

**BELL POTTER SECURITIES LIMITED**

STOCKBROKERS

Market, Clearing, and Settlement Participant of ASX Limited

10 JAN 2017

ORIGINAL

556078

# CLIENT INVESTMENT PROFILE SMSF.

RE: INVESTMENT IN EXCHANGE LISTED SECURITIES MARKETS.

**FOR OFFICE USE ONLY**

Trustee Name 1 **KURT ENTERPRISES P/L** Client ID

Trustee Name 2 Client ID

Trustee Name 3 Client ID

Trustee Name 4 Client ID

SMSF Name **KURT REYNOLDS BAYLY S/F** Client ID

Bell Potter Equity Account Number

Primary Account Postal Address **11/3 FARREL AVENUE DARLINGHURST NSW**

Date **03/01/17** **2010**

Primary Contact Name **KURT BAYLY**

Phone Mobile **0450108310** Fax

Adviser **STEVE RAWLINSO**

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## SELF MANAGED SUPERANNUATION

Superannuation is a long-term savings arrangement with the sole objective of funding the superannuant's retirement or providing for the superannuant's beneficiaries in the case of the superannuant's death. Superannuation is compulsory in one form or another.

In order to facilitate the accumulation of superannuation assets, the Government taxes the earnings of superannuation funds at concessional rates compared to the taxation of normal income.

Australians can choose superannuation that is either independently managed or self-managed.

Self-management by means of the SMSF structure enables the members of the SMSF to directly manage both the investment of their superannuation assets and the payment of their superannuation benefits.

The concessional tax treatment allowed to SMSFs is accompanied by an obligation to comply with the rules governing SMSFs and taxation at significantly higher rates for non-compliance with those rules. The basic taxation concessions enjoyed by SMSFs as well as the penalties for non-compliance are very significant, and are as follows:

First, the SMSF's income attributable to an accumulation account is taxed at the rate of 15% and 10% on realised capital gains where the asset has been held for more than 12 months.

Second, the SMSF's income (including realised capital gains) attributable to a pension account is not taxed.

Third, the ATO can penalise SMSFs that contravene superannuation regulations as follows:

- The SMSF can be declared non-complying for the relevant years of income, thereby losing its tax concessions;
- Trustee(s) can be disqualified;
- Trustee(s) can be prosecuted;
- Penalties can be levied by way of heavy fines or imprisonment of Trustees.

Fourth, a non-complying SMSF is taxed at the highest marginal rate on the taxable income of the SMSF less any crystallised undeducted contributions.

The Government has given the Australian Taxation Office (ATO) regulatory responsibility to apply the rules prescribed by the Superannuation Industry (Supervision) Act to SMSFs.

The ATO has published a number of Guidelines, Circulars and Information sheets, some of which are worth mentioning here, namely;

- Thinking about a SMSF
- Setting up a SMSF
- Running a SMSF
- How a SMSF is regulated

These publications can be found on the ATO Website using the following link: <http://www.ato.gov.au/Print-publications/>

The abovementioned Guidelines highlight in detail the responsibilities of Trustees, Auditors, Tax Agents and Financial Advisers. Which include a Compliance Check List for Approved Auditors of SMSF as well as a Compliance Check List for Trustees of an SMSF, from which it will be noted the Auditor is required to provide a compliance, as well as a financial, sign-off of the operation of the SMSF.

### SMSF INVESTING THROUGH BELL POTTER

Bell Potter Securities is best able to provide Trustees of SMSF with Advice in relation to the Securities Markets, which it services, if the Trustee of the SMSF advises Bell Potter of the SMSF's Investment Objectives as they relate to the Securities Markets. These Investment Objectives need to have regard for the SMSF's Investment Strategy and the other relevant circumstances of the SMSF, namely its Financial Situation and Particular Needs.

### ASSET CLASSES WITHIN THE SECURITIES MARKETS SERVICED BY BELL POTTER

The Asset Classes and sub-asset classes within the Securities Markets, which are serviced by Bell Potter, are as follows:

#### Securities Markets:

- Australian Listed Equities
  - Large Cap
  - Mid Cap
  - Small Cap
- Australian Listed Investment Companies
- Australian Listed Property Trusts
- Australian Listed Fixed Interest and Hybrids
- Australian Unlisted Managed Funds
- Australian Unlisted Fixed Interest
- Absolute Return (Hedge) Managed Funds
- International Listed Equities
- Australian Listed Derivatives
  - Exchange Traded Options
  - Warrants

## INVESTING BY SMSFS

A key responsibility of the Trustees of an SMSF is to manage the SMSF's investments. The Superannuation Industry (Supervision) Act 1993 (SIS Act) places certain duties and responsibilities on Trustees of SMSFs when making investment decisions which are designed to protect and increase member benefits over time for retirement.

