



GFM
Wealth Advisory

Financial Services Guide

SMSF Specialists

Investment Management

Financial Planning

This Financial Services Guide was prepared on 18th May 2026.

Purpose and content

This Financial Services Guide ('FSG') helps you understand and decide if you wish to use the financial services we are able to offer you.

The FSG has been produced by the Licensee, Gilham Financial Management Pty Ltd, ABN 69 006 679 394 (Trading as GFM Wealth Advisory). The Licensee and its employees are collectively referred to as "us, we, our" throughout this FSG.

This FSG sets out the services we provide. It tells you:

- who we are and how we can be contacted;
- what services and products we are authorised to provide to you;
- how we (and any other relevant parties) are paid; and
- how we deal with complaints.

We recommend you read this FSG carefully and contact us if you have any questions or require any clarification.

Please retain this FSG for your reference and any future dealings with us. We may also add documents at a later date which will also form part of this FSG, and these should be read together with the FSG. These documents will include the word 'FSG' in the heading.

What other documents will I receive?

If you decide to obtain personal advice from us, we will provide our initial advice and any significant subsequent advice to you in a written report called a Statement of Advice (SoA). Your SoA will set out our advice, the basis on which it is given, our fees and charges associated with our advice, and/or commissions, as well as information about any associations, relationships or potential conflicts of interest that could affect our advice. It is important to note that we can only provide personal financial advice after making enquiries and considering your current financial situation and future requirements and we are only able to provide personal advice about certain products as stipulated under our Australian Financial Services License ('AFSL').

If you receive additional ongoing financial advice from us and an SoA isn't provided to you, we will record details of that advice in a Record of Advice document. You can request a copy of any relevant Record of Advice documents within seven years of receiving the advice from us.

You should also note that if we recommend a particular financial product to you (other than securities), we will provide a Product Disclosure Statement containing information about the particular product to help you make an informed decision.

Occasionally, we provide general advice. This is where we may express an opinion or recommendation influencing you in making a decision in relation to a financial product but where we have not considered your personal objectives, financial situation or needs. If we provide you with general advice, we will provide you with a warning that the advice may not be appropriate to your needs, financial situation or objectives.

Who is responsible for the financial services provided?

GFM Wealth Advisory is the authorising licensee for the financial services provided to you, responsible for those services, and the providing entity. It is important to note that we are not directed in any way by any Financial Institution.

GFM Wealth Advisory's contact details are as follows:

Licensee Name: Gilham Financial Management Pty Ltd (Trading as GFM Wealth Advisory)

AFSL number: 229401

Address: Suite 1, Level 2, 141 Camberwell Road, Hawthorn East, VIC 3123, Australia

Website: <https://www.gfmwealth.com.au/>

Phone: +61 (0)3 9809 1221

Email: enquiry@gfmwealth.com.au

Proceed with confidence

Our experienced and dedicated financial planners offer highly personalised financial advice, develop tailored financial solutions for your objectives and circumstances, and provide ongoing service to you as required.

As a client, your financial planner will provide you with all the advice, information and resources you need to feel involved and in control of your finances. Your financial planner will regularly get in touch with you to stay up to date with your personal circumstances and affairs and also to adjust their ongoing recommendations so they can take advantage of emerging opportunities created by the ever-changing environments of taxation, superannuation, investment markets and government regulations.

Our financial planners are dedicated to your cause in all they do and work personally with you to achieve the best outcomes for your financial circumstances and retirement needs.

Our products and services

We offer you the flexibility and convenience of accessing high-quality financial advice and services to help you generate and maintain wealth over time.

Authorised services offered or arranged by us can include:

- Regular review of your financial planning strategies and objectives
- Superannuation advice
- SMSF establishment, administration and investment advice
- Advice on investment objectives and goals
- Portfolio construction and portfolio reviews
- Administration of and reporting on your investments
- Advice on wealth creation strategies and cash flow management issues
- Retirement planning advice
- Life Insurance advice
- Centrelink planning and advice
- Aged Care planning and advice

Our Authorised Representatives are licensed by GFM Wealth Advisory to provide you with general and personal financial advice and to transact in the following classes and types of products:

- Deposit and Payment Products
- Government Debentures, Stocks or Bonds

- Investment Life Insurance and Life Risk Products
- Managed Investments, including IDPS
- Securities
- Superannuation and Retirement Savings Account Products

Internal databases are maintained detailing the investments that GFM Wealth Advisory recommends. This does not constitute portfolio monitoring. Portfolios are reviewed periodically.

