



# Statement of Advice

Prepared for

**Mr Simon Cameron Birse**

Prepared by

**Lloyd Harris**

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# Statement of Advice

Prepared on Friday, 14 Mar 2025 11:45 AM

Simon, it is a pleasure to advise you on your investments so as to assist you in achieving your personal and investment goals. In this document you will find detailed information on our recommended actions, reasons for these, and the benefits and risks of each.

## Scope of our advice

This Statement of Advice (SOA) has been prepared based on our discussion and the information you have provided in the Strategic Needs Analysis (Fact Find) document. This document provides advice on the following areas:

- Investments held in your personal name
- A review of your existing investments and consideration of whether they meet the stated objectives
- Consideration of alternative investment strategies and investments that may meet the stated objectives
- An appropriate asset allocation in contemplation of your investment objectives
- Recommendations on the appropriate investments to be held within your portfolio

This SOA is valid for 30 days from the date of issue. If your circumstances change, or the advice is not implemented within 30 days you should obtain an updated SOA as the advice in this document may no longer be appropriate for you.

## Advice limitations

We have not provided advice on:

- Other investments and income outside the scope of advice
- Your personal insurance needs
- Cash flow and budgeting
- Debt planning
- Estate planning
- General insurance

Given the reduced scope of our advice, it is important for you to be aware that this SOA will not address all of your needs and objectives. The reason why the scope of advice has been limited is because we have prioritised your needs and have focused on those requiring your immediate attention. As a result, the recommendations may not be appropriate for your entire financial situation and you should carefully assess the appropriateness of the recommendations in light of your overall financial situation. Of course, we will endeavour to provide appropriate advice based on the information you have provided.

# About you

We have based our advice on the data you provided. It is your responsibility to ensure that the information is accurate and complete. Otherwise, this advice may be based on inaccurate or incomplete information about your objectives, financial situation or needs. Therefore you should consider the appropriateness of this advice taking into account your relevant personal circumstances before acting on this advice.

## Personal information

Given name	Surname	Date of birth	Age
Simon Cameron	Birse	28 Feb 1975	50

## Risk profile

Simon, before you continue, remember our advice is for your investment portfolio only and based on the information you have provided. The basis for our advice is your investor risk profile. To recap: your portfolio will be guided in line with a Balanced risk profile.

### You want income and growth

You are willing to chase medium to long-term goals while accepting the risk of short to medium-term negative returns. Your investment mix is likely to include an equal mix of assets such as equities and property.

## Investment scope

- Your asset allocation will include the following asset classes:
  - Fixed Income
  - Property (i.e. listed REITs and Property Funds)
  - Equities and Related
  - Alternatives
- Your asset allocation will cover these markets:
  - Australia
  - Developed World - US
  - Developed World - Other (mainly Europe and Japan)
  - Emerging (rest of the world)
- Your investment horizon is 10 years.

# Your current position

Equities			
Australian Equities	Code	Value	Weight
Macquarie Evolve Growth Multi-Asset Portfolio	SMAMAQ07S	\$23,588	91.1%
<b>Subtotal Australian Equities</b>		<b>\$23,588</b>	<b>91.1%</b>
<b>Total Equities</b>		<b>\$23,588</b>	<b>91.1%</b>
Cash			
Cash	Code	Value	Weight
Wrap Cash Account (000969667476)	-	\$2,311	8.9%
<b>Subtotal Cash</b>		<b>\$2,311</b>	<b>8.9%</b>
<b>Total Cash</b>		<b>\$2,311</b>	<b>8.9%</b>
<b>Total Portfolio</b>		<b>\$25,899</b>	<b>100.0%</b>

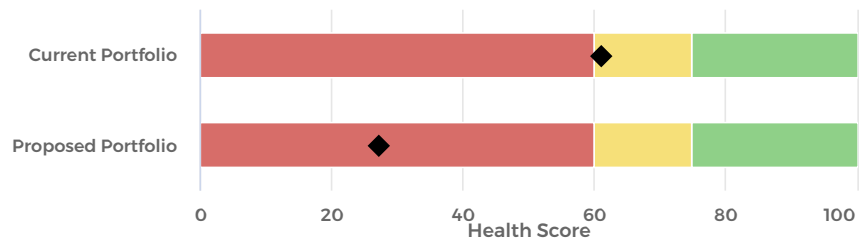
All weight values are rounded throughout this document, and therefore your holdings may not sum up to 100%.

All holding values are in Australian Dollars throughout this document. We use the mid foreign exchange rates as at 4pm London time to do our currency conversion.

All calculations in this document are based off the value of advisable assets unless otherwise stated.

# Our advice to you

Our advice recommends one change.



