

# Financial Services Guide

Version 1, Prepared on 12<sup>th</sup> December 2025

## What does this document contain?

The purpose of this Financial Services Guide (FSG) is to assist you in deciding whether to use any of our services by providing you with important information about the types of services we provide, how we and other relevant persons are remunerated, our interests and associations, and details about your rights should you have a complaint about the advice or services we have provided to you.

It is important that you read and understand this FSG. Should you have any questions please contact us to discuss them.

Where we provide you with a financial service, you may receive a Statement of Advice from us, which sets out our personal advice to you. You may also receive a Product Disclosure Statement which sets out information about a financial product you can acquire. These documents are explained in more detail in the following pages.

In this document any reference to “the licensee” or “we” or “us” or “our” means Investor Capital Pty Ltd, Australian Financial Services Licence (AFSL) number 700124. Reference to “financial adviser” means an authorised representative associated with ICG Financial Planning ATF the David Pero Family Trust (Practice) ABN: **48 276 161 441** (ICG Financial Planning) as a corporate authorised representative number 313058 of Investor Capital Pty Ltd.

Investor Capital Pty Ltd has authorised this FSG for distribution.

### Not independent

Investor Capital may receive commissions from life risk insurance products we recommend or are held by our clients. As such, neither Investor Capital Pty Ltd, its Practice, or its financial advisers are independent, impartial, or unbiased as defined in Section 923A of the Corporations Act.

## Who is responsible for providing you with advice and services?

We hold an AFS Licence (AFSL) issued by the Australian Securities and Investments Commission (ASIC), which enables us to offer financial advice services. As the licensee, we are responsible for the delivery of the services provided by our financial advisers.

**Investor Capital Pty Ltd has delivered comprehensive financial advice to clients since 2002 and was granted its own Australian Financial Services Licence in 2025. We pride ourselves on offering a highly personalised service, carefully tailored to each client's unique circumstances. Our approach is grounded in a holistic assessment of your entire financial position, using a balance sheet methodology to deliver complex, strategic advice. By collaborating with specialists across various disciplines, we ensure every client receives a well-considered and integrated financial strategy, delivered with care and precision.**

We act on our own behalf when providing the financial product advice services we are authorised to provide. When we deal in financial products we act on your behalf as our client.

### The services we can provide:

Our financial advisers' authorisations to deal and provide financial product advice varies and may be limited based on their knowledge and skills (refer to 'Who are our financial advisers?' for more detail). We have authorised our financial advisers to deal, and provide financial product advice in the authorisations under our licence, being:

- Basic deposit products.
- Non-basic deposit products, such as term deposits.
- Debentures, stocks or bonds issued (or proposed to be issued) by a government.
- Life products including investment life and life risk insurance products.
- Interests in managed investment schemes including investor directed portfolio services.
- Retirement savings accounts.
- Superannuation including self-managed superannuation funds.
- Securities, including direct equities; and
- Standard Margin Lending facilities.

We can provide specialist advice and services in the following areas:

- Wealth creation
- Risk protection
- Retirement planning
- Estate Planning
- Wealth structuring and tax planning
- Aged Care

Additionally, our financial advisers are all registered to provide Tax (Financial) Advice services. Based on the information collected from you, your adviser will consider the tax consequences of the financial advice they provide. However, this financial advice will not include a full assessment of your overall tax position or your tax liabilities and obligations. You should seek specialist tax advice from your accountant.

### The services we cannot provide:

Services that cannot be provided under our AFSL include:

- Derivatives.
- Personal advice relating to acquisition, development or disposal of direct property. Advice relating to direct property acquisition or investment will only relate to the investment strategy of an investment in property, such as asset sector allocation, cashflow and capital expenditure budgeting; and
- Credit advice, such as the arranging of a loan or the taking of credit. We may refer you to a broker that can assist with such matters.

You should rely only on the financial services described in this document.

