YOUR FINANCIAL JOURNEY STARTS HERE.

At The Finance Collective, we're more than just financial advisers — we're your partners in building a future defined by financial freedom, shaped by your personal goals and values. Our approach is collaborative, transparent, and tailored to you.

This Disclosure Statement is designed to give you a clear understanding of how we work and what you can expect throughout our journey together. It also offers insight into who I am as your adviser, so you can feel confident and informed every step of the way.

Disclosure Statement

THE FINANCE COLLECTIVE

Stuart Harris
The Finance Collective
027 677 2881
thefinancecollective.co.nz

ABOUT

SH Finance Limited
T/A The Finance Collective
Adviser: Stuart Harris FSP 549026
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Welcome Bay, Tauranga
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SH Finance Limited, FSP 1008015
T/A The Finance Collective, is licensed by the Financial Markets Authority to provide financial adviser services.

You can view our registrations at
www.fspr.govt.nz

MY EXPERIENCE + QUALIFICATIONS

With over two decade of experience in New Zealand's financial industry, I've dedicated my time to helping individuals and families make informed and confident financial decisions. I hold a National Certificate in Financial Services (Level 5), covering Residential Lending, Life and Health Insurance, and Core Strands, plus the Investment Strand (version 2) qualification. I've also completed the Bridging the Gaps programme to ensure my knowledge remains current and comprehensive.

Staying informed is a priority for me — I actively participate in workshops and presentations through industry associations and other professional bodies, and maintain a continuous professional development plan that goes well beyond the standard requirements.

My goal is to make financial advice accessible, clear, and tailored to your unique needs.

MY RELIABILITY HISTORY

Over the years, I've had the privilege of working with hundreds of satisfied clients. Neither I nor SH Finance Limited, trading as The Finance Collective, have ever been subject to a reliability event.

A reliability event refers to any circumstance that could materially influence your decision to seek financial advice from me. Examples include legal proceedings, disciplinary actions, or a discharge from bankruptcy within the past four years.

I am committed to maintaining the highest standards of integrity and transparency in all client interactions.

SERVICES

The Finance Collective provide advice to our clients on:

- Financial planning
- Investment advice
- Mortgage advice
- KiwiSaver advice
- Personal insurance advice
  (via Nadia Pepperell of Results Financial Services Ltd. T/A The Finance Collective)

In addition to financial advice, I also assist clients in securing investment properties that align with their goals. My property services are designed to help you identify and acquire assets that meet your needs as an investor.

We provide financial advice exclusively on products from selected providers. However, we may occasionally introduce new providers as appropriate.

Mortgage Services

For mortgage solutions, we primarily work with the following lenders:

- ASB, BNZ, ANZ, Westpac, Kiwibank, SBS, TSB, Co-Op, Pepper Money, Avanti Finance, Co-op, Bluestone, and Liberty.

KiwiSaver Services

For KiwiSaver advice, we work with five trusted providers to ensure a range of options that suit different investment profiles and retirement goals.

- NZ Funds, Generate, Booster, Koura, and Invest Now

Managed Fund Investments

For managed fund investments, we work with four reputable companies to help clients build diversified portfolios aligned with their financial objectives

- NZ Funds, Generate, Booster, and Invest Now

The property services I provide — such as helping clients secure investment properties — are outside the scope of my licensed services as a Financial Adviser, as this type of investment advice is not classified as an investment product by the Financial Markets Authority (FMA). However, I apply the same level of care and diligence to ensure these opportunities align with your investment objectives.

My goal is to provide you with competitively priced investment, mortgage, and KiwiSaver products backed by:

- Fund managers with strong performance histories
- KiwiSaver providers that align with your investment goals
- Banks with solid credit ratings, and appropriate credit policy to achieve your financial goals

For investment products, we conduct thorough research to ensure your money is placed with reputable companies that demonstrate consistent and proven performance.

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HOW I GIVE ADVICE

When I provide financial adviser services, I follow the internationally recognised six-step process, which is generally structured over 2 – 3 meetings.

The steps in my process are generally undertaken as follows:

Step 1
Establishing our relationship. I will meet with you and get to know you, and we will agree on the areas of advice I will provide you with and the terms of our relationship.

Step 2
To provide you with tailored financial advice, I will begin by gathering information about your current situation, goals, and objectives. This involves asking a range of questions to build a clear picture of your financial position and needs. The information you provide will be recorded in a fact find document.
Please note that if you choose not to share certain personal information, I may be unable to offer you some or all of the features of our products or services.

