

Adviser Profile

John Osborne & Osborne Yuille Financial Planning

14th of February, 2012

This Adviser Profile forms the second part of the Securitor Financial Services Guide and Credit Guide.

This Part 2 provides important information about me and my employer, and must be read in conjunction with Part 1.

In this document, the words "me", "I", "we" and "our" refer to John Osborne, & Osborne Yuille Financial Planning, as an Authorised Representative of Securitor.

Am I authorised to provide Financial Services and Credit Services?

Yes. I am an authorised representative and credit representative of Securitor.

My Authorised Representative number is **246098**.

My Credit Representative number is **378814**.

I am an employee & director of Osborne Yuille Financial Planning Pty Ltd, which is an Authorised Representative (ASIC AR No. **283452**) and Credit Representative of Securitor (ASIC CR no. **369849**).

Included in the section titled 'Credit Guide' are details of the consumer credit services that I am authorised to provide and how I am paid for providing these services.

What areas am I authorised to advise on?

I am authorised by Securitor to provide financial and consumer credit services including advice or services in the following areas:

- Managed Investments
- Superannuation
- Personal Insurance
- Shares
- Strategic advice about consumer credit and consumer credit referrals
- Self Managed Superannuation Funds – Investment Advice only (including advice to establish an SMSF)
- Margin Lending

Although not under Securitor's licence, I am authorised by Securitor to provide services in relation to loans that are not regulated by the National Credit Code (such as commercial loans) with Securitor's support and supervision and in accordance with Securitor's policies and procedures.

In addition to the services listed on page 9 of the first part of the document, are there any services I am not authorised by Securitor to provide?

I am not authorised to provide advice or services in the following areas:

- Finance Broking

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Please ask me if you would like a referral for these services. If I receive a specific fee for this referral, it is disclosed below. It may also be disclosed in a Statement of Advice, if I provide you with personal advice.

How can you provide your instructions to me?

You may provide instructions to me by using any of the contact details provided in section 'How to contact us'.

What are my educational qualifications and experience?

I have the following qualifications:

- B.Bus Acc.
- Adv.Dip. Financial Services (Fin. Planning)
- Dip. Financial Services (Finance/Mortgage Broking Management)

I have over 25 years' experience as a financial planner.

How am I paid for financial services I provide?

Remuneration – Salary

I receive a salary as an employee of Osborne Yuille Financial Planning Pty Ltd. I could also receive a performance bonus which may be based on the funds invested, insurance premium payable or size of margin loans taken out by my clients and the fees I generate for Osborne Yuille Financial Planning Pty Ltd.

Remuneration - Director

I am a director of Osborne Yuille Financial Planning Pty Ltd. Fees and commissions are paid to Osborne Yuille Financial Planning Pty Ltd by Securitor for distribution to me. I also received a director fees & profit share.

Initial Advice Fees:

Example 1: Fees can be paid directly by you, or deducted from the funds you invest. Fees are charged as follows:

- \$330 per hour (inclusive of GST)
- A minimum fee of \$1,540 (inclusive of GST) applies for the preparation of a Statement of Advice (SoA)

Please note that my initial advice fees still apply where you choose not to implement my recommendation.

Example 2: Fees are charged for my initial advice and the preparation of a Statement of Advice (SoA). Fees are based on the complexity of the advice provided and range from \$1,540 (minimum) to \$12,100 (maximum) inclusive of GST. I will provide an estimated cost, which we will agree on before commencing any work.

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You will be sent an invoice and payment is required 14 days from the invoice date. Please note that my initial advice fees still apply where you decide not to implement my advice.

All fees are inclusive of GST.

NOTE: Full details of all fees and commissions for Financial Services will be provided to you in a Statement of Advice (SoA) (or Record of Further Advice or Record of Advice) and Product Disclosure Statements at the time of receiving any recommendation.

What amounts do my employer and other related entities receive for financial services?

Osborne Yuille Financial Planning Pty Ltd receives 100% of fees, commissions and incentives. The directors of Osborne Yuille Financial Planning Pty Ltd have a profit share arrangement to distribute company profits annually to shareholders and staff.

Do I provide referrals for certain financial services or receive referrals from other parties? If so, what benefits do I receive from these referrals?

