

FINANCIAL SERVICES GUIDE

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CONTENTS

Information about EP Financial Services Pty Ltd and your Adviser.....	4	Specialist Investment Services	10
Purpose and content of the Financial Services Guide (“FSG”).....	4	Non-Discretionary Services.....	10
Statement of Advice	4	Managed Discretionary Account (MDA) Service	11
Product Disclosure Statement	5	Elston Platinum Discretionary Service.....	12
Financial Services Available.....	5	Elston Investment Discretionary Service	14
Specialist Strategic Advice Services.....	5	Additional explanation of fees and costs.....	16
Payments to Elston for the services provided.....	5	Ongoing Service fee	16
Implementation fee	6	Performance fees	16
Ongoing Service fee	6	Indirect Costs	16
Performance fee	6	Adviser Remuneration.....	16
Investment fees.....	6	Advice fees.....	17
Other fees.....	6	Portfolio Service fees	17
Calculation of brokerage, commission and other charges	7	Investment Management fees.....	17
Life Risk Insurance Product fees	7	Minimum Portfolio Size	17
Remuneration or other benefits received by Elston representatives	7	Negotiated fees.....	17
Disclosure of fees in the SOA.....	8	Transaction fees.....	17
Fee Disclosure Statements (FDS).....	8	FEE CHANGES	17
RENEWAL NOTICE.....	8	Providing instructions to Elston	18
Associations and Relationships.....	8	Personal information.....	18
Compensation.....	9	Anti Money Laundering and Counter Terrorism Finance Act	18
		MAKING A COMPLAINT	18
		Worked Examples.....	19

INFORMATION ABOUT EP FINANCIAL SERVICES PTY LTD AND YOUR ADVISER

Our advisers are employed by Elston Private Wealth Pty Ltd and are authorised as representatives of EP Financial Services Pty Ltd ABN 52 130 772 495 Australian Financial Services Licence number 325252 ("AFSL"), a related entity within the Elston Group of Companies. We act on behalf of EP Financial Services Pty Ltd (Elston) and, as the authorising licensee, EP Financial Services Pty Ltd is responsible for the financial services we provide to you.

EP Financial Services Pty Ltd contact details are:

Elston

Level 5, 850 Ann Street
Fortitude Valley QLD 4006
GPO Box 2220
Brisbane Q 4001
Tel: 07 3211 9555
Email: epfs@elston.com.au

PURPOSE AND CONTENT OF THE FINANCIAL SERVICES GUIDE ("FSG")

This FSG is an important document which we are required to provide to you. This FSG is designed to inform you of items to consider before deciding whether to use our financial services. The FSG is designed to provide you with an understanding of what to expect from our relationship. The items covered by the FSG include:

- who we are and how we can be contacted;
- details of the financial products and services we are authorised to provide;
- information on remuneration paid to Elston and other relevant persons in relation to the services offered; and

- details on our complaints handling procedure and process.

If you choose to use any of our financial services and products, you may also receive other important documents. These documents may include a Statement of Advice (SOA) and Product Disclosure Statements (PDS).

STATEMENT OF ADVICE

When we give you personal advice, in most instances we will be required to provide you with an SOA. An SOA is normally provided to retail clients when personal advice is given. The SOA is designed to enable you to make an informed decision about whether to act on the personal advice received.

It will include (but is not limited to) statements and information in relation to:

- the scope of advice;
- the advice;
- the basis on which the advice was given;
- the identity of the person or person(s) advising you; and
- any remuneration, commissions, other benefits and conflicts of interest related to the provision of the advice.

On an ongoing basis, a Record of Advice (ROA) will be prepared instead of an SOA if there have been no significant changes in your personal circumstances and/or the basis of the advice has not significantly changed since your last SOA was provided. You have the right to request a copy of your ROA at any time.

PRODUCT DISCLOSURE STATEMENT

When we recommend a particular financial product (except for listed managed funds and securities), we are generally required to provide you with a PDS for that financial product. A PDS is an important document that sets out the significant features of a financial product, including its risks, benefits and costs (including any applicable fees). A PDS is designed to help you compare and make informed choices about financial products.

FINANCIAL SERVICES AVAILABLE

EP Financial Services Pty Ltd is licensed to provide financial product advice and deal in the following classes of financial products:

- basic deposit products;
- non-basic deposit products;
- non-cash payment products;
- derivatives;
- government issued debentures, stocks or bonds;
- life risk insurance;
- interests in managed investment schemes including investor directed portfolio services;
- managed discretionary account (“MDA”) services;
- retirement savings account products;
- securities;
- standard margin lending; and
- superannuation

to retail and wholesale clients.

Depending on the circumstances, our advice in relation to financial products may be:

- **General Advice:** this is advice which does not take into account your objectives, financial situation and needs. Documents will be issued with a warning that they contain only general advice. Before making an investment decision on the basis of general advice, you need to consider, with or without the assistance of your adviser, whether the advice is appropriate given your particular personal investment objectives, current financial situation and needs; and/or
- **Personal Advice:** this is advice which takes into account your objectives, financial situation and needs.

SPECIALIST STRATEGIC ADVICE SERVICES

Elston offers specialist strategic advice services that encompass amongst others:

- Pre-retirement planning
- Business sale and succession
- Wealth creation
- Agribusiness succession
- Retirement planning
- Family law
- Self Managed Superannuation
- Business succession risk funding
- Philanthropy
- Personal insurance

PAYMENTS TO ELSTON FOR THE SERVICES PROVIDED

Elston may charge fees for services and products it provides. Where we provide you with personal advice, detailed information about fees, commissions or other benefits will be contained in the SOA.

These fees may be charged for various services and products, and may include:

- account opening fee;
- plan preparation fees (these are charged on a case by case basis depending on the level of work involved and other relevant factors. The fee charged will be agreed with you prior to your adviser preparing the SOA);
- implementation fees;
- advice fee;
- performance fee;
- investment fees;
- administration fees;
- brokerage on share trades; and
- life risk insurance product fees.

All fees set out in the FSG are GST inclusive. We may recover from you any GST we are required to pay as a result of providing services to you.

A schedule of current rates that apply is available from your advisor. Any fee charged will be agreed with you prior to being billed.

IMPLEMENTATION FEE

A one-off implementation fee may apply when assets are first invested in securities or other non-cash assets on your behalf.

The implementation fee can be a percentage of the amount invested, a flat dollar fee and/or an hourly rate. Any fee applicable will be agreed with you prior to being charged.

ONGOING SERVICE FEE

Ongoing fees may be charges at an hourly rate, a flat fee or a fee based on a percentage of assets under management. These fees may

be bundled together into a service option or charged separately. Any Ongoing Service Fee will be disclosed and agreed with you.

PERFORMANCE FEE

Where a performance fee applies, both the Absolute and Benchmarked Performance Fees are calculated as a percentage of any out-performance. Calculations of performance fees can be discussed with your Adviser.

