does not have any special remuneration arrangements or conflicts of interest. First Hedge Pty Ltd does not participate in any reward programmes, volume bonuses or receive any sponsorships from any product providers. Your financial adviser can provide advice on products from a wide range of financial product providers.

Will anyone be paid for referring me to you?

No. First Hedge Pty Ltd does not pay for referrals.

Where you are referred to us or our adviser by another person, the referrer will not receive a fee, commission or benefit in relation to that referral.

Do you have compensation arrangements in place?

Yes. First hedge Pty Ltd believes we have put in place appropriate compensation arrangements under the Corporations Act in the form of Professional Indemnity Insurance. We believe that these arrangements are sufficient for the purpose of meeting our compliance obligations under section 912B of the Corporations Act

What should I do if I have a complaint?

If you have any complaints about the service provided to you, you should take the following steps. Contact your adviser and tell them about your complaint.

If your adviser has not satisfactorily resolved your complaint within 5 days, please contact the First Hedge Pty Ltd Complaints Manager on ph. (07) 4124 7108 or put your complaint in writing and send it to:

The Complaints Manager First Hedge Pty Ltd
PO Box 3129 Hervey Bay Qld 4655

We will always try to resolve your complaint quickly and fairly.

If the complaint can't be resolved by First Hedge Pty Ltd to your satisfaction within 45 days, you have the right to refer the matter to Financial Ombudsman Service (FOS).

FOS can be contacted on ph. 1300 780 808 or you can write to them at:

The Manage
Financial Ombudsman Service Limited
GPO Box 3 Melbourne VIC 3001 FOS
website is www.fos.org.au

If you have any further questions about the financial services First Hedge Pty Ltd provides, please contact our office as per above, or contact your adviser.

Please retain this document for your reference and any future dealings with First Hedge Pty Ltd.

Section 2 - Adviser Profile - Angus Stewart

Version 1.0 effective 29th September 2017.

This Adviser Profile forms part of the Financial Services Guide (FSG) and must be read in conjunction with the FSG.

About your Adviser

Your adviser is Angus Stewart, a Director of First Hedge Pty Ltd. Angus's contact details are:

Shop 1/16 Torquay Road
Pialba, Hervey Bay 4650
Phone: (07) 4124 7108
Email: info@angusstewartinvesting.com.au

Angus Stewart is one of Queensland's most astute and experienced independent wealth management advisors with 10 years' experience in the market place.

In the current investment environment, it proves to be independent in the market place to allow independent advice to be given to clients and to put their best interests first rather than company profits or products pushed from the big banks. Proving to be independent in the industry gives Angus Stewart a step up in the market place for advice.

Angus specialises in creating bespoke client portfolios to match their goals and risk profile. He is attributed to using direct investments in Australian and International shares and also looks for alternative fund managers to complement his portfolios.

He is also very active on the social media front via videos, podcasts, and social media and in print. By having access to the best technology and systems on the market places gives Angus the ability to provide faster decision making and advice to his clients.

His extraordinary career history includes running a successful practice within the AMP network with over \$50 Million in funds under management. While also running his own business, he has learnt his craft at top tier firms not only in Australia but in the UK.

Angus believes all Australian's should have access to independent investment advice and should have a plan for their financial future.

Professional Organisations

Angus Stewart is a member of the following professional organisations:

- Financial Planners Association of Australia
- TPB – Tax Practitioners Board

Qualifications

Angus holds the following qualifications:

- Bachelor of Banking in Finance – (QUT – 2009)
- Diploma in Financial Planning (Kaplan Education – 2009)
- SMSF Accredited (2013 Deakin University)
- Certificate of Margin Lending
- Certificate of ASX Securities

Authorisations

Angus is authorised by the Licensee to advise and deal in the following financial products:

- Deposit products
- Government Debentures, Stocks & Bonds;
- Life Insurance Investment Products;
- Life Insurance Risk Products;
- Managed investment Schemes;
- Retirement Savings Account Products;
- Securities;
- Superannuation including Self-Managed Superannuation funds and
- Standard Margin Lending Facilities.

Remuneration

Having ownership in First Hedge, Angus Stewart participates in the profits distributed and may also be paid a salary.

