

# BRAMWELL BROWN LTD

## INVESTMENT ADVISERS – BROKERS

Director: Brett Dymond – AFA, BBS, GradDipBusStud (Personal Financial Planning)

### **Bramwell Brown Limited – Newsletter – July 2018**

#### **New Staff**

The move to new premises in the Amy Kerr & Associates building has gone smoothly, with benefits for both businesses being under the same roof. Many of you would have already met AnneMarie Lynch, who is the full-time receptionist at Amy Kerr & Associates. AnneMarie will be your first point of contact when you arrive at Bramwell Brown, and you are guaranteed a friendly welcome. She grew up on the family farm at Wainuioru, attending the local primary school before heading to St Matthews Collegiate. She has a degree in Design and Multimedia. In her spare time AnneMarie enjoys spending time with family and friends. She loves all sport and is a keen yoga attendee.

I would also like to welcome Angeline Colquhoun to the team at Bramwell Brown Limited. Angeline has started training recently with the expectation that she will be able to assist clients with all administrative matters in my absence. She also works full-time at Amy Kerr & Associates. Angeline grew up on a farm in the Wairarapa before moving to Wellington to complete a Bachelor of Arts in Psychology and Criminology. She has had a variety of roles in the past including working for two large banks while living in Edinburgh and Dublin. In her spare time Angeline enjoys reading, yoga classes and playing netball.

Angeline looks forward to meeting you, and will be able to help you with share prices, interest rates, queries on your holdings, and placing orders. If you phone or call in to the office to seek information or place an order while I'm away, you will be asked to identify yourself somehow (date of birth/middle name/IRD number/shareholder number/address etc) before Angeline is able to assist you. Please be patient. We take your privacy seriously and we need to be sure you are who you say you are!

#### **Portfolio Administration**

Are you having trouble with the share registries sending your financial information via email rather than post? Are you spending hours searching for financial information for your accountant at the end of each financial year? If so Bramwell Brown can help. We offer a portfolio administration service where we handle all the mail associated with your portfolio and liaise with your accountant at the end of each year. Call the office if you would like to discuss this service.

## Scams

I have written numerous articles previously warning of various scams, and unfortunately I am still seeing and hearing of people being duped out of their money. Fraudsters are becoming increasingly sophisticated, with slick websites that provide the backdrop to believable stories. My key points to ensure you do not become the target of a scam include:

- Do not pursue an investment offer from an unsolicited phone call or email
- Do not pursue overseas investment offers from a stranger
- If an investment sounds too good to be true, then it's likely that it is a scam
- Only deal with a licensed financial services provider
- Check the Financial Services Providers Register for licensing confirmation
- If a business is not based in New Zealand, find out who regulates them
- Check the Financial Markets Authority website for assistance

If you have had the misfortune of being scammed, be very careful that you don't become a victim again. There are plenty of websites claiming to be able to recover money for victims of fraud. More often than not these sites are also fraudulent. If you would like me to check the legitimacy of something you have invested in please don't hesitate to contact the office.

## Secondary Market Bond Yields

Listed below is a selection of bonds issued over the last year that clients of Bramwell Brown Limited have participated in. What's interesting to note is that despite our historically low-interest rate environment we are still seeing bonds trading below their coupon rates very soon after issue. This shows the benefit of buying bonds at issue and avoiding paying brokerage. Buying in the secondary market (after issue) incurs brokerage of 1% and takes the shine off an already relatively low rate of return.

<b>Company</b>	<b>Coupon</b>	<b>Maturity Date</b>	<b>Yield</b>
Heartland Bank	4.50%	September 2022	3.80%
Infratil	5.65%	December 2022	4.60%
Summerset	4.78%	July 2023	3.91%
Investore	4.40%	April 2024	4.10%
Precinct Properties	4.42%	November 2024	4.17%
Kiwi Property Group	4.33%	December 2024	4.00%
Infratil	6.15%	June 2025	5.10%
NZX	5.40%	June 2033	4.80%