



ON THE PULSE

Fortuna launches new app

Here at Fortuna Advisory Group, we're always striving to make our clients' accounting experience as simple and as seamless as possible.

In the same stride, we give you the Fortuna Advisory Group App. With this free cutting-edge App you can now manage your finances and income on the go, all from your mobile phone.

"The App is not here to replace us, we're always available, in person, to offer confidential advice tailored to clients' needs" said Dinesh and added, "... this App gives users financial management and control in the palm of their hand, at any time, day or night".

Whether you're employed or self-employed, this App is expected to help manage your money effectively and save time and administrative costs.

Now you can also say goodbye to paper receipts. The App allows you to photograph your originals, categorize them suitably and export them into a spreadsheet format, ready to be emailed at tax time. Never again will you have to worry about losing a receipt or taking up valuable office space with piles of paper.

Simply search for 'Fortuna Advisory Group' on your Apple store or Google Play store (for Android or other users) and download the app for free.

The App is packed with powerful features, some of which are briefly outlined below:

- **Income Manager** – You can log your income, ready to export and send directly to us.
- **Receipt Manager** – Take photos of your receipts on the go, quick and easy.
- **Logbook** – Make sure your mileage claims are always accurate with background GPS tracking. This helps particularly those using cars primarily for work purposes.
- **Calculators** – Various calculators at your disposal are expected to help keep better control. These are awesome!
- **Currency Converter** – Going on holiday, or your next business trip? Manage your currency calculations in-App.
- **Tax & Finance** – Get access to tax tables, important financial dates and business news, updated regularly.
- **Blog & Events** - Stay updated with the latest information concerning our upcoming events and read through some thought provoking insights in our weekly blogs.
- **Connect with us** – Whether to book a meeting or to leave your feedback, this app helps you and us stay connected all the time.

At A Glance

Page

- 2 [Don't Miss](#)
- 2 [Industry Trends & Updates](#)
- 3 [Our Valued Client Mandurah Dental Surgery](#)
- 4 [Tips from Tony Smith](#)
- 4 [Employer of Choice](#)
- 4 [What's On](#)

"Fortuna has done my business's tax returns for the past few years and I have found them easy to deal with, very knowledgeable and prompt in the return.

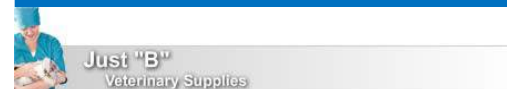
I've had to ask for extra work done, regarding my selling the business and they have been most helpful.

I wouldn't hesitate to recommend Fortuna for any accountancy work as they are the best accountants I've ever dealt with!

I would highly recommend Fortuna and all their services to any business."

- Brigitte Black

*Proprietor
Just 'B' Veterinary Supplies*



Don't Miss

Deadlines:

21 Feb	Lodge and pay Jan 2018 monthly activity statement.
28 Feb	Lodge tax return for non-taxable large/medium entities as per the latest year lodged (except individuals).
31 March	Tax Returns for companies/SMSF with income > \$ 2 mn.
21 April	March '18 IAS
28 April	Q3 BAS (Paper lodgement)
28 April	Last date for Q3 Super guarantee contribution payment
15 May	2017 Tax Returns for all remaining entities
21 May	April '18 IAS
21 May	Last date for lodging FBT Return (Paper lodgement)
28 May	Pay FBT Annual Return due date
5 June	2017 Tax Returns for all remaining entities where tax return is not required earlier

Industry Trends & Updates

Winemakers celebrate record growth in exports



Australian winemakers are showing a renewed spring in their step, with export figures released showing record growth in 2017, a buoyancy not seen in the industry since 2004.

The value of wine exports has increased by 15 per cent in the past year to \$2.56 billion and it was also a record year for volume, increasing 8 per cent to 811 million liters.

The export figures were driven largely by exports to China, a market that had increased by 63 per cent in the past year.

