



WINSTON
CAPITAL PARTNERS

Financial Services Guide

Winston Capital Partners Pty Ltd

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What's this all about?

We are an Australian company which holds an Australian financial services licence (AFSL).

At the core of our business, we assist great fund managers to promote their Australian managed funds to Australian investors.

Our role is help them promotion, including with marketing material, with their websites and online campaigns and with presentations to all sorts of people including potential investors, large and small.

Sometimes in doing this we talk, or give promotional material, to 'retail clients' a term the law defines to mean most ordinary investors.

Although sometimes information is purely factual, it can often be 'general financial advice'. Irrespective, it is never personal financial advice personal advice is advice tailored for someone's circumstances.

About this document

This is our **financial services guide**.

In many situations when we give general advice to retail clients, we must give them this document.

It is designed to assist you in deciding whether to use any of our services, including explaining:

- what we do
- How we are paid and by whom
- when we might pay others
- what to do if you want to complain.

Oh, one important thing up front: to be clear, you don't pay us. You are not our 'client' at all really. But it is important you understand how we help fund managers, who do in fact pay us for what we do.

If you have questions after you read this document, feel free to contact us.

Documents you may receive

If we gave personal advice to retail clients, they would get a statement of advice.

But that's not us. Personal advice isn't our thing

The documents you get from us might look more like advertising or reports on a fund manager, a fund, a type of investment or a market. You might see our work on TV, online, or on an email or seminar.

It may come from us or it may be sent by the fund manager or someone else involved with the product such as the responsible entity or administrator.

Our financial services

Under our AFSL we are authorised to do quite a few things as you might expect, but the only financial services we provide to retail clients is general financial advice. If you'd like to see our AFSL, contact us or visit ASIC online.

How we are paid

Our fund manager clients pay us, usually in some way that measures our success.

We use these fees to pay our own costs and pay ourselves and our staff.

Most often, our fund manager clients share with us some part of their revenue: our reward for helping them attract investors.

So ... this is the important thing for you: our cost is not an additional cost for the investors in these funds – it is just another cost the fund manager pays from its own money.

Check out the product disclosure statement for the fund to see how much the fund manager is paid: it varies.

Often these fees are based on how much investors have invested in the funds during the time we are helping promote them, and sometimes, they can trail on, that is, we still receive some payment during a period after we stop formally helping out.

And it costs you nothing to hear what we have to say! We don't charge you at all!

Occasionally, for consulting work, we might be paid an amount fixed or based on the time we spend.

Importantly, we never receive payments that might influence the general advice a retail client receives from us. The law prohibits this, and we are a big fan! We speak our best vision of truth. Yes we are paid, but for example we don't speak more highly of fund managers that may pay us more.

In turn, we play fair, and if someone refers clients to us, we may decide to share our fees with them. Again, this is no additional cost to you.

Again, importantly, we never make payments that might influence the advice a retail client receives. The law prohibits this, and we are a big fan!

Generally, it's not possible to know what these amounts are at the time we are promoting a fund. Our reward, if any, comes later, sometimes months or even years later.

Not as significant, we sometimes let others act under our AFSL – that is, we authorise them. This just means we are responsible for the relevant financial services they provide. We choose and monitor these people carefully. Often, they are our clients. These people do pay us, usually a modest fixed amount each month.

We don't generally receive or give non-cash benefits, although we or our fund manager clients may sponsor conferences and take people to lunch from time to time in the ordinary course of business.

Amounts paid to management and staff are not based on how much investors invest in each fund. They have no incentive to promote one fund manager over another fund manager which we represent.

Under law, you may request particulars of remuneration (including commission) or other benefits, provided that is it within a reasonable time of receiving this document. But remember, generally it's not possible to know what these amounts are at the time we are promoting a fund. Our reward, if any, comes later, sometimes months or even years later. We may not be able to tell you much more.

Complaints

If something we do in the financial advice space disappoints you, please contact us. We will do our best to resolve your concerns within 45 days. If you are a retail client and remain unhappy you can take complaint to:

The Financial Ombudsman Service
GPO Box 3, Melbourne, Victoria, 3001
T: 1300 78 08 08 | E: info@fos.org.au.

The Financial Ombudsman Service (**FOS**) is a dispute resolution service. We are a member but they are independent of us. FOS does have some rules (which may change from time to time) including that the claim involved must generally be under a certain financial amount – current details can be obtained from www.fos.org.au.

What else?

We hold insurance including \$5m of professional indemnity insurance.

We may hold personal information about you, and that's something we take seriously. We have a privacy policy on our website.

Questions?

Our contact details are on the front cover. Our website has lots more information that may interest you. You don't really ever need give us 'instructions'. If you want to contact us, email or call.

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