



## Financial Services Guide

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 An Authorised Representative (414063)  
 Of Bespoke Portfolio Pty Ltd (AFSL 341991)

## TAYLOR SECURITIES FINANCIAL SERVICES GUIDE

October 2019

This FSG provides you with information about our business, our key people, financial services we provide, costs and fees associated with using our services and other relevant information, to assist you in determining whether to use the financial services we offer.

Taylor Securities is an Investment Analyst catering to wholesale and retail clients looking for a portfolio and research-based approach to investing in Australian shares. Our approach utilises a combination of fundamental and technical analysis to create a defined stock strategy targeting business strength and price growth. We generally select and publish notes on our selected Growth Stocks from the S&P/ASX 500 index and our Income Stocks from the S&P/ASX 200 index. We occasionally publish notes on securities outside of these indices where we feel a compelling opportunity exists and typically make reference in our note to the risks associated with smaller securities. We will execute (and provide trading services only) also in respect of securities outside these indices. The firm serves clients nationally and is beneficially owned by Patrick Taylor, Executive Director.

This Financial Services Guide (FSG) is issued by Taylor Securities a Corporate Authorised Representative (414063) of Bespoke Portfolio Pty. Ltd. (Australian Financial Services License number 341991).

Our licensee, Bespoke Portfolio, may be contacted at Level 2, 351 Little Bourke Street, Melbourne, Victoria 3000 or via [enquiries@bespokeportfolio.com.au](mailto:enquiries@bespokeportfolio.com.au).

We generally provide documentation (including Financial Services Guides) by email attachment or by forwarding a link to you which provides access to the most recent version of the Financial Services Guide. That link may be found in various documents and correspondence you receive. As our Financial Services Guide may be updated from time to time, it is important you review the most recent version when engaging our services.

A copy of this FSG (or any prior version of the FSG) may be requested from us via email ([admin@taylorsecurities.com.au](mailto:admin@taylorsecurities.com.au)).

### About our Service:

Taylor Securities will **only** provide **Trade Execution (Execution-Only)** and **General Advice** services.

A Statement of Advice (or associated Record of Advice) will not be and **is not required to be** provided in such circumstances.

Whether you are a retail or wholesale client (a wholesale client being defined by s.761G of the Corporations Act), financial services provided by us will, generally, be confirmed in writing at all times.

Other documents you may received when doing business with us include product disclosure statements, research reports on individual securities, contract notes providing disclosure of specific trades and brokerage costs and general research notes on economic and market developments.

It is important for you to read and retain copies of these disclosure documents however we will also retain them on file for you. In particular, you may request a copy from us (for up to seven years from the date of creation of the document) via email ([admin@taylorsecurities.com.au](mailto:admin@taylorsecurities.com.au)).

We may act for you on an execution basis (without advice) where you provide us with verbal or written instructions (for example, effecting orders on market for your account).

We may also provide you with general advice regarding a particular financial product or issue of securities without taking into account your personal financial situation or making a specific personal financial recommendation to you (for example, providing you access to market opportunities, stock placements, public offerings of securities and the like).

### **Our Financial Services and Financial Products:**

Taylor Securities provides advice and execution services in the areas of securities, derivatives and deposit products (limited to basic deposit products). Our services include securities trading and execution, and General; Financial Product Advice. We only provide advice on products included within Bespoke Portfolio's Approved Product List or otherwise approved by Bespoke.

We do not provide: Personal Financial Advice, advice on other products or any other area of financial service.

Nor do we provide advice or services in relation to: (i) accounting and taxation advice, (ii) legal advice, (iii) insurance or lending advice, (iv) general insurance services, (v) property or real estate services or (vi) advice on collectables, such as artworks. Advice or services given outside the areas approved under the Bespoke Financial Services License (available within the ASIC Professional Register – [www.asic.gov.au](http://www.asic.gov.au)) or Bespoke Portfolio's approved product list (page 6 of this FSG) are outside of Bespoke Portfolio's responsibility and will not be endorsed under either our general corporate responsibility or professional indemnity arrangements.

### **Providing us with information and our protection of that information:**

We may gather this information by collating documents you provide us, by making notes of our discussions and by making enquiries of third parties with your authority.

Information about you held by us is governed by a strict adherence to client confidentiality policies. Your privacy is protected by the maintenance of physical and electronic security arrangements governing access to information and by the maintenance of a privacy culture within the business. A copy of our privacy policy may be obtained by emailing us at [admin@taylorsecurities.com.au](mailto:admin@taylorsecurities.com.au).

### **Our key staff:**

**Patrick Taylor** is the Director and Analyst of Taylor Securities and has experience working in the Australian and United Kingdom stock markets since 2002.

Using a proprietary method of technical analysis combined with meta-analysis of aggregate fundamental data, he has shared his work through the West Australian newspaper's "Yield Hunter" column and Sunday Times Business section, his "Growth Focus" commentary on the Finance News Network, Sky Business TV's "Your Money Your Call" as well as being a regular contributor to their "Buy Hold Sell" program.

