Profile
FINANCIAL SERVICES

Example Statement of Advice

Get serious about your retirement planning and read through an example Statement of Advice

Summary

At Profile Financial Services, we recognise the pivotal role that a Statement of Advice (SOA) plays in your financial journey. The SOA is a vital client document, meticulously prepared by our financial planners and advisers. This document serves as a transparent and comprehensive disclosure of the financial advice tailored specifically to you.

In adherence to regulated obligations surrounding personal financial advice in Australia, our Statement of Advice stands as a structured framework.
It ensures the creation of SOA documents that are not only clear but also fully compliant with regulatory standards.

Within this document, we delve into key elements such as the individual's personal objectives, financial situation, and needs. Moreover, it articulates the strategies and financial products recommended by the financial planners.

Contents

Introduction

Explore the example Statement of Advice to uncover a comprehensive roadmap meticulously crafted to address both aspirations and challenges. This document functions as an in-depth guide, providing a clear overview of the individual's current financial position. It further outlines our tailored recommendations and strategies aimed at achieving their specific goals.

At the core of every Statement of Advice is the essential objective of ensuring clients receive top-tier guidance, empowering them to make well-informed decisions. Precision and clear communication of every detail are imperative in fulfilling this purpose.

1st January 2024

Mr Bob Sample
123 Financial Advice Way
Financial Planning NSW 2000

Dear Bob,

STATEMENT OF ADVICE

Please find enclosed a Statement of Advice which includes details of our advice and recommendations, the basis on which the recommendations are made, the steps to implement and all relevant fees and disclosures. Please take the time to read and understand all the attached information.

The recommendations are based upon current information and should be considered current for 60 days only. After this time, it may become necessary to review the recommendations.

Should you have any questions regarding any of the information contained herein, please do not hesitate to contact us to speak to me.

Yours sincerely,

John DOE
CFP AdvDipFP
Senior Financial Adviser

Profile Financial Services Pty Ltd
AFSL No. 226238
Australian Credit Licence No. 226238

Enclosures:

- Product Disclosure Statement(s)
- Duplicate 'Client Declaration & Authority to Proceed'
- Fund Manager Withdrawal Form
- Fund Manager Pension Reset Form
- Fund Manager Nomination of Beneficiaries Form

STATEMENT OF ADVICE

Mr Bob Sample

1st January 2024

Prepared by: John DOE
CFP, AdvDipFP
Financial Adviser

Email: john.doe@profileservices.com.au

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EXECUTIVE SUMMARY

Objectives

1. I would like to consider strategies to reduce the amount of tax I pay.
2. I would like a $30,000 cash buffer for emergencies and to cover holidays and other time off work.

Recommendations

1 Start a transition to retirement pension with Fund Manager Retirement Fund.

Retain $5,000 in Superstar Super (XXXX-XXXX), rollover the rest of the funds to Superstar Retirement Fund (TTR).

Maximise pension withdrawals to fully utilise the concessional contribution cap for the current year, incorporating a portion of the unused contributions from previous years.

On an annual basis, top up your pension with funds accumulated in your superannuation account.

Owner	Existing superannuation fund	Amount ($)	Proposed pension fund	Amount ($)
Bob	Superstar Retire-ment Fund XXXX-XXXX	$5,000	Superstar Mk2 Pension Manager II	$319,602

Superstar Super (Full menu) (XXXX-XXXX))

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Fund One	XXX-XXX	16,180	-16,180	0
Fund Two Equities Fund	XXX-XXX	95,017	-95,017	0
Fund Three Global Equity Trust	XXX-XXX	93,116	-93,116	0
Fund Four Conservative Growth Fund	XXX-XXX	108,024	-108,024	0
Fund Five Fixed Income Fund - Wholesale Class	XXX-XXX	6,890	-6,890	0
Transaction Account	XXX-XXX	5,690	-690	5,000
Total		**324,916**	**-319,916**	**5,000**

	Details
Pension Fund	Superstar Retirement (TTR) (Full menu)
Pension Balance	$319,275*
Drawdown	Maximum (10%)
Payment frequency	Yearly

	2023/24	2024/25	2025/26	2026/27	2027/28
Recommended Drawdown	$31,927	$33,830	$35,248	$36,756	$38,312

**Please note that this is just an estimate, the drawdown values are determined using your present salary, unused contribution caps from previous years, an estimated salary for the upcoming financial years and the* *growth of your pension portfolio, derived from projections It's important to note that these values could differ depending on your actual salary and the portfolio growth in the upcoming year.*

Superstar Super Fund (TTR) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account	XXX-XXX	0	319,602	319,602
Sub-Total		**0**	**319,602**	**319,602**
Cash Holding – Cash Account	XXX-XXX	319,602	-31,927*	7,675
New Fund - Global Listed Infrastructure Fund	XXX-XXX	0	75,000	74,812
New Fund 2 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	0	50,000	50,000
New Fund 3 - Growth Index Fund	XXX-XXX	0	155,000	154,860
Total		**319,602**	**-32,255**	**287,347^**

**Recommended withdrawal to personal bank account.*

^Less $327 estimated buy costs.

2 Use the pension drawdown from your new TTR account to make concessional contributions, up to the annual cap (including part of the carry forward of unused concessional contributions that can be utilised), until you retire.

Submit a notice of intent to claim a tax deduction for the concessional contributions.

Update your pension to incorporate the funds contributed back in into pension phase.

Owner	Superannuation Fund	One-off contributions ($)	When
Bob	Superstar Retirement (TTR) via pension update	$31,927	Now

Bob

Superstar Retirement (TTR) (Full menu) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account	XXX-XXX	7,675	31,927	39,602
Fund 2 - Global Listed Infrastructure Fund	XXX-XXX	74,812	0	74,812
Fund 3 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	50,000	0	50,000
Fund 3 - Growth Index Fund	XXX-XXX	154,860	0	154,860
Total		**287,347**	**31,927**	**319,275**

3 Invest the Superstar Retirement (TTR) account in a diversified portfolio using an Objectives Based Investment (OBI) approach in line with your 'Balanced' risk profile.

Bob

Superstar Retirement (TTR) (Full menu) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – cash Account	XXX-XXX	39,602	-30,000	9,602
Bank XYZ - 12-month Term Deposit	N/A	0	30,000	30,000

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Fund 2 - Global Listed Infrastructure Fund	XXX-XXX	74,812	0	74,812
Fund 3 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	50,000	0	50,000
Fund 4 - Growth Index Fund	XXX-XXX	154,860	0	154,860
Total		**319,275**	**0**	**319,275**

* The values shown above are based on market values of the investments as at 07/12/2023. These values could change between this date and the date of implementation.

Results

- You will retain an active superannuation account to receive future employer contributions.
- The majority of your super savings will be used to implement a Transition to Retirement strategy to reduce the amount of personal income tax you pay.

