

Where  
wealth *meets*  
experience.

# Introducing our Financial Services Guide

Statton Partners creates a clear path for our clients' futures, providing advice to stand by for more than 50 years.

This Financial Services Guide (FSG) explains the financial services provided by Statton and your adviser (who is authorised through Statton). It is designed to help you make a fully informed decision about whether you want to use our services.

Please take the time to read this guide carefully. Sound financial advice is based on open communication. Understanding our services and our fees is the cornerstone of this communication.

It's also important that you know who authorises your adviser, the nature of their associations and relationships and what to do if you have a complaint. If you have further questions, or if there is anything that isn't clear, please talk to your adviser or contact us.

## **Lack of Independence**

We do not refer to our ourselves as independent, impartial or unbiased because we:

- a) Receive commission on life insurance products as explained in this FSG under the heading 'How we are paid'. This allows us to advise and place your business without charging you, the client, directly but rather receiving remuneration from product issuers.
- b) Receive brokerage from dealing in securities and our authorised representatives may share in this brokerage.

It's important to understand that disclosing our lack of independence does not reduce our obligation to act in your best interests.

It is our duty to act in your best interests when providing advice and we are obliged to provide you with appropriate advice.



# Welcome to Statton.

This FSG has been produced by Statton Pty Limited (Statton, 'we', 'us', and 'our'). Statton:

- will act on your behalf and has authorised the distribution of this FSG
- holds Australian Financial Services Licence Number 526868

Statton Pty Limited  
ABN 97 642 297 434  
AFSL 526868

**Phone:** +61 2 9232 7655

**Email:** [wealth@statton.com.au](mailto:wealth@statton.com.au)

**Web:** [statton.com.au](http://statton.com.au)

**Address:** Suite 3, Level 12, 4-6 Bligh St Sydney NSW 2000

**Postal Address:** PO Box H127  
Australia Square NSW 1215

Statton's trusted personal relationships have been providing individuals and families with advice to stand by for more than 50 years. While things may look a little different today, our purpose has stood the test of time. We create a clear path for our clients' futures, guiding the financial decisions that make the difference to their lives.

We work with our clients to provide clarity around what they need to plan for financially. We provide them with insight, based on our experience and access to a deep team of experts and a strong understanding of their personal situation. We provide partnership as they move through different stages of their lives, helping them to update their plans for the future.

We regularly meet with our clients to stay up to date with their personal circumstances and affairs, and to adjust our recommendations so they can take advantage of opportunities created by the ever-changing environments of investment markets, taxation, superannuation, and government regulations.

## Your Statton team.

**Toby Lawson**  
Director, CEO

**ASIC Authorisation**  
001304351

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**Stuart Hudson**  
Director

**ASIC Authorisation**  
001000214

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**Todd Payne**  
Director, Financial Adviser

**ASIC Authorisation**  
001001247

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**Brian Chung**  
Director, Financial Adviser

**ASIC Authorisation**  
001238430

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**Geoffrey Travers**  
Consultant

**ASIC Authorisation**  
001001244

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**Stuart Gray**  
Head of Capital Raising  
and Special Projects

**ASIC Authorisation**  
001272951

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## Our related entities.

**Statton Private  
Wealth Pty Limited**  
ABN 71 642 300 034

**Corporate Authorised Representative of  
Statton Pty Limited**  
AFSL 526868

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**Statton Broking  
Pty Limited**  
ABN 25 642 298 315

**Corporate Authorised Representative of  
Statton Pty Limited**  
AFSL 526868

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**Statton Insurance  
Pty Limited**  
ABN 14 642 578 158

**Corporate Authorised Representative of  
MBS Advice Licence Pty Ltd**  
AFSL 536983 | ABN 25 654 854 136

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**Statton Nominees  
Pty Limited**  
ACN 000 734 743

**Corporate Authorised Representative of  
Statton Pty Limited**  
AFSL 526868

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**Geoffrey Clayton Travers**  
ABN 22 918 112 110

