

Phillip Nolan  
Analyst, Advisor  
Investment advice since 1982

**Financial Services Guide** March 2018

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## **Important information and Purpose of this document**

This Financial Services Guide (FSG) contains important information about:

- Who we are;
- The financial services and financial products we are licensed to offer;
- How we are paid;
- Any potential conflict of interest we may have;
- Our complaints handling procedures and how you can make use of them.

Please read this FSG carefully before you ask Nolan Securities Pty Ltd (Nolan Securities) to provide you advice.

## **Nolan Securities is authorised by the Australian Securities and Investments Commission (ASIC) to advise and deal on the following products:**

- Deposit and payment products;
- Debentures, stocks or bonds issued or proposed to be issued by government;
- Interests in managed investment schemes, including investor directed portfolio services;
- Retirement savings accounts (“RSA”) product (as per the Retirement Savings Account Act 1997);
- Securities (including Australian and International listed company shares);
- Superannuation.

## **Conflicts of Interest**

Conflicts of Interest are managed and disclosed to the client where a conflict may affect provision of the financial services provided. A Register of Conflicts of Interest is available for your inspection upon request.

## **Our Relationships**

Nolan Securities has an agency with Macquarie Bank Ltd, who manage client cash management accounts. Nolan Securities receives 0.275% commission per annum, payable monthly. For example, on a balance of \$100,000 we would receive \$275.00 per annum, payable monthly as ongoing commission. There is no direct relationship with Macquarie Bank Ltd.

## **Responsibility for services provided**

Your adviser is Phillip Nolan who is the Principal and the responsible person for Nolan Securities. (Refer to the back page for detailed information about Phillip Nolan).

## **What we do**

The Core business:

- Investment portfolio construction. Specialising in fully paid ordinary shares listed on the Australian Stock Exchange (ASX);

- Investment portfolio review and recommendations;
- Quantitative analysis of companies listed on the ASX.
- Cash accounts, fixed interest.
- Buying and selling shares on client's instruction (no advice).

### **Statement of Advice (SoA)**

We will give you a Statement of Advice when we provide you with personal advice which takes into account your relevant personal circumstances, financial situation, investment objectives and needs. The Statement of Advice will outline the basis and scope of our advice, the advice and other information, including any commissions, fees and benefits or associations which are relevant to that advice.

### **Record of Advice (RoA)**

When we give you further personal advice verbally or by electronic means regarding investments able to be traded on a licensed market, and your personal circumstances have not changed, we will not issue another Statement of Advice. However a Record of Advice is held by the advisor which can be sent to you if requested. We retain these records of advice for 7 years.

### **Managed Investment - Product Disclosure Statement**

When we recommend a particular Financial Product i.e.; managed investment we will give you information about the particular Financial Product. A Product Disclosure Statement will help you to make an informed decision about the Financial Product.

### **How to instruct or contact us**

You may specify how you would like to give us instructions. Our contact details are on the front cover of this FSG and you may choose from or use a combination of verbal, regular post or electronic means.

Important: Should you send instructions i.e. buy or sell orders by electronic means; it will not be considered a formal instruction until Nolan Securities acknowledges receipt. Email and SMS instructions are sometimes not received or not received on a timely basis.

### **Your investment plan**

Little is achieved without organisation. You must:

- Know your financial objectives;
- Have a time scale for their achievement;
- Be well organised to put your plans into action;
- Review your progress;
- Be able to make changes as required.

Nolan Securities can assist you in each step of this process by:

- Clarifying objectives;
- Developing a portfolio strategy;
- Implementing your strategy;

- Providing reviews which will take into account your changing circumstances.

Advice does not take into account; taxation, social security, risk management (life or disability insurance) and estate planning implications for your situation. If you wish, Nolan Securities will liaise with your accountant, solicitor or financial planner to ensure the most appropriate arrangements are put in place for you.

### **Portfolio construction and maintenance**

The construction of a portfolio requires special attention to the type of investments as well as the specific investments selected. Investments may include direct investments in shares, bank term deposit products and from time to time managed investments.

### **What are the risks?**

Most investments can drop in value as well as appreciate. Australian and international shares are more volatile than other areas of investment however other asset classes are not as efficient in terms of investor information and the process for determining and publishing the current market information. So the real volatility of other types of investment is often not fully appreciated.

There are two aspects of risk to consider. The first is rapid changes in the value of your capital and the second is rapid changes in the level of your income.

Fixed interest investments offer stable value if held to maturity, but the level of income from such investments will vary, sometimes dramatically, over time. Shares often provide quite reliable income even though the capital value may vary dramatically from time to time.

Understanding the level and type of risk involved and establishing sufficient secure income to ensure you have an appropriate investment time scale are important issues to explore with your adviser.

### **Research does have its limitations**

At Nolan Securities we are proud of the depth of research we offer our clients, but the fact remains that even the best research is not infallible. The results of any research and the opinions of the specialist analysts can never be guaranteed. They are only valid for a limited time and are often subject to wider market movements.

For example, for short-term investors, a “buy” recommendation could change to a “sell” recommendation where the market price of a security appreciates by even a small amount. For the longer-term investor these small movements may not be significant, although a larger movement may be.