(Source: ABC News)

Investors move on Perth seeking value

Foreign investors made their mark on Perth, accounting for more than half the purchases in the CBD office market in the past two years.

According to Global Real Estate Service Provider, Savills Australia, about \$700 million worth of transactions were recorded during 2017—up from \$691 million in 2016 and \$247 million in 2015.

(Source: Business News)

Wrecking yards in decline as car buffs buy online

Australian wrecking yards are shutting gates struggling to compete with cheap online auto spares and illegal backyard recyclers. The pressure has resulted in about 10% annual reduction in legitimate wreckers last year.

(Source: The Sunday Times)

The taxman is after your bitcoin profits

The Australian Taxation Office believes bitcoin, ripple, ethereum and hundreds of other digital currencies are "a form of property".

"Any financial gains made from the selling of bitcoin will generally be subject to capital gains tax (CGT) and must be reported to the ATO," a spokesperson from the tax office said.

(Source: ABC News)

WA's economy bounces back after barren years

All the signs indicate that WA is finally beginning to flourish once again after four barren years. The State added 20,000 jobs since the start of 2017 and both rent and house prices are holding steady after more than two years of decline. Comments from the Treasurer send a clear message: the days of doom and gloom are in the rear view mirror.

(Source: Perth Now)

Biz Quotes

On recommendation from a client, we included this 'Inspirational Quotes' section. If you come across something you like, please send it to admin@fortunaadvisors.com.au for the next issue

It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently.



Warren Buffett
CEO, Berkshire Hathaway

2

On The Pulse



NOW, BE YOUR OWN CFO WITH

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OR www.fortunaadvisors.com.au/fortun8

Among Our Valued Clients

Mandurah Dental Surgery

"We strive to maintain an exceptional personalized patient service with an eye for precision & ear to listen"

– Dr Anil Bhattiprolu

For healthy teeth and gums, it is important to visit your dentist regularly and to maintain good oral hygiene. Mandurah Dental Surgery is a class apart practice and provides a range of services aimed at helping clients keep their teeth for life.

The practice is one of the few that offer sleep dentistry and intravenous sedation, which



ensures a more comfortable procedure for nervous patients. In addition, it also provides cosmetic, general and restorative dentistry services, including dental implants, dentures, crowns, bridges and teeth whitening. Led by Dr Anil Bhattiprolu, the expert team of dentists also fits mouth guards and fillings, performs tooth extractions, works with wisdom teeth, and carries out surgical procedures.

The practice takes pride in the quality of comprehensive care they offer and endeavor to make clients' visits pleasant every time. In brief, Mandurah Dental Surgery aims at helping clients keep strong healthy teeth that not only gives a good impression and boosts confidence, but also assists in maintaining overall good health.

The group also has a second practice in Mandurah by the name of Peel family dental and a third practice at Ascot known as Ascot Dental Care.



From the Owners' Desk

What makes your organisation different from any others?

We go the extra mile to provide the best solutions for our patients, with a passion for excellence and an appreciation of the finest quality.

What is the toughest challenge that your organisation has been faced with and how did you overcome the same?

Money does not buy everything but the reality is that everything you want to buy needs money. Due to these money challenges, we had to set realistic goals and expectations, which was a tough one for us.

We found Fortuna on google after exploring a couple of other accountancy firms which offered a complementary consultation service. Fortuna however, showed us the value of having an active accountancy firm by our side and helped us set and reach our goals.

What is your agenda/ vision for the business over the next 3 to 5 years?

Our Vision is to grow the number of dental practices to 5 practices by 2020 with 2 dentists working in each practice in WA & then start exploring the dental practices in

eastern states, as we strongly believe the sky is not the limit.

What can small and medium business owners learn from your organisation?

We honestly believe every business is different and so is every individual. We have learnt over the years to do what you are passionate about & give it 100%. Be a purple cow, which means do things differently & you will definitely stand out.

Fortuna has been acting as your Accountants & Business Advisors. What do you feel are its key contributions toward your business?

