B&W Additions Pty Ltd
Financial Services Guide

ABN 29 164 828 880 OR ACN 164 828 880
Corporate Authorised Representative No: 267299

Version number: 18.00

PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited Financial Services Guide (FSG) dated 22 February 2020 and should be read in conjunction with Part One of our FSG dated 13 January 2020. Together these documents form the complete FSG

Thomas Weir and Rodney Johnstone are an Authorised Representatives of Count Financial Limited (Count).

The individuals listed in this FSG are authorised by Count to provide personal advice through B&W Additions Pty Ltd.

Our contact details:

Address: Level 11, 50 Market Street Melbourne VIC 3000
Phone: 03 9629 1433 Fax: 03 9629 2314
Email: admin@bwadditions.com.au Web: www.bwadditions.com.au

Thomas Weir

Authorised Representative Number: 267298

Thomas is an Authorised Representative of Count and a principal of B&W Additions Pty Ltd, and receives an annual salary.

Thomas has more than 30 years of experience in the provision of financial and accounting advice

Thomas has attained the following qualifications:

- Bachelor of Commerce (University of Melbourne, 1984)
- Master's in Taxation (University of Melbourne 1996)
- Chartered Accountant
- Diploma of Financial Planning (Financial Planning Association)
- Financial Planning Proper Authority Course (Institute of Chartered Account in Australia, 2000)
- RG146 Compliance Program (Financial Planning Association, 2003)
- SMSF Adviser Course (The Strategist Group, 2003)
- SMSF Specialist Advisor (SPAA, 2005)

Thomas is also a member of the Association of Financial Planners (AFA).

Thomas is authorised to provide advice in the following areas:

- Insurance
- Superannuation
- Self-Managed Superannuation Funds
- Managed Investments (including Direct Portfolio Services)
- Securities
- Margin Lending

- Deposit Products
- Retirement Savings Accounts
- Government Bonds

How to contact me: tweir@bwadditions.com.au or 03 9629 1433 or 0417 100 385

Rodney Johnstone

Authorised Representative Number: 243345

Rodney is an Authorised Representative of Count and a principal of B&W Additions Pty Ltd, and receives an annual salary.

Rodney has more than 20 years of experience in the provision of financial planning advice.

Rodney has attained the following qualifications:

- Bachelor of Business, Applied Economics (Warrnambool Institute of Advanced Education)
- Diploma of Financial Planning (Financial Planning Association)
- Graduate Diploma in Applied Finance & Investments (Securities Institute of Australia)
- Essential Steps for Aged Care (Aged Care Steps, 2018)

Rodney is authorised to provide advice in the following areas:

- Insurance
- Deposit Products
- Managed Investments
- Securities
- Superannuation
- Self-Managed Superannuation Funds
- Margin Lending
- Aged Care

How to contact me: rjohnstone@bwadditions.com.au or 03 9629 1433 or 0417 350 890

Advice preparation and implementation fee

Prior to the provision of personal advice we will agree upon a preferred payment option for both parties. Below is a summary of our available payment options that can be combined to pay for our services.

Where we are aware that you have used borrowed funds (ie funds that are either secured or unsecured) to invest through us, we will charge you a flat dollar fee.

These fee options include:

Time based charging

i) The fee for the preparation and implementation of our advice is calculated based upon the time we spend developing the plan. Our hourly rate is $440.00 per hour (incl. GST) with our advice preparation fee ranging from $440.00 to a maximum of $20,000 (incl. GST).

Price can vary depending on scope and complexity of the advice and we will provide you with an estimate of the overall cost. If extra charges apply, then we will inform you before proceeding with any work.

Service based charging

ii) The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is $550.00 (incl. GST) up to a maximum of $20,000 (incl. GST).

Life insurance

i) The fee for the preparation and implementation of our advice is calculated as a percentage of the premium amount paid. Our minimum fee for this is $1,100.00 (incl. GST) and the maximum fee as detailed in fee schedule 2 below.

Schedule 2 (Retail insurance)

The maximum fees are based on the commission payments detailed in the section titled 'Our fees and other costs' in Part 1 of the FSG under 'Life Insurance Products'.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

Supplementary service fees

For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of $110.00 (incl. GST) per hour.

Ongoing service fees

Our ongoing advice fees vary depending on scope and complexity and range from $550.00 (incl. GST) to $20,000.00 (incl. GST) unless otherwise agreed. The exact cost of the ongoing review service will depend on the review offering we recommend, and this will be disclosed within the Ongoing Service Agreement we provide to you.

We will recommend an appropriate review package in light of your circumstances.

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to $440.00 (incl. GST) per hour, may be applied.

Non-advisory implementation fees

Managed investments and bank accounts: A fee of up to $150 per transaction (excluding any non-rebateable component of fund manager fees) may be applied, plus any applicable ongoing commission paid by the product provider.

Share transactions: A fee of 1.5% (includes both adviser and broker charges) of the amount to be invested will be applied, subject to a minimum of $150.

Wealth protection: A fee as detailed in Schedule 2 (Retail Insurance) in the Advice Preparation and Implementation Fee - Insurance section above applies for this service.

Other: If we assist you on an execution only basis (ie where you have been offered and declined advice), a fee of up to $440.00 (incl. GST) per hour may be applied.

Referral arrangements

We currently do not have any referral arrangements in place with our providers at this time.

Other associations and relationships

Thomas Weir is a director and shareholder of both B&W Additions Pty Ltd and Bourne + Weir Pty Ltd which are separate entities. Referrals may pass between these two entities. Whilst there is no direct payment received by either party, there may be a potential financial benefit received by the owners of either business as a result of fees charged for services provided to the referred party.

Other costs

In addition to the commissions outlined above, we may also receive the following fees and/or commissions in respect to particular products.

Schedule 3 (Margin lending)

We may receive an ongoing commission in relation to margin loan facilities and it is calculated at 0.35% of your loan balance.

Schedule 4 (Stockbroking)

We may receive a brokerage payment up 0.275% of a trade with E.L & C Baillieu Stock Broking Ltd with the minimum brokerage payment being $50.00 incl GST of a transaction.
