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FIRST HEDGE PTY LTD

AFSL Number 507216

ABN 53 624 107 428

Financial Services Guide (FSG)

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This document comprises two sections which should be read in conjunction:

**Section 1 is the Licensee FSG and
Section 2 is the Representative Profile**

Not Independent

Generally, we provide personal advice in line with the Licensee's Approved Product and Services List (APSL) which may include financial products and services associated with the Licensee. We may receive commissions from life insurance products we recommend and non-monetary benefits such as training and educational seminars from product providers. For these reasons, we are not considered independent, impartial, or unbiased.

Section 1 – First Hedge Pty Ltd FSG

About this guide

This Financial Services Guide (FSG) is intended to provide you with information, prior to First Hedge providing you with a financial service. This FSG contains important information about:

- First Hedge Pty Ltd (Trading as Stewart Financial Services)
- The services we are authorised to provide to you.
- How we (and any other relevant parties) are remunerated.
- Details of any potential conflicts of interest.
- Details of our internal and external dispute resolution procedures, along with how you can access them.

Who is First Hedge Pty Ltd?

First Hedge Ltd is a financial services business which specialises in personal financial advice and portfolio management.

We hold an Australian Financial Services License (AFSL) that authorises us to operate a financial services business and provide you with financial advice and services. First Hedge Pty Ltd.'s AFSL number is 507 216.

We are committed to facilitating high quality advice and continued excellence in our service to you.

First Hedge Pty Ltd is responsible for the advice and financial services provided to you, including the distribution of this FSG.

The financial services that you receive from First hedge are provided by an adviser.

Why are we different?

Unlike most financial planning companies, we are not obligated to or have any connection with any product provider (financial institution, bank or insurance company). We consider it important to be able to offer professional, objective advice and where products are recommended, that we are free to recommend products that we feel best suit our clients' needs.

In the current investment environment, it proves to be professional in the marketplace to allow professional advice to be given to clients and to put their best interests first rather than company profits or products pushed from the big banks. Proving to be professional in the industry gives Angus Stewart a step up in the marketplace for advice. Angus specialises in creating bespoke client portfolios to match their goals and risk profile. He is attributed to using direct investments in Australian and International shares and also looks for alternative fund managers to complement his portfolios.

Who is my adviser?

Angus Stewart. Information about your adviser, including the services that can be provided, the costs to you for those services and the adviser's remuneration, is included in Section 2 of this FSG.

How we deliver financial services to you

We pride ourselves on our personalised solutions and service.

We will always start by getting to know you and understanding your situation. In order to ensure that the advice is appropriate to you we must make reasonable enquiries about your current financial situation and future needs.

If we give you personal financial advice then we will provide you with a Statement of Advice. In this Statement of Advice, we will:

- confirm our understanding of your goals and objectives
- go through each of our recommendations and explain how they help you achieve them
- explain any risks as well as our fees

If we provide further personal advice to you after we have issued an initial Statement of Advice and your circumstances have not significantly changed, we may provide the advice to you orally. We will also tell you about any fees or commissions and any associations with Financial Product Issuers or others who may have influenced that advice.

We will record these details in a Record of Advice and keep this for seven years after providing the advice to you. You can request a copy of that Record from your adviser.

Information you need to provide and your Privacy

We are required pursuant to the Corporations Act and certain regulations issued by the Australian Securities and Investments Commission to collect information about you for the purpose of providing you with the following services:

- Preparation of your Statement of Advice
- The provision of financial planning and risk insurance advice to you
- Making financial product recommendations
- Reviewing your investments and insurances
- Other activities as directed by you

You have the right to withhold personal information, but this may compromise the effectiveness and the appropriateness of the advice you receive.

We will from time to time disclose information about you to other professionals, insurance providers, superannuation trustees and product issuers in connection with the purposes detailed above.

In the event we consider it necessary to use or disclose information about you for purposes other than those detailed above or related purposes, we will seek your consent.

