

# WILSONS FINANCIAL SERVICES GUIDE

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Effective from 05 May 2017

The providing entity of the services described in this document is:  
Wilsons Advisory and Stockbroking Limited  
ABN 68 010 529 665  
AFS Licence 238375  
Registered Office:  
Level 30, Waterfront Place, 1 Eagle Street,  
Brisbane, QLD 4000  
[www.wilsonsadvisory.com.au](http://www.wilsonsadvisory.com.au)  
1300 655 015



## FINANCIAL SERVICES GUIDE

### THE PURPOSE OF THIS FINANCIAL SERVICES GUIDE

This Financial Services Guide (**FSG**) is issued by Wilsons Advisory and Stockbroking Limited ABN 68 010 529 665 AFSL 238375 ("**Wilson's**", "**we**", "**us**", or "**our**"). It is aimed at assisting our retail clients to decide whether to use any of the services that we offer. It provides important information about:

- who we are and how to contact us
- the products and services we offer
- our associations and relationships with other entities
- information about the remuneration that we and your investment adviser may receive
- potential conflicts of interest
- our internal and external dispute resolution procedures and how you can access them
- our current fees and charges

Some of our advisers are authorised representatives who act on our behalf to provide authorised financial services. Wilsons is responsible for the financial services provided by our authorised representatives.

#### Other documents you may receive from us

If you choose to use certain financial products or services, you may receive other important documents from us such as those referred to below.

#### Product Disclosure Statement (PDS)

A PDS is a document that describes a financial product, its key features and the benefits, fees and risks associated with it. We will provide you with a PDS if we recommend certain financial products to you. This document should help you make an informed decision about whether or not to acquire the financial product.

#### Statement of Advice (SoA)

We will provide you with a SoA if you are a retail client and we give you personal advice which takes into account your personal circumstances, financial needs, goals and objectives. The SoA will contain:

- a summary of your personal information
- the scope of our advice to you, the basis on which our advice is given and why it is appropriate for you
- information about any fees and commissions we receive and

- information about any associations which we have with relevant financial product issuers.

We may not provide you with a SoA where we only provide you with general advice or where we have previously given you a SoA and your relevant personal circumstances have not changed significantly.

#### Record of Advice

Where we are not required to give you a further SoA, we may instead create a Record of Advice which documents any further personal advice we have given. A Record of Advice will be retained by us, however you may request a copy, either orally or in writing, within seven years of the provision of the advice.

#### Advice in your best interests

In order for us to provide you with personal advice that has been tailored to your needs and is in your best interests, you will need to provide us with details of your current financial situation, objectives, needs and any other relevant personal information.

You are not obliged to provide us with this information. However, if you choose not to provide this information the advice you receive will be general in nature and may not be appropriate to your personal circumstances, financial situation and objectives.

We may provide you with personal advice if you choose to use the services of one of our private wealth management advisers. We will not provide you with personal advice in any research reports, marketing material or regular market updates.

#### Giving us instructions

You may provide us with instructions by letter, email, telephone, fax or other means agreed with us.

#### How to contact us

You may contact us and find out more about us in the following ways:

##### By mail:

Wilson's Advisory and Stockbroking Limited  
Level 30, Waterfront Place  
1 Eagle Street  
Brisbane, QLD 4001

**By telephone:** 1300 655 015

**Our website:** [www.wilson'sadvisory.com.au](http://www.wilson'sadvisory.com.au)

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### ABOUT WILSONS

Wilson's Advisory and Stockbroking Limited, Wilson's Administration Services Pty Ltd ABN 14 080 226 651 and Wilson's Corporate Finance Limited ABN 65 057 547 323 AFSL 238383 are wholly owned subsidiaries of Wilson's Operating Company Pty Ltd ABN 94 603 546 194.

Wilson's Operating Company Pty Ltd is owned 100% by Wilson's Holdings Company Pty Limited ABN 63 605 696 259.

Wilson's Holdings Company Pty Ltd is an unlisted entity with shareholders made up of Craigs Investment Partners Limited (New Zealand company number 447159) and Wilson's Staff Company Limited (ABN 42 605 747 573) an entity owned by employees of Wilson's Holdings Company Pty Limited.