**Corporate Authorised Representative of  
Statton Pty Limited**  
AFSL 526868

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**Tardigrade Group  
Pty Ltd**  
ABN 54 618 169 350

**Corporate Authorised Representative of  
Statton Pty Limited**  
AFSL 526868

# Our product and service suite.

Services offered or arranged by us include:

- Goals based advice
- Wealth creation planning and protection, including long-term cashflow modelling where applicable
- Asset allocation advice
- Investment advice and portfolio management
- Retirement planning and superannuation advice
- Self-managed super funds advice and administration
- Philanthropic advice and management
- Estate planning advice
- Life insurance advice
- Regular review of your strategies, objectives and investments
- Equities dealing and related advice
- Execution only advice
- Derivatives dealing and related advice

We can advise and deal in relation to the following financial products:

- Securities, including ASX and CXA quoted securities
- Overseas securities
- Managed investments including Investor Directed Portfolio Services (IDPS)
- Superannuation and retirement savings accounts
- Managed Discretionary Account (MDA) services
- Deposit products
- Derivatives
- Government debentures, stocks or bonds
- Investment life insurance and life risk products

In some cases, advisers and other persons authorised to provide services on our behalf are only authorised to provide a certain range of services. In these circumstances, it is important to review any restrictions to the authority issued to the representative (a copy of which is available on request).

# Your questions, answered.

Who will be my adviser?

Your adviser will be a representative of Statton Pty Limited.

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Who is responsible for the financial services provided?

Statton is responsible for the financial services we and our representatives provide to you. If you are an existing or new client of Statton, any financial services provided to you are provided by Statton acting in its own capacity.

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What advice do you offer in private wealth?

We offer personal advice through Statton Private Wealth. Statton Private Wealth will examine your financial position and create a structured plan designed to achieve your financial goals in life over defined timeframes. We do this by helping you to identify and prioritise your goals, developing realistic strategies and helping you to assess the merits of each alternative, making any changes you require to the strategies. A regular review will ensure that your strategy remains consistent with your goals and objectives as they change over time.

Your adviser is under an obligation to act in your best interests in relation to any personal advice provided to you (known as the 'best interests duty').

## What advice do you offer in portfolio management?

We offer scaled personal advice through Statton Portfolio Management.

Statton believes that if your objective is to grow your assets, increase your purchasing power and you have a five-year view, it is in your best interest to invest a part of your overall investments in equities. This is because Australian and international equities and listed property consistently outperformed returns on fixed income and cash over the long-term.

If you have not made the decision to invest a particular part of your investible assets in equities, rather than some other asset class, or you require assistance with this decision you should obtain personal advice through Statton Private Wealth. Statton Private Wealth will provide the full needs analysis of your investment objectives, financial situation and particular needs.

If you just want Statton to advise you on the equities portion of your assets, at your request, Statton will review your existing share portfolio in line with the Statton Investment Strategy. The Statton Investment Strategy uses an investment process and research to identify superior businesses at reasonable prices and constructs portfolios to ensure adequate diversification. This strategy has been built up over 30 years.

As the advice sought is a review of your existing portfolio in line with the Statton Investment Strategy, your only circumstance that would reasonably be considered as relevant to that advice is the content of your existing share portfolio. Our inquiries into your “relevant circumstances” will be “scaled” or limited to the contents of your existing portfolio, eliminating the expense of a full needs analysis. All other areas of advice will be out of scope by mutual agreement. You will be warned of this and advised to assess whether our advice is appropriate to your individual investment objectives, financial situation and particular needs. You should do this before making a decision on the basis of our advice.

You may be given recommendations in line with the Statton Investment Strategy. It is always your decision whether to implement our recommendations. If you wish to do something else, your Statton adviser will follow your instructions.

Clients who do not have a share portfolio may also request Statton to recommend one in line with the Statton Investment Strategy.

