ABOUT US

Our Practice, Bentleys (Victoria) Pty Ltd and our Advisers are Authorised Representatives of Fortnum Advice Pty Ltd (Fortnum Advice).

Our Practice has been established to provide professional market leading service advice and solutions to achieve your financial and lifestyle goals. We can help you create the financial security that lets you focus on what's really important in your life.

Below are our Practice details and how you can contact us:

Name	Bentleys (Victoria) Pty Ltd	**Phone**	03 9018 4666
ABN	13 074 642 587	**Fax**	03 9018 4799
CAR	1234236	**Email**	wealth@bentleysvic.com.au
Address	Level 3, 302 Burwood Road, Hawthorn, VIC 3122 PO Box 582, Hawthorn VIC 3122	**Website**	www.bentleys.com.au

WHAT WE DO

We can provide advice on the below types of financial products and services. Your Adviser may not be qualified in all of the products and services below. Please refer to their individual Adviser Profile for their qualifications and the advice they can assist you with.

The types of financial product advice our Advisers can provide you:

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Managed Discretionary Account Services*.
- Self-Managed Super Funds (SMSF)*.
- Margin Lending Facilities*.
- Listed Securities*.

The services our Advisers can provide you:

- Investment strategies including gearing and savings plans.
- Budget and cash flow planning.
- Debt management.
- Superannuation advice, including salary sacrifice and consolidation strategies.
- Self-Managed Super Funds (SMSF)*.
- Personal insurance strategies.
- Centrelink / DVA advice.
- Retirement planning advice.
- Aged Care*.
- Estate planning advice.
- Advice on ownership and structures (e.g. discretionary and family trusts).
- Portfolio review services.
- Ongoing advisory services.

*Accredited Advisers only. Our Advisers may also engage by referral the use of specialists such as (but not limited to) accountants and solicitors.

Our Tax Services

Bentleys (Victoria) Pty Ltd advisers are all listed on the Financial Adviser Register as a Qualified Tax Relevant Provider (QTRP) with Australian Securities and Investments Commission (ASIC). This means that all advisers of Bentleys (Victoria) Pty Ltd can provide tax advice in regard to the strategies and financial products that they recommend to you.

OUR FEES

Fees will be agreed based on your requirements and the complexity of your financial circumstances. All fees charged will be fully detailed in the Letter of Engagement or Statement of Advice you receive and will be agreed with you prior to you becoming liable for them.

We will discuss and agree on the method of payment with you before we provide you with our services. Generally, we will either invoice you directly, or deduct from your investments, or adopt a combination of these methods for the fees payable. Cash transactions will not be accepted.

Fee for Service

Initial advice fees	**Range of fees (inclusive of GST)**		**Examples**
These are fees paid by you for: ➢ Research into your existing situation including your current financial products (within the agreed scope) ➢ Preparation of a strategy and research into appropriate recommended products. There is a set minimum fee of $3,300 for the advice preparation. ➢ Presentation of advice and recommendations to you in an advice document such as a Statement of Advice (SoA). ➢ Fees range depending on the complexity of the advice.	Flat fee	Up to $30,000	Your adviser may charge you an agreed fee of $2,750.
	Percentage based fee of your investment account balance	Up to 4%	Your adviser may charge you an agreed fee of 1% of your $500,000 investment account balance. The initial advice fee will be $5,000.
Implementation fees			
Any implementation fee will be agreed with you before proceeding. This fee is paid by you and covers the administration involved to implement your strategies and financial products in place with product providers. Fees vary depending on the complexity of the advice provided.	Flat Fee	Up to $30,000	Your adviser may charge you an agreed fee of $3,300.

