

## Fees for preparing the advice

### Initial advice

- The fee for the initial financial advice will be provided to you in a two page scope of work provided after your first meeting. The minimum fee for a comprehensive financial plan is \$1,050.
- Capstar is provided as a no advice offering. You simply pick up the Product Disclosure Statement and make your own decisions.

### Implementation of the advice

- The implementation fee for Platinum and Gold clients, will be outlined by your advisor in the scope of work provided for you after the first meeting.
- You choose whether you wish CIPL to implement the advice, or whether you would like to do it yourself.
- There is no implementation fee for Capricorn Bronze and Capstar customers.

## Fees for ongoing advice on individually managed accounts

- You choose whether you wish CIPL to provide you with ongoing advice or to manage your financial affairs on an ongoing basis.

### Capricorn Platinum

CIPL's premium service using Individually Managed Accounts

- Ongoing service fees will be detailed in the scope of work provided by your advisor and will vary to suit individual needs.

#### An example of how Platinum works:

Portfolio management fees based on asset value are equitable because they clearly align CIPL's interests with client interests. There is a standard administrative charge of \$150 per portfolio per annum and a fee based on a percentage of your portfolio, excluding property and CIPL related investments (investments in CIPL's managed fund for example). The level of the portfolio based fee depends on the size of the portfolio and its complexity. A platinum premium of between \$1,000 and \$2,500 applies, depending on the ongoing level of service you require. There is an additional fee of \$500 for direct property assets held in your portfolio.

Based on a typical portfolio with two meetings per year, ongoing portfolio management and advice would cost around \$4,900 per annum for a standard \$300,000 portfolio.

You may pay your annual fee in advance, and receive a 10 per cent discount. If you do this you will avoid the possibility of increased fees if the value of your portfolio rises with the market, but you will still pay the same if the market falls.

### Capricorn Gold

CIPL's fee saving package offer using Individually Managed Accounts

- Ongoing service fees will be detailed in the scope of work provided by your advisor and will vary to suit individual needs.

### An example of how Gold works:

Portfolio management fees based on asset value are equitable because they clearly align CIPL's interests with client interests. There is a standard administrative charge of \$150 per portfolio per annum and a fee based on a percentage of your portfolio, excluding property and CIPL related investments (investments in CIPL's managed fund for example). The level of the portfolio based fee depends on the size of the portfolio and its complexity. There is an additional fee of \$500 for property assets held in your portfolio.

Based on a typical portfolio with one meeting per year, ongoing portfolio management and advice would cost around \$3,900 per annum for a standard \$300,000 portfolio. The cost of ongoing structural/financial advice is not included in the Gold package.

You may pay your annual fee in advance, and receive a 10 per cent discount. If you do this you will avoid the possibility of increased fees if the value of your portfolio rises with the market, but you will still pay the same if the market falls.

## Fees for ongoing advice for managed funds

- Choose between ongoing investment and structural advice, or go it alone and make your own decisions.

### Capricorn Bronze

By choosing Capricorn Bronze you can still have CIPL's premium service level using a fund managed by CIPL rather than an Individually Managed Account:

- Ongoing service fee as per scope of work.
- CIPL's Capricorn Diversified Investment Fund (CDIF) has an inbuilt management fee that is disclosed in the Product Disclosure Statement that accompanies that fund.

### CapStar

CIPL's no advice investment opportunity.

- Implementation fee nil
- Ongoing service fee nil
- CIPL's Capricorn Diversified Investment Fund (CDIF) has an inbuilt management fee that is disclosed in the Product Disclosure Statement that accompanies that fund.

## Fees for transaction services

These are examples of fees that you may incur if you leave our service at your discretion, or for matters not related to a portfolio managed by CIPL.

- Ad-hoc requests for bill payments and cash, unrelated to portfolio – two per month free and then \$30 per time
- Transfer of existing securities off existing HIN \$40 per security
- Ongoing receipt and processing of dividends \$30 per dividend
- Ongoing receipt and forwarding of ATO and Centrelink material \$30 per transaction
- Any other costs that we incur on your behalf hourly rate
- We are also entitled to charge you for leaving our service where your decision involves additional work for us.

## Life Insurance

Life insurance advice is provided separately to financial advice, but might be a part of it. CIPL receives remuneration from the life companies it represents, through commissions paid on these policies.

Life insurance commission rates can vary from 0-130% of the cost of the first years' premium, and up to 50% of the cost of renewals.

CIPL has some latitude in the rate of commission that it sets and will tell you about this in the Statement of Advice prepared for you.

## Share trading

CIPL's share trading service is conducted through the advisor online service offered by Comsec. Brokerage rates generally vary between 1 per cent and 2 per cent with a minimum of \$55, including GST. These matters are agreed with your advisor when setting up a new account.