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STOCKBROKING

Financial Services Guide

A guide to our
relationship with you

February 2009
AFSL 294097

Introduction

This Financial Services Guide ('FSG') is an important document designed to assist you in deciding whether to use any of the services offered by Australian Stockbroking & Advisory Services Ltd which uses the trading name Minc Stockbroking. It provides you with an understanding of what to expect from your interactions with us.

This FSG explains the services we can offer to you and the types of products we offer. It also explains how we (and other related persons) are remunerated for these services, and includes details of our complaints handling procedures and how you can access them.

Who are we?

Australian Stockbroking & Advisory Services Ltd is a Participant of the Australian Securities Exchange, the holder of Australian Financial Services License 294097 and is authorised to provide the financial services detailed below.

Minc Stockbroking is a wholly owned subsidiary of Minc Financial Services Holdings Pty Ltd and Catalyst 100 Pty Ltd ("Catalyst"). Catalyst is owned by the management and advisors of Minc Stockbroking.

Minc Stockbroking can be contacted at Level 14, 234 George Street, Sydney NSW 2000, Level 4, 109 St Georges Terrace, Perth WA 6000 and Level 5, 49 Sherwood Road, Toowong QLD 4066.

What financial services does Minc provide?

Minc Stockbroking is authorised to:

- Provide financial product advice and deal in the following financial products:
 - Basic deposit products;
 - Derivatives;
 - Foreign exchange contracts;
 - Debentures, stocks or bonds;
 - Interests in managed investment schemes including Investor Directed Portfolio Services;
 - Securities;
 - Superannuation;
 - Miscellaneous financial investment products limited to managed investment warrants; and
- Underwrite interests in managed investment schemes, or issues of securities.

Whilst Minc is authorised in its own right to provide the above named services, Minc advisors may be authorised by Minc to provide all, or only some of those financial services. The products and services they are authorised to provide will depend on their

experience and qualifications with respect to each product or service.

Other documents you may receive from us

You may also receive other documents when Minc provides services or products to you:

Statement of Advice ('SoA') – the SoA will set out the advice you have received or will receive, if the advice is not time critical. The SoA will be based upon the information you have provided to your Advisor.

You will receive a SoA when you receive advice for the first time, or where you have notified your Advisor that your financial circumstances have materially changed. It is important that you notify your Advisor where your circumstances have changed so that your Advisor may consider the impact that your change in circumstance may have on your current investment strategy.

If your Advisor gives you advice, and subsequently gives you further advice, you may request a record of the further advice that is provided to you (if you have not already been provided with a record of the further advice). You can request such a record by contacting us using the details set out above (under 'Who are we?'). You may request a record of the further advice within 7 years after the date on which the advice was provided.

Product Disclosure Statement ('PDS') - this is a document that provides you with information about a financial product and the entity that issues the financial product (the Issuer). We must provide you with a PDS about a financial product when:

- we recommend that you acquire the financial product; or
- we offer to issue, or to arrange to issue, the financial product to you.

The PDS must contain information about the financial products, for example its features, benefits, fees and associated risks to enable you to make an informed decision, whether or not to acquire it.

We are not required to give you a PDS where you are dealing in ASX listed equity securities and warrants.

How are any commissions, fees or other benefits calculated for providing the financial services?

Minc is remunerated by retaining part of the brokerage you are charged on your contract note by ETRADE Australia Securities Ltd (ACN 078 174 973), or Minc Financial Services Pty Ltd (ACN 126 999 433) ('the Execution and Settlement Agents'). The Execution and Settlement Agents retains part of the brokerage and pays the balance to Minc. Remuneration is also received by Minc for certain products (such as margin lending products) in the form of

commissions (including trailing commissions) paid by product providers.

Minc receives its share of the brokerage, commission and fees from the Execution and Settlement Agents in the first instance and, depending on the service provided, Advisors will receive a proportion of the brokerage, commission and fees. Advisors receive between 50% and 85% of all fees and charges generated from their clients depending on the product and on the level of aggregate revenue that the Advisor earns for Minc.

The Execution and Settlement Agents set out the fees, charges and benefits they receive in their FSG.

Your Advisor pays Minc for the provision of office space, systems, research, telephone and computer equipment, IT support, compliance assistance, training, insurance and access to the Execution and Settlement Agent's systems. This fee is referred to in this FSG as the "Advisor Expenses"

Your Advisor is not an employee of Minc so does not receive any salary, bonus or other remuneration from Minc, except as described above. Some of the Advisors are shareholders of Catalyst100 Pty Ltd, one of the owners of Minc.

Brokerage Rates

Brokerage rates are subject to negotiation by the client with the Advisor and may be a rate applicable to all transactions or a rate applicable to a single transaction.

