

Ascent Private Wealth Financial Services Guide



ACN 115 198 742 | Authorised Representative No: 328222

Version number: 18.01

PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited Financial Services Guide (FSG) dated 21 January 2020 and should be read in conjunction with Part One of our FSG dated 13 January 2020. Together these documents form the complete FSG

Ascent Private Wealth Pty Ltd ACN: 115 198 742 ATF Ascent Private Wealth Unit Trust ABN: 63 112 123 742 <trading as Ascent Private Wealth) is an Authorised Representative of Count Financial Limited (Count).

The individual(s) listed in this FSG are authorised by Count to provide personal advice through Ascent Private Wealth.

Our contact details:

Address: Suite 103, 12 Cato Street Hawthorn East VIC 3123

Phone: +61 3 9672 5111

Email: enquiries@ascentpw.com.au

Web: www.ascentpw.com.au

Mark O'Toole



Authorised Representative Number: 241866

Mark is an Authorised Representative of Count and a Managing Director / Founder of Ascent Private Wealth and receives salary and share of portfolio distribution payable.

Mark O'Toole has over 31 years' experience in the financial services industry and has been providing clients with financial advice for 28 years. He has outstanding experience in providing financial advice to high-net-worth people and families, including numerous listed company directors and executives from various firms and partners from multiple mid and upper level tier law firms. Mark successfully led the business and its clients through the peaks and troughs of a number of economic downturns, including the 2008 GFC and COVID-19 Global Pandemic in 2020.

Mark attained Master of Commerce from University of Western Sydney in 2002 and Diploma Financial Planning from Royal Melbourne Institute of Technology (RMIT) in 1996. He has been a Certified Financial Planner (CFP™). He is a member of the Financial Planning Association of Australia (FPA).

Mark has also attended The Stanford Graduate School of Business executive education program in California, USA, in February 2013. He was a Senior Financial Adviser at Deutsche Bank and was previously the inaugural company secretary and a director of the Australian Himalayan Foundation (public charity). Mark is also currently a trustee for the Sunrise Foundation.

Financial services and product types

Mark is authorised to provide advice in the following areas:

- Deposit and Payment Products
- Government Debentures, Stocks and Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Accounts Products
- Securities
- Superannuation

How to contact me: enquiries@ascentpw.com.au or +61 3 9672 5111

Daniel Lunardi



Authorised Representative Number: 1008936

Daniel is an Authorised Representative of Count and a Director of Ascent Private Wealth, and receives salary and share of profit distribution payable.

Daniel has 9 years of experience in financial planning industry and 6 years' experience in the provision of financial planning advice. He joined the Ascent Private Wealth team since February 2015.

Daniel has extensive experience in advice on SMSF and Estate Planning, Family Trusts, Testamentary Trust, risk management. He also has extensive experience with financial modelling and analysis of complex financial strategies.

Daniel attained Bachelor of Commerce (Finance) from Swinburne University of Technology in 2012. In 2015 and 2016 he attained the Diploma of Financial Planning and Advanced Diploma of Financial Planning from Monarch Institute. He has been a Certified Financial Planner (CFP™) since 2018.

Financial services and product types

Daniel is authorised to provide advice in the following areas:

- Deposit and Payment Products
- Government Debentures, Stocks and Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Accounts Products
- Securities
- Superannuation

How to contact me: enquiries@ascentpw.com.au or +61 3 9672 5111

Jingyi (Tracy) Wang



Authorised Representative Number: 1257484

Tracy is an Authorised Representative of Count and an employee of Ascent Private Wealth, and receives a salary.

Tracy has 8 years of experience in the financial services and accounting, and has been assisting the senior advisers in providing clients with financial advice for more than three years. Tracy joined Ascent Private Wealth in April 2015 and has extensive academic qualifications, including a Bachelor of Economics (Finance) in 2009, a Master of Commerce (Accounting) from University of Sydney in 2011 and a Master of Business in Finance from University of Sydney Technology in 2012. She has completed her Advanced Diploma in Financial Planning in 2019.

Tracy has exceptional technical skills in financial modelling and an advanced knowledge of financial planning, including superannuation, insurance, taxation, estate planning, etc. She also has contributed her outstanding skills and knowledge in the investment research that underpins the investment philosophy of the business. In the meantime, Tracy is the Compliance Officer of the Ascent Private Wealth team, ensuring the business and all authorised representatives are compliant with the FASEA standards and all applicable laws. Tracy is also an Associate member of Financial Planning Association of Australia Limited (FPA) and an Associate member of Financial Services Institute of Australasia (FINSIA).

