



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

Horsell International Pty Ltd  
ABN 65 003 922 487  
AFS Licence No 235130

Horsell Wright Fahey Pty Ltd  
ABN 22 132 698 125  
AFS Licence No 235130

Our address and contact details are listed on the back page of this FSG.

## Financial Services Guide

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. The PDS will contain information about the particular policy which will enable you to make an informed decision about purchasing that policy.



### From when does this FSG apply?

This FSG applies from 1/7/08 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, fax or email on the contact number or details mentioned on the back page of this FSG.

### Who is responsible for the financial services provided?

Horsell International Pty Ltd and Horsell Wright Fahey Pty Ltd (Horsell) is responsible for the financial services that will be provided to you, or through you to your family members, including the distribution of this FSG.

Horsell holds a current Australian Financial Services Licence no: 235130. The contact details for Horsell are on the back page 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?

Horsell is authorised to advise and deal in general insurance products to wholesale and retail clients (see definition of retail client on the back page).

Sometimes we will act under a binder or agency from the insurer. When we act under a binder or agency we will be acting as the agent of the insurer. This means that we represent and act for the insurer, not for you. We will tell you when we act under a binder or agency to arrange your insurance or advise you about your insurance needs.

### 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, issue insurance policies to 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.

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

We maintain a record of your personal profile, including details of insurance policies that we arrange or issue for you. We may also maintain records of any recommendations or advice given to you. We 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.

We are committed to implementing and promoting a privacy policy, which will ensure the privacy and security of your personal information. A copy of our privacy policy is available on request. A copy is also available on our website, [www.horsell.com](http://www.horsell.com).

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

### How will I pay for the services provided?

For each insurance product the insurer will charge a premium that includes any relevant taxes, charges and levies. We often receive a payment based on a percentage of this premium (excluding relevant taxes, charges and levies) called commission, which is paid to us by the insurers. However, in some cases we will also charge you a fee. These will all be shown on the invoice that we send you. You can choose to pay by any of the payment methods set out in the invoice. You are required to pay us within the time set out on the invoice.

If there is a refund of premium owed to you as a result of a cancellation or alteration to a policy, we will retain any fee we have charged you. We may also retain commission depending on our arrangements with the insurer.

When you pay us your premium it will be banked into our trust account. We retain the commission from the premium you pay us and remit the balance to the insurer in accordance with our arrangements with the insurer. We will earn interest on the premium while it is in our trust account or we may invest the premium and earn a return. We 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?

Our commission will be calculated based on the following formula:

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

In this formula:

X = our commission.

Y% = the percentage commission paid to us by the insurer.

Our commission varies between 0 and 30%.

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

Any fees that we charge you will be based on;

- > an administration fee in addition to commission when you enter into an insurance policy.
- > a flat fee for arranging an insurance policy or a fee based upon the time we spend advising you.
- > an annual management fee.

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.

If we arrange insurance products through Miramar Underwriting Agency Pty Limited (**Miramar**), we may qualify for reward points under the Miramar rewards program. The number of points we earn will depend on the premium paid to Miramar for the insurance products we arrange with them, subject to a minimum threshold. The points may be redeemed for certain goods or flights.

Our employees that will assist you with your insurance needs will be paid an annual salary that may include bonuses based on performance criteria.

Our staff may receive benefits from suppliers that could be considered part of typical business relationship building between Horsell and our suppliers. Such benefits typically are not material or significant in nature, are not designed to impact advisory outcomes and are not linked to any measurable outcomes.

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 the following 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?

Horsell is a shareholder of Steadfast Group Limited (**Steadfast**). Steadfast has exclusive arrangements with some insurers under which Steadfast will receive between 0.5 - 1% commission for each product arranged by us with those insurers. These payments are used to operate Steadfast.

Depending on the operating costs of Steadfast (including the costs of member services provided by Steadfast to us and other Steadfast shareholders) and the amount of total business we place with the participating insurers in any financial year, we may receive a proportion of that commission at the end of each financial year.

As a shareholder of Steadfast we have access to member services including operating and compliance tools, procedures, manuals and training, legal, technical, banking and recruitment advice and assistance, group insurance arrangements, product comparison and placement support, claims support and group purchasing arrangements. These member services are either funded by Steadfast, subsidised by Steadfast or available exclusively to shareholders for a fee.

