



# FINANCIAL SERVICES GUIDE

## 1. ABOUT THIS DOCUMENT

This Financial Services Guide (**FSG**) is an important document. You should read it carefully and make sure you understand it.

This FSG is dated 1<sup>st</sup> November 2018 and is provided to you by JB Alpha Ltd A.C.N. 131 376 415, AFSL 327075 (**JB Alpha, we, our, us**) to inform you of the financial services we are able to provide and to assist you in deciding whether to use any of the services offered in this FSG. This FSG replaces all prior versions.

This FSG explains:

- other disclosure documents we may give you;
- who we are and how you can contact us;
- financial services and products we are authorised to provide;
- how you can instruct us;
- how we get paid (remuneration, commissions, benefits);
- how we deal with customer complaints and where you can go for further help;
- our compensation arrangements;
- potential conflicts of interest; and
- records we keep and privacy policy.

This FSG contains general information. If you have further questions after reading it, please contact us.

## 2. OTHER DISCLOSURE DOCUMENTS WE MAY GIVE YOU

JB Alpha will provide clients with documentation to facilitate transactions including client agreements and confirmations.

JB Alpha can provide you with factual information and research and facilitate execution requests.

If we make a recommendation on a product (other than securities listed on the ASX or a managed discretionary account service) to a retail client, we will provide you with a Product Disclosure Statement (**PDS**) which will assist you in deciding whether to acquire the financial product. The PDS contains important information about the product features, benefits, risks and fees associated with that product. The PDS should be read carefully to enable you to make an informed decision about

whether to utilise the product.

You are entitled to receive a Statement of Advice (**SOA**) when we give you personal advice as a retail client. Personal advice is advice that takes into account your personal objectives, financial situation and needs. The SOA will set out the advice and will include information regarding the basis on which the advice was given, any fees or commissions received in providing the advice and a warning where the advice has been provided based on incomplete information. If we provide you with additional advice, we may give you a Statement of Additional Advice (**SOAA**). The Statement of Advice and Statement of Additional Advice present the advice and basis on which it was given.

Where you have an on-going advice relationship with us, a Statement of Advice may not be given to you for further advice situations provided that your circumstances and the basis of the advice are not significantly different. However, we are required to keep a record of advice that we give to you. You may request a copy of the Record of Advice (**ROA**) which we keep up to 7 years after the advice was given.

### 3. WHO WE ARE

JB Alpha is responsible for the financial services described in this guide. JB Alpha holds Australian Financial Services Licence (**AFSL**) Number 327075.

JB Alpha is a financial services firm that deals in securities, derivatives contracts, foreign exchange contracts and Contracts for Difference.

Your client advisor is a representative of, and acts on behalf of, JB Alpha. JB Alpha does not act as a representative of any other licensee in relation to the services or products we provide.

Our contact details:

**Contact:** JB Alpha - Compliance  
**Address:** Ground Floor, 61 Spring Street  
Melbourne, VIC 3000, Australia  
**Phone:** 1300 825 742  
**Email:** [compliance@jbalpha.com](mailto:compliance@jbalpha.com)  
**Website:** [www.jbalpha.com](http://www.jbalpha.com)

### 4. FINANCIAL SERVICES WE ARE AUTHORISED TO PROVIDE

JB Alpha is authorised under its AFSL to provide you with the following range of financial services:

**(a) provide general advice on the following classes of financial products:**

- deposit and payment products (limited to basic deposit products);
- derivatives;
- foreign exchange contracts;
- government debentures, stocks or bonds;
- interests in managed investment schemes including investor directed portfolio services;
- securities; and
- standard margin lending facility;

**(b) provide advice on the following classes of financial products:**

- interests in managed investment schemes limited to managed discretionary account

- services;
  - superannuation;
  - retirement savings accounts (“RSA”) products; and
  - financial products limited to miscellaneous financial investment products limited to managed discretionary account services
- (c) **deal in the following classes of financial products by issuing, acquiring, applying for, varying or disposing of those products:**
- interests in managed investment schemes including investor directed portfolio services;
  - interests in managed investment schemes limited to own managed investment schemes only;
  - interests in managed investment schemes limited to managed discretionary account services; and
  - financial products limited to miscellaneous financial investment products limited to managed discretionary account services;
- (d) **deal in the following classes of financial products by applying for, acquiring, varying or disposing of those products on behalf of another person:**
- deposit and payment products (limited to basic deposit products);
  - derivatives;
  - foreign exchange contracts;
  - government debentures, stocks or bonds;
  - interests in managed investment schemes including investor directed portfolio services;
  - interests in managed investment schemes limited to managed discretionary account services;
  - retirement savings accounts (“RSA”) products;
  - securities;
  - standard margin lending facility;
  - superannuation; and
  - financial products limited to miscellaneous financial investment products limited to MDA services;
- (e) **make a market in:**
- foreign exchange contracts; and
  - derivatives

Our AFSL authorises us to provide the above services to retail and wholesale clients (within the definitions applying for the Corporations Act).