CURRENT SITUATION	2023/24	2024/25	2025/26	2026/27	2027/28
Income (Salary indexed to CPI)	100,000	102,800	105,678	108,637	111,679
Applicable tax rate			32.5%		
Tax if assessed as personal income (Current Situation)**	**24,967**	**25,933**	**26,926**	**27,947**	**28,996**
PROPOSED SITUATION	**2023/24**	**2024/25**	**2025/26**	**2026/27**	**2027/28**
Income (Salary indexed to CPI)	100,000	102,800	105,678	108,637	111,679
Applicable tax rate			32.5%		
Recommended Contribution*	$31,927	$33,830	$35,248	$36,756	$38,312
Taxable Income (Salary indexed to CPI)	$68,071	$68,970	$70,430	$71,881	$73,367
Tax if assessed as personal income**	**$13,951**	**$14,261**	**$14,765**	**$15,266**	**$15,778**
Difference	***$11,016***	***$11,672***	***$12,161***	***$12,681***	***$13,218***
Superannuation tax for the contribution made (15%)	$4,789	$5,075	$5,287	$5,513	$5,747
Total tax if directed to superannuation as a concessional contribution.	**$18,740**	**$19,336**	**$20,052**	**$20,779**	**$21,525**
Total Difference	***6,227***	***6,598***	***6,874***	***7,168***	***7,471***

Note:

**Please note that this is just an estimate, the drawdown values are determined using your present salary, unused contribution caps from previous years, an estimated salary for the upcoming financial years and the growth of your pension portfolio, derived from projections It's important to note that these values could differ depending on your actual salary and the portfolio growth in the upcoming year.*

***The tax rate will depend on your assessable income for the financial year.*

Please talk to your tax adviser regarding how this will impact your overall tax position.

WHERE AM I NOW?

Key Details

	BOB
Date of birth	XX Month 1962
Age	61
Marital status	Single
Health	Fair

Employment

	BOB
Job title	Uber Driver
Employer	Uber Pty Ltd
Employment Status	Casual
Gross Salary	$100,000

Superannuation Funds

BOB	Superstar Super (XXXX-XXXX)
Superannuation Type	Accumulation
Preserved Amount	$324,086
Restricted non-preserved Amount	$830
Unrestricted non-preserved Amount	$0
Taxable - Taxed Element	$83,673
Taxable - Untaxed Element	$239,358
Tax-free	$1,885
Total as at 7 December 2023	**$324,916**
Employer Contributions	$3,867
Death Benefit Nomination Type	Non-Lapsing
Death Benefit Nominee	Legal Person Representative – 100%
Death Benefit Nomination End	XX Dec 2023

Assets & Liabilities

ASSETS	OWNERSHIP	BALANCE
Lifestyle		
Motor Vehicle 1	Bob	$30,000
Motor Vehicle 2	Bob	$2,000
Total - Life Style		***$32,000***
Liquid Assets		
Cash on Hand – Bank of New South Wales Account	Bob	$20,000
Total - Liquid Assets		***$20,000***
Superannuation Assets		
Superstar Super (Full menu) – XXXX-XXXX	Bob	$324,916
Total – Super Assets		***$324,916***
Total Assets		**$376,916**
LIABILITIES	**OWNERSHIP**	**BALANCE**
Long Term Liabilities		
Bank Loan	Bob	$18,000
Total - Long Term Liabilities		***$18,000***
Total Liabilities		**$18,000**
YOUR NET WORTH		**$358,916**

Cash flow

SOURCE	OWNER	AMOUNT (P.A.)
Ordinary Wages - PAYG Salary	Bob	$100,000
Gross Cash Inflows		**$100,000**
Living Expenses	Bob	$65,000
Term - MLC Whole of Life 0802-903K7	Bob	$95
Income Tax - Estimate	Bob	$24,967
Gross Cash Outflows		**$90,062**
Total Net Cashflow Position		**$9,938**

Risk Profile

	BOB
Risk Profile	Balanced

SCOPE OF ADVICE

The scope of this advice pertains only to:

- **Superannuation** – Including a review of contribution strategies to reduce the amount of tax you pay.
- **Retirement Planning** – Including strategies to establish TTR to fund the recommended contributions.

The items you are currently satisfied with, and we are not reviewing and providing advice on are:

- Maintaining $30,000 cash buffer for emergencies and to cover holidays and other time off work.
- When your cash buffer reaches $30,000, you may use some of the money to pay down your personal loan.

Although outside the scope of this advice, we have also identified you should consider doing an estate plan

Important Notes

Profile has given due consideration to many factors when providing this advice, including:

- Your identified needs and objectives.
- Your Balanced risk profile; and
- A comprehensive understanding of your personal circumstances, which are to be further considered and reviewed on a regular basis, if appropriate.

Changes in your personal circumstances may affect the recommendations, which are based on your current situation.

We believe the information we have about your objectives, needs, and financial situation including your tax position, is complete and accurate. If the information is incomplete or incorrect, our recommendations may not be appropriate for you. Please contact us immediately if any of your details are incomplete, incorrect or have changed.

If you do not provide Profile with this information, you should be aware that:

- The advice is, or may be, based on incomplete or inaccurate information relating to your personal circumstances; and
- Because of that, before acting on this advice, you should consider the appropriateness of the advice, having regard to your personal circumstances.

The recommendations in this advice are based on current legislation and will need to be reviewed in the event of changes in governments or legislation.

Please note, the tax advice in your Statement of Advice is provided by your adviser, a 'qualified tax relevant provider' under the *Financial Sector Reform (Hayne Royal Commission Response—Better Advice) Act 2021* (*Better Advice Act*), to help you understand the tax implications of the recommendations, it is not for the purposes of preparing tax returns. Tax advice for the purposes of tax returns must be sought from a registered tax agent such as an accountant.

If we have requested you provide Profile with personal information, you can refer to the Notification of the collection of personal information matters in the Contact us, Collection, Use and disclosure and Sending data overseas and third-party websites sections of Profile's *Privacy Policy*, located on our website.

HOW DO I GET THERE?

The Basis for this Advice

The specific recommendations outlined in the *Executive Summary* are made on the basis of the following:

1 Start a transition to retirement pension with Superstar Retirement.

Retain $5,000 in Superstar Super (XXXX-XXXX), rollover the rest of the funds to Superstar Retirement (TTR).

Maximise pension withdrawals to fully utilise the concessional contribution cap for the current year, incorporating a portion of the unused contributions from previous years.

On an annual basis, top up your pension with funds accumulated in your superannuation account.

