

# FINANCIAL SERVICES GUIDE

## INTERNATIONAL STOCK REPORT

### What is the purpose of this Financial Services Guide?

This Financial Services Guide (FSG) provides you with information about International Stock Report (ISR) to help you decide whether to use the services it offers.

It explains:

- the services offered by ISR;
- how ISR is remunerated; and
- how complaints against ISR are dealt with.

This is an important document and ISR has authorised its distribution to you.

### Who is ISR?

ISR is an Australian boutique financial services company. It is licensed under the Corporations Act to provide the services outlined below. ISR's goal is to assist clients to build wealth and to manage risk through the publication of stock advisory newsletter services focussing on stocks and indices worldwide. ISR holds Australian Financial Services Licence 310748 and acts for itself when providing the services under the AFS licence.

### What services can ISR provide?

Under its AFS licence, ISR is authorised to carry on a financial services business to provide general financial product advice in relation to basic deposit products, securities and derivatives, through the publication of the stock advisory newsletters, as well as referring clients to selected licensed brokers (**Services**). The publications comprise the following:

- US Momentum Trader – a daily service with individual trade targets of 5-20%, lasting anywhere from 1 - 30 days.
- US Sniper Trader – a daily service with short term, individual trade targets of 3%, lasting anywhere from 1 – 5 days.
- US Weekly Trader – a weekly service with medium to long term targets of 20+%, lasting 6 or more weeks.
- World Indices Trader – a daily CFD service with individual trade targets of 5-20%, lasting from 1-30 days and comprising Indices CFDs.
- Asia Trader – a daily service with individual trade targets of 5-20%, lasting anywhere from 1-30 days.
- Australia Trader – a daily service with individual trade targets of 5-20%, lasting anywhere from 1-30 days.

The publication also contains what is known as “model portfolio” in relation to particular securities. A model portfolio of a stock is a recommendation on entry, exit, target and stop loss prices derived from technical analysis. You may, but are

not obliged to trade the recommended model portfolio.

### ISR's research process

ISR provides financial market research services to subscribers based predominantly on technical analysis. Our research analysts are well trained and dedicated to providing the highest quality research incorporating the latest up-to-date information to ensure at the time of publication we are providing the most accurate information.

Technical Analysis (also known as “charting”) examines the trading history (i.e. price and volume) of a particular security by overlaying various programmed statistical tools that together give likely indications of future movements in the market for that security. This analysis aims to identify future market behaviour, based on on-going refinement of historical analysis, which has been and is likely to be a precursor to a significant positive or negative move in the price for that security. The analysis is only as current as the market data analysed, so if the analysis of the day's market trading is done that night, consideration must be given to overnight domestic and international developments when considering the trading opportunities for the next day.

Technical Analysis tools and research give no consideration to the activities and commercial environment of the issuer of the security, focussing solely on the behaviour of buyers and sellers in the market for that security across various time horizons. That said, the market and commercial environment cannot be disregarded.

Full details of the publication may be viewed at our website [www.internationalstockreport.com.au](http://www.internationalstockreport.com.au). Should you wish to commence trading with CMC Markets Asia Pacific Pty Ltd (CMC), you may contact them directly to execute your CFD or Securities trades. CMC will provide you with a Product Disclosure Statement setting out the terms and conditions of its services.

### General financial product advice

The decision to enter or exit a trade is a decision for you. ISR only provides you with information based on technical analysis, which is of a general nature only. We do not take into account your personal objectives, financial situation and needs. It is, therefore, strongly recommended that a licensed financial adviser or broker be consulted about your risk tolerance, capital allocation decisions and before a trade is executed.

### Will you provide me with advice which is suitable to my needs and financial circumstances?

ISR is only authorised to provide you with **general advice** in relation to its Services. We cannot provide advice of any kind in relation to any other interests, financial products or other investments. Therefore, we will not take into account your particular investment objectives, financial situation and needs when giving you information and advice about the Services. Any information you have requested or have discussed with us will be regarded as general advice. Before deciding whether to participate, you should assess whether the information or general advice is appropriate to your particular needs, objectives and financial circumstances. If you would

like assistance with this, you should consult an appropriately licensed financial advisor or broker before you participate.

### **How do I give information to ISR?**

You can give us your information or make enquiries by telephone, post, fax or email, using the details provided below. In some cases, however, you will need to complete and return certain documents, such as the subscriptions agreement.

### **How will I pay for the Services?**

Subscription fees apply to all ISR Services as follows:

US Momentum Trader	AUD \$1250.00 p/a
US Sniper Trader	AUD \$1250.00 p/a
US Weekly Trader	AUD \$880.00 p/a
World Indices Trader	AUD \$1250.00 p/a
Asia Trader	AUD \$1250.00 p/a
Australia Trader	AUD \$1250.00 p/a

All subscription fees are inclusive of GST.

You may cancel your subscription at any time. ISR does not refund any unused portion of prepaid subscriptions.

If you choose to open an account and execute trades with CMC, you will be charged fees in accordance with CMC's Product Disclosure Statement.

### **How do ISR and its employees get paid?**

The subscription fees paid may ultimately benefit ISR, its directors and employees. Please note that ISR employees receive a salary. Employees may also receive benefits based upon bonuses at the discretion of ISR directors, having agreed to standards of service and feedback, the level of revenue they generate and reaching a range of personal performance targets.

### **Commissions and benefits**

We have a referral and introduction relationship with CMC. CMC are licensed to deal in derivatives. This introduction relationship means that we may introduce you to CMC so that CMC may provide dealing services to you for the acquisition of securities or CFDs.

We will simply make the introduction via our website by allowing CMC to advertise with us. The decision to acquire any products which may be provided by CMC or whether you wish to use the services is solely your decision. We do not provide personal advice in respect of any dealings you may have with CMC nor do we advise you personally or otherwise to accept the services of CMC.

The commission payable to us by CMC is dependent upon whether those clients agree to use CMC's services and place trades. The commission is calculated as a percentage of total full commission trades which the clients place with CMC. We may receive between 0% and 50% of the full trade commissions that CMC receives from the introduced clients.

### **What fee does the person who referred me receive?**

If you have been referred to us by someone who is an existing subscriber of our Services (the referrer), we will give the referrer a \$150 cash rebate. The rebate will only be given if you take up subscription past the trial period.

### **Disclosure of Interest**

Except as disclosed in this FSG, we do not have any relationships or associations which might reasonably be expected to be capable of influencing the way we provide our Services to you.

### **Who can I complain to if I have a complaint about the Services provided to me?**

If you have a complaint about the Services provided to you, you should take the following steps:

1. Contact us and tell us about your complaint.
2. If your complaint is not satisfactorily resolved, you may lodge a formal complaint with the Complaints Manager and forward it to:

The Complaints Manager  
International Stock Report  
Level 3, 85 Macquarie St  
HOBART TAS 7001  
Toll Free: 1800 159 733

3. If you still do not get a satisfactory outcome after 90 days, you may be able to lodge a complaint with The Financial Industry Complaints Scheme Limited (FICS). You can write to FICS at PO Box 579, Collins Street West, Melbourne VIC 8007 or call them toll free on **1 800 335 405**.
4. Please note that the Subscription Agreement that you enter into for the Services requires you to refer a dispute or difference in respect of the agreement to arbitration, if you do not refer the dispute or difference to FICS, or if the dispute or difference does not fall within the jurisdiction of FICS. Any decision of FICS or the arbitration in respect of a dispute or difference relating to the Services will be final and binding.

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### **Issued by:**

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