INVESTMENT FEES

If your application for securities is a new issue, privatisation or float, is stamped by us and is successful, we receive a lodgement fee from the relevant company or issuer. Lodgement fees are generally calculated on the basis of a percentage of funds invested. This also applies in relation to applications for units in managed funds (eg equity trusts). Any lodgement or other fees payable to us will be disclosed in the offer document for the issue.

If you invested in an investment product we recommended to you prior to 1 July 2013, Elston may receive fees and/or commissions based on the value of your holding, from the product issuer. Typically, these amounts are a percentage of funds under management and are payable out of the issuer's own resources.

OTHER FEES

In some cases, you may be charged additional fees such as a fee for portfolio cost base reconstruction. The fee will be agreed with you prior to it being charged.

CALCULATION OF BROKERAGE AND RELATED FEES

You will be charged brokerage fee or transaction fee for each security transaction we execute or arrange on your behalf. Payments from you are to be by electronic payment or cheque. Elston is unable to accept or pay cash. Brokerage is calculated as a percentage of the total dollar value of the securities purchased or sold on your behalf. Brokerage rates are negotiable with each client and are subject to a minimum brokerage charge of \$138.

For a purchase, the brokerage fee or transaction fee is added to the consideration payable for that transaction. For a sale, the brokerage fee or transaction fee is deducted from your gross proceeds. All these amounts are specified on the confirmation of sale or purchase.

If you fail to settle a purchase or sale by the time and date shown on the confirmation you will also be charged fail fees of \$55 and any other applicable ASX fees. Fail fees are charged on the settlement date, and on each day after the settlement date, while settlement remains outstanding.

You may also be charged any Third Party Provider charges in relation to execution, clearing and settlement of ASX transactions. You can request details of these from your adviser.

LIFE RISK INSURANCE PRODUCT FEES

Elston may receive initial or ongoing commission from the provider of a particular insurance product paid directly from the provider. For life insurance products, commissions (initial and/or ongoing) are included in the amount you pay for the product—called the premium. The rate varies depending on the product and the provider. We may receive an initial commission up to 77% (GST inclusive) of the premium and ongoing commissions up to 35% (GST inclusive) for existing policies and 22% (inclusive of GST) of the premium after year 1 of the policy for any new policies. The commissions received may be an addition to other fees listed in this FSG.*

REMUNERATION OR OTHER BENEFITS RECEIVED BY ELSTON REPRESENTATIVES

Our representatives are salaried employees. Representatives (including directors) may be eligible to receive bonuses and other benefits from us. The bonuses and benefits will be determined by meeting various quantitative and qualitative targets. Details of any related remuneration or commissions that the employees and directors may receive in relation to the advice provided to you will be included in the SOA given to you when providing that personal advice.

From 1 January 2020 Upfront Commissions will be limited to 60% of premium paid.

Our employees may receive non-monetary benefits from product providers and other similar parties in specific circumstances such as:

- Where the amount is less than \$300 and identical or similar benefits are not given on a frequent basis;
- The benefit has a genuine education or training purpose (including attendance to conferences) and is relevant to providing financial product advice; and/or
- The benefit consists of the provision of information technology software or support and is related to the provision of financial product advice in relation to the financial products issued or sold by the benefit provider.

Payments or benefits received with a value of more than \$100 are recorded on a Register, which is available upon request. If you wish to inspect this Register please ask your adviser or contact us.

DISCLOSURE OF FEES IN THE SOA

Where the amount of Elston's remuneration, (including commission or other benefits) payable to Elston, its employees, directors or associates ("Fees") cannot be ascertained at the time we give you this FSG, we will provide you with the following information at the time we give you personal advice (by way of an SOA or otherwise):

- the amount of the Fees if the Fees are able to be calculated at the time we give you personal advice; or
- the manner in which the Fees are to be calculated if the Fees are not calculable at the time we give you personal advice.

FEE DISCLOSURE STATEMENTS (FDS)

A FDS is a statement setting out any ongoing fees we have received from you over the preceding 12 months, the services you were entitled to receive and the services you have received.

You may receive multiple FDS's if you have multiple financial products or financial products held in different names.

If you are paying ongoing advice fees to us you will receive a FDS at least once every year.

RENEWAL NOTICE

We are required to renew any ongoing fee arrangements with you every two years. This may happen more frequently, for instance during your annual review.

ASSOCIATIONS AND RELATIONSHIPS

When we recommend products to you, we do so on the basis of research either conducted by us or by third party service providers. We currently have an arrangement in place with Morningstar for the provision of research.

Elston will arrange for brokerage and execution services to be provided to you through UBS Securities Australia Ltd. Fees and charges paid to UBS for providing this service will be paid from the amounts we charge you under the brokerage agreements and are not an additional expense to you.

In some instances Elston will use the services of brokers to execute trades where a service fee is charged in lieu of brokerage. In these circumstances the fee will not be disclosed on a contract note but will be shown as a separate item on your transaction statement.

Eg. 10,000 shares are purchased and the broker charges a fee of \$1,000. The number of shares allocated to your portfolio is 1000. The transaction fee you will be charged is \$100.

Elston has outsourced the portfolio management and execution services for the managed discretionary accounts to Elston Asset Management Pty Ltd (a related party in the Elston Group). Any fees paid or associated with this service are not additional fees, but rather included in the Ongoing Service fee.

Elston has appointed an external custodian in relation to managed portfolios (discretionary and non-discretionary) to hold unlisted managed investment schemes. This external custodian is Mainstream Fund Service Pty Ltd ACN 118 902 891 (Mainstream BPO). If you have any questions around the assets held by Mainstream on your behalf, please contact Elston.

Mainstream is a licensed Custodian AFSL 303253, Level 1, 51 -5 Pitt Street, Sydney NSW 2000, 1300 133 451.

Elston has an investment option under some platform providers such as Macquarie Wrap, Netwealth and HUB24, if you invest in any of the Elston options your adviser will disclose any fees that Elston are eligible to receive as part of this arrangement.

COMPENSATION

EP Financial Services Pty Ltd makes all reasonable steps to maintain professional indemnity and fraud insurance that meets the requirements for compensation arrangements under section 912B of the Corporations Act 2001 (Cth).