Wilson's Advisory and Stockbroking Limited:

- has an Australian Financial Services License (AFSL) No. 238375;
- is an ASX Market Participant;
- is an ASX Settlement Account Participant of the ASX Limited; and
- is a Principal Member of the Stockbrokers Association of Australia.

Wilson's Advisory and Stockbroking Limited ("Wilson's") is also registered with the Tax Practitioners Board as a Company Registered Tax (Financial) Adviser. Based on the information provided by you, Wilson's and its advisers may consider the tax consequences that relate directly to the financial advice being provided to you. However Wilson's is not a Company Registered Tax Agent and consequently this advice will not include an assessment of your overall tax position. As such, we strongly recommend you review this advice with a Registered Tax Agent for the purpose of completing tax returns.

Wilson's and its advisers may recommend that you invest in products issued by Wilson's Corporate Finance Limited, which provides corporate advisory and equity capital markets services. Wilson's and its advisers may recommend that you participate in capital raisings that are managed by Wilson's Corporate Finance Limited.

### SERVICE AND PRODUCTS

#### Our financial services and financial products

Wilson's and its advisers are authorised under Wilson's' AFSL to offer the following financial services:

- provide financial product advice
- deal in financial products
- provide a custodian or depository service.

Wilson's and its advisers are authorised to provide financial product advice on and to deal in a range of financial products and services including:

- deposit and payment products
- derivatives, warrants and options
- debentures, stocks or bonds issued or proposed to be issued by a Government
- investment life insurance products
- life risk insurance products
- managed investment schemes
- managed discretionary account services
- retirement savings accounts
- securities
- standard and non-standard margin lending facilities
- superannuation
- custodial or depository services
- investor directed portfolio and wrap services.

Wilson's and its advisers are also authorised to provide a range of related financial planning services including:

- investment advice
- retirement planning
- comprehensive financial planning
- risk insurance advice
- superannuation advice
- estate planning
- debt management
- portfolio administration and management services.

Our advisers are given express authorisation by us to provide financial advice and services. However, your adviser may only be authorised to provide advice to you in some of the above areas. You may be referred to another Wilson's adviser if you are seeking advice in relation to specialised products. Please refer to your adviser for more information.

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### FEES

We may charge fees for the services and products we provide. We will disclose any fees, commissions or other benefits that we receive in a SoA where we provide you with personal advice, or where a SoA is not provided, either in writing or orally.

Fees may be charged in various ways including:

- **brokerage:** a transaction based fee will be charged for trading in any financial products. Under certain circumstances you may also be charged clearing fees, interest, and administrative or related transaction costs, such as off market transfer fees;
- **investment advice fee:** an ongoing fee may be charged for investment advisory services provided by your financial adviser or financial planner;
- **statement of advice fees:** a flat fee or hourly rate may be charged for the preparation of a statement of advice or financial plan;
- **financial planning fee:** an ongoing fee may be charged for financial planning services provided by your financial adviser or financial planner;
- **placement/contribution fee:** an asset based placement fee may be charged on new funds invested;
- **performance fee:** an asset based fee may be charged on portfolio outperformance relative to the benchmark where you elect this fee option;
- **wilsons managed portfolio fee:** an ongoing fee, asset based fee may be charged on any investments in Wilsons Managed Portfolios;
- **administration fees:** a fee may be charged with respect to platform administration, management and reporting services. This fee may be charged as an ongoing percentage based fee or an annual flat fee depending on which Wilsons service you receive;
- **international brokerage:** a transaction based fee will be charged for trading in any international financial products in the relevant currency and converted back to Australian Dollars at the time of the transaction.
  - a) If you are trading internationally through the Wilsons Private Portfolio or Wilsons Investment Partner services, this fee will be charged as a flat fee that will vary based on the currency you are trading in and the prevailing exchange rate.
  - b) If you are not trading through these services, this fee will be charged as a percentage of transaction value in the relevant currency and agreed with your adviser at the time you place the relevant order.

Under certain circumstances you may also be charged clearing fees, International market fees, interest, administrative costs or related transaction costs, such as off market transfer fees. The amount of these additional fees may not be known at the time that the transaction is entered into.

