

Escala

High-Net-Worth Wealth Management





We invite our clients to climb the ladder with us
to a new level of excellence in wealth management.

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Through collaboration, personalised service and
our expansive resources we deliver tailored investment
solutions aimed at creating and preserving wealth.

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We acknowledge that all journeys of partnership involve
many steps, taken prudently and respectfully, one at a time.
Some steps are smooth, others complex, but each
is taken with the ascent to success in mind.

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Welcome to Escala.

Personalised Investment Solutions for Building Long-Term Generational Wealth

Our advisory service is geared to the individual narrative of each of our clients.

Every journey to wealth has a different beginning and follows diverse pathways.

Our advice is finely tuned to your particular circumstances and clearly aimed at achieving your desired objectives over the long term.

We're by your side through all wealth management matters, to ensure best-practice processes and optimal outcomes.

We can assist you with everything from the active management of your portfolio, with CIO oversight and robust responsible investment processes, to exploring ideas about specialist avenues of investment that are suited to your goals.



Our Approach



Getting to know our clients, combined with a robust yet flexible investment process, allows us to build trusting, long-term relationships as the basis for whole-of-life wealth management planning.

Following detailed discussions to fully understand your needs and aspirations, we formulate an investment strategy to develop a personalised wealth management plan.

Our advisory framework includes the core expertise to model diversified portfolios, access niche investments and manage risk.

Where appropriate we also involve specialist teams, such as our Direct Investment Group who can provide you with access to institutional-quality investments that are not ordinarily available.

The process then flows through to tailored portfolio construction, setting up and funding of accounts, tactical asset allocation, and continual monitoring and review of your plan.

Looking ahead, we can collaborate with external specialists to assist our team as required in areas such as estate and succession planning, philanthropic advice, and intergenerational wealth transfer.

Benefits to You



Our entire team focuses on providing services and advice that put your interests first.

Through our collegiate approach, we share our collective intelligence and experience across the firm to develop a comprehensive wealth management plan that is tailored to your needs.

The planning of your portfolio is based on our CIO team's robust investment process, involving extensive research and the continual monitoring of markets, economies, asset classes and fund managers, drawing on our deeper access to market intelligence through the global Focus network.

The data from this research is adopted consistently across the firm. It means you can rely on our advisory team maintaining a calm, considered approach, even in times of short-term market volatility.

Our sophisticated asset allocation process enables us to select from the entire range of asset classes across different geographical regions, including local and international equities, fixed income, alternatives and venture capital.

This all results in the most appropriate investment portfolio for you, aimed at building and preserving your wealth into the future.

Along the way, we provide you with easy access to fortnightly, monthly, quarterly and annual communications, covering areas such as financial markets, economics, asset classes and geopolitical news.



Escala was formed by experienced
and entrepreneurial minded investment
professionals with a singular vision:
excel in the delivery of
wealth management services.

Advisory Process



Our advisory process is highly personalised and begins with face-to-face discussions in order to acquire the knowledge and understanding that is essential for developing trusting long-term relationships.

This is a logical, sequential process involving:

- detailed discussions about your circumstances and needs
- asset allocation assessment
- portfolio modelling, integration, monitoring and review
- formal account set-up
- funding of accounts
- estate/whole-of-life planning.

We seek to differentiate ourselves by excelling for our clients and delivering services that are second to none.

Our Services



Our personalised services are clearly defined and have been rigorously structured in line with the collective experience that we bring to whole-of-life wealth management.

The comprehensive range of services we offer includes:

- private client wealth management
- multi-generational wealth strategies
- institutional execution
- financial/superannuation planning
- direct investment opportunities
- direct fixed income
- margin lending
- tax reporting
- portfolio administration
- dedicated personal advisor liaison.

Our advisors and specialist teams collectively have experience in all aspects of wealth management, including:

- asset allocation and risk management
- complex ultra-high-net-worth solutions
- cash and money markets
- domestic and international fixed income securities
- domestic and international equities
- hedge funds/alternative investments
- direct investment due diligence
- research and analysis
- financial planning
- exchange traded options
- foreign exchange.

These skill sets are drawn on according to the individual requirements and investment strategies of each client.

Investment Process



Our in-house investment team, led by our Chief Investment Officer, has established a robust and disciplined investment process designed to optimise long-term investment outcomes.

We believe that setting the right strategic asset allocation is the most important portfolio management decision an investor makes.