In this way, you will have access through Statton to a similar level of knowledge and experience as a fund manager when it comes to stock selection and portfolio construction. You will also retain absolute control over investment decisions and, whilst having access to our advice, you will have the flexibility to do something else if you wish. For these reasons, we believe it is likely you will be in a better position if you follow Statton’s scaled advice than if you invest in a retail fund. We are here in the market every day as your eyes and ears so that you do not have to be.

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## Are there any limitations to your advice?

We generally only advise and deal in products and services that are listed on our Approved Product List (APL). This list is regularly reviewed and is the result of research of a wide range of financial products and services. From this process we select the best and most appropriate for our clients. If an Approved Product does not meet your needs, your adviser can recommend a product outside the APL after appropriate due diligence and a one-off approval from the Statton Investment Committee.

You should observe any warnings and consider any significant risks contained in our advice prior to implementing any of our recommendations – as any investment decision carries with it a degree of risk – either the risk of capital loss or the risk of the expected benefits not being obtained.

Regulations require your adviser to declare whether they are a registered tax (financial) adviser or not, hence whether or not they are authorised to provide tax (financial) advice. We recommend that you seek independent legal and tax advice about our recommendations and confirm any entitlement to government benefits with the relevant department.

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## How can I give you instructions?

You can give us instructions by telephone, or other means agreed with us. We generally require written confirmation of any instruction from you or any authorisation by you.

Some financial products have their own rules about how to give instructions. Please refer to the Product Disclosure Statement of the relevant product for those details.

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## Can I email or text orders?

Statton accepts no responsibility for orders placed by email or text message. If you do place an order by email or text message and your adviser has not responded within 30 minutes, then ring your adviser.

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## Are there any special rules that apply to transactions in shares listed on the ASX and CBOE Australia (CXA)?

Rules designed to ensure a fair and orderly market may mean that in the event of an error or omission, the ASX/ CXA Market Participant with whom your instruction is placed may be required to amend or cancel a trade or crossing without your consent – at the instruction of ASX/CXA. We will notify you if we are aware that this has occurred or may occur.



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## What do I need to know about execution, clearing, and settlement?

Statton will typically use the services of Third Party Platform Pty Ltd (Desktop Broker) for execution, clearing and settlement purposes.

**Address:** GPO Box 1630, Sydney NSW 2001

**Phone:** 1300 726 177

**Email:** [support@desktopbroker.com.au](mailto:support@desktopbroker.com.au)

**Website:** [desktopbroker.com.au](http://desktopbroker.com.au)

Desktop Broker carries the execution, clearing and settlement obligations for transactions carried out by Statton. This means you pay Desktop Broker for share purchases and receive money from Desktop Broker for share sales. When Statton accepts an order on your behalf you are deemed to have entered into an agreement with Desktop Broker. Under this agreement, if you fail to pay for shares you have bought or fail to deliver shares you have sold, Desktop Broker will have direct rights against you, including rights of sale or purchase under the ASX Business Rules.

We refer you to their FSG and the terms and conditions available on their website ([desktopbroker.com.au](http://desktopbroker.com.au)).

# Important documents you can expect to receive.

## Personal Financial Advice

When your adviser provides personal financial advice, or scaled personal advice for the first time, you will generally be given a Statement of Advice (SOA). The SOA sets out your personal advice, the basis on which it is given, the cost of the advice, and information about any associations or relationships that could influence the advice.

If you require further advice at a later time, providing your circumstances have not changed significantly since your previous SOA, your adviser may be able to provide the further advice verbally or via a shorter Record of Advice (ROA). If you are given verbal advice, your adviser will document the discussion and a copy of this record can be made available to you on request. If you are given further advice and your circumstances have changed significantly since your previous SOA, you will generally be given another SOA.

To help you make an informed decision about a financial product, you will generally be given a Product Disclosure Statement (PDS) which outlines the product features and costs in detail. In certain circumstances, there is no requirement to provide a PDS (including, for example, where you already have one).

If you ask your adviser to undertake a transaction without receiving advice from that adviser, you may be given an email confirming your instructions and disclosing any costs payable by you.

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# Important relationships and other benefits.

