



PatersonsHUB

One place for all of your investments. Combining the award winning HUB24 Platform with Patersons Wealth Advice.



Term Deposits

One platform. Access over 25 financial institutions.



Stockbroking Services

Expert trading and stock selection.



Investment Management

A strategic approach to building wealth.





Superannuation and Retirement Planning

Exploring opportunities to optimise your retirement strategy.



Aged Care and Home Care

Your journey to retirement living.



Investing for Children and Grandchildren

Planning for the next generation.



Accolade Portfolio Service

A toolkit for better decision making and hassle-free portfolio administration.



The consistent cover designs present well, displayed in branch foyers



Superannuation and Retirement Planning

Exploring opportunities to optimise your retirement strategy.



Superannuation is a tax effective way to save for your retirement.



What are the tax benefits of investing in a super fund, instead of in your own name?

Before you retire

- Pre-tax contributions to superannuation, which you make personally or from pre-tax salary are generally taxed at 15%, instead of being taxed at your marginal tax rate, which could be as high as 47% (including Medicare Levy).
- Earnings on investments held in a superannuation fund are only taxed at a maximum of 15%, instead of at your marginal tax rate. This means potentially higher after-tax returns than could be achieved on investments held in your own name.
- Assets held for more than 12 months in a superannuation fund only incur an effective 10% tax on capital gains. Those held for less than 12 months incur the standard 15% tax. Capital gains on assets held in your own name would typically be taxed at a much higher rate.
- Depending on your situation, you may also make after-tax contributions to superannuation.

After you retire

- All earnings and capital gains on investments up to \$1.6 million held in a pension fund are tax exempt.

The maximum amount of superannuation any individual can hold in tax-free retirement pensions is \$1.6 million.



Which type of super fund is right for me?

Industry Funds

- These are useful lower cost funds, but can have limited investment choices and insurance options.

Retail Funds

- These are run by large financial services companies and typically provide a broad range of investment options and a selection of insurance options.

Corporate Funds

- Run by employers for their employees, but have become less common since industry and retail funds became more competitively priced.

Self-managed Super Funds (SMSFs)

- The largest segment of the superannuation industry, SMSFs can give you complete control of your investment strategy and insurance options, within the legislative framework.

Talk to your Wealth Adviser to find out which type of fund best suits your requirements.



How much can I contribute?

Pre-Tax Contributions

- These can be made by you, or by your employer as part of your salary package and/or as salary sacrifice, and are capped at \$25,000 per year.

After-Tax Contributions

- Those under the age of 65 can make voluntary after-tax contributions of \$100,000 per year, or \$300,000 over a 3-year period. If you're aged 65-75 you must meet the 'work test' to be eligible to make contributions, and then only \$100,000 per year is permitted.

When your total superannuation reaches \$1.6 million, then no further after-tax contributions are permitted.

An appropriate contribution strategy is essential to ensure you will be able to fund your desired retirement lifestyle.

Your superannuation strategy is a key component of your broader retirement planning. A Patersons Wealth Adviser can help you understand how much you will need to save for your desired retirement lifestyle, and develop an appropriate contribution strategy using one or more of the approaches below.

Government Co-contribution

If you or your spouse earn less than \$51,813 per year and you make personal after-tax contributions, the government may also contribute into your super fund. To qualify for the maximum \$500 co-contribution, you must contribute \$1000 to super and earn less than \$36,813 in a year. As your income increases, the amount of the co-contribution decreases and cuts out completely when your income reaches \$51,813.

Spouse Contributions

You can choose to make after-tax contributions to your spouse's superannuation fund, to help boost their retirement savings. If your spouse earns little or no income, you may also be able to claim a tax offset for some of the after-tax contributions you make.

Contribute the Proceeds of Downsizing

If you are aged 65 or older and have owned your home for more than 10 years, you can contribute up to \$300,000 of your sale proceeds to your super fund. This contribution is available per person and is in addition to any other voluntary contributions you make.

Salary Sacrifice / Personal Pre-Tax Contributions

If you're receiving income that is surplus to your requirements, you can have some of your pre-tax salary or bonus paid directly into your super fund rather than being paid to you, or alternatively you could contribute personally. The key advantage is that the amount paid into your super fund will be taxed at 15% instead of your marginal tax rate, which could be up to 47% (including Medicare Levy). The total of your employer, salary sacrificed and personal pre-tax contributions can't exceed \$25,000 each year.

Transition to Retirement Pension

If you have reached your preservation age and you would like to keep working while drawing down some of your super, you can do so with a transition to retirement (TTR) pension. There are two common reasons to do this. The first is to reduce your working hours while using your pension payments to top up your income, allowing a gradual move into retirement. The second is to live off your pension income while you salary sacrifice your employment income into super to save on tax.

Personal After-Tax Contributions

If you currently have cash savings or you receive a lump sum amount via an asset sale or inheritance, you may consider making an after-tax contribution to your super fund. Provided you're under 65, you can make up to \$100,000 in after-tax contributions each year, or \$300,000 over a 3-year period. Between 65 and 75 you can contribute up to \$100,000 each year, as long as you meet the 'work test'.