SPECIALIST INVESTMENT SERVICES

Elston offers four specialist investment management services:

Non-Discretionary Services

1. Platinum ND
2. Investment ND

A minimum portfolio size of \$500,000 applies for the Platinum ND Service and \$300,000 for the Investment ND Service. The fees we charge for these Services are as follows:

Scale	Platinum Non-Discretionary	Investment Non-Discretionary
\$0 - \$500,000	1.76% + Brokerage	1.24% + Brokerage
\$500,001 - \$1,500,000	1.10% + Brokerage	0.80% + Brokerage
\$1,500,001 - \$5,000,000	0.88% + Brokerage	0.61% + Brokerage
\$5,000,000+	0.55% + Brokerage	0.44% + Brokerage

All fees include GST

Managed Discretionary Account Services

1. Platinum Discretionary
2. Investment Discretionary

Discretionary Services				
Service	Portfolio Reporting	Portfolio Management	Investment Advice	Strategic Advice
Platinum A (Absolute)	●	●	●	●
Platinum AB (Absolute B)	●	●	●	●
Platinum R (Relative)	●	●	●	●
Platinum Advice	●	●	●	●
Platinum P (Performance)	●	●	●	●
Investment A (Absolute)	●	●	●	
Investment R (Relative)	●	●	●	
Investment Advice	●	●	●	
Investment P (Performance)	●	●	●	

¹ Fees for the Discretionary Services are detailed on the following pages.

*Ongoing Service Fee includes the advice fees for investment management, portfolio management and an administration, reporting and analysis charge. Minimum Portfolio Size applies.

**For services that do not attract brokerage there is a Minimum Transaction Fee of \$24.75 that applies to each purchase or sale with a consideration of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3 basis points (0.03%) applies to the consideration over and above \$33,333.33 in addition to the \$24.75 fee.

MANAGED DISCRETIONARY ACCOUNT (MDA) SERVICE

EP Financial Services Pty Ltd is licensed to operate Managed Discretionary Account (MDA) services on behalf of clients. An MDA Service is a service where the licensee acts with discretion over the investment portfolio within agreed parameters.

If you choose to participate in the MDA Service then the law requires that you enter into an MDA contract before any MDA services can be provided. Allowing EP Financial Services Pty Ltd to operate an MDA service on your behalf involves inherent risks. These risks are attributable to the investment itself and to the performance by EP Financial Services Pty Ltd, and its representatives, of their obligations under the MDA contract.

Your Adviser will provide a relevant investment program as part of the contract and transactions will only be conducted on your behalf in line with the recommended investment strategy.

- the investment program will contain information on:
- the nature and scope of the discretions that Elston will be authorised and required to exercise;
- any risks associated with the MDA contract;
- the basis on which the MDA contract is considered to be suitable for you; and
- warnings that the MDA contract:
 - > may not be suitable for the client if the client has provided limited or inaccurate information about their relevant circumstances; and
 - > may cease to be suitable if the client's relevant circumstances change.

Under the MDA agreement transactions can be undertaken on your behalf, but you may also give us specific instructions on how to deal with

various transactions/products via telephone, written request or email. As a subscriber to the MDA service you also receive quarterly reporting detailing any transactions undertaken and their associated costs. All listed securities held will be in the name of the client. If any of the portfolio is invested in unlisted managed investment schemes, these will be held by an external custodian. The external custodian appointed to hold unlisted managed investment schemes is Mainstream Fund Service Pty Ltd ACN 118 902891 (Mainstream BPO).

Elston uses related parties and external entities to provide some of the functions required to operate the managed discretionary services. These outsourced functions include investment management by Elston Asset Management Pty Ltd and UBS executes trading and settlement of on market securities transactions. These providers are continually monitored by Elston at board level.

Elston does not exercise voting rights attached to securities that you own under the MDA service on your behalf unless you notify us of your election. If you wish to take up your voting rights in respect to any of your securities please contact your adviser and the appropriate elections can be made on your behalf.

This information complies with ASIC Corporations (Managed Discretionary Account Services) Instrument 2016/968.

MANAGED DISCRETIONARY ACCOUNT SERVICE FEES

This document shows fees and other costs that you may be charged when engaging the Elston Managed discretionary account services. These fees and costs may be deducted from your portfolio.

You should read all the information about fees and costs because it is important to understand their impact on your portfolio*.

**The Australian Securities and Investments Commission (ASIC) requires us to set out the fees you may be charged under our MDA services in a standard format so as to enable you to compare similar services.*

Elston Platinum Discretionary Service

Fees that are charged to your Elston Portfolio

Type of fee or cost	Amount	How/when paid
Establishment fee <i>The fee to open your investment</i>	Nil ¹	N/A
Contribution fee <i>The fee on each amount contributed to your investment</i>	Nil ¹	N/A
Withdrawal fee <i>The fee on each amount you take out of your investment</i>	Nil	N/A
Exit fee <i>The fee to close your investment</i>	Nil	N/A

Type of fee/cost	Fee Option	Amount	How/when paid
Ongoing Service fees <i>The annual fees for providing ongoing advice, managing your investment and administering your portfolio.</i>	Platinum - A	A tiered ongoing service fee as follows: Less than \$500K 1.65% \$500K - less than \$1.5M 0.66% \$1.5M - less than \$5M 0.44% Over \$5M 0.22% Plus a flat performance fee of 11% of absolute portfolio return.	Ongoing service fees are deducted directly from portfolio cash - monthly ² Performance fees are deducted directly from portfolio cash - semi annually ³
	Platinum - AB	A tiered ongoing service fee as follows: Less than \$500K 1.76% \$500K - less than \$1.5M 1.10% \$1.5M - less than \$5M 0.88% Over \$5M 0.55% Plus a flat performance fee of 5.5% of absolute portfolio return.	Ongoing service fees are deducted directly from portfolio cash - monthly ² Performance fees are deducted directly from portfolio cash - semi annually ³
	Platinum - R	A tiered ongoing service fee as follows: Less than \$500K 1.76% \$500K - less than \$1,500K 1.10% \$1.5M - less than \$5M 0.88% Over \$5M 0.55% Plus a performance fee of up to 22% of portfolio performance above the relevant benchmark.	Ongoing service fees are deducted directly from portfolio cash - monthly ² Performance fees are deducted directly from portfolio cash - semi annually ³
	Platinum - Advice	A tiered ongoing service fee as follows: Less than \$500K 2.09% \$500K - less than \$1.5M 1.54% \$1.5M - less than \$5M 1.21% Over \$5M 0.88%	Ongoing service fees are deducted directly from portfolio cash - monthly ²

Type of fee/cost	Fee Option	Amount	How/when paid
	Platinum - P	A scaled performance fee levied on absolute portfolio performance as follows: PFV ¹ less than \$1m - 22% PFV ¹ \$1m or over - 16.50% Plus a flat portfolio service fee of \$2,600 per annum.	"Performance fees are deducted directly from portfolio cash - semi annually ³ Portfolio Service Fees are deducted directly from portfolio cash - monthly ⁴ "
Ongoing Service fees <i>The fees for providing ongoing advice, managing your investment and administering your portfolio.</i>	Administration Fees	A flat fee of \$35 per month for portfolio reporting, mailing house and corporate actions handling is included in the tiered ongoing service fee.	
	Investment Management Fees	An investment management fee for the ongoing management of your portfolio is included in the tiered ongoing service fee. This is calculated as 20% of the tiered ongoing service fee less the administration fee. This fee is paid to Elston Asset Management.	
Transaction Fees	All Options	Min \$24.75 for each purchase or sale*	Deducted from sale proceeds or added to purchase amount at the time of the transaction

Service fees

Switching fee <i>The fee for changing investment options</i>		Nil	N/A
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¹ Whilst not an Establishment or Contribution fee Elston usually charges an implementation fee where you have been provided strategic advice which can be deducted from your Elston Platinum Discretionary portfolio at inception.

