

Before seeking our advice, you may have a number of questions you would like to ask about RM Capital Pty Ltd and our advisers. We have a number of Corporate and Individual Authorised Representatives and it is important that you read this document in conjunction with the individual adviser's profile to ensure you have a complete understanding of our business arrangements.

By law you have the right to ask us about our charges, the type of advice we will give you and what you can do if you have a complaint about our services. Key information is set out with answers to various questions below. If you need more information or clarification, please ask us.

This Financial Services Guide is issued with the authority of RM Capital Pty Ltd.

You should also be aware that you are entitled to receive a Statement of Advice (SOA) whenever we provide you with any advice which takes into account your objectives, financial situation and needs. The Statement of Advice will contain the advice, the basis on which it is given and information about fees and associations which may have influenced the provision of the advice. On an ongoing basis, if there have been no significant changes in your personal circumstances or the basis of the advice has not significantly changed since your last SOA was provided, a Record of Advice (ROA) will be provided instead of an SOA. You have the right to request a copy of your ROA at any time.

In the event we make a recommendation to acquire a particular financial product (other than securities) or offer to issue or arrange the issue of a financial product, we must also provide you with a Product Disclosure Statement containing information about the particular product which will enable you to make an informed decision in relation to the acquisition of that product.

BEFORE YOU RECEIVE OUR ADVICE

Who are the advisers?

Please refer to the individual Authorised Representative Profiles for more details on your adviser.

Who will be providing the advisory services to me?

All our advisers are Authorised Representatives of RM Capital Pty Ltd AFSL No. 221938 and the licensee being RM Capital Pty Ltd is responsible for the advice provided by its representatives. All Authorised Representatives receive remuneration in the form of brokerage, bonus payments or alternative remuneration and details of all fee arrangements will be included in the individual adviser profiles.

What advisory services are available to me?

RM Capital Pty Ltd is authorised under the licence to advise and deal in the following financial products:

- Deposit and payment products limited to:
 - Basic deposit products;
 - Deposit products other than basic deposit products;
- Derivatives
- Debentures, stocks or bonds issued or proposed to be issued by a government
- Life products including:
 - Investment life insurance products
 - Life risk insurance products
- Interests in managed investment schemes including:
 - Investor directed portfolio services;
- Retirement savings accounts
- Securities
- Standard margin lending facility
- All superannuation

Each adviser is authorised by RM Capital Pty Ltd and you should refer to their individual adviser profile to see their authorisation details which may not be as broad as those of RM Capital Pty Ltd. When providing you with these advisory services, we act on your behalf.

Product recommendations are only made after considering their suitability for your individual investment objectives, financial situation and needs. Under the Future of Financial Advice Reforms the advice provider is obligated to act in your best interest and this requires the advice provider to collect all required information about your financial situation and needs and objectives, make enquiries into the information provided and investigate appropriate products and strategies that will meet your needs and objectives. From time to time where your adviser cannot recommend any appropriate products or where they feel your best interest will not be served by him/her, your adviser has a right and in some cases, an obligation to refuse provision of advice or services.

What service models are available to me?

Due to the diverse nature of clients, RM Capital Pty Ltd and its advisers can offer clients 3 models of services.

General Advice Services

Under this service model, clients will receive general information about financial products and general recommendations on top stock picks as well as capital raising projects. The client will need to make their own assessment as to suitability of the investment and whether they want to proceed and the amount they wish to invest. The adviser will not take the clients personal circumstances and financial needs into account when providing general advice. In this situation the client will not be entitled to receive a Statement of Advice or Record of Advice however information in relation to fees and any conflict or disclosures will be provided where applicable. This model will generally suit clients who have some financial experience and / or are active traders who are only looking for some technical analysis on investment options and are happy to make their own decisions.

Wholesale Client or Sophisticated Investor Services

Under this service model the adviser will deal with clients who are defined as wholesale clients or sophisticated investors in Chapter 7 of the Corporations Act. The Act provides for instances where a client can be defined as a wholesale client. These instances consider the experience of the investor, sum invested, net assets and income of an investor etc. Under this service model, the clients will generally have a level of market understanding and/or asset and income levels and the adviser will generally provide information on investments and excluded offers and the client will make their own investment decisions. While the licensee and adviser are not required to provide a financial services guide, as best practice, this document is provided to wholesale clients as a courtesy to inform them of the scope of authorisations and charging arrangements. Provision of the FSG to a wholesale client does not constitute the provision of retail advice nor deem you to be a retail client.