In-specie Contributions

If you have a Self-Managed Super Fund (SMSF) you can also transfer certain assets you already own into your super fund, provided they are acquired at 'market value'. The types of assets you can transfer include securities listed on a recognised exchange (ie. Shares, Funds and Bonds), business real property, and units in widely held trusts (ie. Managed Funds). The lower tax rate payable on investment earnings on assets held by your super fund, rather than those held in your own name, potentially makes this an attractive investment strategy.

Accessing your Superannuation

When you reach retirement you can access your super as a pension, a lump sum or a combination of both. The approach that is right for you will depend on your personal retirement plan and other sources of income.

You can access your super when you reach your 'preservation age'

This is the minimum age that your super must legally be 'preserved' until. Your preservation age will be between 55 and 60 depending on when you were born.

Date of Birth	Preservation Age
Before 1 July 1960	55
1 July 1960 to 30 June 1961	56
1 July 1961 to 30 June 1962	57
1 July 1962 to 30 June 1963	58
1 July 1963 to 30 June 1964	59
After 30 June 1964	60

You can also access your super early in certain circumstances, such as if you are permanently disabled, experience severe financial hardship, or have a terminal medical condition. When you take money out of superannuation prior to your preservation age, restrictions on the amount you can withdraw and additional taxes may apply.

You can take your super as a pension and/or lump sum

When you retire (after age 60), you can begin to receive your superannuation as a tax-free pension or take some (or all) of it as a lump sum. Taking a lump sum can have implications, so it's important you understand them, as once you've withdrawn money from your super you may not be able to get it back in.

The minimum amount you must withdraw as retirement income each year is dependent on your age and your account balance, and ranges from 4% for those under 65 to 14% for those over 95. There is no maximum amount you can withdraw once you are retired or over age 65.

Age	Minimum Pension (as a % of account balance)
Under 65	4%
65 to 74	5%
75 to 79	6%
80 to 84	7%
85 to 89	9%
90 to 94	11%
95 and over	14%

Contact us to get started

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Aged Care and Home Care

Your journey to retirement living.



Working with your adviser to create effective solutions for your changing circumstances

Preparing for changing living arrangements involves considering your current situation and the financial implications of your decision. Getting advice can help guide you through the process, providing professional advice and support to create effective solutions for you. As an adviser we can help identify what's important to you and assist you to achieve your goals and objectives.



Setting your priorities

As your adviser we can:

- Help you to identify what's important and assist you to achieve your goals and objectives.



Planning your care needs

As your adviser we can:

- Outline the steps ahead to help you find and access the right type of accommodation.
- Act as a central reference point for clear and relevant information on aged accommodation and how your finances might be impacted.
- Help you and your family to understand the range of care options and how the aged care system works.
- Help you structure your finances for home care packages.



Financial review

As your adviser we can:

- Review your financial situation to help provide solutions to meet your goals and objectives.
- Help you to evaluate what you can afford so you can focus on searching for a suitable accommodation or home care.
- Review of your Superannuation.



Options to pay for accommodation

As your adviser we can:

- Help determine the financial implications of keeping or selling your home.
- Evaluate the options and strategies for your accommodation payment.
- Review the potential for strategies to maximise centrelink benefits that you may be entitled to.



Strategies to improve cash flow

As your adviser we can:

- Develop strategies that generate a regular and reliable income to assist in covering your living expenses.
- Help design strategies that take into account your family situation and estate planning needs.



Estimate Fees

As your adviser we can:

- Explain the range of fees and how they are calculated to estimate what you might need to pay.



Estate planning

As your adviser we can:

- Highlight the implications of investment decisions on your estate plan to help avoid unintended consequences.
- Discuss the importance of an enduring power of attorney and guardianship.

How to help your parents

Change is an inevitable part of life. You and your siblings may notice changes to your parent/s situation which highlight the need to consider and plan for aged care. The changes may be an opportunity to discuss with your parents their future well-being. Many people enter aged care under emergency conditions because of an accident or illness, leaving little time for thoughtful decision making. To ensure your parents don't face this situation, you should address the looming issue of aged care needs for your parents as soon as possible.

Benefits of a Family Meeting

A family meeting facilitated by an adviser can help you:

- Explore priorities and preferences and help your family arrive at a common view
- Understand how aged care works and the range of care options available
- Identify the steps required to access the right level of care
- Understand the costs to enter care and the ongoing fees
- Consider the role of the family home in funding the entry fee
- Review your parent/s ongoing cashflow requirements
- Develop strategies to optimise your parent/s financial position including minimising fees, maximising entitlements and investing the remaining assets
- Ensure the estate plan continues to reflect your parent/s wishes and the family's decisions.

Your Action Plan

Consider the following actions:

- Be observant. Parents may try to cover up frailties – look for any signs that suggest they aren't managing.
- Talk to other family members about any problems that are identified.
- Talk to your parents about their future, their concerns and living arrangement preferences.
- Consider the level of assistance that might be needed. Will extra help in the home suffice or is residential care needed?
- If residential care is needed, identify suitable places and investigate their facilities.
- Check that your parents have current wills and enduring powers of attorney/guardianship in place.
- Learn where your parents keep their important documents, including their wills, bank account details, and insurance policies.
- Arrange an appointment with your Patersons adviser to discuss financial considerations and strategies for affordability of care for your parents.