We are also required, pursuant to the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF) and its corresponding rules and regulations, to implement certain client identification processes. We may be required to obtain information about you at the time of providing financial services to you and from time to time in order to meet our legal obligations. We have certain reporting obligations pursuant to the AML/CTF Act, and information obtained from or about you may be provided to external third parties and regulators in accordance with the requirements imposed on us.

Your adviser will maintain a record of your personal profile including details of your objectives, financial situation and needs. They also maintain records of any recommendations made to you.

Should you wish to examine your file just ask your adviser and they will make all necessary arrangements to provide you with relevant information.

What types of services / advice do you offer?

Our advice is tailored to your specific needs and can be as comprehensive or scoped as needed. The types of services we offer advice on are:

- Identifying financial and lifestyle goals, intentions, values and attitudes
- Assessing your Portfolio objectives, investment attitudes and tolerance for investment risk
- Investment advice (including direct shares)
- Portfolio Asset Allocation
- Superannuation
- Self-Managed Superannuation Funds
- Structures and entities
- Strategies for tax effectiveness (in conjunction with your tax expert)
- Strategies for asset protection and Estate planning (in conjunction with your legal expert)
- Intergenerational wealth transfer
- Cashflow Analysis
- Investment Property Cashflow Analysis
- Centrelink
- Aged Care
- Debt Management
- Retirement strategies
- Pension and benefit strategies
- Redundancy strategies
- Life Risk Insurance
- Income Protection
- Business succession strategies

Our authorised services and the types of financial products they relate to?

First Hedge Pty Ltd.'s AFSL is authorised to provide advice and deal in the following products:

- Deposit products
- Government Debentures, Stocks & Bonds;
- Life Insurance Investment Products;
- Life Insurance Risk Products;
- Managed investment Schemes;
- Retirement Savings Account Products;
- Securities;
- Superannuation including Self-Managed Superannuation funds and
- Standard Margin Lending Facilities.

We can restrict the services or products that an adviser may provide on our behalf. Part 2 of this FSG will include your adviser's authorisations.

What should I know about any risks associated with the financial products and strategies recommended?

Your adviser will explain any significant risks associated with recommended strategies and financial products in the SoA. If a financial product is included in the recommendations, product specific risks will be disclosed in the relevant Product Disclosure Statement. If you would like further clarification, your adviser will discuss this with you.

How do I have to give you instructions about my Financial Product/s?

You need to give us instructions in writing (e.g. letter or email) or another method as agreed by us.

How will I pay for the services provided?

First hedge Pty Ltd and your adviser are remunerated for the services you receive based on a Fee for Service methodology. This fee could cover:

- providing a Statement of Advice
- Implementation of advice
- Administration costs
- Ongoing portfolio management
- Any fee that you will pay for the services that we provide

The fees are based on the breadth and complexity of the advice and ongoing management of your affairs.

You can choose how to pay the fees. Fees may be paid by you directly, or in the case of investment into IDPS platforms or wrap accounts the fee may be deducted from your investment account on a monthly basis.

If you receive personal advice from us, we will tell you about any fees, commissions and any other benefits, where possible in actual dollar amounts, in the Statement of Advice or orally when providing further advice to you. Your adviser will give you this Statement of Advice or Record of Advice, before we proceed to implement your instructions relating to our advice.

Where Time Critical Advice is given (where you instruct that the transaction needs to take place before the Statement of Advice is given to you) we will advise you orally of the fees, commissions and any other benefits applicable and these will be restated in our Statement of Advice to you.

How are any fees, commissions or other benefits calculated?

Information about the fees charged and how they are calculated is contained in Part 2 of this Guide.

If you become a client receiving ongoing services over a period of more than 12 months, then your adviser is also required to provide you with an annual Fee Disclosure Statement (FDS) which will set out the fees paid, and the services offered and taken in the previous 12 months. The FDS will generally not detail commission-type payments which are paid by the product issuer which you are not party to. These payments are currently required to be disclosed to you on an annual basis by the product issuer in their statements.

Alternatively, you will be issued with a new service agreement and invoice for the next 12 months which you will need to sign.

All fees and commissions generated by your adviser are paid to First Hedge Pty Ltd. Having ownership in First Hedge Pty Ltd, your adviser participates in the profits distributed and may also be paid a salary.

