

## FINANCIAL SERVICESGUIDE

AFSL 553554

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This Financial Services Guide (“FSG”) provides you with information about Archer Private Wealth Pty Ltd (“Archer Private Wealth”) to help you decide whether to use the financial services we provide.

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## Not independent

Archer Private Wealth (Australian Financial Services Licence 553554) are required by the regulator (ASIC) to state that we are not independent because we:

- a. May receive commissions for the advice we provide on life risk insurance products; and
- b. May receive fees as a percentage of the funds we manage as Investment Manager through our Managed Discretionary Account Services.

## Who we are and what we offer

Archer Private Wealth is a firm of highly experienced professionals providing a complete wealth management service to individuals, families, and management executives. We act as the trusted adviser for these clients and project manage a range of requirements such as:

- Investment advice and management
- Superannuation accumulation & pension planning
- Asset protection
- Asset structuring
- Estate planning
- Finance requirements
- Investment opportunities
- Succession planning
- Tax planning
- Portfolio administration

We also advise private businesses and listed corporates on:

- Business transactions - sales/purchase
- Business succession planning
- Employee benefits
- Corporate superannuation
- Capital solutions

## Our licence

1. This licence authorises Archer Private Wealth to carry on a financial services business to:
  - (a) provide financial product advice for the following classes of financial products:**
    - i. deposit and payment products limited to:
      - (A) basic deposit products;
      - (B) deposit products other than basic deposit products;
    - ii. debentures, stocks or bonds issued or proposed to be issued by a government;
    - iii. life products including:
      - (A) investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
      - (B) life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;
    - iv. interests in managed investment schemes including:
      - (A) investor directed portfolio services;
    - v. interests in managed investment schemes limited to:
      - (A) MDA services;
    - vi. retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997);
    - vii. securities;
    - viii. superannuation; and
    - ix. financial products limited to:
      - (A) miscellaneous financial investment products limited to MDA services.
  - (b) deal in a financial product by:**
    - i. issuing, applying for, acquiring, varying or disposing of a financial product in respect of the following classes of financial products:
      - (A) interests in managed investment schemes limited to:
        - (1) MDA services; and
      - (B) financial products limited to:
        - (1) miscellaneous financial investment products limited to MDA services;

- ii. applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of the following classes of products:
  - (C) deposit and payment products limited to:
    - (1) basic deposit products;
    - (2) deposit products other than basic deposit products;
  - (D) debentures, stocks or bonds issued or proposed to be issued by a government;
  - (E) life products including:
    - (1) investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
    - (2) life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;
  - (F) interests in managed investment schemes including:
    - (1) investor directed portfolio services;
  - (G) interests in managed investment schemes limited to:
    - (2) MDA services;
  - (H) retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997);
  - (I) securities;
  - (J) superannuation; and
  - (K) financial products limited to:
    - (1) miscellaneous financial investment products limited to MDA services;
  - and

**(c) provide the following custodial or depository services:**

- (i) operate custodial or depository services, other than investor directed portfolio services, to retail and wholesale clients.

## Disclosure documents and statements you will receive

When providing personal advice, we will give you a Statement of Advice (“SOA”). This document details the basis on which advice is given and any remuneration or benefits that we may receive. We will also include details of any matter that might have been capable of influencing us in providing the advice.

The SOA will include:

- Your current financial position
- Details of the recommendations
- Our basis for providing the recommendations
- Risks associated with the advice
- Benefits of the advice
- Costs to you of acting on our advice

Other documents you may receive include:

- Investment Documents – Managed Discretionary Account Contract, Investment Program, Product Disclosure Statement (“PDS”), and Investment Review.
- Record of Advice (“ROA”) – where we have provided an SOA and then make further recommendations related to but not substantially different to the initial advice, we will issue a written ROA document.

Where we have not taken your objectives, financial situation or needs into account, we may provide “general advice”. Accordingly, before acting on any such advice, you should consider its appropriateness having regard to your objectives, financial situation and needs.

If “general advice” relates to a particular product you should obtain a PDS relating to the product and consider that PDS before making any decisions about whether to acquire or dispose of the product.

## How you can instruct us

We will always act on your specific instructions in a timely and efficient manner. You can provide instructions to us verbally and in writing (mail, fax and email); however, we reserve the right to request written instructions where we consider it necessary.

