

MUSIC EQUIPMENT INSURANCE PROPOSAL FORM

OUR AIM AND PROMISE TO YOU

To provide the music industry with a professional insurance service our emphasis is on providing:

- A comprehensive policy which is tailored to each clients needs
- A quick and fair claim settlement
- An extremely competitive price structure

Our reputation was built on giving you the best benefits, truly personal service and fast claim settlement. We promise to give you the very best in musical equipment insurance and treat you fairly, courteously and efficiently whenever you may need to use us.

Our team are dedicated entertainment industry insurance specialists. You will find we understand the industry and understand the risks and problems and do our best to help our client.

MUSICAL EQUIPMENT INSURANCE CHECKLIST

Cover Provided	Australia Wide	Studio Only
Theft from venue	✓	N/A
Theft whilst loading & unloading	✓	N/A
Theft from locked vehicles	✓	N/A
Accidental damage	✓	✓
Fire, Burglary, Storm Damage, Earthquake, etc.	✓	✓
Replacement value – new for old	✓	✓
Worldwide extension Available	✓	N/A
Transit damage	✓	N/A
Emergency hire of equipment - (up to 30% of the sum insured)	✓	✓
Cover for hired/loaned equipment - (up to \$1,000)	✓	✓
New equipment automatically covered - (up to 10% of sum insured)	✓	✓
No claim discounts applied to premiums	✓	✓

Note: This foregoing is only a brief summary of the cover and you are advised to read the Policy Document closely for full details. The Policy Document is available for inspection upon request. Cover will not attach until the application is accepted and premium paid.

DETAILS OF INSURED

Name of Insured:			
Trading As (If Applicable):			
Date of Birth:		Occupation:	
Phone:	Fax:	Mobile:	
Postal Address:			
			Postcode:
Situation of Equipment:			
Period of Insurance:		To	At 4pm (EST)

SECURITY

What security protects the equipment at normal place of storage?

(Please note that a minimum of deadlocks on all external doors is required)

Local Burglar Alarm	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Back to Base Burglar Alarm	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Deadlocks on All External Doors	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Windows Barred or Key locked	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Other (Please Specify)		

INSURANCE HISTORY

Does the equipment you wish to insure have any existing damage?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Have you ever had an insurance application, renewal or policy cancelled or declined?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Have you ever had special conditions or increased premiums imposed?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Have you ever been charged with a criminal act?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Have you suffered loss or damage to any Musical Equipment in the last ten (10) years (insured or not)?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Have you had other Insurance Claims (Motor vehicle, Home, etc.) in the last five (5) years?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If the answer is Yes to any of the above questions please give full details	<input type="checkbox"/> Yes <input type="checkbox"/> No
Are you now, or have been previously insured?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Insurer _____ Expiry _____	

TYPE OF COVER REQUIRED

Cover	Sum Insured	Minimum Excess	Total Cost
Australia Wide Cover (<i>Overseas cover available upon request</i>)	\$	\$ 200	\$
Studio Only Cover	\$	\$ 200	\$

SCHEDULE OF EQUIPMENT

This section must be completed including all the equipment to be insured.

Brand & Description of Equipment	Serial #	Sum Insured
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
Miscellaneous Items (cables, accessories etc)		
1.		
2.		
TOTAL SUM INSURED		\$

DECLARATION

Interested parties (e.g. finance companies) _____

I/We hereby agree that this application and declaration is correct and I have disclosed all relevant information to the underwriting insurance company. I/we also acknowledge having read and understood the important notices forming part of this application.

Date: _____ **Signature:** _____

PRODUCT DISCLOSURE STATEMENT (PDS) MUSIC EQUIPMENT INSURANCE

The purpose of the PDS

The purpose of the PDS is to help you understand the insurance Certificate and provide you with sufficient information to enable you to compare and make an informed decision about insurance products.

This PDS covers Musical Instrument & Photographic Equipment Insurance.

The PDS also sets out the significant features, benefits and risks of this Certificate. You still need to read the Certificate wording for a full description of the terms, conditions and limitations.

Who is the Insurer(s)?

