

## DISCLOSURE STATEMENT

### Licensing Information

Initial Money Limited (FSP1004766) holds a Full license issued by the Financial Markets Authority to provide financial advice.

### Nature & Scope of Advice

Initial Money Limited provides financial advice services to clients with home loans, asset finance, business loans, and Vehicle loans.

Our financial advice services are limited to goods offered by specific providers.

Finance providers-Finance NOW, Geneva Finance, Branded Finance, Broadland, Pioneer, BIZCAP, and Prospa

### Commission

Our lenders impose an establishment fee that can range from \$60 to \$550, depending on the lender, and an introducer fee of up to \$995, and, in certain circumstances, up to \$1500 may be assessed by Initial Money Limited. The total amount of the loan that you are borrowing is increased by these costs.

Upon loan settlement, we often earn a commission from the product source. The commission is usually upfront but may be renewed or trail commission. We earn a fixed rate rollover charge from some product providers if we refinance your loan.

The commission is used to compensate the financial adviser and cover business expenses such as rent, staff, and IT resources. We pay FSCL Ltd for services related to our permission under their FMA license from this commission.

Our advisers prioritize your interests by proposing the optimal product for your purpose regardless of the type and amount of commission we or they receive. Doing this:

- Ensuring our advisers understand your needs and goals through an advisory process.
- Regular conflict-of-interest training for advisers.
- A schedule of commission levels and types by product provider. Each Financial Adviser's Disclosure Guide includes this schedule. A Financial Adviser will explain commissions during advice.

### Fees and Expenses

Our lenders impose an establishment fee that can range from \$60 to \$550, depending on the lender, and an introducer fee of up to \$995, and, in certain circumstances, up to \$1500 may be assessed by Initial Money Limited. The total amount of the loan that you are borrowing is increased by these costs.

We occasionally charge you nothing for the guidance and transactional solutions we provide. This is feasible because, upon the completion of a loan agreement, we often earn a commission from the relevant product supplier as previously explained. Two specific cases deviate from this overall stance, which will be further upon in the following sections.

A one-time fee may be imposed in the following circumstances:

No Commission: If you ask us to provide services for a product or service, we do not receive any commission. Any price of this nature would require your written agreement and authorization before the completion of our services. The fee would be determined based on an estimate of the time dedicated to providing the advice.

This may happen if you ask us to provide Services for a product offered by a provider with whom we are not accredited or for a product outside our usual product provider arrangements. If a fee is required, you will get an invoice and have a 15-day period to make the payment.

Commission repayment: If a product or service supplier mandates that we reimburse the commission within 12 months following the settlement of your loan. The charge, if applicable, will not exceed \$1500 (plus GST) and will be determined by multiplying the financial adviser's hourly rate of \$250 (plus GST) by the number of hours spent delivering services related to the loan. The fee imposed will not surpass the sum of the commission retrieved from the lender. If it becomes necessary to impose a fee, you will get an invoice and will have a period of 15 days to submit payment.

### Conflicts of Interest and Incentives

Initial Money and our financial advisers receive commissions from providers of financial products we propose to banks and lenders. The amount depends on the loan size. As part of our holistic approach, we often introduce clients to lenders for a small referral fee. Product providers may offer referral fees, sports tickets, hampers, or other incentives to thank us for our business.

Our financial advisers use an advisory process that tailor's recommendations to each client's goals and circumstances to ensure they put clients first. Annual conflict of interest training is given to our financial advisers. We rigorously record conflicts of interest, gifts, and incentives.

### Complaints

If you have any complaints about our service, you should let us know about them.

You can get in touch with the internal complaints service via email at [info@initialmoney.co.nz](mailto:info@initialmoney.co.nz) with the subject line "Complaint - (Your Name)" or by phone at 022 322 0800. or get in touch via [www.initialmoney.co.nz](http://www.initialmoney.co.nz), our website.

If we cannot resolve your problem, you can use our external dispute resolution service. This independent, free service will help us address issues with you. The service details are:

Financial Services Complaints Limited (FSCL) – a Financial Ombudsman Service  
Level 4, 101 Lambton Quay, Wellington 6011  
Telephone 0800 347 257

### Our Duties

All individuals within our organization who provide advice are obligated by and endorse the responsibilities outlined in the Financial Markets Conduct Act 2013. The responsibilities encompassed are:

Adhere to the criteria of proficiency, expertise, and aptitude, as well as the criteria of moral conduct, behaviour, and customer service outlined in the Code of Professional Conduct for Financial Advice Providers.

- Give priority to your interests.
- Exercise care, diligence, and skill.

### Contact details.

You can contact us at:

Phone: 022 322 0800

Email: [info@initialmoney.co.nz](mailto:info@initialmoney.co.nz)

Address: 19B Cheviot Street, Mangere East, Auckland 2024