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# ANNUAL AUDITED REPORT AND EXCHAIN Thours perfes bonse..... 12.00 **FORM X-17A-5 PART III**

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SEC FILE NUMBER

8-14052

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**DIVISION OF TRADING & MARKETS** 

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING_	January 1, 2015	AND ENDING Dec	cember 31, 2015	
	MM/DD/YY	Mì	MM/DD/YY	
A. REO	GISTRANT IDENTIF	ICATION		
NAME OF BROKER-DEALER: Touchstone Securities, Inc.			OFFICIAL USE ONLY 47-6046379	
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)			FIRM I.D. NO.	
303 Broadway - Suite 1100				
	(No. and Street)			
Cincinnati	ОН	45	45202	
(City)	(State)	(Zi	(Zip Code)	
NAME AND TELEPHONE NUMBER OF P. Terrie A. Wiedenheft	ERSON TO CONTACT IN		(800)-333-5222	
		(/	Area Code – Telephone Number)	
B. ACC	COUNTANT IDENTIF	<b>ICATION</b>		
INDEPENDENT PUBLIC ACCOUNTANT	whose opinion is contained	in this Report*		
Ernst & Young LLP				
	(Name - if individual, state last	, first, middle name)		
1900 Scripps Center, 312 Walnut Street	Cincinnati	ОН	45202	
(Address)	(City)	(State)	(Zip Code)	
CHECK ONE:				
✓ Certified Public Accountant				
☐ Public Accountant				
☐ Accountant not resident in Uni	ted States or any of its pos	sessions.		
	FOR OFFICIAL USE	ONLY		

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

## OATH OR AFFIRMATION

I, Terrie A. Wiedenheft	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial statemer Touchstone Securities, Inc.	at and supporting schedules pertaining to the firm of
of December 31 , 2015	, are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor, principal office classified solely as that of a customer, except as follows:	cer or director has any proprietary interest in any account
EUZABETH F. GIBSON	Tooi Signature
Notary Public, State of Ohio  My Commission Expires Mar. 4, 2017-	Sr. VP & Chief Financial Officer
Elizabeth J. Milos m Notary Public	Title
This report ** contains (check all applicable boxes):  (a) Facing Page. (b) Statement of Financial Condition. (c) Statement of Income (Loss). (d) Statement of Changes in Financial Condition. (e) Statement of Changes in Stockholders' Equity or Part (f) Statement of Changes in Liabilities Subordinated to Computation of Net Capital. (g) Computation for Determination of Reserve Requirement (i) Information Relating to the Possession or Control Recomputation for Determination of the Reserve Requirement (ii) A Reconciliation, including appropriate explanation of Computation for Determination of the Reserve Requirement (ii) A Reconciliation, including appropriate explanation of Computation for Determination of the Reserve Requirement (ii) A Reconciliation of the Reserve Requirement (iii) A Reconciliation of the Reserve Requirement (iiii) A Reconciliation of the Reserve Requirement (iiii) A Reconciliation of the Reserve Requirement (iiii) A Reconciliation of the Reserve Requirement (iiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiiii	ents Pursuant to Rule 15c3-3.  quirements Under Rule 15c3-3.  the Computation of Net Capital Under Rule 15c3-1 and the
consolidation.  ☑ (1) An Oath or Affirmation.  ☐ (m) A copy of the SIPC Supplemental Report.	exist or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# Statement of Financial Condition

December 31, 2015

# **Contents**

Report of Independent Registered Public Accounting Firm	
Statement of Financial Condition	
Notes to Statement of Financial Condition	



Ernst & Young LLP 1900 Scripps Center 312 Walnut Street Cincinnati, OH 45202 Tei: +1 513 612 1400 Fax: +1 513 612 1730 ey.com

# Report of Independent Registered Public Accounting Firm

The Board of Directors of Touchstone Securities, Inc.

