services and fees guide

Ellwood Barry McPherson Pty Ltd (EBM) is primarily a fee-based organisation, with its own Australian Financial Services Licence. We have no ownership links with any product providers. We therefore recommend solutions for individual clients' needs, from the full universe of options available in the marketplace.

Advisers of EBM receive salaries (and not commissions) for the advice services they provide. Furthermore, EBM does not impose sales targets or business volume expectations on its Advisers. Accordingly, EBM's Advisers are not subject to any greater reward by recommending one advice or investment solution over another – each client's situation is determined individually and on its merits.

services

The kinds of services clients may receive as a part of their ongoing individual relationship with us can include:

- The appointment of a Co-Adviser, who can assist with advice where the Adviser is unavailable
- The appointment of a Client Service Manager who can assist with all administrative issues
- Review meetings with an Adviser
- Adviser phone and e-mail availability
- Portfolio Valuation Reports, incorporating
  - Value of Investments
  - Asset Allocation
  - Performance Reporting, including market indices
  - Research Reports
  - Insurance Summaries
- Review of maturing investments
- EBM Newsletters
- On-line portfolio access (for selected accounts)
- Invitations to educational briefings and seminars
- Change of address notifications to product providers.

EBM also undertake numerous back office and administration functions to protect and maintain client information. Furthermore, we spend considerable time researching economic, investment, legislative and financial planning issues so that we can provide up to date and tailored advice to our clients at all times.

In some instances, a client's situation will require services in addition to those listed above, for which we usually levy a separate fee. We will always agree any additional fee with clients in advance.

Examples of such services may include:

- Comprehensive strategic restructuring of a client's affairs
- Liaising with other professional advisers, including Accountants or Solicitors
- Complex investigations with Government bodies such as the ATO or Centrelink
- Detailed correspondence with external service providers such as superannuation fund trustees or aged care facilities
- Change of address notifications to bodies other than product providers
- Preparation and implementation of Investment Transfers
- Divorce administration
- Estate administration.

Some clients only require basic placement or transaction services and no ongoing assistance. In these instances, all fees will be negotiated individually based on the particular service or transaction required. Clients in this situation will not be included in our ongoing service model.

fees

Our approach to tailoring individual fee arrangements for clients is as follows:

Initial Consultation

An initial consultation is available to prospective clients without charge. This meeting provides the opportunity to outline EBM's services in greater detail and to ascertain whether they suit the client's individual circumstances.

Initial Advice

EBM charges for the preparation of initial advice documents on an hourly basis. The fee we charge is invoiced to our clients directly and will depend on the complexity of their particular situation.

We will agree a fee for any initial advice following the consultation. We will set out the agreed fee in writing, prior to commencement of a written advice document, if requested.

Implementation

Once our advice is accepted, our fees for implementing the recommended strategies and/or constructing a portfolio of investments are generally 1.1% of new monies invested, which is paid to EBM after being collected by the product provider.

Importantly, this fee is only charged on new monies placed with EBM and where future changes are recommended within a portfolio, EBM charges no additional implementation or transaction fees.

Ongoing Advice & Service

These fees apply to individual investment administration services, and are usually paid to EBM after being collected by the product provider. Our benchmark fees for ongoing advice and service are as follows:

First $1,000,000 . . . . 0.825% per annum

Next $1,000,000 . . . . 0.55% per annum

Balance. . . . . 0.33% per annum

All fees quoted in this document are inclusive of GST. This document should also be read in conjunction with our Financial Services Guide (FSG).

www.ebm.com.au

Contact Us

Ellwood Barry McPherson Pty Ltd
Financial Planners
Investment Consultants

ABN / ACN 83 010 805 937
AFSL 238319

Level 19, 127 Creek Street
Brisbane Qld 4000
GPO Box 2137
Brisbane Qld 4001
AUSTRALIA

P: + 61 7 3832 3600
F: + 61 7 3832 6573
E: mail@ebm.com.au