## Hejaz Equities Fund

#### **Product Disclosure Statement**

ARSN 653 786 273 APIR ETL7742AU Issue Date 24 December 2021



#### **About this PDS**

This Product Disclosure Statement ("PDS") has been prepared and issued by Equity Trustees Limited ("Equity Trustees", "we" or "Responsible Entity") and is a summary of the significant information relating to an investment in the Hejaz Equities Fund (the "Fund"). It contains a number of references to important information (including a glossary of terms), contained in the Hejaz Equities Fund Reference Guide ("Reference Guide"), each of which forms part of this PDS. You should carefully read and consider both the information in this PDS, and the information in the Reference Guide, before making a decision about investing in the Fund.

The information provided in this PDS is general information only and does not take account of your personal objectives, financial situation or needs. You should obtain financial and taxation advice tailored to your personal circumstances and consider whether investing in the Fund is appropriate for you in light of those circumstances.

The offer to which this PDS relates is only available to persons receiving this PDS (electronically or otherwise) in Australia.

This PDS does not constitute a direct or indirect offer of securities in the US or to any US Person as defined in Regulation S under the Securities Act of 1933 as amended ("US Securities Act"). Equity Trustees may vary this position and offers may be accepted on merit at Equity Trustees' discretion. The units in the Fund have not been, and will not be, registered under the US Securities Act unless otherwise approved by Equity Trustees and may not be offered or sold in the US to, or for, the account of any US Person (as defined in the Reference Guide) except in a transaction that is exempt from the registration requirements of the US Securities Act and applicable US state securities laws.

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#### The Reference Guide

Throughout the PDS, there are references to additional information contained in the Reference Guide. You can obtain a copy of the PDS and the Reference Guide, free of charge, by calling the Investment Manager on 1300 043 529, visiting www.eqt.com.au/insto or by calling the

The information contained in the Reference Guide may change between the day you receive this PDS and the day you acquire the product. You must therefore ensure that you have read the Reference Guide current as at the date of your application.

#### Updated information

Information in this PDS is subject to change. We will notify you of any changes that have a material adverse impact on you or other significant events that affect the information contained in this PDS. Any information that is not materially adverse information is subject to change from time to time and may be obtained by calling the Investment Manager on 1300 043 529, visiting www.eqt.com.au/insto. A paper copy of the updated information will be provided free of charge on request.

#### Investment Manager

Hejaz Asset Management Pty Ltd Suite 9.08, 2 Queen Street VIC Melbourne 3000 ABN 69 613 618 821 Phone: 1300 043 529

Web: www.hejazfs.com.au

#### **Fund Manager**

Heiaz Financial Advisers Pty Limited Suite 9.08, 2 Queen Street Melbourne VIC 3000 ABN: 49 634 683 613, AFSL 517686

Phone: 1300 043 529 Web: www.hejazfs.com.au

#### Administrator

Mainstream Fund Services Pty Ltd ACN 118 902 891 GPO Box 4968 Sydney NSW 2001 Australia Ph: 1300 133 451 Fax: +61 2 9251 3525

Web: www.mainstreamgroup.com

Responsible Entity

Equity Trustees Limited ABN 46 004 031 298, AFSL 240975 **GPO Box 2307** Melbourne VIC 3001 Ph: +613 8623 5000

Web: www.eqt.com.au/insto

## 1. About Equity Trustees Limited

#### The Responsible Entity

#### **Equity Trustees Limited**

Equity Trustees Limited ABN 46 004 031 298 AFSL 240975, a subsidiary of EQT Holdings Limited ABN 22 607 797 615, which is a public company listed on the Australian Securities Exchange (ASX: EQT), is the Fund's responsible entity and issuer of this PDS. Established as a trustee and executorial service provider by a special Act of the Victorian Parliament in 1888, today Equity Trustees is a dynamic financial services institution which continues to grow the breadth and quality of products and services on offer.

Equity Trustees' responsibilities and obligations as the Fund's responsible entity are governed by the Fund's constitution ("Constitution"), the Corporations Act and general trust law. Equity Trustees has appointed Hejaz Asset Management Pty Ltd as the investment manager of the Fund. Equity Trustees has appointed a custodian to hold the assets of the Fund. The custodian has no supervisory role in relation to the operation of the Fund and is not responsible for protecting your interests.

#### The Investment Manager

#### Hejaz Asset Management Pty Ltd

Hejaz Asset Management Pty Ltd ABN 69 613 618 821 ("Hejaz Asset Management" or the "Investment Manager") is an Australian based fund manager specialising in ethical and Sharia Compliant investments.

The directors of Hejaz Asset Management:

- Specialise in offering boutique ethical advisory and investment services.
- Provide expertise in the sciences of Islamic jurisprudence, specifically Islamic finance and investments.

#### **Fund Manager**

#### Hejaz Financial Advisers Pty Limited

Hejaz Financial Advisers Pty Limited ABN 49 634 683 613, AFSL 517686 ("Hejaz Financial Advisers" or the "Fund Manager") being Hejaz Asset Management Pty Ltd ABN 69 613 618 821. The Fund Manager's role is primarily to assist the Responsible Entity with overseeing and monitoring the Investment Manager's investment and management of the Fund and to promote and market the Fund.

## 2. How the Hejaz Equities Fund works

The Fund is a registered managed investment scheme governed by the Constitution. The Fund comprises assets which are acquired in accordance with the Fund's investment strategy. Direct investors receive units in the Fund when they invest. In general, each unit represents an equal interest in the assets of the Fund subject to liabilities; however, it does not give investors an interest in any particular asset of the Fund.