You should also be aware of the following relationships and benefits that we may receive. Any payments noted below are not an additional cost to you and will only be made to the extent permitted by law. Arrangements that are relevant to the advice being provided to you will also be disclosed in your written advice.

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## Joint Venture Partners

Statton Insurance Pty Limited is a joint venture with leading risk insurance advisers MBS Insurance. Both Statton Pty Limited and MBS Insurance may be entitled to a share of the profits of Statton Insurance Pty Limited.

Where you are referred to Statton Insurance by your adviser, your adviser does not receive any payment for that referral. The insurance advice you receive will be provided by an authorised representative of MBS Advice Licence Pty Ltd ABN 25 654 854 136 AFSL 536983. You must assess the merits of their insurance advice in the light of your own circumstances and objectives.

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## Referral Partners

Statton has referral relationships with third parties. These third parties may include accountants, stockbrokers, mortgage brokers, general insurance brokers, solicitors, real estate agents and other third parties who specialise in a specific field.

If you are referred to your adviser by one of these third parties, that third party may receive a referral fee, commission or non-monetary benefit. These referral fees can vary and may be up to 50% of revenue received by your adviser's licensee or related companies, or an equivalent or lesser value non-monetary benefit. These referral relationships may change over time and the referral fee ranges may also vary over time. If you are referred to a third party (including to other financial advisers) by your adviser, your adviser's licensee or related companies may receive a referral fee. We also do not approve or endorse their advice. You must assess the merits of their advice in the light of your own circumstances and objectives.

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## Other Payments

We keep a full register of any benefits received by advisers of between \$100 to \$300. By law, your adviser is not permitted to receive benefits in excess of \$300 per year from a product issuer. In addition, Statton keeps a register of any other non-monetary benefits your adviser may receive in relation to education, training, technology support or software that is relevant to the provision of financial advice. If you would like a copy of either register, please ask your adviser and one will be made available to you.

# How we're paid.

Where our remuneration is received from.

- Advice and service fees paid by you
- Brokerage fees
- Administration fees
- Commissions from insurance providers
- Other payments and benefits as outlined above under the heading 'Important relationships and other benefits'

All fees, brokerage and commissions are collected by Statton and its subsidiaries. Your adviser is typically an employee of Statton and is paid a salary and may also receive a bonus based upon performance and achievement of various objectives. The variable/bonus component is generally determined annually based on factors such as growth in funds, client retention, the standard of service provided to clients, training undertaken and revenue received by Statton in the previous year.

Consultants may receive a proportion of the fees, brokerage and commissions collected by Statton and its subsidiaries. This does not impact on, or increase, the fees, brokerage or commissions payable by clients for services received.

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Information on our advice and service fees for clients.

Before providing personal advice, your adviser will agree upon the fees and payment options with you. Fees and brokerage that are relevant to the advice being provided will also be disclosed in the written advice provided to you.

The types of fees you may be asked to pay can include:

- Initial Advice Fee – a fee to gather information, analyse your situation and prepare your Statement of Advice (SOA).
- Ongoing Advice Fee – a fee for the provision of review services if you enter into a retainer agreement with your adviser.
- Brokerage – a brokerage fee depending on the size of the transactions undertaken and the type of advice delivered (Personal Advice, Scaled Personal Advice, General Advice, Execution Only instructions).
- Administration Fee – a fee for portfolio administration services, SMSF administration, account servicing, or ad hoc services.

Your adviser may also charge other fees for the ad hoc provision of advice or services, including if you instruct your adviser to complete a transaction on your behalf such as buying or selling specific financial products.

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## Our insurance commissions.

Insurance providers may pay us commissions if your adviser recommends insurance products to you. Commissions are based on a percentage of your insurance premium. On all commission arrangements where the commission in the first year is greater than that payable in later years, the maximum upfront (year 1) commission is 66% and the maximum ongoing (years 2+) commission is 22% (inclusive of GST). Where upfront and ongoing commissions are the same, there is no legislated maximum however product providers generally pay up to 33%.

