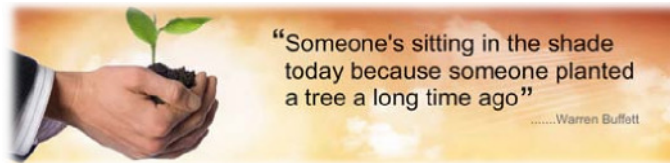


Financial Services & Credit Guide

Dated: November 2011 V6 AJC



This Financial Services and Credit Guide is issued by your Adviser with the authority of Incito Group Pty Ltd (Incito Group). Details of your Adviser are contained in the adviser profile that forms part of this FSG and Credit Guide and is to be read in conjunction with this document.

Cochrane Shaw Capital Management Pty Ltd comprises a team of highly trained professionals dedicated to providing the very best financial planning and investment advice. All our advisers have met stringent educational standards and continue to meet strict ongoing training requirements.

Cochrane Shaw Capital Management Pty Ltd advisers, Andrew Cochrane and Mark Seamer are Authorised Representatives of Incito Group Ltd.

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Management Pty Ltd
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WHEN YOU GET OUR ADVICE

You should also be aware that you are entitled to receive a Statement of Advice (SoA) whenever we provide you with any advice which takes into account your objectives, financial situation and or needs. The SoA will contain the advice, the basis on which it is given and information about fees, commissions and associations which may have influenced the provision of the advice.

If further advice is furnished, or when no financial product is recommended, a Record of Advice (RoA) may be provided to you instead of a SoA. You have the right to request a copy of the RoA (if you have not previously received a copy) within 7 years of that further advice being given.

In the event we make a recommendation to acquire a particular financial product (other than securities) or offer to issue or arrange the issue of a financial product, we must also provide you with a Product Disclosure Statement containing information about the particular product which will enable you to make an informed decision in relation to the acquisition of that product.

Credit Assistance

All Authorised Representatives of Incito Group are licenced under Incito Group's Australian Credit Licence. This permits our Authorised Representatives to provide credit assistance to clients; in particular, you may wish to receive advice on applying for a credit contract or varying (increasing) your existing credit limit. Our Authorised Representatives will not provide you with credit assistance where the credit contract is unsuitable.

To make an informed assessment, our Authorised Representatives will make inquiries into your goals and objectives. All subsequent recommendations will be communicated via a Statement of Advice.

FREQUENTLY ASKED QUESTIONS

Do I get detailed information about actual commissions and other benefits my adviser gets from making the recommendations?

Yes. You have the right to know about details of commissions and or other benefits your Adviser receives for recommending investments. We will provide this information to you when we make specific recommendations in the Statement of Advice or Record of Advice.

Will you give me advice that is suitable to my needs, objectives and financial circumstances?

Yes. However, to do so we need to find out your individual objectives, financial situation and needs before we recommend any financial product to you. You have the right not to divulge this information to us, if you do not wish to do so. In that case, we are required to warn you about the possible consequences of us not having your full personal information. You should read the warnings carefully.

What should I know about any risks of the investments or investment strategies recommended to me?

We will explain to you any significant risks of investments and strategies that we recommend to you. If we do not do so, or you do not understand these risks, you should ask us for further clarification.

What information do you maintain in my file and can I examine my file?

We maintain a record of your personal profile that includes details of your objectives, financial situation and needs. We also maintain records of any recommendations made to you. If you wish to examine the personal information contained on your file, you should ask us in writing and we will make arrangements for you to do so.

Can I tell you how I wish to instruct you to buy or sell my investment?

Yes. You can provide us with instructions by telephone, e-mail, facsimile or any other means that has been agreed to in writing with us. We may request that you provide written instructions and may not act until those written instructions are received.

How will I pay for the service, and do you receive remuneration, fees, commission or other benefits in relation to providing the financial services to me and how is that commission calculated?

We operate on a fee-for-service basis and on some occasions receive commissions. The amount of and methods of calculating the fees, commissions, bonuses and other incentives that we may receive for the advice, will be disclosed at the time our advice is provided or as soon as practical after that time. This information will be detailed in the Statement of Advice.