The mere fact that an investment is recommended by an analyst as a “buy” does not necessarily mean that the investment is suitable for you and you should contact your adviser before acting on any research report.

## **Knowing you is important**

As a client of Nolan Securities it is vital that we understand what you expect of us. We are required to have a reasonable basis for making recommendations. This means that your adviser must give consideration to the information we have available about your objectives, financial situation and particular needs. The more we know about your specific needs, the more we can help you. This may include your requirements for income or growth and the need for cash for major expenses. You should also be sure your adviser is aware of any changes that may be relevant to future advice.

While the Corporations Act, the Australian Securities and Investments Commission require us to ask for certain personal information, we respect your privacy and never insist that you provide all of this information. Any information provided will be strictly confidential. Your personal profile, which includes details of your investments and objectives, and our recommendations to you, is available for your inspection should you wish. It is important that you realise that your adviser can make recommendations only on the basis of the information you provide.

Without the necessary information the resulting advice may not completely suit your needs.

You should read the warnings contained in the Statement of Advice carefully before making any decision relating to financial products.

## **Brokerage / Administration fee**

Nolan Securities may receive brokerage, fees or commission or other income, depending on the service we provide. All fees and any commissions received will be disclosed to you in your Statement of Advice. Brokerage and fee rates are detailed below. Please note GST is included.

Brokerage 1.65% of the transaction value, (i.e. Investment of \$50,000 will attract brokerage of \$750 plus GST \$75).

An administration fee may be charged at an hourly rate when the account setup or ongoing management becomes exceedingly time consuming.

Phillip Nolan is paid a salary by Nolan Securities.

## **If you have a complaint**

First, please tell us. We are always striving to improve the services we offer and rely on feedback from our clients to help us in this regard. If you have concerns, please contact Phillip Nolan to discuss them. If you are not satisfied with the response received you should write to: Nolan Securities Pty Ltd, 22 Central Avenue, Manly NSW 2095. All complaints will be dealt with within 45 days.

Nolan Securities holds Professional Indemnity Insurance as required by the Corporations Act and meets ASIC's requirements.

## Independent Complaints Service

If you are still dissatisfied you may write to: Financial Ombudsman Service Ltd, PO Box 3, Melbourne Vic 3001 Phone: 1300 780 808. Email: [info@fos.org.au](mailto:info@fos.org.au). Web: [www.fos.org.au](http://www.fos.org.au)

## Privacy policy statement

Nolan Securities Limited is committed to complying with the Privacy Act requirements introduced in December 2001. Nolan Securities Pty Ltd may collect information from you for the following purposes:

- Provision of investment portfolio management, financial planning and personal risk services both initially and on an ongoing basis;
- Completion of associated documentation and application forms;
- To provide agreed services to assist in meeting your requirements, goals and objectives.

Nolan Securities Pty Ltd is required under various legislative bodies and codes of practice to collect certain information from you in order to provide the range of services noted above. These include, but are not limited to, the Corporations Act, certain regulations issued by the Australian Securities and Investments Commission.

Whilst you are not obliged to provide us with the information requested, if you decline to do so we may be unable to provide the level of service and advice required and expected of us.

In connection with the provision of services, it may be necessary for us to disclose your personal information to other professionals and organisations such as financial institutions (including fund managers and superannuation trustees);

We undertake not to use or disclose information collected, for purposes other than those detailed above or related purposes, unless the law requires the disclosure or you have provided us with consent to do so.

Nolan Securities Limited recognises how important the privacy of your personal information is to you. We will therefore, at all times, seek to ensure that the personal information collected and held by us is protected from misuse, loss, unauthorised access, modification or disclosure.

Nolan Securities Pty Ltd is committed to ensuring that the personal information we hold about you is accurate, complete and up to date. If you believe that the personal information we hold about you is incorrect, we request that you contact us and we will take all reasonable steps to correct the information.

If you wish to have access to the information we hold, you are welcome to request this by contacting Nolan Securities Pty Ltd on (02) 9977 1166.

## Phillip Nolan

Phillip is a quantitative analyst, client advisor and the principal of Nolan Securities. He has 35 years of experience in the investment industry.

### Education

- Approved Representative Accreditation (Australian Stock Exchange 2002).
- ASFA Superannuation Management (Macquarie University 1993).
- Diploma of Financial Planning (Deakin University 1996).

### Experience

- AMP Limited (1982 – 1994) Advising private clients and small to medium size companies on deposits, debentures, managed investments, retirement savings accounts, superannuation and securities.
- Hillross Financial Services (1994 – 1996) Advising private clients and small to medium size companies on deposits, debentures, managed investments, retirement savings accounts, superannuation and securities.
- Findlay Stockbrokers (1996 – 2002) Quantitative analysis of ASX listed companies. Advised private clients and small to medium size companies on investing in ASX listed securities, portfolio construction and management.
- Reynolds Stockbrokers (2002 – 2007) Quantitative analysis of ASX listed companies. Advised private clients and small to medium size companies on investing in ASX listed securities, portfolio construction and management.
- Nolan Securities was established in 2007. The business practices under its own Australian Financial Services Licence No. 311662

### Membership

- Manly Life Saving Club
- Sydney Rowing Club