



Financial Services Guide - Part 2

Version Number: 25.02, 23 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. Paragem Pty Ltd ('Paragem'), has authorised your adviser to distribute this FSG.

The financial services provider

Your adviser is authorised to provide financial services as:

An authorised representative of Paragem AFS licence no. 297 276, ABN 16 108 571 875, authorised to provide the financial services described in this FSG through Ford Scott Financial Planning Pty Ltd, ABN 67 009 566 161, trading as Ford Scott. ASIC ID number 000313595.

Referral arrangements

Ford Scott Financial Planning 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 Ford Scott Financial Planning Pty Ltd.

Please refer to FSG Part 1, for further information on other relationships that might influence Paragem 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:

- **Advice Preparation and Implementation Fees:**

The fee for the preparation and implementation of our advice is calculated as follows:

- Our minimum fee is \$2,200.00.
- Our maximum fee is \$40,000.00.

- **Ongoing and Fixed Term Service Fees:**

These are the fees you pay when you agree to receive our ongoing or fixed term advice. Our services will be agreed with you in a Client Service Arrangement.

- Our minimum fee is \$2,200.00.
- Our maximum fee is \$100,000.00.

Note: All fees are inclusive of GST.

Our contact details

Name: Luke Oakes

Practice Name: Ford Scott Financial Planning Pty Ltd

Website: <https://www.fordscott.com.au/>

Office Address:

Level 1, 31 Davey St, Hobart, TAS 7000

Phone: 03 6224 4011

Mobile: 0407 091 983

Email: luke.oakes@fordscott.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 have authorised us to work with (e.g. your accountant or tax adviser)

Ford Scott Financial Planning 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.

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

About Luke Oakes

The Authorised Representative number for Luke Oakes is 000330331 and their details are available on the [Financial Advisers Register](#).

What experience does the adviser have?

Luke has been employed as a Financial Adviser for more than 15 years. Luke is focused on providing high quality and personally tailored financial advice that meets the requirements of his clients.

Luke has extensive experience in all forms of Financial Planning, whether it be the early stages of wealth creation, or preparing strategies for clients addressing their Retirement & Estate Planning needs.

Luke also advises on Business Succession Planning and has excellent knowledge of asset structures such as trusts, companies and superannuation.

What qualifications has the adviser completed?

Qualification Name
Bachelor of Economics
Advanced Diploma of Financial Services (Financial Planning)
FPC002B Ethics and Professionalism in Financial Advice
Accredited Aged Care Professional
Accredited Listed Product Adviser Program
Self-Managed Superannuation Funds

What products and services can the adviser provide?

Luke Oakes is authorised to provide the following products and services:

- Deposit and Payment Products – Non-Basic Deposit Products
- Government, Debentures, Stocks or Bonds
- Life Products – Investment Life Insurance Products
- Life Products – Life Risk Insurance Products
- Managed Investment Schemes, including IDPS
- Retirement Savings Account Products
- Securities
- Superannuation - All
- Tax (Financial) Advice

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 Paragem who will pay up to 100% of those fees and commissions to Ford Scott Financial Planning Pty Ltd. Ford Scott Financial Planning Pty Ltd may pass on up to 100% of those fees and commissions to Luke Oakes.

Luke Oakes is an Employee and Shareholder of Ford Scott Financial Planning Pty Ltd and receives a salary and bonus and dividends.