- **foreign exchange conversion fee:** a percentage based fee will be charged to convert foreign currency to Australian Dollars. This fee will be charged by a third party and a portion of this fee of up to 1% of the conversion amount may be charged on our behalf;
- **spot fx fee:** if you choose to trade spot fx with Wilsons, we may earn an income of up to 2.5% of the overall transaction value from the 'spread' that we apply to such transactions. The spread is the difference between the rate at which we buy and sell the relevant currency. The income that we earn off any given spot FX transaction with you is dependent on the difference between the conversion rate that is applied to your transaction, and the rate that we achieve with our wholesale supplier. The spread of up to 2.5% of the overall transaction value is incorporated into the rate quoted to you and is not an additional charge or fee payable by you;
- **licensee fee:** an asset based fee will be charged when using either the Investment Wrap or the Superannuation Wrap products;
- **custody fee:** an asset based fee may be charged if your assets are held in custody on your behalf; and
- **fee on borrowed funds:** where you have borrowed to fund your investments after 1 July 2013, we may charge you a flat or fixed fee rather than an asset based fee.

The fee information, figures, and percentage ranges disclosed in the Schedule of Fees (the 'Standard Fees') at the rear of this FSG represent our default charges and are for standard services only. You may be charged differently based on the actual service or advice you receive, or the agreement you reach with your adviser. If you are charged fees that differ from the Standard Fees then such fees will be discussed and agreed with your adviser. Please also note that the Standard Fees may be updated from time to time, and that such updates will not impact the fees paid by existing clients unless agreed with the relevant adviser.

To the extent that the amounts of any fees or charges are not disclosed in this FSG, you may request particulars of such fees and charges from your adviser at any time before the relevant transaction or service is entered into.

Wilsons has arrangements with various third parties to provide financial services to our clients. The fees and charges relating to these services are disclosed in the

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relevant third parties' disclosure documentation relating to those services. These disclosure documents are available on the Wilsons website at [www.wilsonsadvisory.com.au](http://www.wilsonsadvisory.com.au)

## REMUNERATION, COMMISSION AND OTHER BENEFITS

### Adviser Remuneration

Wilsons receives all brokerage, commission and fees in the first instance and, depending on the service provided, it will pass on a portion of such payments to your adviser. Advisers may also receive a salary, or a salary and a discretionary bonus. Advisers receive 0 – 60% of all fees and charges generated from their Clients depending on the level of salary, their position, the aggregate revenue that they earn for Wilsons, and their compliance with a variety of non-financial performance standards, including customer engagement, and compliance with internal policies and meeting educational and competency requirements.

### Commissions and Benefits

We receive volume based commissions or other benefits from some product issuers in relation to the provision of financial services and advice. The amount of such commission varies from one product issuer to another and is disclosed for most financial products in the PDS relevant to the product. They are typically received either as:

- one-off payments at the time you invest and which are paid to us from the amount you invest
- ongoing payments, known as trail commissions, which we receive for the period that you hold the financial product
- ongoing asset based payments in relation to margin loans where clients borrow through arrangements we facilitate and where monies were drawn down and invested in financial products prior to 1 July 2013
- renewal commissions on certain insurance products
- referral commissions received for referring clients to third parties for expert advice
- interest, at prevailing bank deposit rates, on balances held in our trust account.

We may receive fees, commissions or benefits from other members of the Wilsons' group, third party service providers and external product issuers. This may include selling commissions when our clients participate in initial public offerings or secondary capital raisings. We will disclose any such fees and obtain your consent where required.

We will advise you about any commissions, fees or benefits that we receive, where possible, in dollar amounts prior to the relevant transaction. We will

provide this information either in a SoA, where a SoA is issued, or verbally.

We may also receive a benefit from preferred suppliers who may sponsor Wilsons' conferences and contribute to marketing material from time to time, as well as from third parties such as financial planners or accountants who refer clients to us. We may also pay for the referrals we receive. This will not increase the fees you pay to us.

You may request details of any remuneration, commission or benefits payable to us in relation to financial services that may be provided to you within a reasonable time of receiving this FSG.

## WILSONS PRIVATE PORTFOLIO (MANAGED DISCRETIONARY ACCOUNT SERVICES)

We offer MDA services to a select number of clients who must first enter into a separate MDA agreement with us.