² Ongoing Service fees are calculated and deducted monthly in arrears.

³ Performance fees are calculated semi-annually on the 30th June and 31st December for the respective preceding period.

⁴ Portfolio Service Fees are calculated and deducted monthly in arrears. Any fee payable is deducted over 6 months starting in the quarter.

* Minimum transaction fee of \$24.75 applies to each purchase or sale with a consideration of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3.3 basis points (0.033%) applies to the consideration over \$33,333.33 in addition to the \$24.75 fee. Special Brokerage fees apply in some special transactions – see additional explanation for details.

¹ PFV (Performance Fee Value) is the current value of the Portfolio, being the value of the Portfolio as at the time for calculating the performance fee.

Elston Investment Discretionary Service

Fees when your money moves in or out of your Elston Portfolio

Type of fee or cost	Amount	How/when paid
Establishment fee <i>The fee to open your investment</i>	Nil ¹	N/A
Contribution fee <i>The fee on each amount contributed to your investment</i>	Nil ¹	N/A
Withdrawal fee <i>The fee on each amount you take out of your investment</i>	Nil	N/A
Exit fee <i>The fee to close your investment</i>	Nil	N/A

Type of fee/cost	Fee Option	Amount	How/when paid
Ongoing Service fees <i>The fees for providing ongoing advice, managing your investment and administrating your portfolio.</i>	Investment - A	A tiered ongoing service fee as follows: Less than \$500K 0.97% \$500K - less than \$1.5M 0.44% \$1.5M - less than \$5M 0.22% Over \$5M 0.11% Plus a flat performance fee of 5.5% of absolute portfolio return.	Ongoing service fees are deducted directly from portfolio cash - monthly ² Performance fees are deducted directly from portfolio cash - semi annually ³
	Investment - R	A tiered ongoing service fee as follows: Less than \$500K 0.70% \$500K - less than \$1.5M 0.64% \$1.5M - less than \$5M 0.44% Over \$5M 0.28% Plus a performance fee of up to 22% of portfolio performance above the relevant benchmark.	Ongoing service fees are deducted directly from portfolio cash - monthly ² Performance fees are deducted directly from portfolio cash - semi annually ³
	Investment - Advice	A tiered ongoing service fee as follows: Less than \$500K 1.24% \$500K - less than \$1.5M 0.80% \$1.5M - less than \$5M 0.61% Over \$5M 0.44%	Ongoing service fees are deducted directly from portfolio cash - monthly ²
	Investment - P	A scaled performance fee levied on absolute portfolio performance as follows: PFV ⁴ less than \$1m 11% PFV ⁴ \$1m or over 8.25% Plus a flat portfolio service fee of \$2,600 per annum.	Performance fees are deducted directly from portfolio cash - semi annually ³ Portfolio Service Fees are deducted directly from portfolio cash - monthly ⁴

Type of fee/cost	Fee Option	Amount	How/when paid
Ongoing Service fees <i>The fees for providing ongoing advice, managing your investment and administering your portfolio.</i>	Administration Fees	A flat fee of \$35 per month for portfolio reporting, mailing house and corporate actions handling is included in the tiered ongoing service fee.	
	Investment Management Fees	An investment management fee for the ongoing management of your portfolio is included in the tiered ongoing service fee. This is calculated as 35% of the tiered ongoing service fee less the administration fee. This fee is paid to Elston Asset Management.	
Transaction Fees	All Options	Min \$24.75 for each purchase or sale*	Deducted from sale proceeds or added to purchase amount at the time of the transaction

Service fees

Switching fee <i>The fee for changing investment options</i>		NIL	N/A
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¹ Whilst not an Establishment or Contribution fee Elston usually charges an implementation fee where you have been provided strategic advice which can be deducted from your Elston Platinum Discretionary portfolio at inception.

² Ongoing Service fees are calculated and deducted monthly in arrears.

³ Performance fees are calculated semi-annually on the 30th June and 31st December for the respective preceding period.

⁴ Portfolio Service Fees are calculated and deducted monthly in arrears. Any fee payable is deducted over 6 months starting in the quarter

* Minimum transaction fee of \$24.75 applies to each purchase or sale with a consideration of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3.3 basis points (0.033%) applies to the consideration over \$33,333.33 in addition to the \$24.75 fee. Special Brokerage fees apply in some special transactions – see additional explanation for details.

[†] PFV (Performance Fee Value) is the current value of the Portfolio, being the value of the Portfolio as at the time for calculating the performance fee.

Additional explanation of fees and costs

ONGOING SERVICE FEE

All Discretionary Services are subject to an ongoing service charge. This charge includes the advice fees for ongoing strategic advice and investment management, investment management fee and an administration, reporting and analysis charge.

PERFORMANCE FEES

Performance fees are charged on the Investment and Platinum Discretionary Services A, AB, R and P Options.

Absolute Performance

Performance fees are calculated on the absolute positive return on the portfolio. This means any return on the portfolio above 0% will be levied the agreed performance fee subject to the portfolio High Water Mark (HWM). The HWM for the portfolio is the value of the portfolio at the time a performance fee is payable plus any additional contributions to the portfolio, less any withdrawals, ongoing advice fees and administration fees. If the Portfolio value does not exceed the HWM in the relevant period no performance fee is payable. The HWM is perpetual, which means that it will not be changed or 'reset'.

Relative Performance

Performance fees are calculated on the relative performance of the portfolio measured against a benchmark. The benchmark is equal to the initial contribution to the portfolio multiplied by the return on the relevant composite market benchmark for the portfolio investment program adjusted for advice, administration fees, additions and withdrawals from your portfolio. After the first performance fee is charged the benchmark is the value of your portfolio

at the time the performance fee was paid adjusted for advice fees, performance fees and administration fees, additions and withdrawals from your portfolio. If at the end of a performance period the portfolio has a higher value than the benchmark a performance fee will be charged on the positive difference in value.

INDIRECT COSTS

The manager has at their discretion the ability to include specialist exchange traded funds, managed funds or listed investment companies in portfolios. Where these investments are employed there will be indirect costs incurred for the fees charged by the managers of these underlying products and the costs of investing in and disposing of these investments (buy/sell spread).

Whilst these charges are subject to change we estimate indirect management costs at any one time to be a minimum of 0% and maximum of 0.549% and indirect transaction costs to be a minimum of 0% and maximum of 0.210%. Please note that the actual indirect charges that may apply are determined by the inclusion of an underlying managed product in a portfolio and the weighting of that security in the portfolio.