Personal Advice Services

Under this service model your adviser will review a client's individual circumstances, financial needs and objectives and based on these, advice will be provided. Where applicable ongoing advice will be provided and regular reviews will be offered and undertaken. A Statement of Advice will be provided outlining the recommendations and ongoing advice may be provided via a Record of Advice. This service is suitable for those clients who want advice specific to them and are willing to provide an appropriate amount of personal information for your adviser to make informed recommendations.

How will I pay for the service?

RM Capital Pty Ltd offers a range of payment options including fees and brokerage on funds placed, or a combination of both methods. Your adviser will explain these options to you.

How are fees calculated and deducted?

Our calculation of fees is dependent on the level of service chosen by you. All levels of service, their associated calculations for fees and charges and the ongoing services provided are discussed in the first meeting and subsequently disclosed, prior to implementation of any recommendations, in the advice documents for retail clients.

Please note that any specific fees charged by your Adviser will be disclosed to you prior to our engagement.

You have a right to request further information in relation to the remuneration received by RM Capital Pty Ltd and its Authorised Representatives.

RM Capital Pty Ltd may from time to time receive a benefit from preferred product providers by way of sponsorship of educational seminars, conferences or training days. Benefits above \$300 are prohibited. A register will be maintained in relation to benefits received and may be inspected at a mutually convenient time.

RM Capital Pty Ltd is not owned by any fund managers and there are no relationships that will influence the advice that you receive from us. However, RM Capital Pty Ltd is a related entity to RM Corporate Finance Pty Ltd and has common directors and officers. RM Capital Pty Ltd and/or its directors and officers may ultimately benefit from services provided by RM Corporate Finance Pty Ltd via profit sharing or bonus payment arrangements.

RM Capital Pty Ltd has an agreement with Pershing Securities to provide execution, settlement and sponsorship services. In order for RM Capital Pty Ltd to transact for you on the ASX or any other market you must open an account with Pershing Securities. All costs, fees, brokerage paid to Pershing Securities that are charged to your account are detailed in Pershing Securities FSG which is available on www.rmcapital.com.au or on request.

Your adviser may hold an interest in a financial product. Any significant interest/ownership will be recorded in a register and where appropriate, this holding will be disclosed to you in the Statement of Advice or Record of Advice.

Pershing Direct Equities & Options

Brokerage charge per transaction. Up to 2% (subject to a minimum of **\$100**) plus GST.

<i>Worked Example: 1%</i>	<i>Revenue Split including GST</i>
<p><i>\$15,000 share parcel:</i> Gross brokerage = \$165 (incl GST)</p>	<p>RM Capital 15% (or \$24.75) less third party clearing (or \$16.50) less third party execution 0.025% (or \$4.125) less ASX fees 0.005% (or \$0.825) Adviser net received \$118.80</p>

Pershing International Equities – US Market

<i>Worked Example: 1%</i>	<i>Revenue Split including GST</i>
<p><i>\$15,000 share parcel:</i> Gross brokerage = \$165 (incl GST)</p> <p>For alternative markets, please speak to your adviser for more information.</p>	<p>RM Capital from 10% (or from \$16.50) Adviser from 85% (or from \$140.25) less third party clearing \$20.00 less third party execution 0.05% (\$7.50) less telegraphic transfer - Inward \$12 / Outward \$24 Adviser net received \$109 / \$97</p>

Portfolio Management Service

Percentage of asset (%) as determined with your adviser and outlined in the Portfolio Management Service agreement.

<i>Worked Example: % of Asset</i>	<i>Revenue Split including GST</i>
<p><i>\$500,000 at 2.2%</i> Gross annual payment = \$11,000 (incl GST)</p>	<p>RM Capital = 10% (or \$1,100) Adviser = 90% (or \$9,900)</p>

Self-Managed Super Fund (SMSF) Service

The SMSF Club may charge up to \$4,950 per annum for providing general advice, SMSF administration, accounting, ongoing education, and compliance advice from your SMSF.

<i>Worked Example</i>	<i>Revenue Split including GST</i>
<p><i>Classic Membership</i> Gross annual payment = \$2,950 (incl GST)</p> <p><i>Platinum Membership</i> Gross annual payment = \$4,950 (incl GST)</p>	<p>RM Capital = 10% (or \$295.00) Adviser = 90% (or \$2,655.00)</p> <p>RM Capital = 10% (or \$495.00) Adviser = 90% (or \$4,455.00)</p>

Direct Property

For direct property, the property service provider may pay The SMSF Club up to 30% of any referral fees they receive for property sold to The SMSF Club members. If any fee is to be paid, this will be provided to you in writing prior to investing.

