

Primary Disclosure Statement

(Authorised Financial Adviser)

Name and registration number of authorized financial adviser:
Address:

Rupert Gough (FSP154284)

PO Box 33968, Takapuna, Auckland 0740

Trading name:
Telephone number
Fax number
Email address

72 Taharoto Road, Takapuna
The Mortgage Lab NZ Ltd
021 438 043
09 888 32 92
rupertg@mtgelab.co.nz

This disclosure statement was last updated on 27/2/19

It is important that you read this document

This information will help you to choose a financial adviser that best suits your needs. It will also provide some useful information about the financial adviser that you choose.

In addition to the information that I must disclose to you in this statement, I must also disclose other information to you in a separate disclosure statement (or statements), including information about the types of services that I provide, the fees that I charge, and any actual or potential conflicts of interest. If I have not provided that information to you at the same time as I give you this statement, I must provide it to you as soon as I can.

What sort of adviser am I?

I am an Authorised Financial Adviser. This means I have been authorised by the Financial Markets Authority (the government agency that monitors financial advisers) to provide the financial adviser services described below.

How can I help you?

I have been authorised to provide you with financial adviser services of the following categories:

Financial advice and investment planning services

When I do this, I will be able to provide a service about-

Financial products provided by only 1 organisation:

Financial products provided by a small number of organisations (2 to 5 organisations)

Financial products provided by a broad range of organisations (more than 5 organisations)

How do I get paid for the services that I provide to you?

Payment type	Description
Fees only	My services are only paid for by the fees that you pay. I do not receive payments from other people or organisations that might influence my advice.
✓ Commissions	There are situations in which my employer will be paid by other organisations. How much that payment will be depends on the decisions that you make.
✓ Non-financial benefits from other organisations	Other organisations may give my employer and me non-financial benefits depending on the decisions that you make.

I am required to tell you the specific fees, commissions, extra payments, and other benefits that I have received or will, or may receive, in relation to the services that I provide to you. I must tell you these things before I provide a service or, if that is not practicable, as soon as practicable after I provide that service.

What are my obligations?

As an Authorised Financial Adviser, I must comply with the Code of Professional Conduct for Authorised Financial Advisers. I also have other obligations under the Financial Advisers Act 2008 (including regulations made under that Act) and under the general law.

What should you do if something goes wrong?

If you have a problem, concern or complaint about any part of my service, please tell me so that I can try to fix the problem. You can contact my internal complaints scheme by either phoning, emailing or writing to me at the above contact details.

If we cannot agree on how to fix the issue, or if you decide not to use the internal complaints scheme, you can contact the Financial Dispute Resolution Scheme. This service will cost you nothing and will help us resolve any disagreements. You can contact them on:

Address: Freepost 231075, PO Box 2272, Wellington 6140
Telephone number: 0508 337 337
Email address: enquiries@fdrs.org.nz

If you need to know more, where can you get more information?

If you have a question about anything in this disclosure statement or you would like to know anything more about me, please ask me. If you have a question about financial advisers generally, you can contact the Financial Markets Authority.

How am I regulated by the government?

You can check that I am an Authorised Financial Adviser at <https://www.companiesoffice.govt.nz/fsp/>

The Financial Markets Authority regulates financial advisers. Contact the FMA for more information, including financial tips and warnings.

You can report information or make a complaint about my conduct to the Financial Markets Authority, but in the event of a disagreement, you may choose to first use the disputes procedures described above (under **What should you do if something goes wrong?**).

Declaration

I, Rupert Mikhail Kieran Gough, 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:

Secondary Disclosure Statement

Name and registration number of authorized financial adviser:

Rupert Gough (FSP154284)

Address:

PO Box 33968, Takapuna, Auckland 0740

Trading name:

72 Taharoto Road, Takapuna

Telephone number

The Mortgage Lab NZ Ltd

Fax number

021 438 043

Email address

09 888 32 92

rupertg@mtgelab.co.nz

Types of services I provide

As a Mortgage Lab Financial adviser I provide the following financial adviser services:

- Full Investment Advice Service
- Limited Investment Advice Service (including mortgages)
- Limited Insurance Advice Service

Financial products my financial adviser services relate to

I can provide you with advice on the following types of securities:

- term and call deposits
- Superannuation/Kiwisaver schemes
- arranging mortgage finance
- interest rates
- mortgage structure

Industry suppliers

Mortgage

I have access to the following lenders through my Kepa Home Loans Agreement:

Sovereign Home Loans	ASB	Westpac	ANZ
Resimac	SBS	TSB	BNZ
ASAP Finance	Avanti Finance	DBR Limited	Co-operative Bank
Liberty Finance	Southern Cross Finance		

KiwiSaver

I recommend the KiwiSaver scheme and fund that is most relevant to your needs. The KiwiSaver schemes that I have an agency with are:

Generate	OneAnswer (ANZ)	NZ Funds	Booster
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Remuneration

Mortgages

In the normal course of mortgage writing business, I receive commission from the lenders that I place client's home loans with. In certain circumstances I may also charge a fee for services performed. Before this occurs this will be outlined in a "client mandate" and signed by the client.

I do not receive a commission from any business placed at Kiwibank. I will therefore charge a fee if I place business with these lenders. This will always be agreed to by my clients, in writing, before I charge this fee. Details of this will be outlined in a "client mandate".