## 5. NATURE OF ADVICE AND OUR RESPONSIBILITIES

Although authorised to do so, JB Alpha does not usually provide personal advice in relation to any financial products (other than under JB Alpha’s managed discretionary account service, discussed in section 7 below). Personal advice is advice that considers your objectives, financial situation and needs (**your Personal Circumstances**).

If your relationship with JB Alpha includes the provision of advice, such advice is provided as general advice unless you are expressly notified otherwise. Any general advice we provide to you as a retail client does not take account of your Personal Circumstances, even if we collect some or all of it (for example, to identify you for regulatory purposes or offer you additional products and services). Before

acting on any general advice, you must consider the appropriateness of the advice in light of your Personal Circumstances. Newsletters, trade alerts and research papers are examples of general advice we may give you.

Before taking any action to acquire any of the financial products or services mentioned in this FSG you should consider whether the product or service is appropriate having regard to your Personal Circumstances. You should also consult the relevant PDS and ensure that you understand the risks associated with the financial products and services you enter into with JB Alpha.

## 6. PRODUCTS AND SERVICES WE PROVIDE

JB Alpha provides a general advisory and dealing service in relation to securities, derivatives, foreign exchange contracts and Contracts for Difference.

**JB Alpha provides personal advice for its MDA Contracts. JB Alpha does not give any other personal advice, other than for superannuation and Retirement Savings Accounts. All other advice is general advice only.**

JB Alpha may also arrange for you to be supplied with financial services and products issued by other product providers. JB Alpha may receive a fee or other payment from these product providers as a result of you investing in one of their products or services.

## 7. MANAGED DISCRETIONARY ACCOUNTS

A managed discretionary account, or MDA, is an arrangement whereby you authorise JB Alpha to operate your account and conduct trading activities on your behalf without prior reference to you. JB Alpha offers an MDA Service for all financial products under its AFSL – e.g., securities, derivatives, foreign exchange contracts and Contracts for Difference.

### (a) MDA Contract

Clients must first enter into a binding MDA Contract before JB Alpha can provide MDA Services. The MDA Contract with a retail client will comprise:

- (i) important information and disclosures (such as about risks and fees);
- (ii) an investment program (including an investment strategy);
- (iii) MDA Service Terms; and
- (iv) the application form for it.

The investment program for retail clients may be provided to you in a number of possible ways, such as:

- It may be set out in full in a statement of advice.
- It may be partly set out in a separate mandate document (sometimes covering more than one possible model portfolio for you to choose from).

Your MDA Contract with us will incorporate both the investment program and the statement of advice. The Investment Program /Statement of Advice will be issued to you by your Adviser and will include a statement as to whether or not the MDA Contract is suitable for you.

The MDA Contract will include an Investment Program that is prepared in accordance with the requirements in Division 3 of Part 7.7 of the Corporations Act (ie. provision of personal advice to retail clients and Statement of Advice) and Division 2 of Part 7.7A of the Corporations Act (ie.

best interest obligations). The investment program will also contain information about the following:

- the nature and scope of the discretions JB Alpha (and any person/ entity authorized by JB Alpha) will be authorised and required to exercise and the investment strategy that is to be applied in exercising those discretions;
- any significant risks associated with the MDA service;
- the basis on which your Adviser considers the MDA service to be suitable for you; and
- warnings that the investment program may not be suitable for you if you have provided us with limited or inaccurate information, and that the investment program may cease to be suitable if your relevant Personal Circumstances change.

The MDA Manager will review the Investment Program. Your Adviser will prepare the Statement of Advice. Your Adviser will review the suitability of the MDA Contract and the appropriateness of the Investment Program for you once every 12 months; however, a change in your Personal Circumstances may mean an earlier review should be considered.

**(b) Arrangements for the MDA Service to you**

The client opens an MDA in their own name and holds the legal title to the portfolio of assets. The MDA service provided by JB Alpha will not include custodial or depository services unless and until further notice to the client.

Your funds may be held with a service provider in client trust account or clients segregated account (as applicable).

The service providers arranged by JB Alpha provide execution, settlement and clearing services to the client and where applicable are responsible for issuing the financial product to the client. Those service providers owe their duties to their clients. JB Alpha is not responsible for the services provided to you by the service provider, including how they hold and manage client funds.

In the case of ASX-traded securities held for the client's MDA, the client will directly hold those assets as part of their CHESS holdings with the CHESS sponsoring participant. The name and contact details of the CHESS sponsoring participant (which may change from time to time) will be notified to you in the course of you signing their agreements or as later changed. JB Alpha does not provide custodial or depository services in relation to a client's ASX-traded securities held for the client's MDA.

In the case of exchange-traded derivatives held for the client's MDA, derivatives will be acquired on exchanges by licensed participants on behalf of the client, and all client funds will be held by the clearing participant in its clients segregated account established under the Corporations Act or, if on an exchange outside of Australia, in accordance with the local laws and exchange rules. The terms of the clients segregated account and how client moneys may be used depend on the exchange-traded derivative. At the time of establishing your MDA you will be given the service provider's agreement terms and relevant disclosure documents. You will be required to sign the service provider's agreement terms prior to opening an account with the service provider.

