

# Financial Services Guide

As at 31 July 2024



## Financial Services Guide

This Financial Services Guide (“FSG”) has been prepared and provided by Zenith Investment Partners Pty Ltd ABN 27 103 132 672 (“Zenith”, “we”, “us”, “our”), AFSL 226872.

This FSG is designed to provide important information regarding the financial services offered by Zenith and should be read carefully prior to obtaining our products and services. The FSG will provide you with details regarding the following:

- Who we are and how you can contact us;
- The financial services we are licensed to provide;
- How we are remunerated for our services;
- How we deal with conflicts of interest; and
- Details of how we handle complaints.

The provision of a FSG applies to all providers of advice as well as providers of other financial services. FSG provisions are designed to ensure that retail clients are given sufficient information to enable them to decide whether to obtain financial services from us.

The contents of this FSG is general information only and does not take into account the specific needs or objectives of any individual. Zenith provides no warranty as to the suitability of the services of this FSG for any individual.

### **Not Independent**

As an entity within the Group, Zenith may receive soft dollar benefits and therefore Zenith and our advice are not able to be referred to as independent, impartial or unbiased in accordance with section 923A(1) of the Corporations Act 2001 (Cth) (the “Act”). For more information please refer to our

## About Zenith

Zenith was established in 2002 and is an AFSL-licensed, broad-based financial services business dedicated to the delivery of premium investment research and solutions, portfolio consulting, financial data and digital services to wholesale clients. In 2020, Zenith acquired Chant West, a



leading superannuation research and consultancy business. In December 2021, Zenith and Chant West were acquired by FE fundinfo Ltd, a UK based global research and data provider.

The Group (“Group”) refers to FE fundinfo (Australia) Pty Ltd (“FE fundinfo”), Zenith Investment Partners Pty Ltd (“Zenith”), and Zenith CW Pty Ltd (“Chant West”) and where applicable, other related entities as updated from time to time.

### Contact details

Zenith Investment Partners  
Level 22, 376-390 Collins Street  
Melbourne VIC 3000

**Telephone:** (03) 9642 3320

**Email:** [info@zenithpartners.com.au](mailto:info@zenithpartners.com.au)

**Website:** [www.zenithpartners.com.au](http://www.zenithpartners.com.au)

## Zenith services

Zenith is the holder of Australian Financial Services License (AFSL) No. 226872 which was issued by the Australian Securities & Investments Commission (ASIC) on 10 April 2003.

This licence authorises Zenith to carry on a financial services business to:

- 1)** provide general financial product advice for the following classes of financial products:
  - a)** deposit and payment products including basic deposit products, deposit products other than basic deposit products; and non-cash payment products;
  - b)** derivatives;
  - c)** debentures, stocks or bonds issued or proposed to be issued by a government;
  - d)** life products including:
  - e)** investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
  - f)** life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;
  - g)** interests in managed investment schemes including investor directed portfolio services;
  - h)** interests in managed investment schemes limited to MDA services;



- i) retirement savings accounts ("RSA") products (within the meaning of the Retirement Savings Account Act 1997);
  - j) securities;
  - k) superannuation;
  - l) Foreign exchange contracts; and
- 2) deal in financial product by:

applying for, acquiring, varying or disposing of a financial product on behalf of another person in respect of the following classes of products:

- a) Interests in managed investment schemes including investor directed portfolio services; and
- b) securities to retail and wholesale clients.

## Provision of General Advice

The Act defines advice on financial products as being either personal or general in nature. Please note that Zenith is a provider of General Advice only as defined under the Act and does not provide personal financial advice.

To the extent that any of our products or services are considered General Advice, under the provisions of section 949A of the Act, Zenith is required to warn you that:

1. the advice has been prepared without taking into account your objectives, financial situation or needs;
2. you should consider the appropriateness of the advice, in the light of your own objectives, financial situation or needs, before acting on the advice; and
3. if our advice relates to the acquisition or possible acquisition of a particular financial product, you should obtain a copy of, and consider the PDS or offer document for that product before making any decision.

With regard to our product research and ratings, Zenith also recommends referring to the further information provided on our website, including the research methodology, scope of research, ratings definitions and regulatory compliance available at [Regulatory Guidelines](#) and [Process & Methodology](#). Please also note that any data and information sourced from third parties (including product issuers) in the provision of research cannot be independently verified by Zenith and we



provide no guarantee as to its accuracy or completeness. Ratings may be updated, replaced or withdrawn at any time.

