Combined Credit Guide & Financial Services Guide

March 2016

This combined Credit Guide and Financial Services Guide (Guide) provides you with important information about:

- Yellow Brick Road Finance Pty Limited and its credit representatives; and
- Yellow Brick Road Wealth Management Pty Limited and its authorised representatives.

Those representatives (Wealth Managers) will provide you with the credit services and financial services described in this document.

This guide contains the following:

- Credit Guide;
- Financial Services Guide; and
- Our dispute resolution procedures.

Yellow Brick Road Finance Pty Limited Australian Credit Licence 393195. Yellow Brick Road Wealth Management Pty Limited Australian Financial Services Licence 323825.

This should be read in conjunction with a Wealth Manager Profile which will be provided by your Yellow Brick Road Wealth Manager.

Credit Guide

This is the Credit Guide (CG) of Yellow Brick Road Finance Pty Limited ACN 128 708 109, Australian Credit Licence 393195. We are licensed to arrange loans and leases under the National Consumer Credit Protection Act 2009.

About this Credit Guide

This Credit Guide is designed to assist you in deciding whether to use the services we offer.

Services we provide

We will provide you with information on a range of lenders and products. Once you have chosen a loan or lease that is suitable for you, we will help you to obtain an approval.

Our Associations and Relationships

Yellow Brick Road Finance is a wholly owned subsidiary of Yellow Brick Road Group Pty Limited.

We source finance from a panel of lenders. The lenders named below are the six lenders with whom we conduct the most business:

- YBR (Macquarie)
- ANZ
- NAB
- Commonwealth Bank
- Westpac
- ING Direct

Our Responsible Lending Obligations To You

We are obliged to ensure that any loan or principal increase to a loan we help you to obtain or any lease we help you enter is not unsuitable for you. To decide this, we may need to ask you some questions in order to assess whether the loan or lease is not unsuitable. The law requires us to:

- make reasonable enquiries about your requirements and objectives;
- make reasonable enquiries about your financial situation;
- take reasonable steps to verify that financial situation.

Credit will be unsuitable for you if at the time of the assessment, it is likely that at the time the credit is to be provided:

- you could not pay or could only pay with substantial hardship; or
- the credit will not meet your requirements or objectives.

For example, if you can only repay by selling your principal place of residence, it is presumed that the loan will cause substantial hardship unless the contrary is proved. For this reason we must ask you to provide a significant amount of information.

It is important that the information you provide us is accurate, complete and up to date, as if we proceed on incomplete or incorrect information, you may be in breach of your legal obligations to the lender.

We will provide you with a copy of our preliminary credit assessment of your application if you ask within seven years of when we provided assistance to you. This requirement is only triggered if we provide you with credit assistance.

Our Fees and Charges

Generally, no fees or charges are payable by you to us for our credit assistance. In some instances a fee for service may be required. Details of these fees will be set out in a credit quote.

However, you may be charged a lender's application fee, valuation fees and other fees associated with the loan. These fees are not charged by us and will be disclosed to you prior to submission of the credit application. Please note, however, that if a valuation is conducted and you ultimately choose not to proceed with the loan, you may be liable for the valuation fees.

Commissions

YBR and your broker may receive commissions from the lenders and lessors who provide finance for you. Your broker may also receive commission or other benefits from YBR or your lender or lessor. These fees are not payable by you. You may, on request, obtain information about a reasonable estimate of those commissions and benefits and how they are calculated.

Loyalty Bonuses

YBR may pay Loyalty Bonuses/Commissions to our credit representatives for referring to YBR Diversification Partners such as YBR Conveyancing. Loyalty Bonuses and Commissions may vary between 20% and 25% of professional fees rendered by the Diversification Partner. These fees are not payable by you. A YBR Diversification Partner is a service provider with a referral arrangement in place with YBR.

Referral Fees

We may pay a referral fee (i.e. commission) for third party referrals. Referrers may differ for different representatives. An example of a referrer would be a real estate agent or solicitor. This fee is not payable by you. This fee will be disclosed in the Credit Proposal Disclosure Document. You may on request obtain a reasonable estimate of the amount of commission and how it is calculated.