Patrick holds Bachelor degrees in Science and Arts from the Australian National University (Canberra, Australia), and has completed the Securities Institute Certificate (London, UK), the Deakin University SDIA (PS146) Accreditation Program (Victoria, Australia). He has also achieved a Graduate Certificate in Applied Finance and accreditations for Derivatives from Kaplan Education (Sydney, Australia).

### **Our key counterparties:**

Taylor Securities and Bespoke Portfolio utilise the services of various financial sector providers in providing access to financial products and markets to our clients.

These providers are subject to a review process by Bespoke Portfolio.

Our current key counterparties include:

- Open Markets Australia Pty Ltd. (Australian Equities execution and trading);

- Macquarie Bank (Macquarie Cash Management Account) (Cash Management).

### **Paying for our services:**

You will generally pay for our services through brokerage on the execution of financial transactions. Taylor Securities will receive a proportion of the brokerage charged, after allowing for our wholesale counterparty costs. Taylor Securities may also receive payments for professional services and advice on a case by case basis via the issuance of invoices for services rendered. These will usually be discussed with you prior to the services being provided.

Capital markets activities such as placements, fundraising and the allocation of funds into initial public offerings may result in Taylor Securities receiving fees from issuers. These will generally be disclosed to you as required and in the case that you are a retail client in receipt of Personal Financial Advice will in all cases be disclosed within your Statement or Record of Advice.

Referral fees or rebates may be paid to us in certain circumstances and if this is the case these will generally be disclosed to you and in the case that you are a retail client in receipt of Personal Financial Advice will in all cases be disclosed within your Statement or Record of Advice.

Unless an arrangement was established prior to 1 July 2013, no “conflicted remuneration” (as defined under the *Future of Financial Advice* legislation) is received by Taylor Securities and we generally do not enter into new product relationships that may give rise to commission income or other potential conflicts of interest. Commissions that may be received pursuant to a financial product upon which we advise will be disclosed in your advice document and/or in the product disclosure statement (PDS) associated with the product.

Details of remuneration we receive will be provided to you in the following forms/documents:

- If you are a retail client: For asset-based fee arrangements entered into from 1 July 2013: via an annual Fee Disclosure Statement (FDS), issued at the conclusion of each financial year, which contains details of the quantum of fees paid and services you both received, and were entitled to receive, during the preceding twelve months.
- For all clients: You may also receive information about fees payable from your adviser, contract notes, issued invoices and via statements issued by financial product providers.

Taylor Securities trading, investment and cash management services summary of fees and charges (which applies to the majority of service relationships and, generally, to all service arrangements entered into from 1 July 2013) is provided overleaf on page 4 of this FSG. These charges may be subject to negotiation and variation in certain circumstances.

### **Other benefits or conflicts of interest:**

Non-monetary benefits of greater than \$300 are considered “conflicted remuneration” under *Future of Financial Advice* legislation. Taylor Securities has a policy of not accepting such benefits where their value exceeds \$100 in any event.

## **TRADING, INVESTMENT AND CASH MANAGEMENT SERVICES SUMMARY OF SERVICES, FEES AND CHARGES**

Effective 1 March 2018

### **The products and associated services in which we are authorised to deal are:**

- Securities (Shares);
- Deposit and Payment Products – Basic Deposit;

- Deposit and Payment Products – non-basic Deposit;
- Government Debentures, Stocks and Bonds;
- Exchange Traded Options

### How you pay for our services:

Brokerage is charged for securities trades undertaken by us in relation to your account. Commissions are not received in relation to cash or other products used by the practice.

Our standard brokerage charge is 1% (subject to a minimum of \$100) plus GST.

Taylor Securities receives the benefit of this brokerage charge, less our wholesale cost of execution services from our broking service provider, OpenMarkets Australia (“OpenMarkets”).

OpenMarkets provides wholesale execution broking services to Bespoke Portfolio Pty Ltd at the rate of \$7.95 per contract note, or 0.04% (+ GST). Bespoke Portfolio in turn passes through an effective rate of \$10.00 per contract note, or 0.10% (+ GST) to Taylor Securities.

<b>Worked Example:</b>	<b>Revenue Split including GST</b>
\$5,000 share parcel: Gross brokerage = \$110.00 (incl GST) (min. \$110)	Open Markets: \$8.745 Bespoke Portfolio (Licensee): \$2.255 Taylor Securities: \$99.90
\$15,000 share parcel: Gross brokerage = \$165.00 (incl GST) (1.1%)	Open Markets: \$8.745 Bespoke Portfolio (Licensee): \$2.255 Taylor Securities: \$154.00
\$100,000 share parcel Gross brokerage = \$1,100 (1.1%)	Open Markets: \$44.00 Bespoke Portfolio (Licensee): \$66.00 Taylor Securities: \$990.00

Any other service charges, benefits of other financial entitlements Taylor Securities may be entitled to receive in relation to any specific transaction will be disclosed to you in writing prior to execution for your approval.

