

B&W Additions Pty Ltd

ABN 29 164 828 880 | Authorised Representative No: 447227

Version number: 23.00

PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited (Count Financial) Financial Services Guide (FSG) 29 May 2023 and should be read in conjunction with Part One of our FSG dated 29 May 2023. Together these documents form the complete FSG.

B&W Additions Pty Ltd is an Authorised Representative of Count Financial Limited (Count Financial).

The individual(s) listed in this FSG is authorised by Count Financial 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

Email: admin@bwadditions.com.au

Web: www.bwadditions.com.au

Thomas Weir



Authorised Representative Number: 267298

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

Thomas has 30 years of experience in the provision of financial and accounting advice and has obtained 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) and has a specialist accreditation in Self-Managed Superannuation Funds.

Thomas is authorised to provide advice in the following areas:

- Insurance
- Superannuation
- Managed Investments (including Direct Portfolio Services)
- Securities
- Margin Lending
- Deposit Products

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- Retirement Savings Accounts
 - Government Bonds

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

Advice preparation and implementation fees

Prior to the provision of personal advice, we will agree upon a preferred payment option and disclose how our fee is calculated. Below is a summary of our available payment options that can be combined to pay for our services. We will provide you with a quote for our services before we undertake any work on your behalf.

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).

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)

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 \$165.00 per hour.

Where you enter into an Ongoing Service Arrangement, Supplementary services are included, and will not be provided at an additional cost.

Ongoing service fees

Our ongoing advice fees vary depending on scope and complexity and range from \$550.00 (incl. GST) to \$20,000 (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.

Option 1

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

Option 2

We have tailored review packages that are available upon request.

Option 3

We have attached the review packages to the end of this document.

Option 4

Below is a summary of our available review packages:

Our ongoing advice fees vary depending on scope and complexity and range from \$550.00 (incl. GST) to \$20,000 (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.

Option 1

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

Option 2

We have tailored review packages that are available upon request.

Option 3

We have attached the review packages to the end of this document.

Option 4

Below is a summary of our available review packages:

1. Option 1 which includes services such as:
 - Quarterly meetings with you either in person or over the phone;
 - Review of investment portfolio;
 - Quarterly reports of your investments;
 - Access to the adviser & support staff as required;
 - Administration of investments; and
 - Any ad hoc assistance
2. Option 2 which includes services such as:
 - Bi-Annual meetings with you either in person or over the phone;
 - Review of investment portfolio;
 - Quarterly reports of your investments;
 - Access to your adviser & support staff; and
 - Administration of investments.
3. Option 3 which includes services such as:
 - Annual review meetings with you either in person or over the phone;
 - Review of investment portfolio;
 - Quarterly reports of your investments;
 - Access to your adviser & support staff; and
 - Administration of investments

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

Non-advised transaction fees

If we assist you on an execution only basis (i.e. where you have been offered and declined advice), a fee of up to \$150.00 per transaction or \$440.00 per hour will be applicable.

Referral arrangements

We have a referral arrangement in place with the providers detailed below. If you use the services of these providers we will receive the corresponding fee disclosed in the below table for the referral of your business. This will be paid for by the relevant provider and is not an additional cost to you.

Ord Minnett Stockbroking Ltd will charge 1.1% of each trade conducted through Ords with the minimum brokerage charge of \$50.00 which is included in the consideration of each trade.

Referral partner	Description of referrer	Payment structure
<i>Od Minnett Stockbroking Ltd</i>	<i>Full service stockbroker</i>	1.1% is charged by Ords. Of this amount, 0.275% is passed onto B&W Additions. This is then broken down further to B&W Additions maintaining 93.50% and Count receive 6.5%.

I may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person I have suggested. If you wish to consult a non-referral partner, I can provide additional options.

Other associations and relationships

Tom 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 pay, 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 third-party
payments we may
receive**

We may also receive the following fees, which are not payable by you.

Stamping Fees

Where we facilitate Share Placements and Initial Public Offers in relation to ASX-listed Direct Equities (i.e. Shares - this excludes Listed Investment Companies and Trusts), we may receive up to 1.5% of the transaction value as “stamping fees”.

Insurance Commissions

Where we facilitate the acquisition, or modification of a Life Insurance product, we may receive commissions as described in Part 1 of this FSG.

Where we provide advice in relation to the above transactions and charge an advice fee, we may choose to rebate part or all of the third-party payment, to you.