1. FOR STRATEGY ADVICE AND STATEMENT OF ADVICE

A fee is charged dependent upon the type of advice that you are seeking. This fee is charged on the basis of a standard hourly rate ranging from \$200 - \$350 plus GST.

Your Adviser will provide an indicative cost for the preparation of the SoA & strategy, and you will be required to sign a Terms of Engagement Authority authorising your Adviser to proceed on this basis. In the case of complex advice that may require additional time over and above that initially anticipated, the additional time required will be charged at the standard hourly rate. If it becomes apparent that additional time will be required, your Adviser will inform you immediately upon it becoming evident.

2. STATEMENT OF ADVICE PRESENTATION AND IMPLEMENTATION

Upon completion of the SoA and strategy preparation your Adviser will contact you to organise a convenient time to present and explain the SoA and strategy. Provided you feel that it is appropriately structured and addresses your current financial situation, needs & priorities, and your short term and longer term goals & objectives, and does not require amendment, your Adviser will proceed to implement the agreed SoA and strategy.

The implementation fee takes into consideration the size of the portfolio of funds that you would like us to be responsible for. The implementation fee that is charged is generally between 0 - 5% of the funds being invested. For example, if you invested \$100,000 and the applicable implementation fee was 1.10%, the total implementation fee would be \$1,100 (inc. GST).

3. ONGOING SERVICE PROGRAM

The standard ongoing service program fee is between 1 - 2% p.a. of the funds under review and management. For example, the fee on a portfolio of \$200,000, with a negotiated fee of 1.1% per annum would be \$2,200 p.a. (inc. GST).

The cost of this fee varies according to the size and complexity of your portfolio and financial position and will be agreed in consultation with you at the time of placing the investment. At that time, your Adviser will also specify the exact nature of the ongoing service program. For additional services outside of those specified in the ongoing service program, further costs may incur at the Adviser's standard hourly rate.

4. OTHER

Where a life insurance company risk product has been recommended the issuer of the product will pay us an initial commission. This commission varies depending on the issuer and the product, but is in a range of between 0% and 130% of your first year's premium. An ongoing commission may also be received in a range of between 0% and 40% per annum of the premium.

If you have been referred to us by another party, we may pay that party a referral fee. The amount of that fee is disclosed in the SoA.

The advisory staff are salaried and will, in addition to their salaries, receive bonuses based on company revenue reflecting commission or revenue received by Incito Group. We maintain a register which outlines the alternative forms of remuneration which are provided to Incito Group and/or its representatives. The register details the nature of the remuneration along with who has received it and who has provided it. This register is publicly available and can be accessed by contacting us at info@incitogroup.com.au

OUR ASSOCIATIONS AND RELATIONSHIPS

Cochrane Shaw Capital Management Pty Ltd is a member of the Incito Group ABN 89 104 065 250. The Incito Group provides your Adviser with the required tools and resources to ensure sound advice is provided to all clients.

Incito Group is an associated entity of Armytage Private Limited. Armytage acts as the manager for a number of registered managed investment schemes (managed funds). Also, Cochrane Shaw Capital Management Pty Ltd receives remuneration from Asgard as a percentage on all Asgard platform funds under advice. Regardless of these associations, your Adviser will also recommend products from a broad range of product providers outside the Incito Group. This broad view will allow your Adviser to provide financial solutions to meet your goals and objectives.

IF YOU HAVE ANY COMPLAINTS

We are committed to providing quality advice to our clients. This commitment extends to providing accessible complaint resolution mechanisms for our clients. If you have a complaint about the service provided to you please discuss your complaint with your adviser and we will try and resolve your complaint quickly and fairly. If the complaint is not satisfactorily resolved within 3 business days please put your complaint in writing and send it to the contact details on the front of this FSG. Complaints will be dealt with as a matter of priority.

Incito Group is a member of the Financial Ombudsman Service ("FOS"). If the complaint cannot be resolved to your satisfaction you have the right to lodge a complaint with the Financial Ombudsman Service (FOS) on 1300 780 808, facsimile (61) 3 9613 6399 or by post at GPO Box 3, Melbourne, Vic. 3001; or info@fos.org.au. This service is provided to you free of charge.

