

HUB WEALTH MANAGEMENT FINANCIAL SERVICES GUIDE

Version 1.6

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FINANCIAL SERVICES GUIDE

You have the right to ask us about our charges, the type of advice we will provide you, and what you can do if you have a complaint about our services.

This Financial Services Guide (“FSG”) is intended to inform you of certain basic matters relating to our relationship, prior to us providing you with a financial service. The matters covered by the FSG include who we are, how we can be contacted, what services we are authorised to provide to you, how we (and any other relevant parties) are remunerated, details of any potential conflicts of interest, and details of our internal and external dispute resolution procedures, along with how you can access them.

It is intended that this FSG should assist you in determining whether to use any of the services described in this document.

You should also be aware that you are entitled to receive a Statement of Advice when we first provide you with personal advice, (advice that 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 fees, commissions and associations which may have influenced the provision of the advice.

If our representative provides further advice to you and your personal circumstances have not significantly changed, and that further advice is related to the advice we provided to you in a previous Statement of Advice and we do not give that further advice to you in writing, you may request a copy of the record of that further advice at any time up to 7 years from the date our representative gave the further advice to you.

You can request the record of the advice by contacting the representative or us in writing or by telephone or by email.

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 (‘PDS’) containing information about the particular product. This will enable you to make an informed decision in relation to the acquisition of that product. Where we recommend an administration service or ‘Wrap Account’ you will be given a PDS for that product and, in addition, you will be given what is referred to as a ‘Short Form PDS’ which provides information about any managed funds we have recommended.

Not Independent

Hub Wealth Management is not independent, impartial or unbiased under s.923A of the *Corporations Act* because we receive commissions for the advice we provide on life risk insurance products.

We do not receive any commissions or payments from any investment or administration platform we recommend to you, and we do not use or recommend any in-house products.

Further, when we give you personal advice, we have a duty to act in your best interests and to prioritize your interests. This includes providing you with appropriate advice.

For further information on how we are remunerated, please see the section “*What are the fees and commissions Hub Wealth Management receives?*” later in this FSG.

Who will be providing the financial service to me?

Name of Business:	Hub Wealth Management Pty Ltd
Australian Business Number (ABN):	66 141 182 603
Australian Financial Services License Number:	393606
Address:	GPO Box 3800, Sydney, NSW 2001 Suite 5, Level 18, 44 Market Street, Sydney NSW 2000
Telephone:	02 9279 3400
Facsimile:	02 9279 3565
Website:	www.hubwealth.com.au

Who is my adviser?

David C Smith

David has an Arts degree majoring in Economics and a Law degree majoring in Business and Tax Law from the University of NSW. He has a Diploma of Financial Planning and is accredited as a Certified Financial Planner. David has also completed a Derivatives Certificate from the Australian Stock Exchange, and completed the FASEA ethics exam requirements.

After graduating, David worked for five years in corporate and financial services law with a major Australian bank. Among other elements, he advised on tax, trust deeds and compliance.

He then moved to become a Senior Financial Consultant with Ipac Securities in Sydney in 1992. During his 8 years at Ipac Securities, David developed a number of strong consulting relationships with outplacement firms, corporates, legal firms and accountants. Key areas of work included retirement planning, executive redundancy, lump sum investment and superannuation strategy.

David was then recruited to lead the Merrill Lynch financial advisory team in Sydney. The focus here was on providing quality personalised service and tailored investment solutions to people with larger sums to invest and more technical issues to address. David maintained his private client specialty, while also working with large endowments and senior executives with complex tax and investment situations.

After Merrill Lynch withdrew from Australia, David became a Senior Consultant with Tynan Mackenzie. David maintained his relationships with both referrers and clients through his strong service orientation, strategic approach and attention to detail. He developed further expertise in portfolio strategy, managing legal compensation settlements, and working with complex tax structures. He also assumed a leadership role with the firm with his input at the Executive Committee and the Technical Strategies Group.

David left Tynan Mackenzie after 8 years to become a Principal of Hub Wealth Management (Hub) in 2010. He maintains an extremely loyal client base due to his focus on applying his tax, investment and strategic knowledge in a very personal way for each client.