In the case of over-the-counter (OTC) derivatives and OTC foreign exchange contracts held for the client's MDA, such as OTC margin foreign exchange or Contracts for Difference, those OTC derivatives and OTC foreign exchange contracts will be provided and issued to the client by the service provider (ie. the financial product issuer). All client funds will be held by the issuer in its client trust account established under the Corporations Act or otherwise dealt with in

accordance with the terms of the products issuance. The terms of the client trust accounts and how client moneys may be used will be disclosed in the issuer's PDS given to you at the time of establishing your MDA and opening your account with the service provider.

**(c) Other arrangements for the MDA Service to you**

The investment program for your MDA Service might be tailored specifically for you or it might follow a particular model portfolio or a particular investment strategy (such as your choice of allocations across two or more model portfolios).

JB Alpha may from time to time appoint an MDA Manager whose roles include advising JB Alpha on the composition of the model portfolio and the general transactions that should be implemented for them or for any investment strategy. JB Alpha is always responsible to you for the particular model portfolio or investment strategies included in the MDA Contract, so JB Alpha will be responsible for the composition of any model portfolio and investment strategy decisions, making the actual transactions for your account, including deciding the exact number of investments allocated to your account and the timing of transactions.

This responsibility to you contributes to variations over time from a model portfolio and your actual account holdings. For example, JB Alpha might delay a transaction as a result of advice to it to rebalance a model portfolio, in order to ensure a fair and orderly market, or to maintain sufficient cash holdings, or to reduce transaction costs on your account.

JB Alpha will select an MDA Manager on the basis of our review of their expertise for their role, their organisational capacity to perform their role and their suitability for our MDA Services to you. JB Alpha regularly monitors the advice to it to ensure compliance with the applicable model portfolio or investment strategy (by way of checking individual transaction guidance advice against the applicable model portfolio or investment strategy included in the MDA Contract). JB Alpha monitors the organisational capacity of the MDA Manager by yearly reviews.

**(d) Risks**

There are significant risks associated with entering into an MDA Contract and investing through the MDA Service.

The client will not control the day-to-day investment decisions in relation to the account and will be bound by the decisions of JB Alpha. This may lead to losses as well as profits.

Clients rely on JB Alpha investing their funds and assets in accordance with the investment program included in the MDA Contract. If the investment program is not implemented as disclosed, there may be losses or lost opportunities, in addition to the potential for profits. JB Alpha will exercise its discretion in the course of implementing the investment program. No Investment program or investment strategy can be fixed in every detail or plan for every situation, so clients will rely on JB Alpha choosing how to implement the investment strategy and adapt to market conditions.

Implementation of the investment program may lead to more transactions, or failing to transact, at times chosen by (or on behalf of) JB Alpha. This may lead to more transaction costs incurred while pursuing the investment strategy. While it is the intention of JB Alpha that implementing the investment strategy will over time lead to profits for the client's MDA, the judgment on a particular trade may be incorrect and result in a loss, or net profits may take longer or not eventuate, contrary to the objectives of the investment program.

Investing through MDA services also carries the general risks of the underlying investments, including derivatives, securities and over-the-counter contracts (such as foreign exchange contracts and derivatives). Derivatives and foreign exchange contracts trading in particular have a very high degree of investment risk, and a client could sustain a total loss of capital and be liable for substantial losses in addition to the amounts contributed by the client. The risks associated with any particular derivative product or foreign exchange contract traded as part of an MDA service are set out in the relevant PDS for that particular product.

The following further information outlines some of the more important risks but does not purport to be an exhaustive list of the risks involved in investing through an MDA. It is important to note that some of these risks apply to all other financial products that client's trade on their own (i.e., non-discretionary accounts):

- general economic conditions and market risks
- risk associated with selling options
- specific industry risk
- financial market volatility
- leverage risk
- liquidity risk
- exchange rate risk
- lack of diversification
- performance of other asset classes
- margins and financial products
- size of MDA
- performance by the MDA Provider (JB Alpha) including its representatives
- licensing requirements impacting on the execution by the MDA Provider of the investment strategy
- tax considerations for investors
- no guarantee of future earnings
- no representation as to returns
- un-audited track record of investment program
- fees and charges may be higher
- market slippage and lack of liquidity in investments within the investment program
- analytical investment processes are subject to failure or shortcomings and may be dependent on key persons
- lack of suitable investment opportunities may prevent implementation of the investment strategy
- risk of bulk orders not being achieved or not at favourable prices
- variation of portfolio valuations over time
- inaccurate client information

More information on these risks is given in the JB Alpha MDA booklet or the Investment Program included in the MDA Contract). Please read the MDA Contract in full and consider taking legal advice before applying for the MDA Contract.

Managed discretionary account service arrangements are only suitable for clients who understand financial markets and the risks associated with trading in these markets. JB Alpha recommends that all clients obtain independent advice before entering into an MDA Contract with us.

**(e) Non-limited recourse products**

The Investment Program included in the MDA Contract will disclose whether your MDA portfolio

assets may include non-limited recourse products. Particular features associated with a non-limited recourse product included in your Investment Program can be found in the PDS issued by the service provider (ie. financial product issuer).

Non-limited recourse products or facilities can include certain types of derivatives and foreign exchange contracts.