ADVISER REMUNERATION

Advisers are salaried employees of Elston Private Wealth Pty Ltd. As salaried employees your Adviser does not directly receive any of the fees or charges charged by Elston. However, advisers are eligible to receive performance based payments from Elston. Elston pays a portion of its Profit to the advisory team bonus pool. Your adviser may receive performance-based payments from this pool. The proportion of the pool to which your adviser is entitled is determined by a number

of factors, based on a balanced scorecard approach. If your Adviser is a shareholder in Elston, they may also be entitled to a dividend from profits in addition to performance-based payments.

ADVICE FEES

Advice fees under the Discretionary Services may include investment advice, portfolio oversight and/or ongoing strategic advice and review services.

PORTFOLIO SERVICE FEES

Portfolio Service fees charged under the Investment - P and Platinum - P options include ongoing oversight of your investments, and an administration, reporting and analysis charge.

INVESTMENT MANAGEMENT FEES

Investment management fees are charged for individual proactive portfolio management by our team of experienced, professional, authorised fund managers. This fee is incorporated within the Ongoing service fee.

MINIMUM PORTFOLIO SIZE

A Minimum Portfolio Size of \$500,000 applies for the Platinum Discretionary Services.

The Minimum Portfolio Size applies an Ongoing Service Fee based on the \$500,000 which forms the Minimum Advice Fee. The following Minimum Advice Fees apply:

Platinum A: \$8,250
Platinum AB: \$8,800
Platinum R: \$8,800
Platinum Advice: \$10,450

A Minimum Portfolio Size of \$300,000 applies for Investment Discretionary Services.

The Minimum Portfolio Size applies an Ongoing Service Fee based on the \$300,000 which forms the Minimum Advice Fee. The following Minimum Advice Fees apply:

Investment A: \$2,910
Investment R: \$2,100
Investment Advice: \$3,720

NEGOTIATED FEES

Ongoing Service fees charged under each option (excluding the performance only options) may be negotiated with your adviser.

TRANSACTION FEES

Minimum transaction fee of \$24.75 applies to each purchase or sale with a consideration of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3.3 basis points (0.033%) applies to the consideration over \$33,333.33 in addition to the \$24.75 fee.

From time to time a special transaction is required which will incur an additional special brokerage fee. These transactions only apply where we source a specialist broker to achieve best execution. We are unable to estimate the brokerage fee incurred in advance but typically the additional fee would not be in excess of 0.30% of trade value.

FEE CHANGES

Elston may change the fees we charge you. If Elston changes its fees you will be notified in writing giving you at least one month notice before changes take effect.

PROVIDING INSTRUCTIONS TO ELSTON

You can give us instructions by telephone, mail, email, or other methods, as agreed with your adviser.

PERSONAL INFORMATION

Elston respects your right to the privacy of your personal information. Any personal information provided by you to Elston will be handled in accordance with our privacy policy. Our privacy policy details how we comply with the requirements of the Privacy Act 1988 (Cth) in the handling of your personal information.

A copy of that policy can be obtained by visiting the Elston website at www.elston.com.au

ANTI MONEY LAUNDERING AND COUNTER TERRORISM FINANCE ACT

As a financial service provider, we have an obligation under the Anti Money Laundering and Counter Terrorism Finance 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. We cannot provide you with services if you are unwilling to provide this information.

MAKING A COMPLAINT

Elston is committed to providing a high standard of client service and to maintaining our reputation for honesty and integrity. Elston acknowledges that you have the right to complain if you are dissatisfied with the service you receive from Elston. Elston is committed to the efficient and fair resolution of complaints.

If you have any complaint about the service provided to you, you should take the following steps:

- 1 Contact your adviser and tell your adviser about your complaint.

- 2 If your complaint is not resolved to your satisfaction within a reasonable time, please contact our Complaints Manager on (07) 3211 9555 or put your complaint in writing and send it to:

The Complaints Manager
EP Financial Services Pty Ltd
PO Box 2220, Brisbane Q 4001

or email to epfs@elston.com.au

- 3 If you are unhappy with our response to your complaint, you may raise the matter with the Australian Financial Complaints Authority ("AFCA"). Our AFCA membership number is 12781.

- 4 The AFCA toll free number is 1800 931 678 or write to:

AFCA
GPO Box 3,
Melbourne, VIC 3001
www.afca.org.au

WORKED EXAMPLES - PLATINUM DISCRETIONARY SERVICES

Platinum - A:

A tiered Ongoing Service Fee as follows:

Less than \$500K	1.65%
\$500K - less than \$1.5M	0.66%
\$1.5M - less than \$5M	0.44%
Over \$5M	0.22%

Plus a flat performance fee of up to 11% of absolute portfolio return.

Ongoing Service fees are calculated as at the last day of each month and deducted monthly in arrears.

Performance fees are calculated semi-annually and where payable, the fee is deducted over 6 months in equal monthly installments.

Example:

Gross Portfolio Value = \$1,000,000

Advice Fee = Less than \$500K at 1.65%, between \$500K and \$1M at 0.66%

Annual Advice Fee = $(\$500,000 \times 1.65\%) + (\$500,000 \times 0.66\%) = \$11,550$

Or for a 31 day month:

Monthly Advice Fee = $(\$500,000 \times 1.65\%) + (\$500,000 \times 0.66\%) \times 31/365 = \980.96 per 31 day month

Semi-annual Performance Fee of 11% (Including GST) of the total positive returns on the portfolio, subject to High Water Mark (HWM).

Example:

Semi-annual Performance Fee = $11\% \times (\text{Performance Fee Value} - \text{High Water Mark})$

Performance Fee Value (PFV) = \$1,025,000

High Water Mark (HWM) = \$1,000,000

Semi-annual Performance Fee = $11\% \times (\$1,025,000 - \$1,000,000) = \$2,750$

Assuming equivalent portfolio performance in the second half of the year the total performance fees charged for the full year would total \$5,500.

Platinum - AB:

A tiered Ongoing Service Fee as follows:

Less than \$500K	1.76%
\$500K - less than \$1.5M	1.10%
\$1.5M - less than \$5M	0.88%
Over \$5M	0.55%

Plus a flat performance fee of 5.5% of absolute portfolio return.

Ongoing Service fees are calculated as at the last day of each month and deducted monthly in arrears.

Performance fees are calculated semi-annually and where payable, the fee is deducted over 6 months in equal monthly installments.

Example:

Gross Portfolio Value = \$1,000,000

Advice Fee = Less than \$500K at 1.76%, between \$500K and \$1M at 1.10%

Annual Advice Fee = $(\$500,000 \times 1.76\%) + (\$500,000 \times 1.10\%) = \$14,300$

Or for a 31 day month:

Monthly Advice Fee = $(\$500,000 \times 1.76\%) + (\$500,000 \times 1.10\%) \times 31/365 = \$1,214.52$ per 31 day month

Semi-annual Performance Fee of 5.5% (Including GST) of the total positive returns on the portfolio, subject to High Water Mark (HWM).

