



# ShawandPartners

Financial Services

Your partners in building and preserving wealth

# Welcome to ShawandPartners

## Financial Services

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Shaw and Partners is built upon a commitment to excellence, both in the financial solutions we provide and the relationships we cultivate with our clients. At the core of our success is a dedication to integrity, expertise and a genuine passion for making a positive difference in our clients' lives.

Steve Jacobs, Chairman

Shaw and Partners is one of Australia's preeminent investment advice and wealth management firms. With a national presence and \$33 billion of assets under advice, Shaw and Partners offers the intimacy of a boutique investment firm, backed by the resources and scale of a major global financial group, EFG International, managing over \$260 billion of assets.

At Shaw and Partners, we offer tailored advice and investment solutions, financial planning and corporate advisory services. We act for and on behalf of individuals, institutions, corporates and charities.

We are client focused, having helped our clients manage and grow their financial assets for over 35 years. Our emphasis on integrity has enabled us to achieve very high levels of client satisfaction, while unlocking opportunities of significant value.

Backed by fresh thinking, robust research and some of the nation's best investment and wealth experts, our business has been designed to meet the growing needs of our clients.

Shaw and Partners offers access to an extensive team of private client advisers, institutional sales and trading specialists, market leading research analysts and strategic corporate financiers.

By working closely with clients and targeting their needs, we have forged strong long-term relationships. So, whether you are an ordinary investor, high net worth individual, charity, institution or corporate, our goal is simple: to listen to you, then act according to your needs alone.

As a socially responsible organisation, Shaw and Partners is committed to giving back to the communities we live and operate in by supporting a considerable number of meaningful causes. We take pride in our active involvement in various charitable and community based initiatives, driven by our mission to instil and perpetuate real change in the fabric of Australian society.

We welcome you to Shaw and Partners. Your partners in building and preserving wealth.

35+

YEARS IN THE MAKING

\$33BN

ASSETS UNDER ADVICE

EIGHT

OFFICES IN  
SYDNEY  
MELBOURNE  
BRISBANE  
ADELAIDE  
CANBERRA  
PERTH  
NOOSA  
GOLD COAST

380

STAFF AUSTRALIA WIDE

200

INVESTMENT ADVISERS & FINANCIAL PLANNERS IN AUSTRALIA

CORPORATE VIDEO



CLICK HERE

Core Services	Wealth Management & Investment Advice	Financial Planning
Funds Management	Global Markets	Philanthropic Services
Corporate Advisory	Institutional Dealing	Investment Research

# ShawandPartners

an EFG company

Shaw and Partners is part of EFG International, a global private banking group headquartered in Zurich.

[www.efginternational.com](http://www.efginternational.com)

EFG International is a global financial group offering private banking and asset management services.

#### INTERNATIONAL PRESENCE

As a leading Swiss private bank, EFG International has a presence in major financial centres and growth markets. EFG International operates in over 40 locations worldwide, with a network spanning Europe, Asia Pacific, the Americas and the Middle East.

#### SOLID FOUNDATIONS

As one of the best-capitalised Swiss private banks, EFG International is a financial partner that offers the security and solidity needed to provide clients with effective support.

An entrepreneurial spirit has shaped the bank since it was established in 1995, enabling it to develop and offer hands-on solutions and to build long-lasting client relationships.

#### CLOSE TO CLIENTS

With a presence in numerous locations around the globe and teams of investment specialists providing support at a local level, EFG International offers tailored advice and customised solutions to clients taking into account local culture and practices.

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## EFG INTERNATIONAL AT A GLANCE

**\$260BN**

ASSETS UNDER MANAGEMENT

**650+**

CLIENT RELATIONSHIP OFFICERS

**A3**

CREDIT RATING (MOODY'S)

**2,700**

EMPLOYEES WORLDWIDE

**40+**

OFFICES WORLDWIDE

**SIX**

LISTED ON THE SIX SWISS EXCHANGE

EFG combines a global focus with a strong local presence.

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Our combined expertise and capabilities enable us to provide top-tier services and a truly global offering to our clients.

Giorgio Pradelli, CEO EFG International



# Wealth Management & Investment Advice

At Shaw and Partners, we manage your wealth by identifying investment opportunities while actively managing the inherent risks that come with investing.

