



Perks Private Wealth

Financial Services Guide

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The Purpose of the Financial Services Guide

This guide will help you understand more about us, our advice process and costs, to ensure they suit your needs. You should read and understand this before you engage our financial services. This guide also explains how we are paid and the process available to you in the event of a dispute. It also enables you to check for any potential conflict of interest. It is part of our Australian Financial Services Licence (AFSL) obligations, making you aware of our services and costs at the earliest point. Of course, it doesn't replace any written advice we give you. If you would like any further information or have any questions, please contact us.

Non-Independent

The Corporations Act states that if a licensee receives commissions from a product issuer it cannot claim to be independent, impartial or unbiased. As Perks Private Wealth receive commissions from life insurance companies, neither it nor its Insurance Advisers are deemed to be independent, impartial or unbiased.



About Perks Private Wealth

Heritage

Established in 1981, Perks stands as one of Australia's foremost privately-owned accounting and wealth advisory firms. Born out of the respected Chartered Accounting profession, Perks Private Wealth emerged in 2000, recognising the demand for an integrated and holistic approach to private client advice, drawing inspiration from European private banks.

As pioneers in boutique wealth management in South Australia, we have always operated under our own Australian Financial Services License (AFSL), guided by Director-Advisers working within our business. Our unwavering commitment to delivering personalised, client-centric, fee-for-service wealth advice has long set us apart.

Our Values

Transparency, honesty, and integrity form the bedrock of our enduring client relationships. With a deep understanding of our clients' priorities, we align our interests and invest alongside them, fostering trust and long-term success.

Our Role

Our role is to guide you through the challenges and opportunities of the modern financial world; presenting complex information in a clear and easy-to-understand way so that you feel confident in your decisions. No spin, no jargon. Just honest, straightforward guidance based on years of experience.

Our Difference

Having operated an integrated service model since 2000, we provide a truly holistic advisory service that considers your entire wealth position.

SA Based, Globally Connected

While South Australian based, Perks Private Wealth leverages a robust network of global relationships. With the guidance of your Perks Adviser, our institutional grade private offering enables access to experts with global significance and reach.

Untethered to a single source of research, we distil macroeconomic and investment research from the world's leading houses. Collaborating with our clients, we define a clear vision and purpose for their wealth, aligning capital with long-term objectives. We call it "personalised leadership with conviction."





Private Asset Opportunities

Perks Private Wealth connects South Australian families with strategic partnerships and private assets not typically accessible. Our recommendations may include sophisticated wholesale opportunities, specialising in alternative, unlisted assets for eligible clients.

Your Team

Your wealth represents your life's work and family legacy.

Critically, you deal directly with decision-makers in our Adelaide office, benefiting from the expertise of Australia's most senior and experienced investment and advice specialists.



“Wealth can provide enormous opportunities and happiness, but it also brings complexity which, if not well managed, can undo all of the benefit.”

**- Simon Wotherspoon,
Director**

The Financial Planning Process

Navigating your Financial Future with Confidence

We aim to empower you to make financial decisions with confidence. Our goal is to provide advice that aligns your financial affairs with your long-term objectives, ensuring your assets are well structured, invested in the right locations, and protected for sustainable wealth.

We work closely with you to gain a deep understanding of your short, medium and long-term cash flow, estate planning needs, and risk management requirements. Where appropriate, we will explore opportunities for you to give back to the communities in which you have been successful.

Embarking on your financial journey with Perks Private Wealth involves a comprehensive and collaborative financial planning process.

Discovery - It Starts with a Conversation

Your journey begins with a complimentary meeting where we sit down to discuss your aspirations, goals, and the outcomes you envision.

During this meeting, we will introduce ourselves, our services and address any questions you may have. This is an opportunity for you to decide if we are the right fit for your financial needs, at no cost to you. Rest assured, we only work with clients for whom we genuinely believe we can provide value.



“We believe that building and sustaining wealth requires clarity of purpose.”

- Simon Hele, Director



Analysis – Crafting your Personalised Financial Plan

Upon mutual agreement, our Team commences work on developing your personalised Financial Plan, also known as a Statement of Advice (SoA).