Ongoing advice/service fees			
This is our fee for providing you with our ongoing review services. The ongoing review service we provide to you will depend on the complexity of your situation. The Ongoing Service Fee is charged as: ➢ The provision of ongoing advice on your portfolio/ strategy to ensure that it remains appropriate to your needs and circumstances. ➢ Ongoing adviser service fees may be indexed to inflation. ➢ Generally, ongoing fees are calculated and payable on a monthly or quarterly basis.	Flat fee	Up to $80,000	Your adviser may charge you an agreed fee of $5,500 p.a.
	Percentage based fee of your investment account balance	Up to 2.2%	Your adviser may charge you an agreed ongoing service fee of 0.9%. For example, if your investment account balance is $1,000,000, the ongoing service fee for that year would be $9,000.
Record of Advice (RoA): Subsequent advice where only minor changes are needed required and your circumstances situation haves not significantly changed.	Flat Fee	$10,000	Your adviser may charge you an agreed fee of $2,200 p.a. to conduct the review and provide the RoA.
Additional SoA: Subsequent advice where significant or complex changes are needed.	Flat Fee	Up to $20,000	In addition to your ongoing Adviser Service package, your adviser may charge you an agreed fee of $4,400 p.a. to conduct the review and provide the Additional SoA.
Ad hoc Fees			
Where other costs outside the above are incurred, you may be charged a maximum of $550 per hour (including GST).	$550	Up to $20,000	Your adviser may charge you an hourly rate for ad hoc services. This rate is set at $550 per hour inclusive of GST.

Insurance Commissions			
Insurance commissions may be paid by product providers to Fortnum Advice, who, in turn, may pay a proportion of this to Bentleys (Victoria) Pty Ltd. If your Adviser receives a proportion of this remuneration, they will inform you of the amount at the time they provide you with advice. For insurance policies entered prior to 1 January 2020, your adviser may receive commissions higher than those disclosed here. Please refer to the relevant advice document for details of commission received on these policies.	First year	66% of the premium amount	If your premium is $1,000 p.a., your adviser would receive $660 up front.
	Subsequent Years	22% of the premium amount	If your premium is $1,000 p.a., your adviser would receive $220 p.a.
General advice, execution only instructions or other services			
Also, if your adviser provides you with a further advice document such as a SoA or RoA (which may arise depending on the complexity of the advice and the services provided), other fees may be payable. Any such fees and method of payment will be agreed in writing between you and your adviser and may include up-front, ad hoc, execution only service fees, implementation or ongoing fees, or a combination.			

Payments we receive

All fees for services paid by you and/or commission paid by product and service providers are paid to Fortnum Advice. The relationship between Fortnum Advice and the Principal Practice is arranged through a flat fee agreement. This agreement stipulates that 100% of the remuneration is paid to the Practice. Therefore, Fortnum Advice will retain 0% and the Principal Practice will receive 100%. Bentleys (Victoria) Pty Ltd may share part of this amount with your Adviser.

Your Statement of Advice, Statement of Transaction or Record of Advice will provide further details of amounts paid to Fortnum Advice, Bentleys (Victoria) Pty Ltd, and your Adviser.

Referrals to us and others

We may refer clients to TorFX Pty Ltd for foreign exchange and international payment services. If you proceed with TorFX following our referral, AZ NGA may earn up to 31% of the profit from referrals to TorFX. This referral payment is not an additional cost to you.

We may give a payment for referrals to us. If this is the case, we will inform you of this payment prior to the referring party being entitled to the payment.

OTHER IMPORTANT DETAILS

Our Relationships and Associations

The extensive list of products and services approved by Fortnum Advice includes products and services provided by entities with whom Fortnum Advice director, employee, Bentleys (Victoria) Pty Ltd and/or your Adviser have a relationship or association, either directly or via a related entity.

We believe that your interests should be placed first and that products and services should only be recommended if it is in your best interests.

However, it is important that you know of, and are comfortable with, those relationships and associations and any benefits that arise.

Our relationship with AZ Next Generation Advisory Pty Ltd (AZ NGA)

Bentleys (Victoria) Pty Ltd advisers are a member of the AZ NGA Group of companies. AZ NGA is majority owned by Oaktree Capital Management with Azimut Group owning a significant minority holding. Oaktree is a global investment manager and Azimut is Italy's largest independent asset manager.

From time to time your adviser may recommend you apply for, acquire, vary or dispose of a financial product issued by members of the Oaktree and Azimut Groups.