If you invest in the Fund through an IDPS (as defined in the Reference Guide) you will not become an investor in the Fund. The operator or custodian of the IDPS will be the investor entered in the Fund's register and will be the only person who is able to exercise the rights and receive the benefits of a direct investor. Your investment in the Fund through the IDPS will be governed by the terms of your IDPS. Please direct any queries and requests relating to your investment to your IDPS Operator. Unless otherwise stated, the information in the PDS applies to direct investors.

#### Applying for units

You can acquire units by completing the Application Form that accompanies this PDS. The minimum initial investment amount for the Fund is \$10,000.

Completed Application Forms should be sent along with your identification documents (if applicable) to:

Mainstream Fund Services Pty Ltd Client Services Registry Team GPO Box 4968, Sydney NSW 2001

Please note that cash and cheques cannot be accepted.

We reserve the right to accept or reject applications in whole or in part at our discretion. We have the discretion to delay processing applications where we believe this to be in the best interest of the Fund's investors.

The price at which units are acquired is determined in accordance with the Constitution ("Application Price"). The Application Price on a Business Day is, in general terms, equal to the Net Asset Value ("NAV") of the Fund, divided by the number of units on issue and adjusted for transaction costs ("Buy Spread"). At the date of this PDS, the Buy Spread is 0.20%.

The Application Price will vary as the market value of assets in the Fund rises or falls.

#### Making additional investments

You can make additional investments into the Fund at any time by sending us your additional investment amount together with a completed Application Form. The minimum additional investment in the Fund is \$5,000.

#### **Distributions**

An investor's share of any distributable income is calculated in accordance with the Constitution and is generally based on the number of units held by the investor at the end of the distribution period. Distributions are calculated effective the last day of each accounting period.

The Fund usually distributes income annually at 30 June. Investors will have their distributions automatically reinvested annually as at 30 June. There is no Buy Spread on distributions that are reinvested.

In some circumstances, where an investor makes a large withdrawal request (i.e. the withdrawal request is in respect of 5% or more of the units on issue), the Constitution may allow that their withdrawal proceeds may be taken to include a component of distributable income.

Indirect Investors should review their IDPS Guide for information on how and when they receive any income distribution.

#### Access to your money

Investors in the Fund can generally withdraw their investment by completing a written request to withdraw from the Fund and mailing it to:

Mainstream Fund Services Pty Ltd Client Services Registry Team GPO Box 4968, Sydney NSW 2001

or sending it by fax to +61 2 9251 3525

or emailing the request to registry@mainstreamgroup.com (Please insert the Fund name in the subject line)

The minimum withdrawal amount is \$5,000. Once we receive and accept your withdrawal request, we may act on your instruction without further enquiry if the instruction bears your account number or investor details and your (apparent) signature(s), or your authorised signatory's (apparent) signature(s).

Equity Trustees will generally allow an investor to access their investment within 14 days of acceptance of a withdrawal request by transferring the withdrawal proceeds to such investor's nominated bank account. However, Equity Trustees is allowed to reject withdrawal requests, and also to make payment up to 21 days after acceptance of a request (which may be extended in certain circumstances) as outlined in the Constitution and Reference Guide.

We reserve the right to accept or reject withdrawal requests in whole or in part at our discretion.

The price at which units are withdrawn is determined in accordance with the Constitution ("Withdrawal Price"). The Withdrawal Price on a Business Day is, in general terms, equal to the NAV of the Fund, divided by the number of units on issue and adjusted for transaction costs ("Sell Spread"). At the date of this PDS, the Sell Spread is 0.20%

The Withdrawal Price will vary as the market value of assets in the Fund rises or falls.

Equity Trustees reserves the right to fully redeem your investment if your investment balance in the Fund falls below \$5,000 as a result of processing your withdrawal request. In certain circumstances, for example, when there is a freeze on withdrawals, where accepting a withdrawal is not in the best interests of investors in the Fund including due to one or more circumstances outside its control or where the Fund is not liquid (as defined in the Corporations Act), Equity Trustees can deny or suspend a withdrawal request and you may not be able to withdraw your funds in the usual processing times or at all. When the Fund is not liquid, an investor can only withdraw when Equity Trustees makes a withdrawal offer to investors in accordance with the Corporations Act. Equity Trustees is not obliged to make such offers.

If you are an Indirect Investor, you need to provide your withdrawal request directly to your IDPS Operator. The time to process a withdrawal request will depend on the particular IDPS Operator and the terms of the IDPS.

#### Unit pricing discretions policy

Equity Trustees has developed a formal written policy in relation to the guidelines and relevant factors taken into account when exercising any discretion in calculating unit prices (including determining the value of the assets and liabilities). A copy of the policy and, where applicable and to the extent required, any other relevant documents in relation to the policy will be made available free of charge on request.

#### Additional information

If and when the Fund has 100 or more direct investors, it will be classified by the Corporations Act as a 'disclosing entity'. As a disclosing entity, the Fund will be subject to regular reporting and disclosure obligations. Investors would then have a right to obtain a copy, free of charge, of any of the following documents:

- the most recent annual financial report lodged with ASIC ("Annual Report");
- any subsequent half yearly financial report lodged with ASIC after the lodgement of the Annual Report; and
- any continuous disclosure notices lodged with ASIC after the Annual Report but before the date of this PDS.

Equity Trustees will comply with any continuous disclosure obligation by lodging documents with ASIC as and when required. Copies of these documents lodged with ASIC in relation to the Fund may be obtained from ASIC through ASIC's website.

#### Further reading

You should read the important information in the Reference Guide about:

- Application cut-off times;
- Application terms;
- Authorised signatories;
- Withdrawal cut-off times;
- Withdrawal terms; and
- Withdrawal restrictions,

under the "Investing in the Hejaz Equities Fund", "Managing your investment" and "Withdrawing your investment" sections before making a decision. Go to the Reference Guide which is available at www.eqt.com.au/insto. The material relating to these matters may change between the time when you read this PDS and the day when you acquire the product.

