



WESTAR CAPITAL
INVESTMENT BANKING | CORPORATE ADVISORY

Financial Services Guide

Westar Capital Limited
ABN 28 009 372 838

Australian Financial Services Licence No.
255789

Level 4, 216 St George's Terrace
Perth, Western Australia, 6000

(Called 'Westar Capital', 'we', 'us', 'our' in this document)

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How to contact us:

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Perth WA 6000

Tel: +61 8 6268 2688

Website: www.westarcapital.com.au

Contents

Purpose of this Financial Services Guide

Who we are

Our services

How we provide services to you

Capacity in which Westar Capital and its Advisers act

Providing instructions to us

Obtaining personal advice

Documents you may receive

Outsourcing of financial services

How we are remunerated

Payment for referrals

Our relationships and associations with other providers of financial services

Privacy

Resolving issues or concerns

Compensation Arrangements

Purpose of the Financial Services Guide

This Financial Services Guide ('FSG') is an important document. Please read it carefully and ensure that you understand it.

This FSG is designed to provide you with information about us to assist you in deciding whether to use our services and contains information about:

- who we are;
- what services we offer;
- how we are remunerated;
- any associations or relationships we have which may affect the financial services we offer you;
- details of any potential conflicts of interest; and
- our internal and external dispute resolution procedures and how you can access them.

Who We Are

Westar Capital is a boutique securities dealer and corporate advisory firm, operating from Perth, Western Australia.

Westar Capital's aim is to establish relationships with both retail and wholesale clients to enhance their wealth through sound advice.

Westar Capital is licensed under the *Corporations Act* and is the holder of Australian Financial Services Licence Number 255789.

We are authorised to provide financial product advice in securities.

We are also authorised to deal in financial products by:

- applying for, acquiring, varying or disposing of the following classes of financial products on behalf of another person in securities; and
- underwriting an issue of securities.

Our Services

We offer financial services and advice that covers wealth creation including advice on securities.

Westar Capital also provides advice to listed and unlisted companies and governments in relation to:

- mergers, acquisitions and divestments;
- financial structuring;
- project advisory;
- valuation; and
- capital raisings.

How We Provide Services to You

We provide financial services to you through our Advisers. We are responsible for the actions of our Advisers and have ensured that they hold the relevant qualifications to provide the financial services for which we are licensed.

Capacity in which Westar Capital and its Advisers Act

Generally, Westar Capital and its advisers act for you when providing financial services to you.

Providing Instructions to Us

You may provide written or verbal instructions to us in person, by email, telephone or other means as may be mutually agreed.

However, we reserve the right not to accept verbal instructions without some form of verification of your identity.

Prior to accepting your first instruction, Westar Capital will require you to sign a Client Agreement, which contains, amongst other things, the terms and conditions on which our relationship will be based.

Obtaining Personal Advice

Personal advice is advice on particular securities or investments which is suitable for you as a retail client. If you ask for personal advice, your Adviser must consider your objectives, financial situation and needs.

To enable your Adviser to provide you with personal advice, your Adviser will request you to provide information which we include in your personal profile. We will maintain this profile and will keep all information you provide strictly confidential. If any of the information you provide changes, you should inform your Adviser.

You have the right not to provide us with information we have requested. However, if you do not provide this information, your Adviser will be limited in their ability to provide advice specific to your requirements. Any advice provided on this basis to you may be limited in terms of its appropriateness and you will need to further consider whether the advice is appropriate in light of your particular investment needs, objectives and financial circumstances.

You should consider these warnings carefully.

This process does not apply in relation to general advice. Examples of general advice are research reports, newsletters, or it may be verbal advice, which is provided to you without considering your objectives, financial situation and needs.

Documents You May Receive

If you choose to use our services, you may receive other documents from us relating to the services and products requested.

Statement of Advice

If you are a retail client and we provide you with personal advice which takes into account your personal objectives, financial situation and needs, you will be issued with a Statement of Advice ('SoA'). Your SoA sets out your relevant personal circumstances, the advice provided to you and information about fees, commissions and any associations which may influence the advice we provide to you.

Please note that in some circumstances, we are not required by law to provide you with a SoA.

Further Advice

If you have been previously issued with a SoA, you may not be issued with a further SoA when we provide further advice to you, unless your personal circumstances have changed significantly since the initial advice or a new financial product is acquired.

"Further advice" is advice which is subsequent to the initial personal advice relating to the acquisition or disposal of listed securities and other financial products.

You may request a written record of any further advice we provide. Any request for a written

record can be made up to seven (7) years after the advice has been provided.

Product Disclosure Statement ('PDS')

If we recommend a particular financial product to you, you may also receive a PDS or a prospectus for that financial product.

The PDS or prospectus is prepared by the issuer of the financial product and contains information about the particular financial product which will enable you to make an informed decision about acquiring that financial product.

Outsourcing of Financial Services

Westar Capital has engaged the services of Pershing Securities Australia Pty Ltd (AFSL No. 338264) ('Pershings') to provide the following functions to Westar Capital's clients:

- execution and clearing services for transactions in securities executed through ASX;
- settlement services for transactions executed by, or on behalf of our clients;
- sponsorship services

In the event that you require the above services, you will also need to become a Pershings client. Pershings will arrange for all of its clients to be provided with a separate FSG and any other disclosures which contain further information about their services.

Pershings' Fees

Pershings charge Westar Capital a range of fees in relation to the execution of trades on ASX for Westar Capital clients. Pershings' fees comprise a fixed monthly fee, a fee per trade, a fee per service and other fees.