We are authorised to provide these services and products to both retail and wholesale clients.

There is an important difference between 'general advice' and 'personal advice.' If we provide you with 'general advice,' it means that we have not considered your individual objectives, financial situation, and needs.

If we provide you with 'personal advice', we will consider your individual objectives, financial situation and needs when making our recommendation to you.

In providing our services, other financial matters may arise, however, we are not authorised to assist with any financial products and services except those explained above. You should seek specific advice from the appropriate professionals on other matters relevant to you.

Our advice

Who will be my financial planner?

You may be provided with services by the Licensee through its employees or directors. The following qualified and experienced financial planners are appointed Authorised Representatives of GFM Wealth Advisory:



Paul Nicol

Qualifications:

- Advanced Diploma of Financial Services (Financial Planning)
- Financial Planner AFP® Member
- SMSF Specialist Advisor™

Experience:

- Senior Financial Planner
- Authorised Representative No. 230876



Patrick Malcolm

Qualifications:

- Certified Financial Planner®
- Bachelor of Commerce & Master of Applied Finance
- CPA
- Graduate Diploma of Applied Finance and Investment
- Diploma of Financial Planning
- SMSF Specialist Advisor™

Experience:

- Certified Financial Planner®
- Authorised Representative No. 278061



James Malliaros

Qualifications:

- Certified Financial Planner®
- Advanced Diploma of Financial Services (Financial Planning)
- Bachelor of Economics/ Science
- SMSF Specialist Advisor™

Experience:

- Certified Financial Planner®
- Authorised Representative No. 291633



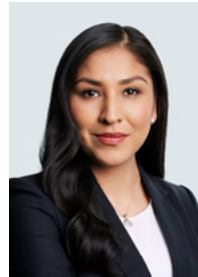
Sam Eley

Qualifications:

- Master of Financial Planning
- Advanced Diploma of Financial Services (Financial Planning)
- Financial Planner AFP® Member

Experience:

- Senior Financial Planner
- Authorised Representative No. 1234685



Amelia Paullo

Qualifications:

- Master of Financial Planning
- Diploma of Financial Planning
- Bachelor of Business
- Financial Planner AFP® Member
- SMSF Specialist Advisor™

Experience:

- Senior Financial Planner
- Authorised Representative No. 1243426



Adam Blanchard

Qualifications:

- Bachelor of Business (Finance & Investment)
- Diploma of Financial Planning
- SMSF Specialist Advisor™

Experience:

- Senior Financial Planner
- Authorised Representative No. 1238027



Orrin Shaw

Qualifications:

- Bachelor of Business (Financial Planning)
- Bachelor of Health Science
- SMSF Specialist Advisor™

Experience:

- Financial Planner
- Authorised Representative No. 1292777

Do any relationships or associations exist that might influence our advice?

The directors of GFM Wealth Advisory are also directors of GFM Gruchy Accounting, a specialist accounting firm. Where you are referred to GFM Gruchy Accounting by your adviser and take up the services of that business, the directors of GFM Wealth Advisory may be entitled to profits from their shareholding. Your adviser does not receive any direct remuneration or benefit as a result of the referral.

We may refer you to legal, broking, or other specialists we work with from time to time. We do not receive any remuneration for these referrals, and you are free to engage your own preferred professionals if you choose.

GFM Wealth Advisory, its directors or employees, nor any related body corporate(s) have any relationships or associations with any product issuer that could be expected to influence us in the provision of financial services. All shares in the licensee are privately owned, and no fund manager, bank or other financial institution has any financial investment or interest in our company.

How will you prepare and provide me with suitable advice?

We examine your financial position and create a structured plan designed to achieve your financial goals over defined timeframes. We do this by helping you identify and prioritise

your goals, developing realistic strategies, assessing the merits of each alternative, and making any necessary changes to the strategies. A regular review will ensure that your strategy remains consistent with your goals and objectives as they change over time.

