

Invicta Financial – Disclosure Statement

Trading Name: Invicta Financial

Office Details:

Christchurch: Second Floor, 45 Mandeville Street, Riccarton, Christchurch 8011

Auckland: QBE Building, Floor 7/125 Queen Street, Auckland CBD, Auckland 1010

Wellington: Level 3, 56 Victoria Street, Wellington Central 6011

Email: info@invictafinancial.co.nz

Phone: 0800 468 282

Website: invictafinancial.co.nz

Identifying Information

Invicta Financial Limited t/a Invicta Financial is a Licensed Financial Advice Provider issued by the FMA to provide financial advice services. Our Financial Services Provider (FSP) number is FSP1003084.

This disclosure statement is available free of charge on request and on our website.

Nature and Scope of the Advice

Financial advisers of Invicta Financial provide advice on:

- Personal and group insurance
- KiwiSaver
- Mortgage and lending advice
- Financial planning and managed fund investments, including portfolios accessed through the NZX Wealth Technologies platform
- Fire and general insurance
- Property development referrals. We may refer clients to selected property development firms. Any referral fees will be disclosed

Products we provide financial advice about

- Personal and group insurance (life cover, disability, income protection, trauma, health)
- KiwiSaver
- Home loans, refinancing, investment property lending and business lending

- Fire and general insurance
- Managed funds, model portfolios, and custodial investment platform services available through NZX Wealth Technologies
- Investment property research and support when appropriate to your goals (not real estate advice)

Providers we are partnered with:

- **Life and Health Insurance Providers:** AIA, NIB, Chubb Life, Partners Life, Fidelity Life, Asteron Life, Momentum Life
- **KiwiSaver Providers:** NZ Funds, Generate, Milford, Pathfinder, ANZ, Booster, InvestNow
- **Fire & General Providers:** Ando, Tower, Aon
- **Lenders:** Through our membership of the NZFSG and Kiwi Adviser Network aggregator groups we have access to the major New Zealand banks (including ANZ, ASB, BNZ, Westpac, Kiwibank, TSB, SBS Bank, The Co-operative Bank and Heartland Bank) and a range of non-bank lenders (including Liberty Financial, Pepper Money, Avanti Finance, Basecorp Finance, First Mortgage Trust and others). The full lender list is provided in your adviser's disclosure.
- **Investment and Platform Providers:**
 - NZX Wealth Technologies (custodial platform and model portfolios)
 - NZ Funds Wealth Builder and managed funds
 - Generate Managed Funds
 - ANZ Investment products
 - InvestNow
 - Other managed fund providers as disclosed in your personalised advice

Property Development Referral Partners

We may work with a range of property development firms when clients are considering property investment. These relationships are referral-based and are not a recommendation to purchase. You should seek your own legal, tax, and valuation advice before proceeding with any property investment.

Fees and Expenses

Most of our advice is provided at no upfront cost to you. If you take out a product on our recommendation, Invicta Financial receives a commission from the provider. Commissions are paid by the provider and do not increase the cost of the product for you. Some services, such as financial planning and investment advice, carry a fee. Any fee is agreed with you in writing

before advice begins. Invicta Financial does not charge you any fee if a provider claws back commission because you cancel, reduce or refinance a product.

Insurance (Life & Health)

- Initial commission: 0% to 240% of the first-year premium
- Ongoing commission: 0% to 30% of annual premiums

KiwiSaver

- Initial commission: \$0 to \$300, paid by the provider
- Ongoing commission: 0% to 0.5% per year of your account balance, paid by the provider
- Some providers charge their own fees for joining or exiting a scheme. These are paid to the provider, not to Invicta Financial, and will be disclosed before you proceed.

Mortgage and Lending

- Upfront commission: 0% to 0.90% of the loan amount, paid by the lender
- Trail commission: 0% to 0.25% per year of the loan balance, paid by some lenders
- Where a non-bank lender pays no commission or reduced commission, Invicta Financial may charge a broker fee of up to 1% of the loan amount. This is agreed in writing before you proceed.
- Invicta Financial pays a monthly membership fee to the NZFSG and Kiwi Adviser Network aggregator groups. Neither receives a share of your loan commission or influences which lender we recommend.

Fire & General Insurance

- Initial commission: 0% to 50% of the first-year premium
- Ongoing commission: 0% to 10% of annual premiums
- Where we refer you to a specialist general insurance broker, Invicta Financial may receive a referral payment of 0% to 10% of the premium.

Investment and Financial Planning

If you invest through NZX Wealth Technologies or another managed fund provider, Invicta may charge or receive an adviser service fee of 0% to 1% per year. The amount will be disclosed before you decide.

