

Adviser Profile

Professional Investment Services Pty Ltd - ABN 11 074 608 558
Australian Financial Services Licence No. 234951 - Principal Member FPA
Head Office: Corporate Centre Cnr Bundall Road & Slatyer Ave, BUNDALL QLD 4217
T: 07 5574 0244 F: 07 5574 0180
E: info@profinvest.com.au W: www.profinvest.com.au



Evaesco Financial Services Pty Ltd

A.B.N 75 162 632 950

A: Level 2 261 George Street
Sydney NSW 2000
T: 02 9252 6800
F: 02 9252 6700
E: advice@evaesco.com.au



This Adviser Profile forms part of the Financial Services Guide and provides you with additional information about Evaesco Financial Services Pty Ltd who is a Corporate Authorised Representative of Professional Investment Services Pty Ltd (PIS).

Evaesco is a privately-owned boutique financial planning company that specialises in:

- Wealth accumulation – investments, superannuation
- Wealth protection – insurance
- Debt structuring – mortgages, tax planning
- Retirement planning.

Yes, Evaesco is an unusual name, but as with everything we do there is a good reason behind it. Evaesco is Latin and means to grow strong, to prevail and have value. This represents the goals we have for both our clients and our company. Don't worry, once you say it a few times it will just roll off your tongue.

Evaesco's advisers pride themselves on building strong relationships with their clients to be certain the financial solutions provided are appropriate to each unique situation.

Their refreshingly honest approach to financial services has earned them the gratitude of their clients and the respect of industry colleagues and peers.

The young, energetic, enthusiastic team is excited about working with you to secure your financial future.

Evaesco Financial Services Pty Ltd is a Corporate Authorised Representative of Professional Investment Services Pty Ltd, AFSL No. 234951.

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Our Advisers

Jeffrey Thurecht

Sub Authorised Representative Number: 250830

Education

- Jeff has completed a Bachelor of Information Technology degree, and the Diploma of Financial Planning.

Memberships

- Jeff is a Certified Financial Planner and Member of the Financial Planning Association.

Experience

- Jeff has over 12 years of experience providing holistic financial planning advice to high income professionals and pre-retirees. He specialises in wealth accumulation strategies, debt management, tax planning and self-managed superannuation funds.

Areas of Authorisation

Jeffrey is authorised by PIS to provide financial product advice and deal in the following areas:

Financial Services	Product Types	Is your Adviser authorised to provide this advice?
Investments	Basic Deposit Products	✓
	Managed Investments	✓
	Debentures	✓
	Investment Bonds	✓
	Direct Shares	✓
	Margin Lending / Gearing	✓
Superannuation & Retirement Planning	Self Managed Superannuation Funds	✓
	Annuities	✓
	Corporate Superannuation	✓
	Personal Superannuation	✓
	Employer Sponsored Superannuation	✓
	Account Based Pensions	✓
Risk Insurance	Retirement Savings Accounts	✓
	Insurance within Super	✓
	Total and Permanent Disability	✓
	Income Protection Insurance	✓
	Trauma Insurance	✓
	Death	✓
Key Man Insurance	✓	
Business Expense Insurance	✓	

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Marshall Brentnall

Sub Authorised Representative Number: 250831

Education

- Marshall has completed a Bachelor of Business degree, and the Diploma of Financial Planning.

Memberships

- Marshall is a Certified Financial Planner and Member of the Financial Planning Association.

Experience

- Marshall has over 10 years of experience providing holistic financial planning advice to high income professionals. His unwavering commitment to delivering effective and appropriate financial solutions inspired him to branch out on his own and establish Evalesco Financial Services in 2002. He specialises in wealth accumulation strategies, debt management, tax planning and self-managed superannuation funds.

Areas of Authorisation

Marshall is authorised by PIS to provide financial product advice and deal in the following areas:

Financial Services	Product Types	Is your Adviser authorised to provide this advice?
Investments	Basic Deposit Products	✓
	Managed Investments	✓
	Debentures	✓
	Investment Bonds	✓
	Direct Shares	✓
	Margin Lending / Gearing	✓
Superannuation & Retirement Planning	Self Managed Superannuation Funds	✓
	Annuities	✓
	Corporate Superannuation	✓
	Personal Superannuation	✓
	Employer Sponsored Superannuation	✓
	Account Based Pensions	✓
	Retirement Savings Accounts	✓
Risk Insurance	Insurance within Super	✓
	Total and Permanent Disability	✓
	Income Protection Insurance	✓
	Trauma Insurance	✓
	Death	✓
	Key Man Insurance	✓
	Business Expense Insurance	✓

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Belinda Marley-Wallace

Sub Authorised Representative Number: 335164

Education

- Belinda has completed a Bachelor of Business Administration, and a Diploma of Financial Services (Financial Planning).

