



Financial Map Financial Services Guide

ABN 80 081 782 649 | Authorised Representative No: 315898

Version number: 24.02

PART TWO – ADVISER PROFILE

This adviser profile is Part Two of the Count Financial Limited (Count) Financial Services Guide (FSG), 1 January 2024, and should be read in conjunction with Part One of our FSG dated 1 January 2024. Together these documents form the complete FSG.

KM Scott Pty Ltd trading as Financial Map is an Authorised Representative of Count Financial Limited (Count). AR No. 315898.

Our firm's adviser listed below will provide the financial services set out in this guide, in their capacity as Authorised Representatives of Count.

Our contact details:

Address: 19 Stratford Place, Tamworth NSW 2340

Phone: 0403 163 525

Fax: 02 6765 2478

Email: kim@finmap.com.au

Web: www.finmap.com.au

Kim Scott

Authorised Representative Number: 231685

Kim Scott is an Authorised Representative of Count and a director of Financial Map, and receives a salary.

Kim has 33 years of experience in the provision of financial/accounting advice and 30 years of experience in the provision of financial planning advice. Kim attained a Bachelor of Financial Administration from UNE on 8 April 1989 and a Diploma of Financial Planning from the Financial Planning Association on 10 December 1994. She is a Chartered Accountant of Chartered Accountants Australia and New Zealand and a Certified Financial Planner of the Financial Planning. She is an accredited specialist in SMSFs and Aged Care.

Kim Scott is authorised to provide advice in the following areas:

- Deposit and payment products
- Government debentures, stocks and bonds
- Life products
- Managed investment schemes
- Retirement Savings Accounts
- Securities
- Margin lending
- Superannuation.

How to contact me: kim@finmap.com.au or 0403 163 525

Advice preparation and implementation fees

Prior to the provision of personal advice, we will agree upon a preferred payment option and disclose how our fee is calculated. Below is a summary of our available payment options that can be combined to pay for our services. We will provide you with a quote for our services before we undertake any work on your behalf.

These fee options include:

***Time based charging**

- i) The fee for the preparation and implementation of our advice is calculated based upon the time we spend developing the plan. Our hourly rate is \$330 per hour (incl. GST).

Price can vary depending on scope and complexity of the advice and we will provide you with an estimate of the overall cost. If extra charges apply, then we will inform you before proceeding with any work.

***Service based charging**

- ii) The fee for the preparation and implementation of our advice is calculated based upon a fixed price agreement. This fixed dollar amount will vary based upon the complexity of advice being provided and agreed upon prior to commencement. Our minimum fee for this is \$5,000 (incl. GST)

***Asset based charging**

- iii) The fee for the preparation and implementation of our advice is calculated as a percentage of the dollar amount advised upon. Our minimum fee for this is \$5,000 (incl. GST), based on the complexity of advice being provided and the maximum fee is \$20,000 (incl. GST) calculated based upon fee schedule 1 below.

Schedule 1 (investments)

Maximum initial fee*	Investment amount	Average portfolio charge
4.40%	first \$50,000	\$2,200 on \$50,000
2.75%	next \$50,000	\$3,575 on \$100,000
2.20%	next \$100,000	\$5,775 on \$200,000
1.65%	next \$100,000	\$7,425 on \$300,000
1.10%	next \$700,000	\$15,125 on \$1 million
0.55%	over \$1 million	Up to a maximum of \$20,000

* Fees on tax effective products are capped at 4.4% with any excess refunded back to you.

Where we are aware that you are using borrowed funds to invest (including where we have recommended this), borrowed amounts will be excluded for the purpose of calculating fees in Schedule 1 - above.

If you decide not to implement our recommendations, the fee for the preparation of the Statement of Advice will be payable in full.

Supplementary service fees

For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of \$330 per hour.

Non-advised transaction fees

If we assist you on an execution only basis (ie where you have been offered and declined advice), a fee of up to \$330 per hour will be applicable or as agreed with you..

Referral arrangements

We have a referral arrangement in place with the providers detailed below. If you use the services of these providers we will receive the corresponding fee disclosed in the below table for the referral of your business. This will be paid for by the relevant provider and is not an additional cost to you. Where fees are paid to Financial Map no benefit is passed on to your Adviser.

Referral partner	Description of referrer	Payment structure
Curo	Curo is the trading name of BRELA Group Pty Ltd	Financial Map receives 30% and Count Financial Limited 0% of any upfront

(AFSL No 512840) provides wealth protection solutions to clients. commission paid by the Insurance Provider.

I may refer you to a third party for advice or services. Should this occur, you are not obliged to consult the professional person I have suggested. If you wish to consult a non-referral partner, I can provide additional options.

Other third-party payments we may receive

We may also receive the following fees, which are not payable by you.

Stamping Fees

Where we facilitate Share Placements and Initial Public Offers in relation to ASX-listed Direct Equities (i.e. Shares - this excludes Listed Investment Companies and Trusts), we may receive up to 1.5% of the transaction value as “stamping fees”.

Insurance Commissions

Where we facilitate the acquisition, or modification of a Life Insurance product, we may receive commissions as described in Part 1 of this FSG.

Where we provide advice in relation to the above transactions and charge an advice fee, we may choose to rebate part or all of the third-party payment, to you.
