

fordham

For business owners
Accounting & Tax
Investment Management
Strategy & Planning

adviser profile ...



Luke McMillan

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... financial services guide for **Fordham Investment Management**

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This Adviser Profile prepared 20 December 2010 and the Licensee Profile dated 20 December 2010 make up the Financial Services Guide (FSG) for financial services provided by Fordham Investment Management Pty Ltd (FIM) and your adviser as authorised representatives of Perpetual Trustee Company Limited (PTCo) (Registered office: Level 12, 123 Pitt Street, Sydney NSW 2000). The distribution of this FSG by FIM has been authorised by PTCo.

Fordham Investment Management

Fordham Investment Management provides wealth management and advisory services to business owners and their families. We work alongside the client to create a wealth strategy that encompasses investment management, retirement planning and tax effectiveness. The long-term goal is to achieve consistent after-tax returns while minimising risk.

To achieve our long-term goal of consistent investment performance, we employ a disciplined approach towards maintaining a balanced portfolio across the various asset classes. We maintain regular communication with our clients through correspondence and meetings, during which we report on our investment program.

Services

Luke McMillan is authorised to provide financial services on behalf of Perpetual Trustee Company Limited (PTCo) as an authorised representative (Rep. No. 320284) of PTCo, an Australian Financial Services Licensee, under the Corporations Act 2001.

This includes the following financial services:

- wealth management advice
- superannuation and rollover advice
- advice in relation to the following financial products:
 - deposit and payment products
 - managed investments
 - securities
 - superannuation
 - managed discretionary account services
 - investor directed portfolio services.

Luke can also arrange for you to access these specialist services:

- advice regarding self managed super funds, trust and company structures
- life insurance advice
- property services
- tax planning advice and accounting services
- specific estate planning advice, including will and power of attorney preparation.

Qualifications

- Certified Financial Planner Masters of Applied Finance, Kaplan, 2009
- Graduate Diploma of Financial Planning, Financial Services Institute of Australia, 2008
- Bachelor of Commerce, University of Melbourne, 2001

Experience

Luke joined Fordham Investment Management as a Commerce graduate in 2002.

Luke has gained a broad range of experience across taxation, superannuation, investment and funds management services.

Adviser remuneration

Luke is a salaried employee of Perpetual and is not entitled to a bonus. Perpetual has acquired a number of financial services firms which are now wholly-owned subsidiaries of Perpetual. As part of the arrangements with the various principals of these firms, Perpetual has agreed to pay the principals and in some cases their associate companies a percentage of revenue which is earned by these firms. Where associated parties receive such benefits, these benefits can in turn be paid by them to the principal. These arrangements vary and due to their nature it is sometimes not possible to ascertain the quantum of such benefits or if and when any payments would be made. This is the case in relation to your adviser.

If any adviser exceeds key performance targets, they may receive an entitlement to shares in Perpetual Limited. An adviser may also receive a bonus based upon the overall performance of Perpetual Limited.

Advisory service fees and costs

Portfolio management and administration

This service provides management of investment assets with reference to stated portfolio management philosophy and principles, including:

- ongoing written quarterly review and recommendations in accordance with an approved investment management plan and framework
- half-yearly client/adviser meeting
- implicitly accessing our in-house research
- administration services.

As we typically utilise one of Perpetual’s custody or portfolio management services to deliver our service and charge these fees, our standard fees shown in the following table include the management costs of the underlying custody services that are used to hold your assets.

Portfolio value	Advisory Service fee*	Discretionary Service fee*
Fixed annual charge	\$4,950 pa	\$7,150 pa
plus		
Fee on funds under management	1.045% pa	1.045% pa

* Including GST

Portfolio management and investment administration fees are calculated daily and charged monthly.

There are additional fees and costs associated with the underlying custody service these are contained in the relevant offer document that your adviser will provide to you.

Specific details of our services to be provided to you, together with their related fees and costs, will be confirmed to you in a letter of engagement and/or SoA.

Consulting services

If you seek advice on wealth management, planning or related matters, then we will charge you directly on a fee-for-service basis, based on stated hourly rates.

Consulting service fees	Amount
Ad hoc advice on wealth management, planning or related matters	Up to \$522 per hour for advice provided by a Private Client Adviser and/or up to \$649 per hour for advice from a Principal Financial Consultant

Unless otherwise stated, fees and costs are inclusive of 10 per cent goods and services tax (GST), if applicable. If you (or your DIY superannuation fund, where applicable) are registered for GST purposes, you may be entitled to claim a reduced input tax credit in relation to the GST portion of relevant fees, which reduces the net cost of relevant fees to you (or your DIY superannuation fund, where applicable).

The fees for the services will either be invoiced to you for payment by cheque or credit card or, if you have established one of Perpetual’s financial management services, the fee will be deducted from the relevant account.

Fees and charges may be varied with 30 days’ notice.