Experience

- Belinda has been assisting advisers in preparing strategies and recommendations for high income professionals and small-to-medium businesses for almost four years and has a strong risk insurance background.

Areas of Authorisation

Belinda is authorised by PIS to provide financial product advice and deal in the following areas:

Financial Services	Product Types	Is your Adviser authorised to provide this advice?
Investments	Basic Deposit Products	✓
	Managed Investments	✓
	Debentures	✓
	Investment Bonds	✓
	Direct Shares	x
	Margin Lending / Gearing	x
Superannuation & Retirement Planning	Self Managed Superannuation Funds	x
	Annuities	✓
	Corporate Superannuation	✓
	Personal Superannuation	✓
	Employer Sponsored Superannuation	✓
	Account Based Pensions	✓
Risk Insurance	Retirement Savings Accounts	✓
	Insurance within Super	✓
	Total and Permanent Disability	✓
	Income Protection Insurance	✓
	Trauma Insurance	✓
	Death	✓
	Key Man Insurance	✓
Business Expense Insurance	✓	

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Philip Wilson

Sub Authorised Representative Number: 246210

Education

- Philip has completed a Bachelor of Commerce.

Memberships

- Philip is an Associate Member of the Institute of Chartered Accountants Australia and is also a registered tax agent.

Experience

- Philip has almost 30 years accounting experience and over 13 years financial planning experience providing advice to individuals and small-to-medium businesses in a variety of areas.

Areas of Authorisation

Philip is authorised by PIS to provide financial product advice and deal in the following areas:

Financial Services	Product Types	Is your Adviser authorised to provide this advice?
Investments	Basic Deposit Products	✓
	Managed Investments	✓
	Debentures	✓
	Investment Bonds	✓
	Direct Shares	x
	Margin Lending / Gearing	x
Superannuation & Retirement Planning	Self Managed Superannuation Funds	x
	Annuities	✓
	Corporate Superannuation	✓
	Personal Superannuation	✓
	Employer Sponsored Superannuation	✓
	Account Based Pensions	✓
	Retirement Savings Accounts	✓
Risk Insurance	Insurance within Super	✓
	Total and Permanent Disability	✓
	Income Protection Insurance	✓
	Trauma Insurance	✓
	Death	✓
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Warren Desmond

Sub Authorised Representative Number: 320673

Education

- Warren has completed a Bachelor of Commerce in Financial Planning and Investments

Experience

- Warren has a strong technical knowledge and over three years experience as a paraplanner and financial adviser, working with a diverse range of clients.

Areas of Authorisation

Warren Desmond is authorised by PIS to provide financial product advice and deal in the following areas:

Financial Services	Product Types	Is your Adviser authorised to provide this advice?
Investments	Basic Deposit Products	✓
	Managed Investments	✓
	Debentures	✓
	Investment Bonds	✓
	Direct Shares	x
	Margin Lending / Gearing	x
Superannuation & Retirement Planning	Self Managed Superannuation Funds	x
	Annuities	✓
	Corporate Superannuation	✓
	Personal Superannuation	✓
	Employer Sponsored Superannuation	✓
	Account Based Pensions	✓
Risk Insurance	Retirement Savings Accounts	✓
	Insurance within Super	✓
	Total and Permanent Disability	✓
	Income Protection Insurance	✓
	Trauma Insurance	✓
	Death	✓
	Key Man Insurance	✓
Business Expense Insurance	✓	

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Fees

Initial consultation

Free of charge.

Fee for service

If a fee for service is payable by you, our hourly fee rate is \$ 330 per hour inclusive of GST.

Advice preparation

You may be charged a Statement of Advice preparation fee which can range between \$2,200 and \$5,500 (inclusive of GST) depending on the complexity of the advice and time spent. We will provide you with an estimated cost before commencing any work. Any fee for service must be paid within seven (7) days from the date of the tax invoice being issued to you and all cheques for financial planning advice fees must be made payable to PIS.