Our in-house Team of specialists collaborate to create a comprehensive financial plan. This may include advice on asset structuring, effective use of superannuation, risk assessment, retirement planning, succession planning, personal risk insurance and capital projections.

When it comes to Life Risk Protection advice (i.e. Life, Disability, Trauma and Income Protection Insurance), we seek to give you peace of mind.

With extensive experience in both Personal and Business Insurance, we understand the unique challenges you face. Our proven success in claims management ensures we are there to help you navigate the claims process when it matters most. Our specialist Risk Advisers work closely with your Accountant and Investment Adviser to ensure the insurance you choose fits seamlessly into your financial plans.

Ultimately, we help align your financial affairs with your individual goals and objectives, ensuring a tailored strategy that evolves with your changing needs.



“Tailoring insurance coverage to safeguard not only our clients’ present lifestyle but also their future financial goals, is the cornerstone of a robust life risk protection plan.”

- Eddie Bell, Director

Advice – Presentation of your Tailored Financial Plan

In a follow-up meeting, we present your personalised financial plan, including strategies, investment recommendations, and comprehensive research findings.

We discuss our fees and other associated costs transparently, encouraging you to ask questions for your comfort and understanding.

Once the plan is finalised, your Financial Adviser moves to the implementation stage.





Implementation – Executing your Plan & Establishing your Portfolio

Upon your approval to proceed, our experienced Team works diligently to execute your plan and establish your portfolio. This process may take several weeks to a few months.

We will guide you through paperwork, which may include rollovers, setting up new accounts, investment applications, self-managed superannuation fund establishment, pension, or income stream setups, amongst others.

Throughout this process, you will be able to monitor your profile via a best-in-class online portal.

Review – Ongoing Care Service

When you sign our Ongoing Service Agreement, our commitment extends beyond implementation. We are here to assist you.

We meet annually to review your portfolio, ensuring alignment with your goals and broader market trends.

However, since markets don't wait to announce news in-line with our annual review schedule, we also provide ongoing portfolio management along the journey. If your personal circumstances change or if you have any queries, we are always available by phone or email to assist you.

You can communicate your instructions to us via phone, email or any other method that we mutually agree on. Please refer to our engagement letter, provided prior to the provision of financial services, for more information on this.

Your financial future is our priority, and our comprehensive approach to providing ongoing support aims to make your journey one of confidence and lasting success.



“We value the trust placed in us and we’re committed to providing objective recommendations in your best interests.”

- Peta Nunn, Director





Our Holistic Wealth Management Offering

Structuring, Tax & Superannuation

Once we understand your requirements and priorities, we can develop a comprehensive strategy covering investment structures, tax and superannuation opportunities, income and asset protection.

Investment Strategy

Having effectively structured your affairs to meet your personal objectives, we will design a personalised investment strategy to improve certainty for your short, medium and long-term financial needs.



Ongoing Portfolio Management

Our portfolios include direct equities, and best-of-breed fund managers. We continually monitor, review and adjust your portfolio to suit your circumstances and market dynamics, giving you peace of mind.

Private Asset Placements

For eligible investors we offer access to unlisted private assets and alternative investments, usually beyond reach. These may include private equity, venture capital, private credit, and real assets.

Wealth Transfer & Succession

We help to keep families united and ensure their legacy is protected for generations to come. We facilitate conflict-free succession and estate planning to ensure seamless transition of wealth.

Investment Philosophy

Preservation of Capital is Paramount

The purpose of investing is to meet specific financial goals.

For many investors, the primary goal is to generate sufficient returns to fund income during retirement. The real risk is the chance that the investor will not have the money when they need it. Our risk profiling and portfolio construction process ensures that your portfolio aligns confidently with your strategic objectives, ensuring assets are structured appropriately, in the right locations, and protected for long-term prosperity.

Long-Term Focus

Investment goals are more confidently achieved with a long-term focus. We help our clients maintain patience by structuring portfolios that can avoid forced sales when market prices are low.