Example:

Semi-annual Performance Fee = $5.5\% \times (\text{Performance Fee Value} - \text{High Water Mark})$

Performance Fee Value (PFV) = \$1,055,000

High Water Mark (HWM) = \$1,000,000

Semi-annual Performance Fee = $5.5\% \times (\$1,055,000 - \$1,000,000) = \$3,025$

Assuming equivalent portfolio performance in the second half of the year the total performance fees charged for the full year would total \$6,050.

Platinum - R:

A tiered Ongoing Service Fee as follows:

Less than \$500K	1.76%
\$500K - less than \$1.5M	1.10%
\$1.5M - less than \$5M	0.88%
Over \$5M	0.55%

Plus a relative performance fee of 22% of total return exceeding the benchmark value.

Ongoing Service fees are calculated as at the last day of each month and deducted monthly in arrears.

Performance fees are calculated semi-annually and where payable, the fee is deducted over 6 months in equal monthly installments.

Example:

Gross Portfolio Value = \$1,000,000

Advice Fee = Less than \$500K at 1.76%, between \$500K and \$1M at 1.10%

Annual Advice Fee = $(\$500,000 \times 1.76\%) + (\$500,000 \times 1.10\%) = \$14,300$

Or for a 31 day month:

Monthly Advice Fee = $(\$500,000 \times 1.76\%) + (\$500,000 \times 1.10\%) \times 31/365 = \$1,214.52$ per 31 day month

Semi-annual Performance Fee of 22% of the total returns on the portfolio that exceed the performance of the Benchmark Value (BV) of the portfolio.

Example:

Assume Portfolio Value at the time of calculating the performance fee exceeds the 'Benchmark Value'.

Semi-annual Performance Fee = $22\% \times (\text{Performance Fee Value} - \text{Benchmark Value})$

Performance Fee Value (PFV) = \$1,035,000

Benchmark Value (BV) = \$1,000,000

Semi-annual Performance Fee = $22\% \times (\$1,035,000 - \$1,000,000) = \$7,700$

Assuming equivalent portfolio performance in the second half of the year the total performance fees charged for the full year would total \$15,400.

Platinum - Advice:

A tiered Ongoing Service Fee as follows:

Less than \$500K	2.09%
\$500K - less than \$1.5M	1.54%
\$1.5M - less than \$5M	1.21%
Over \$5M	0.88%

Plus a relative performance fee of 22% of total return exceeding the benchmark value.

Ongoing Service fees are calculated as at the last day of each month and deducted monthly in arrears.

Example:

Gross Portfolio Value = \$1,000,000

Advice Fee = Less than \$500K at 2.09%, between \$500K and \$1M at 1.54%

Annual Advice Fee = $(\$500,000 \times 2.09\%) + (\$500,000 \times 1.54\%) = \$18,150$

Or for a 31 day month:

Monthly Advice Fee = $(\$500,000 \times 2.09\%) + (\$500,000 \times 1.54\%) \times 31/365 = \$1,541.51$ per 31 day month

Platinum - P:

Scaled Performance Fee (Inc. GST) of the total positive returns on the Portfolio, subject to High Water Mark as follows:

- Less than \$1,000,000 -22.0% of performance
- \$1,000,000 and over - 16.50% of performance

Performance fees are calculated semi-annually and where payable, the fee is deducted over 6 months in equal monthly installments.

Example:

Portfolio Value = \$1,050,000

High Water Mark = \$1,000,000

Semi-Annual Performance Fee = $(16.50\% \times (1,050,000 - 1,000,000)) = \$8,250$

Charged monthly for the six month period the fee = $\$8,250/6 = \$1,375$ per month

Assuming equivalent portfolio performance in the second half of the year the total performance fees charged for the full year would total \$16,500.

Special Brokerage Charge:

Special brokerage rate x trade value.

Minimum Transaction Fee of \$24.75 applies for the purchase or sale with a net consideration after the special brokerage fee has been applied of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3.3 basis points (0.033%) applies to the consideration over and above \$33,333.33 in addition to the \$24.75 fee.

Example:

Transaction Value = \$40,000

Special Brokerage Rate = 0.30%

Special Brokerage Fee = 0.30% * \$40,000 = \$120

Standard Transaction Fee = \$24.75 + (((\$40,000 - \$33,333.33) x 0.033%) = \$26.95

Total transaction fees = \$66.95

Transaction fees:

Minimum Transaction Fee of \$24.75 applies to each purchase or sale with a consideration of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3.3 basis points (0.033%) applies to the consideration over and above \$33,333.33 in addition to the \$24.75 fee.

Example:

Transaction Value = \$40,000

Transaction Fee Charged = \$24.75 + (((\$40,000 - \$33,333.33) x 0.033%) = \$26.95

Platinum - A:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
High Water Mark (HWM)				
HWM (Start of Period)	\$1,000,000.00	\$1,048,295.00	\$1,042,421.00	\$1,061,857.00
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees**	-\$5,956.50	-\$5,874.00	-\$5,989.50	-\$6,078.60
High Water Mark (End of Period)	\$994,043.50	\$1,042,420.79	\$1,036,431.29	\$1,055,778.84

Actual Portfolio Value - End of Period

Performance Fee Value (PFV)	\$1,055,000.00	\$1,030,000.00	\$1,065,000.00	\$1,092,000.00
Performance Above HWM	\$60,956.50	\$0.00	\$28,568.71	\$36,221.16
Performance Fee @ 11%	\$6,705.22	\$0.00	\$3,142.56	\$3,984.33
Adjusted High Water Mark***	\$1,048,294.79	\$1,042,420.79	\$1,061,857.44	\$1,088,015.67

* Starting HWM is equal to the Initial Contributions of the Investor

** Ongoing Service Fees are calculated based on assumed service fees of 1.65% and 0.66% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears.

*** High Water mark is reduced by Performance Fees

Platinum - AB:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
High Water Mark (HWM)				
HWM (Start of Period)	\$1,000,000.00	\$1,018,501.00	\$1,021,252.00	\$1,019,670.00
Plus Portfolio Additions	\$0.00	\$20,000.00	\$0.00	\$0.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees**	-\$7,260.00	-\$7,249.00	-\$7,260.00	-\$7,342.50
High Water Mark (End of Period)	\$992,740.00	\$1,021,251.70	\$1,013,991.70	\$1,002,327.04

Actual Portfolio Value - End of Period

Performance Fee Value (PFV)	\$1,020,000.00	\$1,018,000.00	\$1,020,000.00	\$1,035,000.00
Performance Above HWM	\$27,260.00	\$0.00	\$6,008.30	\$32,672.96
Performance Fee @ 5.5%	\$1,499.30	\$0.00	\$330.46	\$1,797.01
Adjusted High Water Mark***	\$1,018,500.70	\$1,021,251.70	\$1,019,669.54	\$1,033,202.99

* Starting HWM is equal to the Initial Contributions of the Investor

** Ongoing Service Fees are calculated based on assumed service fees of 1.76% and 1.10% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears.

