Viridian Advisory Pty Ltd

Authorised Representatives

Financial Services Guide

Part 2 (Advisor Profile)

Issue date: 1 July 2022
Version: 1.0

About this document

This Viridian Advisory Pty Ltd Authorised Representatives Financial Services Guide (FSG) is made up of two documents:

- Financial Services Guide Part 1 (General), (**Part 1**); and
- Financial Services Guide Part 2 (Advisor Profile), (**Part 2**).

These documents should be read together. This document is Part 2.

Viridian Advisory Pty Ltd (**Viridian Advisory** or **Licensee**), ABN 34 605 438 042, holds Australian financial services licence (**AFSL**) number 476223 and has authorised the Corporate Authorised Representative (**the Practice**) and the individual Authorised Representative(s) (**Advisors**) identified in this Part 2 of the FSG to distribute this FSG to retail clients.

The licensee's contact details are:

Viridian Advisory Pty Ltd ABN 34 605 438 042
Australian Financial Services Licence 476223

Address:	Level 17, 120 Collins Street Melbourne VIC 3000,
Phone:	1300 84 74 34
Email:	enquiries@viridianadvisory.com.au
Website:	viridianadvisory.com.au

This FSG provides you with important information about Viridian Advisory, its Corporate Authorised Representatives and individual Authorised Representatives, who will provide you with the financial services described in this FSG.

Part 1 of this FSG contains important information about:
- Viridian Advisory and the financial services that Viridian Advisory is licensed to provide,
- the process which Viridian Advisory and its Advisors follow to provide financial services,
- how Viridian Advisory, its Practices and their Advisors and associates are paid,
- any arrangements which may influence Viridian Advisory and its Advisors advice to you
- how Viridian Advisory and its Advisors protect your privacy, and
- who you can contact if you have a complaint or if you are not satisfied with the services or advice provided.

Part 2 of this FSG is the Advisor Profile and includes specific information about the Practice and their Advisors who may provide services to you. This Part 2 includes information about the services the Practice and their Advisors are authorised to provide on behalf of Viridian Advisory, the Advisor's experience, qualifications and professional memberships and more detailed information about how the Practice and Advisor are paid.

Financial Services Guide Part 2

Who is the Practice and your Advisor(s)?

The Practice is **GK Financial Services Group Pty Ltd**, ABN 48 133 739 081, Authorised Representative number 410707, a Corporate Authorised Representative of Viridian Advisory.

Your Advisor is **Jim Koumides**, Director, Authorised Representative number 331282. Each Advisor is an Authorised Representative of Viridian Advisory.

In this document, the terms 'I', 'me', 'us', 'we' and 'our' refer to GK Financial Services Group Pty Ltd and Jim Koumides. In this document, the term 'Advisor' refers generally to Viridian Advisory's individual Authorised Representatives and 'the Practice' refers to Corporate Authorised Representatives.

What experience, professional memberships and qualifications do your Advisors have?

Jim Koumides
Authorised representative number: 331282

Jim Koumides has extensive experience in the financial services industry and has the following qualifications, professional memberships and industry experience:

With more than twenty-one years of experience in the financial services industry, Jim is well regarded for his expertise and strategic advice relating to effective wealth management solutions, equities and structured investments, and asset protection, at both an individual and entity level.

An experienced leader in the Financial Services and Banking Industry in Australia, Jim has worked in the corporate, government and private sectors in roles encompassing Private, Retail and Business Banking, Financial Planning and Private Wealth Management. Ranked as one the leading Financial Advisers in 2000 by Westpac, Jim went on to head Westpac's 26-strong team of practice development managers, responsible for the technical and business coaching of advisers. In this role, Jim led and coached a supporting network of over 550 Financial Planners for Westpac. In subsequent senior leadership roles with BT Financial Group, Jim was awarded the David Williams Fellowship as part of BT's pre-eminent Executive Development Program.

Over the last 11 years Jim has been appointed as a Director and Senior Financial Planner of GK Financial Services Group, a boutique Financial Planning Practice specialising in the provision of tailored personal financial advice to individuals and entities, with a passion for wealth creation and wealth protection.