The Value of Advice

Forward planning

Timely planning enables elderly parents to transition to aged care with ease and dignity.

Simplicity amidst confusion

An adviser provides a central point for accurate and relevant information on aged care.

An experienced voice

An adviser can act as an experienced voice during sensitive family discussions and a conduit to achieve agreement.

Creation of a pathway

Your family are able to understand the decisions and actions needed to secure the appropriate level of care.

Decision making

Objective recommendations remove emotion from the decision making process.

The big picture

Advice is based on our understanding of your situation and unwanted consequences may potentially be avoided.

Confidence and peace of mind

Professional advice enables your family to make informed decisions with confidence.

Family cohesion

Minimise the potential for family disputes with a review of estate planning issues.

Your journey to retirement living

Preparing for retirement living involves considering your current situation and the financial implications of your decision. Getting advice can help guide you through the process, providing professional advice and support to create effective solutions for you. As an adviser we can help identify what's important to you and help assist you to achieve your goals and objectives.

Objective Questionnaire

- ☐ Will you sell or retain your current home?
- ☐ How will you fund the retirement property?
- ☐ Will you be able to fund your lifestyle expenses?
- ☐ Are you able to maintain a cash reserve?
- ☐ Will you be able to maximise any Centrelink/DVA benefits that you may be entitled to?
- ☐ Will you be able to receive regular income payments to match the timing of your expense commitments?
- ☐ Are you able to manage my investments in the most tax effective manner?
- ☐ Will your general insurances continue to reflect your requirements?
- ☐ Would you like to minimise the complexity of your financial affairs for your nominated Power of Attorney?

As your adviser we can review your financial situation to help provide solutions to meet your goals and objectives.

Contact us to get started

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Financial Planning

Creating the roadmap for your financial future.



A plan for tomorrow helps you enjoy today



Money Management and Financial Advice

Typically, our Wealth Specialists will conduct a cash needs analysis to ensure your long and short-term cash needs are provided for and your existing debts are managed. Working alongside your accountant, our planners can help ensure your financial affairs are structured to best suit your objectives within the current taxation environment.



Wealth Creation and Preservation

An important part of any financial strategy is an appropriate investment strategy for surplus income and existing assets. Your Wealth Adviser can design a personally tailored portfolio with a thoughtful mix of investments diversified across, and within, asset classes. This approach can help protect your investments from short-term swings in any one asset class and help build your wealth over the long term.



Superannuation and Retirement Planning

Together with the government age pension, superannuation forms the basis for Australia's retirement income policy, and is a tax effective way for all Australians to save for their retirement. As a result of being tax effective, there are a number of rules that apply to restrict how much income you can contribute and the conditions under which you can access it. An appropriate superannuation strategy is essential when planning your retirement to ensure you will be able to fund your desired retirement lifestyle.



Legacy and Estate Planning

Engaging your entire family in a discussion around the responsibilities and opportunities that wealth brings significantly improves your odds of creating an enduring family legacy. Our Wealth Specialists can work with you and your solicitor to build a comprehensive plan for transferring assets to future generations, while also working with each generation to help manage your family's legacy.



Insurance Advice

Adequate insurance is an important part of any wealth management strategy. Three in four Australians will be diagnosed with a serious illness in their working life (Australian Bureau of Statistics) which could leave them unable to work. In fact, Australians have a one in three chance of a disablement causing them to not be able to work for more than three months before turning 65 (Institute of Actuaries Australia).



Aged Care Advice

Having a loved one move into Aged Care can be a traumatic and expensive experience which may come at a very difficult time for all concerned. Funding both the initial entry cost of getting into care and then the ongoing daily care fees is an increasingly complex area. There are many strategies that allow you to provide the person needing care with the best possible outcome at an affordable price, while preserving their partner's ability to live independently and maintaining the value of their family estate. Our Aged Care Specialists can assist you with these complex decisions and help you map out a strategy to achieve an acceptable result for all involved.