## 3. Benefits of investing in the Hejaz **Equities Fund**

Investing in the Fund offers a number of benefits including:

- Creating a positive impact which integrates moral values and socio-economic justice. The Fund's goals are not merely materialistic but a balance between the financial and spiritual need through incorporating ethical foundations which are based on achieving prosperity and fair distribution of income and wealth amongst members of the Fund, without negatively impacting society.
- Refraining from all forms of economic activities which are considered by the Investment Manager to be morally or socially injurious and companies which primarily operate in such sectors (e.g. alcohol, military, riba/interest, pig products, media/adult, tobacco, gambling and conventional financial institutions).
- Offering investors a simple way of accessing a diversified portfolio of investments across a variety of securities within the equities asset class, including international and domestic equities.

## 4. Risks of managed investment schemes

All investments carry risks. Different investment strategies may carry different levels of risk, depending on the assets acquired under the strategy. Assets with the highest long-term returns may also carry the highest level of short-term risk. The significant risks below should be considered in light of your risk profile when deciding whether to invest in the Fund. Your risk profile will vary depending on a range of factors, including your age, the investment time frame (how long you wish to invest for), your other investments or assets and your risk tolerance.

The Responsible Entity and Investment Manager do not guarantee the liquidity of the Fund's investments, repayment of capital or any rate of return or the Fund's investment performance. The value of the Fund's investments will vary. Returns are not guaranteed and you may lose money by investing in the Fund. The level of returns will vary and future returns may differ from past returns. Laws affecting managed investment schemes may change in the future. The structure and administration of the Fund is also subject to

In addition, we do not offer advice that takes into account your personal financial situation, including advice about whether the Fund is suitable for your circumstances. If you require personal financial or taxation advice, you should contact a licensed financial adviser and/or taxation adviser.

#### Market and individual investment risks

Equity and bond markets and investments are generally volatile. The value of your investment in the Fund may fluctuate with the market. In addition, losses for the Fund may also not be linked to the market's overall returns. Such losses can arise for reasons specific to a company (e.g. a change in management) or if the Investment Manager makes investment decisions resulting in poor returns.

#### Fund risk

The Fund could terminate. Laws affecting registered managed investment schemes may change in the future, Equity Trustees or the Investment Manager could become insolvent, and the fees and expenses could materially change. Investment in the Fund may give different results than investing directly in securities and instruments because of income or capital gains accrued in the Fund and because of investors redeeming from the Fund.

#### Liquidity risk

There may be times when securities may not be readily sold (for example an exchange-imposed limit on price fluctuations on a particular day in both falling and rising market conditions) and this may impact the investment and markets to which the Fund has exposure. If there is an interruption to regular trading in a market generally, or for a particular investment to which the Fund has exposure, there may be delays in processing withdrawal requests. Neither the Responsible Entity nor the Investment Manager guarantees the liquidity of the Fund's investments or of investments in the Fund.

#### Contractual risk

The Fund's counterparties may default on a transaction or the Fund's custodian may become insolvent. If this occurs, there may be additional costs or time delays associated with settling a transaction or appointing another custodian. This may have an effect on your ability to invest in, or redeem from, the Fund.

#### Geographic risk

The Fund invests in securities in international markets. There are significant risks involved in investing internationally including political and social instability, governmental interference, liquidity risks, currency risks or foreign exchange controls.

#### Derivatives risk

The Fund may invest in over the counter currency forwards or swaps to manage foreign exchange risk. Trading in derivatives exposes the Fund to additional risks - for example it may not be possible to readily liquidate over the counter derivatives given the absence of a market, changes in derivative values may not correlate perfectly with the underlying assets, and unexpected movements in market conditions or exchange rates may cause losses.

#### **Currency risks**

Fluctuations in exchange rates may significantly influence the returns of the Fund's global investments. As a result, significant changes in exchange rates could impact the overall returns of the Fund. The Investment Manager proposes to use of foreign exchange contracts to reduce foreign currency exposure but this will not completely eliminate the exposure to foreign currency movements. In addition, the use of foreign exchange contracts to reduce foreign currency exposure can eliminate some or all of the benefit of an increase in the value of a foreign currency versus the Australian dollar.

#### Pandemic and other unforeseen event risk

Health crises, such as pandemic and epidemic diseases, as well as other catastrophes that interrupt the expected course of events, such as natural disasters, war or civil disturbance, acts of terrorism, power outages and other unforeseeable and external events, and the public response to or fear of such diseases or events, have and may in the future have an adverse effect on the economies and financial markets either in specific countries or worldwide and consequently on the value of the Fund's investments. Further, under such circumstances, the operations, including functions such as trading and valuation, of the Investment Manager, Fund Manager and other service providers could be reduced, delayed, suspended or otherwise disrupted.

## 5. How we invest your money

**Warning**: When choosing to invest in the Fund or an option of the Fund, you should consider the likely investment returns, the risks of investing and your investment time frame.

#### Investment objective

To achieve a (total) return equal to movements in the Benchmark over a rolling 5 to 7-year timeframe through exposure to a diversified equities portfolio of Sharia Compliant investments.

#### **Benchmark**

iShares MSCI World Islamic UCITS ETF

#### Minimum suggested time frame

Minimum 5 years

#### Risk level

Medium

#### Investor suitability

The Fund is generally suitable for investors seeking long term capital growth potential who are comfortable with a medium risk of market fluctuations and potential capital loss. The Fund may experience some degree of volatility in the returns in the short term however is expected to perform better compared to the market during periods of financial stress. This, in part, may be due to the Sharia overlays implemented by the Investment Manager.

