

Adviser Profile

David Mac Manus

Who is my adviser?

David Mac Manus and DMFS Financial Advisers Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd.

Level 8, 350 Collins Street, Melbourne VIC 3000

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David maintains strong working relationships, based on communication and trust, with his clients, referral partners and industry contacts.

David's and DMFS Financial Advisers vision is to achieve financial security, by following a disciplined investment processes and never losing sight of the objectives set out by the client.

This is demonstrated by the detailed consideration of client circumstances and the future goals required to be achieved.

David is a CERTIFIED FINANCIAL PLANNER® professional, the highest designation issued by the Financial Planning Association (www.fpa.asn.au). David's career commenced in 2003 with a boutique accounting firm. David has worked in mid and third tier accounting firms and in wealth management practices dealing with the young, the not so young (pre and post retirees) and large business accounts.

Aged Care

David also specialises in the complex aged care field, assisting families' with the often delicate task of transitioning parents into nursing homes and hostels.

David can assist with clarifying your situation and helping make the difficult decisions, often around whether to retain or sell the family home.

It is important to note that David only meets the Powers of Attorney and not the resident's entering care due to the complexity of the issues discussed.

Meeting the needs, goals and objectives of each client are David's primary consideration and David's long term relationships with clients are evidence of this.

David Mac Manus ASIC Authorisation Number 295148.

DMFS Financial Advisers Pty Ltd ASIC Authorisation Number 422019.

Consultum Financial Advisers Pty Ltd. ABN 65 006 373 995 ('Consultum')

Australian Financial Services Licensee, Licence No. 230323

This profile is part of your Financial Services Guide and should be read in conjunction with this document.

What kinds of financial products and services are you authorised to provide to me?

I am authorised by Consultum to provide financial product advice to wholesale and retail clients, on the following class of products:

- **Deposit Products**
- **Life Products including:**
 - Investment life insurance products
 - Life risk insurance products
- **Superannuation products, including:**
 - Public Offer Superannuation Funds
 - Allocated Pensions and Complying Annuities
 - Corporate Superannuation Funds
 - Self Managed Superannuation Funds
- **Retirement Savings Accounts**
- **Managed Investment products, including:**
 - Master trusts, Wrap Facilities, Property Funds
 - Margin Lending Products
 - Tax-effective investments
- **Government Debentures, Stocks and Bonds**
- **Securities**
 - Active direct shares and securities advice

What amounts do my employer and other related entities receive?

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The product providers pay fees and commissions to Consultum which are explained in the Financial Services Guide and also below. Consultum retains a percentage of up to 5% of these fees and commissions and then pays the balance to DMFS Financial Advisers, which engages me to provide financial services. The amount paid by Consultum to DMFS Financial Advisers ranges from 95% to 99% of the fees and commission received. David Mac Manus is a director of DMFS Financial Advisers and may pay directors fees.

DMFS Financial Advisers Pty Ltd is also responsible for the payment of wages and salaries for its staff and for all other operational expenses such as rent, superannuation and other overheads, which are necessary to deliver its range of financial services to you.

Summary of Fee Options

Our initial meeting cost is discussed with you prior to the meeting and is based on location. At this meeting, I will explain how we operate, what you can expect and our payment options. All fees and commissions payable by you will be explained to you at the time advice is given (second meeting) and fully detailed in a Statement of Advice, Record of Advice and Product Disclosure Statements (PDS). Any of the below payments will be made as agreed with you to the extent permitted by law. You will have the ability to "select" your preferred payment option prior to the provision of advice.

Below is a summary of our payment options, which are inclusive of GST:

Adviser Service Fee Upfront/Entry Fee/Contribution Fee - Rebated

The product provider deducts the fee from the funds invested and pays this to Consultum. This fee may be up to 4.4% dependent on the product provider and the specific product recommended. In majority of scenarios we will rebate this fee to you and charge a "fee for service" advice fee. A 15% discount applies to holders of a DVA Gold Card.

Initial & Ongoing Commissions for Personal Risk Insurance

Initial Commission - Where insurance products are recommended, the insurance provider may pay Consultum an initial commission based on the value of your premium. This may be up to 125% of the value of the premium

Ongoing Commission - Where a life insurance policy is renewed, the insurance provider may also pay a renewal commission. Where this happens the commission may range up to 35% of the value of the renewal premium amount.

For insurance that is held within your superannuation there are no commissions payable on group insurance policies, however, commissions may be payable on retail insurance policies.

Initial & Ongoing Commissions for Investments entered into prior to 1 July 2013

The product provider pays the initial commission and ongoing commissions to Consultum. This amount is not an additional cost to your entry fee. This commission may be up to 4.4% (for initial commissions) and 1.1% (for ongoing commission) dependent on the product provider and the specific product recommended. These payments apply to initial and additional investments. DMFS Financial Advisers will rebate commissions to 0% (not charged) as we are "fee-for-service" advisers (please refer to Financial Planning Advice Fee).

For any investments entered into after 1 July 2013 initial and ongoing commissions from the product provider are not paid to your adviser.

What kinds of financial products and services are you authorised to provide to me?

Adviser Service Fee Ongoing -The product provider deducts the fee from the account balance and pays this amount to Consultum. The amounts paid will depend on the investment value and will continue for the duration of your account. The below table illustrates our charges for ongoing service: Ongoing Agreed Fee is charged as per the table below based on Funds Under Management

Tiered Fee Structure	Fee
\$0 - \$600,000	1.10%
\$600,000 - \$1,000,000	0.77%
\$1,000,000 - \$2,000,000	0.55%
\$2,000,000 +	0.33%

Non IDPS term deposits that are managed by DMFS Financial Advisers attract a 0.33% dollar based fee on capital to the extent permitted by law.

Adviser Service Fee Once-Off - The product provider deducts a once-off fee for the services provided to you in relation to your account and pays this to Consultum. This fee may be up to 1.16%.

Financial Planning Advice Fee - You may be charged a fee, based on either the time we spend developing the plan. We charge an hourly and quote on the total cost of the Statement of Advice in our initial meeting. Our plan (Statement of Advice) based fees range from \$1,000 to \$10,000 and price varies depending on scope and complexity of your particular requirements.

Fixed Financial Planning Advice Fee Superannuation Consolidation	\$1,100 (\$275 per fund over three funds) – can nominate to be paid from superannuation fund if cash flow is a concern
Risk Insurance	Built into Premium (commission paid by insurance provider)
Investment Only Advice	\$1,650
Full Financial Planning Advice	\$2,200 - \$3,300 (time based)
Aged Care Advice	\$500 - \$5,000 (time based and quoted in initial meeting prior to engagement)
Direct Equities Purchases	\$100 or 0.77% upfront

Prices are inclusive of GST

Do any relationships or associations exist which might influence you in providing me with the financial services, other than what has already been outlined in the FSG?

No.