Shaw and Partners works with individuals, families and businesses to provide services and solutions that assist in the preservation, growth and management of their wealth.

#### APPLYING EXPERTISE

We draw on the considerable expertise within Shaw and Partners and from a wide variety of external sources to develop and implement investing strategies that will meet your individual circumstances and long-term objectives.

#### TAILORED TO YOU

We endeavour to assess your personal circumstances to determine the best investment strategy for you. Whether you desire lesser or greater participation in the management of your portfolio, we implement a rigorous process for all clients that is targeted towards understanding their financial goals (excluding execution only trades). We pride ourselves on delivering personalised strategies that focus on your needs and encapsulate your values.

#### HIGH COMPLIANCE STANDARDS

Our business model mandates high compliance standards and minimises conflicts of interest. Our unrivalled emphasis on honour and integrity underpins our long-lasting partnerships with clients and high levels of client satisfaction.

#### WIDE BREADTH OF SERVICES

Shaw and Partners offers a complete range of investment solutions and advice across the following asset classes and areas to produce personalised solutions, whatever your stage of life.

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## BROAD RANGE OF SERVICES & INVESTMENT SOLUTIONS

Wealth Generation Strategies	Investment Structuring	Managed Portfolio Service	Global Investing
Portfolio Management Solutions	Managed Funds	Advice for SMSFs	Shaw Managed Accounts
Access to Australian & International Markets	Derivatives	Exchange Traded Funds	Fixed Income Strategies
Fixed Interest & Bonds	Portfolio Service	Cash Management	Margin Lending

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We provide tailored investment management services to help clients manage and grow their wealth.

George Deva, National Head of Private Wealth

# Portfolio Management Solutions

At Shaw and Partners, we offer a structured four-tiered approach to portfolio management services, helping clients effectively manage their investments.

## **ADVISORY SERVICE: WE WORK WITH YOU**

Advisory Service is more than just portfolio structuring and management. It's a partnership between you and your Adviser to understand your requirements and determine an investment strategy that best conforms to your financial situation, investment goals and appetite for risk. Portfolios are tailored, monitored and reviewed on a regular basis and adjustments are recommended, if and when necessary.

The Advisory Service allows clients to be involved in every decision made regarding your portfolio with your Adviser.

## **PORTFOLIO SERVICE: WE MONITOR AND ADMINISTER**

Portfolio Service provides a comprehensive overview of your portfolio and gives you immediate access to all the information you and your Adviser need to manage your investments effectively.

Portfolio Service allows you to outsource the day-to-day administration of your portfolio to a team of skilled professionals. We collect and record all the essential information about your investments and each quarter provide you with a detailed report including investment transactions, value and performance, income received and expenses paid.

With the Portfolio Service, Shaw and Partners delivers the professional support you need so you can enjoy building and managing a successful investment portfolio.

## **MANAGED PORTFOLIO SERVICE: WE ADVISE AND IMPLEMENT**

Managed Portfolio Service is our premium service and available only to Wholesale Clients. Our Investment Advisers handle the management and administration of your portfolio, giving you complete peace of mind.

Shaw and Partners works with you to create customised portfolios across all traditional and alternative asset classes. We undertake transactions on your behalf and act promptly to take advantage of investment opportunities. You will receive regular performance reporting and 24/7 online access to your portfolio so you can track your investment position at all times.

## **SHAW MANAGED ACCOUNTS: WE MANAGE AND ADMINISTER**

Shaw Managed Accounts (SMA) are positioned between Individually Managed Portfolios and Managed Funds. They offer increased levels of control and transparency, agility and tax optimisation. With Shaw Managed Accounts, each investor has a separate account to which their investments are allocated. Your account can be constructed by using a range of available investment strategies known as Model Portfolios, which you can select with your Shaw and Partners Adviser.

Model Portfolios are managed in a disciplined and consistent manner, overseen by a dedicated team of investment professionals with many years of experience.

The only type of solution worth having is a bespoke one.

Shaw and Partners will customise a portfolio that meets your investment objectives and caters to your individual circumstances.