Step 3
Analysing and evaluating your situation. I will analyse the information and data you have given me and identify areas of risk, including possible solutions to cover these risks. I will take into consideration your stated goals, needs and priorities, as well as any budget constraints. I will also need to consider your current health and medical history and any existing solutions you may already have in place.

Step 4
Developing recommendations and present these to you. Once I have identified possible solutions to cover these risks, I generally use independent research to determine the best outcome for you. I will collate all of this information into a written plan, often referred to as a Statement of Advice. I will present this written report, and we will discuss my findings and recommendations and agree on any adjustments that are needed.

Step 5
Implementing the recommendations. Once you are comfortable that the recommended strategy is affordable for you and will meet your objectives, we will agree on a process for getting the recommended advice in place. When we have agreed to the actions required and responsibilities for these, I will work with you to complete the application forms or other documents that may be required.

Step 6
Regularly reviewing the recommendations. I will offer to meet with you regularly based on the frequency you have chosen, and we will review your situation and objectives against the products to ensure that they are still suitable for you.

I can provide information only on Legal, Estate Planning and Tax/Accounting. I will however refer you to professionals in any other areas. I am not remunerated by any of these third parties.

HOW I AM PAID FOR MY SERVICES

Financial Planning

Future Wealth Creation Strategy:
This service is designed to give you clarity, confidence, and a clear plan forward in your wealth journey.
Up to $895 incl. GST – Payable by you as the client once your wealth plan has been completed and presented to you. This fee is tax deductable and payable within seven (7) days of your financial plan presentation.

First Years Advice, Property Search, + Analysis:
Once you decide to move forward with your investment property, this fee is payable and will provide you with ongoing advice for the first two years, as and when you need it.
Up to $4,995 incl. GST – Payable by you as the client after unconditionally agreeing to purchase a recommended residential investment property. This fee is tax deductible and is payable within seven (7) days of dated invoice.

Our Hourly Rate Fee Service:
Cost $250 incl. GST per hour – This service provides on call advice in regard to all financial matters including finance and lending, investment products, KiwiSaver, investment property, financial planning, and other financial advice as required, and offered, as part of my Scope of Service. This fee is payable by you as the client seven (7) days after the Statement of Advice is presented to you for the service provided.

Our Minimum Annual Fee Service:
Cost $1,150 incl. GST – This service provides on call advice in regard to all financial matters including finance and lending, investment products, KiwiSaver, investment property, financial planning, and other financial advice as required, and offered, as part of my Scope of Service. This includes an updated financial plan annually.

Get Bank Ready - FIrst Home Buyer Planning
Cost $500 incl. GST – This service provides a clear pathway forward to purchasing your first home. You will receive KiwiSaver, savings, and budgeting advice best aligned with your financial position to enable you to purchase your first home sooner.

Disclosure Statement

Mortgages

I receive commission from the relevant bank if you take out a mortgage following my advice. The commissions are between 0.55% and 0.85% of the value of the mortgage – the amount depends on which bank and what type of mortgage you choose. In addition, we may receive ongoing trail commission of between 0.15% and 0.2% of the remaining balance each year.

ANZ National Bank Ltd
The Finance Collective receives mortgage commission: 0.85% of total funds lent.

ASB Bank Ltd
The FInace Collective receives mortgage commission: 0.85% of total funds lent.

BNZ Bank Ltd
The Finance Collective receives 0.55% of total new lending as an upfront remuneration. The Finance Collective also receives 0.15% per annum of total lending paid monthly.

Westpac New Zealand Ltd
The Finance Collective receives 0.6% of total new lending as an upfront remuneration.
The Finance Collective also receives 0.2% per annum of total lending paid monthly starting after thirteen (13) months.

KiwiBank Ltd
The Finance Collective receives 0.55% of total new lending as an upfront remuneration.
The Finance Collective also receives 0.15% per annum of total lending paid monthly.

Non-bank Lenders
Typically a fee is charged by the lender and paid to the adviser. This fee will be between 0.75% - 1.50% depending on the application. It will be agreed with you upfront and with your full knowledge.

Clawback Clause

The Finance Collective does charge a fee for the financial advice provided to a client where a client cancels a mortgage within thirty-six (36) months of inception that an adviser at The Finance Collective has put in place.

When a mortgage is cancelled before thirty-six (36) months the lender will charge The Finance Collective a fee for the cancelled mortgage that we received a commission for. The Finance Collective will ask you to repay the commission that we have to repay to the lender. This fee will be to a maximum of $3,000 including GST as a cost recovery for the service provided.

