

FINANCIAL SERVICES GUIDE

SARTO ADVISORY

This Financial Services Guide (FSG) is dated 3 April 2023. It is issued by and relates to the financial services offered by Sarto Advisory.

Sarto Advisory entity is not independent as from time to time we receive share of brokerage and fees from capital raisings from stockbrokers for transactions involving direct equities and commissions for life insurance risk products that are implemented.

Purpose of this FSG

Sarto Advisory is required to provide you with this FSG to:

- Provide details of the authority under which we are able to provide financial services;
- Provide brief details of the financial products and services we provide in order to assist you in deciding whether to use our financial services;
- Provide information on remuneration that may be paid to us; and
- Provide details on how we deal with complaints.

Other documents you may receive

Depending on the services we provide you, we may also be required to provide you with:

A statement of advice (SOA)

An SOA details financial product advice we may give you. We must give you an SOA if you are a retail client and we provide you with personal advice. The SOA will set out the advice and reasons for that advice as well as any specific fees payable to Sarto. If we have given you an SOA and we subsequently provide you with further personal advice, we may document that advice in a Record of Advice (ROA) or a further SOA. You may request a copy of the ROA if we have not previously provided it to you. We are required to retain the ROA for 7 years.

A product disclosure statement (PDS)

A PDS details information about any financial product we may recommend to you. We must give you a PDS if you are a retail client and we recommend the product described in the PDS.

Authorised services and products

We are authorised under our Australian Financial Services Licence (AFSL No 501994) to carry on a financial services business to provide financial product advice for and deal in the following financial products:

Financial product advice:

- Deposit and Payment Products - Basic Deposit;
- Deposit and Payment Products - Non-basic Deposit;
- Derivatives limited to exchange traded options;
- Government Debentures, Stocks or Bonds;
- Investment and Risk Products issued by a Registered Life Insurance Company;
- Managed Investment Schemes, including IDPS;
- Securities;
- Superannuation: and
- Standard Margin Lending facility

Dealing in financial products:

- Issuing, applying for, acquiring, varying or disposing of a financial product in respect of the following classes of financial products:
 - Derivatives limited to exchange traded options
- applying for, acquiring, varying or disposing of a financial product on behalf of another in respect of the following classes of financial products;
 - Basic deposit products;
 - Deposit products other than basic deposit products;
 - Government Debentures, Stocks or Bonds;
 - Investment and Risk Products issued by a Registered Life Insurance Company;
 - Interests in managed investment schemes including, Investor directed portfolio services;
 - Securities;
 - Superannuation; and
 - Standard margin lending facilities

We are authorised to provide these financial services to retail and wholesale clients.

Our financial services

Personal Advice

Sarto Advisory manage investment portfolios. If you choose to use our services we will compile a portfolio of investments appropriate to your investment objectives, financial situation and needs. Our investment recommendations are predominantly listed Australian securities. However, on occasions we may also recommend investment in unlisted (but soon to be listed) securities, securities listed on an overseas exchange, or any of the other financial products that we are authorised to advise on. We will not deal on your behalf in financial products that we have made a recommendation about, until we receive your instructions to do so. You must provide us with instructions by telephone, email, facsimile, letter or text message.

Relationship with other parties

We have a relationship with Open Invest, a platform operator that has available investment portfolios some of which we are the investment managers. You can access these Sarto Investment Portfolios when we provide advice to you or by going directly to Open Invest. Sarto receives a fee for managing those Investment Portfolios.

Our remuneration

Transaction based fee arrangement

Under a transaction based fee arrangement, Sarto Advisory will charge you a fee on transactions undertaken that is a dollar amount per transaction or is based on the value of the securities bought or sold. A minimum charge may apply. You will be advised of the rate of the fee when you open an account with us and of any changes to our fee rates from time to time. The exact fee will also be disclosed to you in the confirmation of the transaction, which you will receive from us.