#### Investment style and approach

The Fund's investment approach is to research, screen, and then select quality investments, across Australian equities and international equities.

The Fund applies a rigorous and robust investment approach which encompasses an analysis of both quantitative and qualitative factors. It adopts an adaptive investment style by considering investments in terms of value, quality, and growth, across the short, medium and long term. The Investment Manager may use sub-advisors such as Carnbrea & Co Limited to assist with investment services of the Fund.

The Fund applies an ethical overlay to ensure compliance with Sharia ethical investment principles. These principles create negative screens which exclude investment assets based upon the nature of their business activities and their failure to meet financial thresholds relating to debt, liquidity, and income.

#### **Asset allocation**

The Fund is a diversified fund with the following asset allocation ranges:

|                        |         | % Benchmark |
|------------------------|---------|-------------|
| Asset Class            | % Range | Weighting   |
| Australian Equities    | 10 - 40 | 30          |
| International Equities | 15 - 50 | 60          |
| Cash                   | 0 - 20  | 10          |
| Total                  |         | 100         |

The Fund may maintain an exposure to the asset allocation via investments in underlying funds.

## Labour, environmental, social and ethical considerations

The Investment Manager does not generally take into account labour standards or environmental, social or ethical considerations for the purposes of selecting, retaining or realising investments. However, the Investment Manager follows an Ultra-Ethical Code of Governance for the purposes of selecting, retaining or realising investments of the Fund.

#### Ultra-Ethical Code of Governance (UECG)

#### 1. Introduction

The Ultra-Ethical Code of Governance (UECG) outlines the Sharia Ethical Standards that the Investment Manager will abide by, in relation to the Fund, the Sharia Ethical Screens that will be applied during the investment selection process and the authorities that will govern the Fund from a Sharia ethical perspective.

#### 1.1 Purpose

The purpose of the UECG is to ensure that the highest levels of corporate governance and policy guidance are applied in the investment management of the Fund, in terms of Sharia Ethical Funds Management. This is done to increase investor confidence, align with investor values, and to become a net positive contributor to all stakeholders.

#### 2. Sharia Ethical Standards Board

The UECG will follow the Sharia Ethical Investment Standards stipulated by an independent and recognised Sharia Ethical Standards Board which provide Sharia standards for Islamic investment principles.

#### 2.1 Selection of Sharia Ethical Standards Board

The Sharia Ethical Standards Board (SESB) will be selected by the Investment Manager. This selection will be made in consultation with Investment Manager's Sharia Compliance Board.

#### 2.2 Role of the SESE

The SESB is charged with the responsibility of preparing a set of standardised, applicable, and compatible Sharia Ethical Investment Screens to be applied when filtering investments to create a Sharia compliant investment portfolio.

#### 3. Sharia Ethical Screening of Investments

The UECG requires that all investments must have Sharia Ethical Screening applied to them before they can be incorporated into the investment portfolio for the Fund. An investment must pass all the Sharia Ethical Screens for it to be added to the portfolio. The Investment Manager is charged with the responsibility of ensuring that investment screening is undertaken in accordance with the requirements set by the SESB.

#### 3.1 Initial and ongoing screening

The Investment Manager is charged with the responsibility of ensuring that Sharia Ethical Screening is conducted as frequently as required by the Investment Manager's Sharia Compliance Board.

#### 3.2 Delegation of Screening responsibility

The Investment Manager may delegate the responsibility of conducting the Sharia Ethical Screening of investments by way of contracting a third-party to provide this service or an individual to carry out this task. Delegation of this authority must be conducted in consultation with the Fund's Sharia Compliance Board.

#### 4. Sharia Ethical Investment Screens

The Investment Manager, in consultation with the Sharia Compliance Board, will ensure application of the criteria stipulated by the SESB to complete the Sharia Ethical Screening process.

#### 5. Sharia Compliance Board

An independent Sharia Compliance Board, appointed by the Investment Manager, will provide Sharia Ethical governance advice to the Investment Manager and Responsible Entity, and Sharia Certification in relation to the Fund.

#### 5.1 Role of the Sharia Compliance Board

The primary roles of the Sharia Compliance Board in relation to the Fund will be to:

- Undertake annual Sharia audit of the Fund to ensure compliance with guidelines and Sharia Ethical Screens as required by the SESB
- Provide Sharia Certification to the Fund upon completion of each successful audit
- Provide guidance on the frequency of Sharia screening
- Provide guidance to the Investment Manager in relation to the Fund on its wider social role

#### 5.1.1 Supporting the Sharia Compliance Board

The Investment Manager must ensure that the Sharia Compliance Board has a high level of autonomy and independence in conducting their activities, protecting them from commercial

The Investment Manager must also ensure that the Sharia Compliance Board is well resourced to ensure full compliance with both legal and Sharia Ethical requirements.

#### Fund performance

Up to date information on the performance of the Fund can be obtained from https://www.hejazfs.com.au/documents-and-forms/. A free of charge paper copy of the information will also be available on request.

### 6. Fees and costs

#### **DID YOU KNOW?**

Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns.

For example, total annual fees and costs of 2% of your investment balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000).

You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs.

You may be able to negotiate to pay lower fees. Ask the fund or your financial adviser.

#### TO FIND OUT MORE

If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) Moneysmart website (www.moneysmart.gov.au) has a managed funds fee calculator to help you check out different fee options.

The information in the following Fees and Costs Summary can be used to compare costs between different simple managed investment schemes. Fees and costs can be paid directly from an investor's account or deducted from investment returns. For information on tax please see Section 7 of this PDS.