**\$10BN+**

ASSETS UNDER  
PORTFOLIO  
ADMINISTRATION

**18**

SMA PORTFOLIO  
STRATEGIES

**\$2BN+**

ASSETS UNDER  
SMA ADMINISTRATION

**30+**

EXTERNAL SMA  
PORTFOLIO MANAGERS

SHAW MANAGED  
ACCOUNTS



CLICK HERE

# Financial Planning

Shaw and Partners offers a comprehensive investment service that combines our Wealth Management and Financial Planning expertise, bringing you tailored solutions to manage and grow your wealth.

## FINANCIAL PLANNING

Our qualified and experienced Financial Planners and Investment Advisers will simplify the complexity of your financial situation by developing a comprehensive strategy for safeguarding and building your wealth. Our services cover a wide range of areas including superannuation, retirement and estate planning, risk insurance and investment advice. We create a holistic and integrated solution for every investor that will meet all of their needs.

## WIDE BREADTH OF SERVICES

Shaw and Partners' integrated approach to financial management means you can take advantage of a range of specialist financial planning products and services that can be combined to suit your requirements.

## ADVISORY PROCESS

Shaw and Partners' step-by-step advisory process is flexible and client-centric, ensuring our Financial Planners have a full understanding of your circumstances. We consult with you in developing a comprehensive financial plan. We then implement that plan and review it regularly to ensure you are on track to meet your financial goals.

## BROAD RANGE OF FINANCIAL PLANNING SERVICES

Financial Planning Advice	Risk Planning	Retirement Planning	Self Managed Super Funds
Retail Super Funds	Estate Planning	Portfolio Service	Investment Strategy Development
Portfolio Optimisation	Education Funding	Wealth Management Strategies	Life Insurance
Income Protection Insurance	Total & Permanent Disability Insurance	Business Succession Planning	Power of Attorney & Guardianship

Careful planning is the key to establishing a strong financial position.

Our Financial Planners will develop and implement a comprehensive strategy for protecting and building your wealth. We will work with you to regularly review your plan and reposition your portfolio to reflect your changing needs.

# Corporate Advisory

Shaw and Partners offers the full suite of corporate advisory services creating genuine value for our clients and their stakeholders.

## CORPORATE ADVISORY

Shaw and Partners provides strategic advice to boards and executive teams across a broad range of capital raising initiatives. This includes corporate and strategic reviews, capital management and structure optimisation advice in addition to general corporate advice.

## EQUITY CAPITAL MARKETS

Shaw and Partners adopts an innovative approach to clients' needs for capital, harnessing the firm's full capabilities to devise and execute effective ECM solutions. Our areas of expertise include IPOs, rights issues, placements, equity hybrid securities and share buybacks.

## MERGERS AND ACQUISITIONS

Shaw and Partners develops and implements original, tailored solutions to our clients' most complex problems. Adopting a beginning-to-end management approach, we provide advice in both private and public market transactions around takeovers (offers and defence), mergers, business disposals and acquisitions, management and leveraged buyouts, joint ventures and corporate restructurings.

Corporate Advisory  
Services

Equity Capital  
Markets

Corporate &  
Strategic Advice

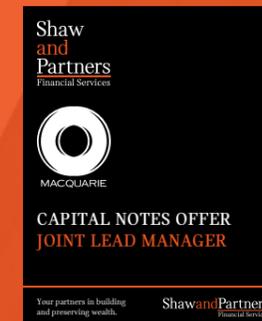
Mergers &  
Acquisitions Advisory

Capital Structure  
Optimisation

Takeover Defence  
Advice

We deliver effective funding solutions to assist businesses achieve their strategic objectives.

Shaw and Partners is proud to have acted as Joint Lead Manager on key hybrid transactions.



CLICK HERE

The key to our success is  
in-depth market knowledge.

150+

YEARS OF COMBINED FINANCIAL  
MARKETS EXPERIENCE

EIGHT

INSTITUTIONAL SALES AND TRADING  
SPECIALISTS

\$2.8 MILLION

DONATED TO CHARITY DURING  
SHAW AND PARTNERS  
INSTITUTIONAL FOUNDATION DAYS

# Institutional Dealing

Shaw and Partners provides client-focused advice, efficient trade execution and quality research for institutional clients seeking access to Australian equity markets.