Transaction Based Fee (Brokerage only)	
ASX listed securities / mFunds/ unlisted bonds	Minimum AUD\$121 including GST or 1.10% including GST (whichever is greater) Example $\$50,000 * 1.10\% = \text{AUD}\550
International listed securities	Minimum AUD\$200 including GST or 1.10% including GST (whichever is greater) Example $\$50,000 * 1.10\% = \text{AUD}\550

Fixed Fee / Asset based fee arrangement

Under a fixed fee or asset based fee arrangement, Sarto Advisory will charge you a regular fee that is a dollar amount or is based on the value of assets in your account. A minimum charge may apply.

Our representatives (directors, officers and employees) are all remunerated on a salary basis. They may receive bonuses based on performance. Sarto Advisory may receive fees in respect of products or services we may provide to you from other entities. These include capital raisings and margin lending.

Fixed Fee Asset Based Arrangement	
Funds under Management Fee	1.50% including GST on closing daily balance charged monthly Example end daily balance \$1,000,000 $*1.50\% = \$15,000$ per annum Please note this maybe subject to a minimum charge of \$5,500 (inclusive of GST) per an account

We receive a fee from Open Invest for construction and varying the investment holdings within those portfolios. The fee is up to 1.50% (inclusive of GST) calculated on the funds in the respective portfolio across all the clients.

Term Deposit Placement/Rollover Fee

Where Sarto Advisory places/rolls over a term deposit, Sarto Advisory will charge you a fee that is a dollar amount or is based on the value of the term deposit in your account. A minimum charge may apply.

Term Deposit Placement/Rollover Fee	
Term Deposit Fee	Minimum AUD\$55 including GST or 0.22% including GST (whichever is greater) Example $\$50,000 * 0.22\% = \text{AUD}\110

Placement Fee

Where Sarto Advisory bids for securities through initial public offers and private placements, Sarto Advisory may be entitled to accept a placement or similar fee which will be disclosed when advice is provided and will usually be based on a percentage of the investment amount.

Placement Fee	
Funds Under Management Fee	1.65% including GST the placement value. Example placement amount \$100,000 $*1.65\% = \$1,650$

Strategic Advice Fee

Where Sarto Advisory provides strategic advice (for example, the rollover of your Superannuation to a Self Managed Superannuation Fund (SMSF) or SuperWrap account, or the review of your insurance policies), Sarto Advisory may charge you the following one-off fee:

Strategic Advice Fee	
Strategic Advice Fee	Up to \$8,250 (inclusive of GST)

Life Insurance Commissions

When you agree to implement a recommendation that we make to you about a Life Risk Product the relevant insurer will pay Sarto a commission. The maximum commission for the first year is 66% of the initial annual premium and there is an ongoing commission on renewal of the policy which is a maximum of 22% of the renewal premium. For example if the initial annual premium was \$1000

then the initial commission would be \$660. If on renewal the premium was \$1200 then the renewal commission would be \$264.

Dispute resolution scheme

If you have a complaint or dispute with us, you should contact us at first instance. We will endeavour to address a complaint or resolve a dispute promptly and in consultation with you.

If a dispute is unable to be resolved, you may bring a complaint against us through the Australian Financial Complaints Authority (AFCA). AFCA may be contacted at:

Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001
Phone: [1800 931 678](tel:1800931678)
Email: info@afca.org.au
Website: www.afca.org.au

AFCA is an independent external dispute resolution service, of which Sarto Advisory is a member. Taking a complaint to AFCA is free of charge. However, there are some limits on the size of claims that can be handled by AFCA. For details of the current limits, please refer to the AFCA website.

Compensation Arrangements

We have insurance arrangements in place to compensate retail clients in the event of loss or damage suffered as a result of a breach of our obligations under the Corporations Act. Those arrangements satisfy the requirements of that Act.

Our contact details

Address	Level 27,101 Collins Street, Melbourne VIC 3000 Australia
Telephone	(03) 9855 8780
Email	Info@sartoadvisory.com.au
Website	www.sartoadvisory.com.au
ABN	39 621 067 883
AFSL	501994

I/we acknowledge I/we have received the Sarto Advisory Financial Services Guide Date issue 3 April 2023.

Authorised Signature

Name	
Signature	x
Date	

- Individual
 Trustee
 Director
 Sole Director
 Secretary
 Other (please specify)

Name	
Signature	x
Date	

- Individual
 Trustee
 Director
 Sole Director
 Secretary
 Other (please specify)