An MDA agreement authorises your adviser to make investment decisions on discretion and to manage your portfolio in accordance with a pre-agreed investment program. The Investment Program is prepared in accordance with the requirements in Division 3 of Part 7.7 and the investment program will include information about:

- the nature and scope of discretion that you authorise for your adviser
- any significant risks associated with the MDA agreement and service
- the basis on which the MDA service is appropriate for you
- statutory warnings about the limitations that may apply to the MDA service
- the requirement that your adviser provide an annual review of your investment program
- any other information that may influence your decision to use the MDA service.

Wilsons will be responsible for reviewing the Investment Program. MDA clients may give us specific instructions about their investment preferences, certain financial products or instructions in relation to corporate actions (e.g. proxy voting). We will only be obliged to comply with directions that we agree to in writing.

Before entering into an MDA agreement with us you should consider the risks associated with MDA services which include:

- **investment risk:** the risk that you may lose all or part of the money you invest. This risk of loss is the risk an investor accepts in order to pursue potentially higher investment returns rather than a more secure (or low risk) investment, such as a

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bank deposit.

- **market risk:** the earnings and values of the assets within your MDA portfolio may be affected by movements in interest rates, currency exchange rates, commodities, overall economic conditions (both domestic and international) and other factors that are beyond the control of your adviser.
- **asset class risk:** share markets rise and fall over time. The market value of company shares and dividends paid (if any), are dependent on the sector in which the company operates, the company's profit outlook, the performance of company management and changes in the economy. Share prices are generally more volatile than property, bonds or cash. As a consequence of these risks, an MDA client should be prepared for falls in the market and the possibility of a negative return on their investment.
- **taxation risk:** capital gains tax may be payable on any investment assets sold. We do not provide comprehensive taxation advice and you should discuss any taxation considerations that may arise as a result of your investments with your tax adviser. There is also the risk that tax legislation may change which may adversely impact your investment.
- **basis risk:** this risk relates to listed investments which trade at a price greater or less than the value of their underlying assets. Basis risk can cause a gain or loss of value for investors depending on the price at which the investments are traded at the time they are bought or sold. The potential effects of basis risk become less significant in proportion to overall returns the longer that an investment is held.
- **portfolio construction risk:** We predominantly research and service companies in the mid-cap sector of the Australian equity market. Our research ideas are the primary source of Australian equity investment ideas in the investment selection process. Depending on your tactical asset allocation which is contained within your investment program, the Australian Equity portion of your portfolio may be biased towards ASX listed companies outside of the ASX 100.
- **gearing risk (only when you borrow to invest):** borrowing to invest can magnify your losses when the market declines. If your outstanding loan balance exceeds the security value of your investments beyond the buffer limit you will need to meet a margin call. The interest rate on your margin loan may rise or fall from time to time.

Please note that we do not guarantee the maintenance of capital or a specific rate of return on any MDA portfolio or any other products.

We will provide our MDA clients with quarterly reports and an annual report about their investments. Depending on the asset type, Pershing Securities

Australia Pty Ltd ABN 60 136 184 962 AFSL 338264 (**Pershing**) may hold your assets in custody or Wilsons will register the assets in your name. Wilsons will not provide custodial or depository services relation to our MDA services for your portfolio assets.

In relation to international securities held in your MDA portfolio, your assets will be held on your behalf by Pershing as nominee. Pershing will also arrange for any international securities transactions to be executed by international brokers on your behalf. However, you will remain the beneficial owner of all assets that are held by Pershing and upon termination of an MDA service any associated assets will be transferred back into your name.

You may contact Pershing in the following ways:

### By mail:

Pershing Securities Australia Pty Ltd  
Level 7, 1 Chifley Square  
Sydney NSW 2000

**By telephone:** Ph: 02 8999 4000

**By fax:** 02 8999 4099

All other assets will be held directly by you. Wilsons will be responsible for all other MDA services and will not provide custodial or depository services.

We offer various fee options for our MDA services. Please see the Schedule of Fees for more information, as well as information on associated advisory fees and recommended minimum investment amounts.

This FSG complies with the conditions of ASIC's relief under Class Order 04/194.

### Wilsons Managed Portfolios

A Wilsons Managed Portfolio is a model portfolio that is managed by the Wilsons Investment Strategy Group and implemented through the Wilsons Private Portfolio Managed Discretionary Account service. A Wilsons Managed Portfolio is subject to the same terms and conditions as all Managed Discretionary Account services provided by Wilsons, and is subject to an additional fee as set out in the Schedule of Fees.

