



Baker Young Stockbrokers Limited

ABN 92 006 690 320

Australian Financial Services Licence No. 246735

Financial Services Guide

This Financial Services Guide ("FSG") is an important document and a regulatory requirement under the Corporations Act and is designed to assist you in deciding whether to use any of the services offered by Baker Young Stockbrokers Limited. It provides you with information about:

- the products and services we are authorised to provide
- who we are and how we can be contacted
- how we and our representatives (advisors) are remunerated
- any actual or potential conflicts of interest we may have
- our internal and external complaints handling procedures
- how we keep the information you provide to us private
- our terms of business and the terms of our sponsorship agreement

Should you choose to use any of our financial services or products you may also receive other documents relevant to the services or products which you should read carefully.

It is important that you read and understand this FSG prior to establishing your share trading account.

If you have any questions regarding any information in this booklet please contact your Baker Young advisor.

Dated: 27 April 2020

All details in this FSG are current as at the date of issue.
We will publish any minor changes to the FSG on our website www.bakeryoung.com.au.
We will update the FSG if there are material changes or as required by law.
Version 5.0

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Website www.bakeryoung.com.au

Information About Baker Young

Baker Young Stockbrokers Limited ("Baker Young", "we", "us" or "our") is a South Australian owned full service stockbroking firm based in Adelaide. Baker Young have been helping clients to build and maintain investment portfolios to meet their needs and objectives since 1987.

Baker Young holds an Australian Financial Services Licence (Licence No. 246735) issued by the Australian Securities & Investments Commission.

What Financial Products and Services Are Baker Young Authorised to Provide?

Baker Young is authorised to offer advice (both general and personal advice) and deal in the following financial services and financial products.

- securities
- exchange traded options and warrants
- managed investment schemes
- managed discretionary account services
- basic and non-basic deposit products
- government debentures, stocks or bonds

Baker Young do not provide financial planning or taxation advice and if you require this advice you should contact a financial planner, accountant or other relevant professional advisor.

Our advisors have different levels of accreditation that permits them to advise on some or all of the above products and services. Your advisor can provide you with details of their accreditation and what types of advice they are able to offer.

Baker Young have engaged FinClear Execution Limited (**Finclear**) (ABN 56 061 751 102, AFSL No. 246842) in order to facilitate share trading of ASX listed financial products. Our arrangement with Finclear means that your trading, clearing and settlement of ASX securities are undertaken by Finclear.

For international equities, we have arrangements with Investec LLC, Fortrend Securities Pty Ltd (AFSL 247261 ACN 055 702 693) & Pershing Securities Australia Limited (AFSL 338264 ABN 60 136 184 962) to facilitate the purchase and sale of such securities on your account.

Contact Details

You can contact Baker Young by:

- speaking to your financial advisor
- telephoning us on (08) 8236 8888
- telephoning us on Freecall 1800 061 765 (South Australian Country callers only)
- visiting our website at www.bakeryoung.com.au
- emailing us at contact@bakeryoung.com.au
- writing to us at GPO Box 1672, Adelaide SA

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- visiting us at Level 6, 121 King William Street, Adelaide, South Australia 5000

Responsibility For Services Provided

Your advisor will be acting on our behalf. We are responsible to you for any advisory services your advisor provides.

Your advisor is accredited in accordance with the standards set by the Australian Securities & Investments Commission and has suitable experience and qualifications to be an authorised representative of Baker Young. This FSG explains the range of financial services and products available however your advisor will only provide the advice and services that your advisor is authorised by Baker Young to provide.

Advice You May Receive From Us

Financial product advice is a recommendation or statement of opinion in relation to a financial product and may be given to you verbally in person or on the telephone, or in writing in the form of written advice. Financial product advice may be personal or general.

Personal Advice

Personal advice is advice that takes into consideration your personal financial objectives, situation and needs. Baker Young are only able to provide you with personal advice if you have supplied us with all the necessary information about your investment objectives, financial situation and needs. Without your personal information Baker Young is unable to provide you with advice that is tailored to your circumstances and needs and you are responsible for assessing the appropriateness of any advice to your particular circumstances before acting on it.

We strongly recommend that you provide us with details of your personal objectives, current financial situation, needs and other relevant information so that your advisor can provide you with the most appropriate advice. This information will be kept strictly confidential, other than as required to be disclosed by law.