Owner	Existing superannuation fund	Amount ($)	Proposed pension fund	Amount ($)
Bob	Superstar Super (XXXX-XXXX)	$5,000	Retirement Fund Pension Manager II	$319,602

Superstar Super (Full menu) (XXXX-XXXX)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Fund 1 - XX Fund	XX-XX	16,180	-16,180	0
Fund 2 - Australian Equities Fund	XX-XX	95,017	-95,017	0
Fund 3 - MFS Global Equity Trust	XX-XX	93,116	-93,116	0
Fund 4 - Conservative Growth Fund	XX-XX	108,024	-108,024	0
Fund 5 - Fixed Income Fund - Wholesale Class	XX-XX	6,890	-6,890	0
Transaction Account	XX-XX	5,690	-690	5,000
Total		**324,916**	**-319,916**	**5,000**

	Details
Pension Fund	Superstar Super Retirement (TTR) (Full menu)
Pension Balance	$319,275*
Drawdown	Maximum (10%)
Payment frequency	Yearly

	2023/24	2024/25	2025/26	2026/27	2027/28
Recommended Drawdown	$31,927	$33,830	$35,248	$36,756	$38,312

**Please note that this is just an estimate, the drawdown values are determined using your present salary, unused contribution caps from previous years, an estimated salary for the upcoming financial years and the growth of your pension portfolio, derived from projections It's important to note that these values could differ depending on your actual salary and the portfolio growth in the upcoming year.*

Superstar Retirement (TTR) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account	XXX-XXX	0	319,602	319,602
Sub-Total		**0**	**319,602**	**319,602**
Cash Holding – Superstar	XXX-XXX	319,602	-31,927*	7,675
Fund 1 - Global Listed Infrastructure Fund	XXX-XXX	0	75,000	74,812
Fund 2 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	0	50,000	50,000
Fund 2 - Growth Index Fund	XXX-XXX	0	155,000	154,860
Total		**319,602**	**-32,255**	**287,347^**

**Recommended withdrawal to personal bank account.*

^Less $327 estimated buy costs.

Please refer to the investment product recommendations in this section of the SOA for the specific product advice.

The following are the reasons why we believe this is in your best interest:

- You can withdraw tax-free income payments to make use of the concessional contribution cap, thereby aiding your objective of minimizing the amount of tax you pay.
- We recommend you retain the minimum balance of $5,000 in your existing Superstar Super (Full menu) to continue receiving employer contributions.

Before accepting our advice, please consider the following:

- When you pass away, the proceeds from your superannuation fund may be subject to lump sum tax if they are paid as a lump sum to non-dependants.
- You must draw down a minimum pension income each year, which is calculated as a percentage of your account balance as at 1 July each year and is based on your age.

Age	Percentage Rates
Under 65	4%

- The maximum pension income you can receive is 10% of your account balance as at 1 July each year.
- Whilst transferring your investment to the new superannuation fund, the funds may not be invested in the market or achieving growth.

2 Use the pension drawdown from your new TTR account to make concessional contributions, up to the annual cap (including part of the carry forward of unused concessional contributions that can be utilised), until you retire.

Submit a notice of intent to claim a tax deduction for the concessional contributions.

Update your pension to incorporate the funds contributed back in into pension phase.

Owner	Superannuation Fund	One-off contributions ($)	When
Bob	Superstar Retirement (TTR) via pension update	$31,927	Now

Superstar Retirement (TTR) (Full menu) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account	XXX-XXX	7,675	31,927	39,602
Fund 2 - Global Listed Infrastructure Fund	XXX-XXX	74,812	0	74,812
Fund 3 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	50,000	0	50,000
Fund 4 - Growth Index Fund	XXX-XXX	154,860	0	154,860
Total		**287,347**	**31,927**	**319,275**

The following are the reasons why we believe this is in your best interest:

- You can make personal superannuation contributions and claim a tax deduction for amounts contributed up to the contribution limit. Claiming a tax deduction will reduce the amount of personal income tax you will pay as given above.
- We have recommended only to utilise the annual concessional contribution cap and part of the carry forward of unused concessional contributions that can be utilised based on the maximum 10% drawdown.

Before accepting our advice, please consider the following:

- There is a limit of $27,500 per financial year on superannuation contributions where you or your employer claim a tax deduction.
- If you exceed the concessional contribution cap, the excess amount will be added to your assessable income and taxed at your marginal tax rate less a tax offset of 15%. Alternatively, you can apply to release up to 85% of the excess contribution from your superannuation fund. There will be excess concessional contribution charges associated with the release.

Carry forward unused contribution cap amounts.

- The accrual of unused concessional contributions cap commenced on 1 July 2018. You will be unable to carry-forward any concessional contributions caps that have not been used within 5 years, as they will expire.
- Only individuals with a total superannuation balance of less than $500,000 will be able to utilise the carry-forward concessional contribution provision. The total superannuation balance includes amounts held in superannuation, pension, transition to retirement pensions and any tax-free retirement income streams.
- Over the past 5 years you have the following unused concessional contributions available to carry forward:

	2018/19	2019/20	2020/21	2021/22	2022/23
Concessional contribution	$5,188	$5,596	$8,117	$7,331	$7,898
Concessional contribution cap	$25,000	$25,000	$25,000	$27,500	$27,500
Unused concessional contribution cap	**$19,812**	**$19,404**	**$16,883**	**$20,169**	**$19,602**

- To make a tax-deductible contribution you will need to lodge a form with your superannuation fund known as a ‘Notice of intent to claim a tax deduction’ by the earlier of:
  - the day you lodge your income tax return for the income year in which the contribution was made, or
  - the end of the next income year following the year of the contribution.

  If you do not lodge this form, or you lodge it late, you will not be able to claim a tax deduction for the contribution, and it will be treated as a non-concessional (after-tax) contribution with no tax savings to offset the amount invested into your super.

3 Invest the Superstar Retirement (TTR) account in a diversified portfolio using an Objectives Based Investment (OBI) approach in line with your 'Balanced' risk profile.

Bob

Superstar Retirement (TTR) (Full menu) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account Super	XX-XX	39,602	-30,000	9,602
Bank of NSW - 12-month Term Deposit	N/A	0	30,000	30,000
Fund 1 - Global Listed Infrastructure Fund	XXX-XXX	74,812	0	74,812
Fund 2 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	50,000	0	50,000
Fund 3 - Growth Index Fund	XXX-XXX	154,860	0	154,860
Total		**319,275**	**0**	**319,275**

* The values shown above are based on market values of the investments as at 07/12/2023. These values could change between this date and the date of implementation.

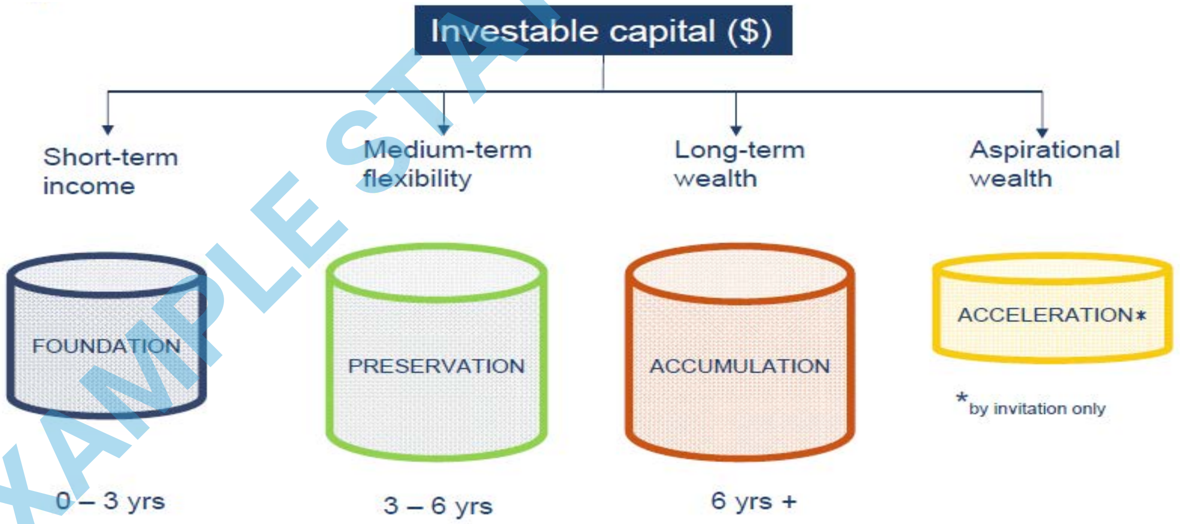
Objectives Based Investments (OBI) Overview

Unlike traditional financial planning, at Profile we believe in constructing a portfolio to meet your stated objectives. We also know objectives are generally based around different timeframes (i.e., short, medium, and long-term objectives). Therefore, it makes sense to construct portfolios on a timeframe basis.

