



Australian Securities & Investments Commission

# ENFORCEABLE UNDERTAKING

# **AUSTRALIAN SECURITIES & INVESTMENTS COMMISSION**

Section 93AA Australian Securities & Investments Commission Act 2001

The commitments in this Undertaking are offered to the Australian Securities and Investments Commission ("ASIC") by:

# Neil Harvey John Fairhead

Formerly of;

-

now of;

1 Seaview Avenue

1 Rutherglen Court

Hallett Cove SA 5158

Aroona Qld 4551

# Background

- Neil Harvey John Fairhead ("Neil Fairhead") was from 31 March 1998 to 23 August 2000, a director of Onkourse Pty Ltd ACN 061 000 646 ("Onkourse") which traded as Oncourse Resource Group and Oncourse Financial Group. From 14 January 2000 to 14 December 2000 Neil Fairhead was a director of Brink Technology Pty Ltd ACN 091 194 937 ("Brink"). He has been from 20 October 1999 and is currently a director of Earn & Learn (Educational Systems) Pty Ltd ACN 090 045 088 ("Earn & Learn").
- From 21 July 1993 until it was placed under external administration in February 2001, Onkourse operated a financial services business. From about 31 March 1998, Onkourse's business included mortgage refinancing and arranging a line of credit, arranging insurance, accounting services, business development and wealth creation. Under the banner of its wealth creation activities, Onkourse sought investment funds from its clients and others for specific purposes or schemes.
- ASIC is investigating the activities of Onkourse and persons and entities associated with Onkourse and ASIC is of the view that this fundraising was carried out in contravention of Chapter 5C of the Corporations Law.
- Some of the fundraising was for schemes external to Onkourse and its associates, including schemes known as Netlink, Eboxes. The Southern Australia Shipping Company Pty Ltd ACN 086 259 145 ("SASCO") and National Internet Service

Provider Project ("NISPP"); other fundraising was conducted for schemes or entities associated with Onkourse or its directors, including Earn and Learn and Brink.

- Monies received by Onkourse, including fees and commissions and investor funds were frequently paid into Onkourse's operating account and applied without regard to the origin of the funds and the purpose for which they were received. Although ultimately several of the schemes received approximately the amount of funds raised for that purpose, Onkourse's books and records did not distinguish or separate the funds or reflect to whose account the funds should be credited.
- Money was paid from Onkourse's account on a needs basis, whether for Onkourse's activities, director's fees and expenses or investment funds including investment funds for Earn & Learn and Brink. Onkourse's books do not clearly set out how much was raised and how much was paid out to each scheme entity, although it is clear that not all investor monies raised for these schemes went into the schemes.
- In particular in relation to NISPP, a total of \$377,500 appears to have been raised, the scheme did not proceed, and the investment funds were dissipated in Onkourse's operational costs.
- In addition, when NISPP investors sought refunds, some were offered a profit share in Brink in lieu of a refund. Brink received no money in exchange for that right. Neil Fairhead was a director of both Brink and Onkourse at the time of this arrangement.
- 9 In particular, ASIC is concerned that:
- 9.1 Meetings of Onkourse, Earn & Learn and Brink usually took place together and although it is claimed that the meetings took place sequentially, it is clear from the minutes that the business of the three companies was dealt with in a conglomerate manner
- 9.2 Funds of Onkourse, Earn & Learn and Brink, together with investors funds for other projects were intermingled in Onkourse's operating account;.
- 9.3 From at least July 2000 Onkourse was not generating enough in fees and Commissions to meet its outgoings and was using investor funds as operating capital;
- 9.4 From at least July 2000 Onkourse was trading whilst insolvent;
- 9.5 The affairs of Onkourse, Earn and Learn and Brink were not carried out with the required level of care and diligence by the directors,
- 9.6 Brink has suffered detriment from its officers offering interests in Brink without any consideration moving to Brink in return therefore;

- 9.7 The financial records of Onkourse, Earn and Learn and Brink do not adequately set out those companies' financial position
- 10 Neil Fairhead acknowledges ASIC's concerns set out above.

