

Financial Services Guide

JANA Investment Advisers Pty Ltd

a guide to our relationship with you and others

The financial services referred to in this guide are offered by JANA Investment Advisers Pty Ltd.

This guide contains important information about:

- the services we may offer you
- how we and our associates are paid
- any potential conflict of interest we may have
- our internal and external dispute resolution (complaints) procedures and how you can access them.

This guide is designed to assist you in deciding whether to use any of the services described in it.

When providing services, we may act for various types of clients, most of which are wholesale clients.

We do not provide personal financial product advice to retail clients (which includes members of superannuation funds or other individuals), so we are not required to provide you with disclosure documents such as *Statements of Advice* or *Product Disclosure Statements*.

In this guide “we” means JANA Investment Advisers Pty Ltd, “JANA”, and “you” means the retail client to whom we are providing services. Where we are providing presentations to members of a superannuation fund or investors in managed accounts, “you” means the individual member or investor.

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1. *Who is responsible for the financial services provided?*
- JANA is responsible for the financial services provided including the distribution of this Financial Services Guide (FSG).
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2. *Do we have any relationships or associations with financial product issuers or other potential conflicts of interest that may affect the provision of financial services?*
- JANA is partly owned by the National Australia Bank Limited group of companies which includes a number of product issuers or investment managers with which JANA may be associated. These include NULIS Nominees (Australia) Limited, as the trustee of the MLC Superannuation Fund and MLC Investments Limited as the trustee of the JANA Investment Trusts. JANA also acts as investment adviser to a number of superannuation funds, insurance companies, managed account providers and other financial service providers.
- Other than mentioned above, or as may be disclosed to you in our advice, JANA does not have any ownership links or associations or relationships with any financial product issuer that could reasonably be expected to influence us in providing financial services to you.
- If a conflict of interest does occur, it will be disclosed to you at the time of giving advice.
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3. *What kinds of financial services are we authorised to provide you and what kinds of financial product/s do those services relate to?*
- JANA assists organisations including superannuation funds and managed account providers in meeting their investment needs, by providing advice on asset allocation, investment manager selection and implemented investment solutions. JANA also provides general advice to members of superannuation funds and investors in managed accounts about the superannuation fund or managed account's investments and general investment market conditions.
- JANA is authorised to provide a wide range of financial services including providing general financial product advice in relation to:
- Securities,
 - Managed Investments,
 - Superannuation,
 - Life Insurance,
 - Derivatives, and
 - Foreign Exchange Contracts.
- When providing these services, we may act for various types of clients, most of which are wholesale clients.
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4. *What information should you provide to receive personal advice?*
- We do not provide personal financial product advice to retail clients.
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<p>5. <i>How do you have to give us instructions about your financial product/s?</i></p>	<p>We do not deal in financial products for retail clients.</p>
<p>6. <i>What remuneration, commission or other benefits are paid for the financial services?</i></p>	<p>We do not provide personal financial product advice to retail clients.</p> <p>If we provide members of a superannuation fund or investors in managed accounts with general advice (for example, at a seminar) we do not charge members for that advice. However, JANA will be paid fees by the trustee or provider of that superannuation fund or the managed account provider, and those fees may depend on the amount invested in the superannuation fund or managed account.</p> <p>In the case of managed accounts, JANA's fee for providing advice to the managed account operator may be calculated as a percentage of up to 0.15% of the managed account portfolio balance.</p> <p>In the case of superannuation funds, the fees, and the way which they are calculated, will vary depending on the fund.</p> <p>You may request details about the remuneration or benefits that JANA receives but the request must be made within a reasonable time after you are provided with this Guide and before any financial service is provided to you.</p> <p>Our employees are remunerated on a salary and incentive basis; they do not receive commissions from product issuers for the services they provide or the financial products they arrange to be issued. Whether staff members receive any incentive depends on a number of balanced performance and behavioural factors, which may include a measure linked to the fees earned by JANA. JANA staff may also indirectly own interests in JANA and receive dividends related to JANA's earnings.</p> <p>In addition, JANA staff may receive a \$200 voucher to recognise their work behaviours or attend events organised by third parties that have the primary purpose of education and training, from time to time. It is not possible to determine at any given time whether a staff member will receive a voucher or attend such training/education event. We keep a register detailing third party benefits valued between \$100 – \$300. You can review an extract of the register by contacting us. We may charge you a fee for providing the information.</p>
<p>7. <i>Will anyone be paid for referring you to us?</i></p>	<p>No third party referrer or tender consultant will receive any fees or commissions from JANA for the referral of your business.</p>

8. *What should you do if you have a complaint?*

If you have any complaints about the service provided to you by JANA, you should take the following steps:

1. Contact us and tell us about your complaint on (02) 9221 4066 and/or complaints@jana.com.au. We will do our best to resolve your complaint or issue as quickly as possible and within 45 days. By giving us as much information as possible, you'll be helping us to resolve things faster. If you have any supporting documentation, please have it handy when you raise your concern.
2. If the complaint can't be resolved to your satisfaction within 45 days, you may lodge a complaint with the Australian Financial Complaints Authority (AFCA).

AFCA can be contacted at:

1800 931 678 (free call)

Australian Financial Complaints Authority Limited

GPO Box 3

MELBOURNE VIC 3001

info@afca.org.au

www.afca.org.au

9. *What compensation arrangements do we have in place?*

JANA holds professional indemnity insurance cover for the activities conducted under its licence. Our professional indemnity insurance cover is subject to the policy terms and conditions, however the cover satisfies the requirements of s.912B of the Corporations Act.

If you have any further questions about the financial services JANA provides, please contact JANA on (02) 9221 4066.

Retain this document for your reference and any future dealings with JANA.