

DISCLOSURE

Disclosure Statement

Authorised Financial Adviser

Name: Martin Hawes

FSP number: FSP108466

Physical address: 326 Tucker Beach Road, Rd 1, Queenstown, 9371, New Zealand

Postal address: PO Box 1108, Queenstown 9348, New Zealand

Telephone number: 03 442 3328

Email address: martin@martinhawes.com

This disclosure statement is current as at 1 July 2011

Introduction

This document complies with the disclosure requirements under the Securities Markets Act 1988 (Act) and the Code of Professional Conduct for Authorised Financial Advisers (Code) and sets out the disclosure required to be made in accordance with the Act and the Code.

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 may disclose to you in this statement, I may 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 will 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.

Details of my company

I set up my company Baker Hawes Consultants Ltd on 28 November 2002. Baker Hawes Consultants Ltd is owned 50% by Martin Hawes and 50% by Joan Baker. Martin Hawes and Joan Baker are Directors of the company. Baker Hawes Consultants Ltd is strictly an advisory business and does not manage investments for clients. The company has a strong bias towards education and it is our intention that the clients who use our service will be much more informed and in control of their finances.

My experience and qualifications

Martin Hawes has a National Certificate in Financial Services (Financial Advice) (Level5) obtained in 2011. He is a Registered Financial Adviser. Martin has 25 years of experience in the financial services industry and has written 19 books on financial topics, several of which are used as texts at New Zealand universities for financial planning courses. Martin Hawes has advised clients, delivered presentations, written books and articles since 1986.

Martin is a member of SIFA. Martin usually attends twice-yearly three day conferences which have a big component of professional development and continuing financial education. Martin Hawes has kept up to date by reading widely in the field of personal financial planning. The writing of books and articles and seminar presentations make continuing research a necessity. He keeps his knowledge updated by reading a wide range of relevant overseas books, web sites, newspapers and magazines and has also built up an extensive network of finance industry contacts in New Zealand. Martin is a member of the Central Otago Financial Network (an informal group of financial advisers including accountants, share brokers, financial planners, bankers, financial journalists, etc.) which meets monthly in Queenstown to discuss financial affairs.

How can I help you?

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

- Financial advice
- Investment planning services
- Discretionary investment management services.

When I do this, I will be able *to give you advice about:* financial products provided by a broad range of organisations.

Services and products I provide

As part of providing you with financial adviser services, I provide advice and services in the following subject matters:

- Financial goal setting
- Budgeting
- Asset allocation
- Investments
- Wills/succession/family trusts
- Insurance
- Taxation structures
- Debt management

Products on which advice is given

Martin Hawes and Baker Hawes Consultants Ltd advise on all types of investments: shares (equities), property, bonds and deposits. The primary focus area is to advise on a client's asset allocation. Martin Hawes and Baker Hawes Consultants Ltd do not sell investments, give advice on specific investments nor manage clients' investment funds.

Product Providers

I do not sell investments or insurance products or give financial advice on specific investments or insurance products. I therefore do not deal with any product providers.

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

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.

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 give *you advice* or provide *a service* or, if that is not practicable, as soon as practicable after I give you that advice or provide that service.

Fees and benefits received by me and/or Baker Hawes Consultants Ltd

Our remuneration is strictly fee for service – neither the company nor Martin Hawes have ever taken commissions or payments of any kind which are not direct from the client. Our standard financial advice package (wealth planning) usually attracts a fee of \$4,700 plus GST, however other arrangements may be made from time to time with an agreed fee or means of charging (i.e.: hourly rate). At all times the agreed fee or the agreed means of charging will be in the Statement of Engagement. Any discounts to clients will be based on their ability to pay. The fee that is agreed includes all incidentals. The agreed fee is the total remuneration. Martin

Hawes, Baker Hawes Consultants Ltd or associated companies or trusts do not accept commissions from any third party and have no license or agency agreements with any other parties.

Non-monetary benefits (soft dollar disclosure)

Martin Hawes and Baker Hawes Consultants Ltd may receive or accept non-monetary benefits (such as a bottle of wine at Christmas time, a free calendar, pen or book, the occasional luncheon, drinks after a briefing session, invitations to sporting events, subsidised professional development, discounted training courses or office supplies, etc.) from other financial services industries.

Procedures for handling investment money or investment property

Martin Hawes and Baker Hawes Consultants Ltd do not accept clients' investment funds and therefore have no method or procedure for handling clients' money. At no time have they nor will they place investments nor accept funds for investment on behalf of clients.

Record Keeping

I do not handle investment money or investment property for the clients and hence I do not have to keep any records relating to the investment of client money or client property.

Other interests and relationships

At times Martin Hawes will recommend other advisers. Martin Hawes, Baker Hawes Consultants Ltd or associated companies and trusts do not have any financial arrangement with these advisers and do not take commissions from any party. They have no interest in any business, company or organisation that would reasonably influence the advice given. Martin Hawes, Baker Hawes Consultants Ltd or associated companies or trusts have no financial interest in or any formal relationship with any other financial adviser or service provider. Recommendations and referrals are made in good faith and while they take all care, Martin Hawes or Baker Hawes Consultants Ltd does not guarantee the performance of third parties.

Professional memberships

Martin Hawes is a member of the Society of Independent Financial Advisers and complies with the SIFA code of ethics.

Professional indemnity insurance cover

Martin Hawes does not have professional indemnity insurance.

No criminal convictions

1. In accordance with the Securities Markets Act 1988, I hereby certify that in the preceding five years, neither I nor any principal officer of Baker Hawes Consultants Ltd have been:
 - (a) Convicted of an offence under the Securities Act 1978, the Securities Markets Act 1988 or the Investment Advisers (Disclosure) Act 1996, or of a crime involving dishonesty (as defined in Section 2(1) of the Crimes Act 1961).
 - (b) A director or principal officer of a company that committed an offence under any of the Acts listed above or an offence involving dishonesty as defined above.
 - (c) Adjudicated bankrupt.
 - (d) Prohibited by law from taking part in the management of a company or a business.
 - (e) The subject of an adverse finding by a court in any proceeding taken against me in my capacity as an investment adviser, or
 - (f) Expelled from or have been prohibited from being a member of a professional body.
2. I also certify that neither Baker Hawes Consultants Ltd nor any of its principal officers has been placed in statutory management or receivership in the preceding five years.

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.

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

You can contact Financial Dispute Resolution (FDR) at:

Address: PO Box 5730, Wellington

Telephone number: 0504 337 337

Email address: info@drsl.co.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 a *registered financial services provider* at <http://www.fspr.govt.nz>.

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

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

Declaration

I, Martin Hawes, 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.