Referral fees to external parties, including property finders

When we refer you to external parties, such as property finders, property managers, etc, we may (or may not) receive a referral fee.

Fire and General Insurance

When we refer business to Fire and General Insurance brokers, we receive commission for them, that is approximately 4% of the annual premium (excluding ACC levies)

Referral Payments

I may make payments to those who refer clients to me. Such payments are made solely at my discretion and are in no way detrimental to my clients.

Irregular Remuneration & Non-Monetary Benefits

From time-to-time, I may receive certain monetary or non-monetary benefits from lenders. Such regular benefits must not influence the placement of client applications. These may include bonuses, sales competition prizes and invitations to events and conferences.

Remunerations from specific suppliers

Mortgage Finance Suppliers

As a percentage of the settled loan. Please note volume bonuses may be paid on top of these levels.

Lender	Up Front Commission	Trail Commission	Commission Clawback
ANZ	0.65%	n/a	0-9 mths = 100% 10-18 mths = 66% 19-27 mths = 33%
ASB	0.60%	n/a	0-3 mths = 100% 4-6 mths = 75% 7-12 mths = 50% 13-18 mths = 25%
BNZ	0.55	0.25	0-9 mths = 100% 10-18 mths = 66% 19-27 mths = 33%
Co-operative Bank	0.60%	n/a	0-6 mths = 100% 7-12 mths = 50% 13-18 mths = 25%
Resimac	0.65%	0.15%	0-12 mths = 100%
SBS	0.65%	n/a	0-24 mths = 100%
Sovereign Home Loans	0.45%	0.20%	0-12 mths = 100%
TSB	0.85%	n/a	0-27 mths = 100%
Westpac	0.6%	0.20%	0-6 mths = 100% 7-13 mths = 50% 14-19 mths = 25%

Please note: Excluding Resimac, non-bank lenders commissions are paid out on a case by case basis. Please ask me if you require specific information about these commission levels.

KiwiSaver Suppliers

KiwiSaver Agency	Initial Commission	Annual Renewal Commission	Commission Clawback
NZ Funds	\$75-\$300	0.25%	1 year
Generate	\$40-\$200	0.25%	1 year
OneAnswer	None	0.15%-0.25%	None

How I manage potential conflicts relating to remuneration

I manage any conflicts of interest that may arise from the receipt or possible receipt of the above types of remuneration by following an advice process that ensures that each client's objectives and needs are identified, and recommendations of financial products are made solely on the basis of those objectives and needs.

Privacy Act

All discussions and information shared with me are subject to the Privacy Act 1993. You are entitled to access information from your files upon request. A detailed description of the authorised use of the information you supply is covered in the Authority & Declaration you sign with each application you make with me.

Other matters requiring qualification

Legal and Accounting issues - any discussions on legal and accounting issues do not replace advice from professionally qualified specialist advisers (solicitors and accountants). I strongly recommend that you obtain such independent and specialist advice.

Professional Risk Insurance - Generally, but especially, as part of any financing transaction, clients should review their personal risk insurance requirements. Making a mortgage application in no way implies that such a review has been applied for with me and specialist advice should be obtained.

Experience and qualifications

I have experience working in the financial services industry in the following roles:

Role	Company	Start Date	End Date
Finance Assistant	NZ Post Superannuation Plan	June 2008	July 2011
Mortgage Adviser	Velocity Financial	August 2011	February 2017
Mortgage Adviser	The Mortgage Lab	Feb 2017	Present

I have qualifications relevant to providing financial adviser services to you:

Qualification	Institution	Year Completed
Certificate in Financial Services (Level 5)	Open Polytechnic	2011

Declaration

I/we acknowledge that Rupert Gough from The Mortgage Lab NZ Ltd has explained the contents of this Personal Disclosure Statement, prepared on 19/6/18.

Signed: _____

Name: _____ Date: _____

Scope of Service

Name of financial adviser:	Rupert Gough
Registration Number:	154284
Trading name:	The Mortgage Lab NZ Ltd
Telephone number	021 438 043
Fax number	09 888 32 92
Email address	rupertg@mtgelab.co.nz
Address	PO Box 33-968, Takapuna, Auckland 0740

About The Mortgage Lab

Mortgage Lab has 2 directors – Rupert Gough and Brendon Neal, multiple other Mortgage Advisers and 1 admin staff. We have been operating since 2017 and were previously known as Velocity Financial in the Auckland (Takapuna) area.

Financial adviser services I provide

I am an Authorised Financial Adviser (AFA) authorised to provide financial advice and investment planning services. Being an AFA means that I have met the competency requirements set out in the Code of Professional Conduct for Authorised Financial Advisers and I am bound by that Code.

- I, the Adviser will implement my role as detailed in my disclosure statement by undertaking the following work for you; eg "Gather and analyse information relating to your personal financial position and current situation and match the results of that analysis to recommend the financial products and/or services that will meet your needs as identified".
- You, the client(s) will need to provide all facts, data, and other information (written and verbal) relevant to the financial services you require me to perform on your behalf, when requested by me. You will ensure that all information provided is complete and accurate to the best of your knowledge.

Work to be completed for the client

Date: _____

Now

Info

Now

Info

Mortgage

KiwiSaver

Signed: _____

Date: _____

Name: _____

Please contact us if you do not want to be included in the monthly Mortgage Lab newsletter

