



How we help
you invest for
your future.

a brighter future.

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financial services **partners**

The logo graphic consists of several curved, overlapping lines that create a sense of motion and depth, resembling a stylized wave or a series of concentric arcs.



To help you plan for your future, we provide robust portfolio solutions to deliver outcomes based on our understanding of your needs.

Investing for your future.

Having a plan in place to secure your financial future can be a life-changing event. But investing requires you to make big decisions today about a future that is largely uncertain.

Markets are challenging because they are inherently unpredictable. Some recent twists and turns include record low interest rates, intermittent volatility (market swings), and intervention by governments on a scale never seen before.

To help you plan for your future, we provide robust portfolio solutions to deliver outcomes based on our understanding of your needs. These investment portfolios have been built to match your appetite to investment risk in order to deliver the best outcome for your needs.

Our portfolio solutions incorporate market insights by our experienced research team, coupled with high quality investment managers.

The portfolio we provide has an investment strategy anchored by quality strategic advice principles including:

1. Full understanding of your financial needs
2. Efficient risk management
3. Truly effective diversification
4. Rigorous investment selection process, and
5. Regular monitoring and reporting on investments.

Understanding your appetite to investment risk

Your risk profile tells us how much risk you are willing to adopt in order to achieve your investment outcomes. Investing involves some level of risk. For example, inflation risk can be well understood and can be quantified. Some types of risk, such as 'event risk' whereby a major event such as an earthquake or war takes place and may affect the investment market are less predictable.

Your risk profile allows us to tailor a strategy that delivers the highest potential investment outcome for your level of comfort. We produce an

investment portfolio that matches your investment objectives and risk profile.

Our experienced research team uses sophisticated modelling to identify and quantify the different types of risk both at a market (economic) level and within the different asset classes.

While it is impossible to completely eliminate all potential risks, a well-designed portfolio can smooth the variability of returns, whilst increasing the chance that your investment strategy will meet your investment goals.

The table below sets out some common risk factors we take into account when designing your investment portfolio.

| Risk type | Effect on your investment | Strategy solution |
|-----------------|---|--|
| Market risk | Risk that affects all securities within one (or possibly all) market sectors. | Diversification across sectors that tend to behave differently in the same market condition. |
| Inflation risk | Inflation reduces the future purchasing power of your investment income and capital. | Invest in assets that are likely to grow in line with, or even outgrow, inflation. |
| Currency risk | Investments with exposure to global assets fluctuate in value due to currency movements in addition to market forces. | Protecting with hedging options against some or all of the investment. |
| Volatility risk | The value of your investment is subject to short-term falls (or rises) over time. | Diversification across assets that behave differently in the same market condition. |
| Liquidity risk | Your investment cannot be sold. | Ensure that there is a high level of liquidity at the portfolio level. |

Diversifying effectively

Diversification spreads your investment portfolio across different asset classes to reduce volatility and deliver 'smoother' returns over time. Effective diversification means selecting a mix of investments that addresses your specific investment needs.

We have designed your portfolio to meet your needs, ensuring that it is adequately diversified across and within various asset classes. Shares, for example, typically deliver a higher return than cash deposits but with the added risk of price movement (volatility).

Spreading your investment also takes account of the fact that different asset classes can move independently. For example, the share market index can rise at the same time that the bond market is stable, or vice versa.

Interestingly, data from our research team shows the patterns, or movements, between different asset classes have been changing over time.

The data also reveals significant differences between investment options within the same asset class. For example, in the Fixed Income asset class, there are strategies that target cash-like returns, whilst others target closer to equity-like returns, with the associated increase in risk.

So too, within the Australian Equity class, the performance across different

industries (retail sector vs financial companies vs mining companies) can vary significantly, according to the economy and outlook.

The key is to have a portfolio with a combination of assets and a strategy that will meet your investment needs with a level of risk that you are comfortable with.

Aligning your portfolio to your needs

When tailoring your portfolio, we can take advantage of our exposure to different investment options, depending on your investment needs. For example, we can design the portfolio to deliver:

- Income focused solutions through high yielding investments across asset classes.
- Investments in Emerging Global Markets and Small Companies via specialist managers in order to add another source of returns.
- Low volatility share strategies that offer defensive characteristics.
- Alternative strategies where appropriate, helping to diversify the portfolios away from traditional sources of return.
- Lower cost solutions, where appropriate, through the use of more "passive" investments, which seek to deliver an index-related return, rather than striving for outperformance.



Effective diversification means selecting a mix of investments that addresses your specific investment needs.

Benefits at a glance

You will find that your investment portfolio is invested in a well-researched suite of products that is supported by a fully resourced team of investment experts.

In particular, you can be confident that:

- Your portfolio has been specifically designed to meet your investment needs through asset allocation weighting and fund manager selection.
- You are invested in a robust investment portfolio which is built on a solid investment process.
- Your portfolio is aligned to your risk profile and delivers true-to-label exposure for your risk and return expectations.
- You can invest in a portfolio that has been built to achieve your investment objective with the level of risk you have advised us you are comfortable with.
- You have access to a range of high quality fund managers which complement each other to achieve specific outcomes and mitigate any style biases.



Financial advice for a brighter future

We tailor solutions and strategies to help you grow your wealth faster, manage it better and safeguard it more effectively.

We aim to deliver you a great experience each and every time we meet to discuss your personal financial situation.

Selecting investment options

Portfolios are built from high quality investment options which are carefully selected by our research team using a range of qualitative and quantitative criteria including:

- Quality – we work to ensure that the investments in your portfolio are the most appropriate for your investment needs and are positioned to meet your objectives.
- Style – complementary strategies are selected to avoid any unintended style biases, i.e. where your portfolio is too reliant on a single source of return, sector or asset class.
- Liquidity – investments that are actively traded and allow investors to exit if needed, without liquidity risk.
- Fees – we utilise low-cost, passive strategies in core areas of the

portfolios in order to control the overall cost of the investments, while also targeting premium strategies as a satellite investment in order to achieve diversification and the opportunity to outperform the passive strategies.

To ensure the investment options within your portfolios remain high quality, our research team actively reviews the fund managers on an ongoing basis.

As we review your portfolio, we can take advantage of the expert advice available from our research team and may adjust the asset class weightings and the mix of managers within your investment portfolio.

We may also tailor your investment portfolio in line with your changing personal circumstances to ensure your objectives continue to be met.

We're ready to help

To find out how to best manage risk and return in your portfolio, you should contact your financial adviser to arrange a meeting.

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