Where you provide this information you should advise Baker Young and / or your advisor when your circumstances have changed as this may influence the types of investments or the suitability of strategies that have been employed on your behalf. Such changes may be triggered by life events such as marriage, divorce, the birth of a child, redundancy, retirement, illness or an accident that may prevent you from working. Any event that has an impact on your life and your financial security should be communicated to your advisor in order that they may be able to assist you to structure your investments suitable to your changed circumstances and ensure that any advice remains appropriate in the future. Baker Young, its related body corporates and its representatives do not accept any liability for advice given on the basis of inaccurate or incomplete information.

General Advice

If you do not provide all the relevant information about

your financial objectives, situation or needs, then any advice received by you will be prepared without regard to your circumstances and may not be appropriate for you or your situation. The advice will be general advice based only on consideration of the investment opportunity or the financial product.

Under these circumstances it is your responsibility to consider the advice before you act on it to make sure it is appropriate for you and your circumstances.

Other Documents You May Receive From Us

Statement of Advice

When we provide you with personal advice you will receive a Statement of Advice ("SOA"). An SOA is a written record of our advice, including the basis on which it is given, and information about fees and commissions and any associations with product issuers or other parties which may have influenced the advice. You should read the warnings contained in the SOA carefully before making any decision based on the personal financial product advice.

Record of Advice

A Record of Advice ("ROA") will be provided in lieu of a SOA in the event that you are provided advice where there are no significant changes in your circumstances, or the basis of the advice has not significantly changed.

You are entitled to request that a copy of any SOA or ROA be provided to you for up to 7 years from the date the advice was provided.

Product Disclosure Statements

You may receive a Product Disclosure Statement ("PDS") prepared by the financial product issuer when you acquire or we recommend a particular financial product i.e. exchange traded options, warrants, stock in initial public offerings or managed investments.

The PDS contains information such as the features, fees, benefits and risks in respect of the product and is necessary to assist you in making an informed decision about whether or not to acquire that particular financial product. If there is anything you do not understand, please ask your advisor.

Annual Investor Statement

Retail clients obtaining a Managed Discretionary Account service from Baker Young will obtain an Annual Investor Statement ("AIS") for each annual period to 30 June, setting out the transactions undertaken in the account throughout that period.

Along with the AIS, you will receive a report from a registered company auditor regarding the operation of the Managed Discretionary Account service.

Limitations of Research

The research provided about companies, industries and market is only the opinion of specialist analysts, can never be guaranteed, is only valid for a limited time and is subject to market price movements and other events.

For example a "buy" recommendation can turn into a "sell" recommendation where the market price of a security increases by a small amount.

The fact that a security is recommended by an analyst does not necessarily mean it is a suitable investment for you and you should consult your advisor before acting on any research report.

How We Are Remunerated For The Services We Provide

In the absence of any special arrangements you may make with your advisor, our fees are set out in this FSG. Baker Young will charge a fee for the services provided to you. The fee may be a transaction based fee or an asset based fee or a combination of both.

While some of the fees may be tax deductible, we recommend that you seek advice from a professional taxation advisor who will give consideration to your particular circumstances.

Share Trading Services

Our share trading services have the following features:

- share selection and advice
- trading in domestic and international securities
- access to company research advice on portfolio
- structuring and portfolio reviews
- initial public offerings and other capital raisings
- trading in derivatives including exchange traded options and warrants
- access to cash and fixed interest products

Brokerage and commission – ASX transactions

Baker Young will charge brokerage on transactions undertaken based on the value of the securities bought or sold.

Our brokerage rates are dependent on the type and level of service you require and the size and frequency of transactions.

You will be advised of the rate of commission when you open your account with us and any changes to our brokerage rates from time to time. A minimum charge may apply to some transactions.

While Finclear charge Baker Young brokerage and other fees for its trading activity, these costs are absorbed by Baker Young and are not passed on to you.

In general, a standard rate of 2.0% applies to trades with a total consideration of up to \$5,000, with the rate declining as the value of the trade increases, with a rate of 1.0% or less applying to trades in excess of \$50,000. Baker Young charge a minimum brokerage of \$80.00. The brokerage payable is exclusive of GST and a trade confirmation fee of \$20.00.