This fee has been calculated on an average of twelve (12) hours of advice, negotiation, and administration to complete and submit your loan application to the provider at our hourly rate of $250 including GST per hour. This fee will be payable by the client by the 20th of the month after the policy or mortgage is cancelled.

Most lenders are moving towards a pro-rata system, this means the closer you are to the thirty-six (36) month period the lower the clawback will be. At times the clawback will not be passed onto you.

You will not have to pay a fee if:

1. The Finance Collective was given the opportunity, but was unable to get a subsequent finance approval
2. You paid an agreed upfront fee when the mortgage was originally drawn, and The Finance Collective did not receive any commission. This is the case with most short-term loan contracts.

KiwiSaver

I receive commission from the relevant KiwiSaver provider if you change your provider following my advice. The commission rates vary between providers and may change from time to time. We also may have to charge a service fee should the provider not pay trail commission.

Currently they are as follows;

Generate KiwiSaver:
An upfront commission of between $40 and $250 is paid depending on the balance of your KiwiSaver savings. An annual trail commission of 0.25% p/a of total KiwiSaver funds under management is paid.

NZ Funds KiwiSaver:
An upfront commission of up to $300 is paid depending on the balance of your KiwiSaver savings. An annual trail commission of 0.40% p/a of total KiwiSaver funds under management is paid.

Koura KiwiSaver
An annual adviser service fee of 0.40% is charged on the total KiwiSaver funds under management. This is paid from your funds held with Koura in addition to the normal fund fees.

InvestNow KiwiSaver
An annual adviser service fee of 0.40% is charged on the total KiwiSaver funds under management. This is paid from your funds held with InvestNow in addition to the normal fund fees.

Booster KiwiSaver
An annual trial commission of between 0.25% to 0.50% p/a of total KiwiSaver funds under management is paid.

Managed Funds + Investments

Depending on the fund manager chosen, I will receive either ongoing trail commission, upfront implementation fees, or ongoing servicing fees. Not all of these are covered by the provider. Ongoing servicing fees are charged to the balance of your funds.

Generate Managed Funds
A annual trail commission of 0.25% p/a of total funds under management is paid. An ongoing adviser service fee of up to 0.75% can be charged on the total funds under management. This is paid from your funds held with Generate in addition to the normal fund fees.

NZ Funds Managed Funds
An annual trail commission of 0.40% p/a of total funds under management is paid.

InvestNow Managed Funds
An upfront implementation fee of up to 5% can be charged, however this will be limited to at most 1%. An ongoing adviser service fee of 0.40% is charged on the total funds under management. This is paid from your funds held with InvestNow in addition to the normal fund fees.

Booster Managed Funds
An upfront implementation fee of up to 5% can be charged however this will be limited to at most 1%. An ongoing adviser service fee of 0.40% is charged on the total funds under management. This is paid from your funds held with Booster in addition to the normal fund fees.

Properties

The property services that I provide are outside of my licenced services as a financial adviser as this type of investment advice is not classed as an investment product by the FMA.

If you purchase a property that I have recommended to you I may be paid a referral fee from the developer for this. This fee can be up to 3% and is paid from the developer to SH FInance Limited.

CONFLICTS OF INTEREST

The Finance Collective and our financial advisers receive commissions from the providers on whose products we give financial advice (Banks, KiwiSaver providers, managed fund providers). If you decide to take a mortgage, our KiwiSaver advice, or our managed fund advice, the provider will pay a commission to The Finance Collective and to your financial adviser. The amount of commission is based on the amount of the mortgage, the KiwiSaver balance, or managed fund balance.

The Finance Collective and our financial advisers receive a referral fee from any property finder or developer that we refer our clients to. This fee is received on settlement of an investment property purchased through these networks.

From time to time, product providers may also reward us for the overall business we provide to them. They may give us tickets to sports events, hampers, or other incentives.

To ensure that our financial advisers prioritise our clients' interests above their own, we follow an advice process that ensures our recommendations are made on the basis of each client's goals and circumstances.

All our financial advisers undergo annual training about how to manage conflicts of interest. We maintain registers of conflicts of interests, and the gifts and incentives we receive. The Finance Collective monitors these registers and provides additional training where necessary. The Finance Collective performs an annual review of our compliance programme.