Certain Underwriters at Lloyd's hereinafter called "We, Our, Us or Underwriters" are the Insurer(s) of this Policy. The Insurer(s) are clearly shown on the Schedule. Lloyd's Australia Ltd is the representative office of Lloyd's of London and is located at:

Suite 2, Level 21, Angel Place, 123 Pitt Street, Sydney NSW 2000. You can contact us by:

- Calling in person at, or writing to, the office
- By telephoning on (02) 9223 1433
- By facsimile on (02) 9223 1466

Who is A.I.S. Insurance Brokers Pty Ltd

AIS Insurance Brokers Pty Ltd (ABN 36 543 825 719 AFS Licence no: 255304) hereinafter called "AIS" is the Authorised Representative of the Insurer(s). This Insurance contract is written under a 'Binding Authority Agreement', which gives AIS authority to bind insurance contracts and / or settle claims on behalf of such Insurer(s). As a consequence AIS is acting as Agent of such Insurer(s) and not as Your Agent. AIS are NOT the Insurer for this contract and are NOT liable for any loss or claim.

If you have any concerns about the policy, you should contact AIS in the first instance. You may contact them by any of the following ways:

- By telephone on 03 8699 8888
- In writing at PO Box 7660, Melbourne VIC 3004

How you contact us

About a claim - please phone our claims department on 03 8699 8888

About your Certificate - please contact the person with whom you arranged the Certificate.

Significant benefits and features

Our Certificate offers Agreed Value sum insured under 2 sections;

Cover A: Fire & Perils Cover anywhere in Australia or New Zealand

Cover B: Theft, Accidental Loss or and Transit cover for equipment specified anywhere in Australia or New Zealand

You may apply for an extension (for an additional premium) for cover outside Australia and New Zealand.

The Certificate provides the following additional benefits:

- Emergency Hire Costs (limited to 30% of the sum insured)
- Automatic Additions (limited to 10% of the sum insured)
- Hired / Loaned Equipment (limited to \$1000)

A summary of the Key Benefits and Exclusions of the Certificate is to be found on pages 7 & 8. This summary is not exhaustive and limitations and conditions apply.

When Benefits are provided

These benefits, for which you are insured under the Certificate, are payable when:

- your application for insurance has been accepted
- the premium has been paid
- an insured event occurs during the period of insurance causing loss or damage to your property and
- your claim is accepted by us.

Significant risks

The risks associated with your Music & Photographic Equipment Insurance include:

- Cover may not be adequate because the type or amount of cover you require does not match the cover provided by your Certificate. For example, you require cover for reduction in value due to repairs but this is excluded under this Certificate.
- We can refuse to pay part or all of a claim if you do not comply with Certificate terms and conditions. For example, in applying for this insurance or when making a claim you are not truthful, or do not give us accurate and complete information, or do not tell us something when you should have.

Changes to this Product Disclosure Statement

Information which is not materially adverse is subject to change from time to time. Changes in the Product Disclosure Statement will be communicated to you in several ways and these are:

- If a change would affect you adversely, A.I.S. Insurance Brokers Pty Ltd on behalf of Certain Underwriters at Lloyd's, will issue you with a new PDS or a supplementary PDS.
- For minor changes which do not adversely affect you, information can be obtained by telephoning A.I.S. Insurance Brokers Pty Ltd on behalf of Certain Underwriters at Lloyd's or calling at our offices to find out what changes might have occurred.

If changes have occurred we will be pleased to provide you with a paper copy of them on request.

When we pay a claim we consider a number of aspects in calculating the amount payable.

These can include:

- the amount of loss or damage
- the excess (if any)
- the sum insured
- the terms and conditions of the Certificate; and
- your taxable status for GST purposes.

The amount you pay for this insurance

The amount we charge you for this insurance Certificate is the total amount of the premium that we calculate to cover the risk plus any relevant government charges (such as stamp duty). This is the total amount payable shown on your client coverage summary and is the amount you must pay. If you change your cover in any way you may be required to pay an additional amount or may be entitled to a refund of premium.

How various factors effect your premium

The premium payable by you will be shown on your schedule. We take into consideration a number of factors in setting our premiums. These include, but are not limited to, factors relating to the level of cover provided, the make and model of the insured goods, the insurance history of applicants, and how the goods are used. Premiums are subject to Commonwealth and state taxes and/or charges. These include the Goods and Services Tax and Stamp Duty and where applicable Fire Services Levy.

How to apply for insurance

Complete our application form. If we accept your application for insurance, you will receive a schedule that sets out details of the insurance you have taken out.

Your duty of disclosure

Before you enter into a contract of general insurance with an Underwriter, you have a duty, under the Insurance Contracts Act 1984, to disclose to the Underwriter every matter that you know, or could reasonably be expected to know, is relevant to the Underwriters decision whether to accept the risk of the insurance and, if so, on what terms. You have the same duty to disclose those matters to the Underwriter before you renew, vary or reinstate a contract of general insurance.