### Who are our financial advisers?

All advice provided by the financial advisers are provided as authorised representatives associated with ICG Financial Planning, ABN: **48 276 161 441** as a Corporate Authorised Representative No 313058 of the Licensee.

#### **David Pero, Authorised Representative number 296924**

What sets David apart from other advisers is that his knowledge comes from real life experience. He has a passion for working with clients and making a significant difference in their life through designing and implementing strategies that keep them on track with their goals and provide peace of mind. David's expertise lies in providing advice around structuring investments in the most effective way for retirement, tax optimisation and asset protection.

As well as running his own practice David assists the Financial Planning Association with their Certified Financial Planner education program. As part of a panel, David reviews and assesses the proposed examination papers for future CFP assessment.

David is dedicated to giving back to the community and so in line with his values he is a strong participant in the Royal Children's Hospital Annual Run for Kids as well as the Mother's Day Classic for Breast Cancer research. He is also responsible for organising an annual golf day to raise money for various charities.

David is also part of a select independent advisory board, donating his services to a large Multinational Church and its dioceses. His role is to bring expertise from a variety of his financial disciplines to assist the Parishes, Primary & Secondary Schools and Aged Care Facilities in the various ministries of the Church.

David Pero can provide advice and services in all of the areas covered by the licensee.

As a Director, Shareholder, and employee of Investor Capital Pty Ltd and ICG Financial Planning, David receives a salary and may also be entitled to profit share and distributions.

You can contact David directly at [david@icgfp.com.au](mailto:david@icgfp.com.au) or by calling 03 9611 1600.

**Kosta Atanasov, Authorised Representative number 308860**

Kosta Atanasov is passionate about improving client lives by providing strategic financial advice to guide individuals and businesses to success. Starting in financial planning in 2006, Kosta has built up a wealth of experience in financial planning to become proficient in dealing with a range of diverse strategies. Focusing on restructuring financial affairs to build wealth and provide tax optimisation guiding clients through to retirement, to protecting wealth and transitioning of wealth across generations to look after the family as a whole.

Kosta will not just be bringing you his experience and expertise for the short term, he strongly believes in being there for his clients to ensure they have a trusted partner in their lives that is looking out for their best interest.

Kosta Atanasov can provide advice and services in all of the areas covered by the licensee.

As an employee of ICG Financial Planning, Kosta receives a salary and may also be eligible to receive a bonus depending upon performance across several KPIs including compliance.

You can contact Kosta directly at [kosta@icgfp.com.au](mailto:kosta@icgfp.com.au) or by calling 03 9611 1600.

**Information we require to provide you with appropriate advice**

We need full details of your personal objectives and needs, your current financial situation and any other information that is relevant to your reasons for seeking our advice. If you provide us with either incomplete or inaccurate information, the advice you receive may not be appropriate, and you would need to assess this, and accept the consequences for your own actions in light of your true circumstances.

As a business operating in Australia, we are required to adhere to the Australian Privacy Principles (APPs) contained in the Privacy Act 1988 (Cth) (the Privacy Act), which regulate the collection, storage, use, and disclosure of personal and sensitive information. Information about how we comply with the APPs can be found in the Privacy Policy available on our website <https://www.icgfp.com.au/> or you can request a copy from us through any of the contact details on the front page of this FSG.

**How will we provide our advice to you?**

**Personal advice** will be provided in writing, in a document called a Statement of Advice (**SoA**). This document sets out your personal circumstances and your needs and objectives and then explains the resulting strategy and recommendations. The SoA will also, among other things, tell you about:

- The basis on which the advice is given.
- The cost of the advice including the fees payable and any commissions we may receive; and
- Any associations we have which may have the potential to influence the advice we give you.

If there hasn't been a significant change to your personal circumstances any further advice may be provided to you in a Record of Advice (**RoA**). A copy of the RoA may be issued to you at the time the further advice is provided. You can request a copy of an RoA by contacting us using

any of the contact details on page 1 of this FSG up to 7 years after the advice was provided to you.