Currently, superannuation law does not prescribe which financial products an SMSF can and cannot invest in, although there are certain restrictions (like the prohibition on lending money to members of the SMSF or their relatives and the acquisition of assets from such related parties), of which SMSF Trustees should make themselves aware.

Accordingly, as of the date of the printing of this Client Profile Form, it is Bell Potter's understanding of the ATO's guidelines that there are no asset classes that are not potentially available for the investment of the funds of an SMSF.

Having said that, Bell Potter only services a limited number of asset classes which are listed above, and which are collectively referred to in this document as the Securities Markets. There is a wide range of asset classes not serviced by Bell Potter, including such asset classes as Real Property, Futures, Art, Collectables, and Primary Production etc.

Therefore, unless virtually the whole of the assets of an SMSF are invested in the Markets serviced by Bell Potter, issues like return versus risk, appropriate diversification and capacity to pay benefits will need to be determined entirely by the Trustees.

On the other hand, if the whole or a very substantial part of the SMSF's funds are invested in the Markets serviced by Bell Potter, Bell Potter will endeavour to remind SMSF Trustees of the ATO's guidelines and encourage them to give attention to these matters and, where requested, assist Trustees in complying with them.

## INVESTMENT STRATEGY

The Australian Taxation Office (ATO), which has regulatory responsibility for SMSFs, requires Trustees of every SMSF to prepare, record and implement an Investment Strategy for the SMSF, and regularly review it.

The ATO directs that the Investment Strategy must reflect the purpose and circumstances of the SMSF and consider:

- *investing in such a way as to maximise member returns, taking into account the risk associated with holding the investment;*
- *diversification and the benefits of investing across a number of asset classes (for example, shares, property and fixed interest) in a long-term investment strategy;*
- *the ability of the fund to pay benefits as members reach retirement and pay other costs incurred by the SMSF;*
- *whether to hold insurance cover for one or more members of the SMSF;*
- *the circumstances of the members (for example, age, income level, employment pattern and retirement needs).*

The ATO Guidelines prescribe that an appropriate Investment Strategy will set out the investment objectives of the SMSF and detail the investment methods the SMSF will adopt to achieve those objectives.

An Investment Strategy should be unique to the requirements of the particular SMSF and its members and should be reviewed regularly and updated as required. SMSF Trustees must make sure that all investment decisions are made in accordance with the documented Investment Strategy of the SMSF.

## AUDIT

Every SMSF must be audited annually as to both its financial and compliance standing.

To Audit a SMSF, the Auditor must be registered as an Approved SMSF Auditor under the Superannuation Industry (Supervision) Act (SIS Act).

ASIC has responsibility for registering Approved SMSF Auditors, setting competency standards and imposing any necessary administrative outcomes.

To be registered as an Approved SMSF Auditor ASIC must be satisfied that the Auditor meets the eligibility requirements in the SIS Act and Regulations for registration and will have received an on-line application for registration together with the prescribed registration fee. Once processed ASIC will confirm with a Certificate of Registration including an Approved SMSF Auditor number (SAN).

Approved SMSF Auditors must comply with any conditions imposed on their registration and with the ongoing obligations under the SIS Act, including continuing professional development, complying with required competency and auditing standards, holding professional indemnity insurance, lodging an annual statement with ASIC, and notifying ASIC of certain matters.

ASIC Regulatory Guide 243 explains how to apply for registration as an Approved SMSF Auditor.

ASIC's public registers include a Register of Approved SMSF Auditors. Once approved and registered as an Approved SMSF Auditor the Auditor has to maintain the registration by filing an Annual Statement with ASIC.

The ATO will continue to monitor the conduct of Approved SMSF Auditors.

The ATO monitors compliance by Approved SMSF Auditors and the Electronic Superannuation Audit Tool (eSAT) provided by ATO free of charge is designed to help Approved SMSF Auditors complete the compliance element of a SMSF Audit.

