



# FINANCIAL SERVICES GUIDE

1 July 2021

**TP Capital Management Pty Ltd as trustee for TP Capital Management Unit Trust**  
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## ABOUT THIS DOCUMENT

This Financial Services Guide describes TP Capital Management Pty Ltd's financial planning and advisory services to assist you to decide whether to use our services. It describes who we are, the services and types of product we are able to offer you, how we and our associates are paid or benefits we may receive, any conflicts of interest we may have and how we deal with any disputes including what to do if you have one.

### **Not Independent**

Fitzpatrick's Private Wealth Pty Ltd, TP Capital Management Pty Ltd and our Advisers are unable to describe themselves as 'independent', 'impartial' or 'unbiased', because of the following:

- Recommendations may include investments or services provided by associated entities;
- When providing you with our advice we have the option to charge percentage-based fees; and
- We may receive commissions, gifts or benefits from product issuers allowable at Law.

See below for further details.

## What other documents are there?

When we provide you with personal financial product advice, you will receive an advice document. In the first instance this will be a Statement of Advice which describes our recommendations and how they will assist you achieve your goals. The SOA will also explain the risks of our advice, any associations we have with financial product providers or other parties that may influence that advice, and any fees or commissions we may receive if our recommendations are implemented.

When we provide further advice, we may provide you with another Statement of Advice (SoA) or give you (or keep our own) Record of Advice (RoA). Should you require additional copies of advice documents or a copy of the RoA, you can request a copy of this by contacting us at any time within 7 years from the date the advice was provided.

If we recommend that you acquire a financial product, we will also provide you with a Product Disclosure Statement containing information about the product's features and risks. In combination, these documents will assist you in making an informed decision about whether to proceed with our recommendations.

## WHAT ARE WE AUTHORISED TO DO?

At the heart of our business is our passion to provide personalised, successful, long term strategic financial planning to our clients, customised to your needs.

We can provide a tailored and highly focussed financial service offering to individuals seeking expertise around a co-ordinated service capturing all aspects of a sound financial strategy including appropriate structures, financial coaching and cash flow management, estate planning, risk management, and investment portfolio design and implementation.

To coordinate this across your personal, family and business interests, your adviser can liaise with your other professional advisers in relation to matters such as tax, insurance, risk management and estate planning. Alternately, we may offer a referral to one of our best of breed professionals to assist.

We are not, however, accountants, nor are we registered tax agents or lawyers.

To give you appropriate financial advice, your adviser will work with you to determine your individual financial objectives and needs. To enable your adviser to work with you, you will need to provide relevant information as requested by your adviser. You are not obligated to provide this information, but if you decline to do so your adviser either may not be able to provide advice or the advice may not be entirely appropriate.

## The detail

TP Capital Management Pty Ltd is an authorised representative of Fitzpatrick's Private Wealth Pty Ltd, and can provide advice to and apply on your behalf for the issue, variation or disposal of the following kinds of financial products:

- Life insurance
- Superannuation
- Securities
- Managed investment schemes
- Investor directed portfolio services
- Managed discretionary account services
- Retirement savings accounts
- Deposit and payment products
- Government debentures, stocks or bonds
- Standard Margin Lending.

## ABOUT TP CAPITAL MANAGEMENT PTY LTD



Andrew Crews (Authorised Representative number 230791) is an Authorised Representative of Fitzpatrick's Private Wealth Pty Ltd and director / shareholder of TP Capital Management Pty Ltd as trustee for TP Capital Management Unit Trust.

Andrew Crews is a Certified Financial Planner (CFP) holding a Bachelor of Commerce (Accountancy) from UWS and is a Chartered Accountant (CA). Andrew is a member of the Financial Planning Association (FPA) and The Institute of Chartered Accountants Australia and New Zealand (ICAA) and upholds their Code of Ethical and Professional Standards. Andrew Crews has over 20 years' experience advising clients.

Andrew builds long lasting relationships with clients by taking the time to get to know them, their beliefs, passions and goals and is committed to helping them achieve their definition of success.

Andrew prides himself on a caring, innovative, thorough and efficient service that can only be achieved by honest and open communication.

## OUR ADVICE PROCESS

This will begin with initial meetings with you to assess if your personal and financial goals and objectives can be met through our professional services. The discussions will also help you to determine if you wish to engage us to assist you to achieve those goals and objectives.

It is important for you to understand that the discussions in our initial meetings will only be in general terms. This means you should not act or make any decisions until you receive your personal advice in an SoA or RoA. This will occur after we have thoroughly investigated and considered strategies and products that aim to meet your goals and objectives as agreed with you.

## REVIEWS

We cannot promise recommended strategies and your product solutions will remain suitable for you over time. Things change, your personal circumstances, the economic environment, legislation and/or product developments may create a need to change what we recommend from time to time.

