



Financial Service Guide (FSG) and Adviser Profile

Sirius Financial Advisers Pty Ltd

ABN 30 153 247 477

Australian Financial Services Licence (AFSL) Number 415314

1 July 2021 – Version 12

A guide to the services we provide and how we will work with you.

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This Financial Services Guide is only complete when the Adviser Profile is provided.

Welcome to Sirius Financial Advisers

This guide and the Adviser Profile provide you with important information about Sirius Financial Advisers Pty Ltd (or “SFA”) and its Authorised Representatives who may provide you with the services described in this guide.

The information in this guide is not complete without the Adviser Profile, which provides information on your adviser’s skills and qualifications, their fee structures, and the financial services they are authorised to provide on behalf of SFA.

It’s important that you take the time to read the information provided so that you can make an informed decision about whether to use the services offered by us. If you need any clarification on what you have read, please don’t hesitate to contact us. We are committed to having open and honest communication with you at all times as this is the foundation for appropriate and suitable advice and an ongoing relationship.

This guide covers:

- Who we are
- The type of financial advice and other financial services we can provide
- How we are paid
- Details of our relationship with other institutions and any potential influences
- What you need to do if you have a complaint
- How we protect your personal information

References in this guide to:

- “We”, “our” and “us” means Sirius Financial Advisers Pty Ltd.
- “Advice document” means Statement of Advice (“SOA”) or Record of Advice (“ROA”).

Your adviser, as an Authorised Representative is authorised by SFA to distribute this guide and the Adviser / Practice Profile to you.

Not Independent- As defined by the Corporations Act

The Corporations Act states that a Licensee or a Representative of a Licensee who receives commissions from any product provider cannot claim to be independent, impartial or unbiased. As Sirius Financial Advisers may receive initial and ongoing commission from Life Insurance products we recommend our clients acquire, we are therefore unable to describe ourselves as independent, impartial or unbiased.

Who are Sirius Financial Advisers Pty Ltd?

Sirius Financial Advisers Pty Ltd holds an Australian Financial Services Licence. We are an established licence, which is not associated with any financial institution or product provider. Our name comes from the brightest star in the sky – Sirius.

We represent a new approach to financial advice, delivering the highest quality financial advice based on integrity, innovation and a commitment to building your financial future.

Sirius Financial Advisers is 100% owned by Sirius Group Holdings Pty Ltd. This means all stakeholders have “skin in the game” - a vested interest in protecting the Sirius name, our values and your financial future.

How does Sirius Financial Advisers Pty Ltd maintain adviser standards?

Our advisers are required to undertake continuous professional development and attend regular training seminars to keep them up to date with legislative changes in taxation, Centrelink, superannuation and investment environments.

Our advisers have direct access to technical, risk and investment research professionals who can provide additional analysis on strategy and products to provide quality advice to you.

Risk management and compliance specialists regularly audit our advisers and licence to maintain a high-quality advice standard.

Who is responsible for the advice I’m given?

Your adviser is an Authorised Representative of SFA. SFA is responsible for any financial service your adviser provides on its behalf. Please refer to the Adviser Profile provided with this guide for specific information about your adviser.

What advice is SFA licensed to provide?

Australian Financial Services Licence

To assist in implementing your financial strategy, SFA is licensed to advise and deal in the following financial products:

- Deposit and payment products
- Debentures, stocks or bonds issued by a government
- Securities
- Life investment or life risk products
- Interests in managed investment schemes, including investor directed portfolio services (IDPS or 'Wrap')
- Retirement savings accounts
- Superannuation

A wide range of financial products from various product providers are available and are thoroughly researched by qualified research professionals. Our advisers are only authorised to advise on products which are approved for use. Your adviser will only recommend a product to implement your strategy after considering its suitability in relation to your individual objectives, financial situation and needs.

What financial advice and/or services can your adviser provide?