Do you have any relationships or associations with Financial Product issuers which could influence your advice?

No. Neither First Hedge Pty Ltd, employees, Representatives, or any related companies have any association with any product issuer that could be expected to influence us in the provision of our financial services to you.

Do you have any special remuneration arrangements or conflicts of interest?

No. First Hedge Pty Ltd does not have any special remuneration arrangements or conflicts of interest. First Hedge Pty Ltd does not participate in any reward programmes, volume bonuses or receive any sponsorships from any product providers. Your financial adviser can provide advice on products from a wide range of financial product providers.

Will anyone be paid for referring me to you?

No. First Hedge Pty Ltd does not pay for referrals.

Where you are referred to us or our adviser by another person, the referrer will not receive a fee, commission or benefit in relation to that referral.

Confidence in the quality of Advice!

Contact your adviser and tell them about your complaint. If at any time you are not satisfied with our services, the following will help you understand your options and find a resolution.

If your adviser has not satisfactorily resolved your complaint, please contact the First Hedge Pty Ltd Complaints Manager on ph. 0404716957 or put your complaint in writing and send it to:

The Complaints Manager First Hedge Pty Ltd
PO Box 3129 Hervey Bay Qld 4655

We will always try to resolve your complaint quickly and fairly.

If the complaint can't be resolved by First Hedge Pty Ltd to your satisfaction within 30 days, you have the right to refer the matter to the Australian Financial Complaints Authority (AFCA).

AFCA can be contacted on ph. 1800 931 678 or you can write to them at:

Australian Financial Complaints Authority
GPO Box 3 Melbourne VIC 3001 FOS
website is www.afca.org.au
email info@afca.org.au

The office of the Australian Information Commissioner can be contacted on 1300 363 992 or in writing at:

Australian Information Commissioner
GPO Box 5218 Sydney NSW 2001
website is www.oaic.gov.au
email enquiries@oaic.gov.au

If you have any further questions about the financial services First Hedge Pty Ltd provides, please contact our office as per above, or contact your adviser.

You may also contact the Australian Securities and Investments Commission ASIC 1300 300 630 (Free call info line) to make a complaint and obtain information about your rights.

Please retain this document for your reference and any future dealings with First Hedge Pty Ltd.

Section 2 - Adviser Profile - Angus Stewart

Version 13.0 effective 1st July 2024

This Adviser Profile forms part of the Financial Services Guide (FSG) and must be read in conjunction with the FSG.

About your Adviser

Your adviser is Angus Stewart, a Director of First Hedge Pty Ltd. Angus's contact details are:

Shop 1/16 Torquay Road
Pialba, Hervey Bay 4650

Phone: 0404 716 957

Email: angus@stewartfinancialservices.com.au

Angus Stewart is one of Queensland's most astute and experienced professional wealth management advisors with 15 years' experience in the market place.

In the current investment environment, it proves to be professional in the market place to allow professional advice to be given to clients and to put their best interests first rather than company profits or products pushed from the big banks. Proving to be professional in the industry gives Angus Stewart a step up in the market place for advice.

Angus specialises in creating bespoke client portfolios to match their goals and risk profile. He is attributed to using direct investments in Australian and International shares and also looks for alternative fund managers to complement his portfolios.

He is also very active on the social media front via videos, podcasts, and social media and in print. By having access to the best technology and systems on the market places gives Angus the ability to provide faster decision making and advice to his clients.

His extraordinary career history includes running a successful practice within the AMP network with over \$50 Million in funds under management. While also running his own business, he has learnt his craft at top tier firms not only in Australia but in the UK.

Angus believes all Australian's should have access to professional investment advice and should have a plan for their financial future.