Your duty, however, does not require disclosure of matters:

- that diminishes the risk to be assumed by the Underwriter
- that is of common knowledge
- that your Underwriter knows or, in the ordinary course of his business, ought to know
- as to which compliance with your duty is waived by the Underwriter

Your duty of disclosure extends to not only answering the questions on the proposal form, but to all matters which are relevant to the risk, and you must notify the Underwriter of changes in the risk between the time of you answering the question on the proposal form and the date the contract of insurance is entered into.

NON DISCLOSURE

If you fail to comply with your duty of disclosure, the Underwriter may be entitled to reduce his liability under the contract for a claim or may cancel the contract. If your non-disclosure is fraudulent, the Underwriter may also have the option of avoiding the contract from its beginning.

How to make a claim

If your equipment is lost or damaged during the period covered by this Certificate, there are certain actions that you should take to protect your rights and assist with any claim there may be under this Certificate. These are detailed in Section 6 of the Certificate.

The amount you pay towards a claim

An excess is the first amount that you are required to pay to any claim you make under this Certificate. Any applicable excess will be detailed in the Certificate schedule.

Conditions

You must comply with the following conditions to ensure coverage under the policy:

- Do all things necessary to avoid or diminish a loss;
- Maintain the insured property in such order and condition to minimise damage;
- Notify us of any insurance you effect, or have effected, that covers the insured property.

Taxation information

This insurance Certificate is subject to GST.

If you are registered for GST purposes, you may be able to claim an Input Tax Credit in respect of the GST we collect from you. For more information on GST please refer to Section 2 of the Certificate.

There may be other taxation implications affecting you depending on your circumstances.

If you are unsure about the taxation implications of your Certificate you should seek advice from your accountant or tax professional.

Cooling off

You have the right to cancel and return the insurance contract within 14 days of the date it was issued to you (the "cooling off period") unless you make a claim under the contract within the cooling off period. If you cancel it in this time, we will return to you any premium you have paid us.

To cancel at other times, please see Section 7 of the Certificate.

Code of practice

The General Insurance Code of Practice has been developed to raise the standards of service and practice in the insurance industry.

Lloyd's underwriters are a signatory to the Code and we support its aims to improve standards, by:

- Creating "plain English" certificates which everyone can understand
- Providing ongoing training to our employees and Authorised Representatives so that they can provide better service to you
- Providing you with better claims handling and dispute resolution

Details of the General Insurance Code of Practice can be accessed at www.codeofpractice.com.au

Resolving your complaints.

If you are not satisfied with our service we recommend that you use the complaints procedure set out below. The type of complaint could relate to the behaviour of or advice given by Certain Underwriters at Lloyd's or authorised representative, a decision on a claim, the privacy of your personal information or any other matter relating to your insurance that is of concern to you. These procedures are available free of charge to you. Any dispute should be referred to the Complaints Officer at A.I.S. Insurance Brokers Pty Ltd, Doug Allen, who will review the information and give you a response within three working days. If you are not satisfied with the response, please either telephone or write to:

Lloyd's Underwriting General Representative
Suite 2, Level 21, Angel Place, 123 Pitt Street, Sydney NSW, 2000
Telephone Number: (02) 9223 1433
Facsimile Number: (02) 9223 1466

You will receive a reply from the Disputes Resolution Committee within seven working days or alternatively you will be asked for further information. If this is required you will receive a reply within seven working days of our receiving the additional facts.

If your complaint cannot be resolved to your satisfaction by us you have the right to refer the matter to Financial Ombudsman Service (FOS). FOS can be contacted at Level 12, 717 Bourke St, Docklands VIC 3000 on 1300 780 808, fax 03 9613 6399, email info@fos.org.au or website www.fos.org.au. This will still be free of charge to you.

If your complaint is not resolved by the above procedures you retain the right to take the matter to mediation, arbitration or through the legal system where you may have to pay your own legal costs.

Privacy Statement

Lloyd's Underwriters and AIS Insurance Brokers Pty Ltd have always protected the privacy of personal information of our valued clients. The standards to which we handle this personal information have now been set by the Privacy Act and the National Privacy Principles (NPP), which came into effect on 21st December 2001. All Staff, Broker Representatives, Agents and Contractors have agreed to hold all information in confidence and not use it for any purpose except to carry out the service they are providing. We do not sell or share names, addresses or any other information with third parties, except to the extent necessary to complete our obligations as Insurance Brokers or as stated in this document.