Contact us to get started

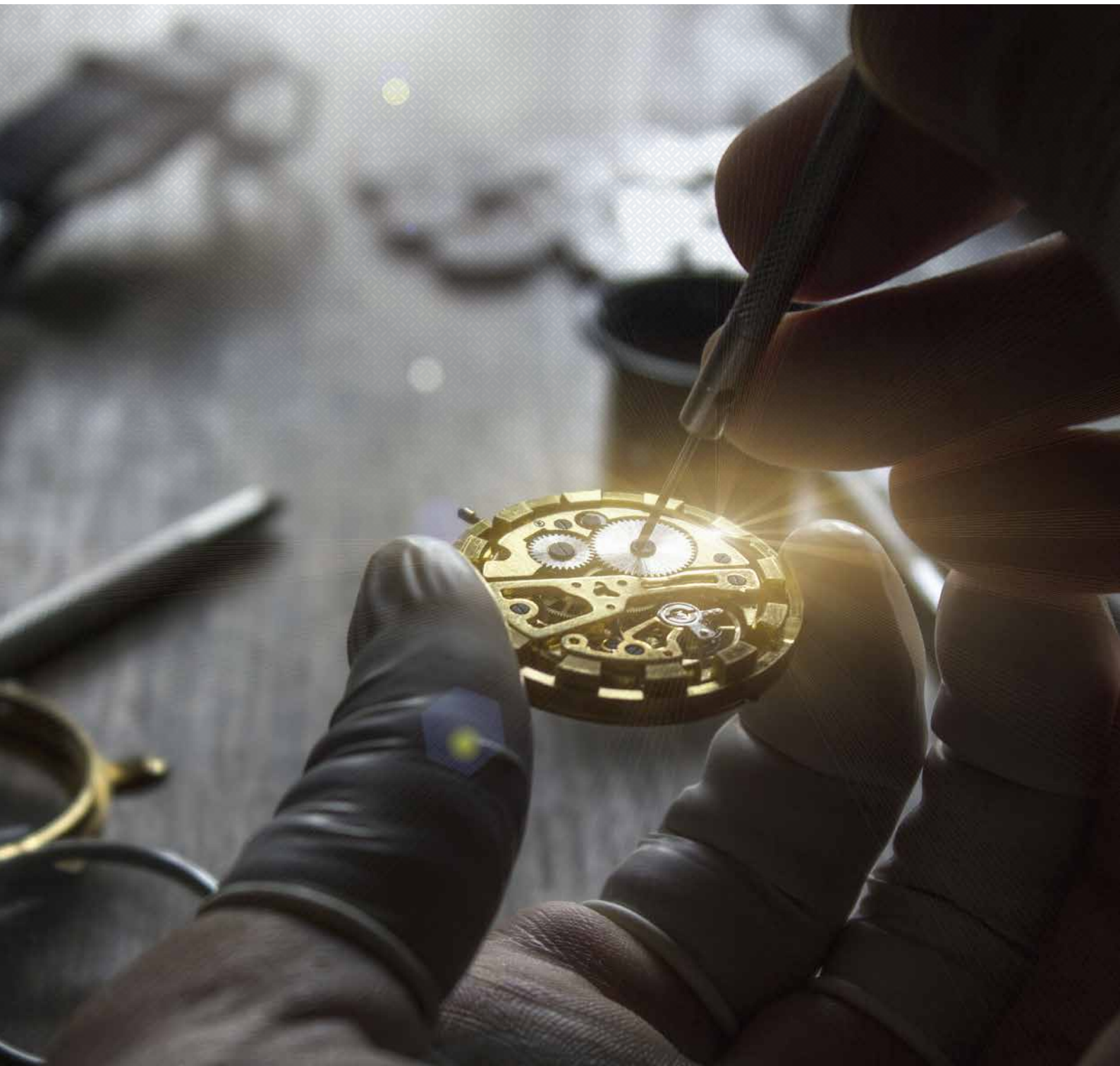
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Investment Management

A strategic approach to building wealth.



The creation of a successful investment strategy begins by developing a thorough understanding of your personal goals, situation and tolerance to risk. From that baseline, your Wealth Adviser can design a personally tailored portfolio with a thoughtful mix of investments diversified across, and within, asset classes. This approach can help minimise the impact of short-term swings in any one asset class and helps build your wealth over the long term. To keep you on track, your Wealth Adviser can formally review your investment strategy and portfolio performance with you, at an agreed frequency, to proactively identify and discuss any adjustments that need to be made.

Determining Your Profile

Risk profiling is a process Advisers use to help determine the optimal levels of investment risk for clients. It aims to identify the risk required to meet your investment objectives, your risk capacity, and your tolerance to risk. Through this process, a risk profile is created which will inform future decision making and help determine the appropriate asset allocation strategy for your investment portfolio.

Patersons has adopted six distinctive risk profiles, ranging from conservative to very aggressive. A conservative profile would likely seek to conserve wealth rather than aim for capital growth, while an aggressive profile may seek longer term financial gain despite the short term risks associated with the investments.

Risk Profile:	Conservative	Moderate	Balanced	Growth	Aggressive	Very Aggressive
Growth Assets vs Defensive Assets						
■ Growth Assets	15.0%	30.0%	50.0%	70.0%	85.0%	100.0%
■ Defensive Assets	85.0%	70.0%	50.0%	30.0%	15.0%	0.0%

Strategic Asset Class Allocation

The starting point for Asset Allocation decisions is in determining what proportion of a portfolio should be allocated to Defensive Assets and what proportion should be allocated to Growth Assets.

Defensive Assets tend to carry lower levels of risk, are generally less volatile and are associated with lower returns over the long-term. These assets include Cash, Fixed Interest and Bonds.

