

Financial Services Guide – Part 2

Version number 25.0, 1 November 2025

This FSG Part 2 contains information specific to your Adviser and their firm and should be read together with the FSG Part 1, Version Number 25.0, which contains information about the AFS licensee and their general obligations and arrangements. Count Financial Limited (Count'), has authorised your adviser to distribute this FSG.

The financial services provider

Your Adviser(s) is/are authorised to provide financial services as:

An authorised representative of Count AFS licence no. 227232, ABN 19 001 974 625, authorised to provide the financial services described in this FSG through Essendon Financial Solutions (Vic) Pty Ltd, ABN 76 680 833 916. trading as Aim Financial Advice. ASIC ID number 001311506

Referral arrangements

Essendon Financial Solutions (Vic) Pty Ltd may have referral arrangements with other professional service providers. If a client is referred to us, we may pay the referrer a fee or other benefit. We will record the details of any referral fees in the Statement of Advice we prepare for you. If we refer a client to another service provider, they may pay us a referrer fee. We will only refer you to third party professionals, where we believe it is in your best interests to do so. All fees and commissions are paid to Essendon Financial Solutions (Vic) Pty Ltd.

Referral partner	Description of referrer	Payment structure
None at this time.		

Please refer to FSG Part 1, for further information on other relationships that might influence Count in providing financial advice services, we will also disclose any associations or conflicts in the Statement of Advice that we prepare for you.

Fees

These fees should be considered a guide only. We will discuss your individual needs and agree our fees with you before we provide advice. The actual agreed fees will depend on the complexity of your circumstances, goals and needs and the scope of advice we provide. Please note that fees may be higher than those outlined here if mutually agreed upon. The indicative fees we charge are set out below:

Initial Consultation, Advice Preparation and Implementation fees:	<p>We may charge a fee of up to \$440.00 for your initial consultation.</p> <p>The fee* for the preparation and implementation of our advice is:</p> <ul style="list-style-type: none">• minimum fee - \$3,750.00.• maximum fee - \$20,000.00 <p>* Where you choose not to implement our advice/recommendations, this fee is due and payable in full on presentation to you of your Statement of Advice.</p>
Supplementary Service Fees:	<p>For supplementary services, such as the provision of general research material or the completion of administrative tasks, our fee will be calculated on a time basis of \$375.00 per hour.</p>
Ongoing & Fixed Term Service Fees:	<p>These are the fees you pay when you agree to receive our ongoing or fixed term advice and they vary depending on scope and complexity.</p> <p>Our services will be agreed with you in a Client Service Arrangement.</p> <p>Our minimum fee is either: 1.1% of the amount we are managing, if percentage based OR \$2,200 per annum if flat dollar based.</p> <p>Our maximum fee is either: 1.65% of the amount we are managing if percentage based OR \$44,000 per annum if flat dollar based.</p>
Non-advised Transaction Fees:	<p>If we assist you on an execution only basis (ie, where you have been offered and declined advice), a fee of \$375.00 per hour will be applicable.</p>

Note: All fees are inclusive of GST.

Our contact details

Address: 1035A Mt Alexander Road Essendon Vic 3040

Phone: 03 9379 1166 Email: hello@aimfa.com.au Web: aimfinancialadvice.com.au

Luke Di Pietro Mobile: 0411 404 407 Email: luke@aimfa.com.au

Susan Di Pietro Mobile: 0418 179 463 Email: susan@aimfa.com.au

Our Privacy Collection Statement

We collect personal information about you (and, if applicable, anyone acting on your behalf) to help us provide financial services that are suited to your needs, to manage our relationship with you, and to meet our legal obligations under the Privacy Act 1988 and the Corporations Act 2001.

This statement forms part of our broader Privacy Policy, and together they make up our formal notice under Australian Privacy Principle 5.

Why we collect your information

We need certain information to understand your financial situation and provide appropriate advice or services. The specific information we collect will depend on who you are and the nature of the services you need.

If you choose not to share some details, or if the information is incomplete or inaccurate, it may limit our ability to provide advice or services to you, or we may not be able to proceed at all. It could also mean that the advice you receive is less tailored to your situation. In some cases, we may need to end our relationship if we cannot properly meet your needs.

Who we may share your information with

To deliver our services, we may need to share your information with:

- Product and platform providers
- External service providers (e.g. paraplanners, IT providers)
- Other professionals you've authorised us to work with (e.g. your accountant or tax adviser)

Essendon Financial Solutions (Vic) Pty Ltd may engage the services of external services providers both here and overseas who supply administrative, financial or other services to assist us to provide financial services to you:

- Aiysha Paraplanning Services providing paraplanning services. This provider is located in Australia.
- TDP Paraplanning Services providing paraplanning services. This provider is located in Australia.

Sharing information overseas

Some service providers we use may be located overseas or have operations outside Australia. Your personal information might be stored or accessed in these countries. We take reasonable steps to make sure your information is protected and handled in line with the Australian Privacy Act.

For more information about which countries your information may be sent to, please refer to Count's [Privacy Policy](#) or contact us directly. If you do not wish for your information to be transferred overseas, please let us know.

Accessing or correcting your information

If you think any of the details that we hold are incorrect or out of date, please contact us to correct this. You can ask to access or correct your personal information at any time by contacting us.

A copy of our Privacy Policy is on Count's website www.count.au. We can also send you a copy if you contact us.

ADVISER PROFILE - Luke Philip Di Pietro

The Authorised Representative number for Luke Philip Di Pietro is 246869 and his details are available on the [Financial Advisers Register](#).

What experience does the adviser have?

Over 20 years' experience in the provision of financial planning advice.

What qualifications has the adviser completed?

Qualification Name
<ul style="list-style-type: none">Advanced Diploma of Financial Services (Financial Planning) from Kaplan in October 2010Graduate Diploma of Financial Planning from Kaplan in May 2021.He is accredited to advise on Self-Managed Superannuation FundsHe is a member of the Financial Advice Association Australia.

What products and services can the adviser provide?

Luke is authorised to provide the following products and services:

- Basic deposit products
 - Life insurance
 - Government debentures, stocks and bonds
 - Managed investment schemes
 - Retirement Savings Accounts
 - Securities
 - Superannuation
 - Standard margin lending
-

What other associations and relationships does the adviser have?

None

How will your financial adviser be paid for the services provided?

All fees and commissions disclosed in the FSG which are attributed to the services provided to you by your adviser are paid to Count who will pay up to 100% of those fees and commissions to Essendon Financial Solutions (Vic) Pty Ltd. Essendon Financial Solutions (Vic) Pty Ltd may pass on up to 100% of those fees and commissions to Luke Di Pietro. Luke is a Director of Essendon Financial Solutions (Vic) Pty Ltd and is remunerated through the payment of salary and bonus.

ADVISER PROFILE - Susan Jane Di Pietro

The Authorised Representative number for Susan Jane Di Pietro is 240423 and her details are available on the [Financial Advisers Register](#).

What experience does the adviser have?

Susan has over 45 years' experience in various roles in the financial services sector of which the last 25 years have been as a financial adviser. She is also accredited to provide aged care advice.

What qualifications has the adviser completed?

Qualification Name

- Diploma of Financial Planning – Deakin University – 2002

Susan also holds the CERTIFIED FINANCIAL PLANNER® designation and is a member of the Financial Advice Association Australia.

What products and services can the adviser provide?

Susan is authorised to provide the following products and services:

- Basic deposit products
 - Life insurance
 - Government debentures, stocks and bonds
 - Managed investment schemes
 - Retirement Savings Accounts
 - Securities
 - Superannuation
 - Standard margin lending
-

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