## What you will pay for our advice

Archer Private Wealth operate a fee for service model where your fees are negotiated and based on the value that we can add to your situation. Fees will vary according to the products chosen and the level of advice required. The more complex the advice and service requirements, the higher the costs will be.

Our initial consultation is free and without obligation. Should you choose to work with us, you will pay one or both of the following:

- Financial Planning Advice fee: This fee is calculated relative to the level of work required and will be disclosed in the terms of engagement document prior to commencement.
- Portfolio Management fee: This is the amount paid for the investment management and the administration services for your investment portfolio. This may be a flat dollar amount or percentage fee based on the daily value of your investments as agreed with Archer Private Wealth. This fee typically ranges from 0.25% to 2.25% (exclusive of GST) of assets under management dependent upon the investments and services chosen (e.g. \$2,500 to \$22,500 on \$1,000,000 invested). These fees and costs are usually deducted from your investment portfolio.

Details of fees payable by you are fully disclosed in your Statement of Advice.



## Remuneration and other benefits which may be paid

Our employees are paid either a monthly salary or an hourly wage. They may also receive additional monetary or non-monetary benefits from us from time to time. All these benefits are paid by Archer Private Wealth, with no benefits sourced from product providers.

We do not split revenue with or pay dollar incentives to our referral sources. Referrals are given based on mutual benefit to each business.

In providing our services to you we may receive remuneration in one or more of the following forms:

- An asset-based fee calculated as 0.25% to 2.25% (GST exclusive) of investment funds (e.g. \$2,500 to \$22,500 on \$1,000,000 invested);
- Commissions from life insurance product transactions, including ongoing (trail) commissions. These may range from 0% to 60% in the first year (e.g. \$0 to \$600 on \$1,000 premium), and 0% to 20% each subsequent year (e.g. \$0 to \$200 on \$1,000 premium);
- Time based fees for providing specific services. This will be charged from \$150 to \$1,500 per hour; or
- Benefits from a product issuer such as technical assistance or other non-pecuniary support, such as training/education assistance.

## Interest in DASH Administration Services Pty Ltd

Lee Clarke, and associated entities, own 3.08% of the ordinary shares in DASH Technology Group Limited (ABN 93 603 824 835) ("DASH"), and own 2.88% of the preference shares in DASH.

In addition, employees of Archer Private Wealth own 0.66% of the ordinary shares in DASH.

## Our Managed Discretionary Account service (“MDA service”)

Archer Private Wealth is authorised to provide our MDA service to appropriate clients pursuant to a written MDA contract. The MDA service allows our clients to create a professionally managed direct investment portfolio without having to administer and transact themselves.

The service is provided by DASH Administration Services Pty Ltd (ABN 43 609 025 130, Authorised Representative number 001237411), a wholly owned subsidiary of DASH Technology Group Pty Ltd (ABN 93 603 824 835) of Level 3, 157 Walker St, North Sydney, NSW, 2060. Except where disclosed in an SOA, Archer Private Wealth bear the cost of these third-party providers and you do not pay any additional amounts for their services.

If your Investment Program includes investments in unlisted managed funds, these will be invested via uXchange Pty Ltd. uXchange is a related body corporate of DASH Investment Service and DASH Administration and has also been appointed by DASH Investment Service as an Authorised Representative under the DASH Investment Service AFSL. All relevant uXchange disclosure documents are available from [uxchange.com.au](http://uxchange.com.au).

For assets invested via uXchange, you will be the ultimate beneficial owner, and the legal owner will be the custodian appointed by the responsible entity of uXchange in accordance with the uXchange governing terms.

uXchange Pty Ltd (ABN 39 610 852 536, Authorised Representative No 001252548) is the administrator for uXchange (ARSN 618 455 673), which is an IDPS-like registered managed investment scheme.

The responsible entity for uXchange is Equity Trustees Limited (ABN 46 004 031 298, AFSL No 240975).

### **Common Questions regarding our MDA service**

Q. Are there any significant risks associated with investing through our MDA service?

A. We believe that the most significant risks have been addressed—your portfolio assets are either held directly in your name or the name of the entity you control (i.e. Family Trust, Self-Managed Superannuation Fund, Company etc.) or by a licensed custodian who must always maintain \$5,000,000 net tangible assets, as well as adequate professional indemnity and fraud insurances. The custodian is responsible for all transaction settlements, record keeping and portfolio administration. We also hold a similar professional indemnity insurance cover and have put in place systems and processes to ensure that your portfolio assets always remain safe and secure.