## How Zenith is remunerated for its services

Zenith provides research services and other non-research related products and services with regard to General Advice to wholesale clients via subscription to its website. Zenith charges standard fees for these services which are tailored in relation to the depth of the services provided. These include:

1. **Research Reports:** Managed Fund reports (Product Assessment Reports), Sector, Market and Economic reports.
2. **Investment Consulting Services:** Tailored for clients, customised by administration platform (e.g. customised and pre-set model portfolios and managed account services)
3. **Investment Committee:** Quarterly participation, tailored client agendas.
4. **Asset Allocation:** Investment and economic research and analysis supporting Investment Strategy, Dynamic Asset Allocation and Strategic Asset Allocation
5. **Advisor Group Fund Development:** Assist adviser groups in developing their own products.
6. **Recommended List:** Comprehensive list of funds across all asset classes.
7. **Tools:** Performance tables, charts, search engine, asset class forecasts.

Zenith charges an upfront flat fee to the product issuer, fund manager or other related party to produce research on funds that are identified through a comprehensive selection process. Zenith's fees and any remuneration are not linked to the views expressed in the Product Assessment Report or rating outcome in any way.

Zenith regularly reviews any soft dollar benefits received by employees to ensure compliance with its internal policies and procedures.

All employees of Zenith are paid a salary and may be entitled to receive a bonus or have a sales commission plan (in relation to wholesale clients), where relevant to their role and as offered by Zenith from time to time at its discretion.

Due to the nature of the products and services provided by Zenith, the extent that any amount of the remuneration, commission or other benefits we may receive in respect of, or that is attributable



to our services cannot be ascertained at the time this FSG is provided. Further particulars regarding this information can be requested in writing prior to obtaining our products and services using the contact details included in this FSG.

## How we deal with conflicts of interest

Zenith has a [Conflicts of Interest Policy](#) governing the financial products and services that we provide. This policy includes governance relating (but not limited to) the following issues;

**Remuneration:** Zenith provides services to wholesale clients (financial advisers) via subscription to its website. Zenith charges fees for these services which are tailored in relation to the depth of services provided. Zenith also receives fees for providing investment consulting services to clients. Investment consulting services include but are not limited to provision of advice in relation to managed accounts, model portfolios and approved product lists. Fees charged in relation to investment consulting services may be flat fees or asset based fees. The fees for some consulting/managed account arrangements may be determined by private agreement and take into consideration the overall depth and complexity of services provided. No fees charged are linked to any Product Assessment rating outcomes or the inclusion of financial products in portfolios or approved product lists. Zenith also ensures that any discussions relating to remuneration occurs with appropriate information barriers in place.

**Communication policies:** Zenith's policy on communications ensures that relevant information is not communicated outside of Zenith prior to reports being provided to clients. While fund managers are permitted to check draft reports for factual accuracy under controlled circumstances, recommendations or opinions contained within such reports are not provided.

**Approval process:** Research quality and integrity is maintained by ensuring all research is approved by peer groups and authorised by experienced supervisors, usually at Director/ General Manager level.

**Material interests:** Directors and employees generally do not have a material interest in any of the financial products on which it provides investment research. Should Zenith, its Directors or staff have any financial interests in such a product, action will be taken in accordance with our Conflicts of Interest Policy, which includes mandatory disclosure of these interests in the relevant report,



adherence to staff trading closed periods, declining to provide investment research or exclusion of any individuals with an interest from the research process.

**Associations or relationships:** Zenith has no related party or other association links with product issuers or fund managers. Conflict management arrangements are in place where Zenith provides research services to financial advisory businesses that provide financial planning services to investors and are also associated entities of product issuers. Where applicable, any such relationships are disclosed in the relevant Zenith Product Assessment Reports.

## Complaints and dispute resolution

Zenith is committed to maintaining high standards of client services and accountability. Any concerns should be directed to us via the contact details supplied in this FSG.

Complaints can be sent directly via email to [complaints@zenithpartners.com.au](mailto:complaints@zenithpartners.com.au) and will be handled in accordance with our internal complaints handling procedure.

In the event that any complaints handling is not satisfactory, you may request that the matter be referred to the Australian Financial Complaints Authority (AFCA) of which Zenith is a member. AFCA is an external dispute resolution scheme established to provide free advice and assistance to consumers to help them in resolving complaints relating to members of the financial services industry. There is no charge to consumers for any service provided by AFCA in handling complaints.

### ***Australian Financial Complaints Authority***

*Website: [www.afca.org.au](http://www.afca.org.au)*

*Email: [info@afca.org.au](mailto:info@afca.org.au)*

*Phone: 1800 931 678*

*Mail: Australian Financial Complaints Authority*

*GPO Box 3*

*Melbourne VIC 3001*



## Professional Indemnity Insurance

Zenith maintains adequate professional indemnity insurance in accordance with its obligations under section 912B of the Act.

**This FSG is current as at 31 July 2024.**