Profile's Objectives Based Investing (OBI) philosophy involves allocating your investible funds into three key timeframes 'buckets':

- Up to 3 years – Foundation
- 3 to 6 years – Preservation
- 6 years and longer – Accumulation

The OBI bucket approach is illustrated diagrammatically below:



Based on your stated objectives and the following assumptions, we have analysed your personal situation using our proprietary *Pathways* modelling tool, and believe the ideal allocation across the buckets is:

Bucket	Recommended Investment
Foundation	$39,602
Preservation	$50,000
Accumulation	$229,672

Please refer to the *Objectives Based Investing* section of this advice for detailed modelling on how we arrived at the above allocations.

The following are the reasons why we believe this is in your best interest:

Foundation

- This bucket is to be held in cash to support the suggested withdrawal and meet ongoing needs. Following the recontribution, $30,000 is to be allocated to a 12-month term deposit in preparation for next financial year's withdrawal and recontribution, with the remaining cash to stay in the cash account to cover fees.

Preservation

- We have included 'Preservation' style investments to your portfolio by including Diversified Fixed Interest Fund - Wholesale Class.
- The Diversified Fixed Interest Fund - Wholesale Class is tailored for Australian investors, offering access to the global bond market while strategically emphasizing domestic high-quality opportunities. It provides core bond benefits like consistent income, low volatility, and diversification within broader asset allocations. The fund actively allocates across Australian and global bonds, adapting to optimal opportunities. With flexibility to navigate credit markets and interest rate changes, it consistently outperforms its benchmark, delivering strong returns.

Accumulation

- We have included 'Accumulation style investments to your portfolio by including Global Listed Infrastructure Fund and Growth Index Fund.
- The Global Listed Infrastructure strategy seeks long-term, defensive, low volatility returns that exceed inflation by investing in a range of companies around the world that the Fund manager considers to be "Preferred Infrastructure". This fund seeks to build a portfolio of 25-50 equity securities that aims to provide investors with returns of inflation +5% per annum over rolling five-year periods. The strategy is passively hedged to the investor's local currency through forward currency contracts.
- The Growth Index Fund will provide exposure to a diversified growth portfolio to help with the longevity of your savings. The Growth Index Fund is designed as a low-cost product offering diversified exposure to domestic and international shares and fixed income assets at a relatively low-cost.
- The 'Objectives-Based Investing' advice will help you meet your goal to invest efficiently and make your portfolio easy to manage with minimal involvement on your behalf.
- The recommended changes are intended to assist you to meet your investment objectives and cash flow needs within the time frames you require.

Before accepting our advice, please consider the following:

- Our ongoing advice and support will include periodic review of the account's cash holdings and needs to minimise the drag on performance by holding a cash allocation.
- Opting for the recommended index option implies that you will have exposure to a variety of indices, allowing you to participate in both the upside and downside of investment market performance.

Existing Portfolio

Name	Allocated %	Allocated $	Invest Costs %	Invest Costs $
Superstar Super (Full menu) (XXX - XXXX)				
Fund 1 - Fund	4.98%	$16,179.50	1.00%	$161.80
Fund 2 - Australian Equities Fund	29.24%	$95,016.89	0.85%	$807.64
Fund 3 - Global Equity Trust	28.66%	$93,115.75	0.77%	$716.99
Fund 4 - Conservative Growth Fund	33.25%	$108,024.48	0.93%	$1,004.63
Fund 5 - Fixed Income Fund - Wholesale Class	2.12%	$6,889.51	0.46%	$31.69
Transaction Account	1.75%	$5,690.18	0.00%	$0.00
Total	**100.00%**	**$324,916.31**	**0.838%**	**$2,722.74**

Proposed Portfolio

Name	Allocated %	Allocated $	Invest Costs %	Invest Costs $
Superstar Retirement (TTR) (Full menu)				
Cash Holding – cash Account Super	12.40%	$39,601.57	0.00%	$0.00
Fund 1 - Global Listed Infrastructure Fund	23.43%	$74,812.50	0.98%	$733.16
Fund 2 - Diversified Fixed Interest Fund - Wholesale Class	15.66%	$50,000.00	0.54%	$270.00
Fund 3 - Growth Index Fund	48.50%	$154,860.50	0.29%	$449.10
Total	**100.00%**	**$319,274.57**	**0.4549%**	**$1,452.26**
Superstar Super (Full menu) (XXXX-XXXX)				
Transaction Account	100.00%	$5,000.00	0.00%	$0.00
Total	**100.00%**	**$5,000.00**	**0.00%**	**$0.00**

- Refer to the *Disclosure – Fees & Commissions* section for further details of the administration and transaction costs involved in making these changes.
- We have estimated that as at the time of preparing this advice the sales may create a net assessable gain of $21,601.95 (calculated as at 5 December 2023) with a maximum tax payable of $ 3,240.29 (at a tax rate of 15%). This is only an estimate and the tax payable may be vary depending on market movements.
- Any tax payable will be deducted from your Super account facility. Any tax liability is not payable by you directly out of pocket.
- Investors face the risk that their returns may not keep up with inflation.
- In our view this portfolio has an appropriate allocation to growth assets in order to meet the investment goals you have specified. However, it is important to be aware:
  - proportions can change from time to time, and
  - returns from growth assets can be highly unpredictable, particularly in the short term.
- The portfolio satisfies the diversification required of your investment strategy.
- The *Target Market Determinations* for the recommended products have been reviewed, and the products are deemed appropriate to meet your needs.
- The recommendations have satisfied Profile's comprehensive due diligence and research process, supplemented by our external asset consultant. Comparable investments have been considered and rejected as part of this process.
- Profile Financial Services maintains and regularly reviews an approved product list and any recommendations are restricted to products that appear on this list.
- The ups and downs of investment markets mean there is the risk that your invested capital may be worth less than you expect at any particular time. The investment risk can be reduced by spreading your investments. This is called diversification.
- For each product recommended, the specific risks of investing in that product are outlined in detail in the relevant Product Disclosure Statement (PDS).

Alternative Strategies Considered

In the process of preparing the recommendations, a number of alternative strategies were considered and after investigation, not recommended. One of the alternative strategies considered was:

We considered the option of salary sacrifice instead of establishing a Transition to Retirement (TTR) strategy to withdraw funds and recontribute.

This option was dismissed because salary sacrifice would result in limited funds available to meet your living expenses.

DISCLOSURE – FEES & COMMISSIONS

This section outlines the costs you will incur if you implement this advice.