We have audited the accompanying statement of financial condition of Touchstone Securities, Inc. (the Company) as of December 31, 2015. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the statement of financial condition is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition referred to above present fairly, in all material respects, the financial position of Touchstone Securities, Inc. at December 31, 2015, in conformity with U.S. generally accepted accounting principles.

February 26, 2016

Einst: Young LLP

# Statement of Financial Condition

# December 31, 2015

Assets	
Cash and cash equivalents	\$ 10,969,565
Unaffiliated accounts receivable	8,352
Receivable from affiliates	866,511
Federal income tax receivable from affiliate	2,861,749
Deferred commission costs	583,931
Prepaid and other assets	466,920
Total assets	\$ 15,757,028
Liabilities and Stockholder's Equity	
Liabilities:	
Payable to affiliates	\$ 1,013,449
Accrued commissions	1,394,321
Accrued sales distribution	2,872,654
Accrued other expenses	223,858
Deferred income tax liability to affiliate	6,416
Total liabilities	5,510,698
Stockholder's equity:	
Common stock, \$100 par value, 1,000 shares authorized,	
issued and outstanding	100,000
Additional paid-in capital	163,624,377
Accumulated deficit	(153,478,047)
Total stockholder's equity	10,246,330
Total liabilities and stockholder's equity	\$ 15,757,028

See accompanying notes.

#### Notes to Statement of Financial Condition

December 31, 2015

#### 1. Organization and Nature of Business

Touchstone Securities, Inc. (the Company) is a wholly-owned subsidiary of IFS Financial Services, Inc., which is a wholly-owned subsidiary of Western-Southern Life Assurance Company (WSLAC), which is a wholly-owned subsidiary of The Western and Southern Life Insurance Company (WSLIC). The Company is registered as a broker-dealer in securities under the Securities Exchange Act of 1934. The Company is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investors Protection Corporation (SIPC). The Company distributes the Touchstone Family of Mutual Funds (the Touchstone Funds), a related party, and variable annuities of its affiliates through affiliated sales representatives. The Company generates substantially all of its revenue from transactions with affiliates.

#### 2. Significant Accounting Policies

### Cash and Cash Equivalents

Cash and cash equivalents include all cash balances and highly-liquid investments with a maturity of three months or less at the date of purchase, including investments in money market funds, which are valued at net asset value.

#### **Deferred Commission Costs**

The Company pays commissions to brokers who sell \$1 million or more of class A shares and on all sales of class C shares of the Touchstone Funds. If the shares are redeemed within a year of their purchase, a contingent deferred sales charge ("CDSC") of up to 1.00% will be charged to the shareholder on the redemption, therefore, the commission costs incurred by the Company are capitalized and amortized over the 12 month CDSC period. For the year ended December 31, 2015, amortization of deferred commission costs for class A and class C shares were \$297,188 and \$1,075,036, respectively, and are included in commissions expense on the Statement of Operations. Additionally, for the year ended December 31, 2015, the Company received \$139,105 of contingent deferred sales charges for shares redeemed prior to holding for one year.

## Notes to Statement of Financial Condition (continued)

#### 2. Significant Accounting Policies (continued)

#### **Income Taxes**

The Company is included in the consolidated federal income tax return with WSLIC. ASC 740, *Income Taxes*, requires a systematic and rational allocation of tax expense to members of the consolidated group. Accordingly, the Company records a provision for income taxes under the separate return method as permitted under ASC 740. The benefit from losses of the Company is available to offset income of others within the consolidated group or the Company's future taxable income within the period of limitations, in accordance with the Company's tax sharing agreement.

The gross amount of deferred income tax liabilities recorded at December 31, 2015 is \$6,416. The Company had no gross deferred tax assets recorded at December 31, 2015. Differences between the effective tax rate and the federal income tax rate are due to adjustments for state income taxes and meals and entertainment. The amount of taxes currently receivable from WSLIC as of December 31, 2015 was \$2,861,749.