### Compensation and Insurance Arrangements

The Wilsons Group holds a professional indemnity insurance policy that meets the requirements of s912B of the Corporations Act 2001 and also the requirements of the Tax Practitioners Board.

For claims, we may rely on and claim under the professional indemnity insurance that the Wilsons Group holds. This insurance is between the Wilsons Group and the insurer and are intended to respond to civil liability resulting from significant claims for compensation made against Wilsons for financial services and advice (including

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tax(financial) advice) provided by Wilsons' advisers.

### COMPLAINTS PROCEDURE

If you are dissatisfied with the service or advice you receive from us, you are entitled to make a complaint. We have established an internal dispute resolution procedure (which complies with the standards and requirements mandated by ASIC) to ensure all complaints are dealt with properly.

To assist us in addressing your complaint, please gather all the facts and any documents you wish to present, think about the questions you want answered and decide how you would like us to resolve the complaint. Please then:

- Contact your adviser to make them aware of your complaint. A quick call is all that is required to resolve most issues.
- If your complaint is not satisfactorily resolved within the timeframe that is agreed between you and your adviser, please put your complaint in writing addressed to:

Dispute Resolution Officer  
Wilsons Advisory and Stockbroking Limited  
PO Box R596  
Royal Exchange NSW 1225

- The Dispute Resolution Officer will endeavour to resolve the situation to the satisfaction of all parties.
- If you are still not satisfied with the resolution of any complaint, you may be eligible to refer the complaint to The Financial Ombudsman Service (FOS) of which we are a member:

#### Mail:

Financial Ombudsman Service Limited  
GPO Box 3  
Melbourne VIC 3001

#### Online Lodgment:

<https://forms.fos.org.au/OnlineDispute>

#### Email: [info@fos.org.au](mailto:info@fos.org.au)

By phone: 1300 78 08 08  
By fax: 03 9613 6399

Please note that FOS will not begin to consider the dispute unless you have first given us the opportunity to resolve the dispute with you directly.

#### Timeframe for complaints handling

Wilsons will send a written acknowledgement within 7 days of receipt of the complaint and will generally provide a comprehensive response within 45 days of receipt in most cases.

### PRIVACY STATEMENT

Wilsons is committed to ensuring the confidentiality and security of your personal information. Our Privacy Policy, which details our handling of information, is available upon request or by accessing our website

[www.wilsonsadvisory.com.au](http://www.wilsonsadvisory.com.au)

### BEST EXECUTION POLICY

Our Best Execution Policy explains how we handle and execute your orders, as required under the ASIC Market Integrity Rules (Competition in Exchange Markets) 2011 and is available upon request or by accessing our website [www.wilsonsadvisory.com.au](http://www.wilsonsadvisory.com.au)

### Australian Securities & Investments Commission (ASIC) Relief

This FSG complies with the conditions of relief in ASIC class order CO 12/417, relating to the information to be included in an FSG when it is delivered to a client after the provision of a financial service. The information contained in the FSG need only be up-to-date as at the time the earlier financial service was given to a retail client.

### AUTHORISED REPRESENTATIVES

Distribution of this FSG by its Authorised Representatives has been authorised by Wilsons Advisory and Stockbroking Limited.

The Corporate Authorised Representative Rubicon Nominees Pty Ltd ABN 84 009 833 596 CAR No.379528

Care of Wilsons Advisory and Stockbroking Limited  
Level 30, Waterfront Place,  
1 Eagle Street,  
Brisbane QLD 4000

The Corporate Authorised Representative Arena Cashel Pty Ltd ABN 42 606 142 330 CAR No.1234388, remunerates the following Authorised Representatives:

- Warwick Foot AR No.1234391
- Anthony Bowden AR No.1236207

Care of Wilsons Advisory and Stockbroking Limited  
Suite 1, 20 Walan Street,  
Mooloolaba QLD 4557

The Corporate Authorised Representative Dream Weavers Pty Ltd ABN 32 610 273 722 CAR No. 001241612 remunerates the following Authorised Representatives:

- Nathan Spencer AR No.1000362
- Shane Coster AR No.1241614
- Rowan Mckee AR No.1000331
- Susan Harrison AR No.1000324

Care of Wilsons Advisory and Stockbroking Limited  
CNR Bay Drive and Central Avenue,  
Pialba, Hervey Bay QLD 4655

### SCHEDULE OF FEES

Note: All price quoted are GST inclusive. Fees are calculated and payable monthly. Contact your adviser for more fee information.

