

Financial Services Guide

The financial services referred to in this financial services guide (FSG) are offered by:

Salus Insurance Brokers Pty Ltd

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Authorised Representative of:

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Edgewise Insurance Brokers Pty Ltd holds a current Australian Financial Services Licence No: 307654 and is responsible for the financial services that Salus Insurance Brokers provides to you. Salus Insurance Brokers Authorised Representative No is 1312026. Edgewise Insurance Brokers is also responsible for the content and distribution of this FSG. The distribution of this FSG by Salus Insurance Brokers is authorised by Edgewise Insurance Brokers.

LACK OF INDEPENDENCE

Why we are not independent, impartial, or unbiased in relation to the provision of personal advice and the impact of this on you

We, Salus Insurance Brokers, are not independent, impartial, or unbiased pursuant to section 923A of the *Corporations Act* because:

- We, or Edgewise Insurance Brokers, may receive commission when we provide personal advice to you in relation to insurance products and other financial products;
- We, or Edgewise Insurance Brokers, may be subject to direct or indirect restrictions relating to the financial products in respect of which personal advice is provided; and/or
- We, or Edgewise Insurance Brokers, may have associations or relationships with issuers of insurance products and other financial products.

Further information about these benefits and relationships is set out in this Financial Services Guide.

If you have any questions about this information, please ask us.

This FSG sets out the services that we can offer you. It is designed to assist you in deciding whether to use any of those services and contains important information about:

- the services we offer you.
- how we and others are paid
- any potential conflict of interest we may have.
- our internal and external dispute resolution procedures and how you can access them
- arrangements we have in place to compensate clients for losses.

Further information when personal advice is given

We will provide you with further information whenever we provide you with advice which takes into account your objectives, financial situation and needs. This information may include the advice that we have given you, the basis of the advice and other information on our remuneration and any relevant associations or interests. This information may be contained in a Statement of Advice (**SOA**).

When you ask us to recommend an insurance policy for you, we will usually only consider the policies offered by the insurers or insurance providers that we deal with regularly. In giving you advice about the costs and terms of recommended policies we have not compared those policies to other policies available, other than from those insurers we deal with regularly.

Product disclosure statement

If we offer to arrange the issue of an insurance policy to you, we will also provide you with, or pass on to you, a Product Disclosure Statement (**PDS**), unless you already have an up-to-date PDS from the insurer. The PDS will contain information about the particular policy which will enable you to make an informed decision about purchasing that product.

From when does this FSG apply?

This FSG applies from 18th October, 2024 and remains valid unless a further FSG is issued to replace it. We may give you a supplementary FSG. It will not replace this FSG but will cover services not covered by this FSG.

How can I instruct you?

You can contact us to give us instructions by post, phone, or email on the contact number or details mentioned on page 1 of this FSG.

Who is responsible for the financial services provided?

Edgewise Insurance Brokers are responsible for the financial services that will be provided to you, or through you to your family members, including the distribution of this FSG.

Edgewise Insurance Brokers holds a current Australian Financial Services Licensee no: 307654. The contact details for Edgewise Insurance Brokers are on the front of this FSG.

What kinds of financial services are you authorised to provide to me and what kinds of financial product/s do those services relate to?

Salus Insurance Brokers is authorised to advise and deal in general insurance products to wholesale and/or retail clients under Edgewise Insurance Brokers Australian Financial Service Licence. We will do this on your behalf as your broker unless we tell you otherwise.

Will I receive tailored advice?

Maybe not in all cases. However, we may need information about your personal objectives, details of your current financial situation and any relevant information, so that we can arrange insurance policies for you or to give you advice about your insurance needs. We will ask you for the details that we need to know.

In some cases, we will not ask for any of this information. If we do not ask, or if you do not give us all of the information we ask for, any advice you receive may not be appropriate to your needs, objectives and financial situation.

You should read the warnings contained in any SOA, or any other warnings that we give you, carefully before making any decision about an insurance policy.