### Our Dispute Resolution Process:

We are committed to providing a high standard of client service and to maintaining our reputation for honesty and integrity. If our level of service has failed to meet your expectations, we would like you to tell us about your concerns. Our complaint handling process is designed to ensure that your concerns are treated seriously and that your complaint is addressed promptly and fairly.

If you have any complaints about the service you have received from Taylor Securities, or any aspects of your dealings with us, you should refer the matter to us contacting us by telephone on (08) 9582 8700 or by email to [admin@taylorsecurities.com.au](mailto:admin@taylorsecurities.com.au).

If your complaint is not satisfactorily resolved within three business days after you first notified us, please put your complaint in writing addressed to:

The Compliance Officer & Responsible Director  
Bespoke Portfolio Pty. Ltd.  
Level 2, 451 Little Bourke Street, Melbourne, VIC, 3000

The Compliance Officer will discuss your complaint with the relevant personnel and prepare a response.

If, after 45 days from the time you first notified us your complaint, your complaint is not resolved to your satisfaction, then you have the right to proceed with a complaint to the **Australian Financial Complaints Authority (AFCA)**, an approved dispute resolution scheme of which Bespoke Portfolio is a member of (membership number 14686):

Website: <https://www.afca.org.au/make-a-complaint/>

Telephone: 1800 931 678

Mail: GPO Box 3, Melbourne VIC 3001

#### **Professional Indemnity Insurance:**

The Corporations Act requires Australian Financial Services Licensees to have in place, pursuant to section 912B of the Corporations Act, adequate arrangements to compensate retail clients in the case of certain losses found to be caused by Bespoke Portfolio or a Bespoke authorised representative. Bespoke Portfolio maintains professional indemnity insurance that complies with these requirements.

## Bespoke Portfolio Approved Product List (core list), current as at 1 October 2019:

(Note: this APL may be updated from time to time at Bespoke's discretion, for a current APL or any questions regarding product and service authorisations or scope, please speak to your adviser or contact [admin@taylorsecurities.com.au](mailto:admin@taylorsecurities.com.au) or [enquiries@bespokeportfolio.com.au](mailto:enquiries@bespokeportfolio.com.au))

### APL policy summary

Bespoke Portfolio seeks to provide a broad, flexible APL consistent with engagement with high calibre Authorised Representative advisers and/or the provision of General Advice only/Execution based services. The APL is developed pursuant to Bespoke Portfolio's *Research and Approved Product List Policy* (page 91 of the Bespoke Portfolio Compliance Manual).

### Core Approved Product List

**Via Approved Broking counterparties:** For execution only clients and (where no individual holding exceeds 5% of a client portfolio) General and Personal Advice clients:

Any security listed on one the following public exchanges (for non execution only clients, limited to the (index) as noted (though see note below).

- ASX
- NSX
- VSE SIM
- SGX (Straits Times)
- KLSE (FTSE Bursa Malaysia Kuala Lumpur Composite)
- HKG (Hang Seng Composite)
- JSE (Topix 100)
- LSE (FTSE 100)
- European bourses: constituents of the Eurostoxx 100
- NYSE, NAS (S&P 500).

Note: holdings within the ASX 100 may constitute up to 20% of a client portfolio. Holdings of certain diversified Listed Investment Companies and ETFs which functionally achieve portfolio diversification within an asset class may constitute up to 50% of a client portfolio.

### Corporate Bonds and Fixed Interest Securities

Only to be offered to General and Personal Advice clients. Minimum Standard & Poor's (S&P) credit rating of BB (or equivalent) are included on the APL, subject to a 5% holding limit per client portfolio. Instruments with a minimum Standard & Poor's (S&P) credit rating of A (or equivalent) may constitute up to 10% of a client portfolio. Corporate Bonds and Fixed Interest Securities must be dealt via an approved counterparty.

## Deposit Products

### Current approved bond Counterparties are:

- OpenMarkets
- FIIG Securities
- Commonwealth Bank & its subsidiaries (CBA Fixed Income Desk)

At call deposits and Term Deposits < 180 days: issued by an APRA-regulated approved deposit taking institution only with a minimum S&P credit rating of BBB (or equivalent) or where the deposit amount (total per client entity) does not exceed \$250,000 and benefits explicitly from the Federal Government's deposit guarantee program.

Term Deposits > 180 days: issued by an APRA-regulated approved deposit taking institution only with a minimum S&P credit rating of A- (or equivalent) or where the deposit amount (total per client entity) does not exceed \$250,000 and benefits explicitly from the Federal Government's deposit guarantee program.

## Annexures

- Credit Rating Conventions (not included in this FSG)
- List of Approved Broking counterparties

## Approved Broking counterparties

- Pershing LLC
- OpenMarkets Australia
- ETrade Australia
- Commsec Advisor Services
- Baillieu Holst