Wilsons Service	Investment Amount	Service Fee	Other Fees
<b>Wilsons Private Account</b>			
<b>Brokerage</b>	Up to \$3,800	\$104.50	N/A
	\$3,801 - \$5,000	2.75% p.a. for each dollar over \$3,800	
	\$5,001 - \$15,000	2.2% p.a. for each dollar over \$5,000	
	\$15,001 - \$50,000	1.65% p.a. for each dollar over \$15,000	
	Above \$50,001	1.1% p.a. for each dollar over \$50,000	
	Minimum Brokerage Fee	\$104.50 per transaction	
	Off Market Transfer Fee	\$66 per transaction	
<b>International Brokerage</b>		To be agreed at the time of trade	
		% of transaction value charged in the relevant currency converted and charged in AUD to the client	
<b>Personal Advice</b>		Statement of Advice Fee can be charged based on either:  * Hourly basis: \$214.50 to \$544.50 per hour  * Flat Fee basis: \$544.50 to \$12,100 per financial plan	Placement Fee: up to 3.3% p.a. of the funds invested  Ongoing Financial Planning Advice Fee: 0.1% - 2.5% p.a. of the funds invested
<b>Wilsons Private Portfolio &amp; Wilsons Private Portfolio High Conviction Standard Fee Option</b>			
<b>Investment Advice and Administration Fee</b>	Up to \$1,000,000	2.15% p.a. for each dollar up to \$1,000,000	Optional Financial Planning /Advisor Fee of 0.33% p.a.
	\$1,000,001 - \$2,000,000	1.82% p.a. for each dollar over \$1,000,000	
	\$2,000,001 - \$3,000,000	1.49% p.a. for each dollar over \$2,000,000	Optional Personal Advice Fee/ SOA Fee as per Personal Advice fee above
	\$3,000,001 - \$5,000,000	1.27% p.a. for each dollar over \$3,000,000	
	Above \$5,000,000	1.05% p.a. for each dollar over \$5,000,000	Wilsons Managed Portfolio Fee: 0.44% p.a.
	Minimum Fee	\$5,375 p.a.	
<b>Placement Fee (% of funds invested)</b>		up to 3.3% p.a.	
<b>International Brokerage Fee per trade (listed securities only) incurred in the relevant currency, converted and charged in AUD</b>		up to \$100AUD	
<b>Brokerage Fee per trade (listed securities only)</b>		\$24.75	