For example:

| Trade value | Brokerage | Confirmation Fee | Total * |
|-------------------|-------------------|------------------|----------|
| Less than \$5,000 | \$80.00 | \$20.00 | \$100.00 |
| \$5,000 | 2% or \$100.00 | \$20.00 | \$120.00 |
| \$50,000 | 1% or \$500.00 | \$20.00 | \$520.00 |

* excluding GST

If you are trading exchange traded options, the ASX clearing house charges a transaction fee per option contract and if your contract is exercised a further fee is applicable. Any increase in fees that the ASX clearing house charges will be passed directly to you. Further details of brokerage and other fees and charges are contained in a product disclosure statement which will be provided to you.

The amount charged will be detailed on the confirmation you receive for each transaction. The dollar fee may vary according to the final price of the securities. The brokerage will be added to the cost of the securities bought or deducted from the proceeds of the securities sold and is payable on settlement.

Miscellaneous Fees and Charges

In addition to those outlined in this booklet, various fees and charges may be passed onto you in relation to the operation of your account and trading activity.

These are outlined in the following table*:

| | |
|--|---------------------------|
| Non-Straight Through Processing Confirmation Fee | \$30.00 |
| Rebooking or Booking Correction | \$25.00 |
| Settlement Fail Fee (daily) | \$50.00 |
| Dishonour Fee | \$100.00 |
| Penalty Interest (calculated daily) | 10% pa plus RBA Cash Rate |
| Off market Transfer Administration Fee | \$50.00 |
| Shareholder Reference Number Search | \$25.00 |
| ASIC Company Searches (minimum fee) | \$16.50 |
| Cheque Processing | \$15.00 |
| Third Party Payments | \$15.00 |

* excluding GST

Additional assistance in relation to our services may be required and an administration fee will then be charged and will depend on the complexity of the matter and the estimated time to completion

Baker Young reserve the right to pass through your account any additional charges or changes to existing charges that we incur as a result of changes in industry practices or through the normal course of business.

Brokerage & Miscellaneous Fees on International Transactions

We charge brokerage on international transactions on the same scale as for Australian transactions.

As noted above, we engage Investec and Fortrend & Pershing for international equities transactions.

International transactions will incur additional fees such as trade confirmation fees, counterparty brokerage and fees charged by external foreign agents such as currency conversion charges, custody charges, transfer costs, certification fees, compliance fees and notification charges and will be advised prior to conducting a transaction on your behalf.

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Managed Discretionary Account

Our Managed Discretionary Account Service (**MDA Service**) is designed for clients who do not have the time and or expertise to manage their investments.

Under our MDA Service, you authorise Baker Young to manage your portfolio in accordance with an agreed Investment Program. Baker Young will make investment decisions on your behalf and report to you quarterly about your investments.

We will hold your assets in your individual name and you remain the legal and beneficial owner of the assets. We do not provide a custodial or depository service in relation to the holding of your assets.

Baker Young offer two types of managed discretionary accounts - Portfolio Management Services and Individually Managed Portfolios. The two services have the same reporting and administrative features although they differ in investment management styles and the fees that are charged.

Before Baker Young can commence providing you with a MDA Service you must enter into a Portfolio Management Agreement. The Agreement sets out the terms on which the MDA Service will be provided, including the obligations and rights of Baker Young and you.

You may give Baker Young specific written instructions about the range of investments in which your portfolio is to be invested. These instructions must be provided in writing to Baker Young and Baker Young will only be obliged to comply with those directions with which it agrees and that agreement is provided in writing to you.

The MDA Service will be accompanied by an Investment Program prepared in accordance with the Corporations Act and will contain certain information about:

- the basis on which the MDA Service is considered suitable for you;
- the nature and scope of the discretions that Baker Young will be authorised and required to exercise;
- the investment strategy that will be applied by Baker Young; and
- warnings about the suitability of the MDA Service, any significant risks associated with the service and the importance of considering any limitations relating to the service which must be considered before signing the Portfolio Management Agreement.

Baker Young will review your Investment Program annually to ensure it continues to be suitable for you.

From time to time certain rights may be attached to investments held in the managed discretionary account, for example voting rights at annual general meetings. Baker Young may exercise those rights without seeking your instructions. Should you wish to instruct Baker Young in relation to the exercise of those rights, you must provide your instructions in writing and Baker Young will only be obliged to comply with those directions with which it agrees and that agreement is provided in writing to you.