A SMSF Audit will have regard to the Investment Strategy and the investment authorisations therein, the securities traded, and the securities held at year end.

## **ALTERNATIVE INVESTMENT OBJECTIVES**

The SMSF Trustees may instruct Bell Potter in relation to investing in the Securities Markets by reference to both Asset Classes and/or specific Investment Objectives. Obviously, the Investment Objective(s) identified will be pursued by Bell Potter only in the Australian listed Securities Market (or the Australian Derivatives Markets) as is instructed by the Trustee of the SMSF.

To assist Investors generally to identify their Investment Objectives, Bell Potter Securities has identified a range of alternative Investment Objectives from one end of the risk spectrum to the other, which are as follows:

- Low Capital Risk
- Income
- Balanced
- Growth
- Aggressive Growth
- Trading
- Speculative
- Leveraged Income or Growth

The Explanation of Alternative Investment Objectives set out on pages 5-7 describes what each Investment Objective means generally and what each alternative Investment Objective entails in terms of Capital Risk and Volatility of Returns. The Explanation also suggests the type of investor most suited to each Investment Objective. In the following pages, Risk & Volatility refer to Capital Risk and Volatility of Returns.

Investors may have one of the above Investment Objectives as a primary Investment Objective and have another Investment Objective as a secondary Investment Objective. By identifying a secondary Investment Objective, the Investor is indicating a preparedness to also hold investments of this nature as a minor part of the portfolio.

Also, Investors may be interested in other Investment Objectives without actually nominating them as a primary or secondary Investment Objective. By indicating interest in a particular Investment Objective, the Investor is indicating an interest in considering this type of investment to represent a very minor part of the portfolio.

## **RELEVANT CIRCUMSTANCES OF THE SMSF**

On the basis that the SMSF is either fully or substantially invested in the Securities Market, it is necessary for Bell Potter to understand the SMSF's financial situation and particular needs as well as to know the SMSF's Investment Strategy in relation to the Securities Markets. A number of questions on the following pages seek to establish these details. While it may not be necessary for SMSF Trustees to complete every question, should an SMSF Trustee not provide sufficient details of the relevant circumstances of the SMSF to enable Bell Potter to understand the relevant circumstances of the SMSF and its Investment Strategy and to settle appropriate Investment Objectives with the Trustees, Bell Potter is obliged to warn SMSF Clients that any investment advice provided will be based upon a consideration of the circumstances of the investment alone and without reference to the SMSF's Investment Objectives in relation to the Securities Markets and other relevant circumstances, and as a result it will be up to the Trustees of the SMSF alone to assess the appropriateness of any advice provided by Bell Potter.

## **DERIVATIVES**

Trustees of SMSFs which use Derivatives (including Exchange Traded Options) should have in place appropriate policies for the use of Derivatives, adequate controls on the use of Derivatives, and adequate checks on compliance with those controls. These policies and controls should prevent the improper use of Derivatives.

In the event of a SMSF investing in Exchange Traded Options (ETOs), it will be necessary for the SMSF to execute an ETO Agreement and, if a retail client, to complete an ETO Suitability Statement for SMSFs.

## **DERIVATIVES RISK STATEMENT (DRS)**

If Trustees of an SMSF wish to undertake Derivatives (including Exchange Traded Options) transactions on an Australian (or International) exchange and in doing so create a Charge over assets of the SMSF (eg. to meet the obligations of the Exchange or Bell Potter for Collateral), then the Trustees of the SMSF must prepare a DRS in accordance with Appendix 1 of Superannuation Circular No 11.D.7. of the Insurance and Superannuation Commission.

## **SECURITIES MARKETS ADVICE**

As a Stockbroker, Bell Potter Securities advises its Clients in relation to a range of Asset Classes falling within the Securities Markets. It is therefore assumed that SMSF Clients opening an account with Bell Potter Securities are seeking advice in relation to these Markets with the result that investment principles such as diversification which the Trustees ask Bell Potter to take into account will be applied in relation to the markets serviced by Bell Potter Securities rather than over all the potential investment asset classes available to the SMSF. It is the responsibility of the Trustee to determine the diversification across Asset Classes generally.