Summary of Fees – Product Providers

Bob

	Current Situation		Recommended Situation	
Ongoing Costs				
Administration Fees		$478.84		$419.51
Expense Recovery Fee		$95.00		$190.00
Investment Fees and Costs	0.838%	$2,722.74	0.4478%	$1,452.26
Membership Fee		$540.00		$1,080.00
Operational Risk Reserve Levy		$97.47		$97.28
Performance Fees		$0.69		$0.00
Transaction costs	0.0256%	$83.20	0.0048%	$15.49
Gross Ongoing Costs		**$4,017.94**		**$3,254.54**
Transactional Costs				
Buy/Sell costs		$0.00		$641.74

Product Provider Costs

These are the costs you will be charged by the various product providers we have recommended. All amounts include GST.

Indirect Costs Explained

Investment Fees and Costs – estimated at $1,452.26 p.a.

The providers of the recommended managed funds charge a fee for the management and administration of the fund. This fee is made up of an investment management fee, performance fees if applicable, indirect costs incurred for compliance, legal, auditing and accounting requirements and other expenses that are recoverable by the manager.

The total management cost gives you an indication of the total costs of investing in the fund during a financial year represented as a percentage. These fees are not a direct fee charged to you.

Full details of the investment management fees and other indirect costs for each product we have recommended are included in each Product Disclosure Statement provided to you with this advice. In addition, your yearly statements will include the dollar amount of the actual fees that were deducted in the previous year.

Buy/Sell Margins Costs – estimated at $641.74.

No direct costs will be incurred when exiting your existing investments and purchasing the recommended investments. However, there is a difference between the buying price and the selling price of units in managed funds (often referred to as the buy/sell 'spread'). This represents the cost incurred by the fund manager when buying and selling the fund's underlying assets. This cost is generally less than 0.5% of the unit price.

Superstar Administration Fee – estimated at $1,499.51 p.a. (a saving of $480.67 p.a.)

Superstar super/pension: Investment charges an administration fee consisting of:

- An account-based administration fee equal to a fixed dollar fee per superstar account, regardless of your account balance or the investments you hold (as detailed in the table below); and

SELECTED MENU	FEE RATE
Full menu	$540 pa

- An asset-based administration fee equal to a percentage fee of your total account balance (as detailed in the table below):

INVESTMENT BALANCE	FEE RATE
$0 to $1m	0.15%
$1m and over	0.00%

* A separate percentage applies to each tier of your account balance.

The administration fee is deducted from your Cash Account on a monthly basis. We estimate your administration fee will be $124.96 per month ($1,499.51 per year) based on a value of approximately $324,275.

Tax on Investments

We estimate that capital gains tax of approximately $3,240.29 will be payable on the transfer of investments within your portfolio. Please refer to the recommendations in this advice for the CGT calculation. This is only an estimate and may vary with market-movements.

Strategy & Plan Fee – Nil

In line with your Ongoing Service Agreement with Profile, no Strategy and Plan Fee will be charged for the preparation of this advice.

Implementation Fee – Nil

No fee is payable for the implementation of this advice.

Ongoing Review Service (Profile Partner Fee) – $3,567.02 p.a.

The Profile Partner Fee covers periodic portfolio review, administration facilitation and management of transactions, reviews conducted between your adviser, and you as required, regular reporting and access to technical and specialist support and advice as required.

FUNDS UNDER MANAGEMENT	FEE (INCLUDING GST)
1st $1 Million	1.100%
2nd $1 Million	0.825%
3rd $1 Million	0.550%
4th $1 Million	0.275%
Thereafter	0.110%

Based on your Funds Under Advice of $324,292, the Profile Partner Fee will be $3,567.02 p.a. for the next year, or $ 297.25 per month.

This fee deducted from your Superstar Super (Full menu) (XXXX-XXXX) and from new Superstar Retirement Fund (TTR) (Full menu).

Other Benefits

This section describes other benefits Profile, and its employees will receive if you implement this advice. None of these amounts are additional costs to you.

Profile Financial Services may receive marketing and training assistance from product providers that assists in the delivery of service to our clients. Benefits above $300 are only permitted to relate to education or IT support. Profile Financial Services and its Representatives may receive additional non-cash benefits with a value below $300 and are bound by Law to disclose any benefits between $100 and $300 in value received from product providers.

As a professional practice of the Financial Advice Association Australia (FAAA), Profile and our advisers are required to keep separate registers of any material incentives or indirect benefits which are paid or received. The registers are publicly available for inspection on request and must be provided within 7 days of the date requested.

How your financial adviser is remunerated.

Profile financial advisers receive a salary, and may receive a bonus, from Profile.

Your adviser's salary has two components:

- A fixed component based on their seniority, experience, qualifications and performance in the role, and
- A variable component of up to 3% of the ongoing fees of clients they are responsible for advising, and if they qualify, a bonus of up to an additional 1% of ongoing fees.

In addition, your adviser may qualify to receive a bonus of up to a maximum of:

- 20% of the increase in recurring revenue they generate, and
- 25% of non-recurring revenue paid by the clients they are responsible for advising.

To qualify for a bonus, your adviser must achieve balanced pre-set performance indicators covering client satisfaction, quality of advice, teamwork, financial targets, workflow, and professional development.

All these amounts are paid directly by Profile to your adviser and are not an additional cost to you.

CLIENT DECLARATION & AUTHORITY TO PROCEED

Before you sign this authority, we would like you to check that your adviser has:

- Talked to you about your personal circumstances and objectives for your financial affairs.
- Given you our updated Financial Services and Credit Guide.
- Discussed the scope of advice, recommendations and risks with you in a way that you understand and answered your questions.

  There are a number of steps required to implement the recommendations made in this *Statement of Advice*. The steps are often time consuming and confusing to clients. Therefore Profile will do many of them for you. Please do not hesitate to ask your adviser if you are unsure about exactly what is required.
- Provided you with a copy of the current Product Disclosure Statements (PDSs) relating to each of the new products recommended:
  - Superstar Super and Retirement PDS
  - Fund 1 - Global Listed Infrastructure Fund (XXX-XXX)
  - Fund 2 - Diversified Fixed Interest Fund - Wholesale Class (XXX-XXX)
  - Fund 3 - Growth Index Fund (XXX-XXX)
- Discussed the fees and costs you will have to pay.

Key Recommendations

1 Start a transition to retirement pension with Superstar Retirement.

Retain $5,000 in Superstar Super (XXXX-XXXX), rollover the rest of the funds to Superstar Retirement (TTR).

Maximise pension withdrawals to fully utilise the concessional contribution cap for the current year, incorporating a portion of the unused contributions from previous years.

On an annual basis, top up your pension with funds accumulated in your superannuation account.