The significant risks associated with a managed discretionary account service include:

- Market risk – the risks of changes in the price of assets resulting in the loss of principal, of volatility in the value of the investments held, as well as risk that income from investments is lower than expected. Such risks may materialise due to changing profitability of industries, economic cycles in Australia and internationally, market demand, government activity and other matters that are beyond the control of Baker Young.
- Counterparty risk – risk of loss due to failure of a counterparty to complete the financial transaction. Such parties include brokers, clearing houses and banks.
- Liquidity risk - where particular investments lack sufficient trading volume to easily and quickly purchase or sell, preventing the closure of a position at a fair market value.
- Regulatory risk – changes in the law or regulations, including tax laws or laws permitting MDA services to be provided, affecting returns.
- Currency risk – the assets of an MDA may have exposure to foreign currencies and fluctuations in the exchange rate may have a positive or negative impact in the returns of your portfolio.
- Inflation risk – the rate of inflation may be higher than the return on your investments.
- Asset class risk – each type of financial product attracts particular risks. These will be explained to you by your advisor.
- Operator risk – this is the risk that Baker Young does not comply with its obligations under the portfolio management agreement. Baker Young has extensive and detailed procedures and controls in place to mitigate this risk.

Further details of general investment risks are contained in the “Risks” section below.

This FSG complies with the conditions contained in ASIC Corporations (Managed Discretionary Account Services) Instrument 2016/968 issued by the Australian Securities & Investments Commission relating to managed discretionary accounts.

Fees and Charges

Information about the fees and costs involved in the provision of MDA Services is set out in Annexure A to this FSG.

Portfolio Reporting Services

Baker Young offer a portfolio reporting service to assist clients in the administration of their portfolio.

The following reports are provided to the client:

- monthly report on the asset position and market value of the portfolio
- quarterly portfolio summary, cash flow report, asset breakdown and performance including any fees and commissions charged on the portfolio and
- annual summary of transactions in the portfolio able to be provided to the client’s taxation advisor.

Baker Young charge a fee of 0.75% per annum for our Portfolio Reporting Service. The fee is calculated as a

percentage of the gross value of your portfolio, calculated and payable on the last day of each calendar month.

| Portfolio value | Total Management Fee 0.75% per annum |
|-----------------|---|
| \$250,000 | \$1,875 |
| \$500,000 | \$3,750 |
| \$1,000,000 | \$7,500 |
| \$1,500,000 | \$11,250 |

Other Remuneration We May Receive

Commissions and Handling Fees

Baker Young may receive commissions and handling fees from financial institutions and companies with whom you place monies.

Applications, Up-Front and Trail Commissions

If you apply for a new issue of securities we may receive a commission from the relevant issuer. If we act as an underwriter or a sub-underwriter we may also receive fees for acting in that capacity. Generally fees and commissions range between 0% and 6%. All fees will be disclosed in the prospectus or product disclosure statement for the issue or will be disclosed to you by us.

We may also receive a portion of fees earned by third parties on amounts you hold in a cash management account.

For managed investments, fund managers may pay us up front commissions when we invest in managed funds on your behalf. Commissions generally range between 0% and 5.5% on new investments. Ongoing commission is paid by some product providers and generally continues as long as you hold your investment with that issuer. This amount may vary and is typically 0.2% to 0.4% per annum of the value of your holding in the product. A product disclosure statement will be made available to you by the product issuer at the time of investing detailing all fees and commissions payable.

Example: for a transaction with a value of \$100,000, where an up front commission is payable at a rate of 3%, the total commission will amount to \$3,000.

How Our Advisors are Paid

Our advisors are remunerated through a combination of salaries, commission and bonuses. The exact combination of advisor remuneration is dependent on a number of factors, including the level of fees generated by them. As a general rule our advisors can receive between 30% and 50% of the fees we charge you.

Managerial and other administrative staff may receive a bonus as part of their remuneration. The bonus is entirely at the discretion of the Board.

Referrals

Where you have been referred to Baker Young by a third party such as a financial planner, accountant or other professional, we may pay an introductory fee or a share of fees and commissions in relation to that referral. There will be no additional cost to you.

All introductory fees are negotiated with the third party on a case by case basis and may be up to 50% of our charges. Please refer to the Financial Services Guide or Statement of Advice provided by the relevant third party for more detailed information on payments (if any) payable.

Potential Conflict of Interests

You have the right to be advised of any material interest that Baker Young, your advisor or any of their associates have in financial products. Material interests are those which could be reasonably expected to be capable of influencing the recommendation of a financial product or service to you.