Investing in non-limited recourse products or facilities can significantly increase your investment risk. Specifically, a non-limited recourse product or facility imposes a legal obligation on you to pay an amount to another person or financial institution in the event of the occurrence or non-occurrence of something where the rights of the other person or financial institution are not limited to any property or asset that you have paid or set aside as security for the agreement.

*Example 1: Derivatives and Foreign Exchange (FX) Contracts*

Margin FX trading contracts are agreements which allow you to make a gain or loss, depending on the movement of underlying currencies. The contract derives its value from underlying currencies (usually referred to as a "currency pair") which is never delivered to you, and you do not have a legal right to, or ownership of it. Rather, your rights are attached to the contract itself. The money you will receive will depend on whether the currency you choose moves in your favour. If it does, then you will make a gain and your account will be credited. If it does not, then you will make a loss and your account will be debited. The contracts only require a deposit, which is much smaller than the contract size (this is why the contract is "margined" or "leveraged").

Margin is typically a relatively small proportion of the overall contract value. For example, a contract trading on leverage of 100:1 will require margin of just 1% of the contract value.

When the initial deposit for a Margin FX contract is lower than a certain threshold (e.g. after an unfavourable move in the value of the underlying asset), a "margin call" is triggered.

A small price movement in the underlying asset may result in a large movement in the value of your trade – this can work in your favour or result in substantial losses.

You may lose your initial deposit and be required to deposit additional "margin" in order to maintain your position. If you fail to meet any margin requirement, your position will be liquidated, and you will be responsible for any resulting losses.

Derivative and Foreign Exchange Contracts trading are high risk and not suitable for everyone, most importantly do not invest money you can't afford to lose.

This example is based on a USD \$1,000 account. The trader anticipates that the EUR will depreciate against the USD in the near future. After the first day, the position deteriorates, and a Margin Call is triggered. The position continues to fall, and the trader decides to close the position at a loss.

<b>Initial Deposit</b>	Max Deposits 1,000 USD
<b>Day 1</b>	
Trade: Max sells a contract of EUR/USD at our standard lot size, which is 100,000.	Sell 1 EUR/USD @ 1.24656
Trade Value in USD	1 x 100,000 x 1.24656 = 124,656 USD



Floating P/L: On Day 1 the price of EUR/USD has not changed.	Floating P/L: $0 \times 100,000 = 0$ USD
Margin (Leverage 1:200 (ie. 0.5%)) = Market Value x leverage	Margin: $124,656 \times 0.5\% = 623.28$ USD
<b>Account Value at end of Day 1</b> Equity = Balance - Floating P/L Free Margin = Equity - Margin	Balance: 1,000 USD Equity: 1,000 USD Free Margin: 376.72 USD
Equity to Margin Ratio	$1000/623.28 \times 100\% = 160\%$
Was Margin Call Triggered? Trigger Point: Equity/ Margin < 90%	No Margin Call
Was position stopped out? Trigger Point: Equity/ Margin < 20%	No Stop Out
<b>Day 2</b>	
Rollover Interest: Max holds his position overnight. In this example, the swap (short position) for EUR/USD is 2.46 pips. This is charged against the funds that Max has deposited.	$1 \text{ lot} \times -2.46\text{pips} \times 1 \text{ day} = -24.6$ USD
Floating P/L: On Day 2 the price of EUR/USD has moved against Max's position by 23.5 pips to 1.24891 (bid) / 1.24909 (offer).	Floating P/L: $-0.00235 \times 100,000 = 235$ USD
Margin (Leverage 1:200 (ie. 0.5%)) = Market Value x leverage	Margin: $124,421 \times 0.5\% = 622.11$ USD
<b>Account Value at end of Day 2</b> Equity = Balance - Floating P/L Free Margin = Equity - Margin	Balance: 975.40 USD Equity: 740.40 USD Free Margin: 118.30 USD
Equity to Margin Ratio	$740.40/622.11 \times 100\% = 119\%$
Was Margin Call Triggered? Trigger Point: Equity/ Margin < 90%	No Margin Call
Was position stopped out? Trigger Point: Equity/ Margin < 20%	No Stop Out
<b>Day 3</b>	
Rollover Interest: The position is held open overnight. The swap (short position) for EUR/USD remains 2.46 pips, for which Max is charged.	$1 \text{ lot} \times -2.46\text{pips} \times 1 \text{ day} = -24.6$ USD
Floating P/L: The following day, the price of EUR/USD has moved against Max's position by a further 11.9 points (ie. 35.4 points down from original price) to 1.25010 (bid) / 1.25028 (offer).	Floating P/L: $-0.00354 \times 100,000 = 354$ USD
Margin (Leverage 1:200 (ie. 0.5%)) = Market Value x leverage	Margin: $124,186 \times 0.5\% = 620.93$ USD
As there are insufficient funds to hold the position open, Max decides to close the position at a loss and buys EUR/USD.	Buy 1 EUR/USD @ 1.25028
Trade Value in USD	$1 \times 100,000 \times 1.25028 = 125,028$ USD
Trading Loss	$124,656 - 125,028 = -372$ USD
Margin (Leverage 1:200 (ie. 0.5%)) = Market Value x leverage	Margin - No open position $0 \times 0.5\% = 0$ USD
<b>Account Value at end of Day 3</b> Equity = Balance - Floating P/L Free Margin = Equity - Margin	Balance: 578.80 USD Equity: 578.80 USD Free Margin: 578.80 USD

In circumstances where non-limited recourse products or facilities are part of the MDA Service offered by JB Alpha, you should understand that you can lose an amount greater than the current value of your investment, in which case you can be forced to dispose of the other assets and property you own (including your family home if it is in your name) to pay for any resulting losses.