Platform, custodial, and fund management fees may also apply and are paid to the relevant provider, not to Invicta Financial. These will be disclosed in your personalised advice

We may refer you to other service providers, including Generate Managed Funds and NZ Funds Wealth Builder. If you decide to invest with Generate or NZ Funds, the provider pays Invicta



Financial an ongoing commission of 0% to 0.40% per year of your account balance, taken from the fees you pay the provider.

Where an Invicta adviser provides advice on other managed funds, the provider pays an ongoing commission of 0% to 1.00% per year of funds under management.

Although different providers offer varying levels of remuneration, our recommendations are based solely on your needs, not commissions. We follow a strict process to ensure the fund selected is best suited to your risk profile and investment goals.

We will disclose the exact remuneration we receive when we provide our recommendation to you.

Property Referral

If we refer you to a property development firm and you proceed, Invicta Financial may receive a referral payment of \$0 to \$25,000 depending on the provider and development. This will be disclosed before referral.

Adviser Remuneration

Our financial advisers are paid a share of the commission and fees Invicta Financial receives, or a fixed salary. Salaried advisers may receive a discretionary bonus based on overall performance, including client service standards and compliance. No adviser receives any bonus or incentive based on sales volume or targets, and no adviser is paid more for recommending one provider over another. All recommendations are based on your individual needs.

How we manage conflicts of interest

Most of Invicta Financial's services are provided at no upfront cost to you. This is because product providers pay us a commission when you take up a product we recommend. Although providers pay us, we put your interests first:

- We follow a proven 6-step advice process that puts our clients' needs at the heart of the advice process
- We identify and disclose the maximum level of commission we may get on the back of our recommendation
- If our recommendation involves replacing cover, we will provide a comparison of covers and explain what the recommended provider offers that your existing cover does not. We will also let you know if there is anything your existing provider covers that the recommended provider will not.
- All our recommendations are provided in writing with an explanation as to how they are based on your individual needs

- Invicta Financial completes internal and external reviews of our advice process to ensure we follow a thorough review process that puts client interest first
- Where we refer clients to property development firms, Invicta may receive a referral fee. This will be disclosed to you if applicable before proceeding
- Invicta Financial does not receive any volume-based or sales-target incentives from any provider. Our commission rates do not change based on how much business we place.
- Invicta Financial does not charge you any fee if a provider claws back commission because you cancel, reduce or refinance within the clawback period.
- We regularly review our partnerships to ensure any potential conflicts of interest are identified and managed

Our Duties

Invicta Financial and anyone giving financial advice on our behalf have duties under the Financial Markets Conduct Act 2013 relating to the way advice is given. We are required to:

- Give priority to your interests by taking all reasonable steps to make sure our advice is not materially influenced by our own interests.
- Exercise care, diligence, and skill in providing you with advice.
- Meet standards of competence, knowledge and skill set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure that we have the expertise needed to provide you with advice).
- Meet standards of ethical behaviour, conduct and client care set by the Code of Professional Conduct for Financial Advice Services (these are designed to make sure we treat you as we should and give you suitable advice).

This is only a summary of the duties that we have. More information is available by contacting us, or by visiting the [Financial Markets Authority website](#).

The Code of Conduct standards can be read here: [Code of Conduct Standards](#).

Important Information

Investment products carry risk, including potential loss of capital. Past performance is not an indicator of future returns. Invicta Financial does not provide tax, legal or real estate agency services. You should seek independent tax, legal, and property advice before making investment decisions. Lending applications are subject to each lender's credit criteria. We collect and hold your personal information in line with the Privacy Act 2020. Our privacy policy is available at invictafinancial.co.nz

What if something goes wrong:

Internal Complaints Process

If you have a problem, concern or complaint about any part of our advice or service, please tell us so that we can try to fix the problem. Our internal complaints team can be reached via:

- **Email:** info@invictafinancial.co.nz
- **Phone:** 0800 468 282

Our internal complaints handling process is as follows:

- We will consider your complaint and let you know how we intend to resolve it.
- We may need to contact you to get further information about your complaint.
- We aim to resolve complaints within ten working days of receiving them.
- If we cannot do so, we will contact you to let you know we need more time and provide a realistic timeframe.
- We will contact you by phone or email to let you know whether we can resolve your complaint and how we propose to do so.
- We aim to resolve complaints fairly and promptly. If you're not satisfied with the outcome, the external dispute resolution service is independent, free of charge, and available to help

External Complaints Process

If we cannot agree on how to fix the issue, or if you decide not to use the internal complaints scheme, you can contact our external disputes resolution scheme – [Financial Service Complaints Limited](#). This service will cost you nothing and will help us resolve any complaints.

- **Address:** PO Box 5967, Wellington 6140
- **Phone:** 0800 347 257
- **Email:** info@fscl.org.nz