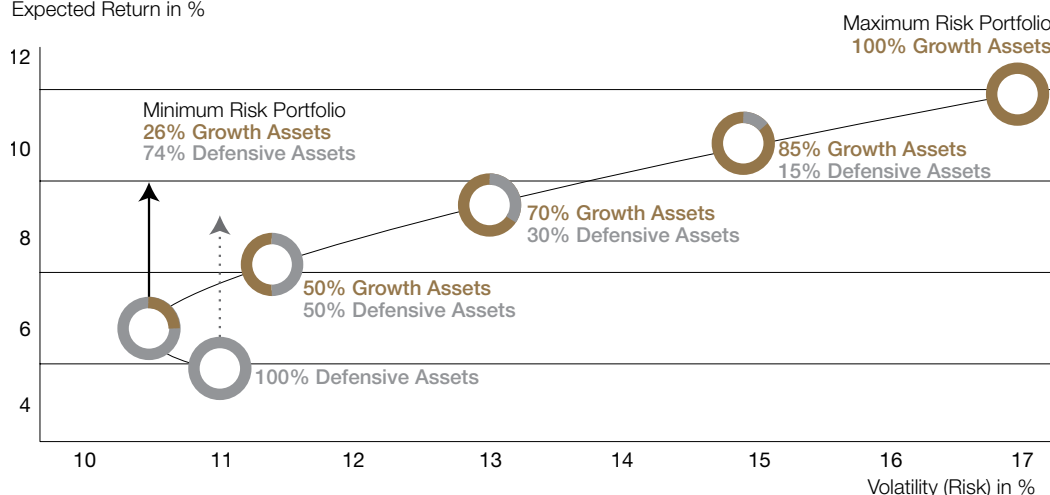
Growth Assets tend to have higher levels of risk, are generally more volatile, particularly in the short-term, and are associated with higher returns. These assets include Domestic and International Shares, Listed Property, Infrastructure, Commodities and Alternatives.

Strategic Asset Allocation involves setting target allocations to these asset classes and then periodically rebalancing the portfolio back to those targets as investment returns skew the portfolio over time.

Your risk profile and investment time horizon will help you determine an appropriate balance of Growth and Defensive Assets to hold in your portfolio.

Portfolio Combinations

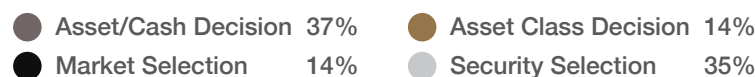
Expected Return in %



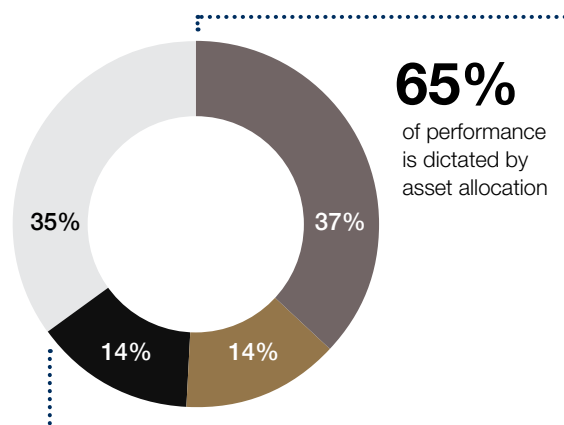
Source: Patersons Research

Why Asset Class Allocation is Important

Asset Allocation is one of the most important decisions that investors make. Empirical research has shown that when it comes to the principle determinants of investment returns, over time, the selection of individual securities is secondary to the way that assets are allocated across asset classes, such as equities, fixed interest securities and cash.



Source: Staub and Singer (2011)



The Power of Diversification

Looking at the performance of the various asset classes over the past 30 years one thing is clear - no one asset class is able to generate consistent outperformance year in, year out. By investing in a single asset class, an investor is exposed to both the volatility of returns in that asset class and also the risk of that asset class underperforming other asset classes for sustained periods of time.

An investor who holds a mix of investments across multiple asset classes diversifies their risk of any one asset class underperforming from year to year. By diversifying across asset classes, an investor is able to smooth out the return of their portfolio over time, as weak performance in one asset class is offset by strong performance in another. Over the longer term, sticking to a diversified strategic allocation investment strategy can potentially enhance returns, especially when compared to making asset allocation decisions based on last year's performance.

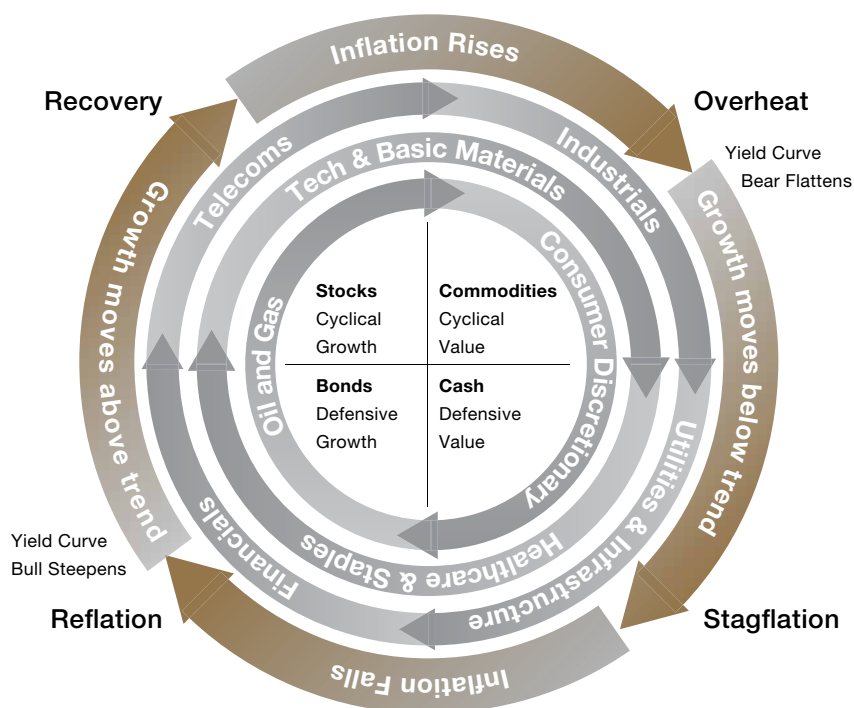
Financial year total returns (%) for the major asset classes