Short-term market fluctuations can be distracting, causing investors to make hasty decisions. This often leads to mispriced investments that can prove to be relatively short-lived.

We focus on evidence-based strategies rather than short-term market 'noise', ensuring the long-term benefits of your investments remain intact.



“Our portfolio construction process builds on a foundation of institutional-grade research, with innovative and diverse opportunities, enabling exceptional results for our clients.”

- Nick Connelly, Director

Diversification & Risk Management

We consider Strategic Asset Allocation (SAA) a crucial factor in long-term investment performance.

Diversification plays a pivotal role in mitigating the impact of exposure to any single risk, reducing the potential for permanent capital loss or unacceptable portfolio volatility.

We customise the appropriate weighting between asset classes based on your goals and risk tolerance, complemented by the relative-return opportunities of each asset class.

Our commitment is to design well-balanced portfolios, offering diversification with conviction. This approach limits risk without diluting returns by investing too widely.



Active Management & Dynamic Asset Allocation

While we advocate for a long-term view, we recognise the value of active management in areas where historical alpha or risk management outcomes are proven.

Markets exhibit inefficiencies throughout economic cycles. We believe a disciplined process, supported by high-quality data and fundamental research, can enhance your risk/return outcomes.

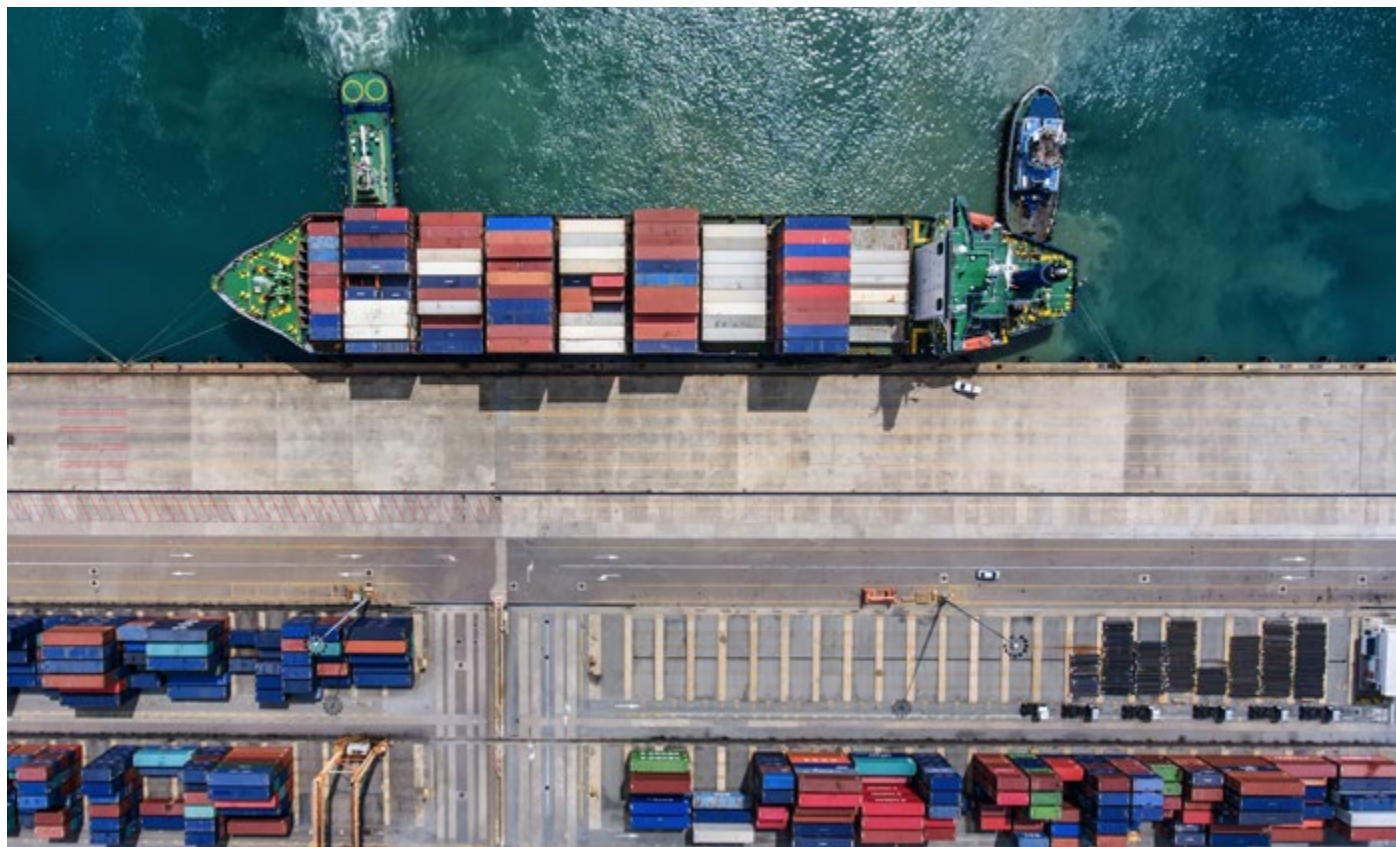
A macroeconomic overlay, which considers overarching global themes, further refines asset allocation and portfolio adjustments. Leveraging our position as long-term investors, Perks Private Wealth acts on high-conviction views that arise within business cycles and capitalises on short-term market trends.

