



**PITCHER PARTNERS**

INVESTMENT SERVICES PTY LTD  
ABN 24 052 941 036 AFS LICENCE NO. 229887

Our capability

## Investment Services

Pitcher Partners Investment Services is an investment advisory practice with a strong reputation for providing genuinely independent advice as part of a robust and coherent investment philosophy.

The investment advice and wealth management market is complex and dominated by advisors with commercial links to related product and service providers. These include commercial banks, investment banks, funds management organisations, asset consultants, brokers and other intermediaries.

Pitcher Partners is different – we offer a professional and dedicated investment advisory service designed purely to meet our clients' needs and investment goals.

Our investment philosophy and dedicated focus is to assist clients maximise their wealth by paying attention to three important principles:

**Optimising returns** – through appropriate strategic asset allocation, rigorous security and manager selection and not missing both opportunities and risks;

**Minimising risk** – through capital protection and loss limitation, by an emphasis on diversification of assets as well as diversification of research and finally through active and real time market monitoring; and

**Minimising fees and taxes** – through a combination of tax-effective structuring, 'wholesale' investing, 'direct' investing in securities wherever possible, minimising investment fees and through a high level of tax awareness such as imputation credits, tax deferred income, realisation of capital gains and the benefits of long term 'buy and hold' strategies.

### Independence

There are very few investment advisors that can genuinely claim independence. We believe clients deserve the best advice possible, free from the conflict of interest that may arise with product providers.

Pitcher Partners Investment Services clients receive advice that is independently researched, provides a wide choice of investment options and is fee only with no commissions. *We can and do make recommendations to you based only on what is in your best interests.*

We are proud to be fully independent.



## Portfolio Management Service

Our Portfolio Management Service is a fully integrated advice, monitoring and administration service for an investment portfolio that flexibly takes into account each client's individual needs and objectives while remaining rigorous in the approach to research and investments. We provide this service for a range of entities including individuals and family groups, private companies and discretionary trusts, superannuation funds, government, estates, charitable trusts, not for profit organisations and other institutions (including universities and membership organisations).

Each portfolio will have different needs and objectives and our advice is tailored to take into account individual client needs and objectives for income, capital growth, ethical considerations, risk tolerance, liquidity and taxation (including effective use of franking credits).

As a part of the broader Pitcher Partners firm, our advice will also take into account our knowledge of the complete client financial situation and clients can benefit from the simplicity of having their overall affairs managed by a collaborative team of specialist professionals.

Given our strong relationships with a range of brokers, banks and other financial institutions, we are able to offer a broad range of investment opportunities that have been independently researched and monitored by our in-house team.

The Portfolio Management Service includes the day-to-day administration and recording of investments, thereby reducing the burden of ongoing paperwork. Importantly, there are no additional platform administration fees.

Each portfolio is managed with a fee-free bank account providing a competitive interest rate and additional cash holdings are pro-actively managed through at call accounts and term deposits offered by a panel of over 10 banks.

Quarterly portfolio reports include performance (benchmarked to market returns), asset allocation, income, expenses, purchases and sales reports. Clients can also view the performance of each portfolio daily via our online access. We are focussed on achieving results better than market benchmarks over time.

Your advisor will meet with you on a regular basis and will be on hand to answer any questions or concerns as well as to provide pro-active advice between regular meetings.

Investment fees frequently include layers of administration, fund manager and advisor fees and transparency is often lacking. With the Portfolio Management Service, one fee is charged quarterly in arrears based on the value and complexity of the portfolio (excluding cash).

Our service is non-discretionary, so the client will always approve every investment recommendation. Our service is also fully and readily revocable.

Our aim is to provide easy to understand and comprehensive investment advice, so that clients always feel confident and comfortable with all aspects of their portfolio.

Investment strategy, asset allocation and portfolio construction

Investment selection

Investment implementation and administration

Independent research

Monitoring and proactive advice

Your objectives  
risk tolerance  
economic outlook

Reporting – quarterly and online access

## Strategic Financial Planning Advice

In conjunction with our Portfolio Management Service and the firm's specialist consultants, Pitcher Partners Investment Services is able to provide strategic financial planning advice. This may include advice on debt management and cash flow planning, superannuation and estate planning.

## Independent Research

Our independent research team has a range of experience in both quantitative and qualitative research and adhere to a set of risk management guidelines.

The team regularly monitors a range of data to ensure the delivery of up-to-date pro-active investment advice.

Investments are considered for approval by an Investment Committee only after satisfying a rigorous quantitative and qualitative analysis that takes into account a variety of factors.

Investments are then monitored regularly for performance, changes to management, changes to outlook and other important factors.

## Portfolio Construction

Our documented Portfolio Construction Guidelines are designed so that portfolios are adequately diversified across asset classes, geographies and industry sectors as well as investment managers and styles.

The construction of client portfolios will also take into account credit quality, awareness of currency movements and interest rate changes. Risk adjusted returns are key.

## Access to Investments

With active relationships with multiple fund managers, seven brokers, over ten banking institutions and a range of specialist firms, Pitcher Partners Investment Services is perfectly placed to provide clients with the best investment opportunities.

This includes access to Australian and international direct investments, managed funds, unlisted corporate bonds, attractive term deposits, initial public offers and placements.

We have negotiated discounted brokerage with our panel of brokers and clients can be assured our advice remains independent. Any commissions received are rebated directly back to the client in full.



## About Pitcher Partners Investment Services

Pitcher Partners Investment Services holds an Australian Financial Services Licence (No. 229887).

We are a Professional Practice of the Financial Planning Association and all of our advisors are Certified Financial Planners™. Our advisors are experienced in financial markets and hold relevant industry qualifications specialising in applied finance and investment.

Our in-house research team of five specialists brings deep market knowledge and the highest level of technical and analytical skill to bear in selecting and monitoring investments.

Our advisers and research team are supported by a compliance, systems administration and banking teams that bring the highest level of checks and balances to the management of your portfolios to help ensure their safety and security.



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Est. 1991

Pitcher Partners is a full service accounting and business advisory firm with a strong reputation for providing quality advice to privately-owned, corporate and public organisations.

In Australia, Pitcher Partners has firms in Adelaide, Brisbane, Melbourne, Perth, Sydney and Newcastle. We collaboratively leverage from each other's networks and draw on the skills and expertise of 1,200+ staff, in order to service our clients.

Pitcher Partners Melbourne is the leader in the middle-tier market and is the largest accounting services firm in Melbourne after the Big 4 multinational firms.

Pitcher Partners is also an independent member of Baker Tilly International, the eighth largest network in the world by fee income. Our strong relationship with other Baker Tilly International member firms, particularly in Asia Pacific, has allowed us to open many doors across borders for our clients.

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