

ESCALA  
PARTNERS

HIGH-NET-WORTH  
WEALTH  
MANAGEMENT





*We invite our clients to climb the ladder to long-term investment success, and experience new heights of personalised service and ongoing innovation.*

*We acknowledge that all journeys of partnership involve many steps, taken prudently and respectfully, one at a time. Some steps are difficult, some sideways and some backwards, but always taken with the ascent in mind.*

*Welcome to Escala Partners.*

## 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 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 partners and advisors directly manage the firm, so we can focus on providing advice that puts your interests first.

That's because we are unencumbered by the constraints of proprietary products, corporate objectives and constricting industry relationships.

We share our advisory and specialist skill sets 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.

The data from this research is adopted consistently across the firm. It means you can rely on our 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.

**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:

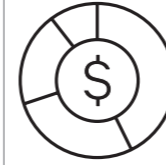
- private client wealth management
- multi-generational wealth strategies
- institutional execution
- financial/superannuation planning
- direct investment opportunities
- direct fixed income
- margin lending
- tax reporting
- portfolio administration
- dedicated personal advisor liaison.

Our partners and advisors 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 ESG 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 ESG 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.

The process we apply to investigate a manager's commitment to ESG integration involves both a qualitative assessment and a quantitative analysis.

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



**ESCALA WAS FORMED BY  
EXPERIENCED AND ENTREPRENEURIAL  
MINDED INVESTMENT PROFESSIONALS  
WITH A COLLECTIVE VISION:  
EXCEL IN THE DELIVERY OF WEALTH  
MANAGEMENT SERVICES.**

## 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
- a transparent, single-tier fee structure
- 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.

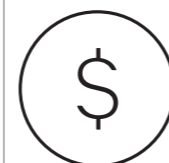
With ASX-listed holdings, each client is provided with access to their individual asset holdings via a secure Holder Identification Number (HIN).

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 May 2022).

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

## Transparent Fees, No Commissions



Our fee and remuneration systems are transparent and structured so they are in our clients' best interests and provide value for money.

Our single-tier fee system is based on an agreed percentage fee levied on the value of financial assets under management, excluding cash and term deposits.

This fee is inclusive of all advisory, platform and transactional costs and is billed monthly in arrears.

If a portion of the portfolio is allocated to Australian and international equities via a Separately Managed Account, an additional fee is charged by the fund manager.

Our remuneration system comprises only salaries and bonuses. Any bonus is based on qualitative and quantitative goals that measure overall contribution to the business, and does not influence advice given.

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.

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October 2023





**ESCALA**  
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*Be second to none*