For insurance products purchased prior to 1 January 2018, we may continue to be paid commissions in the same manner as what would have previously been advised to you at the time of obtaining the product(s).

# Fees for Statton Private Wealth.

Initial advice from  
\$3,000 (excl GST).

Your adviser may charge fees for the preparation and implementation of our advice. These fees will be based on your individual circumstances, the complexity of your situation and the time it takes to prepare personal financial advice for you.

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Ongoing advice from  
\$5,000 per annum  
(excl GST).

Your adviser may charge a fee for the provision of services that may include an annual review and/or a portfolio review. This fee will be either a set amount based on the time involved and complexity in reviewing your portfolio, or a percentage fee based on the amount of funds under our advice. The offering and fee is clearly outlined in our various ongoing agreements

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Our brokerage fees  
for personal advice.

Your adviser may charge brokerage fees for share, derivative or mFund transactions. We will tell you what brokerage fees will be incurred for share, derivative or mFund transactions. Note all fees below are excluding GST. Indicative brokerage rates range from 0.15% with a \$30 minimum, up to a maximum of 2%. The cost of brokerage for share transactions through platforms are set out in the relevant disclosure documents.

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Commissions for  
life risk insurance  
products.

Applicable risk insurance commissions will be detailed in your SOA.

# Fees for Statton Portfolio

## Management.

Initial advice from  
\$2,000 (excl GST).

Your adviser may charge fees for the preparation and implementation of our advice. These fees will be based on your individual circumstances, the complexity of your situation and the time it takes to prepare scaled personal financial advice for you.

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Ongoing advice from  
\$3,000 per annum  
(excl GST).

Your adviser may charge a fee for the provision of services. This fee will be either a set amount based your portfolio activity, or a percentage fee based on the amount of funds under our advice with a minimum and a cap. The offering and fee is clearly outlined in our various ongoing agreements.

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Our brokerage fees  
for scaled personal  
advice.

Your adviser may charge brokerage fees for share, derivative or mFund transactions. We will tell you what brokerage fees will be incurred for share, derivative or mFund transactions. Note all fees below are excluding GST. Indicative brokerage rates range from 0.25% with a \$100 minimum, up to a maximum of 2%.

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Deceased Estate  
Management.

Statton may charge a fee for the provision of services, or brokerage fees for share, derivative or mFund transactions. Note all fees below are excluding GST. Indicative brokerage rates range from 0.90% with a \$130 minimum, up to a maximum of 2%.

Off Market Transfers will be \$200 per holding for up to two beneficiaries, and \$85 for each additional beneficiary.

SRN Search. \$50 per shareholding.

Cost Base History. By quote. An hourly rate of \$100 per hour may apply, with a minimum charge of \$200. An estimate of the cost will be provided prior to work commencing.

# Administration Fees.

## Statton Portfolio Administration

The Statton Portfolio Administration Service is a complete investment portfolio administration service designed to assist investors with portfolio reporting, and annual tax compliance. We service portfolios for individuals, partnerships, companies, trusts, and SMSF entities.

Indicative rates begin from \$1,000 per financial year excluding GST per account. An optional mailbox service can be added at \$500 per financial year excluding GST per account. The agreed fee structure and terms will be clearly detailed in a service agreement.

## Statton SMSF Administration

The Statton Self-Managed Super Fund Administration service is a complete service designed to assist trustees to ease the burden of compliance and paperwork. Our service will ensure you meet all the accounting, compliance and regulatory requirements imposed upon your SMSF and ensure that member information is available to support the provision of timely and effective financial advice.

Indicative rates begin from \$2,500 per annum excluding GST for tax return administration and audit. The agreed fee structure and terms will be clearly detailed in a service agreement.

## Statton Account Service Fee

Non retainer clients may be subject to an account servicing fee ranging from \$500 to \$1,000 excluding GST for twelve months. The agreed fee structure and terms will be clearly detailed in a service agreement.

## Ad Hoc Support

Indicative rates from additional support are as follows.

