



Southern Wealth Management Limited

Information About us

We are a licensed Financial Advice Provider

Southern Wealth Management Limited (SouthernWealth) holds a licence issued by the Financial Markets Authority (FMA) to provide financial advice services. Our Financial Services Provider Number is FSP37505.

As a financial advice provider, SouthernWealth, our Investment Advisers and anyone else giving advice on our behalf are bound by duties to:

- exercise care, diligence, and skill,
- give priority to the client's interests and
- when dealing with retail clients, comply with the Code of Professional Conduct for Financial Advice Services, which includes standards relating to competence, knowledge, skill, ethical behaviour, conduct and client care (you can find out more about the Code on the FMA's website, fma.govt.nz).

Our service

Private Portfolio Management:

Personalised advice, with ongoing monitoring and administration of your investments, based on agreed parameters:

- Receiving regular reviews of your portfolio and financial advice or recommendations for your consideration.
- Investment transactions undertaken pursuant to your instructions.
- Consideration of your risk profile, goals and requirements, as detailed in your Client Profile.
- Funds are managed without consideration to other assets you may have.
- Use of Custodial Service (Wrap Account) managed by MMC Ltd

DIMS Portfolio Management

SouthernWealth outsources its Discretionary Investment Management Service, to Select Wealth Management Ltd.

KiwiSaver

Agency arrangement with OneAnswer/ANZ Investments

Investments we provide advice about

As an independent advisory firm, we have no contractual arrangement restricting the type of investments, or requirements to place business with any provider. We may recommend the following types of investments: (subject to FMA regulations)

- Australasian and International shares and Exchange Traded Funds (Index Funds).
- Bonds, Debt Securities and Fixed Interest.
- PIE Funds, Unit Trust and Managed Funds.
- Foreign Currency as it relates to your investments.

Our fees

There is no charge for initial meetings. This is an opportunity to see if there is a mutual benefit in working together.

Fees charged (maybe subject to negotiation)

- Implementation Fee Nil
- Portfolio Management Fee
 - Adviser Fee 1.00%
 - Custodial/Administration Fee 0.50%
 - Total 1.50% plus GST(Calculated on the daily balance of the portfolio and paid monthly).
- SouthernWealth does not charge an exit fee.

Other costs and commissions

No other fees or commissions are received by Southern Wealth. If they are received, they are rebated to the portfolio.

There are third party fees (by sell spreads are included in the cost of the investment) charged to the portfolio as part of the investment cost:

- Wholesale brokerage charged by intermediaries 0.25% - 0.40% (minimum fees apply)
- Entry/Exit fees on some managed funds 0.25% to 0.50%

KiwiSaver

- Trail fee 0.25%

Conflicts of interest or other incentives

Our clients' interests are our priority. We act as fiduciaries to all our clients.

We have business relationships with fund managers and providers of services we outsource to. From time to time, we take part in conferences and professional development training with these parties but always at our own expense other than occasional refreshments provided on the day.

All our financial advisers undergo annual training regarding the management of conflicts of interest.

Our advisers are contractors of SouthernWealth and as such, earn a portion of the fees charged to the portfolio, with no other commissions or bonuses. SouthernWealth does receive any other remuneration from any other party, other than fees from our clients, except for one KiwiSaver provider.

How we manage conflicts of interest

To ensure our advisers prioritise our clients' interests:

- We follow an advice process that ensures our recommendations are made appropriately, based on clients' goals and circumstances.
- All our advisers undergo annual training regarding the management of conflicts of interest.
- We maintain registers of conflicts of interests and the gifts and incentives we receive. These registers are monitored regularly and additional training is provided as required.
- We undertake an annual independent Compliance Assurance Review.

Complaint process

Internal:

If you have a problem, concern, or complaint, about any part of our advice or service, please advise us, so that we can endeavour try to solve the problem.

Our internal complaints manager is Ross Valentine who can be reached by way of the following: ross@southernwealth.co.nz or 0800 24 24 99. Ross will reply to you within 24 hours.

Our internal complaints handling process is as follows:

Acknowledge receipt of the complaint.

Investigate the nature/cause of the complaint.

Advise in writing the outcome of the investigation.

External:

If we cannot agree on how to resolve the issue, or if you decide not to use the internal complaints process, you can contact our external disputes resolution scheme – Financial Services Complaints Ltd. This service will be at no cost you and will help to resolve any disagreements.

You can contact Financial Services Complaints Ltd at:

P O Box 5697,
Lambton Quay,
Wellington 6145,
New Zealand
Telephone: 0800 347 257
Email address: info@fscl.org.nz

How to contact us

Southern Wealth Management Ltd

Address: P O Box 563 Wanaka 9343

Phone: 0800 24 24 99

Email: info@southernwealth.co.nz

Financial Advisers

Ross Martin Valentine – FSP48401

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