Sirius Financial Advisers Pty Ltd can provide you with a broad range of advice to help you create, grow and protect your wealth. The type of advice you will receive depends on your financial situation, needs and objectives. Strategies may include:

- Investment strategies including savings plans
- Budget and cash flow planning
- Debt management
- Superannuation advice, including salary sacrifice and consolidation strategies
- Personal insurance strategies
- Centrelink / DVA advice
- Retirement planning advice
- Estate planning advice
- Advice on ownership and structures e.g. discretionary and family trusts, Self-Managed Super
- Portfolio review services
- Referrals to specialists e.g. accountants, solicitors.

Any additional services on offer or limitations to the list above will be outlined in the Adviser Profile.

What is our advice process?

Sirius Financial Advisers Pty Ltd has a comprehensive advice process in place to ensure that the advice provided is suited to your needs and financial circumstances. In summary:

1. Our first meeting with you

As always, it's all about you. We will discuss your expectations, help you to identify your financial goals and provide you with details of the services that we can offer. During this meeting or at any follow-up meetings, we may also gather all the information about your financial situation, needs and objectives and your risk profile and ascertain the scope of the advice you will require. Your consent and agreement on the scope of the advice will be documented in a Letter of Engagement.

If you do not wish to provide the information we require to formulate our recommendations, we will advise you about the possible consequences of not having disclosed your full personal information and the impact on the recommendations given. You should consider these implications carefully.

2. Developing strategies and providing you with advice documents

Initial advice

Your adviser will formulate a strategy to help achieve your needs and objectives and will put together any personal advice in a Statement of Advice ("SOA"). An SOA sets out the scope of the advice, your current personal and financial position, the basis for the advice and how it addresses your needs and objectives. It will also disclose the fees and charges payable by you and the remuneration and other benefits we may receive. The SOA will also make reference to any potential conflicts of interest that you need to consider when deciding whether to rely on the advice.

Your adviser will explain any risks associated with implementing the recommendations. Please ask your adviser to clarify any risks you do not understand.

Further advice

Where a further review is conducted and personal advice is provided, the advice may be provided through an SOA or a Record of Advice ("ROA"). Further advice may be in the form of an ROA where the further advice does not significantly differ from the original advice provided. Where advice is provided in a ROA, and if you have not already been provided with a copy of the ROA, then you may, for a period of seven years from when the further advice was first provided to you, request a copy of the ROA. This can be done by contacting your adviser in writing, by email or telephone.

Product Disclosure Statement (PDS)

If we recommend a product as part of your financial strategy, your adviser will provide you with the relevant Product Disclosure Statement ("PDS"). The purpose of a PDS is to assist you in making a decision about the particular financial product. It contains information about the product's key features, benefits, risks and fees.

3. Gaining your consent to proceed

We will discuss our recommendations with you, make any changes you require and obtain your consent to implement those recommendations. We will then implement those recommendations.

4. Keeping you on track

To ensure the advice we provide continues to meet your financial situation, needs and objectives, we offer an Ongoing Review Service, which provides regular reviews and written reports on the valuation and status of your investment portfolio.

If you wish to take up this service, please contact your adviser so they can provide more information and outline their fees.

How can I make changes without being provided with advice?

At times you may wish to make changes without receiving advice. In these cases, we can take your instructions by telephone, fax and email or in person at your adviser's office you are dealing with and arrange for the transaction to be completed, without providing personal advice.

If you wish to proceed without advice from us, we will ask you to confirm your instructions in writing. Once implemented, we will provide you with a Statement of Transaction ("SOT") letter, which confirms your instructions, informs you that no advice has been provided, and discloses any fees and charges payable by you and any benefits we may receive.

What will I be charged for the advice provided to me?

The remuneration and other benefits listed below and in the accompanying Adviser Profile generally cover what SFA, its advisers and associates may receive as a result of the financial services provided to you. Specific amounts and benefits can only be calculated once the recommendations are made to you.