Pershings do not charge any fees to a client for whom Westar Capital communicates an order to them for execution, other than fail fees if the client fails to comply with its settlement obligations in respect of the transaction. Those fail fees may include an administration fee and a default charge on the amount outstanding.

How We Are Remunerated

Generally, the ways that we can charge for our services are:

- commission when you buy or sell securities;

- a fee based on the services we provide; or
- commissions based on certain financial products.

Some fees that we charge may be tax deductible. You should confirm this with your taxation adviser in relation to your specific situation.

Upfront commission

For our securities dealing services, we charge a commission on a transactional basis at rates varying from 0.5% to 5% (minimum \$80 + 10% GST) of the value of the trade. eg. a \$5,000 share parcel will be charged brokerage of \$80 + \$8 GST making a total cost of \$88. Of this Westar Capital will pay 70% to your Adviser.

Trailing commission

We may also receive trailing commissions from external providers for such things as cash management accounts, all of which will be disclosed to you prior to the engagement of those services.

Where we, or our Advisers, receive a commission for providing personal advice to you, your SoA will disclose the amount of commission received for the specific financial products relating to our personal advice. Where that amount of commission is not calculable at the time we provide this advice, the SoA will contain a statement disclosing the manner in which that commission is calculated.

How our Advisers are Remunerated

Our Advisers are remunerated on a commission basis, receiving between 70% of the remuneration received by Westar Capital for providing financial services to you.

For example, if you invest \$10,000 in a financial product and Westar Capital receives a 1% commission on that amount (or \$100), 70% (being \$70) of that may go to your Adviser.

Payment for Referrals

Where you have been referred to us by a third party such as a financial planner, accountant or lawyer, we may pay a referral fee to that third party. The referral fee varies depending on the particular arrangement we have with that third party.

We will separately disclose any referral fee we pay to a third party who refers you to us in your SoA.

Our Relationships and Associations with other Providers of Financial Services

Neither Westar Capital, nor any of its related bodies corporate, nor any of its Advisers, have any ownership links with any financial product issuer that could be expected to influence us in relation to advice provided to you.

Your Privacy

The Australian Privacy Principles apply to the collection of your personal information. This means that information provided by you in the course of receiving our services must only be used:

- to provide you with information, products or services that you might reasonably expect or request;
- to fully understand or anticipate your needs during our relationship;
- to manage rights and obligations under any laws applying to the services provided; or
- to conduct research, or marketing, which includes direct marketing, although you do have the right to specifically instruct that your details aren't used for these purposes.

The type of information which will usually be requested will include details about your finances, employment and other assets or investments.

As a financial service provider, we have an obligation under the *Anti-Money Laundering and Counter-Terrorism Finance Act 2006* to verify your identity and the source of any funds.

This means that we will ask you to present identification documents such as passports and driver's licence and we will retain copies of these documents.

You are entitled to request access to your file for the purpose of reviewing and correcting any information held. However, you cannot access information where it would have an unreasonable impact on the privacy of another person or if the information is relevant to legal obligations or legal proceedings.

In providing services to you, from time-to-time we may disclose information about you to other

professionals, including insurance providers, product issuers as well as our service providers.

Clients wishing to obtain access to the information that Westar Capital hold about them or seeking to comment on our Privacy Policy you should contact our Privacy Officer on (08) 6268 6288.

For more information about how we collect, use, store and disclose your personal information, our Privacy Policy can be accessed from our website www.westarcapital.com.au.

Resolving Issues or Concerns

If you are not satisfied with the service or advice you have received from Westar Capital please take the following steps:

Step 1 - Contact our Compliance Director

Please write to our Compliance Director at:

Westar Capital Limited
PO Box 7315
Perth WA 6850

You should include as much detail about the circumstances of your complaint as possible, including the name(s) of any Westar Capital employee involved. If available, provide copies of any applicable documentation.

Following receipt of your complaint, our Compliance Director will acknowledge receipt of it in writing and provide an estimate of the time it will take to investigate the matter. The Compliance Director will fully investigate the matter and will contact you if further information is required. The Compliance Director will then prepare a detailed written response after consideration of all relevant documents and following interviews with the relevant employees, if required.

Step 2 - Write to The Australian Financial Complaints Authority (AFCA)

Westar Capital is a member of AFCA. If, after receiving a response from the Compliance Director, you are not satisfied with the outcome or 45 days have elapsed since you sent your complaint, you have the right to complain to AFCA at:

The Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001

T: 1800 931 678
E: info@afca.org.au
W: www.afca.org.au

You may choose to refer the matter to the Australian Securities & Investments Commission ('ASIC'). ASIC may be contacted on their free call Infoline 1300 300 630 or through their website www.asic.gov.au.

Compensation Arrangements

Westar Capital confirms that it has arrangements in place to ensure it continues to maintain Professional Indemnity insurance in accordance with s912B of the *Corporations Act 2001* (as amended). In particular our Professional Indemnity insurance, subject to its terms and conditions, provides indemnity up to the sum insured for Westar Capital and our representatives / employees in respect of our authorisations and obligations under our Australian Financial Services licence. This insurance continues to provide such coverage for any representative / employee who has ceased work with Westar Capital for work done whilst engaged with us during the currency of the policy.

Limitations: It is important to note that Professional Indemnity Insurance is not designed to protect consumers directly and is not a guarantee that compensation will be paid nor is the insurance intended to cover product failure or general investment losses.