Your adviser does not receive any direct remuneration or other benefit as a result of its recommendation to apply for, acquire, vary or dispose of a financial product issued by these related companies as any remuneration and benefit are received by the product issuer and ultimately our common parent company.

PROTECTING YOUR PRIVACY

In addition to the Fortnum Advice Privacy Policy, Bentleys (Victoria) Pty Ltd also has its own Privacy Policy. You may obtain a copy of Bentleys (Victoria) Pty Ltd Privacy Policy by telephoning us on (03 9018 4666) or by visiting our website at https://www.bentleys.com.au/privacy-policy/

Further details around Bentleys (Victoria) manages privacy are available at Bentleys Privacy Policy – Bentleys by calling us on 03 9018 4666.

ADVISER PROFILE

Jasminder (Jas) Grewal CFP ®

Authorised Representative Number	455001
Phone	03 9018 4666
Email	jgrewal@bentleysvic.com.au
Qualifications	Master of Financial Planning Certified Financial Planner Graduate Diploma of Financial Planning Advanced Diploma of Financial Planning
Professional Memberships	Financial Advice Association Australia (FAAA)
Professional Designations	Certified Financial Planner (CFP ®)

Advice and services I can provide

- Deposit and payment products
- Debentures, stocks or bonds issued or proposed for issue by a government
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Margin Lending Facilities.
- Self-Managed Super Funds (SMSF).
- Listed Securities
- Aged Care

Experience

I have over 20 years' experience across financial planning and global banking. During this time, I have held a variety of roles, including financial adviser and senior management positions. I have also led wealth management businesses within both Australian and international banking organisations.

How I am paid

I am an employee of Bentleys (Victoria) Pty Ltd and have been appointed as an Authorised Representative of Fortnum Advice. I am authorised to provide advice through Bentleys (Victoria) Pty Ltd and Matthews Steer Pty Ltd.

I am remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document:

- I am paid a salary based on experience, capability and responsibilities within Bentleys (Victoria) Pty Ltd and Matthews Steer Pty Ltd.
- I may be eligible to receive a bonus based on a combination of revenue and other non-financial measures that relate to compliance, staff training and the quality of service.

ADVISER PROFILE

Simon Barwick

Authorised Representative Number	255335
Phone	03 9018 4666
Email	sbarwick@bentleysvic.com.au
Qualifications	Bachelor of Commerce Advanced Diploma of Financial Planning
Professional Memberships	Financial Advice Association Australia (FAAA)

Advice and services I can provide

- Deposit and payment products.
- Debentures, stocks or bonds issued or proposed for issue by a government.
- Life investment or life risk products.
- Interests in managed investment schemes, including Investor Directed Portfolio Services (IDPS or 'Wrap').
- Retirement savings accounts.
- Superannuation.
- Margin Lending Facilities.
- Self-Managed Super Funds (SMSF).

Experience

Your adviser, Simon Barwick, is an Authorised Representative of Bentleys Wealth (Victoria) Pty Ltd and a member of the Financial Advice Association Australia (FAAA). Simon is also a Qualified Tax Relevant Provider (QTRP) with over 22 years of experience in the financial services industry.

How I am paid

I am an employee of Bentleys (Victoria) Pty Ltd and have been appointed as an Authorised Representative of Fortnum Advice. I am authorised to provide advice through Bentleys (Victoria) Pty Ltd.

I am remunerated by one or more of the following methods. If any are relevant to the advice provided to you, further details will be set out in your advice document:

- I am paid a salary based on experience, capability and responsibilities within Bentleys (Victoria) Pty Ltd.
- I may be eligible to receive a bonus based on a combination of revenue and other non-financial measures that relate to compliance, staff training and the quality of service.

Directorships and associations

I am a shareholder of AZ Aust Holdings Pty Ltd, the group holding company of AZ NGA.

I am entitled to receive dividends from AZ Aust Holdings Pty Ltd.

Fortnum Advice Pty Ltd
ABN: 52 634 060 709
AFSL: 519 190

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