#### **Fees and Costs Summary**

| Hejaz Equities Fund                        |        |                   |  |  |  |
|--|--------|-------------------|--|--|--|
| Type of fee or cost                        | Amount | How and when paid |  |  |  |
| Ongoing annual fees and costs <sup>1</sup> |        |                   |  |  |  |

| Hejaz Equities Fund   |  |   |  |  |  |  |  |
|---|--|---|--|--|--|--|--|
| Type of fee or cost   | Amount                                       | How and when paid   |  |  |  |  |  |
| Management fees<br>and costs<br>The fees and costs<br>for managing your<br>investment <sup>2</sup>                | 1.89% of the NAV<br>of the Fund <sup>3</sup> | The management fees component of management fees and costs are accrued daily and paid from the Fund monthly in arrears and reflected in the unit price. Otherwise, the fees and costs are variable and deducted and reflected in the unit price of the Fund as they are incurred.   |  |  |  |  |  |
| Performance fees Amounts deducted from your investment in relation to the performance of the product              | 1.31% of the NAV<br>of the Fund <sup>4</sup> | Performance fees are calculated daily and paid yearly in arrears from the Fund and reflected in the unit price.   |  |  |  |  |  |
| Transaction costs The costs incurred by the scheme when buying or selling assets                                  | 0.10% of the NAV of the Fund <sup>3</sup>    | Transaction costs are variable and deducted from the Fund as they are incurred and reflected in the unit price. They are disclosed net of amounts recovered by the buy-sell spread.   |  |  |  |  |  |
|   | lated fees and costs                         |   |  |  |  |  |  |
| when your money r   | moves in or out of the                       | e scheme)   |  |  |  |  |  |
| Establishment fee The fee to open your investment   | Not applicable                               | Not applicable  |  |  |  |  |  |
| Contribution fee The fee on each amount contributed to your investment  | Not applicable                               | Not applicable  |  |  |  |  |  |
| Buy-sell spread An amount deducted from your investment representing costs incurred in transactions by the scheme | 0.20% upon entry<br>and 0.20% upon<br>exit   | These costs are an additional cost to the investor but are incorporated into the unit price and arise when investing application monies and funding withdrawals from the Fund and are not separately charged to the investor. The Buy Spread is paid into the Fund as part of an application and the Sell Spread is left in the Fund as part of a redemption. |  |  |  |  |  |
| Withdrawal fee The fee on each amount you take out of your investment   | Not applicable                               | Not applicable  |  |  |  |  |  |

| Hejaz Equities Fund                                   |                |                   |  |  |  |  |  |
|---|----------------|-------------------|--|--|--|--|--|
| Type of fee or cost                                   | Amount         | How and when paid |  |  |  |  |  |
| Exit fee The fee to close your investment             | Not applicable | Not applicable    |  |  |  |  |  |
| Switching fee The fee for changing investment options | Not applicable | Not applicable    |  |  |  |  |  |

<sup>&</sup>lt;sup>1</sup> All fees quoted above are inclusive of Goods and Services Tax (GST) and net of any Reduced Input Tax Credits (RITC). See below for more details as to how the relevant fees and costs are calculated.

#### Additional Explanation of Fees and Costs

#### Management fees and costs

The management fees and costs include amounts payable for administering and operating the Fund, investing the assets of the Fund, expenses and reimbursements in relation to the Fund and indirect costs if applicable.

Management fees and costs do not include performance fees or transaction costs, which are disclosed separately.

The management fees component of management fees and costs of 1.89% p.a. of the NAV of the Fund is payable to the Responsible Entity of the Fund for managing the assets and overseeing the operations of the Fund. The management fees component is accrued daily and paid from the Fund monthly in arrears and reflected in the unit price. As at the date of this PDS, the management fees component covers certain ordinary expenses such as Responsible Entity fees, investment management fees, custodian fees, and administration and audit fees.

The indirect costs and other expenses component of 0.00% p.a. of the NAV of the Fund may include other ordinary expenses of operating the Fund, as well as management fees and costs (if any) arising from interposed vehicles in or through which the Fund invests and the costs of investing in over-the-counter derivatives to gain investment exposure to assets or implement the Fund's investment strategy. The indirect costs and other expenses component is variable and reflected in the unit price of the Fund as the relevant fees and costs are incurred. They are borne by investors, but they are not paid to the Responsible Entity or Investment Manager.

The indirect costs and other expenses component is based on a reasonable estimate of the costs for the current financial year to date, adjusted to reflect a 12-month period. In relation to the costs that have been estimated, they have been estimated on the basis of quotes obtained from vendors.

Actual indirect costs for the current and future years may differ. If in future there is an increase to indirect costs disclosed in this PDS, updates will be provided on Equity Trustees' website at www.eqt.com.au/insto where they are not otherwise required to be disclosed to investors under law.

#### Performance fees

Performance fees include amounts that are calculated by reference to the performance of the Fund. The performance fees for the Fund are 1.31% of the NAV of the Fund. In respect of the Fund first offered in the current financial year, the performance fee figure that is disclosed in the Fees and Costs Summary is calculated by reference to a reasonable estimate of the performance fee for the current financial year, adjusted to reflect a 12-month period.

In relation to the performance fees that have been estimated, they have been estimated on the basis of relevant information for a similar product offering in the market offered by the Investment Manager.

A performance fee is payable to the Investment Manager where the investment performance of the Fund after management fees exceeds the Benchmark. The performance fee is 20.08% (inclusive of GST) of this excess and is accrued daily in the unit price and paid annually in arrears from the Fund.

performance fees are payable until any underperformance (in dollar terms) from prior periods has been made up (this feature is sometimes referred to as a high-watermark). Please note that the performance fees disclosed in the Fees and Costs Summary is not a forecast as the actual performance fee for the current and future financial years may differ. The Responsible Entity cannot guarantee that performance fees will remain at their previous level or that the performance of the Fund will outperform the Benchmark.