Owner	Existing superannuation fund	Amount ($)	Proposed pension fund	Amount ($)
Bob	Superstar (XXXX-XXXX)	$5,000	Superstar Pension Manager II	$319,602

Superstar Super (Full menu) (XXXX-XXXX)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Fund 1 – XYZ Fund	XXX-XXX	16,180	-16,180	0
Fund 2 - Australian Equities Fund	XXX-XXX	95,017	-95,017	0
Fund 3 - Global Equity Trust	XXX-XXX	93,116	-93,116	0
Fund 4 - Conservative Growth Fund	XXX-XXX	108,024	-108,024	0
Fund 5 - Fixed Income Fund - Wholesale Class	XXX-XXX	6,890	-6,890	0
Transaction Account	XXX-XXX	5,690	-690	5,000
Total		**324,916**	**-319,916**	**5,000**

	Details
Pension Fund	Superstar Retirement (TTR) (Full menu)
Pension Balance	$319,275*
Drawdown	Maximum (10%)
Payment frequency	Yearly

	2023/24	2024/25	2025/26	2026/27	2027/28
Recommended Drawdown	$31,927	$33,830	$35,248	$36,756	$38,312

**Please note that this is just an estimate, the drawdown values are determined using your present salary, unused contribution caps from previous years, an estimated salary for the upcoming financial years and the growth of your pension portfolio, derived from projections It's important to note that these values could differ depending on your actual salary and the portfolio growth in the upcoming year.*

Superstar Retirement (TTR) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account 1	XXX-XXX	0	319,602	319,602
Sub-Total		**0**	**319,602**	**319,602**
Cash Holding – Cash Account 2	XXX-XXX	319,602	-31,927*	7,675
Fund 1 - Global Listed Infrastructure Fund	XXX-XXX	0	75,000	74,812
Fund 2 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	0	50,000	50,000
Fund 3 - Growth Index Fund	XXX-XXX	0	155,000	154,860
Total		**319,602**	**-32,255**	**287,347^**

STEPS TO IMPLEMENT	RESPONSIBILITY	TIMING
Open a transition to retirement pension with BT Panorama Retirement (Full menu)	Profile	After you sign the Authority to Proceed
Partial Withdrawal Form: sign, date and return to Profile.	Bob	Now
Partial Withdrawal Form: submit to Superstar	Profile	After you sign the Authority to Proceed
Nomination of Beneficiaries Form: sign, date and return to Profile.	Bob	Now
Nomination of Beneficiaries Form: submit to Superstar.	Profile	After you sign the Authority to Proceed

2 Use the pension drawdown from your new TTR account to make concessional contributions, up to the annual cap (including part of the carry forward of unused concessional contributions that can be utilised), until you retire.

Submit a notice of intent to claim a tax deduction for the concessional contributions.

Update your pension to incorporate the funds contributed back in into pension phase.

Owner	Superannuation Fund	One-off contributions ($)	When
Bob	Superstar Retirement (TTR) via pension update	$31,927	Now

Bob

Superstar Retirement (TTR) (Full menu) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account	XXX-XXX	7,675	31,927	39,602
Fund 1 - Global Listed Infrastructure Fund	XXX-XXX	74,812	0	74,812
Fund 2 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	50,000	0	50,000
Fund 3 - Growth Index Fund	XXX-XXX	154,860	0	154,860
Total		**287,347**	**31,927**	**319,275**

STEPS TO IMPLEMENT	RESPONSIBILITY	TIMING
Pension Reset Form: sign, date and return to Profile.	Bob	Now
Pension Reset Form: submit to Superstar.	Profile	After the pension payment

4 Invest the Superstar Retirement (TTR) account in a diversified portfolio using an Objectives Based Investment (OBI) approach in line with your 'Balanced' risk profile.

Bob

Superstar Retirement (TTR) (Full menu) (To be opened)

PRODUCT	APIR	CURRENT VALUE $	ADJUSTMENT $	PROPOSED VALUE $
Cash Holding – Cash Account Super	XXX-XXX	39,602	-30,000	9,602
Bank of NSW 12-month Term Deposit	N/A	0	30,000	30,000
Fund 1 - Global Listed Infrastructure Fund	XXX-XXX	74,812	0	74,812
Fund 2 - Diversified Fixed Interest Fund - Wholesale Class	XXX-XXX	50,000	0	50,000
Fund 3 - Growth Index Fund	XXX-XXX	154,860	0	154,860
Total		**319,275**	**0**	**319,275**

STEPS TO IMPLEMENT	RESPONSIBILITY	TIMING
Implement the recommended portfolio switches.	Profile	After the pension update is complete

Please also make sure that you:

STEPS TO IMPLEMENT	RESPONSIBILITY	TIMING
Read the recommendations and information contained in this advice.	Bob	Now
Read all the documents your adviser has given you.	Bob	Now
Check your information in this document is correct.	Bob	Now
Ask your adviser any questions you have.	Bob	Now
Read, sign, and **return** the copy of the ***Client Declaration & Authority to Proceed***.	Bob	Now
Read, sign, and **retain** the ***Client Declaration & Authority to Proceed*** contained in this advice for your own records.	Bob	Now

Fees

Please deduct my Ongoing Service Fee from Superstar Super (Full menu) (XXXX-XXXX) and new Superstar Retirement (TTR) (Full menu)

STEPS TO IMPLEMENT	RESPONSIBILITY	TIMING
Read, sign, and return the ***Ongoing Service Agreement and Fee Disclosure Statement.***	Bob	Now

Authority to Proceed

☐ I hereby authorise Profile to implement this advice.

☐ I hereby authorise Profile to implement this advice, but with the following change/s: (please outline)

____

____

____

☐ I understand that in making these changes, I accept the risk that the financial products may not be appropriate for my goals and objectives and that Profile's remuneration and other costs may vary from what is disclosed in this document.

☐ I will not proceed with any of the recommendations in this Statement of Advice.

Consent and Direction

I consent to and direct that, in addition to fixed salary, Profile may pay my adviser up to 3% of the ongoing fees I pay and if my adviser qualifies a bonus of up to an additional 1% of the ongoing fees I pay, plus an additional cash bonus payment, subject to specific key performance indicators (including risk and compliance), of 20% of the increase in recurring revenue and 25% of non-recurring revenue paid by all Profile clients looked after by my adviser. These are not additional fees; they are allowed for in Profile's overall cost structure.

Signed ______________________________________ Date ________________

Bob Sample

Office Use Only

Client Declaration & Authority to Proceed implementation is complete.

Name: Date:

DISCLAIMERS

Appropriateness and suitability

Generally, section 961B of the Corporations Act 2001 (Cth) requires that we must act in your best interests. Our recommendations to you must have a reasonable basis and be appropriate for you considering your relevant personal circumstances and our reasonable inquiries.

In preparing this advice we have relied on the information you have supplied being accurate and complete and if this is not the case, you should contact us or make your own assessment of the appropriateness of the advice before acting upon our recommendations.

We ask you to read the recommendations and supplementary information provided to you including the Product Disclosure Statements and ensure you fully understand the contents. Where you have any queries, please consult your adviser before proceeding.

This advice has been prepared solely for your use and should not be used as a guide by any other person, to whom Profile Financial Services Pty Ltd or any of its Representatives do not accept any liability.

Time limitation

The recommendations in this advice are based on your current personal circumstances, lifestyle, and financial goals, current economic, investment and legislative conditions. The recommendations in this advice only remain current for a period of sixty (60) days from the date of this advice. If you wish to implement these recommendations after this time period, you must contact us prior to acting to ensure that none of the above factors have changed and that the recommendations remain appropriate to you.