For this reason, your adviser may recommend that you engage us to review your advice on an ongoing basis and we strongly recommend you consider this. Likewise, we encourage you to contact your adviser whenever your circumstances change to see if your strategy or the products that underpin that strategy need to be adjusted.

## HOW DO YOU INSTRUCT US?

We act for you when providing our services. You may give us instructions in writing, by post or email. Sometimes your adviser will be happy for you to tell them what you want to do over the phone or in person.

## FEES AND COSTS

### **Fees for our Service and Advice**

The work undertaken to explore your current financial situation, your goals and objectives, and assessing the suitability of options for you is extensive. As well as personal financial advice, this may include the delivery of a range of specific services agreed with you to get you financially organised even before we are able to provide personal financial advice.

Fees are calculated based on your individual needs and requirements, and the extent of any services provided to you. Before commencing work for you, we will discuss and agree with you the scope of the services to provide, the cost of providing those services and the method of payment. We will confirm this in an Engagement Agreement.

Other fees for any advice or work carried out by other professionals, after consultation and agreement with you, will be separately invoiced to you by that other professional.

The minimum fee for our Initial Advice is \$1,650 including GST.

Minimum fees for services can range between \$2,640 and \$26,400 including GST.

### **Ongoing Service and Advice**

Establishing your financial strategy is important. Equally important is ongoing advice to cater for changes in your personal circumstances, legislation, economic and financial conditions.

The Ongoing Services and Advice we provide to you will depend on your situation. We charge a minimum fee of \$2,640 per annum (including GST) or \$220 per month (including GST). Alternatively, we may calculate the Ongoing Advice Fees as a percentage of the value of your investments, using a flat percentage approach.

We charge a maximum of 2.2% per annum including GST of the value of your investment portfolio. The fee is charged monthly in arrears based on the average daily value of your portfolio during the preceding month. A minimum fee of \$2,640 including GST applies. So, for example, if your portfolio value is \$500,000, the maximum you would pay is \$11,000 per annum or \$916.67 per month, including GST.

In some cases, these fees will increase in line with CPI or a maximum of 3%p.a. If this is the case it will be documented in the Ongoing Service Engagement Agreement.

## Personal Insurance Services

We accept commissions from the insurers for the personal insurance advice and services we provide to you. The amount varies between insurers. As an indication, we may receive up to 66% of the first year's premium to reflect the amount of work we undertake when advising on and arranging the insurance and up to 33% of the ongoing annual premium thereafter, both excluding taxes and statutory charges. This is subject to which commission structure is selected and the product provider.

The table below illustrates how our commission would currently be calculated for a policy on a level commission structure costing \$2,000 in year 1 and increasing to \$2,200 in year 2.

	Year 1		Year 2	
<b>Premium</b>	\$2,000		\$2,200	
<b>Upfront Commission</b>	66%	\$1,320	-	-
<b>Ongoing Commission</b>	-	-	33%	\$726

Where these commissions can be negotiated with the product provider your adviser will agree the amount of up-front and ongoing commissions with you. These will also be set out in your advice document.

## Referral Fees

Where you have been referred and we pay a fee or commission in relation to that referral it will be disclosed to you in an advice document. This includes remuneration we may receive for referring you to another party.

We currently have the following agreements in place:

We have an agreement in place with Shaw and Partners Limited to provide direct equity advice to you. Under the arrangement Shaw and Partners Limited retains the first \$100 of each trade (i.e. brokerage fees) with the balance then being split 50% with between TP Capital Management Pty Ltd and Shaw and Partners Limited.

A similar arrangement is in place with Morgan's Financial Limited. Under this arrangement Morgan's Financial Limited retains the first \$50 of each trade (i.e. brokerage fees) with the balance then being split 50% with between TP Capital Management Pty Ltd and Morgan's Financial Limited.

For example, if brokerage fees of \$500 were incurred then Morgan's Financial Limited would retain \$50 and \$225 (50% of 450). TP Capital Management Pty Ltd would receive \$225 (50% of 450).

We have an agreement in place with Shaw & Partners Limited to provide MDA services to you. Under this agreement 50% of the ongoing management fee and 15% any performance fees incurred from the management of the portfolio by Shaw & Partners Limited are paid to TP Capital Management Pty Ltd. For example, assuming management fees of 1000 were incurred with no performance fees being applicable then both Shaw & Partners Limited and TP Capital Management Pty Ltd would receive \$500.

## Related Entities

### TP Super Solutions and TP Insurance Services

Andrew Crews is a director and shareholder of TP Super Solutions and TP Insurance Services. TP Super Solutions provides accounting and administration services for Self-Managed Superannuation Funds. TP Insurance Services provides advice with respect to your personal risk insurance arrangements. As a director and shareholder Andrew will receive a financial benefit. Please note Fitzpatrick's Private Wealth Pty Ltd does not authorise nor is responsible for any services supplied by TP Super Solutions and TP Insurance Services.

