

Rural Funds Management Ltd

ABN 65 077 492 838
AFSL 226701

Level 2, 2 King Street Deakin ACT 2600
Locked Bag 150 Kingston ACT 2604

P 02 6203 9700

F 02 6281 5077

W www.ruralfunds.com.au

Adviser Services 1300 880 295

Investor Services 1800 026 665

Financial Services Guide

Australian Financial Services Licence 226701

This guide is dated 1 January 2010 and is subject to change without notice.

Introduction

This Financial Services Guide (FSG) is an important document which we are required to give to you under the requirements of our Australian Financial Services Licence. It provides you with information about Rural Funds Management Ltd (RFM) ('RFM', 'we', 'our' or 'us') and outlines the types of services and products we can offer to you. It also explains our service fees and charges and how we are remunerated and includes details of our internal and external complaints handling procedures and how you can access them.

The information contained in the FSG is general information only and has been prepared without taking into account any particular person's financial situation, needs and objectives. We provide no warranty regarding the suitability of any of the services described in this FSG for any person.

RFM provides professional funds management and farm management services to agricultural managed investment schemes.

RFM products are promoted through financial planning, accounting and stockbroking firms. RFM itself does not provide financial planning services or personal financial product advice to retail investors.

To invest in our product you must complete the application form attached to the relevant Product Disclosure Statement (PDS) or other disclosure document. The PDS contains information about the particular product and will assist you in making an informed decision about that product.

Your Guide

You have the right to ask us about our charges, the type of advice we provide, and what you can do if you have a complaint about our services. Key information is set out in answer to the questions below.

If you need more information or clarification, you can:

- call Investor Services on 1800 026 665;
- visit our website at www.ruralfunds.com.au;
- write to us at Locked Bag 150, Kingston ACT 2604; or
- email us at investorservices@ruralfunds.com.au.

1. Before you obtain our advice

Your questions

Our answers

Who is my representative?

RFM does not offer or provide a financial planning service or personal financial advice.

You should refer to the Rural Funds Management Representatives section attached to this guide to see which RFM personnel are RFM Representatives.

Each representative is a relevantly trained employee of Rural Funds Management Limited, Level 2, 2 King Street, DEAKIN ACT 2600.

Rural Funds Management Limited is an Australian Financial Services Licensee under the Corporations Act. RFM, and RFM employees are authorised under this licence to give general product advice only.

Who will be responsible for the advice given to me?

The RFM representative will be acting on behalf of Rural Funds Management Limited not you. RFM is ultimately responsible for any general product advice provided by an RFM representative. RFM, and its representatives, are not authorised to give personal financial advice, and RFM takes no responsibility for any personal advice that may be given by its representatives.

Rural Funds Management Limited is a member of the Financial Industry Complaints Service, a dispute resolution scheme approved by ASIC.

What advisory services are available to me?

Rural Funds Management Limited is a specialist funds management company authorised to offer a range of financial services including:

- Giving general financial product advice;
- Dealing in a financial product; and
- Operating registered managed investment schemes.

We offer advice and ongoing service solely on the nature and details of the investments and Product Disclosure Statements (PDS), prospectuses or other disclosure document that we are offering and managing.

We do not offer or provide a financial planning service or personal financial advice.

We do not consider individual circumstances and we make no warranty or representation that RFM's products are suitable for your individual circumstances. RFM recommends that you seek the advice of a licensed financial planner to ensure the suitability of this product for you.

We do not, in any way, monitor individual investments.

What fees do RFM receive?

If you invest in a product we offer, RFM will be entitled to receive remuneration arising from the conduct of its duties as the responsible entity of the managed investment schemes in which the relevant product is issued. This remuneration may include management costs such as management fees, withdrawal fees and transaction costs associated with the relevant product. The remuneration we will receive varies from product to product and is disclosed in the relevant PDS or other disclosure document for each particular product.

RFM does not receive any fees in relation to the provision of general financial product advice fees because we do not provide personal advice to you nor do we act on your behalf.

What insurance arrangements does RFM have in place?

RFM has taken out professional indemnity insurance which satisfies the requirements for compensation arrangements under section 912B of the *Corporations Act 2001* which covers its conduct in relation to the provision of financial services to its clients. This insurance covers claims in relation to the conduct of RFM's representatives and employees whose conduct gave rise to a claim under RFM's policy of insurance notwithstanding that the representative or employee may no longer work for RFM.

2. When you get our advice

Your questions

Our answers

What commissions, fees or other benefits are received?

RFM and its employees do not receive any fees or commission in relation to the provision of general financial product advice.

RFM's employees are paid salaries, bonuses and other benefits directly from RFM..

You may receive personal financial product advice in relation to the products we offer from financial advisers that do not work for RFM. These advisers may receive remuneration from us. The adviser's remuneration is included in the fees you pay when investing in our products.

The amount of remuneration we pay advisers varies from product to product and is disclosed in the 'Fees and Other Costs' section of the relevant PDS for each of our products.