Professional Organisations

Angus Stewart is a member of the following professional organisations:

- AFCA – Australian Financial Complaints Authority

Qualifications

Angus holds the following qualifications:

- Bachelor of Banking in Finance – (QUT – 2009)
- FASEA Industry Exam (Financial Adviser Standards and Ethics Authority)
- Diploma in Financial Planning (Kaplan Education – 2009)
- Diploma in Mortgage Brokering (FARSTA)
- SMSF Accredited (2013 Deakin University)
- Certificate of Margin Lending (Kaplan Education)
- Certificate of ASX Securities RG146

Authorisations

Angus is authorised by the Licensee to advise and deal in the following financial products:

- Deposit products
- Government Debentures, Stocks & Bonds;
- Life Insurance Investment Products;
- Life Insurance Risk Products;
- Managed investment Schemes;
- Retirement Savings Account Products;
- Securities;
- Superannuation including Self-Managed Superannuation funds and
- Standard Margin Lending Facilities.

Remuneration and Fees

We will discuss and agree the actual fees with you before we proceed and where relevant the fees and commissions will be disclosed in the advice document provided to you. The following section outlines the types of fees that may apply. The fees charged for our advice and services may be based on a combination of a set dollar amount, or a percentage-based fee.

Our agreed advice and service fees may include charges for one off or regular fees. We may also receive initial or ongoing commissions from certain product providers. Licensee fees All permissible fees and commissions will be paid directly to the Licensee. It will then pass on the amounts due to us through its payment system.

The Licensee charges us a Licensee Fee each year. The Licensee Fee is determined as an annual amount based on a number of factors, including our business revenue, the number of advisers and/or accredited mortgage consultants in the practice and a practice fee.

Other costs Other costs may apply in the process of providing our advice and services to you. We will agree all additional costs with you prior to incurring them. The following table outlines the range of fees we charge and should be used as a guide only.

We will discuss your individual needs and agree our fees with you. The actual agreed fees will depend on factors such as the complexity of your circumstances and goals and the scope of the advice. All fees and charges include GST.

Payment methods

We offer you the following payment options for payment of our advice fees:

Credit or Debit Card, BPAY, direct debit (savings) or cheque; and

Deduction from your investment.

All fees and commissions will be paid directly to First Hedge as the licensee. They retain a percentage (as a licensee fee) to cover their costs and the balance is passed on to us.

Remuneration and Fees

Initial or ad hoc fees Introduction (Inc GST)

Initial Appointments are complementary

Statement of Advice starts from \$2,200

Centrelink facilitation starts from \$1,600

Ad Hoc hourly rate \$330

Direct Equity Share Trades from \$110.00 Per Trade

Annual advice and service fees (Inc GST)

You can elect to enter into a 12-month advice and services agreement as part of your financial planning strategy. The fee can range from \$440 to \$15,000, tailored to individual requirements and reflective of time and complexity associated with your needs. Details of the services and fees will be set out within the agreement.

Commissions

I do not receive commissions on investments through new superannuation, managed funds or retirement products. However, some products, particularly older products, may attract commissions.

Any commission amounts will be disclosed to you when providing my advice. The following table is a guide of commissions I may receive.

Product type	Initial commission	Ongoing commission	Example
Insurance (including those held within superannuation)	Up to 66% of the first year's premium.	Up to 33% of the premium each following year.	If your insurance premium was \$1,000, we would receive an initial commission of up to \$660. We would receive an ongoing commission of up to \$330.00 pa.

All fees and charges include GST and are based on new policies started from 1 January 2020.

"We may receive commissions on increases or additions to existing policies of up to 130%."

Separately managed accounts (SMA)

A separately managed account (SMA) is an account where a responsible entity, based on advice from a professional investment manager, can make investment decisions on a client's portfolio and transact on those decisions without requiring the client's express consent each time.

This means the responsible entity is responsible for the discretionary management of the client's investment portfolio. We distribute the several SMA's which is/are administered by different platforms. We are not the investment manager and have no relationship or association with the investment manager.

The responsible entity appoints a professional investment manager to advise on the SMA portfolio's management. The responsible entity makes all investment decisions relating to the SMA portfolios. For

more information about how the product works and the roles and responsibilities of the key parties, please refer to the specific SMA PDS which we provide to you if we recommend the SMA product to you.

Fees

Other than the fees disclosed under 'Our Fees' above, we do not receive any other remuneration in relation to any SMA's.

Note

If you are no longer our client, the responsible entity may have the discretion to move your investments out of the SMA.