Yellow Brick Road Finance and your representative may also receive a benefit for referring you to other specialist service providers.

Our Dispute Resolution Procedures

Internal Dispute Resolution

If you are unhappy with our services, please contact us first by contacting our Complaints Manager on the following:

YBR Head Office (Complaints Manager)	
Telephone	02 8226 8212
Email	complaints@ybr.com.au
Fax	02 8226 8201
Post	GPO Box 5002, Sydney NSW 2001
Website	www.ybr.com.au

We will try to deal with your complaint within 45 days. If you want more information about our internal dispute resolution procedure, please contact us.

If you are unhappy with any decision or the handling of a complaint by us, you can refer your complaint to one of our external dispute resolution providers below. External dispute resolution is a free service established to provide you with an independent mechanism to resolve specific complaints.

For complaints, you can contact:

Credit and Investments Ombudsman Ltd (CIO)	
Telephone	1800 138 422
Email	info@cio.org.au
Fax	02 9273 8440
Post	PO Box A252 Sydney South NSW 1235
Website	www.cio.org.au

Things you should know

- You should ensure that you have approved finance, in writing from the lender, before entering a binding contract to purchase.
- It is important you understand your legal obligations under the loan, and the financial consequences. If you have any concerns, you should obtain independent legal and financial advice before you enter into a loan contract.
- We do not make any promises about the value or future prospects of any property you finance with us. You should always rely on your own enquiries.
- Before you accept your loan offer, make sure you read the credit contract carefully to understand full details of the loan. If you have any doubts, you should obtain independent legal and financial advice before you enter any loan contract.
- We represent lenders and have obligations to them, and in particular, to not provide any information we know is misleading or deceptive. We also have obligations under the law to report any fraud, forgery, or other illegal activities. Before using our services, it is important that you understand that we have these obligations to lenders and under the law.
- Yellow Brick Road Finance is required to have adequate arrangements in place to ensure you are not disadvantaged by any conflict of interest.

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Financial Services Guide

Level 11, 1 Chifley Square, Sydney NSW 2000 T 02 8226 8200 F 02 8226 8201 E info@ybr.com.au

This is the Financial Services Guide (FSG) of Yellow Brick Road Wealth Management Pty Limited ACN 128 650 037 Australian Financial Services Licence number 323825.

About this Financial Services Guide

This Guide may assist you in deciding whether to use the services we offer. It can help answer any questions about:

- Who we are and our contact details;
- The services we provide;
- Details of our associations and relationships;
- How we and your Wealth Manager are remunerated; and
- How we resolve complaints.

This FSG has been authorised for distribution by Yellow Brick Road Wealth Management who is the holder of Australian Financial Services License number 323825. Yellow Brick Road Wealth Management's contact details are on the back of this Guide.

Who provides the financial services described in this FSG?

The financial services described are provided by your Wealth Manager as an authorised representative of Yellow Brick Road Wealth Management.

Yellow Brick Road Wealth Management is responsible for the financial services offered in this FSG, and we do not act on behalf of any other person.

The services we offer

Depending on your Wealth Manager's authorisations, we can provide financial product advice and deal in the following products and services:

- Personal financial advice
- Basic and non-basic deposit products
- Managed investments
- Life insurance
- General insurance
- Retirement products
- Superannuation
- Margin loans
- Government debentures, and bonds
- Equities and Exchange Traded Funds

Documents you may receive

Before you invest in a financial product you will receive a Product Disclosure Statement (PDS) or other disclosure document issued by the product provider. It contains information about the product, including risks, benefits, features and fees payable. It is designed to help you make an informed decision about whether to invest.

If you receive personal financial advice from us you will be given a Statement of Advice (SoA). Personal financial advice takes into account your financial objectives, financial situation and financial needs. It includes the basis on which the advice is given and other relevant information such as fees and commissions.

