Waterfall Way Associates
Financial Planners
Australian Financial Services Licence no 318105

FINANCIAL SERVICES GUIDE

Version 3
30 September 2008

This Financial Services Guide (FSG) has been issued by Waterfall Way Associates Pty Ltd and is designed to provide you with information about dealing with Waterfall Way Associates Pty Ltd in order to help you to decide whether to use the financial services we offer. Waterfall Way Associates Pty Ltd is referred to in this FSG as 'we', 'us', 'our' and 'WWA'.

The purpose of this FSG is to inform you, prior to a financial service being provided:

- Who we are and how we can be contacted
- What financial services we are authorised to provide
- How we are remunerated
- Who to contact if you have a complaint

You have the right to ask us about our charges, the type of advice we will give you, and what you can do if you have a complaint about our services.

If you choose to use our services, you may also receive from us a Statement of Advice (SoA) and one or more Product Disclosure Statements (PDS).

You will receive an SoA from us whenever we provide you with any personal financial advice. This is advice that takes into account one or more of your objectives, financial situation and needs. The SoA will contain the advice, the basis on which it is given, and information about fees, commissions and any relationships or potential conflicts of interest which are relevant to the provision of the advice. If we recommend that you acquire a particular financial product, we will provide you with a PDS where applicable. A PDS contains information about a particular product and will assist you in making an informed decision in relation to the acquisition of that product.

You may also receive a Statement of Additional Advice (SoAA) or a Record of Advice (RoA) where appropriate.

You have the right to request a copy of any SoA, SoAA or RoA we have provided you.

You may provide instructions to WWA in writing, including facsimile and email, or verbally (subject to written confirmation).

Who We are

Licensee
WATERFALL WAY ASSOCIATES PTY LTD has been issued with an Australian Financial Services Licence (AFSL No 318105) by the Australian Securities and Investment Commission (ASIC). This licence permits WWA to provide financial advice to clients. Waterfall Way Associates is called a licensee. Waterfall Way Associates has appointed representatives (advisers) to provide advice on behalf of clients and a Responsible Officer who is ultimately responsible for the advice provided.

WWA maintains professional indemnity insurance that complies with the requirements of the *Corporation Act 2001* (s 912B). The policy covers work done for WWA by representatives after they have ceased employment with WWA.

Advisers
Your adviser is Dacian Moses CFP® BEc Dip FP. He is a representative of Waterfall Way Associates and can be contacted on 02 6650 0522 or by email on dmoses@waterfallfp.com.au or by mail at Suite 607, 24 Moonee Street, COFFS HARBOUR NSW 2450

Dacian has an Economics Degree and the Diploma of Financial Planning. Dacian is a Certified Financial Planner™ practitioner and is a member of the Financial Planning Association of Australia Ltd. Dacian Moses has extensive experience in financial services and has been a financial planner since 1993.

Dacian and WWA's clients are supported by Tim Harris CFP® BA (Hons) MAS Dip FP., who may also provide you with advice. He is a representative of Waterfall Way Associates and can be contacted on 02 6650 0522 or by email on tharris@waterfallfp.com.au or by mail at Suite 607, 24 Moonee Street, COFFS HARBOUR NSW 2450

Tim has a Bachelor of Arts, a Master of Accounting Studies and the Diploma of Financial Planning. Tim is a Certified Financial Planner™ practitioner and is a member of the Financial Planning Association of Australia Ltd. Tim Harris has extensive experience in financial services and has been a financial planner since 1994.

Responsible Officer
As the owner/director of Waterfall Way Associates, Dacian Moses is the nominated Responsible Officer and is ultimately responsible for the advice provided to you.

Financial Services We Provide

We offer the following services:

Self-Managed Superannuation Fund Advice
Transition to retirement strategies
Personal Superannuation Advice
Retirement Income and Investment Planning
Financial Planning Strategy Development
Ongoing Portfolio Management Services

We are authorised to provide financial product advice and arrange for the acquisition, variation or disposal of the following types of financial products:

Superannuation
Securities
Deposit and payment products
Retirement savings accounts
Government debentures, stocks or bonds
Investment life insurance products
Managed investment schemes (including Investor Directed Portfolio Services)

Your adviser can only recommend products that are included on our authorised product list and/or have been authorised by our research and technical committee.

How we are paid

Waterfall Way Associates Pty Ltd is paid for its services on a fee basis with a full rebate of any initial investment commissions.

We charge a fee of $220 (incl. GST) for the first consultation and a minimum fee of $880 (incl. GST) to prepare a written Statement of Advice (SoA) which also details our fees for the implementation of any investments recommended. Complex SoAs may cost in excess of $2,980 (incl. GST). We will provide a quotation for the preparation of advice before commencement.

We provide ongoing financial planning advice on a Fee for Service basis. We currently levy our fees at a maximum rate of 1.375% pa (incl. GST) of the capital under our management and administration in our Portfolio Management Service, reducing to 1.1% for the amount of capital exceeding $500,000.

For clients who utilise an external master trust or investor directed portfolio service, our financial planning advice fees are levied at a maximum rate of 1.1% pa (incl. GST).The actual cost of such fees is detailed in writing at the time of making written recommendations.

Waterfall Way Associates Pty Ltd, Dacian Moses and Tim Harris do not receive any non-monetary benefits or incentives from investment institutions or life insurance companies. Dacian Moses and Tim Harris are paid by salary from Waterfall Way Associates (ABN 37 126 311 251).

How to Make a Complaint about our Service

We have established procedures to ensure that any complaint is properly considered and dealt with. We will try and resolve your complaint quickly and fairly. If you have any complaint about the service provided to you, please contact your adviser. If you are not fully satisfied, please contact us by telephone on 02 6650 0522 or by email on info@waterfallfp.com.au, or by writing to us at:

Complaints Officer
Waterfall Way Associates
Suite 607, 24 Moonee St
COFFS HARBOUR NSW 2450.

If you still do not get a satisfactory outcome within 45 days you can contact The Financial Ombudsman Service (FOS). This is an external, independent body that has been established to assist clients who have been unable to resolve their complaint satisfactorily with their adviser. WWA is a member of FOS (membership number 12641).

The contact details for FOS are:

GPO Box 3
Melbourne Vic 3001
Toll free - 1300 780 808
Fax (03) 9613 6399
Email: info@fos.org.au
Web: www.fos.org.au