We will only provide services to you with your prior, informed consent. If you do not understand any of the information in this FSG or have any other questions relating to the terms on which we will be acting, please contact us.

Are there any limitations to your advice?

We only advise and deal in authorised services and products listed on our Approved Product List. This list, which is continually reviewed and updated, results from in-depth research of a wide range of financial products and administration arrangements of leading financial product issuers. From this process, we select the best and most appropriate products for our clients. For more information on our Approved Products, please speak to your financial planner.

As there may be other products and services that could also be suitable, you should observe any warnings and consider any significant risks contained in our advice prior to implementing any of our recommendations. Any investment decision carries a degree of risk, either the risk of capital loss or the risk of the expected benefits not being obtained. We also recommend you seek independent legal and tax advice about our recommendations where required.

What information should I provide to receive personalised advice?

You need to provide us with details of your personal objectives, financial situation and any other relevant information so that we can offer you the most appropriate advice possible. Naturally, you may choose not to provide this information or limit the scope of our advice. However, if you don't provide us with complete or accurate information, it is important to be aware of the risk that the advice you then receive may not be appropriate to your needs, objectives and financial situation.

Similarly, if you choose not to obtain financial advice from us and still instruct us to apply for or acquire a financial product on your behalf, please be aware that we will not have fully considered your needs, objectives, and financial situation when acquiring for or applying for these financial products on your behalf. As a result, there is a risk that the financial products you choose may not meet your needs and objectives.

How can I give you instructions?

You can give us instructions by telephone, email, or other means as agreed with us. Some financial products have their own rules about giving instructions. Please refer to the relevant product's Product Disclosure Statement for those details.

How will I pay for the services provided?

All fees described in this FSG include GST.

Your initial meeting with GFM Wealth Advisory is free of cost and obligation.

Before we provide any services, we will agree with you on how we get paid. Fees may comprise a combination or part of any of the following fees:

- A fee based on the value of the funds you invest
- A fee based on the time we spend developing or implementing your plan
- An agreed fee-for-service
- Brokerage for securities transactions through the ASX

We will provide you with details about our fees and any

payments made to us before we provide you with services. Fees for providing you with our services are received by the Licensee, GFM Wealth Advisory. We will also explain the fees associated with a particular product or service we recommend.

You have the right to request further information about the remuneration we receive, so if there is anything unclear or require more information about the service levels we offer, please contact your financial planner.

We will explain to you how you can pay for the financial services you require. However, we are unable to accept cash.

Typical examples of fees inclusive of GST	
Preparation of an Initial Statement of Advice for our recommendations	From \$2,200 up to \$11,000. The actual amount will depend on the time involved & complexity of the advice required to fully analyse your financial circumstance and make recommendations.
Implementation fee for our recommendations	From \$1,988 up to \$5,500. The actual implementation fee will depend on several factors, including the time involved and the complexity of the financial services required to implement our recommendations. Please note: <ul style="list-style-type: none"> • For a Family Trust. the minimum establishment fee is \$1,988 • For a Self-Managed Superannuation Fund (SMSF), the minimum establishment fee is \$2,716.
Ongoing administration and investment management fee	Ongoing fees will depend on what ongoing services we provide to you and the complexity of the ongoing advice. Our ongoing fees may be a percentage of the portfolio value, an agreed fixed fee, or a combination. Where we charge you on a percentage of the portfolio value only, we charge a minimum of \$1,100 p.a., and the maximum fees are as follows: <ul style="list-style-type: none"> • 1.210% p.a. Amounts up to \$500,000 • 1.045% p.a. Amounts between \$500,000 and \$1 million • 0.880% p.a. Amounts between \$1 million and \$2 million • 0.715% p.a. Amounts between \$2 million and \$3 million • 0.550% p.a. Amounts above \$3 million For example: If you invest \$250,000 and the ongoing fee is 1.21% p.a., you will pay \$3,025 p.a. Please note: <ul style="list-style-type: none"> • For the ongoing portfolio management and administration of an SMSF, a minimum fee of \$2,750 p.a. applies. • For the ongoing management and administration of a property within an SMSF, a fee of \$825 is charged if a loan is attached to the property in the SMSF. • For the ongoing administration of a property in your portfolio, a fee of \$2,750 may be charged.