It is not possible to estimate the actual performance fee payable in any given period, as we cannot forecast what the performance of the Fund will be. Information on current performance fees will be updated from time to time and available at www.eqt.com.au/insto.

#### Transaction costs

In managing the assets of the Fund, the Fund may incur transaction costs such as brokerage, buy-sell spreads in respect of the underlying investments of the Fund, settlement costs, clearing costs and applicable stamp duty when assets are bought and sold. Transaction costs also include costs incurred by interposed vehicles in which the Fund invests (if any), that would have been transaction costs if they had been incurred by the Fund itself. Transaction costs are an additional cost to the investor where they are not recovered by the Buy/Sell Spread, and are generally incurred when the assets of the Fund are changed in connection with day-to-day trading or when there are applications or withdrawals which cause net cash flows into or out of the Fund.

The Buy/Sell Spread that is disclosed in the Fees and Costs Summary is a reasonable estimate of transaction costs that the Fund will incur when buying or selling assets of the Fund. These costs are an additional cost to the investor but are incorporated into the unit price and arise when investing application monies and funding withdrawals from the Fund and are not separately charged to the investor. The Buy Spread is paid into the Fund as part of an application and the Sell Spread is left in the Fund as part of a redemption and not paid to Equity Trustees or the Investment Manager. The estimated Buy/Sell Spread is 0.20% upon entry and 0.20% upon exit. The dollar value of these costs based on an application or a withdrawal of \$10,000 is \$20 for each individual transaction. The Buy/Sell Spread can be altered by the Responsible Entity at any time and www.eqt.com.au/insto will be updated as soon as practicable to reflect any change. The Responsible Entity may also waive the Buy/Sell Spread in part or in full at its discretion. The transaction costs figure in the Fees and Costs Summary is shown net of any amount recovered by the Buy/Sell Spread charged by the Responsible Entity.

Transaction costs generally arise through the day-to-day trading of the Fund's assets and are reflected in the Fund's unit price as an additional cost to the investor, as and when they are incurred.

The gross transaction costs for the Fund are 0.30% p.a. of the NAV of the Fund, which is based on a reasonable estimate of the costs for the current financial year to date, adjusted to reflect a 12-month period. In relation to the costs that have been estimated, they have been estimated on the basis of quotes obtained from vendors.

However, actual transaction costs for future years may differ.

#### Can the fees change?

Yes, all fees can change without investor consent, subject to the maximum fee amounts specified in the Constitution. The current maximum management fee to which Equity Trustees is entitled is 2.00% of the GAV of the Fund. However, Equity Trustees does not intend to charge that amount and will generally provide investors with at least 30 days' notice of any proposed increase to the management fees component of management fees and costs. In most circumstances, the Constitution defines the maximum level that can be charged for fees described in this PDS. Equity Trustees also has the right to recover all reasonable expenses incurred in relation to the proper performance of its duties in managing the Fund and as such these expenses may increase or decrease accordingly, without notice.

<sup>&</sup>lt;sup>2</sup> The management fee component of management fees and costs can be negotiated. See "Differential fees" in the "Additional Explanation of Fees and Costs" below.

<sup>&</sup>lt;sup>3</sup> The indirect costs component of management fees and costs and transaction costs is based on a reasonable estimate of the costs for the current financial year to date, adjusted to reflect a 12-month period. Please see "Additional Explanation of Fees and Costs" below.

<sup>&</sup>lt;sup>4</sup> This represents the performance fee of the Fund which is payable as an expense of the Fund to the Investment Manager. The performance fee is calculated by reference to a reasonable estimate of the performance fee for the current financial year, adjusted to reflect a 12-month period. See "Performance fees" below for more information.

#### Payments to IDPS Operators

Subject to the law, annual payments may be made to some IDPS Operators because they offer the Fund on their investment menus. Product access is paid by the Investment Manager out of its investment management fee and is not an additional cost to the investor.

#### Differential fees

The Investment Manager may from time to time negotiate a different fee arrangement (by way of a rebate or waiver of fees) with certain investors who are Australian Wholesale Clients. Please contact the Investment Manager on 1300 043 529 for further information.

#### Example of annual fees and costs for an investment option

This table gives an example of how the ongoing annual fees and costs in the investment option for this product can affect your investment over a 1-year period. You should use this table to compare this product with other products offered by managed investment schemes.

| EXAMPLE – Hejaz Equities Fund             |  |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|--|
|   | BALANCE OF \$50,000 WITH A CONTRIBUTION OF \$5,000 DURING THE YEAR |  |  |  |  |  |  |  |
| Contribution Fees                         | Nil  | For every additional \$5,000 you put in, you will be charged \$0   |  |  |  |  |  |  |
| Plus<br>Management fees<br>and costs      | 1.89% p.a.   | And, for every \$50,000 you have in the Hejaz Equities Fund you will be charged or have deducted from your investment \$945 each year  |  |  |  |  |  |  |
| Plus<br>Performance fees                  | 1.31% p.a.   | And, you will be charged or<br>have deducted from your<br>investment \$655 in<br>performance fees each year  |  |  |  |  |  |  |
| Plus<br>Transaction costs                 | 0.10% p.a.   | And, you will be charged or have deducted from your investment \$50 in transaction costs   |  |  |  |  |  |  |
| <b>Equals</b> Cost of Hejaz Equities Fund |  | If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees and costs of: \$1,650*  What it costs you will depend on the investment option you choose and the fees you negotiate. |  |  |  |  |  |  |

<sup>\*</sup> Additional fees may apply. Please note that this example does not capture all the fees and costs that may apply to you such as the Buy/Sell Spread.

This example assumes the \$5,000 contribution occurs at the end of the first year, therefore the fees and costs are calculated using the \$50,000 balance only.