Fortuna has been of great support in directing us rightly, contributing towards our objectives and keeping track of all the "NUMBERS". Their contributions are absolutely helping us in moving forward each day towards our goals!!!



Dr Anil Bhattiprolu
Principal Dentist



May Ruparel
Practice Manager

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Tips from the Expert

Save Interest on Investment Property lending.



Tony Smith

If your investment home loan interest rate begins with a "5", you need to read this article as it could be starting with a "3"

It's a tough market for most residential property investors at present, but there are still some opportunities to save significant interest in this area.

The crack down by the bank regulator, APRA over the last 12 months or so has seen a substantial tightening of residential investment.

To cool down this market, comply with their lending restrictions and restructure their loan books, many lenders have taken measures that have had a dramatic effect on clients with residential investment lending. Primarily these changes have been in the following area's:

- Reduction of LVR (loan to value ratio's) for investment lending.
- Removal of standalone investment lending.
- Additional rate loading for investment lending.
- Additional rate loading for interest only loans.

The last two of the above points have had the greatest impact on our clients. For example, the additional rate loading for investment interest only lending can add between 0.4 to over 1% as compared to the owner occupier rate with principle and interest repayments.

One of our major banks currently has Residential Investment Interest Only repayments on a \$500,000 loan @5.64%, where the Investor P&I rate is 5.20% and their Owner Occupier rate is 4.62% (all under their professional discounts package, as of 22/01/2018). Maximum 1.02% difference.

It has become questionable whether interest only loans are suitable for residential investment lending as even a 0.4% variation in the interest rates means significant additional interest expense. Using the above example, the loan repayment on a 30 year loan would be:



\$2349 per month interest only (total interest in year 1 = \$28,200)

\$2745 per month principle and interest (total interest in year 1 = \$25,832)

Saving of \$2368 interest in the first year, with extra repayment amount of only \$396 per month.

So how can you save interest on your residential investment property loans ?

- 1.Call your current lender and let them know you are unhappy with the rate and ask for a discount. You may be surprised how much they may drop your rate. It is certainly worth a 10 min call.
- 2.Call us to see what alternatives are available.

At Fortuna Smart Finance, we have access to a range of lenders and keep on top of current market trends and special offers in the finance market place.

Currently one of our lenders has a special where for loans where LVR is up to 80%, the investment rates are 3.89% (4.04% comparison rate*) using principle and interest repayments.

Using the previous \$500,000 loan example, the saving in interest using P&I repayments option could be as high as 1.31% (5.2% – 3.89%) which equates to a \$6544 saving in the first year or \$545 per month.

Yes you read correctly, \$545 per month!

Standalone owner occupier loans are also available from 3.68% (3.83% comparison rate*), so no need for non-investors to miss out on savings either.

CALL US TODAY on 9240 4211 or email us at tony@fortunaadvisors.com.au

- Tony Smith

Director, Fortuna Smart Finance
Australian Credit Licence Number 479721

What's on

What sets us apart is our commitment towards the profession, to our clients and to keeping to our culture that advocates collaborative success. Over time, our events have become increasingly popular. They cover a range of topics that are vital to building a stronger business community.

Recently Held Events:



MD, Dinesh Aggarwal presenting Fortuna Foundation at the Fortuna WBA Sundowner



Fortuna Breakfast with the LinkedIn Guru, Darrel Griffin at Stirling Business Centre



Small business survival guide for JBA members by Stephen Gethin, Director, Fortuna Legal

UPCOMING EVENT

28th Feb: Fortuna Sundowner & Launch of Fortuna Mobile App

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On The Pulse

4

* Comparison rate warning

Comparison Rate calculated on a \$150,000 secured loan amount over a 25-year term.

WARNING: This Comparison Rate applies only to the example or examples given. Different amounts and terms will result in different Comparison Rates. Costs such as redraw fees or early repayment fees, and costs savings such as fee waivers, are not included in the Comparison Rate but may influence the cost of the loan.