# Undertakings

- 11 Pursuant to Section 93AA of the Australian Securities and Investments Commission Act 2001, Neil Fairhead hereby undertakes:
- 11.1 For a period of ten years from the date of hereof, alternatively, from the date after the expiration of 5 years from the date hereof that Neil Fairhead satisfies the Assistant Director of Enforcement for ASIC's Adelaide office that he has successfully completed the Institute of Company Director's course for company directors, or an equivalent course approved by ASIC:
  - 11.1.1 not to be involved in the management of a corporation, other than Earn & Learn (Educational Systems ) Pty Ltd;
  - 11.1.2 not to do any act as an officer of a corporation other than Earn & Learn (Educational Systems) Pty Ltd;
  - 11.1.3 not to apply or permit another to apply on his behalf to be registered as a director of a corporation.
- 11.2 During the period of this undertaking, to advise the Assistant Director, Enforcement, of ASIC's Adelaide office of any change in business of Earn & Learn (Educational Systems) Pty Ltd from the promotion and sale of its "Pocket Pal" product.

# Acknowledgements

- 12 Neil Fairhead acknowledges that:
  - 12.1 ASIC may issue a media release on execution of this undertaking referring to its terms and the concerns of ASIC which lead to its execution;
  - 12.2 ASIC may from time to time publicly refer to this undertaking

- 12.3 ASIC will make this undertaking available for public inspection
- Neil Fairhead acknowledges that ASIC's acceptance of this undertaking in no 13 way derogates from the rights and remedies available to ASIC or any other person arising from any conduct described in this undertaking.
- Neil Fairhead acknowledges that ASIC's acceptance of an enforceable 14 undertaking does not affect ASIC's power to investigate a contravention arising from future conduct, or pursue criminal prosecution, or its power to lay charges or seek a pecuniary civil order.
- ve force until

15	Neil Fairhead acknowledges that this undertaking has no operative accepted by ASIC.
SIGNED by:	
This	day of 63 · 2002
In the	presence of:
Witne	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Name	CANY S. PUDDY (print)
Addre	Floor, 100 PIRIT ST ADELAIDE 5000
Securi Comm ASIC	EPTED BY the Australian ) ities & Investments ) hission pursuant to the ) Act 2001 section 93AA by its ) uthorised delegate )
Regio	Axford nal Commissioner South Australia alian Securities & Investments Commission
This	May of March, 2002

017029028



Australian Securities & Investments Commission

#### ENFORCEABLE UNDERTAKING

# AUSTRALIAN SECURITIES & INVESTMENTS COMMISSION

Section 93AA Australian Securities & Investments Commission Act 2001

The commitments in this Undertaking are offered to the Australian Securities and Investments Commission ("ASIC") by:

Mr Neil Harvey John Fairhead 1 Rutherglen Court, AROONA Qld 4551

### 1. Background

- 1.1 Neil Harvey John Fairhead ("Neil Fairhead") was a director of Onkourse Pty Ltd ACN 061000646 ("Onkourse") between 31/3/1998 and 23/08/2000
- 1.2 Onkourse Resources Group was a business name registered by Onkourse.
- 1.3 From March 1998 until about February 2001 Onkourse conducted a financial advice business.
- 1.4 Part of Onkourse's activities was characterised by Onkourse as "wealth creation" and involved the promoting of and accepting investment funds from clients to place in various schemes including National Internet Service Provider Project ("NISPP"), Eboxes and The Southern Australian Shipping Company Pty Ltd ACN 086 259 145 ("SASCO"), at varying rates of return.
- Onkourse also promoted and raised funds for Netlink, Earn & Learn (Educational Systems) Pty Ltd ACN 090 045 088 and Brink Technology Pty Ltd ACN 091 194 937.
- 1.5 ASIC is investigating the activities of Onkourse Pty Ltd and has formed the view that:
  - 1.5.1 Onkourse conducted an investment advice business
  - 1.5.2 Onkourse operated unregistered managed investment schemes