Our first step when thinking about asset allocation is to understand your risk and return objectives. Once determined, we evaluate the following:

- What is the best strategic blend of asset classes that will yield the optimum return for the stated level of risk?
- How do we tactically tilt the portfolio to take advantage of shorter-term movements in the market?
- Who are the best managers that we can select to achieve your objectives?

Portfolios are constructed with consideration for the prevailing macroeconomic environment, our Investment Committee's outlook, and fund manager performance and correlation.

Approach to Responsible Investing



As guardians of capital, we take a holistic approach to creating a sustainable future for our clients.

Sustainability is about thinking intergenerationally and considering how we can contribute to a better world on behalf of our clients.

Proper oversight of environmental, social and governance issues is an integral factor in driving portfolio returns.

Fund managers who take into account ESG issues are better able to identify the longer-term risks and opportunities in their markets.

A robust responsible investment process will highlight risks that could lead to capital erosion in the future.

We are constantly vigilant about any ESG issues within portfolios or with the fund managers themselves. Monitoring for issues is part of our ongoing fund manager due diligence process.

When ESG issues are flagged, they are investigated, discussed and assessed quickly.

We hold our managers to the highest standards, and we expect them to do the same with their underlying portfolio companies.

Our Responsible Investment Annual Report provides a snapshot of how each fund is adhering to ESG principles.

Portfolio Management



The construction of individual client portfolios is a flexible, tailored process designed to meet specific investment objectives according to an agreed risk/return profile.

The range of portfolio options, managed in collaboration with clients and at their discretion, includes, but is not limited to, model portfolios covering the following:

- all asset classes
- selected or single-asset classes
- any combination of asset classes tailored to a client's specific requirements, ethical overlays, or portfolio legacy issues appropriate for us to consider.

Our portfolio management process includes a number of features, including:

- separately managed accounts, by which we manage the portfolio in real time in line with agreed parameters, without the need to refer to a director or board of trustees
- access to investment specialists (internal and external)
- comprehensive administration, including performance, transaction and tax reporting
- up-front fee disclosure, no commissions
- on-line access to details of your assets and investments.

Managing Investment Risk



Portfolios are subject to monitoring and oversight to ensure risk is managed efficiently and effectively.

To achieve this, three critical components must be present: a clear process, individual accountability, and good governance. At all stages of the asset allocation process, we have a specified process, defined accountabilities and an oversight function.

Responsibility for setting and reviewing our clients' strategic asset allocation sits with our Chief Investment Officer (CIO), supported by our Investment Committee.

Portfolios are stress-tested against extreme events to uncover hidden biases and an asset allocation review is conducted annually.

Responsibility for fund manager selection sits with the asset class specialist within the CIO team, supported by our Approved Product List Committee.

All our externally managed funds are monitored quarterly for performance, with deeper due diligence conducted annually.

Security in Safe Custody



All assets managed on behalf of our clients are held on trust by a custodian and are not attached to our assets and liabilities, nor to those of the custodian.

With ASX-listed holdings, each client is provided with access to their individual asset holdings via a secure Holder Identification Number (HIN).

Your managed assets may be held with our preferred custodian, Clearstream Australia Limited.

Owned by Deutsche Borse AG, Clearstream is one of the world's largest custody firms for domestic and international securities, and maintains strong long-term ratings from major international rating agencies (as at April 2025).

Our asset management processes are supported by robust cybersecurity protocols designed to protect your information and investments.

The security of your assets is paramount. There is no higher priority for us than leading the industry with our practices in this respect.

Up-front Fee Disclosure, No Commissions



We will generally not charge a fee for our initial advice, or we will agree a fee with you beforehand. If you enter into a service agreement with us, ongoing fees will be set out in our Statement of Advice.

The fees will depend on your total assets under management and other factors such as the complexity of your portfolio, the regularity of reviews, and any additional services provided. The fee will typically be a percentage of your portfolio value, calculated daily and charged each month.

If a portion of your portfolio is allocated to Australian and international equities via a Separately Managed Account, an additional fee will be charged by the fund manager. When we buy or sell securities or other financial products, brokerage may be charged.

The firm's revenue comes from payments by our clients for the services we provide, together with the normal placement fees received on new equity and debt issues.

Our remuneration system does not involve commissions. Advisors receive compensation in the form of a salary and, if applicable, a bonus based on a percentage of the revenue generated by the firm's clients.

Any bonus does not influence advice given. It is payable after meeting a compliance hurdle and is based on goals that measure overall contribution to the business. Upon meeting specific criteria, they may also qualify for a benefit through participation in an employee incentive plan.

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Expansive resources.
Profoundly personal.