

Ascot Securities

**FINANCIAL  
SERVICES  
GUIDE**

December 2016



This Financial Services Guide (FSG) dated 23 December 2016 is issued by Ascot Securities Pty Ltd (Ascot, we, us or our).

This FSG is an important document. The purpose of this FSG is to inform you about the financial services which we may provide to you and to assist you in deciding whether to use any of the financial services offered by us.

This document contains information about:

- who we are;
- how we can be contacted and how to provide instructions to us;
- the financial services and products we may provide to you;
- any remuneration, commissions or other benefits that we or any other relevant person may be paid in relation to the financial services which we provide;
- details of any associations or relationships between us and any related person or issuer of financial products that might reasonably be expected to be capable of influencing how we provide the financial services offered; and
- details of the complaint handling and dispute resolution procedures that we have in place.

This FSG contains general information about the financial services we provide. If you require any further information on any of the financial services described in this FSG, please contact us.

Please retain this document for your reference and any future dealings with us.

Ascot Securities Pty Limited (AFSL 246 718. ABN 45 075 902 206) is an ASX Market Participant and is related to Amalgamated Australian Investment Group Limited (ABN: 81 140 208 288). Level 4, 151 Castlereagh Street, Sydney NSW 2000 (AAIG Group).

The AAIG Group is engaged in various financial services and has diverse financial interests. These activities include but are not limited to: acting as a financial adviser, corporate adviser, investor, research provider and investment manager in relation to financial products and services that may be directly or indirectly purchased or sold by entities within the AAIG Group.

As at the date of this FSG other related entities within the AAIG Group included:

- APSEC Compliance & Administration Pty Limited. AFSL: 345 443. ABN: 30 142 148 409.
- APSEC Funds Management Pty Limited. CAR: 411 859. ABN: 48 152 440 723.
- Atlantic Pacific Securities Pty Limited trading as ASR Wealth Advisers CAR: 339 207. ABN: 72 135 187 085.
- Australian Stock Report Pty Limited. AFSL: 301 682. ABN: 94 106 863 978.
- Amalgamated Australian Investment Solutions Pty Limited (formerly known as Independent Advisor Solutions Pty Limited) AFSL: 314 614. ABN: 61 123 680 106.
- HC Securities Pty Limited. CAR: 297 316. ABN: 78 117 830 805.
- Australian Investment & Insurance Group Pty Limited. AFSL: 226 405. ABN: 93 068 486 126.
- The Atlantic Pacific Australian Equity Fund. ARSN: 158 861 155.

# ASCOT SECURITIES

## FINANCIAL SERVICES GUIDE

Issued by Ascot Securities Pty Limited  
An ASX Market Participant

AFSL No. 246 718  
ABN: 45 075 902 206

Telephone: 02 9261 5828  
Preparation date: 26 October 2016

### About Ascot

Ascot is a financial services company which provides investment services and corporate assistance to retail, professional and sophisticated clients and listed and unlisted companies. We hold an Australian financial services licence (AFSL) authorising us to provide you with the financial services described in this FSG. We are a Market Participant of the financial market operated by ASX Limited (ASX).

You can contact us or give us your instructions by:

Phone: (612) 9261 5828  
Email: [info@ascotsecurities.com.au](mailto:info@ascotsecurities.com.au)

Postal address:

Level 4, 151 Castlereagh Street  
Sydney NSW 2000

Ascot has entered in to a third party clearing and settlement arrangement with Pershing Australia Pty Limited (Pershing). Ascot has also entered into an intermediary relationship with Saxo Capital Markets.

### The financial services we offer

By the terms of our AFSL, we are authorised, among other things, to deal in on behalf of, and to provide financial product advice to, retail and wholesale clients for the following classes of financial products:

- basic deposit products;
- derivatives (domestic ETOs / CFDs and international ETOs, Futures and CFDs)
- government debentures, stocks or bonds;
- interests in managed investment schemes;
- securities (including shares domestic and international); and
- standard margin lending facilities.

Ascot may also prepare and issue research reports in conjunction with our partners Morningstar and OTAS Technologies Limited.

The full scope of our AFSL licence can be viewed at [www.asic.gov.au](http://www.asic.gov.au). The financial services will be provided either by us directly, or through our authorised representatives.

We only provide GENERAL financial product advice. Any trading undertaken on the basis of general advice offered by us may trigger taxation, legal and estate planning issue for you. As we are not specialists in these areas, you should seek independent advice from an appropriate specialist.

Ascot executes Australian listed securities, warrants, ETFs and ETOs directly in its capacity as an ASX Market Participant. These trades are cleared and settled via Pershing. All trades in CFDs and in international securities, futures and ETO trades are executed, cleared and settled via Saxo Capital Markets.

### Other documents you may also receive

You may also receive other documents when we provide services or products to you.

