



Adep Investment Consultancy

Analytical advice since 1982.

FINANCIAL PLANNING FOR ACCOUNTANTS AND THEIR CLIENTS

Adep: -



Pioneered fee based investment advice in Western Australia



Believes that accountants should be the centre of people's financial advisory networks and therefore works with accountants to help their clients



Believes that financial plans should be long term and strategic in nature



Believes frequent changes of investment can be counter productive

Does not believe in over servicing clients

Adep believes that, for most people, financial plans should be simple, comprising: -



Clearance of non deductible debt



Maximisation of superannuation benefits



Adequate insurances



Clear wills and powers of attorney



Selection of classes of investment suitable to the attitude and capacity for risk

Selection of particular investments managed by reputable managers

Infrequent reviews

Adep will work with accountants to help clients who share its aversion to over servicing.

Japhener Pty Ltd

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History and Philosophy

Andep's owner, Japhener Pty Ltd, traces its history to the foundation of **Analytical Independent** Investment Consultancy in 1982. Andep grew out of an actuarial practice in response to the need for professional investment advice. This need remains as great now as it was then.

By combining an analytical approach, rigour and knowledge with a value-driven approach to investment, Andep has both protected and enhanced the wealth of its clients.

Economic booms and busts can be an unsettling but nevertheless recurring fact of life. This reality underpins Andep's investment philosophy of attending to minimising risks as well as maximising returns.

People

Dennis Barton (born 1946) is the founder and director of the company. Dennis holds Bachelor's degrees in Science and Economics and a Fellowship of the Institute of Actuaries of Australia having qualified as an Actuary in 1973. He also qualified as an Associate of the Securities Institute of Australia in 1978 and was elevated to a Fellow of that Institute (now Senior Fellow of the Financial Services Institute of Australia) in 1985.

Before commencing the financial planning practice, Dennis was the Western Australian Government Actuary. He was, for a time, Chairman of the Western Australian State Superannuation Board (now GESB), he chaired the Western Australian Fire and Emergency Services Superannuation Board, was a trustee of the Activ Foundation Superannuation Fund policy committee and on the independent advisory board for Aspen Group Ltd. He is currently the Treasurer of Future Living Trust.

Dennis was actively involved in all aspects of the company in its early years and in a directorial capacity until 1992. He returned to the company in 1996. Following the 1997 sale of the company's review services, he is the company's sole consultant.

Elizabeth Gliddon is a director and adviser with Andep. Liz joined the company in 2010 whilst still studying and graduated in 2012 with Bachelor's degrees in Commerce and Science from The University of Western Australia. Liz also has her Diploma and Advanced Diploma in Financial Planning and qualified as an Associate of the Financial Services Institute of Australasia (FINSIA) in 2014.

Liz was previously the Treasurer of Friends of L'Arche Perth and is on the board of directors of 55 Central Inc.

Reviewing Clients' Investments

Andep believes frequent regular contractual reviews of its clients' portfolios are unnecessary. It believes a well-founded strategy and careful investment selection should be robust enough



not to need such reviews. It nevertheless stands ready to review client's investments at their instigation.

This philosophy contrasts with the industry norm of intensive "cultivation", sometimes even "mining" of clients.

Fees and Commissions

Andep pioneered fee-based investment advice in Western Australia and continues to charge for its services at hourly rates. These are currently \$220 for para planning and administrative tasks, \$330 for a Financial Adviser and \$440 for a Senior Financial Adviser. All rates are inclusive of GST.

Andep does not take commissions on any product, including insurance, or charge any "volume based" fees.

License

Japhener holds Australian Financial Services License 230 176. It can give advice on a wide range of investment alternatives.

Dispute Resolution

Japhener is a participant in the dispute resolution service conducted by Australian Financial Complaints Authority (previously Financial Ombudsman Service Ltd).

Action Capacity

Where Andep gives advice in connection with securities it does so as its client's adviser. Where advice relates to insurances, it is given in the legal capacity of agent of the insurer which has responsibility for its conduct.

Contact Andep



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We look forward to helping you help your clients