Even though your health score has reduced, we consider that you will be placed in a better position as a result of our recommendations. Your portfolio will be aligned to suit your risk tolerance as well as your asset class and geographical scoping preferences.

Our health score measures how far away you are from the portfolio that best suits your risk profile. A higher health score means that your returns are in line with the risk you are taking and that you are not taking more risk than you are comfortable with.

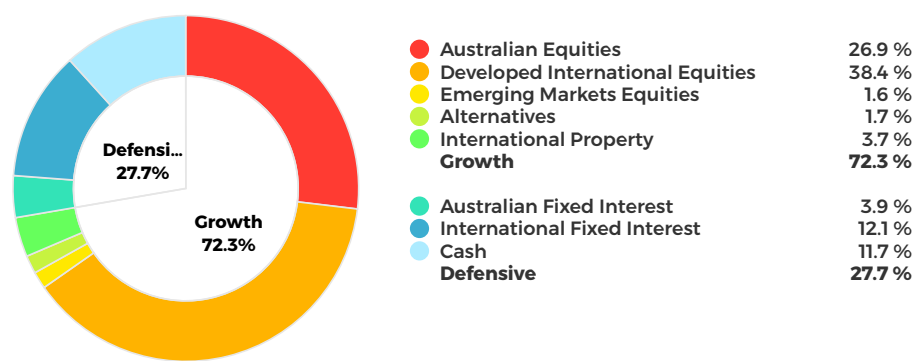
For this calculation we use:

- the deviation in sector weights
- the difference in both short and long term expected returns
- the diversification of the portfolios
- the liquidity of the portfolios.

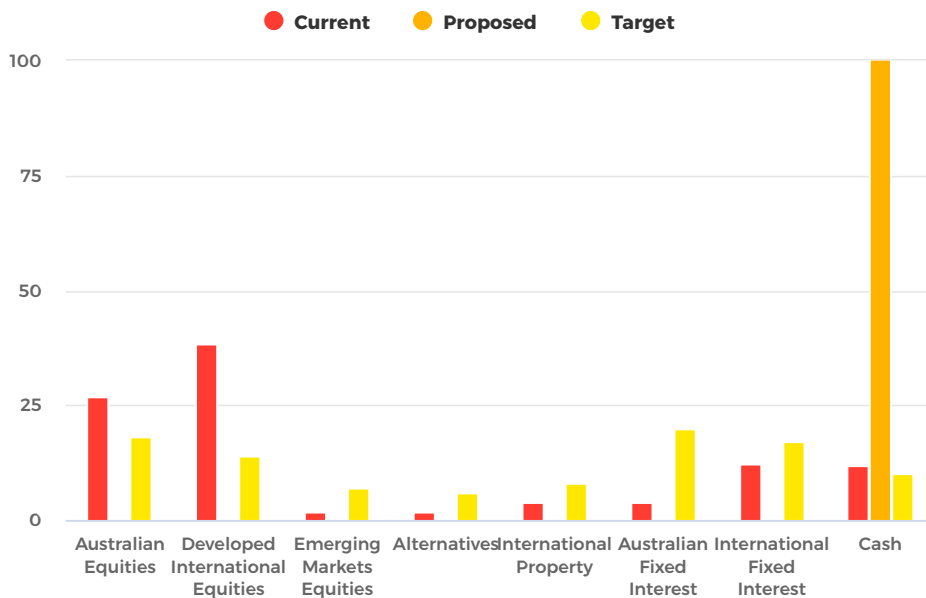
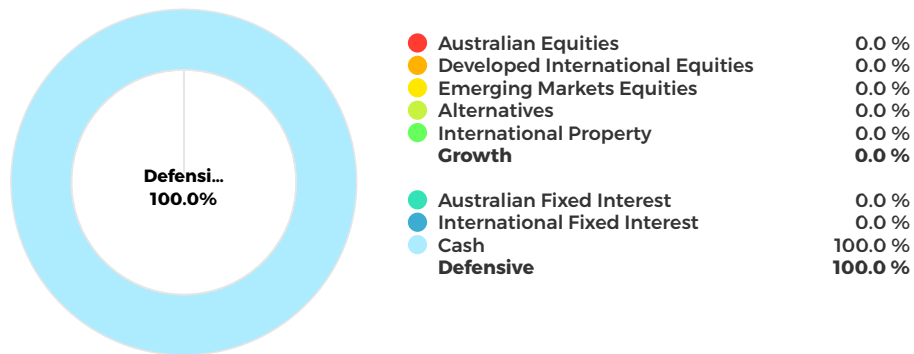
## Asset allocation

The following table compares your current asset allocation to the recommended asset allocation. Our recommendations aim to move you as far as possible towards the recommended asset allocation.