Warning: If you have consulted a financial adviser, you may pay additional fees. You should refer to the Statement of Advice or Financial Services Guide provided by your financial adviser in which details of the fees are set out.

ASIC provides a fee calculator on www.moneysmart.gov.au, which you may use to calculate the effects of fees and costs on account balances. The performance fee stated in this table is based on a reasonable estimate of the performance fee for the current financial year, adjusted to reflect a 12-month period. The performance of the Fund for this financial year, and the performance fees, may be higher or lower or not payable in the future. It is not a forecast of the performance of the Fund or the amount of the performance fees in the future.

The indirect costs and other expenses component of management fees and costs and transaction costs may also be based on estimates. As a result, the total fees and costs that you are charged may differ from the figures shown in the table.

#### Further reading

You should read the important information in the Reference Guide about fees and costs under the "Fees and other costs" section before making a decision. Go to the Reference Guide which is available at www.eqt.com.au/insto. The material relating to these matters may change between the time when you read this PDS and the day when you acquire the product.

## 7. How managed investment schemes are taxed

Warning: Investing in a registered managed investment scheme (such as the Fund) is likely to have tax consequences. You are strongly advised to seek your own professional tax advice about the applicable Australian tax (including income tax, GST and duty) consequences and, if appropriate, foreign tax consequences which may apply to you based on your particular circumstances before investing in the Fund.

The Fund is an Australian resident for tax purposes and does not generally pay tax on behalf of its investors. Australian resident investors are assessed for tax on any income and capital gains generated by the Fund to which they become presently entitled or, where the Fund has made a choice to be an Attribution Managed Investment Trust ("AMIT") and the choice is effective for the income vear, are attributed to them.

#### Further reading

You should read the important information in the Reference Guide about Taxation under the "Other important information" section before making a decision. Go to the Reference Guide which is available at www.eqt.com.au/insto. The material relating to these matters may change between the time when you read this PDS and the day when you acquire the product.

## 8. How to apply

To invest please complete the Application Form accompanying this PDS, send funds (see details in the Application Form) and your completed Application Form to:

Mainstream Fund Services Pty Ltd Client Services Registry Team GPO Box 4968 Sydney NSW 2001

Please note that cash and cheques cannot be accepted and all applications must be made in Australian dollars.

#### Who can invest?

Eligible persons (as detailed in the 'About this PDS' section) can invest, however individual investors must be 18 years of age or over. Investors investing through an IDPS should use the application form provided by their IDPS Operator.

#### Cooling off period

If you are a Retail Client who has invested directly in the Fund, you may have a right to a 'cooling off' period in relation to your investment in the Fund for 14 days from the earlier of:

- confirmation of the investment being received; and
- the end of the fifth business day after the units are issued.

A Retail Client may exercise this right by notifying Equity Trustees in writing. A Retail Client is entitled to a refund of their investment adjusted for any increase or decrease in the relevant Application Price between the time we process your application and the time we receive the notification from you, as well as any other tax and other reasonable administrative expenses and transaction costs associated with the acquisition and termination of the investment.

The right of a Retail Client to cool off does not apply in certain limited situations, such as if the issue is made under a distribution reinvestment plan, switching facility or represents additional contributions required under an existing agreement. Also, the right to cool off does not apply to you if you choose to exercise your rights or powers as a unit holder in the Fund during the 14 day period. This could include selling part of your investment or switching it to another product.

Indirect Investors should seek advice from their IDPS Operator as to whether cooling off rights apply to an investment in the Fund by the IDPS. The right to cool off in relation to the Fund is not directly available to an Indirect Investor. This is because an Indirect Investor does not acquire the rights of a unit holder in the Fund. Rather, an Indirect Investor directs the IDPS Operator to arrange for their monies to be invested in the Fund on their behalf. The terms and conditions of the IDPS Guide or similar type document will govern an Indirect Investor's investment in relation to the Fund and any rights an Indirect Investor may have in this regard.

#### Complaints resolution

Equity Trustees has an established complaints handling process and is committed to properly considering and resolving all complaints. If you have a complaint about your investment, please contact us on:

Phone: 1300 133 472

Post: Equity Trustees Limited GPO Box 2307, Melbourne VIC 3001 Email: compliance@eqt.com.au

We will acknowledge receipt of the complaint within 1 Business Day or as soon as possible after receiving the complaint. We will seek to resolve your complaint as soon as practicable but not more than 30 calendar days after receiving the complaint.

If you are not satisfied with our response to your complaint,  $\underline{y}$  ou may be able to lodge a complaint with the Australian Financial Complaints Authority ("AFCA").

Contact details are: Online: www.afca.org.au Phone: 1800 931 678 Email: info@afca.org.au

Post: GPO Box 3, Melbourne VIC 3001.

The external dispute resolution body is established to assist you in resolving your complaint where you have been unable to do so with us. However, it's important that you contact us first.

## 9. Other information

#### Consent

The Investment Manager and Fund Manager have given and, as at the date of this PDS, has not withdrawn:

its written consent to be named in this PDS as the investment manager of the Fund; and

its written consent to the inclusion of the statements made about it which are specifically attributed to it, in the form and context in which they appear.

The Investment Manager has not otherwise been involved in the preparation of this PDS or caused or otherwise authorised the issue of this PDS. None of the Investment Manager nor their employees or officers accept any responsibility arising in any way for errors or omissions, other than those statements for which they have provided their written consent to Equity Trustees for inclusion in this

#### Indirect Investors

Equity Trustees authorises the use of this PDS by investors who wish to access the Fund through an IDPS.