If advice is required in relation to the structure, operation or administration of the SMSF then the Client should specifically raise this fact and arrangements will be made for the Client to be referred to an Adviser accredited to provide such advice.

## EXPLANATION OF ALTERNATIVE INVESTMENT OBJECTIVES

### LOW CAPITAL RISK

<b>Description</b>	The primary objective is preservation of capital. Depending on the requirements of the Investor, this can be accompanied by a high degree of liquidity. The portfolio would contain fixed income securities. Such an investment is usually associated with a dependable, ongoing income stream and its associated low volatility of returns. However, the after-tax returns may be very low and may not keep pace with inflation. Capital risk could arise if there was a mismatch between the Investor's time frame and the actual term of the investment. This investment is not generally compatible with investing in stock exchange listed equities. To pursue this investment objective in listed equities, it would be necessary to first limit the equity investment to about 20% of the portfolio and it would be necessary for those listed equities to be large and well established market leaders having a record of low volatility of returns from regular well covered dividends from the S&P ASX50, and second, accept a higher, albeit, low degree of risk.
<b>Risk and Volatility</b>	Only prepared to accept minimal capital risk and volatility of investment returns.
<b>Suitability</b>	A strongly conservative Investor who is prepared to accept lower returns for the investment to be protected i.e. Interest Rate Products. The adverse effects of inflation and tax are not a concern.

### INCOME

<b>Description</b>	Here the objectives are the preservation of capital and the generation of income. This objective aims to generate a total return of a minimum of 2% above CPI. Over the medium to long-term, this objective aims to provide some minimal volatility of investment returns, while aiming to preserve capital. However, to the extent that hybrid securities such as reset preference shares, income securities and convertible notes, and equity shares are included in the portfolio, higher capital risk and volatility will be incurred.
<b>Risk and Volatility</b>	Subject to the abovementioned comment with regard to hybrid securities and equity shares, there is below-average capital risk and volatility of investment returns.
<b>Suitability</b>	The Investor who is looking for a better than basic return but only within a low capital risk. The Investor will be seeking to enhance returns from a diversified portfolio of interest rate products, property trusts, hybrid securities and a limited investment in equities.

### BALANCED

<b>Description</b>	The objective is to achieve returns from a mix of all or some of Interest Rate, Property and Equity Asset Classes, which have regard for both income and capital gain. Investors with private property holdings may elect to pursue a Balanced Investment Objective with either a mix of Interest Rate and Equity Asset Classes, or within the Equity Asset Class alone utilising equities having income or growth characteristics, or a combination of both.
<b>Risk and Volatility</b>	As growth assets will always form part of the portfolio, there is a preparedness to accept some capital risk. Investment returns will fluctuate over the short-term, including the possibility of a negative return in some periods. It is a medium to high risk investment and should be viewed over at least a 3 to 5 year period.
<b>Suitability</b>	The Investor is looking for a balanced portfolio of diversified investments providing some protection against both taxation and inflation. The long-term average exposure to growth and income assets is expected to be approximately 65% and 35% respectively of the total portfolio, although this could vary in the short term.

### GROWTH

<b>Description</b>	A more aggressive investment strategy than for Balanced, with more exposure to growth assets over a slightly longer time frame, of say 5 years or more.
<b>Risk and Volatility</b>	Above average capital risk and volatility of returns in the short-term, in order to take advantage of the opportunities for superior portfolio performance in the medium to long-term.
<b>Suitability</b>	The Investor is prepared to accept capital risk and volatility of returns in the short-term, in order to take advantage of the opportunities for superior portfolio performance in the medium to long-term.

### AGGRESSIVE GROWTH

<b>Description</b>	A preparedness to compromise portfolio balance further in the expectation of higher long-term gains, to include small cap stocks, cyclical stocks and stocks with past volatile performance, and to invest with the sole objective of maximising investment performance over a wide range of stocks in terms of size, past performance and volatility of returns.
<b>Risk and Volatility</b>	The security of capital is secondary to the potential for wealth creation. A diverse range of investments will carry a high level of risk and volatility of returns over 7 years or more.
<b>Suitability</b>	The Investor is pursuing high growth investment returns and accepts capital risk and high volatility of returns.

