

Secondary Disclosure Statement

(Authorised Financial Adviser)

Name and registration number of Authorised Financial Adviser:

Graeme Patrick Ryan FSP 44051

Physical address: 74 Church Road, Taradale, NAPIER 4112

Postal address: 74 Church Road, Taradale, NAPIER 4112

Trading name: Graeme Ryan Investment Advisers

Telephone number: 06 844 1144

Fax number: None

Email address: graeme.ryan@gria.co.nz

Website: www.gria.co.nz

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Details of Graeme Ryan Investment Advisers (GRIA)

Graeme Ryan Investment Advisers Limited (Company Number 6240030) (FSP546866) was incorporated on 21 February 2017. The Director and Principal Officer of the company is Graeme Patrick Ryan (FSP44051). Shareholder details are shown on the NZ Companies Office website www.companies.govt.nz. The company was formed for the purpose of offering financial planning services to clients.

My experience and qualifications

I have had extensive experience in the ANZ Bank for nearly 30 years, the last 11 years as their Manager, Investment Services in the East Coast. I created GRIA in February 2017 to transfer my clients over from Sumner Ryan Investment Advisers, which is winding down.

I have the following qualifications and designations:

Qualification and designations	Year obtained	From
Authorised Financial Adviser (AFA)	2011	Financial Markets Authority
Diploma in Business Studies (with endorsement in Personal Financial Planning)	1996	Massey University

Code of professional conduct

I have kept my 'financial adviser services' up to date by:

- Attending various courses, workshops and webinars organised by Accredited Training Organisations
- Purchasing comprehensive investment research
- Attending other financial planning conferences, forums, etc.
- Reading widely
- Attending annual industry conferences

In addition, as an AFA, I am required to undertake the mandatory number of continuing professional development hours required by the Code of Professional Conduct for Authorised Financial Advisers.

How I operate

When I provide financial adviser services, I follow the internationally recognised six step process as follows:

1. Establishing a client adviser relationship
2. Gathering client information and determining the client's goals and objectives
3. Analysing and evaluating the client's financial status, which may include financial situation, financial needs, financial goals and tolerance for risk
4. Developing and presenting 'financial adviser services' recommendations and /or alternatives in writing
5. Implementing the 'financial adviser services' recommendations
6. Monitoring and reviewing the 'financial adviser services'

At the first meeting with a client I will clearly explain the financial adviser services to be provided to the client and define both the client and my responsibilities and how these services will be provided going forward. As part of this process, I will also explain the ongoing relationship and how decisions will be made in order to achieve the client's goals and objectives.

The services and products that I provide

I am authorised to provide the following types of financial adviser services:

1. Financial advice
2. Investment planning services

I provide financial adviser services in the following subject matters:

- Investment planning advice, including Managed Funds
- General advice on asset protection and estate planning
- General advice on Estate and Tax Planning relating
- Retirement Planning and KiwiSaver advice

Product restrictions

The AFA is free to recommend the products of any financial product provider without restriction other than the requirement to act in the best interest of clients.

Product providers used

Currently I provide advice on and recommend products offered by product providers as per the following list of approved product providers.

Platform and Investment Product Suppliers	
Nikko AM asset management	APN AREIT
Aegis	Mint Asset Management
AMP Capital	Magellan Financial Group
ANZ Bank	Platinum Investment Management Limited
ASB Securities (for listed equities, exchange traded funds and bonds)	Milford Funds Limited
AMP/AXA Wealth Management Limited	PM Capital
Bank of New Zealand	Russell Investment Management Limited
Devon Funds Management Ltd	Pengana
First NZ Capital (for listed equities, exchange traded funds and fixed interest and debt)	Investors Mutual Australian Smaller Companies
Harbour Asset Management Ltd	Pathfinder

OneAnswer	UDC Finance Limited
SPDR Gold	Direct Shares when applicable

Fees payable by our clients

We charge fees for the financial adviser services I provide to you. I do not receive payments from other people or organisations that may influence my choices. Any fees will be agreed to prior to engaging in the advice process.

Initial consultation fee

There is no charge for the initial consultation meeting. Within this time, the scope of any engagement is to be decided.

Investment planning service fee

No charge.

Investment Management Service Fee (IMSF)

Portfolio value	Step	Maximum fee
Up to \$100,000	First \$100,000	1.55% p.a.
\$100,000 to \$250,000	Next \$150,000	1.20% p.a.
\$250,000 to \$500,000	Next \$250,000	1.05% p.a.
\$500,000 to \$750,000	Next \$250,000	0.85% p.a.
\$750,000 to \$1,000,000	Next \$250,000	0.75% p.a.
\$1,000,000 and over	Next \$1,000,000	0.50% p.a.