Like any investment, there will always be the risk of asset values falling due to normal market volatility. We engage professional asset consultants to ensure that this risk is managed appropriately. They are responsible for making all the buy/sell share recommendations and for the minimization of market volatility risks within your portfolio. We work with the asset consultants to manage your portfolio on a discretionary basis and can transact investments on your behalf within specified limits and risks parameters as detailed in your MDA contract.

Q. How does Archer Private Wealth provide us with instructions about corporate actions and communications relating to financial products in your MDA portfolio?

A. We will advise you directly of any significant changes concerning your MDA Portfolio. If you have specific instructions in the event of a corporate action, you must advise us in writing.

Q. Do clients have to enter a formal MDA contract with us before an MDA service can be provided?

A. Yes. We believe that the written contract best sets out the rights and responsibilities of all parties to the MDA service relationship.

Q. What will the MDA contract say about the specific investment program being offered?

A. Your MDA contract will include an investment program that has been prepared in accordance with Division 3 of Part 7.7 of the Corporations Act and it will include the following information:

- 1.The nature and scope of the discretions that we will be authorized and required to exercise;
- 2.Any significant risks associated with the MDA contract;
- 3.The basis on which the MDA contract is suitable for you;
- 4.Limitations relating to the MDA contract which you must consider before signing the MDA contract.

Q. Do any outsourcing arrangements apply to the MDA?

A. Yes. Archer Private Wealth may outsource certain functions of your MDA. We undertake detailed due diligence on all potential service providers, reviewing their internal and external processes, compliance arrangements and business continuity plans. We also test potential systems with non-client holdings for live functionality review purposes.

**Warning:**

- MDA services may not be suitable for you if you have provided limited or inaccurate information about your relevant circumstances; and
- May cease to be suitable if your relevant circumstances change.

## Privacy Statement – dealing with my personal information

Archer Private Wealth is committed to implementing and promoting a privacy policy which will ensure the privacy and security of your personal information. The personal information we hold is used solely for the purpose of managing your financial situation. This information is not released to any third party except as permitted by law and in accordance with the Privacy Act, and your instructions.

All information is held securely in a combination of online and paper files.

Archer Private Wealth abides by the National Privacy Principles established under the Privacy Amendment (Private Sector) Act 2001. A copy of our privacy policy can be provided to you upon request.

## Our complaints procedures

If you ever have a difficulty with our services, we will work with you to address and resolve your concerns. We have established a complaints resolution procedure to deal with issues quickly and fairly. You should contact your adviser in the first instance on 02 4925 3800.

We are a member of the Australian Financial Complaints Authority (AFCA), and we are legally obliged to refer any complaints we cannot resolve to that Scheme for independent resolution.

We can provide you with brochures regarding the Scheme on request.

Australian Financial Complaints Authority

GPO Box 3, Melbourne VIC 3001

Web: [www.afca.org.au](http://www.afca.org.au)

Phone 1800 931 678

## Professional Indemnity insurance

In accordance with Section 912B of the Corporations Act 2001, we have arrangements in place for compensating persons for loss or damage suffered because of breaches of our relevant obligations under the Act by the licensee or its representatives. These arrangements include maintaining appropriate Professional Indemnity insurance to cover us and our representatives for the services we provide. This includes claims relating to the conduct of representatives who no longer work for us but did so at the time of the relevant conduct.

## Notes

- This Financial Services Guide is designed to assist you in determining whether you wish to receive any of the services set out in it.
- This Financial Services Guide contains information about remuneration that may be paid to us and other relevant people in relation to the services offered.
- This Financial Services Guide contains information about how complaints against us will be handled.
- You can request a copy of any advice (e.g. Statement of Advice) we provide to you at any time up to seven years from the date it is last referred to. After this date, we reserve the right to archive or destroy these records.

Phone: 02 4925 3800

Newcastle: Level 2/28 Bolton Street Newcastle NSW 2300

Beecroft: 95a Beecroft Road Beecroft NSW 2119

Canberra: 14 11 National Circuit Barton ACT 2600

Cooma: 225 Sharp St Cooma NSW 2630

Email: [admin@archerpw.com.au](mailto:admin@archerpw.com.au)

[www.archerprivatewealth.com.au](http://www.archerprivatewealth.com.au)