Research & Analysis

Fundamental research is highly valued. Our market-experienced Investment Committee (IC) is equipped with best-in-class asset consultants to inform our decision-making process. This ensures that our strategies are grounded in solid research and expert analysis.

Relative Value Portfolio Implementation

We prioritise low-cost portfolio implementation while evaluating manager fees through the lens of relative value. Our focus is on net returns after fees, directing our portfolio 'fee budget' towards strategies that have proven to add value, generate alpha, and mitigate risks.





Fees For Services

Following our initial appointment, we can provide an engagement letter detailing the next steps and advice to be provided. We will quote the fee for your personalised financial plan (Statement of Advice) based on the complexity of advice and work involved in preparing this for you. As a guide, the fee for Statement of Advice generally ranges from \$3,000 - \$6,000 excl. GST.

Our clients generally look for a blend of strategic advice and portfolio advice, all in an ongoing way. To suit varying situations, we quote our annual fees in an Ongoing Service Agreement.

Our annual service fees will be dependent on the complexity of your personal situation and scale of Funds Under Management. The minimum fee for ongoing service is \$5,000 p.a. excl. GST.

All fees are agreed in advance and, if we have an ongoing fee arrangement with you, you will receive a request from us to renew your agreement and fee consent each year.

The Fine Print

Advice Documents

When we provide you with financial planning services, you may receive a Statement of Advice (SoA) or Record of Advice (RoA), detailing the advice we recommend to you. Should you require a copy of the SoA or RoA, you may request one at no cost by contacting us within 7 years of receiving the advice.

The Perks Group

Perks Private Wealth is part of the Perks Group, comprising our Accounting, Wealth, Finance and Consulting businesses. Directors of Perks & Associates are also shareholders of Perks Private Wealth.

Ongoing Fees

If we have an ongoing fee arrangement with you, you will receive a request from us to renew your agreement and fee consent each year. For further details, you can also refer to our Statement of Advice or Record of Advice documents.

Adviser Remuneration

Our employees are paid a salary, and do not receive commissions from product issuers. They may be eligible for an annual bonus, which is determined by the Perks Group having regard to factors such as:

- ✓ Performance review outcomes, including practising the firm's values and positive client outcomes
- ✓ Whether the Firm has reached required budget targets

Our Directors may be entitled to any dividends that are declared by the Perks Group.



Insurance Commissions

Insurers currently offer brokerage payments up to 66% of the first year's net premium (i.e. premium less stamp duties and other charges) for new policies. Where existing policies in force prior to January 2020 are increased, insurers may pay up to 110% of the first year's net premium on that increased amount. Trailing commissions, typically ranging between 22% and 33% of the premium, can be received in all subsequent years over the life of the policy.