### Product Disclosure Statement (PDS)

A PDS contains general information about a financial product including the terms and conditions for the product, any significant risks associated with holding the product, information about the cost of the product and details of fees and charges the product provider receives from issuing the product. You may receive a PDS when we issue you with a product, offer to issue a product to you, or recommends a product to you. Copies of the relevant PDS documents are available electronically or via our website. Your Adviser will provide you with a PDS for a specific financial product prior to providing any form of advice.

### Client terms

We will provide you with our Equities Terms and Conditions which will contain information about the execution services provided by us and clearing and settlement services provided by third party clearing participant as well as the terms and conditions of those services that allow us to execute transactions on a financial market for you. When handling and executing your orders, we will be required to take reasonable steps to obtain the best outcome for you as required by the ASIC market integrity rules. We will provide you with a copy of our Best Execution Policy, which outlines how we handle and execute your orders, as required by the ASIC Market Integrity Rules. This policy is also available on our website, [www.ascotsecurities.com.au](http://www.ascotsecurities.com.au).

### Disclosure Statements

You will receive a disclosure statement with more information about the clearing service provided by our third party clearing participant and the terms and conditions of those services where third party clearing participant is to clear transactions executed for you by us.

Saxo Capital Markets will also provide you with disclosure statements in relation to the products and services they will offer you as part of our intermediary relationship with them.

### Research

You may also receive Research reports or stock related information from Ascot. Our research reports will be prepared and issued in conjunction with our partners Morningstar and OTAS Technologies Limited.

## Remuneration and benefits we receive

Ascot is remunerated directly through the fees we charge you. We may also be remunerated or receive benefits from third parties such as product providers, through commissions.

We set out below the applicable fees and charges payable by you, which are subject to change from time to time. All fees and charges quoted below are exclusive of GST and an amount equal to the amount of the GST (currently 10%) is payable by you at the same time as the fee is due.

## Remuneration and benefits we receive

Fee type	When is it payable?	How much is payable?
Brokerage	<p>Securities transactions - When you buy or sell financial products, brokerage is added to the purchase price of a buy transaction and is deducted from the proceeds of a sell transaction. Brokerage is settled on T+2 (being two Business Days after the trade date) for share transactions.</p> <p>ETO transactions – When you open or close an ETO position you will be charged a flat fee of \$0 to \$100 (including GST) or a percentage which may range between 0% to 1.1% on each transaction.</p> <p>CFDs – commission will be based on the full notional value of the CFD and expressed as a percentage of the contract value with a minimum charge. Interest charges may also be payable on long and short CFD positions. Please refer to the detailed Fee Schedule of the relevant platform provider for further information</p>	<p>Brokerage may be charged at a flat rate or as a percentage of the value of the trade. For example, if you buy or sell \$10,000 worth of shares at 1.0% brokerage, you would be charged brokerage of \$100.</p> <p>The rate of brokerage is usually between 1.0% and 2.5%. All transactions are subject to a minimum charge for brokerage, being \$100 per trade.</p> <p>The specific rate of brokerage will depend on factors such as the level of service, the type of advice, the type of financial product, the size of the transaction and the frequency of transactions on your account(s). The actual amount of brokerage payable by you will be agreed between yourself and your Adviser and disclosed in the confirmation of any transaction.</p>
Portfolio Administration	Quarterly in arrears should you make use of this service.	This fee is an annual percentage fee (invoiced quarterly) of up to 2.0%, calculated on the average value of your portfolio, with a minimum annual fee of \$2,000. A setup fee may apply in certain circumstances.
Portfolio Review, additional Statement of Advice or Further Advice	When you request the relevant document be prepared.	If a fee is payable, your Adviser will discuss it with you prior to preparation of the relevant document. If your personal circumstances change after the advice has been prepared and you require further advice to take into account this change, a further fee may be imposed.
Search fee	If you wish to sell issuer-sponsored securities and you do not supply an accurate Shareholder Reference Number	\$15 per search
Off market transfer fee	If you wish to transfer securities other than through a trading facility	\$100 per transfer
Dishonoured cheque fee	When a cheque provided by you is not honoured on presentation by Ascot	\$25 per cheque
Fail fee	If you do not settle a trade or supply holder information within the T+2 timeframe, fail fees will be charged to your account	<p>Fail fees are charged as a percentage of the trade value per day. The current rate for a failed sell trade is 0.1% of the trade value per day (subject to a \$100 minimum and a \$5,000 maximum per security and being entirely a fee imposed by ASX, passed on to you), plus an administration fee of \$50.</p> <p>The current rate for a failed buy trade is 0.04% of the trade value per day (due to provision of funding by Ascot), plus an administration fee of \$50.</p>
Confirmation re-print fee	When you request that Ascot re-sends you a hard copy of your trade confirmation.	\$5 per confirmation
Early settlement fee	When you request that Ascot settle your sell transaction prior to the date due for settlement.	Interest at a rate of 0.04% per day on the gross amount (due to provision of funding by Ascot), plus an administration fee of \$50.
Stock transfer (overseas)	When you request that stock be transferred to or from Ascot's overseas custodian.	\$75 per transfer in and \$100 per transfer out.