### Asset Allocation - Current



## Asset Allocation - Proposed



Asset Class	Your Current Portfolio (%)	Recommended Asset Allocation (%)	Target Asset Allocation (%)	Proposed Change (%)
<b>Growth</b>	<b>72.3%</b>	<b>-</b>	<b>53.0%</b>	<b>-72.3%</b>
Australian Equities	26.9%	-	18.0%	-26.9%
Developed International Equities	38.4%	-	14.0%	-38.4%
Emerging Markets Equities	1.6%	-	7.0%	-1.6%
<b>Total Equities</b>	<b>66.9%</b>	<b>-</b>	<b>39.0%</b>	<b>-66.9%</b>
Alternatives	1.7%	-	6.0%	-1.7%
<b>Total Alternatives</b>	<b>1.7%</b>	<b>-</b>	<b>6.0%</b>	<b>-1.7%</b>
International Property	3.7%	-	8.0%	-3.7%

Asset Class	Your Current Portfolio (%)	Recommended Asset Allocation (%)	Target Asset Allocation (%)	Proposed Change (%)
<b>Total Property</b>	<b>3.7%</b>	<b>-</b>	<b>8.0%</b>	<b>-3.7%</b>
<b>Defensive</b>	<b>27.7%</b>	<b>100.0%</b>	<b>47.0%</b>	<b>72.3%</b>
Australian Fixed Interest	3.9%	-	20.0%	-3.9%
International Fixed Interest	12.1%	-	17.0%	-12.1%
<b>Total Fixed Interest</b>	<b>16.0%</b>	<b>-</b>	<b>37.0%</b>	<b>-16.0%</b>
Cash	11.7%	100.0%	10.0%	88.3%
<b>Total Cash</b>	<b>11.7%</b>	<b>100.0%</b>	<b>10.0%</b>	<b>88.3%</b>
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>-</b>

## Our recommendations

Our recommended actions are summarised below. In our view, these actions improve the structure of your investment portfolio.

Starting investments value	Starting cash position	Cash contribution	Total Portfolio Value
\$23,588	\$2,311	-	\$25,899

## Sell / Reduce

Equities	Code	Value	
Macquarie Evolve Growth Multi-Asset Portfolio	SMAMAQ07S	-\$23,588	Complete sale
<b>Total</b>		<b>-\$23,588</b>	

Ending investments value	Ending cash position	Cash to withdraw	Total Portfolio Value
-	\$25,899	-	\$25,899

## Reasons for recommendations

### What to sell

Sell trade #1			
SMA	Ticker	Value	Sector
Macquarie Evolve Growth Multi-Asset Portfolio	SMAMAQ07S	\$23,588	Diversified Fund

The reason for this sale is to fund the re-weighting of your portfolio to align your asset allocation to one suitable for your risk profile at this point in the investment cycle.



# Proposed portfolio

This is how your portfolio will look after implementing our recommendations:

Cash			
Cash	Code	Value	Weight
Wrap Cash Account (000969667476)	-	\$25,899	100.0%
<b>Subtotal Cash</b>		<b>\$25,899</b>	<b>100.0%</b>
<b>Total Cash</b>		<b>\$25,899</b>	<b>100.0%</b>
<b>Total Portfolio</b>		<b>\$25,899</b>	<b>100.0%</b>

This improves the overall allocation of your portfolio and brings it more in line with your risk tolerance.

## Capital gains

It's important to understand your tax liability in order to assess your returns from an investment. Our taxation view is based on the following:

- You hold all equities, managed funds and ETFs on capital account.
- Our comments are limited to the potential tax liability arising from the implementation of our recommendations.
- We do not comment on the potential ongoing tax liabilities, such as whether you may be entitled to a franking credit, in respect of any dividends or distributions paid.
- Capital gains are taxed at your marginal rate (including Medicare Levy).
- All capital gain calculations are based on the discount method. We do not currently support the indexation method of calculating capital gains.

Simon, implementing our recommendations will result in an estimated capital gain of \$2,073 which will mean an estimated tax of approximately \$487 based on our tax assumptions. This is what it looks like:

Name	Code	Quantity	Cost base	Sell value	Capital gain / loss
Macquarie Evolve Growth Multi-Asset	SMAMAQ07S	23,588	\$21,515	\$23,588	\$2,073
<b>Total Capital Gains / Losses</b>					<b>\$2,073</b>

You should keep sufficient funds earmarked for paying your tax, and of course always consult your registered tax adviser for advice specific to your particular circumstances.

This reflects our understanding of current taxation legislation, which are subject to change.

## The risks of following these recommendations

All investments carry some degree of risk. We believe that knowledge creates informed choice, so it's best that you are aware of them.