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<b>Termination fee:</b>	Year 1	3.3% p.a.	
	Year 2	2.2% p.a.	
	Post Year 2	1.1% p.a.	
<b>Performance Plus Fee Option</b>			
<b>Investment Advice and Administration Fee</b>	Up to \$1,000,000	1.82% p.a. for each dollar up to \$1,000,000	Optional Financial Planning /Advisor Fee of 0.33% p.a.
	\$1,000,001 - \$2,000,000	1.49% p.a. for each dollar over \$1,000,000	
	\$2,000,001 - \$3,000,000	1.20% p.a. for each dollar over \$2,000,000	Optional Personal Advice Fee/ SOA Fee as per Personal Advice fee above
	\$3,000,001 - \$5,000,000	0.94% p.a. for each dollar over \$3,000,000	
	Above \$5,000,000	0.72% p.a. for each dollar over \$5,000,000	External Managed Funds Fee: Please refer to the fund manager PDS for fee information
	Minimum Fee	\$4,550 p.a.	
<b>Placement Fee (% of funds invested)</b>		up to 3.3% p.a.	Wilson's Managed Portfolio Fee: 0.44% p.a.
<b>Brokerage Fee per trade (listed securities only)</b>		\$24.75	
<b>International Brokerage Fee per trade (listed securities only) incurred in the relevant currency, converted and charged in AUD</b>		up to \$100 AUD	
<b>Performance Fee (% of the portfolio outperformance relative to the benchmark)</b>		22% p.a.	
<b>Termination fee:</b>	Year 1	3.3% p.a.	
	Year 2	2.2% p.a.	
	Post Year 2	1.1% p.a.	
<b>Wilson's Investment Partner</b>			
<b>Investment Amount</b>		<b>Service Fee</b>	<b>Optional Services</b>
<b>Standard Fee Option</b>			
<b>Investment Advice and Administration Fee</b>	Up to \$1,000,000	1.87% p.a. for each dollar up to \$1,000,000	Optional Financial Planning /Advisor Fee of 0.33% p.a.
	\$1,000,001 - \$2,000,000	1.76% p.a. for each dollar over \$1,000,000	
	\$2,000,001 - \$3,000,000	1.65% p.a. for each dollar over \$2,000,000	Optional Personal Advice Fee/ SOA Fee as per Personal Advice fee above
	\$3,000,001 - \$5,000,000	1.32% p.a. for each dollar over \$3,000,000	
	Above \$5,000,000	1.10% p.a. for each dollar over \$5,000,000	External Managed Funds Fee: Please refer to the fund manager PDS for fee information
	Minimum Fee	\$2,805 p.a.	
<b>Placement Fee (% of funds invested)</b>		up to 3.3% p.a.	Wilson's Managed Portfolio Fee: 0.44% p.a.
<b>Brokerage Fee per trade (listed securities only)</b>		\$24.75	

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International Brokerage Fee per trade (listed securities only) incurred in the relevant currency, converted and charged in AUD		up to \$100 AUD	
Termination fee:	Year 1	3.3% p.a.	
	Year 2	2.2% p.a.	
	Post Year 2	1.1% p.a.	
<b>Performance Plus Fee option</b>			
Investment Advice and Administration Fee	Up to \$1,000,000	1.54% p.a. for each dollar up to \$1,000,000	Optional Financial Planning /Advisor Fee of 0.33% p.a.
	\$1,000,001 - \$2,000,000	1.43% p.a. for each dollar over \$1,000,000	
	\$2,000,001 - \$3,000,000	1.32% p.a. for each dollar over \$2,000,000	Optional Personal Advice Fee/ SOA Fee as per Personal Advice fee above
	\$3,000,001 - \$5,000,000	0.99% p.a. for each dollar over \$3,000,000	
	Above \$5,000,000	0.77% p.a. for each dollar over \$5,000,000	External Managed Funds Fee: Please refer to the fund manager PDS for fee information  Wilson's Managed Portfolio Fee: 0.44% p.a.
	Minimum Fee	\$2,310 p.a.	
Placement Fee (% of funds invested)		up to 3.3% p.a.	
Brokerage Fee per trade (listed securities only)		\$24.75	
International Brokerage Fee per trade (listed securities only) incurred in the relevant currency, converted and charged in AUD		up to \$100 AUD	
Performance Fee (% of the portfolio outperformance relative to the benchmark)		22% p.a.	
Termination fee:	Year 1	3.3% p.a.	
	Year 2	2.2% p.a.	
	Post Year 2	1.1% p.a.	
<b>Unbundled Fee Option</b>			
Administration Fee	Up to \$200,000	0.44% p.a. for each dollar up to \$200,000	Optional Financial Planning /Advisor Fee of 0.33% p.a.
	\$200,000 - \$500,000	0.33% p.a. for each dollar over \$200,000	
	\$500,000 - \$1,000,000	0.11% p.a. for each dollar over \$500,000	Optional Personal Advice Fee/ SOA Fee as per Personal Advice fee above
	\$1,000,000 - \$2,000,000	0.06% p.a. for each dollar over \$1,000,000	
	Above \$2,000,000	0.00% p.a. for each dollar over \$2,000,000	External Managed Funds Fee: Please refer to the fund manager PDS for fee information  Wilson's Managed Portfolio Fee: 0.44% p.a.
	Minimum Fee	\$1,089 p.a.	
	Maximum Fee	\$2,970.00 p.a.	
Investment Advice		Up to 1.65% p.a.	
Placement Fee (% of funds invested)		Up to 3.3% p.a.	
Brokerage Fee per trade (listed securities only)		As per Wilson's Private Account Fees	
International Brokerage Fee per trade (listed securities only) incurred in the relevant currency, converted and charged in AUD		As per Wilson's Private Account Fees	
Termination fee:	Year 1	3.3% p.a.	