The level of leverage and risk in terms of an MDA that could be offered to you is unknown at this point because the requisite due diligence of your circumstances, needs and objectives has not been conducted and are not known, and hence the underlying product holding of your MDA is also unknown. However, where advice is provided to you in the form of the Investment Program / Statement of Advice, which involves non-limited recourse products and facilities, then the level of leverage and risk related to the non-limited recourse products and facilities will be fully disclosed to you in writing, in order for you to be able to make an informed decision as to whether to proceed with the MDA.

Where the MDA Service provided to you includes Non-Limited Recourse Products or Facilities, JB Alpha will provide to you the Product Disclosure Statement (PDS) produced by the Third-Party Service Provider (ie. issuer) that such financial products are acquired through. The PDS contains important information about the financial product, including, but not limited to:

- Margin requirements;
- Acceptable collateral (if applicable);
- Information about leverage;
- Significant risks

JB Alpha and the MDA Manager will monitor the trading activity and ensure that the risk parameters (ie. where relevant use of stop losses, maximum loss limits, requirement to close positions, etc) defined in this Investment Program / Statement of Advice are adhered to and that Margin Calls are sent to clients and met by clients pursuant the Investment Program / Statement of Advice.

**(f) Other important information about your MDA**

If you wish to instruct JB Alpha in relation to the financial assets held in your managed discretionary account portfolio, you must do so by the methods set out Section 8 below. This includes but is not limited to exercising rights in relation to investments in your account. Please be aware that if you give any such instructions we might not be able to continue to manage your portfolio in accordance with your previous authorisations to us, so we may decide to terminate the MDA Service and return the account to your full day to day control.

**8. HOW TO INSTRUCT US**

Before transacting with JB Alpha you must open an account with us. You may then give instructions to us in any of the following ways:

- By telephone (note your telephone calls to us will be recorded);
- in writing (including email, note you must confirm with us that such instructions have in fact been received by us); and
- electronically via third party electronic trading applications (by prior arrangement).

**9. HOW DO WE GET PAID?**

**(a) Transaction based fees**

JB Alpha is remunerated through the fees and commissions that we charge you for executing transactions on your behalf and for the provision of advice. Fees and commissions charged to you will depend on the type of financial product being traded, the frequency of your trading activity, the type and level of service required and the size of your transaction. Rates are subject to negotiation prior to transacting any business. Fees and commissions, once disclosed and agreed, will be charged to your trading account at the time any transaction is executed.

Fees and commissions will be charged by JB Alpha if you receive advice or deal in derivatives, including exercise of those derivatives.

If you receive advice or deal in any other financial products, you may be required to open an account with a third-party service provider for the provision of execution, settlement and clearing services. In these circumstances JB Alpha will be acting as the referral agent or introducing broker for you. Depending on the arrangements between JB Alpha and the third-party service provider, JB Alpha’s fees and charges to you will be paid by either of the following two methods:

- JB Alpha’s fees and charges to you will be collected, withdrawn from your trading account and paid by the third-party service provider on your behalf to JB Alpha. The third-party service provider charges JB Alpha fees and charges for providing its execution, settlement or clearing services, and JB Alpha’s fees and charges to you, less the third-party service provider’s fees and charges to JB Alpha, will be paid to JB Alpha by the third-party service provider from time to time. Accordingly, the third-party service provider’s fee is not an additional cost to you.
- JB Alpha may receive a payment calculated by reference to a percentage of the third-party service provider’s fees and charges to you. Accordingly, these payments to JB Alpha are not additional costs to you. The amount received by JB Alpha will vary depending on the contractual arrangements entered into between JB Alpha and the third-party service provider and will be disclosed to you.

The fees, charges and other costs rates below are the maximum that JB Alpha may charge and are provided as a guide only (see Section 9(b) below, for fees applicable to MDA Services). The fees, charges and other costs payable by you will be disclosed to you when prior to establishing your account, in a statement of advice to you or when we later notify you of a change in the rates or amounts or give you a SOAA.

Type of Product	Basis	Maximum fee
<b>Securities - domestic</b>	per transaction	up to A\$150 or 2.00% (including GST*) of the transaction value (whichever is greater) subject to a minimum of \$25 per transaction
<b>Securities - international</b>	per transaction	up to A\$300 equivalent or 3.00% (including GST*) of the transaction value (whichever is greater) subject to a minimum of \$100 per transaction
<b>Exchange traded options</b>	per transaction	up to A\$150 (including GST*) subject to a minimum of \$25 per transaction
<b>Futures</b>	per transaction	up to A\$100 (including GST*) per lot subject to a minimum of \$5 per transaction

<b>Futures Options</b>	per transaction	up to A\$100 (including GST*) per lot subject to a minimum of \$5 per transaction
<b>Derivative Contracts</b>	per transaction	Up to 5 pip spread mark-up per transaction (including GST*) subject to a minimum of \$0.5 per transaction

\*In some cases, fees, charges and costs may be exempt from GST if the supply is made to a non-Australian resident.