Financial services and product types

Tracy is authorised to provide advice in the following areas:

- Deposit and Payment Products
- Government Debentures, Stocks and Bonds
- Life Products
- Managed Investment Schemes
- Retirement Savings Accounts Products
- Securities
- Superannuation

How to contact me: enquiries@ascentpw.com.au or +61 3 9672 5111

Initial consultation

At our expense (complimentary)

Advice preparation

Prior to the provision of personal advice we will agree upon a preferred payment option for both parties. Below is a summary of our fees if you elect to pay us a fee for our services. All fees are inclusive of GST. We will inform you of the exact fee payable promptly in writing.

Service based charging

The fee for the preparation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is \$3,300 up to maximum of \$5,500 unless otherwise agreed. For example, complex advice that contain multiple goals, strategies and/or tax structures, including but not limited to self-managed superannuation fund, family trust, and company, are likely to be charged closer to the maximum, while less complex advice that addresses limited goals, strategies and tax structures are likely to be charged closer to the minimum. However, in particular scenarios with high level of complexity, the advice preparation fee may be greater than the maximum and up to \$20,000.

Borrowed funds

If we recommend you acquire investments using borrowed funds then we will not charge any advice preparation fee but an implementation fee may apply (see the 'Implementation fee' disclosed below).

If you decide not to implement our recommendations, the fee for the preparation of the statement of advice will be a minimum of \$330 and a maximum of \$10,000.

Implementation fee

In the majority of cases, the implementation of our advice is complimentary. However, in certain scenarios, the following implementation fee may apply (all fees are GST inclusive):

- **Portfolios less than \$100,000:**
Implementation fee of between \$330 and \$3,300
- **Portfolios between \$100,000 - \$300,000:**
Implementation fee of between \$2,200 and \$7,700
- **Portfolios in excess of \$300,000:**
Implementation fee of between \$5,500 and \$20,000

The fees will depend on the size of the investment portfolio and the complexity of the advice. In these instances, we will inform you of the exact fee payable promptly in writing.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

Borrowed funds

If we recommend you acquire investments using borrowed funds then an implementation fee between \$330 and \$10,000 (incl. GST) may apply. we will inform you of the exact fee payable promptly in writing.

Ongoing service fees

Our ongoing advice fees vary depending on scope and complexity and range from \$4,400 p.a. plus 0.35% of funds under management each year to \$20,000 p.a. (incl. GST) unless otherwise agreed. The exact cost of the ongoing review service will depend on the review offering we recommend. The actual fee will be quote per plan and per ongoing service agreement. However, in certain complex scenarios, such as but not limited to the use of trust and ownership structure, SMSF executive share plans, multiple investment entities, the ongoing services fees may be higher than the maximum, which is subject to the size of the portfolio under management. This will be disclosed within the Ongoing Service Agreement we provide to you.

We will recommend an appropriate review package of services in light of your circumstances. We also have tailored review services that are available upon request.

If you elect our ongoing review services, the ongoing service fee is based on the complexity of ongoing advice and services provided. You will be able to access to our highly reputed process, which can include up to three client-centric review meetings per year, ten (10) key deliverable, comprehensive financial monitoring process and access to our bespoke Ascent Private Wealth Tailored Portfolio.

Should you require any additional services outside of any agreement between you and your adviser, an amount of up to \$440 per hour (incl. GST) may be applied.

Borrowed funds

For investing with borrowed funds, the dollar-based component of the fee will apply but we do not charge a percentage fee on investing with borrowed funds.

Ad hoc advice and supplementary service fees

Ad hoc advice

Where you do not wish to participate in an Ongoing Services Agreement but require ongoing advice on and hoc basis, and/or advice outside the scope of an existing agreement, a time basis fee may apply as below:

- Principal - \$440 per hour
- Associate Adviser - \$330 per hour
- Paraplanner and other Support Staff - \$220 per hour

Supplementary Services

For supplementary services, such as the provision of general research material, or the completion of administrative tasks, a time basis fee may apply as below:

- Principal - \$440 per hour
- Associate Adviser - \$330 per hour
- Paraplanner and other Support Staff - \$220 per hour

All fees are GST inclusive.

Non-advisory implementation fees

We provide a financial service to facilitate buying or selling of a specific financial product as instructed by you. If we assist you on an execution only basis (ie where you have been offered and declined advice), a fee starting from \$165 and up to \$330 (incl. GST) may be applied.

Referral arrangement

We do not have a referral arrangement in place. If you have been referred to us by a third party and you use our services, we will not receive any benefit from the third party.

We may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person we have suggested, but where you do, we do not receive any referral fee or other benefit from the business transacted on your behalf.