Steadfast is also a shareholder of Miramar Underwriting Agency Pty Limited (**Miramar**). As a shareholder, Steadfast may receive dividends from Miramar. These amounts will indirectly contribute towards the benefits we receive from Steadfast.

Steadfast has a shareholding in Macquarie Premium Funding. If we arrange premium funding with Macquarie Premium Funding for you, under its agreement with Macquarie Premium Funding, Steadfast will receive 0.5% of your insurance premium (including government fees or charges). As an equity shareholder of Macquarie Premium Funding, Steadfast may also receive dividends from profits of Macquarie Premium Funding. The amount of the Steadfast dividend is based on the share of profit attributable to funding arranged by Steadfast shareholders. The payments (commission and dividends) that Steadfast receives from Macquarie Premium Funding are used to operate Steadfast. Depending on the operating costs of Steadfast and the amount of total business we place with Macquarie Premium Funding in any financial year, we may receive a portion of those amounts at the end of each financial year.

You can obtain a copy of Steadfast's FSG at [www.steadfast.com.au](http://www.steadfast.com.au)

If we arrange premium funding for you we may be paid a commission by the premium funder. We may also charge you a fee (or both). The commission that we are 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 we become entitled to the commission.

Our commission rates for premium funding are in the range of 0 to 2% of funded premium. When we arrange premium funding for you, you can ask us what commission rates we 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.

We may, from some insurers, receive profit share payments at the end of a financial year based upon the overall performance of the portfolio of business placed with them.

We keep the details of these arrangements confidential to certain Horsell Board members only who have no involvement with placement of insurance business, in order to prevent any prejudicial treatment in our dealings between you and the insurers with which we place your policies. Any profit share received is used to help relieve corporate expenses and is not directly passed on to employees as a bonus/profit share.

#### What should I do if I have a complaint?

1. Contact us and tell us about your complaint. We will do our best to resolve it quickly.
2. If your complaint is not satisfactorily resolved within 24 hours, please contact the local Complaints Officer on one of the numbers noted below on this FSG or put your complaint in writing and send it to the Complaints Officer at one of the addresses noted below on this FSG. We will try and resolve your complaint quickly and fairly.
3. Horsell is a member of the Insurance Brokers Disputes Limited (IBD). If your complaint cannot be resolved to your satisfaction by us you have the right to refer the matter to IBD. IBD can be contacted on 1300 780 808.

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

Horsell has a professional indemnity insurance policy (PI policy) in place. The PI policy covers us and our representatives (including our authorised representatives) for claims made

against us and our representatives by clients as a result of the conduct of us, our employees or representatives in the provision of financial services. Our PI policy will cover us for claims relating to the conduct of representatives who no longer work for us and satisfies the requirements for compensation arrangements under Section 912B of The Act.

#### Definition of a Retail client

Under the Corporations Act 2001 Retail Clients are provided with additional protection from other clients. The Act defines Retail Clients as: Individuals or a manufacturing business employing less than 100 people or any other business employing less than 20 people And that are purchasing the following types of insurance covers: Motor vehicle, home building, contents, personal and domestic, sickness/accident/travel, consumer credit and other classes as prescribed by regulations. Some of the information in this FSG only applies to Retail Clients and it is important that you understand if you are covered by the additional protection provided

#### Any questions?

If you have any further questions about the financial services Horsell provides, please contact us.

Please retain this document for your reference and any future dealings with Horsell.



H O R S E L L

#### Horsell International

Head Office (Sydney)  
Street address:  
Level 12, 189 Kent St  
Sydney NSW 2000  
Postal address: PO Box N112  
Grosvenor Place NSW 1220  
P (61 2) 9247 1700  
F (61 2) 9247 1733  
E info@horsell.com

Melbourne  
Street address:  
Level 1, 390 St Kilda Rd  
Melbourne VIC 3004  
Postal address: PO Box 7675  
St Kilda Road  
Melbourne VIC 8004  
P (61 3) 9862 6500  
F (61 3) 9867 6771

Adelaide  
Street address:  
Level 8, 115 Grenfell St  
Adelaide SA 5000  
Postal address:  
Same as street address  
P (61 8) 8418 3900  
F (61 8) 8223 2377



H O R S E L L  
W R I G H T  
F A H E Y

#### Horsell Wright Fahey

Street address:  
Level 8, 115 Grenfell St  
Adelaide SA 5000  
Postal address:  
Same as street address  
P (61 8) 8418 3900  
F (61 8) 8223 2377