You will be advised of the exact amount of these commissions in the Statement of Advice or Record of Advice documents.

Further, insurance policies are subject to a 14-day cooling off period and you can take advantage of this if you change your mind after paying the initial premium.

Hourly Rates

There may also be times where we quote our fee for services based on hourly rates, ranging from \$200 to \$450 per hour, plus GST.

Other Benefits or Soft Dollar Benefits

Perks Private Wealth may also receive additional benefits by way of sponsorship of education seminars, conferences, or training days. Other benefits may be received from product providers, which are generally valued at less than \$300 and could include business breakfasts/lunches, tickets to sporting or cultural events, corporate merchandise or other minor benefits. Details of any indirect benefit greater than \$300 will be maintained on a register.

You have a right to request further information in relation to the remuneration, the range of amounts or rates of remuneration, and soft dollar benefits received by the licensee and/or representative.

Conflicts of Interest

Our Wealth Advisers may recommend investments in shares that they hold or may hold in the future. You will be advised where a conflict of interest may exist and how the conflict will be managed.





Your Privacy

We are committed to protecting your privacy.

We have a Privacy Policy which sets out how we collect, hold, use and disclose your personal information. It also sets out how you can access the information we hold about you, how to have it corrected and how to complain where you are not satisfied with how we have handled your personal information.

Our Privacy Policy is available on request and on our website at <https://www.perks.com.au/privacy-policy>

Compensation arrangements

Where we are liable to you in relation to a financial service we provide, we may meet the claim from our own available resources, or we may seek to claim on our professional indemnity insurance.

We hold professional indemnity insurance in respect of the financial services we provide. This professional indemnity insurance complies with the requirements of the Corporations Act. The professional indemnity insurance covers all of the financial services we are authorised to provide to you.

Anti Money Laundering and Counter Terrorism Finance

Pursuant to the Anti-Money Laundering (AML) and Counter Terrorism Financing (CTF) Act, we are required to implement certain client identification processes. We will be required to collect identification records about you at the time of implementing any financial products on your behalf for the purpose of reporting to AUSTRAC.

Feedback and Complaints

We endeavour to provide you with the best advice and service at all times.

If for any reason you are not satisfied with our services, we encourage you to contact us. We accept complaints over the phone, in person, via email, letter or on our social media channels. The best option is to call us or put your complaint in writing to our office. We will endeavour to resolve your complaint within 5 business days.

If you still do not receive a satisfactory outcome or we do not respond to you within 30 days after you make the initial complaint to us, you have the right to complain to the Australian Financial Complaints Authority (AFCA) at the following address:

**GPO Box 3
Melbourne VIC 3001**

Phone: 1800 931 678

Fax: 03 9613 6399

Website: www.afca.org.au

Email: info@afca.org.au

You may only contact AFCA once you have followed the above procedure.

Our Complaints Handling Procedure is available on request and on our website at <https://www.perks.com.au/terms-conditions/>

The Financial Services We Offer

We are authorised to provide personal advice and dealing services to both retail and wholesale clients for the following financial products:

- ✓ Deposit and Payment Products (basic and non-basic Deposit Products)
- ✓ Derivatives
- ✓ Debentures, Stocks or Bonds issued or proposed to be issued by a government
- ✓ Life risk protection insurance:
 - Life Insurance
 - Total and Permanent Disablement Insurance
 - Income Protection Insurance
 - Business Expenses Insurance
 - Trauma, Critical Illness Insurance
- ✓ Interests in Managed Investments Schemes, including Investor Directed Portfolio Services
- ✓ Retirement Savings Accounts products
- ✓ Securities
- ✓ Standard Margin Lending Facility
- ✓ Superannuation

In most cases, personal advice will be provided. However if you do not require personal advice, general advice is available. We can also take your specific instructions to transact on your behalf and place a financial product without providing any personal or general advice.

You may also receive a Product Disclosure Statement (PDS) which provides details about the significant risks and benefits, costs, charges and other significant characteristics or features of the products we have recommended.







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