## UNEARTHING INVESTMENT GEMS

The key to our success in the institutional market rests on the strength of our knowledge and expertise. Through our extensive partnerships and market leading research, we are able to identify and present new or overlooked opportunities for institutional investors wanting to invest in quality companies.

## CORPORATE ACCESS

We offer coverage on a broad range of stocks, with a focus on the emerging to mid-cap market. Our Corporate Access function provides opportunities to explore topical and thematic concepts through roadshows, site tours and industry expert conferences, presentations and events.

## COMMANDING MARKET SHARE

With a strong institutional sales presence in Australia and broad international affiliations, our distribution teams are well positioned to provide access to local and global capital markets.

Our corporate and institutional broking capabilities ensure that we hold a commanding market share and get quick results for the companies we bring to market. We take great pride in quality execution, confidentiality and timely results.

## INSTITUTIONAL FOUNDATION DAY

The Institutional Desk has been instrumental over the years, contributing significantly to charitable causes. During the Shaw and Partners Institutional Foundation Day, the Desk has successfully raised over \$2.1 million. The event is structured around a unique concept: all brokerage generated from institutional trades on a designated day is donated to charity. The main beneficiaries are the Australian Fund Managers Foundation and the Sydney Children's Hospitals Foundation, who receive the funds in an equal 50/50 split.

Institutional Dealing  
Services

Equity  
Execution

Market  
Intelligence

Block Trades &  
Special Crossing

Conferences &  
Roadshows

Secondary Market  
Activities

# Investment Research

At Shaw and Partners, our comprehensive investment research service offers expert analysis to uncover opportunities and drive performance for our clients.

## INVESTMENT RESEARCH

Shaw and Partners provides clients and Advisers with timely, insightful research and investment strategies aimed at unlocking investment opportunities. Our Research team identifies and analyses listed companies with high growth potential that are capable of delivering superior investment performance over the medium to long term.

## ACTIONABLE INSIGHTS

Our analysts thoroughly research companies across a broad range of industries and sectors. We specialise in emerging and mid-cap companies and provide evidence-backed analysis and original investment thinking.

Competing on the basis of our ideas, unique insights and our intellectual capital, our research focuses on generating money-making ideas for our clients.

## EXPERIENCED IN-HOUSE TEAM

At Shaw and Partners, we don't simply repackage publicly available information. Our analysts visit key companies and spend time with management, competitors, suppliers and customers of businesses to understand companies at a grassroots level, from which they can generate unique insights and unearth commercial opportunities that have otherwise been missed by the broader market.

## FIXED INCOME STRATEGIES

Our Fixed Income Strategies division is a highly specialised team comprised of dedicated investment and portfolio strategists. They primarily focus on the asset classes of debt and listed hybrid securities. Their expertise lies in structuring and managing portfolios, while seamlessly integrating them with other asset classes such as equities. The primary goal of the team is to optimise income generation, while also minimising capital loss risks.

## INTERNATIONAL RESEARCH

The strategic partnership between Shaw and Partners and EFG International provides clients with access to global research, the latest macroeconomic and stock market news from around the world and investment ideas to assist clients in their investment decision-making. Our comprehensive suite of international reports includes:

- Main macroeconomic weekly news
- A monthly report including global house views, investment ideas and asset allocation guidelines
- A quarterly publication on asset class performance and an overview of key regions
- Ad hoc analysis of prevailing market events.

Our different perspective  
generates unique insights.

100+

LISTED COMPANIES  
UNDER COVERAGE

1,250

REPORTS PUBLISHED  
PER YEAR

300+

COMPANY PRESENTATIONS  
HOSTED PER YEAR

30

RESEARCH ANALYSTS  
WORLDWIDE

# ShawandPartners FOUNDATION

The Shaw and Partners Foundation was established in 2015 to provide a platform for our company's greater participation in community service. The Foundation seeks to strengthen communities through financial support, volunteering and skills sharing.

## MAIN CHARITIES SUPPORTED BY THE SHAW FOUNDATION



The Shaw and Partners Foundation is dedicated to making a meaningful impact by offering funding and expert advice through various initiatives. Our efforts include providing pro bono consulting services to charities, promoting activity-based fundraising and extending financial support to our advisers and staff in their fundraising endeavours. With a strong focus on mental health, education and social inclusion, we are committed to driving positive change and empowering communities.