The Australian Securities & Investments Commission (ASIC) also has a free call Info line on 1300 300 630 which you may use to make a complaint or obtain information about your rights.

STATEMENT OF PRIVACY POLICY

Incito Group Ltd and Cochrane Shaw Capital Management Pty Ltd are bound by the National Privacy Principles in the Privacy Act 1988 (Commonwealth) as well as other applicable laws and codes affecting client's personal information. Incito Group and Cochrane Shaw Capital Management Pty Ltd will not sell or otherwise use your private information except to assist us to service your requirements or as required by law. Incito Group's Privacy Policy has details of the client information that we collect and retain, how we strive to keep the information accurate, complete and up-to-date, and the way in which we protect and when appropriate, release or share information with others. A copy of Incito Group's Privacy Policy is available on request via the contact details outlined in this FSG.

GETTING OUR ADVICE

Cochrane Shaw Capital Management Pty Ltd offers the following financial service in relation to:

- **Wealth Creation**
- **Insurance Services**
- **Gearing Strategies (borrowing money to invest)**
- **Pension Planning**
- **Social Security Advice**
- **Superannuation Strategies**
- **Retirement Planning Strategies**
- **Self-Managed Superannuation Advice**
- **Estate Planning**
- **Debt Management**
- **Credit Assistance**
- **Aged Care Accommodation**

In addition, your Adviser is able to offer you an on-going monitoring and review service for your investment portfolio or life insurance program.

We provide financial product advice for the following financial products:

- Deposit and payment products, including basic deposit products, deposit products other than basic deposit products, and non-cash payment products
- Debentures, stocks or bonds issued or proposed to be issued by a government
- Risk insurance product including life, trauma, income protection and total and permanent disability insurance
- Retirement savings accounts
- Securities
- Superannuation
- Managed investments (including Investor Directed Portfolio Service (IDPS))
- Structured margin lending

We will only recommend a financial product to you after considering its suitability for your individual needs, objectives and financial situation. The products we recommend are selected from our approved list of products.

Before seeking our advice, you probably have a number of questions you would like to ask about us. You have the right to ask about our charges, the type of advice we will give and what you can do if you have a complaint about any services. Key information is set out in answer to these questions in this FSG. If you need more information or clarification, please ask us.

PROFESSIONAL INDEMNITY INSURANCE

Incito Group and its authorised representatives have Professional Indemnity insurance in place which complies with the requirements under the Corporations Act and the National Consumer Credit Protection Act. The insurance covers both the Licensee and the Authorised Representative for the work done during the representative's authorisation by Incito Group.

ADVISER PROFILE

Andrew Cochrane (Managing Director): has completed his Advanced Diploma of Financial Services (Financial Planning). He is a Senior Associate of the FPA and a Fellow Chartered Financial Practitioner of the Association of Finance. Andrew has over 29 years' experience primarily dealing in estate and superannuation / retirement planning. During nine of those years he acted as a specialist adviser to a non-profit, semi government retired persons' organisation.

The financial services referred to in this FSG are offered by Andrew Cochrane, as an Authorised Representative of Incito Group. Andrew is a representative of Cochrane Shaw Capital Management Pty Ltd. Andrew's Authorised Representative number is 233018.

The contact details for your adviser is:

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E: andrew@cochraneshaw.com.au

ADVISORY SERVICES

Andrew is authorised to provide advice and deal in financial products in the specialised areas listed below:

- Deposit and payment products, including basic deposit products, deposit products other than basic deposit products and non-cash payment products
- Debentures, stocks or bonds issued or proposed to be issued by a government
- Risk insurance products including life, trauma, income protection and total and permanent disability insurance
- Retirement savings accounts
- Securities
- Superannuation
- Managed investments
- Gearing strategies
- Traditional annuities and pensions
- Self-managed superannuation funds
- Estate planning

Our responsibility is to ensure that you receive the most appropriate investment strategy and also investment product advice. Accordingly, in order for an investment product to be recommended, it must pass through an in-depth research process that analyses the appropriateness of the investment. Our advisory team will then determine its suitability to your particular needs and circumstances.

We look forward to assisting you in working towards the attainment of your financial and lifestyle goals.