Year	Australian Shares	International Shares	International Shares (Hedged) ¹	US Shares	Australian Bonds	International Bonds (Hedged) ²	International Cash	Australian Listed Property	Listed Property ³
1989	3.5	18.1	18.3	26.7	3.0	16.3	15.7	-1.1	
1990	4.1	1.9	5.3	11.5	17.8	13.1	18.5	15.2	
1991	5.9	-2.0	-5.8	10.3	22.4	15.3	13.5	7.7	-15.9
1992	13.3	7.1	-3.0	16.3	22.0	15.8	9.0	14.7	6.9
1993	9.9	31.8	17.3	26.6	13.9	14.7	5.9	17.1	28.3
1994	18.5	0.0	6.7	-6.5	-1.1	2.1	4.9	9.8	8.4
1995	5.7	14.2	3.7	30.0	11.9	13.1	7.1	7.9	7.5
1996	15.8	6.7	27.7	12.9	9.5	11.2	7.8	3.6	2.4
1997	26.6	28.6	26.0	42.6	16.8	12.1	6.8	28.5	35.7
1998	1.6	42.2	22.1	58.2	10.9	11.0	5.1	10.0	25.0
1999	15.3	8.2	15.9	14.2	3.3	5.5	5.0	4.3	-6.8
2000	13.7	23.8	12.6	18.2	6.2	5.0	5.6	12.1	14.1
2001	8.8	-6.0	-16.0	0.5	7.4	9.0	6.1	14.1	38.2
2002	-4.5	-23.5	-19.3	-26.3	6.2	8.0	4.7	15.5	7.5
2003	-1.1	-18.5	-6.2	-15.2	9.8	12.2	5.0	12.1	-5.2
2004	22.4	19.4	20.2	15.4	2.3	3.5	5.3	17.2	28.7
2005	24.7	0.1	9.8	-4.1	7.8	12.3	5.6	18.1	21.2
2006	24.2	19.9	15.0	11.6	3.4	1.2	5.8	18.0	24.2
2007	30.3	7.8	21.4	5.6	4.0	5.2	6.4	25.9	3.0
2008	-12.1	-21.3	-15.7	-23.4	4.4	8.6	7.4	-36.3	-28.6
2009	-22.1	-16.3	-26.6	-12.5	10.8	11.5	5.5	-42.3	-31.2
2010	13.8	5.2	11.5	8.9	7.9	9.3	3.9	20.4	31.3
2011	12.2	2.7	22.3	3.7	5.5	5.7	5.0	5.8	9.2
2012	-7.0	-0.5	-2.1	11.1	12.4	11.9	4.7	11.0	7.5
2013	20.7	33.1	21.3	32.5	2.8	4.4	3.3	24.2	24.3
2014	17.6	20.4	21.9	22.7	6.1	7.2	2.7	11.1	11.8
2015	5.7	25.2	8.5	31.8	5.6	6.3	2.6	20.3	23.1
2016	2.0	0.4	-2.7	7.5	7.0	10.8	2.2	24.6	20.4
2017	13.1	14.7	18.9	13.8	0.2	-1.0	1.8	-6.3	-4.8
2018	13.7	15.4	10.8	19.0	3.1	2.5	1.8	13.0	9.0
Average	9.8	8.6	8.0	12.1	8.1	8.8	6.2	9.9	10.5
Best	30.3 (3)	42.2 (3)	27.7 (4)	58.2 (7)	22.4 (3)	16.3 (3)	18.5 (1)	28.5 (2)	38.2 (4)
Worst	-22.1 (2)	-23.5 (3)	-26.6 (4)	-26.3 (3)	-1.1 (2)	1.0 (2)	1.8 (6)	-42.3 (4)	-31.2 (4)

(X) denotes the number of times each asset class was the best/worst performer during a financial year ending between 1989 and 2018. Source: Anindex Charts Pty Ltd. Notes: 1. MSCI World ex-Australia Net Total Return Index (Local Currency) – represents a continuously hedged portfolio without any impact from foreign exchange fluctuations. 2. Index prior to 30 June 2008 is the Citigroup World Government Bond Index AUD hedged, from 30 June 2008 the index is the Bloomberg Barclays Global Treasury Index in \$A (Hedged). 3. Prior to 1 May 2013, index is the UBS Global Real Estate Investors Index ex-Australia with net dividends reinvested. From May 2013 the index is the FTSE EPRA/NAREIT Developed ex AUS Rental Index with net dividends reinvested. Past performance is not an indicator of future performance.

Rebalancing for the Economic Cycle

Different asset classes and business sectors tend to perform better than others at different phases of the economic cycle. Fidelity's 'Investment Clock' separates the economic cycle into four phases based on the strength of economic growth and inflation. As the economy moves through its cycle, assets can be rebalanced to allocate in favour of the asset class most likely to outperform, based on historical research. In addition, the economic cycle also influences how different sectors of the stock market perform, which is why we identify sectors based on their leverage to the economic cycle, such as Cyclical, Sensitives and Defensives.