- Stocks and ETFs are listed on exchanges and their values change throughout the day. We have chosen stocks and ETFs that are best suited to your risk profile. Always remember that investing in any asset class is for the long term.
- ETFs are managed investments. That is, they are like a managed fund in some respects but with their own particular risks that come from being listed. ETFs are only as liquid as the underlying securities that they are invested in. They should have a price close to their Net Asset Value (iNAV on the ASX).

- Managed funds involve some investment risk. Unfortunately, they do not guarantee returns. Like all investments, the value of a managed fund may fall.
- Investments also carry many other risks of which you should be aware. These are:
  - **Liquidity risk:** this is the risk that you may not be able to buy or sell a security when you want to at a fair price. Choosing an investment that has low liquidity or is not priced on a daily basis may affect your capacity to meet your objectives. Make sure you refer to the underlying PDS and other disclosure documents of any ETFs or funds you are considering or already invested in for further details on liquidity. For term deposits, liquidity risk is the risk of not being able to access your investment prior to the maturity date. There are restrictions on breaking a term deposit held in your account.
  - **Fund (managed investment) risk:** this is the risk that a fund could terminate, the fees and expenses could change, or key investment manager staff could change. There is also the risk that investing in a fund may give less favourable results than investing directly in the underlying assets because of the income and capital gains accrued in the fund and the consequences of investment and withdrawal by other investors.
  - **Currency risk:** this is the risk that exchange rate fluctuations may cause the value of your investments to decline significantly. ETF and other product issuers may choose to mitigate this impact by 'hedging' all or part of the managed investment's exposure to foreign currencies; however, there is no guarantee that this will occur. Securities listed on exchanges outside Australia will usually be in a foreign currency. This will impact your investment. Furthermore, some companies listed in Australia derive their earnings from outside Australia in another currency. Each company may choose to mitigate the impact of currency moves by 'hedging' but there is no guarantee that this will happen.
  - **Credit risk:** where money has been lent, this is the risk that the borrower (or product issuer) will not pay the interest and/or repay the principal of a security in which you or your underlying managed investments invest. This risk is generally greater for borrowers or issuers with lower credit ratings.
  - **Interest rate risk:** this is the risk that the value of certain investments may be adversely affected because of changes in interest rates. An increase in interest rates leads to a reduction in the value of a fixed interest investment, and vice versa. This risk is usually greater for fixed interest investments that have longer maturities.
  - **Inflation risk:** this is the risk that your investment is worth less in the future because of inflation. If this eventuates, you would not be able to buy as much with the value of your investments in the future as you could now.
  - **Country risk:** this is the risk that political, economic or social developments may adversely affect the return in a country. Exposure to country risk may be higher for investments in emerging markets or developing countries.
  - **Derivative risk:** product issuers may use derivatives, such as exchange traded futures contracts, to obtain or reduce market exposure. Derivatives are leveraged instruments whose value is derived from actual underlying assets and can be highly volatile. As derivatives can provide leveraged exposure, gains or losses can be greater than the gains or losses on unleveraged positions.

# Fees

## Upfront fees

## Managed investment fees

## Ongoing fees

## Buy / sell spread on managed investments

Buy/sell spread is the cost charged to you by investment managers on purchasing or redeeming units in a managed investment and can be found within the relevant managed investment product disclosure statement(s) provided to you. These fees are retained by the managed investment providers and are not paid to BMP Advisory or your adviser.

## Actions required by you

Item	Description	Action	Who
1	SOA	Read this Statement of Advice and if you have any questions please contact us.	Simon
2	Authority to Proceed	Read, sign and return the Authority to Proceed.	Simon

# Authority to Proceed

Mr Simon Cameron Birse  
16 Talpa St  
COOMERA QLD 4209

- I have read and understood this Statement of Advice (SOA) prepared by Lloyd Harris dated 14 March 2025, including the disclosure of fees and remuneration associated with the implementation and ongoing management of the recommendations.
- I confirm that the information provided by me and restated in this SOA accurately summarises my current personal and financial position and my needs and objectives. I understand that if any of this information is incomplete or inaccurate then the advice may not be appropriate to our circumstances.
- I have received your Financial Services Guide and understood the contents.
- I have received Product Disclosure Statements for all products recommended within this SOA and any 'Additional Information' listed in this SOA (where applicable).
- I accept the recommendations offered in this document and authorise Lloyd Harris to implement all recommendations.
- I agree to proceed as varied below. I understand that by choosing to implement a variation to the advice I risk making a financial decision that may be inappropriate to my needs.

Mr Simon Cameron Birse

Signature

Date

Accepted for and on behalf of BMP Advisory Pty Ltd by:

Lloyd Harris

Signature

Date