Cooling off rights

In respect of the specific financial products, we recommend as part of our advice you may be entitled to a 14-day cooling off period. If a 14-day cooling off period applies, it commences from the earliest of when you receive confirmation of your policy/investment or the end of the fifth day after the product was purchased by or issued to you.

Cooling off periods apply to risk insurance products (general and life), investment life insurance products, unlisted managed fund products, superannuation products, and Retirement Savings accounts.

Insurance – within this period, you can change your mind and request that your policy be cancelled and premium refunded. Your refund will be the amount of premium paid.

You should refer to the Product Disclosure Statement for each of the recommended policies in order to understand the operation of each provider's cooling off period.

Limitation of liability

In the event that any advice or other services rendered by Profile Financial Services Pty Ltd constitute a supply of services to a consumer under the Competition and Consumers Act 2010 (as amended) or the Australian Securities and Investments Commission Act 2001, then the liability of Profile Financial Services Pty Ltd for any breach of any conditions or warranties implied under the Act shall not be excluded but will be limited to the cost of having the advice or services supplied again.

Subject to the above paragraph, nothing in any paragraph of this disclosure affects any rights or remedies to which you may be entitled under the Competition and Consumers Act 2010 (as amended) or under the Australian Securities and Investments Commission Act 2001 or under the Corporations Act 2001 (Cth) as a consequence of services being rendered by Profile Financial Services Pty Ltd.

Each paragraph of this disclaimer shall be deemed to be separate and severable from each other. If any paragraph is found to be illegal, prohibited, or unenforceable, then this shall not invalidate any other paragraphs.

RISK PROFILE

Asset Allocation

Reference needs to be made to the appropriate asset allocation when constructing your investment portfolio. Your asset allocation is determined by your attitude to risk and long-term financial objectives.

Asset allocation is simply determining how much of your funds are to be allocated to each of the major asset classes such as cash, fixed interest, shares, and property. It is the weighting of the allocations to each asset class that largely determines the performance of the portfolio.

In fact, research indicates that the asset allocation decision determines between 60% and 80% of investment returns over a seven year or longer time frame. Asset allocation is therefore far more important than industry weighting, stock selection, market timing or any other portfolio management decision. Accordingly, it is important that you establish an asset allocation strategy for the coming years.

Asset allocation also ensures investment returns are achieved with the minimum risk possible. By diversifying into each asset class, we can reduce the risk of the investment portfolio without reducing expected returns. For example, if you were invested in shares, by simply allocating a small proportion of your funds to cash, fixed interest, and property we can reduce the risk of your investment portfolio whilst maintaining similar returns.

Again, it is the weighting of each asset class, the asset allocation, of an investment portfolio that largely determines the likely returns. However, the fact we are diversifying across asset classes ensures the expected investment return is achieved with minimum risk.

In order to achieve an appropriate asset allocation, we generally categorise investors into six risk profiles:

1. Secure
2. Defensive
3. Conservative
4. Balanced
5. Growth
6. High Growth

Each of the above categories has an ideal asset allocation model.

At the ‘Secure’ end of the spectrum, the probability of negative returns in any one year are minimal as the overall risk of the portfolio is relatively low. The expected returns of such a portfolio are also relatively low (the risk/return trade off). The investor would typically not be concerned with the consequences of inflation or managing tax expenses and there would be a higher proportion of cash and fixed interest investments.

Conversely, a ‘High Growth’ risk profile would indicate a bias to growth investments and an indication of being prepared to invest for the longer term (to continue to invest through periods of poor market performance). The risk of the portfolio would be relatively high and consequently the expected returns, over the long term, are also expected to be relatively high (the risk/return trade off). An ‘Aggressive’ investor

would have an acceptance of potentially significant poor returns in the short term, a concern for inflation, a desire to minimise income tax and an investment bias to Australian and International shares and to a lesser extent, property.

Critical Assumptions

These factors are justified by historical trends over many economic cycles.

- Over time, interest rates from cash funds will not compensate for inflation.
- After taxation, interest rate returns are considerably less than inflation.
- Historically, each asset class does not outperform inflation every year.
- A suitably diversified portfolio is needed to outperform inflation every year.
- Purchasing power will only be maintained from year to year if investment returns continually beat inflation (after taxation).

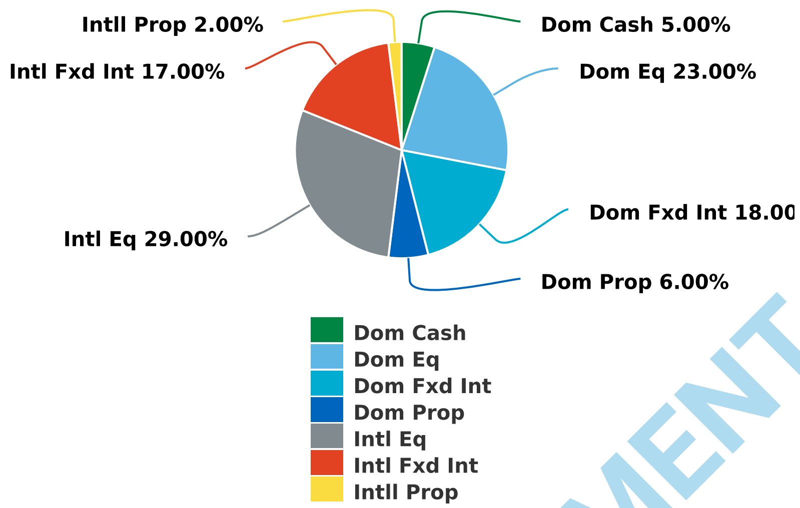
You must be prepared to:

- accept bumps in the return on your portfolio, which will occur from time to time, and
- not vary your asset allocation in pursuit of high returns which may seem attractive at times.

Risk Profile – Balanced

As a 'Balanced' investor, you seek a balanced portfolio to achieve medium to long-term financial goals. Your risk profile suggests you are prepared to experience short-term fluctuations in performance for potentially higher returns over the long term. Based on your risk profile, you would generally prefer a diversified portfolio with a bias towards growth assets such as shares and property.

Asset Allocation:

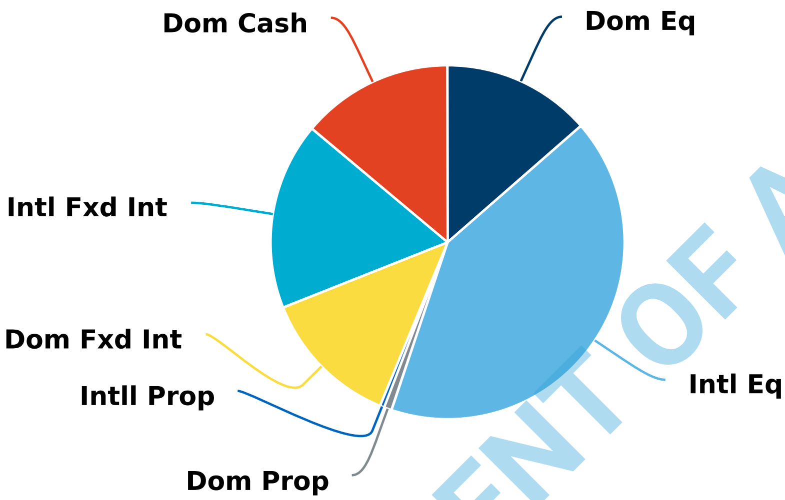


Return Objectives:
Targeted long-term objective above cash 2.4%
Absolute return objective 5.82%
Suggested minimum timeframe in years:
5 Years

RECOMMENDED ASSET ALLOCATION

The following charts and tables show the asset allocation of your recommended portfolios after the implementation of the recommendations.