<i>Worked Example</i>	<i>Revenue Split including GST</i>
<p>Referral fee \$5,000</p>	<p>RM Capital = 10% (or \$500) Adviser = 90% (or \$4,500)</p>

Placements

Fees per placement paid by company: Up to **6%** plus GST.

<i>Worked Example</i>	<i>Revenue Split including GST</i>
<p><i>\$10,000 application</i> Fees = \$660 (incl GST)</p>	<p>RM Capital = 10%-30% (or \$66-\$198) Adviser = 70%-90% (or \$462-\$594)</p>

Personal Insurance

- Product provider pays one-off fee : Up to **122%** of the 1st years annual premium
- Product provider pays annual fee: Up to **11%**

<i>Worked Example</i>	<i>Revenue Split</i>
<p><i>\$1,000 insurance premium policy:</i> New policy fee = \$1,220 Annual fee = \$110</p>	<p>RM Capital = 10% Adviser = 90%</p>

What about your privacy?

RM Capital Pty Ltd is committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. A copy of our privacy policy is available on our website www.rmcapital.com.au and a copy can be mailed on request at any time.

WHEN YOU RECEIVE OUR ADVICE

Do I receive detailed information about actual fees and other benefits my adviser receives from making the recommendations?

Yes. You have the right to know the details of fees and other benefits your adviser receives for recommending investments. All fees and other benefits received by your adviser as a result of providing advice are clearly detailed in writing. A Statement of Advice will also be given to you in writing at the time the advice is given.

Will you give me advice that is suitable to my investment needs and financial circumstances?

Yes. However, to do so we need to find out your individual investment objectives, financial situation and needs before we recommend any investment to you. You have the right not to divulge this information to us if you do not wish to do so. In that case, we are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

What should I know about any risks of the investments or investment strategies recommended to me?

We will explain to you any significant risks of investments and strategies that we recommend to you. If we do not do so, you should ask us for further clarification.

What information do you maintain in my file and can I examine my file?

We maintain a record of your personal profile that includes details of your investment objectives, financial situation and needs. We also maintain records of any recommendations made to you. If you wish to examine your file, we will make arrangements for you to do so.

As a financial service provider, we have an obligation under the Anti Money Laundering and Counter Terrorism Act to verify your identity and the source of any funds. This means that we will ask you to present identification documents such as passports and driver's licence. We will also retain copies of this information. We assure you that this information will be held securely.

Can I tell you how I wish to instruct you to buy or sell my investment?

Yes. You may specify how you would like to give us instructions. For example, by telephone, fax or other means, however, in all cases you are responsible for ensuring your instructions have been received. RM Capital Pty Ltd cannot be held responsible for disruption of communication or technological services.

Compensation Arrangements / Professional Indemnity

RM Capital Pty Ltd confirms that it has arrangements in place to ensure it continues to maintain Professional Indemnity Insurance in accordance with s.912B of the Corporations Act 2001 (as amended). In particular our Professional Indemnity insurance, subject to its terms and conditions, provide indemnity up to the Sum insured for RM Capital Pty Ltd and our authorised representatives / representatives / employees in respect of our authorisations and obligations under our Australian Financial Services Licence.

This insurance will continue to provide such coverage for any authorised representatives / representatives / employee who has ceased work with RM Capital Pty Ltd for work done whilst engaged with us.

IF YOU HAVE ANY COMPLAINTS

Who can I speak to if I have a complaint about the advisory service?

We are committed to providing quality advice to our clients. This commitment extends to providing accessible complaint resolution mechanisms for our clients. If you have any complaint about the service provided to you, you should take the following steps:

Contact your adviser and tell your adviser about your complaint.

- If your complaint is not satisfactorily resolved within 7 days please contact the Compliance Officer at RM Capital Pty Ltd on +61 8 6380 9200 or put your complaint in writing and send it to us at, Compliance Officer, C/- RM Capital Pty Ltd PO Box 154 West Perth WA 6872. We will try and resolve your complaint quickly and fairly.
- If we cannot reach a satisfactory resolution, you can raise your concerns with the Financial Ombudsman Service on 1300 780 808. RM Capital Pty Ltd is a member of this complaints resolution service.
- The Australian Securities & Investments Commission (ASIC) also has a free call Infoline on 1300 300 630 which you may use to make a complaint or obtain information about your rights.