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# KINGS PARK

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# SECURITIES

**Representative Profile**  
Version 6.0  
Prepared 31 January 2023



# KINGS PARK

## SECURITIES

This document forms the second part of the Oreana Financial Services Guide. This FSG is divided into two parts and both parts must be read together. This document is designed to clarify who we are, what we do, and aims to help you decide whether to use our services.

### WHO WE ARE

Your Financial Advisers are Representatives of and offer services on behalf of Oreana Financial Services Pty Ltd, AFSL License No. 482234:

**Ben Black**  
**Authorised Representative**  
**No. 332466**

**Tanya Facius**  
**Authorised Representative**  
**No. 292909**

The financial services that the above Financial Advisors offer are provided by Kings Park Securities (WA) Pty Ltd, ABN 61 163 868 353, trading as Kings Park Securities, Authorised Representative (AR) No. 441679.

Kings Park Securities specialise in providing advice to executives, professionals, expatriates, business owners and retirees. Our range of services and advice are designed to enhance your financial wellbeing and assist with managing your financial complexity, allowing you to focus on your business, family and/or retirement needs.

Oreana has authorised your advisor to provide you with this Financial Services Guide.

#### About Ben Black

Ben Black has over 20 years' experience in the financial services industry, first joining the industry in 1998. Ben joined Kings Park Securities as a Senior Financial Adviser in December 2012 and became a Director of Kings Park Securities in July 2013.

Ben holds a Diploma in Financial Markets, a Graduate Diploma in Applied Finance and Investment and a Masters in Applied Finance, majoring in Financial Planning.

#### About Tanya Facius

Tanya Facius has over 20 years' experience in the financial services industry, first joining the industry in 1995. Tanya joined Kings Park Securities as a Senior Financial Adviser in June 2012 and became a Director of Kings Park Securities in July 2013.

Tanya holds a Diploma in Financial Planning (DFP) through Deakin University and holds a Graduate Diploma in Applied Finance and Investment.





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## SECURITIES

### WHAT WE DO

**We are authorised by Oreana Financial Services to provide financial advice in relation to:**

- Securities, including Shares
- Risk Insurance (Life, TPD, Trauma, Income Protection & Business Expense)
- Tax Effective Investment Strategies
- Superannuation Strategies
- Retirement Planning
- Estate Planning
- Centrelink Entitlements
- Salary Packaging

Backed by a team of leading research analysts, clients have access to a range of leading Australian and international fund managers as well as listed investments.

We are committed to building long-term relationships with clients by providing them with appropriate professional advice and personal ongoing service.

### WHAT FINANCIAL PRODUCTS AND SERVICES ARE WE AUTHORISED TO PROVIDE?

**We are authorised to provide personal financial advice, general financial advice, and transact on your behalf (dealing) in relation to the following types of financial products:**

- Basic Deposit Products
- Interests in Managed Investment Schemes
- Retirement Savings Accounts
- Securities, including shares
- Superannuation products
- Standard margin lending facilities, and
- Life insurance and risk products



# KINGS PARK

## SECURITIES

### HOW WE CHARGE FOR OUR SERVICES

All fees and commissions are inclusive of GST and the fees could be greater than those disclosed below in complex cases. In these instances, we will inform you of the exact fee payable promptly in writing.

Type of Advice	Fee Charged
<b>Initial consultation</b>	At our expense.
<b>Initial advice</b>  (advice preparation and implementation)	<p>An advice preparation fee will range from \$1,650 to \$6,600 depending on the level of complexity of your situation and the advice provided.</p> <p>This is a one-off cost and is payable even in the event you decide not to proceed with our advice.</p>
<b>Fixed term advice service</b>	<p>Kings Park Securities' Adviser Service Fee (ASF) is determined on a percentage sliding scale basis, based on the combined value of funds managed by Kings Park Securities and is reviewed annually.</p> <p>For a combined value of funds up to \$1,000,000 the percentage-based fee is 1.25% per annum. For funds over this amount a sliding scale fee basis applies.</p> <p>For example, based on an initial investment valued at \$500,000, our standard Adviser Service Fee would be 1.25% per annum or \$6,250 per annum.</p> <p>In comparison; based on an initial investment valued at \$1,500,000, our standard Adviser Service Fee would be 1.16% per annum or \$17,400 per annum.</p> <p>A minimum initial investment portfolio balance applies.</p> <p><b>Note: the flat percentage fee will be applied to the fluctuating balance of your portfolio each month.</b></p>
<b>Ad hoc advice</b>	<p>The fees for the provision of ad hoc advice not covered by the fixed term - advice service arrangement will be charged on an hourly basis at a rate of \$275.</p> <p>Additional services and fees not covered by the fixed term - advice service arrangement are as follows:</p> <ul style="list-style-type: none"> <li>• Centrelink Liaison Service: \$550 per annum</li> <li>• Estate Planning Facilitation Service: up to \$275 facilitation fee</li> <li>• Plus, legal costs (to be determined by our preferred third-party legal professional, based on complexity)</li> </ul> <p><b>Note: these services are only available as an additional service to the fixed term - advice service arrangement mentioned above.</b></p>
<b>Insurance products</b>	The relevant insurer will pay initial commission between 0% and 66% and ongoing commission between 0% and 30% of the annual premium for as long as you hold the product. Commissions are paid to us by the product provider and are not an additional cost to you.



# KINGS PARK

## SECURITIES

### HOW WE ARE PAID

#### **Director**

As directors and shareholders of Kings Park Securities (WA) Pty Ltd we are entitled to receive director fees or distributions from Kings Park Securities (WA) Pty Ltd. We do not receive any bonuses, benefits or additional payments for recommending specific products or providers and the remuneration has been designed to ensure that your interests are prioritised, conflicts are minimised and that our advice is not inappropriately influenced.

#### **Authorised Representative (Employee)**

We receive a salary as employees of Kings Park Securities (WA) Pty Ltd. We do not receive any bonuses, benefits or additional payments for recommending specific products or providers and the remuneration has been designed to ensure that your interests are prioritised, conflicts are minimised and that our advice is not inappropriately influenced.

#### **Payment of Fees**

All fees and commissions disclosed in this FSG are paid to Oreana, who pays all fees and commissions it receives to Kings Park Securities (WA) Pty Ltd.

**For more information or if you have any questions, please contact us at:**

**Kings Park Securities (WA) Pty Ltd**

**P: 08 9481 4715 F: 08 9481 5204**

**Postal address:** Suite 7, 330 Churchill Avenue, Subiaco WA 6008

**Street address:** Level 2, 330 Churchill Avenue, Subiaco WA 6008

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