

Adviser Profile

This document, the Adviser Profile, should be read in conjunction with the Financial Services Guide (FSG) already provided.

Vicki Lamp

Vicki Lamp is a Sub-Authorised Representative (No 235870) of Darwin Financial & Retirement Services Pty Ltd trading as Darwin Financial Services. Darwin Financial & Retirement Services Pty Ltd is a Corporate Authorised Representative (No 1282617) of Sentry Advice Pty Ltd AFSL 227748 (The Licensee).

Business Address: Suite 12, Level 1, 5 Westralia St, Stuart Park, NT 0820
Postal Address: GPO Box 4252, Darwin, NT 0801
Ph No: 08 8941 8123
Email: vicki@darwinfs.com.au
Website: www.darwinfs.com.au

If you would like to make an appointment to discuss your needs and objectives in more detail, please contact me by phone number or email.

The advice and products I can offer you

I am authorised to provide financial product advice for, and deal in, the following classes of financial products:

- Basic and non-basic deposit products
- Debentures, stocks and or bonds issued or proposed to be issued by a government
- Life products including investment life insurance products as well as any products issued by a Registered Life Insurance Company
- Interests in managed investment schemes including investor directed portfolio services
- Retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997)
- Superannuation
- Self-Managed Super Funds
- Securities
- Standard Margin Lending
- Tax (Financial) Adviser

How are my company and I paid?

The Licensee initially receives all fees and commissions from clients and product providers and distributes them after their fees and other expenses are deducted. The Licensee generally retains a portion of fees paid under its authorisation arrangements.

For details of other possible benefits, please refer to the FSG and/or your Advice Documents. All fees and commissions outlined below are inclusive of GST.

Initial Consultation

This initial meeting is at no cost to you.

Our main aim is to gather information about you and to determine your primary goals and objectives in seeking advice.

At the end of this meeting, we will outline the next steps and detail any fees applicable.

Advice preparation

You may be charged a Statement of Advice preparation fee which will depend on the complexity of your individual circumstances and type of advice you require. Any fee for service must be paid within seven (7) days of the date of the tax invoice issued to you. The fee may range from \$1,320 to \$6,545.

Implementation

We will outline the details of any fees, including Implementation Fees, for you to authorise before any work is carried out.

If you elect to proceed with our advice the fee will range from \$0 to \$7,500.

Insurance products

My company or I may receive up-front commission of up to 60% (exclusive of GST) of your first annual insurance premium for arranging your cover. In addition, my company or I may receive, after the first year, an ongoing annual commission of up to 20% (exclusive of GST) of your annual insurance premium. Note that where commissions are the same for initial upfront and ongoing annual commission (i.e. level commissions) the above commission caps do not apply.

These commission payments are made by the relevant product issuers and are not an additional cost to you.

Ongoing fee for advice

If you elect to pay a fee for access to services involved in the ongoing review of your financial planning strategy, the ongoing fee is based on the complexity of ongoing advice and the services provided.

The ongoing advice fee will be based on the level of services made available to you and the complexity of the advice. Complex advice requirements include the use of trusts and ownership structures, overseas assets, or incomes, executive options, or multiple investment entities. The frequency that review services are made available to you will also impact on the fee charged.

Darwin Financial Services has service packages based on your individual needs. Our service fees commence at a fixed fee of \$1,320 p.a. inclusive of GST for a Foundation Service. We then have 3 review services and advice packages. Subject to the Service Package we recommend, and you undertake. The total ongoing fee per annum will range from \$2,950 to \$6,545 per entity.

Ad hoc advice

Where you do not wish to participate in an ongoing advice fee arrangement but require ongoing advice on an ad hoc basis, an hourly fee of between \$150 and \$300 per hour may apply.

Other benefits, interests, or associations

I or my company may have referral arrangements with selected referral partners. If a referral arrangement applies to you, we will provide you with further details.

From time to time, our practice may refer clients to Naol Pty Ltd t/as Titan Finance (ACL 390201) for mortgage, motor vehicle finance or other credit assistance services. Titan Finance is a separate business and operates under its own Australian Credit Licence.

Where a client proceeds with a loan or finance arrangement through Titan Finance following our referral, our practice (through Titan Advice Group Pty Ltd or one of its related entities) will receive 25% of the upfront commission and 25% of any ongoing trail commission paid by the lender to Titan Finance. These payments are made by Titan Finance and are not an additional cost to you.

We may refer you to the following associated entities or related third parties and therefore may receive a direct or indirect benefit from any referral we make to this provider.

Details on these associated entities or related third parties are set out in the table below and specific details of any benefits we may receive from the referral will be provided in our advice documents to you. Alternatively, you can request further details about our associated entity and related third party arrangements prior to us providing you with financial advice.

We are obligated to act in your best interests when providing you with financial advice, as such we will be transparent and disclose any benefits we may receive via an associated entity or related third party in relation to our recommendations to you.

Table – Other Business Activities, Associated Entities and Related Third Parties:

| | |
|---------------------------|---------------------------------------|
| Name of Entity | Naol Pty Ltd t/a Titan Finance |
| Nature of Services | Mortgage Broking |
| Owned by | David McLean |
| Percentage | 50% |
| Owned by | Trent Tavoletti |
| Percentage | 50% |

Please note that Sentry Advice Pty Ltd is not responsible for the advice and services provided by these providers.