Source: Fidelity Worldwide Investment

Patersons Approach

Over the long term, strategic asset allocation is quite rigid. Using a tactical asset allocation approach allows investors to determine a range of percentages that they are prepared to invest in certain assets within their investment portfolio.

Our Patersons strategic asset allocation model has a recommended benchmark asset allocation from which we then apply a valuation and tactical positioning overlay to determine the appropriate weighting in each asset class; this is tactical asset allocation. Within investment portfolios, actual asset allocations have scope to vary by up to +/-15% around benchmark allocations. The advantage of this approach is that it allows for much greater variations in portfolios between investors to suit their particular objectives, situation and needs.

Our strategic asset allocation model for the various asset classes by risk profile is shown below:

	Conservative	Moderate	Balanced	Growth	Aggressive	Very Aggressive
■ Growth Assets	15%	30%	50%	70%	85%	100%
Australian Equities	5%	20%	40%	55%	70%	80%
International Equities	0%	0%	5%	10%	15%	20%
Listed Property	10%	10%	5%	5%	0%	0%
■ Defensive Assets	85%	70%	50%	30%	15%	0%
Fixed Interest	50%	40%	30%	20%	10%	0%
Cash	35%	30%	20%	10%	5%	0%

Our approach enables investors to add a market timing aspect to their portfolio and also enables investors to take advantage of economic conditions that are more favourable for one type of investment rather than another.

Contact us to get started

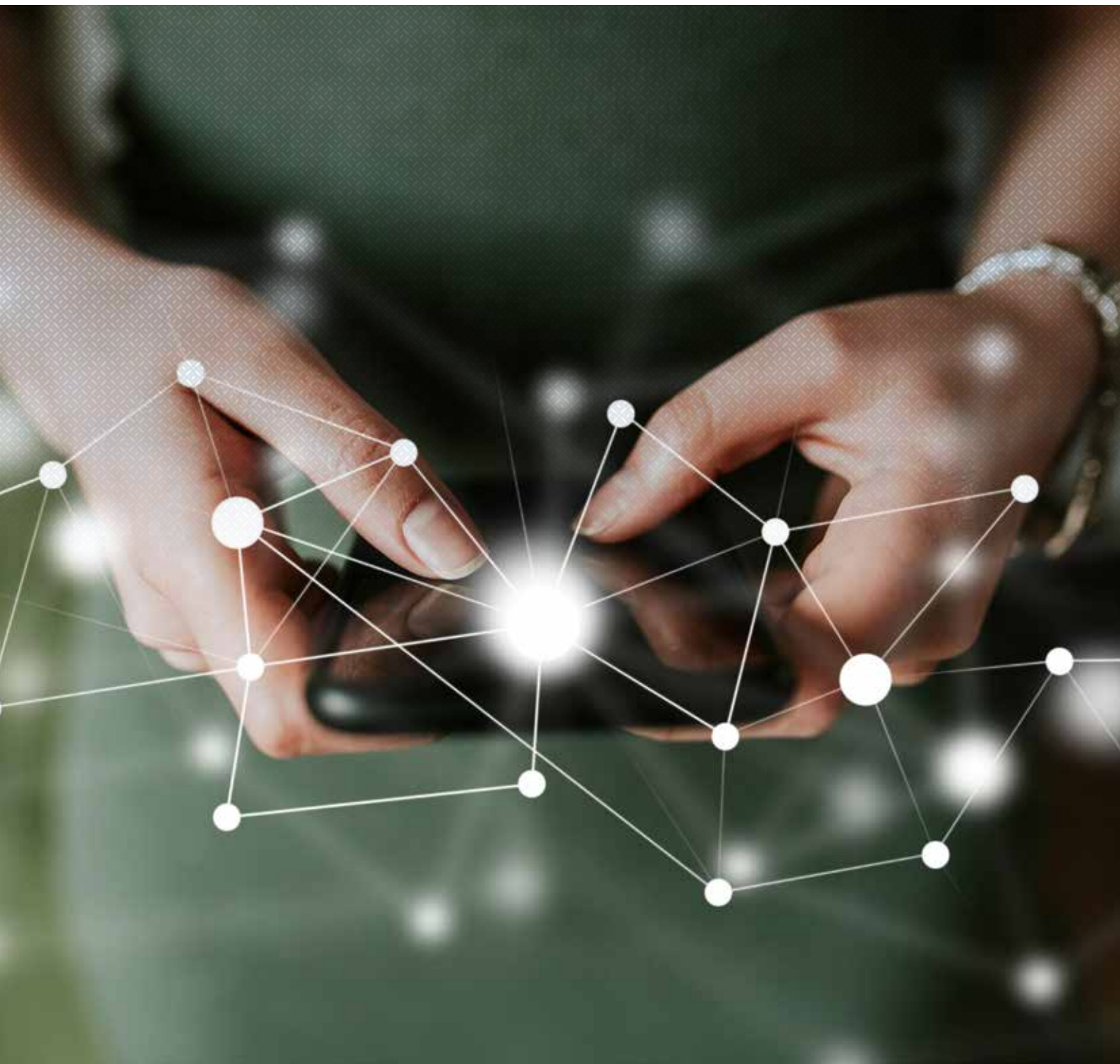
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PatersonsHUB

One place for all of your investments. Combining the award winning HUB24 Platform with Patersons Wealth Advice.



