Infocus Fee / Brokerage/ Commission Schedule

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The New Farm office of Infocus Money Management:

Address:	Macquarie Street Offices 1E / 24 Macquarie Street Teneriffe QLD 4005
Postal Address:	PO Box 2308, New Farm QLD 4005
Phone Number:	0423 471 436
Email:	Tim.Benson@infocus.com.au
Internet:	www.infocus.com.au

Who is my Adviser?

Here at the New Farm office of Infocus your advisers will be:

Timothy Benson Dip FP
Financial Adviser
Authorised Representative - No. 460773

Adviser Authorisation and Remuneration

The New Farm office of Infocus is operated by Timothy Benson through Benson Holdings Pty Ltd (ABN 79 164 697 938). Benson Holdings Pty Ltd receives 100% of the fees and or commission, the licensee, Infocus Securities Australia Pty Ltd (Infocus) receives the balance, being 0%.

Benson Holdings Pty Ltd is a corporate authorised representative (No. 1235641) of Infocus. Tim is an authorised representative of Infocus and is authorised to provide the full range of financial services and products offered by Infocus, as outlined in the FSG Brochure provided to you with this insert except as follows.

Tim is not authorised to provide advice in Securities, Self-Managed Superannuation Funds, Margin Lending Products, Credit Services, including: assistance with mortgages, personal loans & credit cards.

Tim is remunerated by means of a salary, fees and commission generated. Further, as a shareholder of Benson Holdings Pty Ltd Tim may receive other benefits from all fees and commissions paid by Benson Holdings Pty Ltd.

How Will I Pay for the Services Provided?

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

- **Professional Fees** - where you pay a fee to Infocus for all the services that we provide (including the Statement of Advice (SOA) and implementation and review of the advice). This may be charged by direct invoice, deductions from your investment products or a combination of both;
- **Brokerage/commissions** - where the investment product provider pays Infocus upon your initial investment (initial Fees & Charges) and/or regularly throughout the life of your investment (ongoing Fees & Charges); or
- **A combination of both** - where you pay for the cost of the SOA and a percentage for the product/investment placement, which may include initial Fees & Charges and/or ongoing Fees & Charges.

Your fees will be discussed between you and your adviser before any recommendations are made and services provided to you. The agreed fees will be disclosed in the SOA.

Hourly Rates

Hourly rates are usually applied for the initial formulation of financial planning or salary sacrificing advice and strategies will be detailed in a Statement of Advice.

Hourly rates for the New Farm office of Infocus are:

- Senior Financial Adviser $330.00 per hour
- Financial Adviser $220.00 per hour
- Planning Assistant $165.00 per hour
- Administrative Assistant $110.00 per hour

Additional fees may also be incurred for the ongoing management of your Portfolio (please refer to the Ongoing Fees & Charges).

Professional Advice Fee

A typical cost for an initial advice would range from $1,100 for a simple Statement of Advice up to $5,500 for a more detailed and sophisticated Statement of Advice. The price will depend on the complexity of your situation and needs.

Initial Fees & Charges

A maximum fees applicable for investment placement or superannuation rollovers' of up to 4.4% may be incurred.

Example

For example, if you invested $75,000 and agreed to a fee of 4.4%, $3,300 would be payable.

The initial Fees & Charges applicable to regular investments will be re-assessed at each review appointment.

Additional fees may also be incurred for the ongoing management of your Portfolio (please refer to the Ongoing Fees & Charges).

Ongoing Advice Fees

In order to provide you with regular reviews and adjustment of your strategy and portfolio, New Farm charges an ongoing fee. This fee will be made up of:

- Ongoing strategy management of up to $22,000 per annum, depending on the level of service that you require, and the products, strategies and time involved; and
- Ongoing portfolio management of up to 1.10% (per annum) of funds under management.

Example

For example, if you invested $750,000 and agreed to an ongoing strategy management fee of up to $22,000 plus 1.10% of $75,000 being $8,250 a total ongoing fee of $30,250 would be payable.

On occasion, hourly rates may be applied for specific advice needs or where there is a significant change required to your financial strategy (for example, when you retire or if you received a redundancy payment). In this case, the hourly rates above will apply.

If no ongoing fee is applied an hourly rate may be charged for further services provided.

Personal Insurance

Unless we advise you otherwise, we are remunerated by commission from the relevant insurer whenever you enter into an insurance policy arranged by us (including renewal and some variations).

infocus Money Management

The commission is a percentage of the insurer's base premium (that is the premium excluding stamp duty and any other government charges). The commission ranges between 0% and 135% in the first year and 0% and 40% per annum in subsequent years. The commission paid to us is used to cover our ongoing administration costs in relation to the insurances we recommend.

The commission is paid by the product provider and is not an additional charge to you.

Benefits from Product Issuers

Infocus and/or its related entities (e.g. Ultimate) may receive up to a maximum of 3.3% per annum of funds under advice and up to 27.5% of insurance premiums generated. This is in addition to any fees, commissions or other benefits from a product issuer on a monthly or quarterly basis.

Your SOA will disclose any benefits or fees received by Infocus and/or your adviser.

Referral Fees

A third party referrer may receive a referral fee or commission for introducing you to an Infocus office or we may receive your details as a referral from others. The payment of any fee for a referral, whether received or payable will not involve an additional cost to you. Any referral fees will be disclosed at the time of the referral and/or detailed in your Statement of Advice.

All of the above fees and commissions are inclusive of GST.

Infocus Securities Australia Pty Ltd ABN 47 097 797 049
Australian Credit License and AFSL No. 236523 trading as Infocus Money Management

Note: This Adviser Fee Insert completes your Financial Services /Credit Guide.