## EXPLANATION OF ALTERNATIVE INVESTMENT OBJECTIVES (CONTINUED)

### TRADING

<b>Description</b>	A Trading Objective evidences a preparedness to invest for the short-term primarily to realise capital gains on stocks. This approach is based on identifying investment opportunities which are valued at a discount to what is perceived by the Investor as being the intrinsic value of the stock. Alternatively, it could involve buy and sell decisions based on the occurrence of technical indicators.
<b>Risk and Volatility</b>	A very high level of capital risk and volatility of returns, as gains will be dependent upon not only identifying undervalued situations but anticipating a revaluation by the market
<b>Suitability</b>	The SMSF Trustee with a Trading Objective will be experienced, prepared to take a contrarian view to the market and accept the associated risks, and be closely associated with the design of the strategy. <b>If such investment is undertaken, it is likely to be with only a small proportion of the assets of the SMSF.</b>  Notwithstanding that the ATO's guidelines do not prescribe what financial product an SMSF can and cannot invest in, the ATO's guidelines as to the matters that should be considered in settling an Investment Strategy for an SMSF imply that an SMSF may come under Audit and hence ATO review if the SMSF was substantially engaged in trading the equities markets.

### SPECULATIVE

<b>Description</b>	Speculative investments are either start-up enterprises with no, or only prospective operations, or recently commenced operations, with only forecast cash flows or those that have commenced operations but have very limited cash flows and/or a stressed balance sheet.  Speculative investments also encompass derivative investments (other than derivatives undertaken for pure hedging purposes) and short sales.
<b>Risk and Volatility</b>	An exceptionally high level of capital risk and volatility of returns or a level of return which is accompanied by a disproportionate level of risk.
<b>Suitability</b>	<b>Only Trustees with meaningful listed equity investment experience in relation to speculative issues and a firm understanding of the risk profile of the Fund as a whole should be involved in this sector of the market, and then only for a modest proportion of the SMSF's total assets.</b> The SMSF Trustee will need to be closely involved with the analysis underlying this kind of investment.  Notwithstanding that the ATO's guidelines do not prescribe what financial product an SMSF can and cannot invest in, the ATO's Guidelines as to the matters that should be considered in settling an Investment Strategy for an SMSF imply that an SMSF may come under ATO review if the SMSF was substantially invested in speculative securities.

### LEVERAGE INCOME OR GROWTH

<b>Description</b>	Leverage can be obtained by a variety of instruments, either through Exchange Traded Options or Warrants.  Both Exchange Traded Options and Warrants are a form of Derivative – they have underlying securities. Both can be used for very different purposes and as a result have a very wide spectrum of risks, investment objectives and likely returns. Both provide leverage and the potential to make a higher return from a smaller initial outlay than investing directly in the underlying. They can be used to manage risk, to speculate, to diversify and to generate income.
<b>Risk and Volatility</b>	Capital risk can vary greatly from a fixed premium for taken/bought Put and Call Options to unlimited capital risk on uncovered written Option strategies. All Derivatives are subject to market risk of the underlying Options which are wasting assets, as they suffer time decay as they move toward expiry. Because Options are leveraged, a small movement in the underlying can have a proportionately larger impact on the value of the option.
<b>Suitability</b>	It would be prudent for trustees of an SMSF contemplating investing in the Derivative Markets to discuss such investment plans in advance with the SMSF's Auditor. The ATO has issued a Guideline on instalment warrants for SMSF trustees and because instalment warrants do not have standardised terms, has cautioned SMSF trustees to ensure that the particular instalment warrant issue does not constitute a borrowing under s67 of the SIS Act or involve charging an asset in breach of SIS reg.13.14  Derivatives are really only suitable for those Trustees of SMSFs who are experienced investors, who are fully aware of the extent of the risks and rewards – sometimes limited rewards and substantial and unlimited risk. While Derivatives are not prohibited by the superannuation legislation, the terms under which SMSF's assets can be charged in order to provide collateral to an Australian or international exchange have been provided. Those terms necessitate the SMSF having a Risk Management Statement that sets out;  i. Policies for the use of derivatives that include an analysis of the risks associated with the use of derivatives within the Investment Strategy of the SMSF; ii. Restrictions and controls on the use of derivatives that take into consideration the expertise of the Trustees; iii. Compliance processes to ensure that controls are effective.  Having said that, an SMSF that was substantially invested in Derivatives might come under Audit enquiry, and possibly ATO review. SMSFs are prohibited from borrowing except in some limited circumstances. According to the ATO's guidelines, not allowing SMSFs to borrow reduces the risk of members losing their benefits. Consequently, Margin Lending accounts will not be established by Bell Potter for any SMSF.

