

FINANCIAL SERVICES GUIDE

Financial Services Guide (FSG)

This guide aims to help you make an informed decision about the financial services and products we can provide to you as a retail client.

This guide contains important information about:

- the financial services we offer you;
- who we act for in providing these services;
- how we and other relevant persons are remunerated; and
- our internal and external dispute resolution process and how you can access them.

Where required, you will be given a Product Disclosure Statement (PDS) before or at the time you acquire any product as a retail client. The PDS sets out the standard terms, conditions, limits and exclusions of the product to assist you in making an informed decision about whether to purchase it or not.

Please keep this FSG along with the PDS and other policy documents in a safe place for future reference.

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AR FSG Version No: 12.1

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Who are we and what services do we offer?

Name: Dutton Financial Services Pty Ltd

ABN/
ACN: 99628491814

Business
Name(s): Dutton Financial Services
Elevate Leasing

AR
Number: 1273718

Address: 41 Madden Grove,
Richmond, VIC, 3121

Contact: 03 9419 8080

We are Authorised Representatives of the insurer Allianz Australia Insurance Limited ABN 15 000 122 850 AFSL 234708 (Allianz).

Allianz can be contacted as follows:
Post: GPO Box 4049 Sydney NSW 2001
Online: www.allianz.com.au
Phone: 1300 300 573
Or by using the contact details listed at www.allianz.com.au

Allianz has authorised us to arrange and provide general advice on certain general insurance products issued by it. You may be provided with these financial services by:

- one of our employees; or
- a person we have temporarily contracted with to provide these financial services to you.

Each of these persons will be authorised by Allianz to arrange and provide general advice on these insurance products as its authorised representative and to provide you with this FSG.

They will tell you when this is the case.

When providing these types of financial services, we, our employees and contractors act as on behalf of Allianz and not on your behalf.

We may also refer you to Allianz to purchase insurance, where we do this and you purchase a policy, it will be arranged and issued by Allianz not us.

General Advice Warning

It is important that you understand and are happy with the products we and our representatives can arrange. We can give you general advice to help you decide but do not provide advice on this insurance based on any consideration of your objectives, financial situation or needs. Before making a decision about whether or not to purchase the product/s please carefully read the PDS to decide if it is right for you.

Information on remuneration

We receive commission from Allianz each time you buy a policy (excluding Queensland Compulsory Third Party Insurance and South Australia Compulsory Third Party Insurance) and may include renewals and some variations, which increase the premium payable. It is calculated as a percentage of the insurer's base premium (this is the premium less stamp duty, GST and other government taxes, charges and levies).

Where you have been referred to us by a third party, we may pay them a part of the commission we earn. Any such commission we pay to a referrer is at no extra cost to you. We pay our staff and representatives an annual salary for their services and they may also receive bonuses or other incentives and rewards based on their performance relating to sales of products and other business criteria. Where you have been provided with financial services by an employee who is an authorised representative, we may pay them all or part of our remuneration.

Our temporary contractors may receive a daily fee and/or

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commission, which is payable for both providing financial services to you as well as other services for us.

From time to time, we may participate in sales incentive schemes, and Allianz and/or motor manufacturers, motor distributors or financial institutions may provide other benefits such as promotional items, financial assistance for promotion of its products, a contribution towards our own commercial insurance costs, business related conferences or other functions. We may also be eligible to qualify for other benefits such as awards or hospitality events. These benefits are provided to us at no additional costs to you.

Other entities that may receive a commission if you enter into, renew or vary a policy through us, are listed in the following table:

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| BMW, Mini or Alpha policy | BMW Australia Finance Limited ABN 78 007 101 715 (BMW) Authorised Representative No: 253253 |
| Honda policy | Honda Australia Pty. Ltd ABN 66 004 759 611 |
| Hyundai or Genesis policy | Hyundai Motor Company Australia Pty Limited ABN 58 008 995 588 Authorised Representative No: 1268166 |
| Jaguar or Land Rover policy | Jaguar Land Rover Australia Pty Ltd ABN 86 004 352 238 |
| Kia policy | Kia Australia Pty Ltd ABN 97 110 483 353 |
| Mazda policy | Mazda Australia Pty Limited ABN 78 004 690 804 |
| Mercedes-Benz policy | Mercedes-Benz Financial Services Australia Pty Ltd ABN 73 074 134 517 Authorised Representative No: 1264883 |
| Nissan, Renault or Skyline policy | Nissan Financial Services Australia Pty Ltd ABN 70 130 046 794 |
| Peugeot Citroen policy | Inchcape European Automotive Pty Limited ABN 97 070 000 789 |
| Subaru policy | Subaru (Aust) Pty Limited ABN 95 000 312 792 |

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| Suzuki policy | Suzuki Australia Pty Ltd ABN 57 001 828 164 |
| Volkswagen, Skoda or Audi policy | Volkswagen Financial Services Australia Pty Limited ABN 20 097 071 460 Authorised Representative No: 246355 (VFSA) |
| Volvo policy | Volvo Car Australia Pty Ltd (Volvo) ABN 18 004 830 611 |

If you require further details about any of the above remuneration received from Allianz, please ask us within a reasonable time after receiving this FSG and before we provide you with financial services to which this FSG relates.

Compensation arrangements

We are required by Allianz to hold professional indemnity insurance. Allianz is a general insurer authorised under the *Insurance Act 1973 (Cth)* to carry on general insurance business in Australia and is supervised by the Australian Prudential Regulation Authority (APRA) and subject to the prudential requirements of the Insurance Act. Because of this Allianz is exempt from the requirement to hold professional indemnity insurance. Please contact Allianz if you require further information in relation to their compensation arrangements.

What happens if you have a complaint?

We are committed to handling complaints about our products and services efficiently and fairly. If you have a complaint:

1. Contact us and we will seek to resolve the issue. If we are unable to resolve your complaint, we will promptly refer it to Allianz. Allianz will attempt to resolve the matter in accordance with their Internal Dispute Resolution procedures. To obtain a copy of the Allianz procedures contact us using the details on the first page of this document.
2. If you are not satisfied with Allianz's decision or the handling of the complaint, you may lodge a complaint with the Australian Financial Complaints Authority (AFCA), an external dispute resolution scheme which is independent and free to you (subject to its relevant terms and rules). AFCA's contact details are as follows:

Online: www.afca.org.au
Email: info@afca.org.au
Phone: 1800 931 678
Mail: Australian Financial Complaints Authority GPO
Box 3 Melbourne VIC 3001

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Further information

If you need further information about the products or our services, or you have any queries please contact us using the contact details on the first page of this document. Allianz has authorised the distribution of this FSG.