

## Financial Planner Profile

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This Financial Planner Profile is part of the Lonsdale Financial Group Ltd (Lonsdale) Financial Services Guide (FSG) and these documents should be read together.

### Introducing your financial planner

The Authorised Entity is Affinitas Capital Pty Ltd, Corporate Authorised Representative of Lonsdale Financial Group Limited, Number 1262021

**Company name:** Affinitas Capital Pty Ltd  
**Business address:** 39 Charles Street, Norwood, SA, 5067  
**Telephone:** 08 8172 9122  
**Fax:** 08 8333 1932  
**Mobile number:** 0402 347 189  
**Email:** john@affinitascapital.com.au  
**Web address:** www.affinitascapital.com.au

The individual financial planner appointed by this practice to provide the service is:

#### **John Purl**

Authorised Representative of Lonsdale Number 473023

John has the following qualifications, memberships and experience:

- Advanced Diploma of Financial Services (Financial Planning)
- Bachelor of Commerce (Finance)
- Advanced Diploma of Accounting
- Self-Managed Superannuation Fund accreditation
- Margin Lending accreditation
- ASX Listed Products Accreditation Course (LPAC)

John has been advising key clients in financial advisory and investment markets since 2004. John has extensive experience in dealing with young professionals, high net worth individuals, families, and business owners. In 2014 John made the decision to establish Affinitas Capital with the goal of providing a private office style service to his clients.

## Products and services

Your financial planner is authorised by Lonsdale to provide you with general and personal financial product advice on the following class and types of products and can help you buy and sell these financial products.

- **Deposit products**
- **Life products, including:**
  - Investment life insurance products
  - Life risk insurance products
- **Superannuation products, including:**
  - Public offer superannuation funds
  - Account-based pensions and complying annuities
  - Corporate superannuation funds
  - Self-managed superannuation funds
- **Margin lending facilities (standard)**
- **Retirement savings accounts**
- **Managed investment products, including:**
  - Master trusts, wrap facilities
  - Property funds
  - Tax-effective investments
  - Managed trusts
  - Investor directed portfolio services (IDPS)
- **Government bonds, stocks or debentures securities:**
  - ASX listed shares, instalment warrants and fixed interest

## How will you pay for the financial services?

At the initial meeting, your financial planner will explain the services that are available to you, what you can expect and the payment options that are available.

Before you become a client of Affinitas Capital, remuneration and payment will be agreed and the details of any fees and commissions payable, and any other relevant remuneration and benefits, will be disclosed to you in the Statement of Advice (SoA). For any financial product that is recommended, the Product Disclosure Statement (PDS) for that product will outline the fees payable to the product provider. Any of the payments listed below will be made as agreed with you.

A summary of the way Affinitas Capital is paid is outlined below and all fees quoted are inclusive of GST.

### Financial planning advice fee

You may be charged a fee that is based on either the standard service fee that applies or the time spent developing the plan. The plan based fees (ie SoA) start from \$330 for a limited advice plan and vary, depending on scope and complexity of the advice provided.

During your initial discussion with your financial planner, they should be in a position to provide you with a reasonable estimate of the financial planning advice fee and you are encouraged to discuss this during the meeting.

### Financial planner service fee – ongoing

This fee may be charged depending on the type of ongoing review service provided to you.

This will be agreed in advance with your financial planner and may be paid annually, monthly or as per your agreement. This fee is a fixed dollar amount that is based on a combination of factors such as the amount you elect to invest, the complexity of the structure involved, the number and types of investments and the level of ongoing service that is required.

To ensure that your situation is reviewed on an ongoing basis, clients are encouraged to take up an ongoing review service. A regular review will compare the performance of your strategy to the performance of local and international markets, provide an overview of the current superannuation and taxation laws, as well as the impact that any changes to your own personal and financial circumstances may have on your overall plan. Generally, if you agree to an ongoing financial planner service fee, you will sign a client service agreement which sets out the services that will be provided together with the cost. At all times, Affinitas Capital reserves the right to adjust the ongoing financial planner service fee depending on the services used.

You have a choice of how you can pay the financial planning service fee – it can either be invoiced directly or debited directly from funds invested.

The minimum ongoing fee payable is \$3,300 per annum. Please note that the amount charged will be set out in your SoA.

### **Financial planning service fee once-off**

If you are not on an ongoing review service, but would like to engage Affinitas Capital to provide you with once-off strategic or placement advice only, you may be charged an hourly rate of \$260 per hour.

### **Initial and ongoing commissions for personal risk insurance**

**Initial commission** – When risk insurance products are recommended, the insurance provider may pay Lonsdale an initial commission based on the value of your premium, which could be up to 125 per cent of the value of the premium.

**Ongoing commission** – When a risk insurance policy is renewed, the insurance provider may also pay a renewal commission which could be up to 35 per cent of the value of the renewal premium amount.

### **Product fees**

All product providers are required by law to issue a PDS which outlines all the fees payable within the product.

### **Commission for life risk insurance products – Policies issued from 1 January 2018**

Initial commission payable under an upfront structure will be capped at 88 per cent, then reduce to 77 per cent from 1 January 2019, before settling at 66 per cent from 1 January 2020. Ongoing commission under an upfront structure will be capped at 22 per cent of the annual premium paid. Both initial and ongoing commission under a level structure will continue to be capped at 37 per cent.

#### **Increases to Policies issued before 1 January 2018**

There may be an initial commission payable of up to 130 per cent of the first year's annual premium and then ongoing commission of up to 37 per cent of the annual premium paid.

### **Are there any existing relationships that may influence the recommendations?**

Affinitas Capital, Catapult Wealth, Catapult Super, Master Tax and Altitude Advisory have a common equity ownership relationship. Upon referral, neither party receives a referral fee or any other payment other than sharing of the profits of the business based on their equity holding.