



PRIMARY DISCLOSURE STATEMENT

THOMAS PATRICK FOX (Authorised Financial Adviser)

This is the prescribed form for the **primary** disclosure statement for authorised financial advisers pursuant to the Financial Advisers Act 2008 and the Financial Advisers (Disclosure) Regulations 2010

Name of Financial Adviser	Thomas Patrick Fox
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This disclosure statement was prepared on 4th July 2016

It is important that you read this document

This information will help you choose a financial adviser that best suits your needs. It will also provide some useful information about the financial adviser that you choose. In addition to the information that I must disclose to you in this statement, I must also disclose other information to you in a separate disclosure statement, including information about the types of services that I provide, the fees that I charge, and any actual or potential conflicts of interest. If I have not provided that information to you at the same time as I give you this statement, I must provide it to you as soon as I can.

What sort of adviser am I?

I am an Authorised Financial Adviser (AFA). This means I have been authorised by the Financial Markets Authority (FMA) (the government agency that monitors financial advisers) to provide the financial advice as described below.

How can I help you?

I have been authorised to provide you with financial advice in the following categories:

- Financial advice

When I do this I will be able to give you advice and or provide a service about:

- financial products provided by only 1 organisation
- financial products provided by a small number of organisations (2 to 5)
- financial products provided by a broad range of organisations (more than 5)

How do I get paid for the services that I provide to you?

Payment types

- Fees only – My services are only paid for by the fees that you pay. I do not receive payments from other people or organisations that might influence my advice.
- Fees – My services are paid for by the fees that you pay as well as in other ways.
- Commission – There are situations in which I will be paid by other organisations. How much that payment will be depends on the decisions that you make.
- Extra payments – I may receive extra payments depending upon the decisions you make.
- Non financial benefits – Other organisations may give me non-financial benefits depending upon the decisions you make.

I am required to tell you the specific fees, commissions, extra payments and other benefits that I have received or will, or may, receive in relation to the services that I provide to you. I must tell you these things before, or if that is not practicable, as soon as practicable after I give that advice or service.

What are my obligations?

As an Authorised Financial Adviser, I must comply with the Code of Professional Conduct for Authorised Financial Advisers. I also have an obligation under the Financial Advisers Act 2008 (including regulations made under that Act) and under the general law.

What should you do if something goes wrong?

If you have a problem, concern, or complaint about any part of my service, please tell me so that I can try to fix the problem.

If we cannot agree on how to fix the issue, you can contact the Insurance & Financial Services Ombudsman Scheme Inc. (IFSO Scheme). This service will cost you nothing and will help us resolve any disagreements. You can contact IFSO at:

Address: PO Box 10845, Wellington 6143

Phone: 0800 888 202 or 04 4997 612

Email: info@ifso.nz

If you need to know more, where can you find more information?

If you have any questions about anything in this disclosure statement or you would like to know anything more about me, please ask me.

If you have a question about financial advisers generally, you can contact the Financial Markets Authority.

How am I regulated by the Government?

You can check that I am a registered financial adviser at www.fspr.govt.nz

The Financial Markets Authority (FMA) regulates financial advisers. Contact the FMA for more information, including financial tips and warnings.

You can report information or complain about my conduct to the FMA, but in the event of a disagreement, you may choose to first contact me (see above under "What should you do if something goes wrong?")

Declaration

I, Thomas Patrick Fox, declare that, to the best of my knowledge and belief, the information contained in this disclosure statement is true and complete and complies with the disclosure requirements in the Financial Advisers Act 2008 and the Financial Advisers (Disclosure) Regulations 2010.



Thomas Patrick Fox



SECONDARY DISCLOSURE STATEMENT

THOMAS PATRICK FOX
(Authorised Financial Adviser)

FSPR Number FSP15083
Prepared 4th July 2016

Experience

I am a partner and director in Canopy Group Limited since formation of the group in 2004 having commenced as a Financial Adviser in 1999.

I began my career in 1974 with KPMG and then later Price Waterhouse Coopers. I developed my own businesses in the early eighties in systems consulting, IT sales and software development. I sold my interest in my software business in 1996 and ran a successful corporate division for two years before joining the financial advisory business.