Andrew Wiefler

Andrew graduated with a Bachelor of Commerce, majoring in Banking and Finance from the University of Canberra. He is also a registered Tax Agent. More recently, Andrew completed a Masters Degree in Commercial Law with a specialty in taxation from Australian National University Law School. He has also completed his FASEA ethics exam requirements.

After graduating, Andrew worked initially for seven years in a smaller advice business to build his skills in the complex areas of tax and investment management over the next few years. He became the youngest adviser to be issued with a Proper Authority to provide financial advice by Sealcorp, which is now part of St George Bank Financial Planning.

Andrew then used his unique combination of technical and investment theory and practice to become a Senior Financial Consultant with Tynan Mackenzie, where he remained for the next nine years. During this period, he advised clients on a number of complex strategic and investment issues, including, among other things, company share options issues, business succession strategies, superannuation, retirement planning, and large lump sum investment approaches.

A key element of Andrew's work with Tynan Mackenzie was the development of a strong investment focus. He was a leading member of the Investment Committee at the firm, where he agitated strongly for an active approach that included strong consideration of tax outcomes, underlying cost, genuine risk considerations and the fundamentals of capital preservation. This was a very important role, as the firm oversaw client funds in excess of \$3 billion.

Andrew maintains an extremely loyal client base due to his deep understanding of the interplay of complex investment and technical issues, combined with a strong relationship emphasis. Andrew was a co-founder of Hub with David in 2010, and continues as a Principal of Hub Wealth Management.

What kinds of financial services are you authorised to provide me and what kinds of products do those services relate to?

PERSONALISED ADVICE SOLUTIONS:

Hub Wealth Management offers clients a personalised ongoing financial advisory service. This includes working with clients to manage changes to your personal situation and objectives, the economy, legislation, investment markets and other factors.

Hub Wealth Management can offer you the following services:

- Financial Planning Strategies;
- Retirement Planning Structuring and Advice;
- Life Insurance Advice;
- Superannuation Strategy Advice;
- Wealth Accumulation Strategies.

Hub Wealth Management is licensed to provide advice on, and deal in, the following financial products:

- Deposit products;
- Government Debentures, Stocks & Bonds;
- Life Insurance Investment Products;
- Life Insurance Risk Products;
- Managed investment Schemes;
- Securities;
- Retirement Savings Account Products;
- Superannuation; and
- Derivatives.

We can advise you in respect of Securities such as direct shares. We can also facilitate transactions if you wish.

PORTFOLIO MONITORING:

Internal databases are maintained detailing clients' investments that were recommended by Hub Wealth Management. This does not constitute portfolio monitoring. Portfolios are reviewed as agreed with each client.

RESEARCH:

As Hub Wealth Management is beneficially owned entirely by its founders, we are able to access a wide range of quality research from quality external providers. This includes information on

- Economic issues and outlook;
- Portfolio Construction;
- Managed Funds;
- Direct Shares, Hybrid Securities, Bonds;
- Insurance Products; and
- Technical, Tax and strategy issues.

Who do you act for when you provide financial services for me?

We act for you and Hub Wealth Management is responsible for the financial services provided to you.

How will I pay for the service?

Hub Wealth Management will charge you a fee and / or receive commissions from the issuers of the products approved by Hub Wealth Management and that I recommend and you accept.

Your adviser is paid a salary by Hub Wealth Management.

What are the fees and commissions Hub Wealth Management receives?

FEES PAID BY YOU

We believe the services we offer are valuable and the remuneration received is a fair reward for our expertise and skills. We believe in being very open about any benefits or payments we receive and the costs you will incur for using our services.

We will confirm with you in writing any proposed costs before they are incurred by you, to ensure that you are comfortable before any action is taken. We may charge fees for our initial advice. We will charge a fee for ongoing service, review and management of our clients' situation which is stated in the chart below:

Tiered Advice Fees			
Amount Invested		% Rate Received By Hub	% Rate net of Tax for Superannuation clients (only)
Lower Threshold	Upper Threshold		
-	300,000	1.320%	1.230%
300,001	750,000	1.210%	1.128%
750,001	1,500,000	1.100%	1.025%
1,500,001	5,000,000	0.550%	0.513%
5,000,001	+	0.440%	0.410%

For example: If you had invested an amount of \$800,000 for the year, Hub Wealth Management would receive an advice fee paid from your portfolio account of 1.24% or \$9,955 per annum.