# SMSF PROFILE

Bell Potter has the capacity, if required, to provide advisory and/or execution services to Trustees of Self Managed Superannuation Funds (SMSFs) in relation to the Securities Markets\* however for it to be able to provide such services it needs to know certain information with regard to the Fund and its Investment Strategy.

\*Securities Markets means Equities, Derivatives (Warrants and Options), Property Trusts, Hybrids, Fixed Interest, Managed Funds, Cash.

## ACCORDINGLY, BELL POTTER WOULD APPRECIATE ANSWERS TO THE FOLLOWING QUESTIONS:

Date SMSF created

Current Approximate Value of the SMSF's **total investments** in all Asset Classes

50,000

Approximate Value **currently invested** in the Securities Markets (as per above definition)

0.00

Of the Fund's assets not held in Securities Markets, please select which categories these holdings relate to:

- a. Direct Property (residential and commercial)
- b. Collectibles (including art work, antiques, precious metals and jewels)
- c. Other

✓ Please specify CASH 50,000

Do you anticipate re-weighting your investments or making a significant contribution outside of the standard contributions, in the near future?

Yes ✓ No

If yes, what impact will this have on the assets held by the Fund in the Securities Markets?

Increase

Decrease

No change ✓

Please provide a copy of the Fund's most recent Securities Markets Portfolio Valuation Statement.

Please note that unless specifically agreed in writing, Bell Potter is not responsible for monitoring or managing the portfolio of the Fund or providing advice on the structure of the Fund. Further Bell Potter does not provide taxation advice and such advice should be sought from the Fund's taxation adviser/accountant.

## MEMBERS AND OPERATING PHASE

SMSFs can have up to four (4) members, all of whom need to be Trustees (or Directors of the Trustee company) in the event an independent Approved Trustee has not been appointed.

Name	Current Age	Anticipated Retirement Year	Approximate % interest in Fund	Investment Phase %	
				Accumulation	Pension
1. KURT REYNOLDS BAYLY	31	65	100	100	
2.					
3.					
4.					



SMSF PROFILE (CONTINUED ...)

**MEMBER'S PARTICULAR NEEDS (IF ANY)**

Do any of the Fund's Members have any particular needs by way of distributions:

Member 1 **KURT BAYLY** / **NO** Member 2  
 Member 3 Member 4

**APPROVED SMSF AUDITOR**

Name **STUART CAMERON**  
 Firm **KS BLACK**  
 Address

**INVESTMENT STRATEGY**

It is the responsibility of the Trustees of a SMSF to prepare, record and implement an Investment Strategy for the SMSF and regularly review that Strategy. The Investment Strategy must reflect the purpose and circumstances of the SMSF and consider the matters appearing in italics in the SMSF's Investment Strategy section on page 4 of this document. However, that Investment Strategy is likely to be very general and authorise a wide range of Asset Classes in order to give the Trustees maximum investment flexibility. As a result, Bell Potter needs confirmation that the Investment Strategy authorises the SMSF to invest in the Asset Classes within the Securities Markets which Bell Potter services, and whether any percentage allocation to such Asset Classes has been specified. Please complete the appropriate boxes and provide the details as appearing below.

Date Investment Strategy last reviewed: **01 / 02 / 16**

By completing and signing this Client Investment Profile the Trustees acknowledge that the Investment Strategy they have prepared and documented for their SMSF authorises the Fund to invest in Asset Classes within the Securities Markets.

**SECURITIES ASSET CLASSES AUTHORISED BY THE INVESTMENT STRATEGY AND BENCHMARK MINIMUM AND MAXIMUM ALLOCATIONS (IF ANY)**

Securities Categories	Authorised Asset Class (tick if authorised)	Minimum % (if any)	Maximum % (if any)
<b>Cash</b>			
<b>Australian - listed</b>			
▪ Equities	✓	0	100
▪ Property trusts	✓	0	100
▪ Derivatives	✓	0	100
▪ Fixed Interest	✓	0	100
▪ Hybrids	✓	0	100
<b>Australian - unlisted</b>			
▪ Securities	X		
▪ Managed Funds	X		
<b>International</b>			
▪ Listed Equities			
▪ Managed Funds			

Maintenance of minimum & maximum holding percentages is the responsibility of the Trustees

Has the Fund previously invested in the Securities Markets? Yes  No  If yes, for how many years? **15**

Which of the Investment Objectives set out below best describes the Investment Objectives of the SMSF?