Fee Structure

The fees charged for our advice and services may be based on a combination of:

A set dollar amount; or

A percentage-based fee.

Our agreed advice and service fees may include charges for:

Initial advice; and

Ongoing advice.

Please note that for services in relation to insurance, banking deposit products, some loan products and older investment products, commissions may be paid by the product provider as follows:

Initial commission - a percentage of the value of your investment contributions, loan balance or insurance premiums; and

Ongoing commission - a percentage of the value of your investment balance, outstanding loan amount or premiums, usually calculated at the end of each month in which you hold the investment or loan, or on renewal of insurance products.

Payment methods

We offer you the following payment options for payment of our advice fees:

BPAY, direct debit (savings) or cheque; and

Deduction from your investment.

All fees and commissions will be paid directly to First Hedge as the licensee. They retain a percentage (as a licensee fee) to cover their costs and the balance is passed on to us.

Fixed service fees

We offer the following services at these fees:

Financial Planner:	\$330 per hour (inc GST)
Paraplanning:	\$132 per hour (inc GST)
Administration:	\$85.00 per hour (inc GST)
Direct Share Trades:	\$220.00 min (inc GST) –
Execution only account set up	

Schedule of fees

These prices should be used as a guide only. We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice.

Initial service fees

These are fees paid when you have agreed to receive our advice:

Initial Meeting	<p>Complementary</p> <p>The Initial Interview is designed to understand your financial needs and goals. It is important that you provide all relevant information to us at the initial interview. Any relevant information provided after that may impact upon the complexity of your strategy and hence the amount you will be charged for your statement of advice. Our fee includes all staff required to prepare your statement of advice.</p> <p>We will take time to understand what's important to you and tailor a financial plan to suit your financial goals</p>
Risk Protection – Business or Personal	<p>Starting from \$1650 Plus Inc Gst</p> <ul style="list-style-type: none">• Help with an insurance application and underwriting• If your insurance application is successful and you choose to proceed with our insurance advice, this initial fee may be waived on discretion of time spent on application.• Claims Assistance will be charged at \$330 an hour which is capped at \$20,000 per claim if this is outside the original ongoing advice.
General Share Account Advice	<p>Starting from \$95.00 a trade and up to 1%</p> <p>This offer incorporates:</p> <ul style="list-style-type: none">• Account set up and Compliance• Access to research and general over the phone advice• Trade execution and delivery of contract notes• General portfolio construction to meet clients risk profile meeting
Transactions without our advice	<p>Starting from \$550</p> <p>If we provide a transaction service at your request without providing personal advice, we will agree with you the method and amount of our remuneration for facilitating that transaction.</p>

Retirement Advice – Control your financial affairs and Retirement Planning

Starting from \$5,500

This offer incorporates:

- Fact find Meeting
- Research into complex superannuation, retirement, investment and risk solutions and cash flow review, Superannuation rollovers (up to 3 Funds/Extra charged at \$150 per rollover).
-
- Strategy development
- SoA preparation (9 + Adviser Hours)
- Presentation of Recommendations

Strategy Advice – Accelerate your path to increased wealth

Starting from \$4,400

This offer incorporates:

- Fact find Meeting
- Research into appropriate investment, superannuation, risk solutions and cash flow review, Superannuation rollovers (up to 3 Funds/Extra charged at \$150 per rollover).
- Strategy development
- SoA preparation (up to 7 Adviser hours)
- Presentation of recommendations

Investing Partner

Starting from \$2,500

This offer incorporates:

- Fact find Meeting
- Research into complex investment only solutions
- Strategy development
- Includes advice around Direct Shares
- SoA preparation (4 + Adviser Hours)
- Presentation of recommendations

Self-managed Superannuation + Borrowings

Starting from \$6,600

This offer incorporates:

- Fact find Meeting
 - Research into complex superannuation, retirement and investment solutions
 - Strategy and Investment Strategy developed
 - SoA preparation (12 + Adviser Hours)
 - Presentation of recommendations
 - Includes helps with closing down SMSF/working with Accountants
-

Starting from \$6,600

Gearing – including Margin Lending

This offer incorporates:

- Fact find Meeting
- Gearing or Margin Lending Strategies and Implementation
- Strategy development
- SoA preparation (12 + Adviser Hours)
- Presentation of recommendations

Up to 1% of funds in account being advised.