All fees charged by us and any brokerage or commissions paid by product providers (total remuneration) are receivable by Hub Wealth Management as the Australian Financial Services Licensee.

No fees are payable unless you have instructed us to proceed with the provision of advice. Full details of all fees, brokerage, commissions or other benefits that we or any other related party receive as a result of recommendations to you will be provided in our Statement of Advice document.

ANNUAL FEE DISCLOSURE STATEMENT

Hub Wealth Management will provide an Annual Fee Disclosure Statement and Renewal to all clients. This will detail the ongoing advice fees paid to Hub Wealth Management over the previous 12 months, and an estimate of costs for the next 12 months. This will also include a list of the services you were entitled to receive and did actually receive for the period.

COMMISSIONS

Insurance products

Hub Wealth Management may receive initial and ongoing commissions for the insurance products we recommend, which may be up to 66% (inclusive of GST) of the initial annual premium and up to 22% (inclusive of GST) of the ongoing renewal premium.

For example: if the first year's premium was \$1,000 and the initial commission was 66%, Hub Wealth Management Pty Ltd can receive up to 66% (inclusive of GST payable to the Government) of the initial premium and up to 22% (inclusive of GST) of the ongoing premium.

Details of any commissions we may receive will be disclosed to you in a Statement of Advice.

Stockbroking

Where we refer you to a stockbroker to execute your instructions Hub Wealth Management chooses not to receive any brokerage amount.

OTHER REMUNERATION INFORMATION

Referral payments

If you have been referred to me by another party we may pay that party a fee which will be disclosed in your Statement of Advice.

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

Hub Wealth Management does not participate in any reward programmes, conferences or sponsorships from any product providers. Any conflict of interest will be disclosed in our conflict of interest register held in our office which is available on request.

Neither Hub Wealth Management representatives nor any related companies have any association, such as an equity interest, with any product issuer that could be expected to influence us in the provision of the financial services or advice we provide.

Will you provide me advice that is suitable to my needs and financial circumstances?

Yes. But to do so we need to find out your individual objectives, financial situation and needs before we recommend any financial products or services to you.

You have the right not to divulge this information to us, if you do not wish to do so.

In that case, we are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

What should I know about the risks of the financial products or strategies you recommend to me?

We will explain to you any significant risks of financial products and strategies which we recommend to you. If we do not do so, you should ask us to explain those risks to you.

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 objectives, financial situation and needs.

We also maintain records of any recommendations made to you.

We are committed to implementing and promoting a privacy policy that will ensure the privacy and security of your personal information. A copy of our privacy policy is enclosed for your information.

If you wish to examine your file, we ask that you make a request in writing and allow up to fourteen (14) working days for the information to be forwarded.

We may charge a fee to cover the cost of verifying the application and locating, retrieving, reviewing and copying any material requested. If the information sought is extensive, we will advise of the likely cost in advance and can help to refine your request if required.

Can I provide you with instructions and tell you how I wish to instruct you to buy or sell my financial products?

Yes. You may specify how you would like to give us instructions, for example by telephone, email, or other means. However, in all instances, we prefer a written/email instruction other than in unusual circumstances.

Professional Indemnity Insurance

Hub Wealth Management currently has Professional Indemnity Insurance in line with legislative requirements. This includes coverage for claims in relation to the conduct of current advisers and advisers who are no longer authorised by Hub Wealth Management (but who were at the time of any relevant claim). If you would like further information please contact Hub Wealth Management.

Who can I complain to if I have a complaint about the provision of the financial services to me?

If you have any complaint about the service provided to you, you should take the following steps and we will seek to resolve your complaint quickly and fairly:

1. Contact your adviser and discuss your complaint.
2. If your complaint is not satisfactorily resolved within 5 days, please ring Hub Wealth Management's Principals, or put your complaint in writing and send it to Hub Wealth Management. Your complaint should be finalised within 45 days of receipt of your complaint.

Hub Wealth Management is a member of the Australian Financial Complaints Authority (AFCA)

If the complaint cannot be settled to your satisfaction you have the right to complain to the AFCA.

This service is free of charge to you and AFCA can be contacted on:

Phone: 1800 931 678
Email: info@afca.org.au
Mail to: GPO Box 3, Melbourne Victoria 3001.