Ongoing administration and investment management fee (cont.)	<p>Where we charge a combination of a fixed fee and a percentage of your portfolio value, the fixed fee will be between \$2,315 p.a. and \$29,700 p.a., and a maximum fee of 0.33% p.a. will be applied to the portfolio value.</p> <p>For example: If you invest \$250,000 and the flat fee is \$2,315, plus 0.33% of your portfolio value, you will pay \$3,140 p.a. (\$2,315 plus \$825).</p> <p>Please note:</p> <ul style="list-style-type: none"> • Where ongoing fees are charged via the financial product, our remuneration will be calculated monthly. • Where ongoing fees are charged via your bank account, our remuneration will be calculated quarterly.
Share transactions	<p>We transact all direct share market trades via an online broking facility. Brokerage is charged at a rate of 0.088% of the value of the shares traded, subject to a minimum brokerage fee of \$20.</p>

Our remuneration

GFM Wealth Advisory's directors and employees are remunerated by salary and may also be awarded an annual bonus. Bonuses will depend on several factors, including:

- company performance;
- professionalism and adherence to compliance procedures; and
- team performance.

Your financial planner may also receive a share of dividends from GFM Wealth Advisory, where they hold shares in the company.

If any other remuneration is payable (and not disclosed here), we will provide information about how that amount is calculated when we give you our advice in the written SoA.

By using or continuing to use our services, you agree that:

1. All fees and charges received by us as described in this FSG (other than third-party fees and charges) are a benefit given to us by you in exchange for the services provided by us.
2. We do not charge asset-based fees where you are investing using borrowed money.
3. You understand, consent to, authorise and direct us to charge you in this way.

What other benefits does GFM Wealth Advisory receive?

Should we receive other benefits from product issuers (including payments toward professional development), except for minor benefits of less than \$300 in value, the benefit will be noted in a register. Should you wish to see this register, please contact us.

Professional Indemnity Insurance

GFM Wealth Advisory has arrangements in place to maintain professional indemnity insurance. This insurance satisfies the requirements under s912B of the Act.

Privacy

GFM Wealth Advisory understands the importance of protecting your personal and sensitive information and must comply with the Privacy Act 1988, and the Australian Privacy Principles (APP).

Following is a summary of relevant parts of GFM Wealth Advisory's Privacy Policy. A copy of the full Privacy Policy is available at www.gfmwealth.com.au/Privacy

Why does GFM Wealth Advisory collect personal and sensitive information from you?

GFM Wealth Advisory needs this information for it to be able to:

- Provide you with advice about your financial affairs
- Notify you in the future about changes in the law that may impact your current or future superannuation and financial arrangements
- Communicate with you about any upcoming services or seminars that you may find of interest.

What information do you maintain in my file, and can I access it?

We maintain details of your identity and other personal information, as well as a record of the advice given to you. We are committed to protecting your personal information and will only disclose it as required by law or if you consent. Should you wish to examine the personal information maintained in your file, please ask us, and we shall make arrangements for you to do so. Your personal information is held in the strictest confidence in accordance with our privacy policy.

What should you do if you have a complaint?

If you have a complaint, you can contact us and discuss your complaint.

Please contact the Complaints Manager of GFM Wealth Advisory by using any of the contact details at the start of this FSG. We will try and resolve your complaint quickly, fairly, and within prescribed timeframes.

If the complaint cannot be resolved to your satisfaction within 30 days, you have the right to refer the matter to the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

Website: www.afca.org.au

Email: info@afca.org.au

Telephone: 1800 931 678 (free call)

In writing to: Australian Financial Complaints Authority Limited
GPO Box 3, Melbourne VIC 3001

Compensation arrangements

We have arrangements in place to maintain adequate professional indemnity insurance as required by s912B of the Act. This insurance provides cover for claims made against us and our representatives, including claims in relation to the conduct of representatives who no longer work for us but who did so at the time of the relevant conduct.



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