Advice Implementation

For example, if your account balance was \$100,000, your fee would be \$1000. (initial)

This offer incorporates:

- Investment of funds
- Setting up beneficiary nominations
- Setting up Pension/Income payments
- Processing account rollovers/consolidations
- Setting up initial/ongoing account contributions

Ongoing service fees

We provide ongoing services to help you stay on track to meet your goals. The cost of these services are as follows:

Ongoing service	Fee amount
Essential Ongoing Advice Package	\$1,650 (per annum)
Investment Partner	0.77% of funds under management.

This ongoing offer incorporates:

- Access to financial adviser and staff
- Offer of Annual review and Reports
- Phone and administration support
- Centrelink and Pension Support

For example, if your account balance was \$100,000, your fee would be \$770.00 (per annum including GST)

This ongoing offer incorporates:

- Offer of Annual review and Reports
- Access to Direct Shares
- Investment Changes and Reviews
- Phone and administration support
- Access to Financial Planner and Staff

\$3,300 (per annum)

**Gold Life Style and Wealth
Creation Builder Package**

This ongoing offer incorporates:

- Access to Financial Planner and Staff
- Offer of Annual Portfolio Review Meeting
- Investment changes including records of advice per year on request
- Liaison with professional advisers and agencies (Example account and solicitor)
- Paperwork administration
- Relevant legislative updates on request

\$4,500 (per annum)

SMSF or Gearing Portfolio

This ongoing offer incorporates:

- Access to Financial Planner and Staff
- Offer of Annual Portfolio Review Meeting
- Investment changes including records of advice per year on request
- Liaison with professional advisers and agencies (Example account and solicitor or SMSF Auditor)
- Paperwork administration
- Relevant legislative updates on request

20% Performance Fee above the Benchmark

**Performance Fee
(Model Investment Account)**

For example, if your performance was 9% and the Benchmark is 7%, 20% will be charged on the 2% above the benchmark. No performance fees on negative returns. Portfolio's as Follows:

- Aggressive Model Portfolio
- Balanced Model Portfolio
- Growth Model Portfolio
- The Stewart Model Portfolio

(Please note performance fees are charged yearly at the time of yearly review and yearly opt-in agreement. Fees will be shown before charged every 12 months) (Performance Fees are only charged on our model portfolio's going forward and not on index style accounts)

** All ongoing service clients will receive periodic market email updates and also any regulatory changes as well in the marketplace.*

** Please note all ongoing fees are subject to CPI from the date of start except on % based fees. This will be automatically added each year on review. All fees are inclusive of GST.*

Commissions

I do not receive commissions on investments through new superannuation, managed funds or retirement products. However, some products, particularly older products, may attract commissions.

Any commission amounts will be disclosed to you when providing my advice. The following table is a guide of commissions I may receive.

Product type	Initial commission	Ongoing commission	Example
Investments	Up to 4.95% of all contributions made to the investment.	Up to 0.77% of the investment value each year.	If you made an investment of \$10,000, we would receive up to \$495.00 initially and \$70.00 pa.
Insurance (including those held within superannuation)	Up to 130% of the first year's premium. From 1 January 2018, commission on new policies will be limited to 88% of the first year's premium*.	Up to 33% of the premium each following year.	In 2018, if your insurance premium was \$1,000, we would receive an initial commission of up to \$880. We would receive an ongoing commission of up to \$330.00 pa.
Deposit bonds	Up to 22% of the deposit bond fee, of which AFG retains between 0-3% and passes the remaining 97-100% on to AMP Financial Planning. AMP Financial Planning then retains 8.8% and we will receive the remaining 91.2%.	N/A	For example, if your deposit bond fee is \$400, the commission would be up to \$88, of which AFG retains \$2.64 and AMP Financial Planning receives up to \$85.36. AMP Financial Planning then passes up to (\$85.36 x 91.2%) \$77.85 to us.

All fees and charges include GST.

*Commissions on policies applied for prior to 1 January 2018 and issued before 31 March 2018 will not be subject to this limit.