

Supplementary Financial Services Guide ('SFSG')

Dated 1 January 2018



This Supplementary Financial Services Guide ('SFSG'), dated 1 January 2018, supplements information contained in the Securitor Financial Group Ltd Financial Services Guide Part 1 dated 9 November 2015 ('FSG'). This SFSG is to be read in conjunction with the FSG. This SFSG has been authorised for distribution by the authorising licensee:

Securitor Financial Group Ltd ('Securitor') ABN 48 009 189 495

Australian Financial Services Licence No. 240687 ('AFSL')

Tower 2, International Towers Sydney,
200 Barangaroo Avenue, Barangaroo NSW 2000

Delete and replace the content under the heading 'SECTION 1 – WHAT TYPE OF FEES, COMMISSIONS, PAYMENTS AND OTHER BENEFITS DO WE RECEIVE FOR OUR SERVICES? – Life Insurance Products' of the FSG Part 1 with the following:

Life Insurance Products

Initial and ongoing commissions from insurance providers may be received by Securitor. These commissions are paid to Securitor by the company that issues the product that we recommend to you and they are included in what you pay for the product. The commissions vary and are based on the policy cost, which is the sum of the premiums you pay and may include other fees related to the product.

The initial commission is paid in the first year by the product issuer to Securitor. Ongoing commissions are payments paid by product issuers to Securitor in the years after the first year. These commissions may be passed onto us.

If you initiate an increase to your cover, Securitor may receive an initial commission and ongoing commissions on the annual increase to your policy cost. The ongoing commission on a client initiated increase is only paid in respect of the period that starts from the first anniversary of the increase.

If the initial commission is equal to the ongoing commissions (as a percentage of your policy cost), Securitor may receive up to 38.5% (excl. GST) of your annual policy cost. If the initial commission is higher than the ongoing commissions, the maximum commission that Securitor may receive is set out in the table below.

Date a new product is issued	Initial commission (% of annual policy cost or increase excl. GST)	Ongoing commission pa (% of annual policy cost or increase excl. GST)
Before 1 January 2018 or before 1 April 2018 when the application was received prior to 1 January 2018	0 – 140%	0 – 38.5%
1 January 2018 – 31 December 2018*	0 – 80%	0 – 20%
1 January 2019 – 31 December 2019*	0 – 70%	0 – 20%
From 1 January 2020*	0 – 60%	0 – 20%

* Securitor may receive the pre 1 January 2018 commission rates above from the product issuer if:

- > your policy was issued before 1 January 2018 and you exercise an option to establish new or additional cover under your policy after 1 January 2018; or
- > your policy was issued before 1 January 2018 and is replaced after 1 January 2018 to correct an administrative error.

Example

We recommend an insurance product to you and it is issued on 2 January 2018. The annual policy cost is \$450. Securitor may receive up to \$360 (80% excl. GST) as an initial commission and may pass up to \$360 to us. Assuming the policy cost stays the same each year, Securitor may receive up to \$90 pa (20% excl. GST) as an ongoing commission and may pass up to \$90 pa to us.

From 2 April 2018, you decide to increase your insurance cover. The cost of this increased cover is \$100. The initial commission payable to Securitor in respect of this increase will be \$80 (80% excl. GST) as the increase has occurred in 2018. The ongoing commission payable to Securitor in respect of this increased policy cost will be \$20 pa (20% excl. GST), payable in respect of the period starting from the first anniversary of the date on which you increased your insurance cover (i.e. 2 April 2019). These commissions may be passed onto us.

From 2 April 2020, you decide to increase your insurance cover again. The cost of this increased cover is \$100. The initial commission payable to Securitor in respect of this increase will be \$60 (60% excl. GST). The ongoing commission payable to Securitor in respect of this increase will be \$20 pa (20% excl. GST), payable in respect of the period starting from the first anniversary of the date on which you increased your insurance cover (i.e. 2 April 2021). These commissions may be passed onto us.

You'll find details of how your insurance policy cost is calculated in the relevant PDS that we provide you. Where personal advice is provided to you, you'll also find details of the commission that Securitor and we are entitled to receive if you decide to purchase a life insurance product, in your SoA or RoA.

Insurance Partner Program

In addition, Westpac Group may receive benefits as part of the Securitor Insurance Partner Program in the form of education, training and other support and resources to assist in the delivery of life insurance advice. Participants in the Insurance Partner Program may pay a fee to Securitor. Participants may be given the opportunity to provide training about their life insurance products. The total amount of fees, or the fees that may be paid by each individual life insurance product provider, will depend upon the commercial arrangements that may be negotiated from time to time between Securitor and each product provider. These payments will not change the amount of the policy cost payable by you.

If your FSG contains the heading 'SECTION 1 – OTHER PAYMENTS FROM PRODUCT PROVIDERS – Life Insurance Providers', delete the contents under this heading as Securitor no longer receives licensee commission based on the volume of sales of life insurance products.

Replace the email address for complaints under the heading 'SECTION 3 – ARE YOU SATISFIED? – WHAT TO DO IF YOU HAVE ANY CONCERNS ABOUT OUR SERVICES' of the FSG Part 1:

Replace:

 wealthmanagementcomplaints@securitor.com.au

With:

 BTAdvicecomplaints@btfinancialgroup.com

DEFINITIONS

"We", "our", "us" means Securitor or your Authorised Representatives of Securitor, as the context requires.

"Westpac Group" means Westpac Banking Corporation and its related bodies corporate.

For more information

securitor 



securitor.com.au



1800 053 205



info@securitor.com.au