OVER  
**\$9.4 MILLION**

DONATED TO CHARITY SINCE 2015

**1,200+**

HOURS VOLUNTEERED  
PER YEAR

**200+**

CHARITIES SUPPORTED  
TO DATE

**450**

CHARITY INITIATIVES SUPPORTED  
SINCE INCEPTION

The Foundation's mission is to  
instil and perpetuate real change  
in the fabric of Australian society.



FOUNDATION  
NEWSLETTER



CLICK HERE

FOUNDATION  
CELEBRATION VIDEO



CLICK HERE

# Partnering with Communities

Shaw and Partners is dedicated to nurturing and championing emerging talent. Our commitment to fostering success extends to our sponsorship initiatives, enabling individuals and organisations to excel in their fields across Australia.

We foster young talent and champion success in Australia.

PARTNERSHIP HIGHLIGHTS



CLICK HERE



MANLY WARRINGAH SEA EAGLES



SHAW AND PARTNERS 18FT SKIFF RACE TEAM



SHAW AND PARTNERS HOT AIR BALLOON



NORTH BONDI SURF LIFE SAVING CLUB



GRANGE SURF LIFE SAVING CLUB



SORRENTO (WA) SURF LIFE SAVING CLUB



SHAW AND PARTNERS BRAND AMBASSADORS



SHAW AND PARTNERS AUSTRALIAN OCEAN RACING SERIES



SHAW AND PARTNERS COOLANGATTA GOLD



ACT BRUMBIES RUGBY



EASTERN SUBURBS RUGBY UNION FOOTBALL CLUB



MELBOURNE REBELS ACADEMY



SHAW AND PARTNERS SHANNON ECKSTEIN IRONMAN CLASSIC



SHAW AND PARTNERS SUMMER OF SURF



NORTHCLIFFE SURF LIFE SAVING CLUB



SHAW AND PARTNERS ATLANTIC CREW



SHAW AND PARTNERS WA RACE WEEK



NORTHBRIDGE FOOTBALL CLUB

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At Shaw and Partners, we are dedicated to delivering tailored financial solutions with a client focused approach. Our team of experts anticipates investment opportunities and cultivates long-term relationships based on trust, while giving back to the community and supporting meaningful causes. Together, we build and preserve wealth for a brighter future.

Earl Evans, Shaw and Partners CEO

SHAW AND PARTNERS  
WEBSITE



CLICK HERE

# Contact us

Shaw and Partners is dedicated to offering a complete range of advisory and investment services to assist you in meeting your financial objectives.

If you would like to learn more, please contact your nearest Shaw and Partners office to arrange an obligation free, initial consultation.

We welcome you to Shaw and Partners.  
Your partners in building and preserving wealth.

## SYDNEY | HEAD OFFICE

Level 7, Chifley Tower, 2 Chifley Square  
Sydney NSW 2000

Telephone: +61 2 9238 1238  
Toll Free: 1800 636 625

## BRISBANE

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Brisbane QLD 4000

Telephone: +61 7 3036 2500  
Toll Free: 1800 463 972

## CANBERRA

Level 9, 5 Constitution Avenue  
Canberra ACT 2601

Telephone: +61 2 6113 5300  
Toll Free: 1800 636 625

## NOOSA

Suite 11a Q Place, 2 Quamby Place  
Noosa Heads QLD 4567

Telephone: +61 7 3036 2570  
Toll Free: 1800 271 201

## MELBOURNE

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Melbourne VIC 3000

Telephone: +61 3 9268 1000  
Toll Free: 1800 150 009

## ADELAIDE

Level 25, 91 King William Street  
Adelaide SA 5000

Telephone: +61 8 7109 6000  
Toll Free: 1800 636 625

## PERTH

Level 47, 108 St Georges Terrace  
Perth WA 6000

Telephone: +61 8 9263 5200  
Toll Free: 1800 198 003

## GOLD COAST

Level 1, 8 Leda Drive  
Burleigh Heads QLD 4220

Telephone: +61 7 3036 2580  
Toll Free: 1800 271 201

[shawandpartners.com.au](http://shawandpartners.com.au)

# ShawandPartners

Financial Services

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Noosa | Gold Coast