An individual who believes their privacy may have been prejudiced has a right to make a complaint about the matter. In the first instance, your complaint should be addressed to AIS. This may be done either verbally or in writing to Complaints Officer, AIS Insurance Brokers Pty Ltd, 137 Moray Street, South Melbourne, Victoria, 3205. If you are dissatisfied with the response, you may refer the matter to Lloyd's Australia Ltd, who has the appropriate authority to investigate and address matters of this nature. Details about your privacy are shown in the policy wording under "Privacy".

How & why do we require your Personal Information?

We collect information either directly from the relevant individuals or in some cases, from third parties. They may provide information for someone else requiring the benefit of the services that we offer, such as a nominated driver, director or officer or other staff member.

The information is collected to allow us to provide our insurance broking services including to arrange and place insurance cover, assess and underwrite risks, properly administer your claims and source & facilitate finance.

Disclosure of your Personal Information to third parties

As we have a duty to maintain the confidentiality of our clients affairs, we only disclose information to third parties who we believe are necessary to assist us in providing, managing and administering the services we provide and products we are involved with. These third parties are also required to abide by the National Privacy Principles and use the personal information only for the services that they supply.

What we expect of you

AIS aim to ensure that your personal information is up to date and accurate. Please contact us if you need to:

Seek access to, or revise your personal information

Feel that the information we currently have on record is incorrect or incomplete.

Transfer of information overseas

We may transfer your personal information overseas where it is necessary to provide our service. Some insurers or reinsurer's are based overseas and we need to provide your personal information to them to arrange your cover.

Opting out

We regularly distribute to our clients information about our products & services, such as newsletters, which we believe may be of interest to you. If you do not wish to receive this additional information, please contact our office.

How to contact us

If you wish to gain access to your personal information, have a complaint about a breach of your privacy or you have any query on how your personal information is collected or used, or any other matter relating to our Privacy Certificate, you can speak to any of our staff, who will do their best to try to resolve your issue as simply as possible.

Your Rights and Our Obligations

Details of your rights and our obligations under the Privacy Act and the National Privacy Principles, are contained in the General Insurance Code of Practice which can be accessed at www.codeofpractice.com.au

Key Benefits and Exclusions

Primary Benefits

Policy Section	Insured Event	Exclusions	Benefit Payable
1	<ul style="list-style-type: none"> • All risks of loss or damage to the insured property anywhere in Australia (and world-wide if this option is selected) except as specifically excluded; 	<p>Loss, damage or expense caused by:</p> <ul style="list-style-type: none"> • Theft without forcible and violent entry: <ul style="list-style-type: none"> ○ At the place the equipment is usually stored; ○ At any other place the equipment is temporarily stored; or ○ From an unattended motor vehicle (except during loading and unloading); • Data processing or media failure or breakdown or malfunction of the processing system; • Moths, termites or other insects, vermin, rust, oxidation, mildew, mould, contamination or pollution, wet or dry rot, corrosion, change of colour, damp, variations in temperature or exposure to light, darkness, evaporation, disease, inherent vice or defect, adjusting, testing, or servicing operations, loss of weight, change in flavour, texture or finish, smut or smoke from industrial operations; • Mechanical, hydraulic, electrical or electronic breakdown, failure or malfunction unless caused by physical accident; • Wear, tear, fading, scratching, marring, gradual deterioration or developing flaws, normal upkeep or repairs; • Error or omission in design or plan, or failure of design or during testing; • Faulty materials or workmanship; • Fermentation, heating or the direct application of heat; • Recovery or repossession of the insured property for any reason; • Unexplained inventory shortage or disappearance; • Misappropriation or theft by hirers, employees or persons to whom the goods have been entrusted; • Bodily injury or third party property damage; • Consequential loss of any kind. • Unsuitability of packaging; • The nature of the insured items; • Delay; • A nuclear or atomic weapon; • Unseaworthiness of the vessel or unfitness of the vessel for the safe carriage of the insured property where the insured (or the insured's servants) is aware of the matter at the time of loading; • War, civil war, revolution, insurrection, hostile acts etc. • Capture, seizure, arrest, restraint or detainment (not including piracy); • Labour disturbances, riots or civil commotions or by strikers, locked-out workmen, or persons taking part in labour disturbances, riots or civil commotions; or • Terrorists or politically-motivated acts. • wilful misconduct of the insured; • Ordinary leakage, loss in weight or volume, or wear and tear; 	Up to the sum insured
2	Loss or damage caused by fire, explosion or spontaneous combustion		Up to the sum insured