There are various ways that you may pay SFA for the services we provide to you, including:

- Fee for service: where you pay a fee for the services that we provide
- Commission (paid by life insurance providers) in the form of initial (upfront) and / or ongoing (trail) commission.
- A combination of both

Each of these is discussed in further detailed on the next page.

Fee for service

Fees for service payments may be payable for:

- **Initial advice:** We may charge fees for the preparation, presentation and implementation of our advice to you. These fees will be based on your individual circumstances, the complexity involved in your situation and the time it takes to prepare personal financial advice for you. We will discuss these fees with you and obtain your agreement on the fees before we provide you with advice. The fee will also be disclosed to you in your Advice Document.
- **Ongoing adviser services:** We may charge a fee for the services provided on an ongoing basis commencing from the implementation of the recommendations contained in the Advice Document. The amount and the services included will be determined in consultation with your adviser.
- **Ongoing review and advice services:** We may charge a fee to provide ongoing portfolio reviews including further advice suitable to your needs. This fee will be determined in consultation with your adviser.

In all instances, your adviser will discuss the precise calculation of the fees when you meet and agree on the services to be provided. Fees charged are generally payable after the services have been provided, however, ongoing adviser service fees are paid in arrears. The agreed fees will be set out in the Advice Document.

How are fees for services calculated and paid?

Fees charged for our services may be:

- A dollar amount
- A percentage of the amount invested
- An hourly rate as set out in the Adviser profile, or
- A combination of some or all of the above.

Payment of fees for services

We will discuss and agree the method of payment with you before we provide you with our services. Generally, we will either invoice you directly, or deduct from your investments, or adopt a combination of these methods for the fees payable. Cash transactions will not be accepted.

Commissions

SFA may receive payments in the form of initial commissions and/or ongoing commissions. These commissions are included in the fees and / or premiums you pay for the product. You do not pay these fees to us directly.

How are commissions (initial and ongoing) from a product and service provider calculated and deducted?

Initial commission from a product provider is typically:

- Life insurance products: up to 66% of the premium that you pay. We can only receive commissions from insurance products if they are not in relation to a group policy.

Example

If you purchased an insurance policy for and the annual premium was \$1,000 SFA will receive initial commission of \$660 (including GST). Some product and service providers also pay SFA ongoing commission out of their revenue for the period of time you hold the product as follows:

- Life Insurance products: up to 22% of the premium.

Example

If the ongoing premium was \$1,000 SFA would receive 22% p.a. x \$1,000 (\$220 including GST p.a.). The ongoing commission payable is dependent on the portfolio value.

All remuneration percentage rates paid from the product and service provider are dependent upon the specific products you hold, and are inclusive of GST where applicable. Specific details of the initial and ongoing commission paid from the product and service provider will be fully disclosed in your Advice Document.

How is my adviser remunerated?

Please refer to the Adviser Profile for details on how your adviser is remunerated. You should have a clear understanding of how your adviser is paid before you act on any recommendations.

Referral

SFA does not pay nor do they receive referral fees or benefits for any referrals.

Other Benefits

Effective from 1 July 2013, no benefit in excess of \$300 is permitted. Benefits between \$100 - \$300 will be recorded in a register of benefits, which is available on request.

1. Product provider partnership payments

SFA does not receive partnership payments from any product and service providers.

2. Product and service provider sponsorship payments

SFA does not receive sponsorship payments from product and service providers.

Professional Indemnity Insurance

SFA is covered by professional indemnity (PI) insurance satisfying all requirements under the Corporations Act.

Our insurance arrangements cover claims made against us as the licensee and for the conduct of our advisers whilst acting as our Authorised Representatives. In addition, the PI Insurance policy covers claims in relation to the conduct of representatives and employees (during their tenure as authorised representatives of SFA) even if they are no longer a representative under our licence (subject to the usual terms of the policy in relation to providing indemnity).

How we protect your personal information

We keep a record of your personal information over time, including details of your investment objectives, financial situation and needs, as well as records of any discussions of significance we may have had with you, and recommendations to you.