If you use the services of Osborne Yuille Accounting & Taxation, Osborne Yuille Finance or Harry Hanzen Lawyers, I will receive \$0 for the referral.

I may receive a payment for making a referral to an external specialist such as an accountant or solicitor outside of the businesses listed above. Any amount payable will be disclosed in the SoA provided to you. This will be paid by the external specialist and will be at no additional cost to you.

If you have been referred to me by Osborne Yuille Accounting & Taxation, Osborne Yuille Finance or Harry Hanzen Lawyers and you accept the services I provide, Osborne Yuille Accounting & Taxation, Osborne Yuille Finance or Harry Hanzen Lawyers will receive \$0 for the referral.

If you have been referred to me by an external party (other than from those business listed above) and you accept the services I provide, I may make a payment to the external party for that referral. Any amount payable will be disclosed in the SoA provided to you. This will be paid by me to the external party and will be at no additional cost to you.

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Credit Guide

I am authorised to provide consumer credit services on behalf of Securitor. As a Credit Representative of Securitor, I am authorised to provide the following services in relation to loans regulated by the National Credit Code:

- Refer you to an approved lender or another Authorised Credit Representative of Securitor, if you have a credit need or where you have requested credit advice or assistance.

As described in Part 1, Securitor use the services of AFG. AFG provides Securitor with access to a range of credit providers and their products. Of the credit providers AFG has relationships with, I am only able to advise you on and assist you with loans provided by credit providers that are on Securitor's Approved Product List and with whom I am accredited. The credit providers that Securitor and I deal with the most are described in Part 1. To retain my accreditation, some credit providers may require me to submit a minimum level of loan product applications over an agreed period of time. One of the reasons is so that I can maintain my knowledge and understanding of the relevant credit provider's products. Please ask me if you would like a list of those credit providers with whom I am accredited and/or who have accreditation requirements.

What fees or charges (fees) do you pay for credit services I provide?

There are no fees or charges payable when I provide you with personal credit advice.

What commissions do I receive?

If you take out a loan that I recommend, or if I refer you to a credit provider I will receive no additional commissions or payments based on these services.

What benefits will I receive when making a referral in relation to Credit Services?

If you use the services of Osborne Yuille Finance, I will receive \$0 for the referral. I will provide you with a letter when I make a referral to any external provider and this will detail any benefits that I may receive for making the referral.

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Managed Discretionary Account Service

I may offer you a Managed Discretionary Account (MDA) Service to manage investments held through your nominated Asgard and/or BT Wrap account(s) on your behalf, in accordance with an Investment Program agreed with you. The Investment Program will be documented in an SoA which will detail my advice and how it will assist you in meeting your objectives.

An MDA Service means I can transact on nominated Asgard and/or BT Wrap account(s) without contacting you before each transaction. It is therefore important that you clearly understand how I will exercise the discretion and the limits on it. Securitator impose certain limits on my discretion, but you can tailor the service and apply further limits if you require. I will discuss this with you before I make any recommendations, and any limits will be documented in the Investment Program that is included in your SoA.

The Investment Program will comply with Division 3 of Part 7.7 of the Corporations Act, and will contain:

- Statements about the nature and scope of the discretions that I will be authorised and required to exercise under the MDA Service and any investment strategy that is to be applied in exercising those discretions;
- Information about any significant risks associated with the MDA Service;
- The basis on which I consider the MDA Service to be suitable for you; and
- Warnings that the MDA service may not be suitable for you if you provide limited or inaccurate information relating to your relevant personal circumstances or if your relevant personal circumstances change.

This Adviser Profile, part two of the Securitator FSG&CG, complies with ASIC Class Order [CO 04/194] *Managed discretionary accounts*.

What important information and risks do you need to understand before you accept a MDA Service?

If you accept an MDA Service, I will make changes to the investments held through your nominated Asgard and/or BT Wrap account(s) without your agreement, and without consulting with or notifying you. This presents a risk for you as you will not sign off each transaction before it is implemented.

To ensure the changes I make are appropriate for you I will only undertake transactions which are consistent with my understanding of your relevant personal circumstances and the Investment Program that is established for you.