Additional Benefits and Exclusions

Additional Benefit	Insured Event	Exclusions	Benefit Payable
1	Emergency Hire of Equipment - we will pay the cost of hiring similar equipment after a loss	<ul style="list-style-type: none"> • Hire charges after the date of recovery of the insured equipment if it can be used 	The reasonable cost of hiring replacement equipment up to a maximum of 30% of the sum insured
2	Automatic Additions – we will insure all similar equipment purchased during the period of insurance.	<ul style="list-style-type: none"> • New equipment with a value exceeding 10% of the sum insured • Equipment for which a receipt cannot be produced. 	Limited to the price paid by the insured for the equipment
3	Hired/Loaned Equipment – we will insure hired/loaned equipment in your possession that is of a similar nature to the insured equipment	<ul style="list-style-type: none"> • Equipment for which you are not responsible for obtaining insurance; • Hired/loaned equipment with a total value exceeding \$1000 	\$2000

This Financial Services Guide (FSG) contains information about our services and charges, your rights as a client and other things you need to know in relation to insurance and financial services including how any complaints you may have will be dealt with. AIS are licensed as a General Insurance Broker (AFS Licence Number 255304) to deal in, and advise on, general insurance products for wholesale and retail clients. This FSG is designed to assist you in deciding whether to use our services.

If we provide you with advice about your personal circumstances, we will also give you a Statement of Advice, which confirms the advice we have given and explains our fees for arranging the insurance we have recommended. If we recommend a particular insurance product to you, or you ask us to arrange insurance, we will also provide you with a Product Disclosure Statement containing information about the policy.

WHO DO WE ACT FOR WHEN PROVIDING THE FINANCIAL SERVICE?

We will usually provide financial services on your behalf. In some circumstances, we may act as agent of the insurer and not for you. These circumstances arise where we have an authority to effect an insurance policy under a binder agreement with the insurer. This means we can enter into the contract on the insurer's behalf and in these situations any advice we provide to you is given on the insurer's behalf. Currently we provide music and photographic equipment insurance, equine and livestock insurance and contingency insurance under binders. You will be notified if this is relevant to the financial service provided to you.

FEES FOR OUR SERVICES

You are entitled to know how and what we will charge for our services and what other benefits we receive. The way we are remunerated will depend on the advice and level of service being provided. These arrangements are described in more detail below.

Placing your Insurance:

We receive remuneration for placing your insurance. This remuneration may consist of a broker fee, a commission paid to us by the insurer, or a combination of both. Our total remuneration will vary depending on the product we arrange but is usually in the range of 15% - 40% of the premium.

Where we charge you a broker fee, it will usually be in the range of 0 – 40% of the premium quoted to you. This fee is payable in addition to the premium. Where we receive commission, it will be an amount calculated as 0 – 25% of the premium. The commission is included in the premium quoted to you.

In all instances our total remuneration (i.e. from the commission paid by the insurer, our broker fee, or both) will not usually exceed 40% of the premium.

If any insurance is cancelled before the expiry date of the period of insurance, we will refund to you the gross return premium, but will charge a cancellation fee equivalent to the brokerage and administration fee we received upon placement of the insurance. The refund received by you will be equivalent to the refund we receive from the insurer.

When you pay premium it will be banked into our trust account. We retain the commission and remit the balance to the insurer. We will earn and retain interest on the premium.

Advisory Services:

We will charge you an hourly fee for any advisory services that we provide to you. Fees for these services vary in accordance with the nature and volume of the work undertaken. You could expect these fees will range from \$120 per hour to \$330 per hour (including GST).

Some of our charges may be tax deductible. Your representative will discuss with you your options before or at the time of providing advice. Written confirmation of the calculation of fees and commissions for advisory services and the placement of your policy is included in your Statement of Advice.

Profit share commission

We have entered into Intermediary Profit Share agreements with certain insurers. The underwriters involved are Allianz Australia Insurance Limited and our binding facilities arranged with Lloyd's of London. Provided that we meet certain criteria, including profitability, we will receive additional commission by way of a share of the profit we generate for those insurers. This will be a payment from these insurers based on:

the profit that they earn on certain business; and/or

the volume of certain business we provide to them,

within an agreed period (usually 12 months). We may be paid a percentage of the profit on our portfolio or an agreed amount. This will depend on the level of profit achieved. If there is no profit, we will not receive any additional payment.