1.5.3 Onkourse conducted a securities business

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- 1.5.4 Onkourse did not hold a securities licence or a licence to offer investment advice.
- 1.5.5 Onkourse has engaged in conduct that was misleading and deceptive or likely to mislead or deceive in relation to its business activities
- 1.5.6 Onkourse did not attempt to match clients with products with an appropriate risk level to their needs
- 1.5.7 Onkourse did not keep investor funds separate from its operating funds
- 1.5.8 Neil Fairhead has been knowingly concerned in this activity by Onkourse
- 1.5.9 Neil Fairhead, is not an appropriate person to carry on a securites business or be involved in the securities or investment advice industry.

# 1.6 ASIC is concerned that Neil Fairhead

- bas not acted in the best interests of investors
- has not made adequate disclosure to investors
- has promoted investment products when he had no reasonable basis for the recommendations he made
- has not exercised due care in his dealings with investors
- has not adequately understood or appreciated his obligations at law with regard to investors
- did not hold a securities or investment advisor's licence, nor a proper authority relevant to the activity described at the time of giving investment advice and selling securities.
- 1.7 Mr Fairhead acknowledges ASIC's findings and concerns and in the light of those concerns he has provided the undertakings set out below.

# 2. Undertakings

- 2.1 Pursuant the section 93AA of the Australian Securities and Investments Commission Act, Neil Fairhead hereby undertakes that from the date of this undertaking, he will not directly or indirectly:
  - 2.1.1 carry on or hold out that he carries on, a securities business or a financial services business as defined in the Corporations Act;
  - 2.1.2 carry on or hold out that he carries on, an investment advice business;
  - 2.1.3 do an act as a representative of a securities dealer, an investment adviser or of financial services licensee;

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- 2.1.4 sell or promote investment in any scheme or project whether regulated or not;
- 2.1.5 sell or promote a financial product as defined in the Corporations Act;
- 2.1.6 be involved in a securities business or a financial services business as defined in the Corporations Act.
- 2.2 Neil Fairhead further undertakes that he will not directly or indirectly promote any product claiming to be an investment or financial management tool without first advising The Assistant Director, Enforcement of ASIC's Adelaide office of the product and his intentions and receiving from ASIC confirmation that Mr Fairhead's intended activities are not in breach of this undertaking.
- 2.3 Neil Fairhead further undertakes to complete a course of study in relation to financial advice approved by ASIC before applying for any variation in this undertaking.

# 3. Acknowledgments

- 3.1 Neil Fairhead acknowledges that:
  - 3.1.1 ASIC may issue a media release on execution of this undertaking referring to its terms and the concerns of ASIC which lead to its execution;
  - 3.1.2 ASIC may from time to time publicly refer to this undertaking;
  - 3.1.3 ASIC will make this undertaking available for public inspection.
- 3.2 Neil Fairhead acknowledges that this undertaking in no way derogates from the rights and remedies available to ASIC or to any other person or entity arising from any conduct described in this undertaking.
- 3.3 Neil Fairhead acknowledges that ASIC's acceptance of an enforceable undertaking does not affect ASIC's power to investigate a contravention arising from future conduct, or pursue a criminal prosecution, or its power to lay charges or seek a pecuniary civil order.
- 3.3 Neil Fairhead acknowledges that this undertaking has no operative force until accepted by ASIC.

ASIC

SIGNED by:

Neil Harvey John Fairhead

This 'day of 3 2002

In the presence of:

AND S PUND

Witness:

Name: (print)

87 Floor, 100 PRIEST. ACCLAINE SA.

ACCEPTED BY the Australian )
Securities & Investments )
Commission pursuant to the )
ASIC Act 2001 section 93AA by its )
duly authorised delegate )

Karen Axford

Regional Commissioner South Australia

Australian Securities & Investments Commission

This 2 day of Moura 2002