*** High Water mark is reduced by Performance Fees

Platinum - R:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
Benchmark Value (BV)*				
BV (Start of Period)	\$1,000,000.00	\$1,052,178.47	\$1,008,498.40	\$1,081,099.87
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees**	-\$7,452.50	-\$7,205.00	-\$7,480.00	-\$7,810.00
High Water Mark (End of Period)	\$992,547.50	\$1,044,973.47	\$1,001,018.40	\$1,073,289.87
Benchmark Return	5.00%	-4.00%	8.00%	2.00%
Benchmark Value (End of Period)	\$1,042,174.88	\$1,003,174.53	\$1,081,099.87	\$1,094,755.67
Actual Portfolio Value - End of Period				
Performance Fee Value (PFV)	\$1,055,000.00	\$1,010,000.00	\$1,060,000.00	\$1,120,000.00
Performance Above HWM	\$12,825.13	\$6,825.47	\$0.00	\$25,244.33
Performance Fee @ 22%	\$2,821.53	\$1,501.60	\$0.00	\$5,553.75
Adjusted Benchmark Value***	\$1,052,178.47	\$1,008,498.40	\$1,081,099.87	\$1,114,446.25

* Starting BV is equal to the Initial Contributions of the Investor

** Ongoing Service Fees are calculated based on assumed service fees of 1.76% and 1.10% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears.

*** Benchmark Value is reduced by Performance Fees

Platinum - Advice:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
Portfolio Value (PV)*				
PV (Start of Period)	\$1,000,000.00	\$1,025,000.00	\$1,005,125.00	\$1,012,000.00
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees**	-\$9,267.50	-\$9,114.46	-\$9,167.40	-\$9,306.00
PV (End of Period)	\$990,732.50	\$1,015,885.54	\$995,957.60	\$1,002,694.00
Adjusted PV (Including Performance)	\$1,025,000.00	\$1,005,125.00	\$1,012,000.00	\$1,030,000.00

* Starting PV is equal to the Initial Contributions of the Investor

** Ongoing Service Fees are calculated based on assumed service fees of 2.09% and 1.54% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears.

Platinum - P:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
<i>High Water Mark (HWM)*</i>				
HWM (Start of Period)	\$1,000,000.00	\$1,027,014.00	\$1,025,714.00	\$1,028,771.08
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees **	-\$1,300.00	-\$1,300.00	-\$1,300.00	-\$1,300.00
High Water Mark (End of Period)	\$998,700.00	\$1,025,714.00	\$1,024,414.00	\$1,027,471.08
<i>Actual Portfolio Value - End of Period</i>				
Performance Fee Value (PFV)	\$1,035,000.00	\$1,015,000.00	\$1,030,000.00	\$1,075,000.00
Performance Above BV	\$36,300.00	\$0.00	\$5,586.00	\$47,528.92
Performance Fee***	\$7,986.00	\$0.00	\$1,228.92	\$10,456.36
Adjusted High Water Mark***	\$1,027,014.00	\$1,025,714.00	\$1,028,771.08	\$1,064,543.64

* Starting BV is equal to the Initial Contributions of the Investor

** Ongoing Service Fees are calculated based on assumed service fees of 1.54% and 1.29% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears.

*** Benchmark Value is reduced by Performance Fees

WORKED EXAMPLES - INVESTMENT DISCRETIONARY SERVICES

Investment - A:

A tiered Ongoing Service Fee as follows:

Less than \$500K	0.97%
\$500K - less than \$1.5M	0.44%
\$1.5M - less than \$5M	0.22%
Over \$5M	0.11%

Plus a flat performance fee of up to 5.5% of absolute portfolio return.

Ongoing Service fees are calculated as at the last day of each month and deducted monthly in arrears.

Performance fees are calculated semi-annually and where payable, the fee is deducted over 6 months in equal monthly installments.

Example:

Gross Portfolio Value = \$500,000

Advice Fee = Less than \$500K at 0.97%

Annual Advice Fee ($\$500,000 \times 0.97\%$) = \$4,850

Or for a 31 day month:

Monthly Advice Fee = ($\$500,000 \times 0.97\%$) $\times 31/365$ = \$411.92 per 31 day month

Example:

Semi-annual Performance Fee = $5.5\% \times (\text{Performance Fee Value} - \text{High Water Mark})$

Performance Fee Value (PFV) = \$525,000

High Water Mark (HWM) = \$500,000

Semi-annual Performance Fee = $5.5\% \times (\$525,000 - \$500,000)$ = \$1,375

Assuming equivalent portfolio performance in the second half of the year the total performance fees charged for the full year would total \$2,750.

Investment - R:

A tiered Ongoing Service Fee as follows:

Less than \$500K	0.70%
\$500K - less than \$1.5M	0.64%
\$1.5M - less than \$5M	0.44%
Over \$5M	0.28%

Plus a relative performance fee of 22% of total return exceeding the benchmark value.

Ongoing Service fees are calculated as at the last day of each month and deducted monthly in arrears.

Performance fees are calculated semi-annually and where payable, the fee is deducted over 6 months in equal monthly installments.

Example:

Gross Portfolio Value = \$500,000

Advice Fee = Less than \$500K at 0.70%

Annual Advice Fee ($\$500,000 \times 0.70\%$) = \$3,500

Or for a 31 day month:

Monthly Advice Fee = ($\$500,000 \times 0.70\%$) $\times 31/365$ = \$297.26 per 31 day month

Semi-annual Performance Fee of 22% of the total returns on the portfolio that exceed the performance of the Benchmark Value (BV) of the portfolio.

Example:

Assume Portfolio Value at the time of calculating the performance fee exceeds the 'Benchmark Value'.

Semi-annual Performance Fee = $22\% \times (\text{Performance Fee Value} - \text{Benchmark Value})$

Performance Fee Value (PFV) = \$515,000

Benchmark Value (BV) = \$500,000

Semi-annual Performance Fee = $22\% \times (\$515,000 - \$500,000)$ = \$3,300

Assuming equivalent portfolio performance in the second half of the year the total performance fees charged for the full year would total \$6,600

Investment - Advice:

A tiered Ongoing Service Fee as follows:

Less than \$500K	1.24%
\$500K - less than \$1.5M	0.80%
\$1.5M - less than \$5M	0.61%
Over \$5M	0.44%

Ongoing Service fees are calculated as at the last day of each month and deducted monthly in arrears.