Where our advice recommends a financial product, we will provide you with a Product Disclosure Statement (**PDS**). The purpose of a PDS is to assist you to make an informed decision about whether to acquire the financial product, as it contains a description of the product features, risks and benefits, and information about your cooling-off rights (if applicable). You should read and understand the PDS prior to making a decision about any product. If you have any questions, these should be raised with your financial adviser.

There may be circumstances where we provide advice that is not based upon your own personal circumstances, needs and objectives. This may be treated as **General Advice**, and you need to consider its appropriateness in light of your personal circumstances before acting on the advice. If any particular product is mentioned, a copy of its PDS should be obtained by you and considered by you before making any decision.

If you instruct us to arrange a transaction without obtaining our advice, we may be able to deal in or arrange those products by carrying out your instructions on an execution-only basis. If you do not obtain advice, you face the risk that the financial product/s you select will not take into account your objectives, financial situation or needs, and we are not liable for any losses that are incurred from carrying out your instructions on the basis the financial product was not appropriate, or where you have declined to act in accordance with our advice.

### How can you give us instructions?

You may instruct us by telephone, in writing, or email using the contact details on page 8 of this document. We may not act upon written or email instructions without verbal confirmation. Similarly, we may write to you confirming the substance of a verbal instruction prior to acting.

If we execute your transactional instructions in instances where you have declined the offer of personal advice or otherwise not received it, we will not act on the instructions unless you sign a letter confirming the instruction was execution-only in that it was provided without our personal advice.

However, for your own protection you should never:

- Sign any blank forms or documents.
- Nominate a financial adviser to receive statements or records where you do not also receive a copy; or
- Appoint a financial adviser to act as your agent or authorised signatory without clearly defining the limits of their authority.

We will never send you a direct link to transfer funds in the body of an email. It is common for scammers to impersonate financial institutions and intermediaries such as financial advisers to obtain access to your money, for instance by providing fraudulent email instructions to transfer funds into an incorrect account. Please contact us immediately if you ever wish to verify the authenticity of an email you receive purporting to be from a product issuer or from us.

## Relationships and associations and remuneration

Investor Capital Pty Ltd and ICG Financial Planning Pty Ltd are not owned by, or associated with, any other entities.

We may refer you to other professional service providers, such as accountants, estate planning specialists, advisers that specialise in personal risk insurance, or finance brokers, and we will not receive any remuneration for making these referrals. Similarly, we do not pay referral fees if another professional refers you to us.

### Other benefits

We may receive small benefits like entertainment or hospitality from certain product providers at no additional cost to you. Investor Capital Pty Ltd keeps a register to record benefits valued up to \$300. A copy of this register will be provided within seven days upon request.

## What fees and other remuneration is payable for our services?

All fees and commissions are payable to ICG Financial Planning Pty Ltd, and no portion are paid to your adviser. ICG Financial Planning Pty Ltd Pays Investor Capital Pty Ltd a monthly licensing fee to cover expenses related to maintaining the Australian Financial Services Licence.

The fees which you pay for financial advice are separate to fees which are paid to the product issuers. It is important that you fully understand the types of fees and costs, and the total cost borne by you, on an annual basis.

All fees and commissions captured include GST.

### Initial advice:

A fee may be payable for the preparation and implementation of our written financial advice. Our advice fees are \$440 per hour including GST and the total cost will depend upon the complexity of your relevant circumstances and the advice required to address your needs and objectives. You will be notified of the cost involved prior to the commencement of any work if applicable.

Where you are advised to acquire a personal risk insurance product, the cost to you of the advice may be reduced because we receive a commission payment from the insurer when you acquire an insurance policy. The commission amount will vary based on your premium and when your policy was first put into place.

### Ongoing services

The benefit of receiving personal financial advice often comes from the ongoing relationship that you establish with your financial adviser, so that your financial strategy and products are regularly reviewed against the markets and changes to your circumstances or goals.