PatersonsHUB is a fully integrated solution for super, pension and investment. It provides access to a broad range of leading products and professional managers, allowing your Wealth Adviser to design solutions to meet your retirement, savings and insurance needs.

Your Wealth Adviser will work with you to select the investment options you need from a broad investment menu that includes managed funds, ETFs, listed equities (Australian and international), term deposits and professionally managed portfolios, while managing these from one account.

Minimum requirements

The PatersonsHUB Service has a minimum investment amount of \$50,000.

Key Features



Broad investment choice

- ASX listed securities.
- Access to international equities on 14 exchanges.
- A broad range of professionally managed portfolios.
- 12 term deposit products.



Tax optimisation tools

Our tools help your adviser provide transparent tax outcomes to suit your investments, including;

- Ability to estimate and model tax outcomes and CGT impacts.
- Choice of tax management approaches including minimum gain, maximum gain or first in first out approach.
- Optimise tax outcomes through sale of specific assets.



Access to professionally managed portfolios

Managed portfolios are flexible and efficient investment structures that provide you with many benefits, such as;

- Transparency: you know what products you're investing in.
- Cost savings: netting of asset trades within your account may reduce transaction fees.
- Diversification: access the expertise of professional managers to construct your portfolio.



Stay connected to your investments

- Access to our award-winning InvestorHUB portal, available via desktop or mobile app.
- Easy access to reports and investment performance information from your dashboard.

Contact us to get started

Talk or write to us  1300 582 256  patersons@psl.com.au

Visit or follow us online   www.psl.com.au

Our Fee Structure

Each of our investment management relationships is unique and the figures below represent our standard fee offering.

Annual Advice Fee of 1% *plus* an Administration Fee (as outlined below):

Administration Fee (per annum)	IDPS	SUPER
\$0 - \$250,000	0.30%	0.400%
\$250,001 - \$500,000	0.20%	0.300%
\$500,001 - 1,000,000	0.10%	0.200%
\$1,000,001 - \$2,000,000	0.05%	0.050%
\$2,000,001	Nil	Nil
Minimum administration fee	\$350	\$350
Maximum administration fee	\$2,250	\$3,250

For super clients, an additional expense recovery of 0.03% applies.

Transaction fees also apply when you trade.

Brokerage Fees	Fee (Including GST)
Percentage Charge	1%
Minimum transaction charge	\$110
Platform brokerage fee	0.11%
Minimum platform brokerage	\$11

Effective Date: 7 June 2019

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 **PATERSONS**
WEALTH MANAGEMENT

Deceased Estates

The death of a loved one is a difficult time for any family.



Patersons Securities is able to assist executors and solicitors with the provision of a Deceased Estates Facility, in order to sensitively manage the realisation and transmission of investment portfolios for deceased estates in an efficient manner.

Accuracy is critical when working with the investment portfolio of a deceased estate, and the requirements can vary from a simple one-off sale to a series of complex transactions involving multiple parties.

If required, a comprehensive cost base analysis is available to assist with the determination of any net gain or loss when the investments are sold. As the complexity of deceased estates can vary considerably, we would provide an estimate of the cost and the basis of charging prior to performing any cost base analysis.

If Investment Advisory Services are required by the beneficiaries, Patersons provides strategic investment advice, portfolio management, wealth management and assistance with the many aspects of financial markets.

We can also provide beneficiaries with guidance on the division of assets and establishing new personal portfolios.

About Patersons

Established in 1903, Patersons Securities Limited is one of the nation's largest full-service financial services firms.

Working closely with investors at all levels of experience, Patersons offers personalised, timely investment advice and services to cater for each client's individual goals and circumstances.

We have a true national presence with an extensive network of offices nationwide, an experienced advisory team, a highly respected institutional dealing arm, award-winning corporate finance and equities research teams, and an expanding funds and asset management division. How we can assist:

- **A sole purpose account** is set up for the estate
- **Management of the sales** or dispersal of investments (excluding real property)
- **Distribution of the proceeds** of sales, as nominated by the executors
- **Payout from the sale** of shares within T+2 days to the nominated accounts
- **Amalgamation of funds** and the single transfer of funds to the solicitor, executor, or beneficiary

Additional services are available if required



Facilitation of transfers of stock to beneficiaries



Detailed cost base analysis



Asset splitting and/or the establishment of new portfolios for beneficiaries

Required documents and fees

Documents required to sell securities belonging to a deceased estate differ depending on the value of the estate (Small Estates with a total shareholding value of under \$50,000, or Large Estates with a total shareholding value of \$50,000 or greater) and the residency of the deceased.

For a full list of documents required, please contact your local Patersons office.

Fees apply to Patersons Deceased Estates Facility, which vary depending on the required services and complexity of the transaction. These fees may include brokerage, estate administration fees, and costs for any off-market transfers. For more information, contact your local Patersons office.

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