Bob Sample



Asset	Current	Proposed	Risk Profile	Variance
Domestic Equity	31.20%	13.64%	23.00%	-9.36%
International Equity	31.54%	41.73%	26.00%	15.73%
Domestic Property	6.19%	0.70%	6.00%	-5.30%
International Property	0.38%	0.40%	2.00%	-1.60%
International Infrastructure	0.00%	0.00%	3.00%	-3.00%
Alternative	0.21%	0.00%	0.00%	0.00%
Total Growth	**69.52%**	**56.46%**	**60.00%**	**-3.54%**
Domestic Fixed Interest	16.88%	12.80%	18.00%	-5.20%
International Fixed Interest	2.28%	17.17%	17.00%	0.17%
Domestic Cash	10.99%	13.96%	5.00%	8.96%
International Cash	0.33%	-0.40%	0.00%	-0.40%
Total Defensive	**30.48%**	**43.54%**	40.00%	**3.54%**

PRODUCT REPLACEMENT

Costs of Replacement

The following costs are associated with replacing your existing funds:

Bob

The recommended changes will reduce your ongoing costs by $763.40.

	Existing Plans	Proposed Plans	
Product Name	**Superstar Super (Full menu) (XXXX-XXX)[1]**	**Superstar Retirement (TTR) (Full menu)[2]**	**Superstar Super (Full menu) (XXXX-XXXX)[1]**
Ongoing costs			
Administration Fees	$478.84	$419.51	$0.00
Expense Recovery Fee	$95.00	$95.00	$95.00
Investment Fees and Costs	$2,722.74	$1,452.26	$0.00
Membership Fee	$540.00	$540.00	$540.00
Operational Risk Reserve Levy	$97.47	$95.78	$1.50
Performance Fees	$0.69	$0.00	$0.00
Transaction costs	$83.20	$15.49	$0.00
Gross Ongoing Cost (p.a.)	**$4,017.94**	**$2,618.04**	**$636.50**
Existing / Proposed Cost (p.a.)	**$4,017.94**	**$3,254.54**	

Transactional Costs			
Buy/Sell costs		$327.00	$314.74
Total	**$0.00**	**$327.00**	**$314.74**

[1] Superstar Super includes options: Full menu.
[2] Superstar Retirement includes options: Full menu.

Other Consequences

Other consequences associated with the replacement include:

- Your current investment may be sold at a time when the sale price is at a low point. This is called market timing risk.
- When you switch from one investment to another you will not have exposure to the market. During that time, markets may rise or fall.
- In changing your investments, you may be subject to a buy/sell spread of your underlying managed investments. This is an allowance investment managers may make for the cost of buying and selling assets. This cost creates a difference between the unit price for buying versus selling a managed investment. The cost may include brokerage and stamp duty. When you transact on your account you may pay a small proportion of your transaction towards meeting these costs. The buy/sell differential varies for each investment and is generally between 0% and 1.5% although this could be higher. For example, if you originally invested $100,000 in an investment, the buy/sell differential can generally be up to $1,500.

Investment Returns

The following tables show the past performance of your current portfolio and your recommended portfolio.

Bob

Existing Portfolio

	1 Month	3 Month	6 Month	1 Year	2 Year	3 Year	5 Year	7 Year
Superstar Super (Full menu) (XXXX-XXXX)	3.58%	-2.39%	-0.35%	1.36%	-0.11%	4.64%	6.61%	6.59%

Proposed Portfolio

	1 Month	3 Month	6 Month	1 Year	2 Year	3 Year	5 Year	7 Year
Superstar Retirement (TTR) (Full menu)	4.37%	0.49%	1.69%	3.12%	0.33%	3.04%	4.81%	5.43%

Superstar Retirement (TTR) (Full menu)

Fund Name	1 Month	3 Month	6 Month	1 Year	2 Year	3 Year	5 Year	7 Year	Effective Date
Cash Holding – Cash Account Super	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	07/12/2023
Diversified Fixed Interest Fund - Wholesale Class	3.18%	0.11%	-0.14%	1.21%	-4.56%	-3.71%	0.37%	1.08%	30/11/2023
Growth Index Fund	4.65%	-0.80%	2.75%	4.92%	-0.48%	3.90%	6.65%	6.71%	30/11/2023
Global Listed Infrastructure Fund	6.91%	3.67%	1.61%	2.34%	5.47%	7.38%	6.50%	8.56%	30/11/2023

WHAT ELSE DO I NEED TO KNOW?

In this advice, we have included specific information to help you understand our recommendations and how you will benefit from them. This page provides important information you should know.

Can I change my mind?

Yes. If you are not happy with the contents of this document, you do not have to proceed.

If you proceed with our advice and change your mind about an insurance product we have selected, you may be able to get your money back. Insurance products generally have a 14-day cooling off period. You should refer to the product disclosure statement for further details.

What happens if the information I provided wasn't accurate?

If the information you gave us was incomplete or inaccurate, the advice may not be appropriate for you. Please let us know if any of the information does not reflect your current situation.

Do I need to contact Centrelink?

Yes. Any Centrelink references in this plan are estimates only. You should confirm the estimates of your entitlements with Centrelink directly.

Do I need to contact a registered tax agent?

Your adviser is a qualified tax relevant provider. Any tax advice contained in this document is incidental to the financial advice Profile Financial Services Pty Ltd has provided. You should seek specialist advice from a tax professional to confirm the impact of this advice on your overall tax position.

Is there a time limit?

Yes. This document is current for 60 days from the date on the cover letter. After that time, you should not rely on any of the content without contacting us as legislative, economic, market or other relevant changes may have occurred that render the contents of this document inaccurate.

Will my personal information be provided to anyone else?

We will not provide information about you to anyone else without your written permission unless the law says we must.

We may appoint another adviser to manage your affairs. Of course, we will notify you when this happens. Your new adviser would have access to your personal information unless you instruct us otherwise.

Is my adviser responsible for advice provided by referrals?

No. Where we provide a referral, we do not endorse, recommend, nor are we responsible, for the products or services you purchase from them.

Provide full and accurate information

It is important that you are completely honest with your insurer about your circumstances when applying for a policy. You must answer all of the questions and answer them correctly. If you mislead the insurer in any way, they can refuse your claim. This could render your policy worthless and result in financial distress for you and your family.

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Contact Us

We’d love to help

Helping is in our DNA. If you’ve got a question, a query or would like more information about how we can help, please contact our friendly team today.

Book a complimentary call with us to explore how we can help you do more with your money. During this obligation-free meeting, we will delve into your unique financial situation, as well as your personal hopes and dreams so we can create a wealth roadmap that is customised to your needs and lifestyle.

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Disclaimer

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