YOUR INFORMATION + PRIVACY

I understand the trust you place in me when you provide me with your personal information, and I undertake to keep this information confidential and secure. I am bound by the Privacy Act 2020 (the Act) and the 13 underlying principles when I collect and use your personal information, and I will not trade, rent or sell your information to any party.

All information I collect from you is scanned and held securely. All of your data is entered into my CRM trail (a cloud-based database management system). All financial planning information I collect from you through my financial planning software, Planolitix, is also held securely. This information is backed up daily and stored remotely. I generally do not keep paper files. If I have hard copies of any personal information, it is disposed of securely once the paper-based version is no longer needed.

The Act gives you the right to request access to the information we hold about you at any time, and you can also ask us to correct your personal information.

Information provided by you and/or any authorised agent will be used by me and any members of my staff to provide the services that we will agree on.

Other people who may have access to your information during our relationship are:

- Product or service providers, when implementing the solutions that have been agreed on
- Adviser compliance specialists who may carry out independent reviews of my systems and processes
- Other professionals such as solicitors, accountants, financial planners, or lending institutions, when such services have been requested by you to complement the recommendations I provide.

YOUR DUTY OF DISCLOSURE

Financial planning, investment, mortgages, + KiwiSaver

It is your duty to always ensure you provide us with all relevant financial information for the purpose of your current application.

YOUR OBLIGATIONS DURING OUR ENGAGEMENT

Any advice provided as a result of completing a needs analysis or fact find can only be as good as the information received from you, so I ask that you provide me with all the information I request. Without all relevant and correct information about your personal/business situation, the advice given may be incorrect/incomplete and, therefore, not appropriate for your needs. If you are unsure why I need certain information, please feel free to ask me to explain.

Unless we agree otherwise, it is also important that you view our relationship as ongoing and keep me informed of any material changes to your situation as this may impact any recommendations that I have provided you.

MY OBLIGATIONS DURING OUR ENGAGEMENT

I take my responsibilities to my clients seriously. I not only have a personal obligation to prioritise my client's interests, but I am also bound by a Code of Professional Conduct set by the Financial Markets Authority, and this dictates that I must act in your best interests at all times and I must exercise care, diligence and skill when providing advice.

I must ensure that you understand my advice before proceeding. This means that I must provide clear recommendations and my reasons for these. I must provide you with all relevant information such as the cost of my advice and any other fees associated with my advice, personalised risks and disadvantages and of course, the benefits of my advice.

The Code of Professional Conduct also sets out minimum standards of ethical behaviour, conduct and client care; however, I will always endeavour to do more than expected and follow 'best practice" guidelines in my dealings with clients.

CHANGES TO THESE TERMS

I may vary these terms at any time subject to the following:

- You will be notified, in writing, of any variations that could be unfavourable to you, and you have the opportunity to terminate our relationship without penalty. If you have not responded after fourteen (14) days of being notified of any changes, you are deemed to accept the new Terms and Conditions at the time of your next instruction or transaction with me.
- Where a variation is not detrimental to you, a notice may be provided by being posted on my website or by any other form of notice. You have seven (7) days to accept the new Terms and Conditions before your next transaction with me.
- Copies of the Terms of Engagement will be sent to you upon request.

When we agree to the cope of my service to you, you will be asked to acknowledge that you have received and read the Terms of Engagement. Confirmation of your acceptance of these terms will be recorded in your file.

WHAT IF SOMETHING GOES WRONG

Sometimes things don't always go to plan, and there may be a time when you don't feel that we have met your expectations. If this happens, please let us know to work with you to rectify the issue.

There are several ways you can contact me to make a complaint and the contact details are as follows:

Stuart Harris
30 Waipuna Grove,
Welcome Bay,
Tauranga

027 677 2881
stuarth@thefinancecollective.co.nz

You can phone the above number between the hours of 9 am – 5 pm Monday to Friday. Alternatively, you can put your concerns in writing and post or email your complaint to the addresses above.

Please provide me with the details of your concerns and how you would like me to address these. I will acknowledge your complaint in writing and aim to resolve the complaint within 10 working days. If the issue is complex or there are issues outside of our scope, I may need to ask you for further information or agree on an extension with you.

If you are not satisfied with how I addressed or resolved your complaint, you can contact the Financial Services Complaints Limited. They are an independent dispute resolution service that costs you nothing to use and will help us resolve any disagreements or finalise outstanding complaints.

Their contact details are:

Financial Services Complaints Limited
PO Box 5967
Wellington, 6011

0800 347 257
complaints@fscl.org.nz
www.fscl.org.nz