TERMS OF PAYMENT - INVOICES

Where we invoice you for the premium, statutory charges (e.g. stamp duty, GST, fire services levy, etc) and our fees for arranging your insurances, you must pay us within 14 days of the date of the invoice or, in the case of a renewal, before the due date of the contract of insurance. If you do not pay the premium on time, the insurer may cancel the contract of insurance and you will not be insured. The insurer may also charge a short term penalty premium for the time on risk. Where a new policy or endorsement to an existing policy has been arranged by us, our fees will usually be payable notwithstanding a subsequent decision by you not to proceed with that cover.

RESOLVING YOUR COMPLAINTS

If you are not satisfied with our service we recommend that you use the complaints procedure set out below. These procedures are available free of charge to you. Any dispute should be referred to the Complaints Officer at A.I.S. Insurance Brokers Pty Ltd, Doug Allen, who will review the information and give you a response within three working days.

If your complaint cannot be resolved to your satisfaction by us you have the right to refer the matter to Financial Ombudsman Service (FOS). FOS can be contacted at Level 12, 717 Bourke St, Docklands VIC 3000 on 1300 780 808, fax 03 9613 6399, email info@fos.org.au or website www.fos.org.au. This will still be free of charge to you.

If your complaint is not resolved by the above procedures you retain the right to take the matter to mediation, arbitration or through the legal system where you may have to pay your own legal costs.

All complaints and disputes concerning insurer's decisions about coverage or claims on Insurance Policies or Policies arranged under Binding Authorities have their own dispute resolution procedures which can be found in the appropriate Policy Wording or Product Disclosure Statement.

PROFESSIONAL INDEMNITY INSURANCE

A.I.S. Insurance Brokers Pty Ltd is covered under Professional Indemnity Insurance which we believe meets the requirements of Section 912B of the Corporations Act. The insurance (subject to its terms and conditions) will continue to cover claims relating to employees who no longer work for us (but did at the time of the conduct).

CONFLICTS OF INTEREST

We are obliged to disclose all aspects of our business in which actual, apparent, potential or perceived conflicts of interest may arise to promote the following primary outcomes:

- (a) confident and informed decision making by consumers;
- (b) fairness, honesty and professionalism by those who provide financial services; and
- (c) fair, orderly and transparent markets for financial products.

Variable Commission

We also receive variations in the level of brokerage or commission offered between some insurers with whom we place insurance. We will not recommend a particular insurer to you because they pay us a higher rate of commission. We will always recommend a policy and insurer based on their appropriateness for your needs.

We may place insurance via the underwriting facilities of our related company, Guardian Underwriting Services Pty Ltd. The shareholders of A.I.S. Insurance Brokers Pty Ltd also own the majority of shares of Guardian Underwriting Services Pty Ltd. We will not place insurance via Guardian unless the policy is appropriate for your needs.

AIS is a shareholder of Steadfast Group Limited which has exclusive arrangements with some insurer under which Steadfast will receive between 0.5 – 1.0% commission for each product arranged with those insurers or premium funders. These payments are used to operate Steadfast.

Depending on the operating costs of Steadfast (including the costs of member services provided by Steadfast to us and other shareholders) and the amount of business we place with participating insurers in any financial year, we may receive a proportion of that commission at the end of each financial year.

As a shareholder of Steadfast we have access to member services including model operating and compliance tools, procedures, manuals, and training, legal, technical, banking and recruitment advice and assistance, group insurance arrangements, product comparison and placement support, claims support and group purchasing arrangements. These member services are either funded by Steadfast, subsidized by Steadfast or available exclusively to shareholders for fee.

Steadfast is a minority shareholder of Miramar Underwriting Agency Pty Limited (Miramar). As a shareholder, Steadfast may receive dividends from Miramar. These amounts will indirectly contribute towards the benefits AIS receive from Steadfast.

Premium Funding

A.I.S. Insurance Brokers Pty Ltd has a facility with Hunter Premium Funding Ltd to provide our clients with financing of insurance premiums over an extended period. Where we recommend or arrange funding for you with Hunter, we will be remunerated. The remuneration Hunter Premium Funding pays us is in consideration for referring this business to them and for the document preparation and information transfer. We will not recommend premium funding for you unless we consider it is appropriate for your circumstances.