The Company has reviewed its tax positions taken on federal income tax returns for all open tax years (tax years ended December 31, 2008 through 2015) and has determined that no provisions for uncertain tax positions is required in the financial statements.

#### Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### 3. Related Party Transactions

The Company serves as a distributor for annuity contracts and variable life products sold by its affiliates WSLAC, Columbus Life Insurance Company (CLIC), Integrity Life Insurance Company, and National Integrity Life Insurance Company (the Integrity Companies).

The Company receives 12b-1 fees from the Touchstone Funds as compensation for sales distribution efforts of the Company.

# Notes to Statement of Financial Condition (continued)

#### 3. Related Party Transactions (continued)

The Company shares common facilities, equipment, personnel and administrative services with affiliated entities. The Company reimburses such entities for the use of facilities, equipment, personnel and services based generally on office space utilized, direct payroll costs incurred and out-of-pocket expenses.

The Company participates in management service arrangements with the Integrity Companies for certain accounting and administrative services related to the fixed and variable annuity products issued by the Integrity Companies and underwritten by the Company.

WSLAC has committed to fund operations of the Company to the extent necessary for the Company to continue as a going concern.

#### 4. Benefit Plans

The eligible full-time employees of the Company are covered under the Western-Southern Affiliated Company Employee Retirement 401(k) Savings Plan (the Savings Plan), which is a contributory plan. Employees of the Company can contribute an amount not less than 1% of their periodic compensation up to the maximum annual contribution allowed by current law. Employee contributions become eligible for Company match beginning the first month following the first 12-month period during which the employee worked a minimum of 1,000 hours. In years where WSLIC exceeds its business expectations, the Company's matching contribution could increase to as much as half of eligible contributions up to 6%. The Company matched one half of eligible contributions up to a maximum match of 6% in 2015. Contributions by the Company amounted to \$85,446 for the year ended December 31, 2015. The Savings Plan is subject to the provisions of the Employee Retirement Income Security Act of 1974 (ERISA).

Prior to January 1, 2010, eligible employees of the Company were covered under the Western-Southern Affiliated Companies Retirement Plan (the Retirement Plan), which is a defined contribution plan to provide additional income after retirement. Eligible participants included employees of the Company who were over 21 years of age and had more than 1,000 hours of service during a 12 month period.

## Notes to Statement of Financial Condition (continued)

#### 4. Benefit Plans (continued)

Under the Retirement Plan, each participant was provided with an allocation of the Company's contribution that is determined by an annual resolution of the Board of Directors. The Retirement Plan was subject to provisions of ERISA. As of January 1, 2010, the Retirement Plan was frozen and no new participants will be added. The vested portion of the Retirement Plan accounts will be available to employees in a lump sum when they leave WSLIC or retire.

Effective January 1, 2010, eligible employees of the Company are covered under the Western & Southern Pension Plan (the Pension Plan), which is a defined benefit plan that provides a lifetime annuity upon retirement that is based on a percentage of the final average pay and years of service under the Pension Plan.

Certain employees of the Company are covered under the Western & Southern Affiliated Companies Supplemental Executive Retirement Plan (SERP), which is established for the purpose of providing deferred compensation to selected employees considered highly compensated under ERISA. The SERP is intended to qualify as an unfunded plan and to comply with section 409A of the Internal Revenue Code.

#### 5. Subsequent Events

Management has evaluated the impact of subsequent events on the Company through the date the statement of financial condition was issued and has determined that there were no subsequent events requiring recognition or disclosure in the statement of financial condition.

#### 6. Regulatory Requirements

The Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule 15c3-1 (the Rule), which requires that the Company maintain a minimum net capital level of the greater of \$5,000 or 6 2/3% of aggregate indebtedness, and a ratio of aggregate indebtedness to net capital not to exceed 15 to 1, as those terms are defined by the Rule. At December 31, 2015, the Company's net capital, as defined, was \$5,236,556, which was \$4,850,500 in excess of required net capital, and its ratio of aggregate indebtedness to net capital was 1.11 to 1.