## ADVISER REMUNERATION

As an employee of TP Capital Management Pty Ltd, Andrew receives a salary. In addition, as a Director of TP Capital Management Pty Ltd Andrew is also entitled to a share of the profits of TP Capital Management Pty Ltd as Trustee for the TP Capital Management Unit Trust.

## RELATIONSHIPS AND ASSOCIATIONS

### Our Authorising Licensee

We pay fees to our authorising licensee, Fitzpatrick's Private Wealth Pty Limited, of up to 12.5% plus GST of all fees and commissions we receive for our services, subject to agreed minimums and maximums. This means for every \$1,000 of fee paid, Fitzpatrick's Private Wealth will receive \$125 plus GST.

### Fitzpatrick's Financial Group

Fitzpatrick's Private Wealth Pty Limited is part of the Fitzpatrick's Financial Group of companies and as such is associated with other Fitzpatrick's Financial Group companies including Atrium Investment Management Limited ABN 17 137 088 745 that issues financial products and has investment management mandates for financial products issued by other institutions. Through common directors, equity holders and consulting arrangements the Fitzpatrick's Financial group is connected with associated entities of Realside Financial Group. The Realside Financial Group includes Realside Capital Pty Ltd ABN 19 634 572 508 and Realside Property Pty Ltd ABN 60 634 585 210. Should an investment recommendation be required, we may recommend that you invest in a Fitzpatrick's Financial Group or an associated entity's issued or branded product.

Fitzpatrick's Financial Group retains all profit from these products and services. Both we and Fitzpatrick's Private Wealth and our respective families, companies and trusts may have an interest in the investments or securities included in your portfolio.

### Alternative Remuneration

From time to time we may accept alternative forms of remuneration from product providers or other parties, such as hospitality or support connected with our professional development (e.g. training or sponsorship to attend conferences). We maintain a register detailing any benefit we receive which is valued at between \$100 and \$300, and other benefits that relate to information technology, software or support provided by a product issuer, or that relate to educational and training purposes. A copy of the register is available on request.

## WHAT ELSE SHOULD YOU UNDERSTAND?

### Professional Indemnity Insurance

Fitzpatricks Private Wealth holds a professional indemnity insurance policy, which covers claims against us for errors or mistakes relating to our financial planning services. This insurance meets the requirements of the Corporations Act and covers the services provided by us for advice provided whilst authorised by Fitzpatricks Private Wealth Pty Ltd.

### Privacy

We are committed to protecting your privacy. We use the information you provide us to advise you on your financial circumstances, goals and strategies. We provide your information to the product issuers with whom you choose to deal with (and their representatives). We do not trade, rent or sell your information. We will only disclose your information to recipients who are either regulated by laws which protect your information similar to the *Privacy Act 1988* (Cth) or who agree to protect your information in that way.

For more information about how to access the information we hold about you, how to have it corrected and how to complain if you think we have breached the privacy law, ask us for a copy of our Privacy Policy by contacting your Adviser or visiting our website at [www.fitz.com.au](http://www.fitz.com.au)

### Anti-Money Laundering and Counter-Terrorism Financing

As a reporting entity under the Anti-Money Laundering and Counter-Terrorism Financing Act, we are committed to ensuring our services do not facilitate or are associated with money laundering or terrorism financing practices. Before we arrange a financial product for you, we will need to verify your identity by viewing your identification documents (e.g. passport, driver's licence). We will retain copies of this information and assure you that this information will be held securely.

### Complaints

Your satisfaction is very important to us and we have procedures in place to resolve any concerns promptly and fairly. If you are unhappy about any advice or service provided, you should let your financial adviser know in the first instance. If you cannot resolve this with your adviser, you may contact Fitzpatricks Private Wealth. Please contact us as follows:

Compliance Manager  
Fitzpatricks Private Wealth Pty Ltd

Phone: 07 3105 6500  
Email: [Professional.Standards@ftz.com.au](mailto:Professional.Standards@ftz.com.au)  
Mail: GPO Box 1193  
Sydney NSW 2000



If you are dissatisfied with the response, you may raise the matter directly with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers if you have a complaint that is not satisfied within 45 days of raising it. AFCA contact details are:

Telephone: 1800 931 678  
Email: [info@afca.org.au](mailto:info@afca.org.au)  
Web: [www.afca.org.au](http://www.afca.org.au)  
Post: Australian Financial Complaints Authority  
GPO Box 3  
Melbourne VIC 3001

There are some complaints which AFCA are unable to deal with and AFCA will tell you if this is the case.

## Licensee Contact details

### **Fitzpatrick's Private Wealth Pty Ltd**

**Telephone:** 02 9248 8000  
**Fax:** 02 9248 8001  
**Email:** [admin@ftz.com.au](mailto:admin@ftz.com.au)  
**Office:** GPO Box 1193, Sydney NSW 2000

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