Generally, financial advisers' entitlements to commissions paid from managed investment schemes operated by RFM is calculated by reference to the total amount invested in our products by an investor as a result of a referral made by the financial adviser. Financial advisers may be entitled to upfront commission paid to the adviser at or around the time the investor makes an initial investment, calculated at up to 3% of the total amount invested, and trailing commission paid annually to the adviser, calculated at up to 0.50% of the value the investor's investment at the end of the relevant period.

Your adviser is also required to disclose the remuneration and commissions they receive in a Statement of Advice which they must give to you at the time personal financial product advice is given or as soon as practicable after that time.

We do not pay commissions or provide other benefits to third parties for referring customers to us.

Will you give me advice that is suitable to my investment needs and financial circumstances?

No. RFM provides general product advice only, not personal advice.

We suggest that you consult a financial adviser to check that the RFM product you are considering is suitable for your investment needs and financial circumstances.

If you choose to invest directly with RFM, we assume that you have obtained the appropriate level of advice and have decided this product is a suitable investment for you.

Will I be provided with a PDS or other disclosure document from RFM?

Yes. Prior to investing in any of the schemes operated by RFM, you will be provided with a PDS or disclosure document which sets out information which will assist you in determining whether an investment in the scheme is appropriate. RFM encourages all potential investors to read the PDS or other disclosure document carefully before investing in order to ensure that the scheme is appropriate for them and where considered necessary seek appropriate professional advice.

What should I know about any risks of the investments you recommend to me?

The risks of RFM's products are disclosed in the relevant PDS or disclosure document. If you have further concerns you should engage an independent licensed financial planner, or stockbroker to explain any significant risks to you.

Can I tell you how I wish to instruct you to buy or sell my investments?

Yes. You may specify how you would like to give us instructions. For example by mail, telephone, fax or other means.

3. If you have any complaints

Your question

Who can I complain to if I have a complaint about the RFM Service?

Our answer

If you have a complaint about the service we provide, you should take the following steps:

1. Contact your RFM representative and tell your RFM Representative about your complaint.
2. If your complaint is not satisfactorily resolved within 5 business days, please contact the Compliance Manager at Rural Funds Management Limited on 02 6203 9700 or put your complaint in writing and send it to us at Locked Bag 150, Kingston ACT 2604. We will try and resolve complaints quickly.
3. RFM aims to resolve complaints within 45 days.
4. If at any time you are not satisfied that your complaint is being dealt with appropriately, you can contact:

Financial Ombudsman Service
Investments, Life Insurance & Superannuation
GPO Box 3
MELBOURNE VIC 3001
Tel: 1300 780 808
Fax: (03) 9613 6399
Website: www.fos.org.au
Email: info@fos.org.au

The Australian Securities and Investments Commission (ASIC) also has a freecall Infoline on 1300 300 630 which you may use to make a complaint and obtain information about your rights.

4. Privacy Statement

Your Question

Our Answer

What does the new Privacy Act mean to me?

Since December 2001, laws have protected the privacy of your personal information where held by certain private sector organisations.

These new laws apply to RFM. From time to time, your adviser may need to provide your information to RFM to enable fulfilment of licensed dealer obligations and the provision of other services to you. RFM must, as a result, provide you with the following information in respect of its handling of your personal information.

RFM from time to time collects personal information about you from your financial adviser.

What is my personal information used for?

Your personal information is used to:

- Assist your financial adviser in providing advice to you;
- Administer and manage your assets;
- Facilitate RFM's internal business operations, including fulfilment of any legal requirements;
- Analyse products and customer needs and develop new products;
- Communicate with you and provide you with promotional information; and
- Carry out confidential maintenance and testing of computer systems.

Who else will receive access to my personal information?

RFM may disclose your personal information (as necessary):

- On a confidential basis to industry bodies, our agents, contractors or third party service providers that provide financial, administrative or other services for the purposes of RFM's business or your investments;

- Where the law requires us to do so; and
- If you consent.

From time to time, your financial adviser may provide you with marketing material prepared by RFM. If you do not want to receive such material at any time in the future, please contact your adviser.

How do I access information you hold about me?

You are entitled at any time to request access to personal information held by RFM about you and request information to be corrected where you believe it is incorrect or out-of-date.

No fee will be charged for an access request, but we may charge you the reasonable costs for providing you with copies of any information you have requested, if complying with your request requires considerable time or expense on RFM's part.

Access can be requested via your financial adviser or by contacting Investor Services on 1800 026 665.

RURAL FUNDS MANAGEMENT REPRESENTATIVES

This document should be read in conjunction with the Financial Services Guide provided to you.

Who are the representatives of RFM?

Qualifications & Experience

Andrea Lemmon

Diploma Financial Planning. Executive Director of RFM, 16 years experience in the financial planning and funds management industry.

George Deligiannis

Completed DFP 1 & 3, Current position, RFM Director of Sales and Distribution with over 25 years experience in the funds management, insurance and superannuation industry.