The fees for our ongoing services range from 0.88% to 1.1% of funds under managements depending upon the complexity of your situation and the frequency of reviews. A separate service agreement will be provided with your Statement of Advice, which will detail the services to be provided, and the costs.

If your adviser considers ongoing services are necessary to keep your financial plan tracking to achieve your goals, the level of service, and fees payable, will be discussed and will apply if agreed by you in writing.

### Execution-only or Ad-hoc fees

If you require additional services that are not covered by any of the fees scheduled above, we will advise you if fees apply and obtain your authorisation to act prior to proceeding. Ad-hoc fees are typically levied on an hourly rate of \$440 including GST.

### **Do we receive commissions?**

If you require personal risk insurance advice, ICG may refer you to a risk advice specialist. We are not remunerated for making a referral, nor will we receive any share of fees or commissions paid to the adviser we refer you to.

If you have a policy that has been put in place by ICG, or you have transferred the servicing rights of an existing personal risk insurance policy to an adviser at ICG, initial and/or ongoing commissions from insurance providers may be received by us. These commissions are paid to us by the insurance company if you acquire the cover we recommend. The value of the commissions is included in the cost of what you pay for the insurance and are not an additional cost to you. If ICG recommends a personal risk protection product to you, the commissions we receive will be disclosed in your Statement of Advice with our recommendations. In some circumstances, these may be used to offset the cost of our advice fees.

The initial commission is paid at the commencement of the insurance policy by the product issuer to us. Ongoing commissions are payments paid by product issuers to us after the commencement of the insurance policy.

If you initiate an increase to your cover (resulting in an increase in the cost of premium payable by you to the insurance company), we may receive a further initial commission and an increase in the receipt of ongoing commissions on the value of the annual increase to your policy cost.

Where we recommend the use of a level commission arrangement, we will receive up to 33% of your annual insurance premium.

### **Upfront Commissions**

Policies in place prior to 1 January 2020 - Upfront commission of up to xx% on the first year's premium, and ongoing commission of up to xx% on the renewal premium.

Policies put into place after 1 January 2020 - Upfront commission of 66% on the first year's premium, and ongoing commission of 22% on the renewal premium.

### **Example**

We recommend you put into place an insurance policy on 1/02/23 and the premium is \$2000. ICG Financial Planning Pty Ltd would receive 66% or \$1,320 of the first year's premium as an upfront commission, and 22% or \$440 of the renewal premium assuming it remains unchanged each year.

### What to do if you have a complaint:

If you have a complaint or concern about the service provided to you, we encourage you to take the following steps:

1. Review our public complaint policy located on our website <https://www.icgfp.com.au/>
2. Contact your financial adviser first to attempt to resolve your complaint.
3. If you are unable to resolve the complaint with your financial adviser, contact us about your concern using any of the contact details on page 1 of this document. We will try to resolve your complaint quickly, fairly and within prescribed time frames.
4. If your complaint is not resolved to your satisfaction within 30 days, you have the right to refer the matter to the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

Website: [www.afca.org.au](http://www.afca.org.au)

Email: [info@afca.org.au](mailto:info@afca.org.au)

Telephone: 1800 931 678 (free call)

In writing to: Australian Financial Complaints Authority, GPO Box 3, Melbourne VIC 3001.

### Our compensation arrangements

We have arrangements in place to maintain adequate professional indemnity insurance as required by s912B of the Corporations Act 2001. This insurance provides cover for claims made against us and our financial advisers, including claims in relation to the conduct of financial advisers who no longer work for us but who did so at the time of the relevant conduct.

### How you can contact us

You can contact us using the office address and contact details on the first page of this document. Your individual adviser contact details can be found under their respective profiles on pages 3 and 4 of this document.

If you have any questions about our financial services, please do not hesitate to contact us on the details below:

Email: [info@icgfp.com.au](mailto:info@icgfp.com.au)

Telephone: (03) 9611 1600

In writing to: Investor Capital Group Pty Ltd, Level 3, 85 Spring Street, Melbourne, VIC, 3000.