In addition:

- You can cancel the MDA Service or request changes to the Investment Program at any time by notifying me in writing.
- For direct equities investments only, you may give me discretion to exercising any rights relating to the direct equity investments in your portfolio (for example, corporate actions), which are also within my Securitator authorisation. In all other circumstances, I will only act in accordance with your written instructions on how any rights relating to these products in your portfolio are to be exercised.

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- To protect your interests, Securitor does not allow me to have authority to withdraw funds from the nominated Asgard and/or BT Wrap account(s). Further, I am not authorised to transact funds held outside your nominated Asgard and/or BT Wrap account(s) without your specific approval.
- As described above, Securitor also places certain limits on my discretion. For example:
 - I am not permitted to trade on your nominated Asgard and/or BT Wrap account(s) in an attempt to make short term gains. All investment decisions must be made with long term goals in mind.
 - I am required to maintain your portfolio within a specified range for each asset class.These limits on my discretion will be described in more detail in your SoA.
- You will be provided with access to on-line reporting for your nominated Asgard and/or BT Wrap account(s) to view the transactions undertaken on your behalf and the impact on your portfolio. If you do not have internet access you should not accept a MDA Service.
- As I will be acting with discretion it is important that I understand your relevant personal circumstances, needs and objectives at all times. If they change at any time, you must inform me immediately otherwise the services I provide may not be appropriate or suitable for you.
- I will review annually the Investment Program and the suitability of an MDA Service in light of your financial circumstances, needs and objectives. The MDA Service does not include a custodial or depository service, as this is facilitated through your nominated Asgard and/or BT Wrap account(s).

How to accept an MDA Service

Should you wish to use my advisory services, I will provide you with a SoA which contains my recommendations to you. This may include a recommendation for you to use the MDA Service offered by Securitor. If you would like to accept the MDA Service, you must first enter into a MDA Service agreement with Securitor which is contained in your SoA by signing, amongst other documents which authorise me to transact on your Asgard and/or BT Wrap account(s), the Authority to Proceed attached to the SoA.

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I conduct my financial planning activities and credit activities under the registered name of Osborne Yuille Financial Planning.

If you would like to make an appointment to discuss your financial needs and objectives in more detail, please do not hesitate to contact me.

How to contact us

Your Financial Adviser

John Osborne :
Adviser Address : "Lakepoint" 44/18-20 Waterloo Street, Narrabeen NSW 2101
Adviser Phone Number : (02) 9970 3111
Adviser Email : financial.services@oya.com.au

Corporate Representative

Name of Corporate Representative : Osborne Yuille Financial Planning
Corporate Address : "Lakepoint" 44/18-20 Waterloo Street, Narrabeen NSW 2101
: Level 3, 333 George Street, Sydney NSW 2000
: Suite 101, 284 Victoria Avenue, Chatswood NSW 2067
: 86 Weston Street, Harris Park NSW 2150
: 225 John Street, Singleton NSW 2330
: 12 Cumberland Street, Cessnock NSW 2325
: 114 Barton Street, Kurri Kurri NSW 2327

Corporate Phone Number : (02) 9970 3111 or 1300 727 082
Corporate Email : financial.services@oya.com.au
Corporate website : www.oya.com.au

Date of completion of Profile:

14th of February, 2012

Confirmation form

Acknowledgements – Client Copy

I/We acknowledge that I was/we were provided with the Securitator Financial Services Guide and Credit Guide dated 1 October 2011 and Adviser Profile dated 14 | 02 | 2012.

Client Name: _____

Client

Date

Signature: _____

received: _____

Client Name: _____

Client

Date

Signature: _____

received: _____

OR complete as follows if Financial Services Guide and Credit Guide are mailed to Client(s):

I confirm that I sent a copy of the Securitator Financial Services Guide and Credit Guide dated 1 October 2011 and Adviser Profile dated 14 | 02 | 2012 as follows:

Sent to (Client Name(s)): _____

Sent on (Date): _____

Sent by (Name): _____

Detach copy for File

Confirmation form

Acknowledgements – Adviser Copy to be retained on client file

I/We acknowledge that I was/ we were provided with the Securitor Financial Services Guide and Credit Guide dated 1 October 2011 and Adviser Profile dated 14 | 02 | 2012.

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Client

Date

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