You should be aware that:

- our advisors are remunerated wholly or in part on a commission basis
- your advisor may hold a material interest in the particular security in which you are conducting transactions
- if you have been referred to Baker Young by a third party, that person may receive a share of brokerage or other fees and commissions payable by you and
- Baker Young and or businesses or companies controlled by Baker Young may from time to time provide investment banking, corporate advisory and other financial services to issuers of financial products

Other Associations and Interests

Baker Young is not owned or controlled by a product issuer and acts in its own capacity when recommending or offering financial products to clients, nor are we required by anyone to recommend or offer certain products over any other products to you.

Baker Young does not trade financial products on its own account. Baker Young does not recommend margin lending or related lending products and does not provide advice in relation to those products.

Monies in Trust Account

Baker Young is entitled to retain any interest earned on credit balances held in your account from time to time.

Risks

Your advisor will explain to you any significant risks associated with investments that we recommend. If they do not do so, you should ask them to explain those risks prior to accepting any recommendation or advice. We will make enquiries to determine your risk profile at the time of opening your account, and this will assist us to provide you with appropriate advice. If you provide any information to us and your personal circumstances, needs and objectives subsequently change, you must immediately inform your advisor of those changes

General Investment Risks

Securities, in common with all other asset classes (eg property or government bonds) can increase or decrease in value over time. The measure of this change in value is often referred to as volatility. The more the asset value varies over time the more volatile the asset is and the more risk involved in investing in the asset. In general, the less volatile an asset is, the less likelihood there is for any significant capital gain or loss from investing in that asset.

Market traded products are generally more volatile than other asset classes, however, markets for other asset classes are not as efficient or transparent as the stock market in terms of the information available to investors and continuously determining and making public the real market value of the particular asset.

The real volatility of those other assets is often not fully appreciated. While it is not feasible to list all possible

risks, in general the main risks of investment in market traded securities can be summarised as follows:

Overall Market Risks

The risk of loss by reason of movements in the share market generally. Any number of factors including political, economic, taxation and regulatory change can cause this risk of loss.

Domestic versus International Factors

The vulnerability of the entity in which you invest to international events or market factors. These include movements in exchange rates, changes in trade or tariff policies, and changes in other stock or bond markets.

Sector Specific Factors

These include demand for the product the company produces, commodity prices, the economic cycle of the industry, changes in consumer demand, lifestyle changes and changes in technology.

Stock Specific Factors

These include the company's directors, the strength of management and the significance of any key personnel, the profit history, tangible asset base, debt level and fixed cost structure, litigation, profits or losses on particular contracts, drilling results, competition from within the sector and whether it is exploring for recoverable resources or developing a new product.

Investment Profiles

The capacity of an individual investor to accept investment risk and uncertain returns, depends on several factors, including:

- age
- income and salary
- personal attitudes and experience
- financial responsibilities and commitments
- value and type of existing assets
- investment timeframe eg 1 year or more than 5 years

Different investors require different investment strategies to meet their financial needs and investment objectives. In conjunction with your advisor, you need to determine the investment strategy which best suits you.

Baker Young has developed the following investment strategies to assist you in determining your risk profile:

ASX Top 100 Blue Chip Investment

A diversified portfolio which only contains holdings in Australia's blue chip companies in the ASX top 100 stocks. Some companies with comparable market capitalisation, property trusts or income securities may be included, even if they are not part of the ASX 100. These can be described as companies that have a good record of steady performance. Stocks are selected to provide dividend income and share price growth.

ASX Top 100+ Blue Chip Trading

A diversified portfolio which only contains holdings in Australia's blue chip companies in the ASX top 100 stocks. Some companies with comparable market capitalisation, property trusts or income securities may be included even if they are not part of the ASX 100. Up to 10% of the portfolio may include new floats and

emerging companies. The emphasis is on stocks with the potential for share price growth. This portfolio is aggressively traded to take advantage of share price movements. At times, cash on deposit may be high, depending on market conditions.

ASX Top 200+ Moderately Aggressive

A diversified portfolio focusing on actively trading shares from the ASX 200. Some companies with comparable market capitalisation, property trusts or income securities may be included, even if they are not part of the ASX 200. Up to 20% of the portfolio may include new floats and emerging companies. The emphasis is on stocks with growth potential. We will employ an aggressive management strategy. At times, cash on deposit may be high, depending on market conditions.

ASX Top 300+ Highly Aggressive

A diversified portfolio focusing on actively trading shares from the ASX 300. Some companies with comparable market capitalisation, property trusts or income securities may be included, even if they are not part of the ASX 300. Up to 30% of the portfolio may include new floats and emerging companies. This portfolio is more frequently traded to take advantage of share price movements. At times, cash on deposit may be high, depending on market conditions.