We may also receive payments and benefits from third parties and product issuers, in the following circumstances:

Fee type	When is it payable?	How much is payable?
Cash Management Account (CMA) fees / commissions	Ascot may receive a fee or commission from the relevant bank on amounts deposited in a CMA	Any fees or commissions Ascot receives are calculated as a percentage of the amount deposited in a CMA. The rate of commission is usually between 0.1% and 0.5% per annum.
Commissions from product issuers	Ascot may receive a fee or commission from financial product issuers on amounts invested by you in a financial product.	Any fees or commissions Ascot receives are calculated as percentage of the amount you invest in the financial product. The rate of commission is usually between 0.05% and 1.0% depending on the period of investment. The specific rate will be provided to you with the issuer's documentation or PDS, or advised to you by your Adviser.

Ascot Corporate Finance	Ascot Corporate Finance receives payments from companies for undertaking various corporate finance activities including but not limited to underwriting, sub-underwriting, placements and initial public offerings of securities.	Ascot, its Advisers and Ascot Corporate Finance may earn fees, commission or income from such corporate finance activities and have interests directly or indirectly in the securities involved in these activities. Any fees earned by Ascot, its Advisers and Ascot Corporate Finance will be disclosed to you in the documentation relating to the offer or by your Adviser.
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### Remuneration and benefits to our Advisers

Our Advisers are remunerated by salary and commissions. The amount of commissions earned by Adviser will range between 0% and 100% of all trade commissions earned by Ascot across all trading platforms.

### Benefits to third parties

In certain circumstances we may pay referral fees to a third party such as a finance broker, for referring your business to Ascot. Any such payment depends on the particular circumstances of the arrangement with the third party. The rate of the share of the brokerage may be between 0% and 75% of the brokerage Ascot receives from you. You may request particulars of the referral fee that the third party will receive from Ascot. Any request must be made within a reasonable time after you receive this FSG and before any financial service is provided to you.

### Other Financial Service Providers

Ascot has execution, clearing and settlement arrangements with other service providers to conduct trading in financial products such as CFDs and international securities / international ETOS which are not available through Ascot's trading platform.

There are costs associated with these external trading platform providers which will be disclosed within the respective terms and conditions, PDS and terms of business. Ascot and your Adviser may earn commission on financial products offered by external trading platform providers. The costs of dealing on another platform will be disclosed by that platform provider within their FSG and PDS documentation.

### Privacy

The privacy of your personal information is important to us. Your personal information is handled in accordance with our Privacy Policy, which can be obtained on our website at [www.ascotsecurities.com.au](http://www.ascotsecurities.com.au) or by contacting us.

### Compensation arrangements

We have professional indemnity insurance arrangements in place to meet our obligations as the holder of an AFSL. Subject to its terms and conditions, our policy may cover claims relating to the products and services we offer and the conduct of our current and former employee, where we are responsible for the conduct of the employee at the time of the relevant conduct. Ascot's professional indemnity insurance policy meets the requirements of section 912B of the Corporations Act.

We are also a member of the Financial Ombudsman Service.

### What should you do if you have a complaint?

If you have any complaints about our products or services, we have established complaints resolution procedures that aim to deal with and resolve your complaint quickly and effectively.

In the first instance, you should raise any complaint that you may have with your adviser. Alternatively, you may raise the matter directly with your relationship manager.

If your complaint is not satisfactorily resolved within 3-5 days, please contact us on 02 9261 5828 and ask for the Compliance Manager or put your complaint in writing and send it to:

Complaints and Compliance Ascot Securities Pty Ltd  
Level 4, 151 Castlereagh Street  
Sydney NSW 2000

We will work to address and / or resolve your complaint fairly and within a reasonable timeframe.

If your complaint has not been resolved satisfactorily, you are entitled to refer the complaint to the Financial Ombudsman Service (FOS). You may lodge a complaint online at [www.fos.gov.au](http://www.fos.gov.au). 1 800 367 287

Financial Ombudsman Service Limited  
GPO Box 3, Melbourne VIC 3001

# CONTACT US

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If you have any further questions about the financial services we provide, please contact [info@ascotsecurities.com.au](mailto:info@ascotsecurities.com.au).

## Sydney Office

Level 4, 151 Castlereagh Street  
Sydney NSW 2000

T: 02 9261 5828

E: [info@ascotsecurities.com.au](mailto:info@ascotsecurities.com.au)

## Sydney Institutional Office

Level 21, 133 Castlereagh Street  
Sydney NSW 2000

T: 02 8015 3777

E: [info@ascotsecurities.com.au](mailto:info@ascotsecurities.com.au)

## Melbourne Office

Level 8, 530 Little Collins Street  
Melbourne VIC 3000

T: 03 8689 8789

E: [info@ascotsecurities.com.au](mailto:info@ascotsecurities.com.au)

