

SECONDARY DISCLOSURE STATEMENT

(AUTHORISED FINANCIAL ADVISER)

Name and registration number of Authorised Financial Adviser:

Simon Michael Gower FSP638249

Address:

PO Box 237, Waikato Mail Centre, Hamilton 3240

Trading name:

Millenium Insurance Group

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This disclosure statement was prepared on:

25/07/2019

1. I am an Authorised Financial Adviser and I am licensed to provide advice on category 2 products. Specifically, I am able to provide advice on;
 - Business Insurance — Key-Person, Debt Protection, Shareholder Agreements, ACC Restructuring, Self-Employed, and workplace group schemes.
 - Family & Personal Insurance — Life Insurance, Income Protection, Trauma & Disability Insurance, and Health Insurance.

2. My relevant qualifications and designations include
 - Authorised Financial Adviser (AFA) (July 2019)
 - National Certificate in Financial Services (Financial Advice) (Level 5) (June 2011)

I keep my qualifications up-to-date through continuing education — consisting of seminars, technical briefings, product accreditation and conference workshops — for a minimum of twenty hours per year and sixty hours of continuing professional development every two years, which includes keeping up-to-date with changes to the Code of Professional Conduct for Authorised Financial Advisers and relevant consumer laws such as the Fair Trading Act (1986).

3. How my process works

When I give advice, I follow the internationally recognised six step process:

- 1) Establishing the client/adviser relationship and agree on areas of advice requested
- 2) Gathering client data and determining client's needs and objectives
- 3) Analysing and researching client's circumstances and developing strategies to meet needs and objectives
- 4) Prepare a written Statement of Advice
- 5) Present and implement any agreed recommendations
- 6) Monitor the implementation and review these strategies and actions on a regular basis

This can require a series of meetings with a prospective client before our advice is finalised. It also means I maintain a close ongoing relationship with clients regularly reviewing progress and working with them over time to ensure their goals can be met.

The service I provide will depend on the client's needs. They may include any or all of those detailed in this Disclosure Statement. My advice will take into account of the client's personal objectives, financial situation and needs. It will be clear and concise with enough detail for the client to make an informed decision about whether or not to act on it.

4. Professional bodies I am a member of:

I am a member of the Million Dollar Round Table, Association of Financial Professionals and, as a condition of my membership, I adhere to their Code of Ethics and Practice Standards in all facets of my practice.

5. Professional Indemnity Insurance

I have professional indemnity insurance, which covers all my areas of practice as listed on page one.

This insurance provides protection for clients for

- Any error or omission
- Defamation
- Employee dishonesty

The underwriter is Lumley General Insurance (NZ) Ltd.

As with all insurance, this cover has limitations and is subject to certain exclusions and terms and conditions.

6. Services and products I provide:

I provide the following types of financial adviser services:

- Financial advice

The financial adviser services I provide are in relation to the following financial products:

- Personal risk (insurance) management
- Business risk (insurance) management

7. I only provide financial adviser services with respect to financial products provided by

- Sovereign
- One Path Life (NZ) Ltd
- Fidelity Life
- Asteron Life
- AIA
- AMP
- Southern Cross
- Nib

8. Other interests and relationships

We have relationships with the following companies whose services or software we may or have utilised to assist in providing insurance advice or services to our clients:

- Sovnet (Xplan)
- iRes (Risk Researcher)
- Quote Monster

We also use publicly available information relating to ratings of insurance and financial organisations. These may include but are not necessarily limited to Standard & Poor's, AM Best and Fitch ratings, ACC levy projection calculators.

9. Remuneration

I am an independent contractor to Millenium Insurance Group Limited who will or may receive remuneration from business that I generate. I will or may receive commission from my company KSIR Management Limited from business that I generate from the following sources;

Life and health insurance companies

Introductory commission – A gross commission amount payable by the various product providers for successful placement of new business with the insurance company. This is generally a fixed percentage of between 20% and 190% of the premium placed with them.

Renewal (or service or trail) commission – a fixed percentage of between 3% and 20% of the ongoing (or in-force) premium held with the various providers.

Level Commission – an alternative to introductory commission is for KSIR Management Limited to be paid a fixed percentage of between 20% and 30% of the initial and ongoing (or in-force) premium held with the various providers.

Override Bonus – from distributing my business through Millenium Insurance Group Limited they may also receive some override commission of between 0% and 20% of premium income. This commission is used solely to fund business development

Non-cash additional rewards- I may receive subsidised professional development (e.g. below actual cost of conference attendance, subsidised training courses, etc), or office supplies (e.g. notepads, pens, etc) from the various providers. I have in the past been invited to attend on-shore conferences and off shore trips at no or minimal cost, with Sovereign and AIA. Whether or not I will receive non-cash rewards and benefits, such as those outlined above, and the value of such rewards or benefits is not known to me at this time, and I will not know whether I am entitled to such rewards or benefits until sometime after I have provided the financial adviser service to you. Whether or not I receive such non-cash rewards and benefits, such as those outlined above, and the value of such rewards or benefits, is not dependent on the financial adviser service I provide to you. Instead, these rewards and benefits may be based on the collective business Millenium Insurance Group Limited advisers generate for that product provider.

Fire & General Companies

I refer any fire and general enquiries to MIG Insurance Limited (Broker Web Services) who are insurance brokers. They pay KSIR Management Limited 20% of any initial brokerage that they receive if you place business through them.

10. Financial Markets Authority (FMA)

You should be aware that the FMA and its officers may require Millenium Insurance Group Limited and KSIR Management Limited to produce individual client files for the FMA to review, under the FMA's statutory obligation to monitor financial advisers.

Declaration

I, Simon Michael Gower, declare that, to the best of my knowledge and belief, the information contained in this disclosure statement is true and complete and complies with the disclosure requirements in the Financial Advisers Act 2008 and the Financial Advisers (Disclosure) Regulations 2010.

Signed:

A handwritten signature in blue ink, appearing to be 'S. Gower', written in a cursive style.