Speculative Trading

Our highest risk strategy where the focus is on speculative shares with the potential for dynamic growth. Holdings may be bought and sold frequently to take advantage of opportunities as they arise. At times, cash on deposit may be high, depending on market conditions.

Making a Complaint

We are committed to providing a high standard of client service and maintaining our reputation for honesty and integrity. If you have any complaint about the service provided to you, you should take the following steps:

1. contact your advisor and discuss your concerns
2. if your complaint is not adequately resolved then please contact our Complaints Officer on (08) 8236 8888 or put your complaint in writing addressed to:

Complaints Officer
Baker Young Stockbrokers Limited
GPO Box 1672
Adelaide SA 5001

We will then endeavour to resolve your complaint fairly and in a timely manner within a period of 45 days. If you are not satisfied with the outcome you have the right to refer the matter to the external complaints body:

Australian Financial Complaints Authority (AFCA)

GPO Box 3
Melbourne, Victoria 3001

Free Call 1800 931 678
Fax (03) 9613 6399
Email info@afca.org.au
Website www.afca.org.au

Personal Information

Baker Young is required to collect and maintain certain personal information necessary to provide a range of services to you, for example; your name, address, investment objectives, financial situation and needs. Any personal information collected will be handled in accordance with our Privacy Policy detailing how we comply with the requirements of the Privacy Act in the handling of your personal information. A copy of that policy is available at our website www.bakeryoung.com.au.

Compensation Arrangements

Baker Young holds a professional indemnity insurance policy which satisfies the requirements for compensation arrangements under the Corporations Act. Subject to the terms and conditions, the policy provides cover for civil liability resulting from third party claims concerning the professional services provided by Baker Young and its employees and representatives. This policy provides coverage for past employees and representatives in respect of professional services provided while they were engaged by Baker Young.

Anti-Money Laundering & Counter-Terrorism Obligations

As a provider of financial services, Baker Young has an obligation under the Anti Money Laundering & Counter Terrorism Act to verify the identity of clients, including any person, company or trust applying to Baker Young for the provision of a financial service.

We may request and retain copies of documents including birth certificates, passports, driver's licences, trust deeds and company searches. Baker Young may also request further personal information as required under the Act. You should note that Baker Young is not obligated under the law to execute any trades for a client unless the client has been properly identified and verified to our satisfaction.

Managed Discretionary Accounts - Fees and other costs

Portfolio Management Service - Baker Young charge a management fee for our Portfolio Management Service. The management fee is calculated as a percentage of the gross value of your portfolio, calculated and payable on the last day of each calendar month. The management fee typically reduces as the value of the portfolio increases. In addition, brokerage will be charged on transactions at the standard rate for our stockbroking services, exclusive of GST and confirmation fees.

The standard management fees charged for the Portfolio Management Service are outlined in the following table:

| Portfolio value | Management Fee (%) per annum |
|----------------------------|------------------------------|
| \$0 to \$250,000 | 1% |
| \$250,001 to \$500,000 | 0.9% |
| \$500,001 to \$1,000,000 | 0.8% |
| \$1,000,001 to \$2,000,000 | 0.7% |
| \$2,000,001 + | negotiable |

For example, the below table shows the total annual management fee charged for portfolios of varying values.

| Portfolio value | Total Management Fee per annum |
|-----------------|--------------------------------|
| \$250,000 | \$2,500 |
| \$500,000 | \$4,500 |
| \$1,000,000 | \$8,000 |
| \$1,500,000 | \$10,500 |
| \$2,000,001 + | negotiable |

Individually Managed Portfolio – Baker Young charge a management fee for our Individually Managed Portfolio Service calculated on the portfolio value on the last day of each month as described above.

The standard management fee varies according to the model investment portfolio selected by the client as outlined below.

| Investment Portfolio | Management Fee (%) per annum |
|-------------------------------|------------------------------|
| ASX 100 Investment | 2.0% |
| ASX 100 Trading | 2.5% |
| ASX 200 Moderately Aggressive | 3.0% |
| ASX 300 Highly Aggressive | 3.5% |

The management fee for the Individually Managed Portfolio does not reduce as the value of the portfolio increases. No brokerage is charged on transactions for an Individually Managed Portfolio, however the standard confirmation fee of \$20.00 is charged on each transaction conducted within the portfolio.