If further advice is provided, a Record of Advice (RoA) will be prepared. If this is not the case, you may request a copy by contacting us. You are entitled to do this for a period of seven years from when the further advice was first provided to you.

How to instruct us

We will work with you to complete a 'Client Profile' which summarises your situation. We then create a SoA for you to consider and sign to acknowledge your agreement with the strategies and activities contained in our advice.

Advice Preparation Fees

We believe in a simple and transparent fee structure. The fees you pay to Yellow Brick Road Wealth Management will be determined by the service you select, the complexity of the advice and specific products you purchase.

There may be a fee for the preparation of your SoA. Fees may vary according to the complexity and scope of advice provided, with the exact fee disclosed prior to preparation.

Ongoing Advice/Service Fees

We may also charge an ongoing service fee for all personal investment advice given. The cost will depend on the agreement between you and your Wealth Manager. Before any work is undertaken, this fee and the payment options are provided in the SoA.

Life Insurance

Ongoing and upfront commissions may be received by Yellow Brick Road Wealth Management and your Wealth Manager for life insurance policies. These fees are based on commission rates which are currently up to 130% of the initial premium paid. This amount is paid by the insurance company and is not an additional cost to you.

This is calculated as a percentage of the annual premium paid. Depending on the insurance company, an ongoing commission of up to 30% may be payable. Details will be set out in the SoA provided.

Managed funds

Yellow Brick Road Wealth Management does not accept upfront commissions from managed fund investments for managed funds.

Referral Fees & Other Remuneration

Yellow Brick Road Wealth Management and your Wealth Manager may pay a referral fee for third party referrals. We may also receive a benefit for referring you to other specialist service providers. This fee will be disclosed in the SoA.

Yellow Brick Road Wealth Management and your Wealth Manager may also receive other benefits from product providers, such as hospitality, sponsorship to attend conferences and training within regulatory guidelines. The value of these benefits is currently unascertainable. Please ask if you would like particulars of possible benefits.

Fees for Other Services

From time to time you may require other services from us. We may charge you on an hourly rate or a price set. With respect to brokerage for ASX share transactions, you will be charged for the actual cost of share trading transactions, and depends on the broker used. These fees or brokerage will be disclosed in the SoA.

Interests, Associations and Relationships

Yellow Brick Road Wealth Management Pty Limited ACN 128 650 037, AFSL 323 825 is a wholly owned subsidiary of Yellow Brick Road Group Pty Limited ACN 124 415 194.

RetireRight Super is an Investor Directed Portfolio Service issued by MAP Funds Management Ltd ABN 85 011 061 831, AFSL No 240753 as Trustee for the Trustee for MAP Superannuation Plan Div II. ABN 71 603 157 863 and is distributed by Yellow Brick Road Wealth Management Pty Limited.

Wealth Pathway is a wholesale managed funds service issued by AUSMAQ Limited (ABN 53 062 527 575, AFSL 230684) and promoted by Yellow Brick Road Wealth Management Pty Limited.

Smarter Money is a managed investment scheme. Onevue RE Services Limited AFSL 223271 ABN 94 101 103 011 (the 'Responsible Entity') is the responsible entity of the Smarter Money Fund and is the issuer of the Smarter Money Fund Product Disclosure Statement (PDS). The Responsible Entity has appointed Smarter Money Investments Pty Limited ACN 153 555 867 authorised representative number 414337 ('SMI') as investment manager of the Smarter Money Fund. SMI is an authorised representative of Yellow Brick Road Investment Services Pty Limited ABN 86 003 990 627 AFSL 255016. SMI and Yellow Brick Road Investment Services are subsidiary companies of the Yellow Brick Road Group of companies.

How is your Wealth Manager remunerated?

All of our authorised representatives are remunerated by way of fee for service, salary, commission or a combination of these. Their remuneration is not linked to recommendations related to specific financial products.

Compensation Arrangements

Yellow Brick Road Wealth Management has professional indemnity insurance covering our products and services and meets the requirements for compensation arrangements under s912B of the Corporations Act 2001 (Cth).