The brokerage rate will be dependent on the type and level of service required and provided and the size and frequency of the transaction. Brokerage is payable on all local and international securities, options and warrant transactions and as a payment for services, such as brokerage attracts GST.

As a guide, the minimum brokerage that a client will be charged may range between \$85 and 2% of the transaction value plus GST. It is essential that clients discuss brokerage rates with their Advisor.

The fees or commissions charged for any advice given are subject to negotiation with your Advisor, however, it is likely to be a fee based on the complexity of the advice. Details of all fees and commissions will be detailed in your SoA.

Example – ASX Listed products

If you buy \$25,000 worth of ABC shares, and your brokerage rate is 1%, the brokerage charged by the Execution & Settlement Agent would total \$250 + GST, a total of \$275.

The Execution and Settlement Agents receive 6% of the brokerage, in dollar terms \$15. Minc receives 9%, in dollar terms \$22.50

Your advisor will receive 85%, in dollar terms \$212.50, less the Advisor Expenses, as detailed above.

Initial Public Offering and New Issues

Clients are not charged brokerage in connection with subscriptions for shares in floats, new issues and placements. However, Minc may receive handling fees/underwriting fees from the issuer. This fee will be disclosed in the documentation relating to the issue. If an issuer offers any incentive then it will be disclosed to the client. Minc pays your Advisor between 50% and 85% of any fees received in relation to applications made by the Advisor's clients in initial public offerings and placements.

Example

If you apply for \$10,000 worth of securities in an initial public offering and the issuer is paying a 3% handling fee to Minc, your Advisor will receive between 50% and 85% of the fee, in dollar terms between \$150 and \$255, less the Advisor Expenses.

Cash Management

Minc will receive a trailing commission ranging between 0 and 0.55% per annum, on the total funds invested.

Minc Portfolio Service

Minc will receive a trailing commission ranging between 0 and 2%, dependent on the value of your portfolio holdings.

Financial Planning

A fee may be payable for the preparation and/or review of a Financial Plan. The fee is subject to negotiation with the Client's Advisor; however, it is likely to be a fee based on the complexity of the Plan. The details of any fee will be disclosed at the time that the Financial Plan is prepared or reviewed.

Fail Fees/Interest

These charges are detailed in the Execution and Settlement Agent's FSG.

How can you transact with us?

You may place orders with your Advisor, either in person, by telephone, email, letter or facsimile.

Your order will be executed and settled through our Execution and Settlement Agents, ETRADE Australia Securities Ltd or Minc Financial Services Pty Ltd. The method by which the Execution and Settlement Agents will accept your or Minc instructions, will be subject to the terms and conditions of trading between Minc, the Execution and Settlement Agents and you. This also provides your authorisation for Minc to open an account with the Execution and Settlement Agents (which will result in the opening of a bank account in the Execution and Settlement Agent's name (if using ETRADE), as trustee, which identifies you as a beneficiary). To use the sponsorship services, you will need to enter into a CHESSE Sponsorship Agreement with Minc or Berndale (which forms part of your account opening documentation with Minc). The Execution and Settlement Agents will provide instructions on your behalf to Minc.

Your privacy

We are committed to safeguarding your privacy and the confidentiality of your personal information. We will only collect personal information from or about you, which is relevant to the financial services we provide to you. We will limit the release of personal information and will share information only when necessary to administer your account or when required to by law. We maintain strong security controls to ensure that the personal information in our files and computers is protected.

You have the right to correct your personal information, or obtain access to it. If you would like a copy of our Privacy Policy please refer to our website at www.asandas.com.au or for further information in relation to privacy issues, contact the Privacy Officer, Australian Stockbroking & Advisory Services Ltd, Level 14, 234 George Street, Sydney NSW 2000.

Complaints

If you are not happy with the service or advice you receive from Minc, you are entitled to lodge a complaint. In the first instance, contact Minc and advise us of your complaint.

Call us on 02 8116 9600 or write to us at:

The Compliance Manager
Australian Stockbroking & Advisory Services Ltd
Level 14, 234 George Street
SYDNEY NSW 2000

If you are still not satisfied with the resolution of any complaint, you may refer your complaint to the Financial Ombudsman Service (FOS), of which ASASL is a member. FOS can be contacted at:

Financial Ombudsman Service
GPO Box 3, Melbourne VIC 3001
Telephone: 1300 780 808 Facsimile: (03) 9613 6399
Email: info@fos.org.au Internet: www.fos.org.au

You may also make a complaint to ASIC via their free call Infoline on 1300 300 630.

Compensation arrangements

We hold a professional indemnity insurance policy suitable for our business. This seeks to ensure that we are able to compensate you if you suffer any loss as a result of us (or any of our representatives), breaching certain of our legal obligations to you. These arrangements satisfy the requirements set out under section 912B of the Corporations Act.