Jim Koumides is a Certified Financial Planner® professional and a CERTIFIED FINANCIAL PLANNER® practitioner of the Financial Planning Association. He also holds a Bachelor of Economics (with Golden Key Honours) & a Graduate Diploma in Applied Finance and Investment. He has been awarded membership to the Golden Key International Honour Society for Academic Excellence (Monash University Chapter).

Do your Advisors have any associations and relationships?

Jim Koumides has an association with GK Financial Services Group Pty Ltd as a director and employee. Fees and commissions are paid to GK Financial Services Group Pty Ltd by Viridian Advisory for distribution to them. GK Financial Services Group Pty Ltd is also a Corporate Authorised Representative of Viridian Advisory and is not a related company of Viridian Advisory.

What areas are your Advisors authorised to provide advice on?

GK Financial Services Group Pty Ltd is authorised by Viridian Advisory to provide financial product advice and to deal in financial products, in relation to retail or wholesale clients.

Jim Koumides is authorised by Viridian Advisory to provide financial product advice and to deal in financial products, in relation to retail or wholesale clients, including in relation to the following financial products:

- basic and non-basic deposit and payment products
- derivatives (including warrants)
- debentures, stocks or bonds issued or proposed to be issued by a government
- life products
- interests in managed investment schemes (including investor directed portfolio services)
- retirement savings accounts
- superannuation (including Self-Managed Superannuation Funds (SMSFs)
- securities; and
- standard margin lending facilities (including structured investments).

When your Advisor provides these services to you, they will be providing financial product advice and dealing in the classes of financial products listed above as Authorised Representatives of Viridian Advisory (authorised under Viridian Advisory's AFSL number 476223). When your Advisor provides financial services, they will act for you and not for product issuers or other Viridian Group entities.

Are there any services your Advisors are not authorised to provide?

No, we are authorised to provide advice on all areas listed in this FSG.

You can ask for a referral for any of these services. If we receive a specific fee for this referral, it will be explained below under the heading: 'Will your Advisor be paid when making a referral'. It may also be disclosed in an advice document such as a Statement of Advice (**SOA**) or Record of Advice (**ROA**), if I provide you with personal advice.

How can you provide instructions to us?

You may provide instructions to us by using any of the contact details provided in the Contact Us section.

Privacy Statement

In addition to the information provided in Part 1 of the FSG on how we collect, hold, use and disclose your personal information, and how we manage this information, further details around privacy are available on Viridians Advisory's website viridianadvisory.com.au.

Complaints handling

Please contact your Advisor to discuss your complaint. Our complaints handling process is outlined in more detail in Part 1 of this FSG.

How will your Advisor be paid for the services provided?

All fees and commissions disclosed in this FSG which are attributed to the services provided to you by me are paid to Viridian Advisory.

Viridian Advisory will pay up to 100% of those fees and commissions to GK Financial Services Group Pty Ltd for distribution as directed by me.

I receive director fees and profit share as a director of GK Financial Services Group Pty Ltd. These fees are determined by GK Financial Services Group Pty Ltd as appropriate from time to time as per the services provided to you.

I may also receive other benefits as detailed below under the headings: 'What other benefits do your financial Advisors receive?' in Part 1 of the FSG and 'Will your financial Advisor be paid when making a referral?'

What is your fee structure?

As part of detailed financial advice and financial services, there are costs to you at various stages of the process. Before making any recommendations, we will discuss and agree the fees with you.

Financial Plan (SOA) Preparation Fee
This fee is for preparation of your financial plan (which is formally captured in your SOA) and is determined based on the complexity of your circumstances, recommended strategies and the time taken to prepare the financial plan. These fees are calculated on an hourly basis and range from $300 to $550 per hour, with a typical Financial Plan Preparation Fee of up to $15,000 (incl. GST). Your SOA will outline other fees that may be applicable to you if you proceed with the implementation of the advice. These fees are generally taken out of your investment proceeds.