There may be other charges applicable to a securities trading account that are passed on by third party service providers. These fees and charges will be disclosed to you by the third-party service provider.

Depending on the features of your account, there may be other fees, charges or costs which are not disclosed in the FSG. We will disclose them to you in writing if they will apply to your account.

JB Alpha may change these fees, charges and costs, including their rates or amounts, from time to time. Increases or new fees, charges and costs will be notified to you in any way you agree to be notified by your agreement with us, typically by email, by notice through your account with us, by notice on a statement to you and by us posting a notice to our website, [www.jbalpha.com](http://www.jbalpha.com).

**(b) Fees for our Managed Discretionary Account service**

**DID YOU KNOW?** Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns.

For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example reduce it from \$100 000 to \$80 000). You should consider whether features such as superior investment performance or the provision of better services justify higher fees and costs.

**TO FIND OUT MORE:** If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) website ([www.moneysmart.gov.au](http://www.moneysmart.gov.au)) has a managed funds fee calculator to help you check out different fee options.

The following information shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the funds and assets held in your MDA.

Neither JB Alpha, JB Markets, the MDA Manager or the Adviser provide tax advice and you should obtain advice from an accountant or other professional tax adviser in relation to the application of tax legislation.

You should read all the information about fees and costs because it is important to understand their impact on your investment.

**You may be able to negotiate to pay lower fees and management costs where applicable. Ask your financial adviser.**

The arrangement between JB Alpha, the MDA Manager and you is governed by the terms and

conditions of this MDA Contract. The following table sets out the maximum that JB Alpha may charge in respect of our MDA service. These fees are provided as a guide only.

Type of fee or cost	Amount	How and when paid
<b>Fees when your money moves in or out of the managed investment product</b>		
<i>Establishment fee</i> The fee to open your investment	A\$13.20	Under some MDA Services we offer there may be a one-off account opening fee payable per account
<i>Contribution fee</i> The fee on each amount contributed to your investment	Nil	N/A
<i>Withdrawal fee</i> The fee on each amount you take out of your investment	Nil	N/A
<i>Exit fee</i> The fee to close your investment	Nil, but you may incur Transaction Fees	Refer to Transaction Fees
<b>Management costs</b>		
<i>Management/ Administration Fee<sup>1</sup></i> The fees and costs for managing your investment	Up to 5% p.a. (plus GST*)	Calculated on the daily account balance, charged monthly as specified in the MDA investment program
<i>Account Keeping Fee</i> <i>The fee to keep your account open</i>	A\$27.50 per quarter	Under some MDA Services there may be an account keeping fee charged per account
<b>Service fees</b>		
<i>Switching fee</i> The fee for changing investment options/ Investment Programs	Nil, but you may incur Transaction Fees or a fee for issuing the Statement of Advice	You may be charged for any additional Statement of Advice and any rebalancing of your portfolio may incur Transaction Fees
<i>Performance Fee<sup>1</sup></i> The fee on new net profit within a month	up to 30% (plus GST)	Under some MDA Services there may be a performance fee charged on profits (i.e., gain over previous high-water mark), at times stated in the relevant Investment program (e.g., monthly or quarterly).
<i>Transaction Fees<sup>1</sup></i> The fees charged by the Third-Party Service Provider for the provision of dealing services	Refer to section 7(a) titled 'Transaction based fees' on page 14	Per transaction
<i>Spread Fees</i> The fees charged by the Third-Party Service Provider for the provision of dealing services	Up to 2 pip spread mark-up	Per transaction

1. This fee includes an amount payable to an adviser.

\* In some cases, fees may be exempt from GST where the supply is made to a non- Australian resident.

A detailed description of the fees, charges and commissions payable in respect of your MDA Service and the financial products traded under the MDA Service and an indicative example of the annual costs will be given in the MDA Contract. JB Alpha will provide you with details of the rates applicable to you at the time you enter into the MDA Contract.

JB Alpha, acting reasonably, may change these fees from time to time (taking effect not earlier than permitted by law). Such changes will be notified to you by email, in writing or where you

have agreed by us posting a notice to our website, [www.jbalpha.com](http://www.jbalpha.com). We recommend that you seek advice from a professional tax agent.

*Example of annual fees and costs*

This table gives an example of how the fees and costs for an indicative portfolio for an MDA can affect your investment over a one-year period. Please be aware the actual annual fees, charges, costs and other financial information for your MDA Service will differ due to a number of factors, such as the fees applicable to your MDA Service, the amount you invest initially and after that, market conditions, our trading decisions and the requirements of service providers for your account, such as issuers of derivatives.

You should use the table to compare this investment product with other similar investment products.