Where we provide you with advice about your insurance arrangements, that advice is current at the time that we give it. We will review your insurance arrangements when you inform us about changes in your circumstances or upon renewal of your insurances.

Contractual Liability and your insurance cover

Many commercial or business contracts contain clauses dealing with your liability (including indemnities or hold harmless clauses). Such clauses may entitle your insurers to reduce cover, or in some cases, refuse to indemnify you at all. You should seek legal advice before signing and accepting contracts. You should inform us of any clauses of this nature before you enter into them.

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

Edgewise Insurance Brokers maintains a record of your personal profile, including details of insurance policies that we arrange for you. Edgewise Insurance Brokers may also maintain records of any recommendations or advice given to you. Edgewise Insurance Brokers will retain this FSG and any other FSG given to you as well as any SOA or PDS that we give or pass on to you for the period required by law.

Edgewise Insurance Brokers is, and we are committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. A copy of Edgewise Insurance Brokers privacy policy is available on request. A copy is also available on Edgewise Insurance Brokers website www.edgewise.com.au

If you wish to look at your file, please ask us. We will arrange for you to do so.

How will I pay for the services provided?

Payment for the services we provide you are payable directly to Edgewise Insurance Brokers. For each insurance product, the insurer will charge a premium that includes any relevant taxes, charges and levies. Edgewise Insurance Brokers often receive a payment based on a percentage of this premium (excluding relevant taxes, charges and levies) called commission, which is paid to Edgewise Insurance Brokers by the insurers. In some cases, you will also be charged you a fee. These will all be shown on the invoice that is sent to you. You can choose to pay for our services by any of the payment methods set out in the invoice. You are required to pay Edgewise Insurance Brokers within the time set out on the invoice.

If there is a refund or reduction of your premium as a result of a cancellation or alteration to a policy or based on a term of your policy (such as a premium adjustment provision), we will retain any fee we have charged you. We will also retain commission depending on our arrangements with the insurer, or charge you a cancellation fee equal to the reduction in commission.

When you pay us your premium it will be banked into Edgewise Insurance Brokers trust account. Edgewise Insurance Brokers will retain the commission from the premium you pay us and remit the balance to the insurer in accordance with Edgewise Insurance Brokers arrangements with the insurer. Edgewise Insurance Brokers will earn interest on the premium while it is in their trust account or Edgewise Insurance Brokers may invest the premium and earn a return. Edgewise Insurance Brokers will retain any interest or return on investment earned on the premium.

How are any commissions, fees or other benefits calculated for providing the financial services?

Edgewise Insurance Brokers commission will be calculated based on the following formula:

$$X = Y\% \times P$$

In this formula:

X = Edgewise Insurance Brokers commission

Y% = the percentage commission paid to Edgewise Insurance Brokers by the insurer. Edgewise Insurance Brokers commission varies between 0 and 30.0%.

P = the amount you pay for any insurance policy (less any government fees or charges included in that amount).

Salus Insurance Brokers will receive 90% of Edgewise Insurance Brokers commission.

Salus Insurance Brokers may charge a fee for service as well as, or instead of commission. The fee charged will depend on the complexity and level of advice sought and provided, and the time spent on your insurance needs.

We do not often pay any commissions, fees or benefits to others who refer you to us or refer us to an insurer. If we do, we will pay commissions to those people out of our commission or fees (not in addition to those amounts), in the range of 0 to 50% of our commission or fees.

Our employees that will assist you with your insurance needs will be paid a market salary. They may receive bonuses payable based on performance criteria.

If we give you personal advice, we will inform you of any fees, commission or other payments we, our associates or anyone referring you to us (or us to any insurer) will receive in relation to the policies that are the subject of the advice.

See below for information on the Steadfast association and commission.

Do you have any relationships or associations with the insurers who issue the insurance policies or any other material relationships?