Implementation Fees
This fee is charged on implementation of the recommendations made in your SOA. The implementation/ facilitation fee may be calculated based on a percentage of the value of your portfolio and/or a fixed dollar amount.

For example, if the value of your portfolio is $100,000, the maximum percentage-based fee payable for the year will be 1% to 3% (incl. GST). Alternatively, the actual fee will depend on the complexity of your situation and the amount of funds invested, but will not exceed:

a) a range from $550 (min) to $2,200 (max); or
b) $300 per hour; or
c) 3% of the initial funds invested, or
d) the maximum of entry fees and is based on the complexity of the advice being implemented.

Fixed Term Service Agreement Advice Fees
If you elect to receive advice services from your advisor, we will agree to the arrangements with you via a Fixed Term Service Agreement for a period of up to 12 months. Fees are applied based on the desired frequency of contact with your advisor and the complexity of your circumstances. These fees may be a fixed dollar amount (from $1,000 per 12-month period), and/or a percentage of your portfolio, and generally do not exceed will be between 0.5 % and 2% per annum (incl. GST).

If you choose to have me provide this service, the actual fee will depend on the complexity of your situation but will not exceed:

a) A fixed dollar amount of up to $20,000; or
b) Up to 2% per annum of fpa of the value of your portfolio. For example, if the value of your portfolio is $100,000 and a percentage advice fee of 2% applies, you will be charged an amount of up to $2,000 for a 12-month period.

Insurance Commission
We may also receive commissions if we provide advice about new or existing life insurance policies. Remuneration in relation to Life Insurance is set out in FSG Part 1.

One-off advice fees
If you receive one off or ad-hoc advice from us, we will charge a fee. These fees are calculated on an hourly basis and range from $300 to $550 per hour.

What amounts does your licensee and other related entities receive for financial services?

All advice fees and commissions are paid to Viridian Private Wealth Pty Ltd on behalf of Viridian Advisory.

GK Financial Services Group Pty Ltdpays a licensee fee to Viridian Advisory to cover the administration, support and licensee services that Viridian Advisory provides. This arrangement allows GK Financial Services Group Pty Ltd to maintain our authorisations to provide financial services and GK Financial Services Group Pty Ltdto access Viridian Advisory's administration and support services. These payments are made by GK Financial Services Group Pty Ltd and are not charged as a separate fee to you.

Under an arrangement with Viridian Advisory, up to 100% of the fees and commissions payable in connection with the financial products or services we provide are passed on to GK Financial Services Group Pty Ltd (except Managed Portfolio Advice Fees which are paid to Viridian Finance Group Limited and referral fees which may be paid directly to us). The fees and commissions payable in connection with our services are detailed above under the heading 'What is your fee structure?'.

Will your Advisor be paid when making a referral?

We may receive a payment for making a referral to an external party such as an accountant, mortgage broker or solicitor. Any amount payable will be disclosed in the SOA, or the Referral Form provided to you. This will be paid by the external specialist and will be at no additional cost to you. If you have been referred to us by an external party and you accept the services we provide, we may make a payment to the external party for that referral. Any amount payable will be disclosed to you. This will be paid by us to the external party and will be at no additional cost to you.

Referrals to VFGL

On occasion, we may refer clients to another Corporate Authorised Representative of Viridian Advisory, Viridian Financial Group Limited (ABN 83 605 280 797, AFS Representative Number 001235324), and part of the Viridian Group.

For such referrals, we may pay a referral fee to your Advisor from the Viridian Group. This fee is 0.55% of the initial agreed amount to be invested. On a worked example of a million dollars, this would equate to $5,500.00. VFGL staff may also be shareholders of the Viridian Financial Group Limited and therefore may indirectly benefit from such referrals.

How can you contact us?

Your Financial Advisor can be contacted:

Jim Koumides
GK Financial Services Group

Phone:	+613 8862 6433
Fax:	+613 8589 5358
Mobile:	0488 244 066
Email:	jim.koumides@gkfinancialservices.com.au
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Practice details:

GK Financial Services Group

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