ADVISER PROFILE

The financial services offered to you by:

Matthew Beauchamp (ASIC No. 417171), as an Authorised Representative of **HIVE GROUP PTY LTD** ("Hive Group") and as a representative of:

Palm Protect Pty Ltd, trading as Palm Protect ABN 17 688 054 391, Corporate Authorised Representative Number 001316986.

Address: Level 1, 160 Edward Street, BRISBANE QLD 4000
Telephone No: (07) 3221 8533
Email: insurance@palmprotect.com.au

Qualifications

Graduate Diploma in Financial Planning, Authorised for financial planning advice under Hive Group strategies and products.

Authorisations

I am authorised by **Hive Group** to provide personal advice, general advice and to deal in the following:

- Basic Deposit Products
- Non-Basic Deposit Products
- Government Debentures, Stocks and Bonds
- Life Insurance Investments Products
- Life Insurance Risk Products
- Managed Investments
- Retirement Savings Account Products
- Securities
- Superannuation

Strategies Provided

- Group Insurance
- Personal and Business Risk Insurance
- Estate Planning
- Claims Handling and Settling

How Do I Charge Clients for My Services?

For preparation of a strategy recommendation and implementation, we quote our fees and commissions on an individual basis depending upon the type of advice required and the level of complexity of the advice. We will always advise you of our terms of engagement prior to commencing work on your behalf.

Commissions on Insurance Products

Hive Group is paid upfront commission from the product issuer if you buy a life risk insurance product we recommend. Hive will receive an upfront commission of between 0% and 60% of the first year's annual premium and then an annual ongoing commission of between 0% and 20% of the annual premium. We will seek your initial consent in writing for us to receive the insurance commission payments.

For example, for an insurance product with an annual premium of $10,000 (excluding GST and stamp duty), where the issuer pays us an upfront commission of 60%, we will receive $6,000. The issuer will pay us 20% of the annual premium as an ongoing commission for as long as you hold the product. Assuming an annual premium of $10,000 (excluding GST and stamp duty) equates to $2,000 per year.

Our advice documentation and service agreements fully disclose all advice fees and commissions. Any changes to these fees and commissions will be disclosed to you when you receive further advice, a review of the service agreement, or additional product material. No fees will be payable by you in relation to our services or advice without your prior consent.

How Am I Paid?

All revenue relating to our advice, including fees, commissions and claim service fees are payable to Hive Group. This revenue is shared between the relevant business and Hive Group under an arrangement fixed at 93%, up to a maximum amount.

This means that for every $1,000 of income Hive Group receives relating to services and advice provided by us, Hive Group will retain up to $70 and pass through a minimum of $930 to the relevant business.

Details of the amount that is retained by Hive Group, relative to the advice provided to you, can be found in your SoA (and may also be provided in an RoA if there is any change to this amount as a result of the advice provided to you).

Palm Protect receives fees for services and commissions from the generated business. I am a co-owner of Palm Protect and am entitled to distributions and dividends via these shareholdings.

Important Note

The Adviser Profile forms an essential part of the Hive Group Financial Services Guide and must be read in conjunction with the Hive Group Pty Ltd Financial Services Guide Part 1. The Hive Group Financial Services Guide is not complete without it.