Qualifications

2011	Authorised Financial Advisor	Financial Markets Authority
1977	Chartered Accountant (CA)	New Zealand Institute of Chartered Accountants (NZICA)
1974	Bachelor of Commerce	Auckland University

I ensure my knowledge of financial matters is kept current by various methods including:

- Completing a minimum of 20 hours learning in professional development training annually
- Attending seminars given by financial service providers and industry bodies
- Reading financial papers and publications

Membership of Relevant Professional Bodies

I am a member of the Professional Advisers Association (PAA) and have been since 1999. I maintain current membership of NZICA as a Chartered Accountant (CA).

The Financial Adviser Service Provided

As an Authorised Financial Adviser I may only provide services that I have the competence, knowledge and skill to provide.

I am able to provide advice in the following products and services areas which are Category One Products as defined under the Financial Advisers Act 2008:

- KiwiSaver
- Savings Schemes and Superannuation
- Managed Funds, PIE Funds and Unit Trusts

I am able to provide advice on Category Two Products as defined under the Financial Advisers Act 2008 other than consumer credit contracts.

I specialise in providing financial advice services in risk management with the arrangement of life insurance, disability insurance or medical insurance.

My services predominantly include addressing business and personal asset and wealth protection programs for clients using life insurance and related products. My services extend to fact finding, needs analysis, formal written reporting, plan implementation and ongoing monitoring, reviewing (typically on an annual basis) and claims assistance.

Business and Personal wealth creation and protection programs may include:

- *Business loan and guarantee protection*
- *Key person covers*
- *Shareholder protection and Capital Value Preservation*
- *Group Superannuation and KiwiSaver*
- *Group Medical insurance*
- *Group Life and disability insurance*
- *Personal savings & investment programs*
- *Personal life insurance, disability covers, income protection and medical insurance*

Product providers

The product providers I deal with are:

AMP/AXA	OnePath	Partners Life	Milford Asset Management
AIA	Southern Cross	Asteron	Fisher Funds
Sovereign Assurance	Fidelity Life	nib	

Fees and Commissions

Fees

If a fee is charged to you the fee and terms for payment will be agreed with you before any services are delivered to you.

Commissions

Commissions paid to Fox & Co Limited and Fox Brokers Ltd by insurance companies are included in the premiums you pay the insurer. These commissions are usually paid as “up front” commissions and can range up to 220% of the initial annual premium depending on the insurer used, the type of policy purchased by you and the “persistency” of my overall business with the insurer chosen. Up front commissions are subject to write back progressively should a policy not remain in force for 24 months from date of issue. Annual renewal commission are received for in force policies and can range from 2% to 16% of the annual premium. Group insurance business commission can range from 10% to 20%pa on the group premium paid and are always paid in arrears.

Fox & Co Limited and Fox Brokers Ltd may also earn commission from KiwiSaver, Managed Funds and Superannuation providers which are included in the fees and charges that providers set out in their Investment Statements. Commissions may range from 0% up to 0.035% of FUM (Funds under Management). Specifically from Fisher Funds Future Plan I am paid 0.35% pa and Freedom Plan 0.25% pa of FUM which are paid to me from fees you pay Fisher Funds. AMP KiwiSaver pays me 0.25% pa FUM from the fees you pay AMP.

Details of Financial Interests

I am a member of the Sovereign Assurance Network (Sovnet). This membership pays an additional commission of 10% based on the initial annual premium you pay. That commission is additional to the commissions set out above. I am also a member of Sovereigns Key Account Group which may provide me with additional commission and cost reimbursements based on volume of business, persistency of policies and my business model. Other insurers may also offer us special commissions for placing volume business with them from time to time.

The product providers set out above may offer me additional benefits such as participation in reward point schemes, tickets to events, subsidised travel and accommodation to attend offshore conferences, education and marketing assistance and a free annual medical check-up.

Details of Remuneration

I receive a salary from Fox & Co Limited – a company established to receive commissions and pay business expenses. I may also participate in any dividends that Fox & Co Limited may pay to its shareholders. I may also receive commission and/or salary from Fox Brokers Ltd and I may also participate in any dividends that this company may pay to its shareholders.

Professional Indemnity Insurance

Professional Indemnity insurance is carried by me for the added protection of clients. Cover is current and is placed through the PAA by Marsh Ltd with Lumley General Insurance.

Confidentiality

I am bound by confidentiality in all dealings with my clients.