Example – MDA Portfolio		Balance of \$50,000 at the start of the year
<b>Establishment Fee</b>	Nil	You will be charged \$0.00 to establish your MDA
<b>Contribution Fee</b>	Nil	For any additional money you invest, you will be charged \$0.00
<b>Management Costs</b>		
<b>PLUS</b> Management Fee	Nil	There is no management fee charged A performance fee is based on the high-water mark. As an example, if your account increased by \$10,000 (net of commissions) in a year, you will be charged a performance fee of \$3,300 for that year. Your high-water mark would then be \$60,000. However, if your investment does not make any money, or loses money, there will be no performance fee.
<b>AND</b> Performance Fee	30% p.a.* (plus GST)	
<b>AND</b>	Nil	Further performance fees would not be payable until your account exceeds \$60,000 eg in the second year your account reaches \$65,000 (net of commissions) you would pay \$1,650 performance fee and the high-water mark is \$65,000.
Account Keeping Fees	Nil	Maximum account keeping fee for 12 months
<b>AND</b> Indirect Cost Ratio	Nil	No Indirect Costs are charged.
<b>Transactional Costs</b>		

<b>PLUS</b> Transaction Fees	For example, 0.20% p.a. plus GST	<p>Transaction Fees vary depending on the financial product and the number of trades, which are difficult to quantify. For example, if you invested \$50,000 in securities you would pay \$100 plus GST in Transaction Fees each time the securities were bought or sold.</p> <p>Therefore, based on an indicative, generalised typical MDA Portfolio, for every \$50,000 you have in the MDA Portfolio, in which securities are bought and sold once each on a monthly basis (for a total of \$200 plus GST in Transaction Fees per month), you could be charged \$2,640 each year in Transaction Fees.</p> <p>Different Transaction Fees are applicable for different types of financial products, including OTC margin foreign exchange products.</p>
<b>EQUALS total cost of MDA Service</b>		For this particular example, if you had an investment of \$50,000 at the beginning of the year and your investment increased to \$60,000 during that year, you could be charged total fees and costs of \$5,940* and your year-end account balance would be \$56,700 (60,000-3,300).

\*The MDA Portfolio used in this example does not have a management fee, account fees or incur indirect costs.

\*\*This example assumes \$50,000 is invested for the entire year is invested during the year and that the value of the investment increases to \$10,000 over the year.

You should note that this general disclosure relating to fees and costs may change between the time when you read this Financial Services Guide and the time you acquire the product.

*Additional explanation of fees and costs*

Please note that this further explanation can only give an indicative guide. Please refer to your MDA Contract for more detailed explanation for the fees and charges that apply to your MDA Service.

**Management Costs**

The management costs for the MDA Portfolio(s) comprise:

- a management fee payable to JB Alpha as the MDA provider for advising on and managing the MDA Portfolio; and
- a performance fee payable to JB Alpha as the MDA provider when the MDA Portfolio meets a defined level of outperformance for the MDA Portfolio (see the details in your MDA Contract); and
- an account opening fee to cover the costs of establishing your account; and
- an account keeping fee for the cost of maintaining and operating your account facility; and
- indirect costs (Indirect Cost Ratio), if any, based upon information available from the underlying product issuer and reasonable estimates as at the date of this Investment Mandate.

### Performance fees

The Performance Fee for an MDA Portfolio is typically calculated as a certain percentage (%) of outperformance and is charged for each individual MDA. If you have two or more MDA Portfolios, any performance fee would be separately calculated and applied.

Outperformance is the portfolio value at the end of the performance period (after all fees but before performance fees) less the value as at the previous high-water mark (typically the value of the MDA Portfolio as at the end of the previous period). In some MDA Portfolios the high-water mark for the performance fee might be based on performance of the MDA Portfolio against an external benchmark, such as an index.

The outperformance must be positive for any performance fee to be paid. Any underperformance is carried forward to the next or subsequent performance periods.

You should refer to your MDA Contract for a detailed disclosure on any performance fees for your MDA Portfolio.

### Indirect Cost Ratio (ICR)

If an MDA Portfolio's permitted classes of investments include financial products such as managed funds, Exchange Traded Funds (ETFs) or Listed Investment Companies (LICs), the issuers of those financial products may charge management costs (including performance fees) and transactional or operational costs. These indirect costs are deducted from the assets of the MDA Portfolio (they are not charged to your account directly). You should refer to the relevant product disclosure document of any such financial products in your MDA Portfolio for full details on the fees and costs charged by any managed funds, ETFs or LICs held. The indirect costs associated with investing in these underlying securities is the ICR and is calculated as a percentage of the net asset value of the MDA Portfolio. The ICR is an estimate based on the information publicly available to us (usually sourced from the relevant Product Disclosure Statement). For the typical JB Alpha MDA Portfolio there are no indirect costs so the typical ICR is 0%.

### Transactional and operational costs applicable to MDAs

The amount of transactional and operational costs will generally reflect the extent to which the assets of a MDA Portfolio are managed. MDA Portfolios that are actively managed will have higher transactional and operational costs, but this will not necessarily mean that the returns to clients with the MDA Portfolio will be lower. Transactional and operational costs are not necessarily determinative of the performance of the MDA Portfolio or returns on investment for the client. In some cases, MDA Portfolios with higher transactional and operational costs may have higher returns when compared with the returns of MDA Portfolios that have lower transactional and operational costs.