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413
Report of Independent Registered Public Accounting Firm

Board of Directors of Touchstone Securities, Inc.

We have reviewed management's statements, included in the accompanying Touchstone Securities, Inc. Exemption Report, in which (1) Touchstone Securities Inc. (the Company) identified the following provisions of 17 C.F.R. § 15c3-3(k) under which the Company claimed an exemption from 17 C.F.R. § 240.15c3-3: ((k)(1)) (the "exemption provisions") and (2) the Company stated that it met the identified exemption provisions for the period January 1, 2015 through December 31, 2015 without exception. Management is responsible for compliance with the exemption provisions and its statements.

Our review was conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States) and, accordingly, included inquiries and other required procedures to obtain evidence about the Company's compliance with the exemption provisions. A review is substantially less in scope than an examination, the objective of which is the expression of an opinion on management's statements. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to management's statements referred to above for them to be fairly stated, in all material respects, based on the provisions set forth in paragraph (k)(1) of Rule 15c3-3 under the Securities Exchange Act of 1934.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, FINRA, other regulatory agencies that rely on Rule 17a-5 under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and other recipients specified by Rule 17a-5(d)(6) and is not intended to be and should not be used by anyone other than these specified parties.

February 26, 2016

Erst ! Young LLP



## Touchstone Securities, Inc.'s Exemption Report

Touchstone Securities, Inc. (the "Company") is a registered broker-dealer subject to Rule 17a-5 promulgated by the Securities and Exchange Commission (17 C.F.R. §240.17a-5, "Reports to be made by certain brokers and dealers"). This Exemption Report was prepared as required by 17 C.F.R. § 240.17a-5(d)(1) and (4). To the best of its knowledge and belief, the Company states the following:

- (1) The Company claimed an exemption from 17 C.F.R. § 240.15c3-3 under the following provisions of 17 C.F.R. § 240.15c3-3 (k)(1).
- (2) The Company met the identified exemption provisions in 17 C.F.R. § 240.15c3-3(k) throughout the period January 1, 2015 through December 31, 2015 without exception.

Touchstone Securities, Inc.

I, <u>Terrie A. Wiedenheft</u>, swear (or affirm) that, to my best knowledge and belief, this Exemption Report is true and correct.

Title: Sr. VP & Chief Financial Officer

February 26, 2016



Ernst & Young LLP 1900 Scripps Center 312 Walnut Street Cincinnati, OH 45202 Tel: +1 513 612 1400 Fax: +1 513 612 1730 ev.com

# Report of Independent Registered Public Accounting Firm on Applying Agreed-Upon Procedures

To the Board of Directors and Management of Touchstone Securities, Inc.:

We have performed the procedures enumerated below, which were agreed to by the Board of Directors and management of Touchstone Securities, Inc. (the Company), the Securities Investor Protection Corporation (SIPC), the Securities and Exchange Commission and the Financial Industry Regulatory Authority, in accordance with Rule 17a-5(e)(4) of the Securities Exchange Act of 1934. We performed the procedures solely to assist the specified parties in evaluating the Company's compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7) for the year ended December 31, 2015. The Company's management is responsible for the Company's compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

The procedures we performed and our findings are as follows:

1. Compared the listed assessment payments in Form SIPC-7 with respective cash disbursement record entries.

The Company was not required to make an assessment payment for the year ended December 31, 2015.

2. Compared the amounts reported on the audited Form X-17A-5 for the year ended December 31, 2015 with the amounts reported in Form SIPC-7 for the year ended December 31, 2015.

There were no findings.

3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers.

There were no findings.

4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related supporting schedules and working papers supporting the adjustments.

There were no findings.



5. Compared the amount of any overpayment applied to the current assessment with the Form SIPC-7 on which it was originally computed.

There were no findings.

We were not engaged to and did not conduct an examination, the objective of which would be the expression of an opinion on compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7) for the year ended December 31, 2015. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

February 26, 2016

Einst: Young LLP