

Secondary Disclosure Document

Authorised Financial Adviser

Name: Thurl Patrick Gibbs
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Company Name: Sydcam Limited
Trading Name: Plus4 Insurance Solutions
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Services and products I provide

I provide the following types of financial adviser services:

- + Financial advice

I provide financial adviser services in the following subject matters:

- + Insurance Advice

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Insurance products

- + Life cover
- + Accidental death cover
- + Disability income protection
- + Trauma
- + Living insurance
- + Business overheads cover
- + Mortgage protection insurance
- + Key person protection insurance
- + Medical insurance
- + Fire & general

Savings and Investment products

- + KiwiSaver

Product Providers

In order to place business with a provider, we need to have a contractual agreement with that provider. We have contractual agreements for the sale of products issued by these providers:

- + American International Assurance Company (Bermuda) Limited (AIA New Zealand)
- + AMP Life Limited
- + Asteron Life Limited
- + Fidelity Life Assurance Company Limited
- + OnePath Life (NZ) Limited
- + Partners Life Ltd
- + Sovereign Assurance Limited (Now part of AIA New Zealand)
- + nib (NZ) Ltd
- + Greenwich Life Insurance
- + Generate Investment Management Limited
- + Southern Cross Healthcare
- + Accuro Health Insurance

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My contractual relationships with these companies do NOT require me to place an agreed percentage of the business I do with any of them. Further, I do not have any agreements that require me to place any particular level of business with any company.

+ Fire & General Insurance

I have agreements with Thorner Fire & General Limited, Vero and Affiliated Insurance Brokers.

Fees

Fees for our Financial Advice Services

For preparation of our plans we do not charge a fee. For advice on ACC CoverPlus we charge a flat fee of \$200.00, which is waived in the event of any other business being placed with us.

Remuneration

I am the co-owner and director of Sydcam Limited. I am a salaried employee of the company which trades under the name of Plus4 Insurance Solutions and Sydcam is a shareholder in Endeavour Financial Services Limited. Sydcam Limited receives all commissions that are generated by me. Any remuneration my company receives is in line with the adviser agreement it holds with the particular company.

I receive a salary from Sydcam Limited and a share of any profits by way of dividends paid.

I provide a free initial consultation. (There may be a charge for the preparation of an insurance portfolio depending upon the amount of work involved; this would be agreed upon prior to any work being undertaken.)

My company receives commissions for the placement of client's business with companies. This commission is usually in the form of an initial commission determined by the premium being paid, a bonus commission depending on the total volume of business done with that supplier in the course of a financial year, and renewal commission payable annually for every year the policy is in force. The rates of commission vary from company to company and product to product.

Details of the Commission Payable for the advice provided:

Non-monetary benefits (soft dollar disclosure)

From time to time, Plus4 Financial Services may receive certain non-monetary benefits from product providers. This could include 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.

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Other interests and relationships

Plus 4 Insurance Solutions does not have any contractual requirements, quotas or agreements obliging me to recommend certain product providers' products or services.

Sydcam Limited is a shareholder of Plus 4 Insurance Solutions and as a result I may be eligible for bonus payments, business development funding and training programs from certain insurance product providers. Under this arrangement Plus 4 Financial Services is under no obligation to meet any product quotas or to recommend a particular product provider.

Product Provider	Total Year One Commission	Ongoing Commission
AIA	90%-200%	5.0% - 15% yrs 1 & 2 7.5% - 20% yrs 3 & 4 10% - 25% yrs 5+
nib (NZ) Ltd	100%	15%
Sovereign	87.5 %– 200%	7.5%
OnePath Life	170% 78.11% 0%	7.5% year 20% year 30%
Medical	85%	7.5%
Asteron	0% 50% 100%	30% year 2 onwards 20% year 2 onwards 5% years 2 & 3
Fidelity Life	20% -200%	10%-34.80%
Partners Life	25%-200%	10%-25%
Southern Cross	30%	10%-14%
Accuro	Up to 30%	8%-15%
Generate Investment Management	.25% per annum of account balance	.25% per annum of account balance \$50 to \$300 upfront depending on account balance at transfer
Vero- Fire & General	Up to 10%	Up to 10%