	Year 2	2.2% p.a.	
	Post Year 2	1.1% p.a.	

Wilsons Investment Wrap	Investment Amount	Service Fee	Optional Services
Brokerage Fee per trade for trades executed within the WRAP platform (listed securities only)		As per Wilsons Investment Wrap IDPS Guide	
Brokerage Fee per trade for trades executed through Wilsons (listed securities only)		\$35.75	
Wilsons Super Wrap	Investment Amount	Service Fee	Optional Services
Brokerage Fee per trade for trades executed within the WRAP platform (listed securities only)		As per Wilsons Super Wrap PDS	
Brokerage Fee per trade for trades executed through Wilsons (listed securities only)		\$35.75	

### ADDITIONAL FEE INFORMATION

#### Investment Advice and Administration Fee

The Investment Advice and Administration Fee is calculated based on the Net Portfolio Value at the end of each month and deducted the following month.

On the closing of an Investor's account, the Investment Advice and Administration Fee will be calculated on the Net Portfolio Value at the closure date as indicated by the Investor. The Investment Advice and Administration Fee will be pro-rata to this closure date and deducted from the Investor's Portfolio the following Business Day.

#### Performance Fee

A Performance Fee is payable in addition to the Investment Advice and Administration Fee if an Investor selects the Performance Plus Fee Option.

Performance Fees are calculated and accrue on a monthly basis and are charged Half Yearly, being deducted from the Investor's Portfolio at the end of the Half Year (usually shortly after 30 June and 31 December unless the Investor's account is closed earlier).

The Performance Fee is calculated as 22%\* of the Portfolio outperformance. Portfolio outperformance is the amount by which the Portfolio's Rate of Return exceeds the Benchmark rate, multiplied by the Portfolio's Average Capital Base over the Half Year.

A High Water Mark is applied to the Performance fee to ensure that any negative performance (relative to the benchmark) is recouped before another Performance Fee is charged.

Performance Fee Worked Example <sup>1</sup>	Half Year 1	Half Year 2	Half Year 3
Portfolio Value at start of period <sup>2</sup>	\$900,000	\$1,101,600	\$1,035,504
Portfolio Half-Year Performance <sup>2</sup>	24.00%	-5.00%	-20.00%
Benchmark Half-Year Performance	16.00%	-10.00%	-5.00%
Portfolio value at end of period	\$1,116,000	\$1,046,520	\$828,403
Benchmark value at end of period	\$1,044,000	\$991,440	\$983,729
Excess return	\$72,000	\$55,080	-\$155,326
Performance Fee Total*	\$14,580	\$12,118	-\$

\* Fees in this example are including GST

<sup>1</sup> Deposits and withdrawals are taken into account when calculating the performance fees. The above worked example does not include deposits or withdrawals.

<sup>2</sup> Portfolio Performance is calculated using an industry standard time-weighted methodology called the 'Modified Deitz' method. Contact your adviser for further details.

### How is the Benchmark calculated?

Investors who have selected the Performance Plus Fee Option have a choice of Benchmarks against which their Portfolio can be compared.

#### **Composite Benchmark**

A Composite Benchmark is dependent on the asset types (e.g. international equities) contained in the Portfolio. The weighting of each index is the same as the asset allocation set out in the selected Wilsons Investment Portfolio Type.

#### **S&P/ASX All Ordinaries Accumulation Index**

S&P/ASX All Ordinaries represents the 500 largest companies in the Australian equities market. Index constituents are drawn from eligible companies listed on the Australian Securities Exchange.

### Financial Planning Service Fee

A Financial Planning Service Fee may be payable if the Investor chooses to have ongoing financial planning advice provided by a Wilsons Adviser or Financial Planner. The Financial Planning Service Fee will be calculated based on the Net Portfolio Value at the end of each month and paid from the Investor's Portfolio monthly.

### Additional Fees

An additional fee may be charged where capital gains tax records have to be reconstructed. The amount of any such fee will be advised to the Investor prior to any action being taken.

[www.wilsonsadvisory.com.au](http://www.wilsonsadvisory.com.au)  
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