

Public Disclosure

Business Name : Evolutionary Ltd, T/A Evolutionary Advice (FSP1012539)

Business Address : 47 Coastal Heights, Silverdale 0993

Financial Adviser : Helen M. Grant (FSP1004224)

The name and address of the Financial Adviser Provider firm that will hold the information.

Evolutionary Ltd, 47 Coastal Heights, Silverdale 0993

Here is some key information you need to know to help you understand what type of advice we can provide you so that you can make an informed and confident decision when engaging with us.

Licensing Information

We operate as a Financial Advice Provider under the current license issued by the Financial Markets Authority in the name of **Evolutionary Limited t/a Evolutionary Advice FSP : FSP1012539**

Nature & Scope of Financial Advice

We help New Zealanders tick off their financial goals. We do this by getting to know you, understanding what is important to you and offering personalised financial advice tailored to your needs and goals. We provide financial advice in Mortgages, KiwiSaver and Investments.

The financial advice services we provide include:

- Home loans and mortgages
- Investment loans for residential and commercial investment properties
- KiwiSaver advice and Managed Fund advice
- General Financial Advice – budgeting, saving, retirement planning

We do not provide financial advice services relating to:

- Legal advice
- Insurance advice
- Investment products such as shares, bonds

Providers

Lending Providers we might recommend

We provide financial advice about loan products only from the following providers:

The 5 main banks in New Zealand

- ANZ, ASB, Kiwibank, BNZ, Westpac.

The following additional lenders

- ASAP Finance Limited, Avanti Finance Limited, Basecorp Finance Limited, Cressida Capital One Limited, DBR Limited, First Mortgage Trust, Heartland Bank, Heartland Bank, Liberty Financial Limited, NZCU, Pepper New Zealand Limited, SBS Bank, Select Home Loans, The Co-operative Bank Limited.

KiwiSaver Providers we might recommend

We provide financial advice about KiwiSaver products only from the following providers:

- Booster, Fisher Funds, Generate, Pathfinder

Managed Fund Provider we might recommend

We use the following providers

- Fisher Funds

Commissions, Fees & Costs

In many cases, our services are provided at no direct cost to you, as we are remunerated by lenders and product providers via commissions.

Where advice does not result in provider commissions, or where additional work is required, an advice fee may apply. Any fees will always be clearly outlined, agreed in writing, and confirmed before any work begins.

Fees are typically invoiced at the point advice is delivered or when an application has been submitted, depending on the nature of the engagement.

Lending

Lending – commission paid by the lender

On settlement of a loan, we usually receive a commission payment from the applicable product provider.

- **Upfront Commission:** Calculated as a percentage of the loan at drawdown. This ranges from **0.55% – 0.9%** depending on the provider.
- **Trail Commission:** Some providers pay an ongoing commission ranging from **0.0% – 0.20%** of the outstanding loan balance.
- **Fixed Rate Rollover Fee:** We may receive a fee if we assist in refixing your loan.

Lending advice fees

In some situations, a fee may apply, including construction lending, complex lending, when additional services are selected, lenders that do not pay commission, bridging finance, or where an application does not proceed.

- \$250 + GST per hour, or
- 0.75% to 1.50% of the loan amount, depending on the situation

All fees will be clearly outlined and agreed upon in writing before any work begins.

Where a fee applies, this will be invoiced at an appropriate stage of the process, typically upon loan approval or drawdown.

Commission Clawback

If a lender requires us to repay commission within 28 months of settlement (e.g., if the loan is repaid early), we will charge a one-off fee.

- **Maximum Fee:** \$2,500 (plus GST).
- **Rate:** Calculated at \$250 (plus GST) per hour.
- **Limit:** The fee will not exceed the amount of commission we are required to repay.

KiwiSaver Commissions & Fees

In most cases, we are remunerated by the provider through an adviser fee rebate. This means there is no additional cost to you for working with us, as our remuneration is paid from the provider's existing fee structure.

- Typical remuneration ranges from 0.20% to 0.50% per annum of your balance.

In some cases, where a provider does not offer an adviser fee rebate, an advice fee is applied in addition to the provider's underlying fees. This reflects the customised nature of the advice and ongoing service, and will be clearly disclosed.

Advice Fee for General Guidance

Where personalised financial advice or strategy is required and does not result in provider remuneration, a fee of \$250 + GST per hour will apply.

We will provide an estimate of the time required, typically expressed as a range, and confirm the total expected cost before any work begins.

Where additional work is required outside the agreed scope, this will be discussed and approved before proceeding.

Fees will be invoiced once your advice and recommendations have been provided. Payment terms may include a deposit prior to work commencing, with the balance payable on completion.

Conflicts of Interest

We manage potential conflicts of interest by:

- Recommending the best product for your needs regardless of commission rates.
- Ensuring loan amounts align strictly with your identified requirements.
- Following a structured advice process to prioritise your goals.
- Providing a schedule showing commission types by provider.
- Undergoing annual training on conflict management and maintaining a monitored register of gifts and incentives.

Our Duties

We are bound by the Financial Markets Conduct Act 2013 and must:

- Meet standards of competence, knowledge, and skill set by the Code of Conduct.
- Give priority to the client's interests.
- Exercise care, diligence, and skill.
- Meet standards of ethical behaviour and client care.

Privacy & Security

Personal information is collected in accordance with our Privacy Policy. We regard client confidentiality as paramount and will not disclose information to third parties except as outlined in that policy.

Complaints Process

If you have a complaint, we encourage you to discuss it with us first.

- **Internal Complaints:** Phone Helen or email theoffice@evolutionaryadvice.nz with the heading "Complaint - [Your Name]."
- **Timeline:** We will acknowledge receipt within 24 hours and provide a response within 7 working days.

External Dispute Resolution:

If we cannot resolve the issue, you can contact our independent external service at no cost:

Insurance and Financial Services Ombudsman (IFSO)

Email: info@ifso.nz

Phone: 0800 888 202

Website: www.ifso.nz

Address : IFSO, PO Box 10-845, Wellington 6143, NEW ZEALAND