Tick (✓) one Primary Objective. It is optional to also tick (✓) one Secondary Objective and, if appropriate, tick (✓) another Objective in which the Fund may be Interested.

**INVESTORS SHOULD UNDERSTAND THAT ALL EQUITY INVESTMENTS INVOLVE SOME CAPITAL RISK.**

**THE SELECTION OF THE LOW CAPITAL RISK INVESTMENT OBJECTIVE PRECLUDES THE SELECTION OF ANY OTHER PRIMARY, SECONDARY OR INTERESTED INVESTMENT OBJECTIVES.** (see the explanation of the Low Capital Risk Investment Objective and the other alternative Investment Objectives/Interests on pages 6 and 7)

Investment Objectives for the Fund generally or for each Member individually

Each Member Individually (If there is more than one member, a separate account for each member may be appropriate)

Fund Generally



Overall Fund Investment Objectives	Primary	Secondary	Interested
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Low Capital Risk (only fixed income securities from highly rated institutions)

The selection of this Investment Objective precludes the selection of any other Primary, Secondary or Interested Investment Objectives. (If you select this Investment Objective, please do not complete this page any further and move to page 11)

Income

Balanced

Growth

Aggressive Growth

Trading

Speculative

Leveraged Income or Growth



## SMSF PROFILE (CONTINUED . . .)

In the event that the Fund has selected either one of the following as an Investment Objective or Interest, please initial in the relevant box to indicate your understanding and acceptance of the capital risk and volatility of returns involved with that Investment Objective or Interest.

Please initial below.

### Aggressive Growth

The security of capital is secondary to the potential for wealth creation and even a diverse range of investments will carry a high level of risk and volatility of returns over 7 years or more.

Trustee 1    Trustee 2    Trustee 3    Trustee 4

KRB

### Trading

A very high level of capital risk and volatility of returns as gains will be dependent upon not only identifying undervalued situations but anticipating a revaluation by the Market.

Trustees who trade regularly may be regarded as running a business. The ATO is of the view that this may breach the sole purpose test if the fund is not investing solely to provide for the retirement of its members.

KRB

### Speculation

An exceptionally high level of capital risk and volatility of returns. Under the SIS Act a SMSF needs to meet the sole purpose test. This means the fund must be maintained for the sole purpose of providing retirement benefits to members. The ATO may consider that excessive speculative investments within a Super Fund are not in keeping with this purpose.

KRB

### Leverage

The capital risk associated with Options, which are wasting assets whose value includes a declining component of time value, vary greatly from a fixed premium (for Options bought to open) to unlimited capital risk (for some Options sold to open). The leverage involved means a small movement in the underlying security can have a proportionately larger impact on the value of the Option. Accordingly it will be necessary for all clients adopting leverage as an Investment Objective or Interest to complete an Exchange Traded Option (ETO) Suitability Statement before trading any of these financial products.

### LISTED COMPANY EXPOSURE

Are any of the Members of the SMSF a Director of an Exchange Listed Company?

Yes

No

If yes, please advise which Exchange Listed Company:

In the event that any individual associated with this account is appointed a Director of an Exchange Listed Company, we request that you advise us of such appointment.

Is there any additional information that you would like to provide in reference to your SMSF:

**AUTHORISED PERSONS EMPOWERED TO GIVE INVESTMENT INSTRUCTIONS ON THIS ACCOUNT**

A SMSF can have either Individual Trustees or a Corporate Trustee. Each individual member of the SMSF must be a Trustee or a Director of the Corporate Trustee. A single member SMSF must have either two individuals as Trustee, the member and a relative, or a Corporate Trustee, whose sole Director is the member.

If one Individual Trustee or one Director of a Corporate Trustee is authorised to deal and instruct Bell Potter generally in relation to the account, the individual needs to be authorised by the other individual Trustees or the Corporate Trustee.