Fund Manager Fees

Whenever possible, we have sought wholesale rates and conditions, on your behalf, which can allow much lower levels of investments to be held, and fees charged by Fund Managers. It can also reduce, or eliminate, any entry/exit fees, when using PIE's and other managed funds. These are disclosed in product information supplied when placing the investments.

Share trading costs

Broker	Currency	Broker charge	Minimum charge	Comments
1. ASB	NZD	0.35%	NZD24.95	Additional \$4.50 NZX Fee charged
Securities	AUD	0.40%	AUD39.95	Stamp duty may be applicable
	GBP	0.60%	GBP25.00	No additional Agency Fees are charged
	USD	0.60%	USD50.00	No additional Agency Fees are charged
2. FIRST	NZD	0.60%	NZD30.00	Additional \$5.00 NZX Fee charged
NZ	AUD	0.60%	NZD30.00	Agency fee 0.15% min AUD 15
CAPITAL	GBP	0.60%	GBP20.00	Agency fee 0.15%, min GBP 15
(FNZC)	USD	0.60%	USD20.00	Agency fee 0.2%, min USD 20
3. DIRECT	NZD	0.35%	NZD30.00	Additional \$5.50 NZX Fee charged
BROKERS	AUD	0.35%	AUD30.00	

Bond trading costs

Broker	Currency	Broker charge	Minimum charge	Comments
1. ASB	NZD	0.25%	NZD24.95	Additional \$4.50 NZX Fee charged
2. FNZC	NZD	0.40%	NZD30.00	Additional \$5.00 NZX Fee charged
3. DIRECT	NZD	0.35%	NZD30.00	Additional \$5.50 NZX Fee charged
BROKERS	AUD	0.35%	AUD30.00	

Other interests and relationships

Neither the AFA nor the company has any financial or other interest, relationship or association likely to materially influence the AFA or the financial services provided.

Investment management service details

GRIA uses a “wrap” account as a key component of its investment management service. The administration provider for the wrap account we use is Aegis Limited, a company owned entirely by ASB Bank Limited which in turn is owned by the Commonwealth Bank of Australia. The Aegis wrap account is a state-of-the-art electronic administration service designed to hold trade and report on your financial investments. Aegis speedily tracks investments from around the world. Aegis collects income and provides you, via us, with up-to-date investment portfolio and taxation reporting.

Clients work in close association with their adviser to achieve their investment goals. Investment portfolios are tailor-made for each investor, and investment decisions and changes usually require a signed authorisation by the client before they are acted upon by us through the Aegis investment administration system. Authorisation must be given by the client before any changes can be made, and a Limited Power of Attorney (LPOA) may be used to expedite processing orders to Aegis in special circumstances.

Your investments are held in a custodial arrangement, on your behalf, by Investment Custodial Services Limited through the Aegis investment administration system (wrap account). Full electronic records are maintained for this service. Clients either receive hard copies of reports and recommendations or electronic copies on a minimum quarterly basis. Clients with internet access can view their portfolios at any time via a secure client portal. Client monies are paid directly into the Investment Custodial Service bank account which is administered by ASB Bank. GRIA does not maintain a trust account nor handle client monies.

GRIA has a contractual relationship to use the Aegis investment administration system. The cost of this service is paid out of the remuneration paid to GRIA from the fee paid by you for using the Investment Management Service (refer “Relevant Fees” in this Disclosure Statement). The custodian may pass on charges to you made for certain transactions, for example telegraphic transfers for transfers into overseas bank accounts.

Non-monetary benefits (soft dollar disclosure)

1. From time to time, I may receive certain non-monetary benefits from I may receive from (e.g. *OnePath (NZ) Ltd-audit*) certain benefits, such as access to free/subsidised business support services.
2. I may get gratuities such as a bottle of wine at Christmas time, a free calendar, pen or book, the occasional luncheon, drinks after a briefing session, invitations to sporting events, subsidised professional development, discounted training courses or office supplies, etc

Arrangements to manage conflicts of interest in relation to the remuneration

I manage any conflicts of interest in relation to the remuneration received by GRIA by making an upfront full disclosure of the fees and remuneration to the clients before they make their decision about proceeding with the recommendations made to them via the Statement of Advice. In addition, I use appropriate product research provided by research agencies such as Morningstar, Farrelly's and PIA Group for investment products to ensure that the products I recommend to the client are suitable to their needs and are not influenced by the commission or remuneration associated with them.

Professional Indemnity (PI) Insurance cover

I am covered under a professional indemnity insurance policy. This policy applies when I act in my professional capacity as a financial adviser providing "financial adviser services". As with all insurance, this cover has limitations and is subject to certain exclusions, terms and conditions.

Declaration

I, Graeme Patrick Ryan, declare that, to the best of my knowledge and belief, the information contained in this disclosure statement is true and complete and complies with the disclosure requirements in the Financial Advisers Act 2008 and the Financial Advisers (Disclosure) Regulations 2010.

Signed: _____

Dated: _____