Edgewise Insurance Brokers is a Steadfast Group Limited (Steadfast) Network Broker. As a Steadfast Network Broker, Edgewise Insurance Brokers has access to member services including model operating and compliance tools, procedures, manuals and training, legal, technical, HR, contractual liability advice and assistance, group insurance arrangements, product comparison and placement support, claims support, group purchasing arrangements and broker support services. These services are either funded by Steadfast, subsidised by Steadfast or available exclusively to Steadfast Network Brokers for a fee.

Steadfast has arrangements with some insurers and premium funders (**Partners**) under which the Partners may pay Steadfast a fee to access strategic and technological support and the Steadfast Broker Network. Steadfast is also a shareholder of some Partners. You can obtain a copy of Steadfast's FSG at www.steadfast.com.au

If we arrange premium funding for you, Edgewise Insurance Brokers may be paid a commission by the premium funder. We may also charge you a fee (or both). The commission that Edgewise Insurance Brokers is paid by the premium funder is usually calculated as a percentage of your insurance premium (including government fees or charges). If you instruct us to arrange or issue a product, this is when Edgewise Insurance Brokers become entitled to the commission.

Edgewise Insurance Brokers commission rates for premium funding are in the range of 0 – 3% of funded premium. When we arrange premium funding for you, you can ask us what commission rates Edgewise Insurance Brokers are paid for that funding arrangement compared to the other arrangements that were available to you. The amount of our commission and any fee that we charge will be set out in the premium funding contract.

Edgewise Insurance Brokers may receive additional remuneration from insurers with whom they have service agreements or volume bonus arrangements. This remuneration is payable if Edgewise Insurance Brokers meet certain agreed sales and/or profitability targets set by the insurer.

What should I do if I have a complaint?

1. If you have a complaint about a service provided to you, please contact Salus Insurance Brokers and tell us about your complaint. We will do our best to resolve it quickly.
2. If your complaint is not satisfactorily resolved within 5 business days, please contact Luke Hueston, Edgewise Insurance Brokers Complaints Officer at lhueston@edgewise.com.au or put your complaint in writing and send it to the address noted on page 1 of this FSG. Edgewise Insurance Brokers will try to resolve your complaint quickly and fairly.
3. If our brokerage is unable to resolve your complaint to your satisfaction, as a Steadfast Network Broker we have access to a free, additional, proactive service known as the Steadfast Customer Advocacy service. It can assist if you have a problem related to satisfaction, or fair treatment in relation to your dealings with us, or your insurer. The service can be accessed by sending an email to customeradvocacy@steadfast.com.au, or by calling the Steadfast Group head office on 02 9495 6500 and asking to speak to the Customer Advocacy service.
4. Edgewise Insurance Brokers is a member of the Australian Financial Complaints Authority (**AFCA**). If your complaint cannot be resolved to your satisfaction by our brokerage, or by the Steadfast Customer Advocacy service, you have the right to refer the matter to the AFCA. AFCA provides fair and independent financial services complaint resolution that is free to customers. The AFCA can be contacted at:

Mailing address - Australian Financial Complaints Authority, GPO Box 3, Melbourne, VIC 3001

Phone: 1800 931 678

Email - info@afca.org.au

Website: www.afca.org.au

What arrangements do you have in place to compensate clients for losses?

Edgewise Insurance Brokers has a professional indemnity insurance policy (**PI policy**) in place.

The PI policy covers Edgewise Insurance Brokers and its representatives (including authorised representatives) for claims made against them by clients as a result of their conduct in the provision of financial services.

The PI policy covers us for claims relating to the conduct of former authorised representatives/employees who no longer work for us.

This policy satisfies the requirements for compensation arrangements under section 912B of the Corporations Act.

Any questions?

If you have any further questions about the financial services Salus Insurance Brokers or Edgewise Insurance Brokers provides, please contact us.

Please retain this document for your reference and any future dealings with Salus Insurance Brokers or Edgewise Insurance Brokers.