**Authorised Person**

Given Name(s) and Surname and Title of Nominated person

KURT BAYLY

Business Number

Home Number

0450108310

Email Address

KRBAYLY@GMAIL.COM

Facsimile Number

**What Asset Classes has the Authorised Person, above, invested in the past and what has been the extent of the Authorised Person's experience in investing in these Asset Classes? (Please tick as appropriate)**

	Extensive	Moderate	Limited	None
Fixed Interest		✓		
Property Trusts	✓			
Managed Funds	✓			
Australian Equities	✓			
International Equities	✓			
Options / Warrants		✓		
Margin Lending	✓			
Futures/ Futures Options		✓		
Foreign Exchange / FX Options		✓		
Hybrids		✓		
Other (please specify)				

**PAYMENT INSTRUCTIONS**

Instructions to make payments by cheque drawn in favour of the Trustees of the Fund crossed "Not Negotiable Account Payee Only" will be accepted from Persons Authorised above to give investment instructions in relation to the account.

Payments to any Member will need to be authorised by at least two Individual Trustees or at least two Directors of a Corporate Trustee, unless the Corporate Trustee has a sole director.

Payments to individual members from the SMSF will be permitted if the respective member is in the 'Pension Phase' and the payment has been suitably authorised by the Trustee.

**BELL POTTER'S ROLE AS AN INVESTMENT ADVISER TO A SMSF**

Bell Potter's role as an Investment Adviser to a Fund is to provide investment advice, on a non-discretionary basis, in relation to the Securities Markets, which it services, as requested by the Trustees with the objective of meeting the Investment Objectives of the Fund as they relate to those markets. Bell Potter's role does not extend to monitoring or managing the Fund or any of its investments.

# CONFIRMATION

## TRUSTEE RESPONSIBILITIES:

Ultimate responsibility and accountability for running a Fund in a prudent manner lies with the Trustees. The SIS Act places certain duties and responsibilities on Trustees when making investment decisions. The Trustees are required to prepare and implement an Investment Strategy for the Fund. The Strategy must reflect the purpose and circumstances of the Fund and consider:

- investing in such a way as to maximise member returns, taking into account the risk associated with the investment;
- appropriate diversification and the benefits of investing across a number of asset classes in a long-term investment strategy;
- the ability of the Fund to pay benefits as members retire and pay other costs incurred by the Fund; and
- the needs of Members.

In all cases the Trustees must consider whether the Trust Deed and Investment Strategy allows the investment. For more information about the Trustees duties and responsibilities and the penalties that may apply for non compliance with them, refer to <http://www.ato.gov.au/Print-publications/Setting-up-a-self-managed-super-fund/?default=&page=34>

## ACKNOWLEDGEMENT

I/We acknowledge as follows;

- that I/we have read and understood the ATO's publication "How your SMSF is regulated" & "Running a SMSF";
- that it is the responsibility of the Trustees of a SMSF to comply with the rules, which regulate the operation of SMSFs, including those in relation to the investments of the Fund as a whole.
- that the information provided by me/us is complete and correct and can be relied upon and that, if there is a significant change in the investment objectives, relevant circumstances, or particular needs of the Fund, I/we agree to advise Bell Potter of such changed circumstances promptly.

### Signature of Individual Trustees

Name of Trustee 1

Signature of Trustee 1

Date

Name of Trustee 2

Signature of Trustee 2

Date

Name of Trustee 3

Signature of Trustee 3

Date

Name of Trustee 4

Signature of Trustee 4

Date

**OR**

### Signature of Corporate Trustee - (Either Director and Secretary, or two(2) Directors)

Name of Director 1

Signature of Director 1

Date

KURT BAYLY  
03/01/17

Kurt Bayly

Name of Director 2/Secretary

Signature of Director 2/Secretary

Date

CONFIRMATION (CONTINUED ...)

**TO BE COMPLETED BY YOUR BELL POTTER SECURITIES ADVISER**

Client Investment Profile reviewed on: 3 / 1 / 17.

Reviewed by: STEVE RANNOON (Adviser's Name)

Further inquiries (if any) made of the Client with respect to the Client's relevant circumstances detailed in the Investment Profile:

Concluded that the Client's nominated Investment Objectives are appropriate to the Client's relevant circumstances.

Signed by Adviser [Signature]

**OFFICE USE ONLY**

Client Investment Profile loaded into Fusion	Initial	Date
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