Example:

Gross Portfolio Value = \$500,000

Advice Fee = Less than \$500K at 1.24%

Annual Advice Fee = ($\$500,000 \times 1.24\%$) = \$6,200

Or for a 31 day month:

Monthly Advice Fee = ($\$500,000 \times 1.24\%$) $\times 31/365$ = \$526.58 per 31 day month

Investment - P:

Scaled Performance Fee (Inc. GST) of the total positive returns on the Portfolio, subject to High Water Mark as follows:

- Less than \$1,000,000 – 11.00% of performance
- \$1,000,000 and over – 8.25% of performance

Performance fees are calculated semi-annually and where payable, the fee is deducted over 6 months in equal monthly installments.

Example:

Portfolio Value = \$825,000

High Water Mark = \$800,000

Semi-Annual Performance Fee = $(11\% \times (825,000 - 800,000))$ = \$2,750

Charged monthly for the six month period the fee = $\$2,750/6$ = \$458.33 per month

Assuming equivalent portfolio performance in the second half of the year the total performance fees charged for the full year would total \$5,500.

Special Brokerage Charge:

Special brokerage rate x trade value.

Minimum Transaction Fee of \$24.75 applies for the purchase or sale with a net consideration after the special brokerage fee has been applied of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3.3 basis points (0.033%) applies to the consideration over and above \$33,333.33 in addition to the \$24.75 fee.

Example:

Transaction Value = \$40,000

Special Brokerage Rate = 0.30%

Special Brokerage Fee = 0.30% * \$40,000 = \$120

Standard Transaction Fee = \$24.75 + (((\$40,000 - \$33,333.33) x 0.033%) = \$26.95

Total transaction fees = \$66.95

Transaction fees:

Minimum Transaction Fee of \$24.75 applies to each purchase or sale with a consideration of \$33,333.33 or less. For transactions over \$33,333.33 a transaction fee of 3.3 basis points (0.033%) applies to the consideration over and above \$33,333.33 in addition to the \$24.75 fee.

Example:

Transaction Value = \$40,000

Transaction Fee Charged = \$24.75 + (((\$40,000 - \$33,333.33) x 0.033%) = \$26.95

Investment - A:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
High Water Mark (HWM)				
HWM (Start of Period)	\$500,000.00	\$509,315.42	\$506,879.42	\$520,087.45
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees**	-\$2,447.00	-\$2,436.00	-\$2,471.20	-\$2,502.00
High Water Mark (End of Period)	\$497,553.00	\$506,879.42	\$504,408.22	\$517,585.45
Actual Portfolio Value - End of Period				
Performance Fee Value (PFV)	\$510,000.00	\$505,000.00	\$521,000.00	\$535,000.00
Performance Above HWM	\$12,447.00	\$0.00	\$16,591.79	\$17,414.55
Performance Fee @ 5.5%	\$684.59	\$0.00	\$912.55	\$957.80
Adjusted High Water Mark***	\$509,315.42	\$506,879.42	\$520,087.45	\$534,042.20

* Starting HWM is equal to the Initial Contributions of the Investor

** Ongoing Service Fees are calculated based on assumed service fees of 0.97% and 0.44% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears.

*** High Water mark is reduced by Performance Fees

Investment - R:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
Benchmark Value (BV)*				
BV (Start of Period)	\$500,000.00	\$524,577.27	\$512,110.98	\$551,051.62
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees**	-\$1,830.00	-\$1,798.00	-\$1,878.00	-\$1,974.00
High Water Mark (End of Period)	\$498,170.00	\$522,779.27	\$510,232.98	\$549,077.62
Benchmark Return	5.00%	-4.00%	8.00%	2.00%
Benchmark Value (End of Period)	\$523,078.50	\$501,868.10	\$551,051.62	\$560,059.17
Actual Portfolio Value - End of Period				
Performance Fee Value (PFV)	\$525,000.00	\$515,000.00	\$540,000.00	\$570,000.00
Performance Above HWM	\$1,921.50	\$13,131.90	\$0.00	\$9,940.83
Performance Fee @ 22%	\$422.73	\$2,889.02	\$0.00	\$2,186.98
Adjusted Benchmark Value***	\$524,577.27	\$512,110.98	\$551,051.62	\$567,813.02

* Starting BV is equal to the Initial Contributions of the Investor

** Ongoing Service Fees are calculated based on assumed service fees of 0.70% and 0.64% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears.

*** Benchmark Value is reduced by Performance Fees

Investment - Advice:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
Portfolio Value (PV)*				
PV (Start of Period)	\$500,000.00	\$505,000.00	\$510,000.00	\$522,000.00
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Ongoing Service Fees**	-\$3,120.00	-\$3,140.00	-\$3,188.00	-\$3,200.00
PV (End of Period)	\$496,880.00	\$501,860.00	\$506,812.00	\$518,800.00
Adjusted PV (Including Performance)	\$505,000.00	\$510,000.00	\$522,000.00	\$525,000.00

* Starting PV is equal to the Initial Contributions of the Investor

** Ongoing Service fees are calculated based on assumed service fees of 1.24% and 0.80% and calculated on the PFV of the portfolio for the purpose of this example. Actual ongoing service fees are deducted monthly in arrears

Investment - P:

	Semi Annual Period 1	Semi Annual Period 2	Semi Annual Period 3	Semi Annual Period 4
High Water Mark (HWM)*				
HWM (Start of Period)	\$500,000.00	\$504,752.00	\$503,452.00	\$518,926.72
Plus Portfolio Additions	\$0.00	\$10,000.00	\$0.00	\$10,000.00
Less Portfolio Withdrawals	\$0.00	-\$10,000.00	\$0.00	-\$10,000.00
Less Portfolio Service Fees**	-\$1,300.00	-\$1,300.00	-\$1,300.00	-\$1,300.00
High Water Mark (End of Period)	\$498,700.00	\$503,452.00	\$502,152.00	\$517,626.72
Actual Portfolio Value - End of Period				
Performance Fee Value (PFV)	\$505,500.00	\$500,000.00	\$521,000.00	\$535,000.00
Performance Above HWM	\$6,800.00	\$0.00	\$18,848.00	\$17,373.28
Performance Fee***	\$748.00	\$0.00	\$2,073.28	\$1,911.06
Adjusted High Water Mark***	\$504,752.00	\$503,452.00	\$518,926.72	\$533,088.94

* Starting HWM is equal to the Initial Contributions of the Investor

** Portfolio Service fees are calculated at a flat rate of \$2,600 per annum, deducted monthly in arrears.

***The Performance Fee is calculated as follows: (11% x (PFV (<\$1M) - HWM), or 8.25% x (PFV (≥\$1M) - HWM)

****High Water mark is reduced by Performance Fees



Elston House, Level 5, 850 Ann Street
Fortitude Valley Qld 4006
GPO Box 2220, Brisbane Qld 4001
Toll Free: 1300 ELSTON
www.elston.com.au