#### (c) Administration services

Administrative services provided by JB Alpha to which fees or charges may apply are as follows.

Administrative Services	Fee (inc. GST)
Withdrawal (same day value)	A\$35.00
Duplicate Statements	A\$20 per statement



Provision of live data feed	At Exchange/provider's rates as advised from time to time
Phone broking charges for CFD and Margin FX transactions	Up to A\$55.00 per transaction
Default Interest Rate	RBA Cash Rate plus 5%, calculated on a daily basis

**(d) Interest on client moneys**

JB Alpha is entitled to retain any interest it earns on client money held in either the client trust account or the clients segregated account which it must maintain pursuant to the Corporations Act. The rate of interest is determined by the provider of each account.

It may choose to credit your account with interest at a rate less than the rate of interest earned by JB Alpha (or suspend or not credit any interest).

**(e) Other benefits to JB Alpha**

JB Alpha and its representatives may from time to time receive remuneration or other benefits from product issuers and other financial services providers we deal with, including educational seminars, conferences and training days, to the extent the law allows. Details of these benefits will be maintained on a register as required by law.

**(f) Remuneration of employees, directors and representatives**

Our directors and some of our representatives are remunerated by way of salary and other employee benefits. They may also be eligible for a discretionary bonus related to business objectives. Such payments are discretionary and are generally made in the form of monetary benefits and are paid annually.

As authorized by the client, some of our representatives are remunerated by way of salary or bonus payments calculated by rates in amounts up to 80% of all fees and commissions generated from their clients depending on the level of salary and the aggregate revenue that they generate for JB Alpha.

**(g) Commissions, remuneration and other benefits paid by JB Alpha**

You may have been referred to us by a service provider (which may be an authorised representative of JB Alpha) which may receive financial or non-financial benefits from us, to the extent the law allows and where requires as authorized by the client. Please note that such benefits will not impact transaction fees or the rates you will be offered for financial products or services provided JB Alpha.

**10. COMPLAINTS RESOLUTION**

We take every step to ensure we provide you with quality service. JB Alpha has an internal dispute resolution policy in place to resolve any complaints or concerns you may have about the service provided to you. These should be directed to the Complaints Officer (by telephone or letter) at the address on the first page of this FSG, or by email [compliance@jbalpha.com](mailto:compliance@jbalpha.com).

We will provide you with acknowledgement of written complaints within 5 business days and seek to resolve and respond to your complaint within 30 days of receipt. We will investigate your complaint, and provide you with our decision, and the reasons for which it is based in writing. We will endeavour

to resolve your complaint quickly and fairly.

If the complaint cannot be resolved to your satisfaction within 45 days and you wish to proceed further, you may lodge a complaint with AFCA – Australian Financial Complaints Authority - via the following means:

Australian Financial Complaints Authority  
GPO Box 3, Melbourne Vic 3001  
Email: [info@afca.org.au](mailto:info@afca.org.au)

Website: [www.afca.org.au](http://www.afca.org.au)  
Toll Free Telephone: 1800 931 678

Our AFCA membership number is: 13512.

You may also contact Australian Securities and Investments Commission (ASIC) free call Infoline on 1300 300 630 to make a complaint and obtain information about your rights.

## **11. COMPENSATION ARRANGEMENTS**

We hold professional indemnity insurance cover for the activities conducted under our AFSL. The policy provides coverage for claims regarding professional negligence, directors and officers liability, crime (fraud) and the conduct of representatives (including representatives who no longer work for us but who did at the time of the relevant conduct). Our professional indemnity insurance cover is subject to the policy terms and conditions. JB Alpha considers that our insurance cover generally satisfies the requirements of s912B of the Corporations Act and ASIC Regulatory Guide 126.

## **12. CONFLICTS OF INTEREST AND ASSOCIATIONS**

Conflicts of interest may occur from time to time. JB Alpha will advise you of any material interest that could reasonably be expected to influence our recommendation of a financial product to you, either verbally or within an SOA, SOAA or ROA.

However, you should be aware that:

- JB Alpha's client advisors are remunerated wholly or in part by payments calculated by rates of percentages of all fees and commissions generated from their clients;
- if you have been referred to us by a third party, that person may receive payments based on a percentage of brokerage charged to you; and
- JB Alpha, its directors and representatives may have material interests in the shares of companies that are the subject of advice to you by JB Alpha (or its representatives) or transactions made for you, and they may transact at different times, and for different prices, then as applies to your transactions.

JB Alpha has associations with several third-party service providers that provide execution and clearing services to clients. If JB Alpha has referred or introduced, you to a third-party service provider it may receive payments based on a percentage of brokerage charged to you.

These conflicts of interest and associations in no way influence the provision of financial services by JB Alpha to you.



Ground Floor, 61 Spring Street, Melbourne, VIC 3000, Australia

Ph 1300 825 742 / email [compliance@jbalpha.com](mailto:compliance@jbalpha.com) / [www.jbalpha.com](http://www.jbalpha.com)