**Ad Hoc Advice.** A minimum of \$1,000 may apply for a portfolio review under Statton Portfolio Management. An estimate of the cost will be provided prior to work commencing.

**Request For Information.** An hourly rate of \$100 per hour may apply, with a minimum charge of \$200 excluding GST. An estimate of the cost will be provided prior to work commencing.

**Exit Fees.** An hourly rate of \$100 per hour may apply, with a minimum charge of \$200 excluding GST. An estimate of the cost will be provided prior to work commencing.

**Off Market Transfers (excluding deceased estates).** \$85 per transfer excluding GST.



# If you have a complaint.

If you have a complaint about financial services provided to you, your complaint can be directed to your adviser in the first instance. You can also raise your complaint at any time by contacting us at:

**Email:** [wealth@statton.com.au](mailto:wealth@statton.com.au)

**In writing to:** Statton Complaints  
PO Box H127 Australia Square NSW 1215

**Telephone:** +61 2 9232 7655

We will investigate and endeavour to resolve your complaint promptly and fairly. If your complaint has not been resolved to your satisfaction within 30 days, you can lodge a complaint with the Australian Financial Complaints Authority (AFCA).

AFCA is an external dispute resolution scheme which provides fair and independent financial services complaint resolution that is free to consumers. AFCA's contact details are:

**Email:** [info@afca.org.au](mailto:info@afca.org.au)

**Website:** [www.afca.org.au](http://www.afca.org.au)

**In writing to:** Australian Financial Complaints Authority  
GPO Box 3, Melbourne VIC 3001

**Telephone:** 1800 931 678

The Australian Securities and Investment Commission (ASIC) has an information line 1300 300 630 which you may use to obtain information about your rights, and to make a complaint. For more information, please visit their website [www.asic.gov.au](http://www.asic.gov.au)

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## Our professional indemnity insurance.

Statton is covered by professional indemnity insurance satisfying the requirements under the Corporations Act for compensation arrangements. Our insurance arrangements cover claims made against us as the licensee and both our current and former authorised representatives.

# Our privacy policy.

We recognise the importance of protecting your privacy. Your personal information will be handled in accordance with our privacy policy, which outlines how the information we collect from you is used, stored and disclosed.

We will collect your personal information from the questionnaire you complete with your financial adviser. As a financial service provider, we are obligated to verify your identity and the source of any funds. Accordingly, we will ask you to present identification documents, such as your passport and driver's licence, which will be held on file.

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## What is my personal information used for?

The main reason we collect, use and/or disclose your personal information, is to provide you with the products and services that you request. This may also include the following related purposes:

- to help your financial adviser provide you with financial advice and services in relation to your financial products
- to facilitate internal administration, accounting, research, risk management, compliance and evaluation of Statton related services
- to establish and maintain insurance protection that you may request
- to provide you with information about other products and services that we or subsidiaries of Statton Pty Limited offer that may interest you.

We may also disclose your information to external parties some of whom act on your or our behalf. These parties may include:

- your financial adviser
- banks or other financial institutions
- insurers and reinsurers and their claims agents and assessors
- product providers
- accountants and SMSF administrators
- mail houses

We are also permitted to collect and disclose your personal information when required or authorised to do so by law.

As a financial service provider, we have an obligation under the *Anti-Money Laundering and Counter-Terrorism Finance Act 2006 (Cth)* to verify your identity and the source of any funds. This means that we will ask you to present identification documents such as your passport or driver's licence. We will also retain copies of this information.

If you do not provide the personal information requested, we may not be able to provide you with the financial services you require.

## Your personal information.

If you have concerns about the accuracy and completeness of the information we hold, you may request access to your personal information by contacting the Privacy Officer at the address listed in the contact details of this FSG.

Depending upon the nature of the request, we may charge you the reasonable costs of providing you any information you have requested. You can get a copy of our Privacy Policy by asking us.

For more information contact us on +61 2 9232 7655 or visit [statton.com.au](http://statton.com.au)