AND

Review service

We charge a fee for the ongoing advice and management of your financial affairs. The ongoing service fee, up to a maximum of 1.10%, will be calculated as a percentage of your total investments and premiums under management.

For example, if you invest \$100,000 and the fee is 1.10% then we may receive on an annual basis an ongoing service fee of \$1,100. Fluctuations in the investment balance will impact on the total ongoing service fee charged. Reviews will be conducted on at least an annual basis.

Upfront Fees

The range of upfront fees PIS receives in respect of investment type financial products and risk insurance financial products are as follows:

Product Type	Range of Upfront Fees
Managed Investments	Up to 6%
Superannuation	Up to 6%
Agribusiness & Tax Effective Investments	Up to 10%
Margin Lending	Up to 3%
Annuities	Up to 6%
Risk Insurance	Up to 123.75%

For example, on a \$10,000 investment into a managed investment the upfront fee received would be between \$0 and \$600. If the actual rate of upfront fees on that product is 4% PIS will receive an upfront fee of \$400 in respect of the \$10,000 investment and your initial investment will be reduced to \$9,600. PIS will then forward to us \$360. This example is based on a 90:10 fee split. Please refer to the Statement of Advice for detailed information on fees.

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For investment and superannuation products the upfront fee payment is usually deducted from the initial amount invested, whereas the upfront fee is usually factored into the cost of insurance products. The amount of fees we receive from your investment in direct share investments will vary depending on the amount traded and the remuneration offered by the relevant share trading facility. Please refer to your Statement of Advice for specific details as to these amounts.

Ongoing Fees

The table below outlines the range of ongoing fees PIS may receive in respect of various types of financial products offered.

Product Type	Range of Ongoing Fees
Managed Investments	Up to 2%
Superannuation	Up to 2%
Agribusiness & Tax Effective Investments	Up to 2%
Margin Lending	Up to 2%
Annuities	Up to 2%
Risk Insurance	Up to 32%

By way of example, on a \$10,000 investment into a managed investment the ongoing fee received annually would be between \$0 and \$200. If the actual rate of ongoing fees on that product is 1% PIS will receive an ongoing fee of \$100 annually in respect of the \$10,000 investment. PIS will then forward to us \$90. This example is based on a 90:10 fee split. Please refer to the Statement of Advice for detailed information on fees.

The ongoing fees may be paid weekly, monthly, quarterly or annually depending on the product. The exact amount of upfront and ongoing fees will be clearly identified in your Statement of Advice and agreed with you prior to placement of your investments/products.

Salary

- Marshall Brentnall and Jeff Thurecht receive a salary as employees of Evaluesco Management Services Pty Ltd, a related entity to Evaluesco Financial Services Pty Ltd
- Belinda Marley-Wallace receives a salary as an employee of Evaluesco Management Services Pty Ltd, a related entity to Evaluesco Financial Services Pty Ltd
- Philip Wilson may receive a share of the revenues generated in his capacity as a Sub-Authorised Representative and a referral partner of Evaluesco Financial Services Pty Ltd
- Marshall Brentnall, Jeff Thurecht may also receive a share of profit in their capacity as a director and shareholder of Evaluesco Financial Services Pty Ltd.
- Warren Desmond receives a salary as an employee of Evaluesco Management Services Pty Ltd, a related entity to Evaluesco Financial Services Pty Ltd

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Benefits, Incentives, Interests or Associations

Where we place sufficient volume of business within master trusts, wraps and platforms ("Platforms"), PIS may forward to us 100% of all ongoing fees which relate to investments in those Platforms.

Marshall Brentnall, via a related entity, Red Arrow Holdings Pty Ltd:

- Own shares in:
 - Professional Investment Holdings Ltd;

Neither Evaluesco Financial Services Pty Ltd nor any of its advisers:

- Hold any shareholding in any other company that could be capable or might reasonably be seen to be capable of influencing us in the provision of advice.

Evaluesco Financial Services Pty Ltd may receive sponsorship and non-cash benefits in relation to certain financial products.

Currently, neither Evaluesco Financial Services Pty Ltd nor any of its advisers:

- Receive any soft dollar benefits from and have no material interest in or associations with any issuers of financial products that may be capable or might reasonably be expected to be capable of influencing our advice.

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Acknowledgement

I/We acknowledge that Evalesco Financial Services Pty Ltd has provided me with the Financial Services Guide and Adviser Profile.

Client Name

Client Name

Signature

Signature

Date

Date