SFA are committed to ensuring the confidentiality and security of your personal information. Our privacy policy details how we manage personal information and is available on request by contacting your Sirius Financial Adviser's office, calling SFA on 07 3123 6867.

What to do if you have a complaint

If you are unhappy about the advice or service provided by your adviser or SFA, please put your concerns in writing to:

To: Responsible Manager
Address: PO BOX 7724, EAST BRISBANE QLD 4169

We will investigate your complaint and respond to your concerns as quickly as possible (within 45 days).

If we have not responded to your complaint within 30 days or if you feel it has not been resolved to your satisfaction, you may refer your concerns to the Australian Financial Complaints Authority (AFCA), which provides an accessible, fair and independent dispute resolution service.

You can contact AFCA at:

To: Australian Financial Complaints Authority
Address: GPO Box 3, Melbourne VIC 3001
Online at: www.afca.org.au
By email at: info@afca.org.au; or
By phone: 1800 931 678.

What arrangements may influence the products we recommend to you?

SFA or its representatives have no affiliation with any third party providers of investment and/or companies. We therefore avoid associations with any product providers that may have the potential to influence our advice to you.

SFA or its representatives also does not receive any volume bonus or any other soft dollar benefits from any provider or investment or insurance.

Sirius Financial Management Pty Ltd Adviser Profile

01 July 2021 – Version 12

Sirius Financial Management Pty Ltd (ABN 77 147 966 505) and its advisers are authorised representatives of Sirius Financial Advisers Pty Ltd (ABN 30 153 247 477), AFSL 415314.

Note: This Adviser Profile forms an essential part of the combined Financial Services Guide (“The Guide”). The Guide is not complete without it.

Our Financial Advisers

Jack Barbouttis

Director and Financial Adviser

ASIC Authorised Representative Number: 307479

Jack Barbouttis is a director of Sirius Financial Management Pty Ltd and also a director of Sirius Financial Advisers Pty Ltd. Jack holds a Masters of Financial Planning, Bachelor of Commerce in Economics and a Diploma of Financial Services in Finance Broking.

With these qualifications and experience, he is well qualified to help clients achieve their financial goals.

Products and Services Offered

Jack is authorised to provide financial advice in the following range of services and products:

Services Offered	Products Offered
Investment strategies including savings plans	Deposit and payment products
Budget and cash flow planning	Securities
Debt management	Government bonds and debentures
Superannuation advice, including salary sacrifice and consolidation strategies	Life investment or life risk products
Personal insurance strategies	Interests in managed investment schemes, including investor directed portfolio services (IDPS)
Centrelink / DVA advice	Retirement savings accounts
Retirement planning advice	Superannuation
Estate planning advice	
Advice on ownership and structures e.g. Discretionary and family trusts, Self-Managed superannuation	
Portfolio review services	
Ongoing advisory services	
Referrals to specialists e.g. Accountants, solicitors	

Client Fees

There are various ways that you may pay for the services that are provided.

- Fee for service
- Commissions from Life Insurance product providers
- A combination of the above

Your adviser will obtain your agreement to the arrangement prior to proceeding.

Fee for Service

A fee for service may be payable for the following services:

- Preparation of advice
- Initial adviser services
- Ongoing adviser services
- Ongoing review services

The fee for service may be determined by any of the following:

- An hourly rate of up to \$385.00 per hour (including GST) depending on the complexity of your circumstances;
- An agreed fee;
- A percentage of funds under advice of up to 1.10% (including GST) depending on the complexity of your circumstances;
- A combination of any of the above.

If you pay a fee for service to Sirius Financial Advisers Pty Ltd, a proportion of this will be paid to Sirius Financial Management Pty Ltd as detailed in The Guide under the heading 'Commissions'.

Jack Barbouttis is paid a salary by Sirius Financial Management Pty Ltd. As a director and a shareholder of both Sirius Financial Management Pty Ltd and the licensee, he may be entitled to any dividends or distributions from these companies as well.