#### Further reading

You should read the important information in the Reference Guide about:

- Your privacy;
- The Constitution;
- Anti-Money Laundering and Counter Terrorism Financing ("AML/CTF");
- Indirect Investors;
- Information on underlying investments;
- Foreign Account Tax Compliance Act ("FATCA"); and
- Common Reporting Standard ("CRS"),

under the "Other important information" section before making a decision. Go to the Reference Guide which is available at www.eqt.com.au/insto. The material relating to these matters may change between the time when you read this PDS and the day when you acquire the product.

# HEJAZ EQUITIES FUND APPLICATION FORM

This application form accompanies the Product Disclosure Statement (PDS)/Information Memorandum (IM) relating to units in the following product/s issued by Equity Trustees Limited (ABN 46 004 031 298, AFSL 240975). The PDS/IM contains information about investing in the Fund/Trust. You should read the PDS/IM in its entirety before applying.

#### • Hejaz Equities Fund

The law prohibits any person passing this Application Form on to another person unless it is accompanied by a complete PDS/IM.

- If completing by hand, use a black or blue pen and print within the boxes in BLOCK LETTERS, if you
  make a mistake, cross it out and initial. DO NOT use correction fluid
- The investor(s) must complete and sign this form
- Keep a photocopy of your completed Application Form for your records

U.S. Persons: This offer is not open to any U.S. Person. Please refer to the PDS/IM for further information.

#### Foreign Account Tax Compliance Act (FATCA) and Common Reporting Standard (CRS)

We are required to collect certain information to comply with FATCA and CRS, please ensure you complete section 7.

#### If investing with an authorised representative, agent or financial adviser

Please ensure you, your authorised representative, agent and/or financial adviser also complete Section 6.

#### Provide certified copies of your identification documents

Please refer to section 9 on AML/CTF Identity Verification Requirements.

#### Send your documents & make your payment

See section 2 for payment options and where to send your application form.

#### **SECTION 1 – YOUR CONSUMER ATTRIBUTES**

In relation to our Design and Distribution Obligations (DDO) under the Corporations Act, we seek the following information about your attributes as an investor (please tick only 1 box for each question below)

Further information in relation to these questions can be found in the Target Market Determination (TMD) for the Fund. If you wish to access the TMD, please visit <a href="https://www.eqt.com.au/insto/">https://www.eqt.com.au/insto/</a>

| 1. Have y  | ou received advice prior to applying to invest in the                        | ne Fun   | d?  |  |  |  |  |
|------------|--|----------|---|--|--|--|--|
|            | I/We have received personal advice in relation to my investment in this Fund |          |   |  |  |  |  |
|            | I/We have received general advice in relation to my investment in this Fund  |          |   |  |  |  |  |
|            | I/We have not received any advice in relation to my                          | investn  | nent in this Fund   |  |  |  |  |
| 0. \4/1(:  |  |          |   |  |  |  |  |
| 2. wnat is | s your primary investment objective(s)?                                      |          |   |  |  |  |  |
|            | Capital growth   | Ш        | Capital preservation  |  |  |  |  |
|            | Capital guaranteed   |          | Income Distribution   |  |  |  |  |
| 3. Please  | select the intended use of this Fund in your inves                           | tment    | portfolio   |  |  |  |  |
|            | Solution/Standalone – A large allocation (75%-100%)                          | of poi   | tfolio)   |  |  |  |  |
|            | Core component – A medium allocation (25%-75% of                             | of portf | olio)   |  |  |  |  |
|            | Satellite/Small Allocation – A small allocation (<25%                        | of por   | tfolio)   |  |  |  |  |
| 4. Please  | select the Intended investment timeframe                                     |          |   |  |  |  |  |
|            | Short term (<=2 years)   |          | Medium term (>2 years)  |  |  |  |  |
|            | Long term (>8 years)   |          |   |  |  |  |  |
| 5. What is | s your tolerance for risk?   |          |   |  |  |  |  |
|            | Low - I/we can tolerate up to 1 period of underperformance over 20 years     |          | Medium - I/we can tolerate up to 4 periods of underperformance over 20 years        |  |  |  |  |
|            | High - I/we can tolerate up to 6 periods of underperformance over 20 years   |          | Very High - I/we can tolerate more than 6 periods of underperformance over 20 years |  |  |  |  |
| 6. What d  | lo you anticipate your withdrawal needs may be?                              |          |   |  |  |  |  |
|            | Daily  |          | Weekly  |  |  |  |  |
|            | Monthly  |          | Quarterly   |  |  |  |  |
|            | Annually or longer   |          |   |  |  |  |  |

#### Please note:

- 1. Failure to complete the above questions may result in your application not being accepted;
- 2. Acceptance of your application should not be taken as a representation or confirmation that an investment in the Fund is, or is likely to be, consistent with your intentions, objectives and needs as indicated in your responses to these questions; and
- For further information on the suitability of this product, please refer to your financial adviser and/or the TMD

## SECTION 1.2 – ARE YOU AN EXISTING INVESTOR IN THE FUND/TRUST AND WISH TO ADD TO YOUR INVESTMENT?

Do you have an existing investment in the Fund/Trust and the information provided remains current and correct?

| Yes, if you can tick both of the boxes below, complete Sections 2 and 8  |   |  |  |  |  |  |  |
|--|---|--|--|--|--|--|--|
| I/We confirm there are no changes to our identification documents previously provided and that these remain current and valid. |   |  |  |  |  |  |  |
|  | I/We confirm there have been no changes to our FATCA or CRS status  |  |  |  |  |  |  |
| Exis   | ting investor number:   |  |  |  |  |  |  |
|  | ere have been changes in your identification documents or FATCA/CRS status since your last ication, please complete the full Application Form as indicated below.   |  |  |  |  |  |  |
| No,  | please complete sections relevant to you as indicated below:  |  |  |  |  |  |  |
| Investor Type:   |   |  |  |  |  |  |  |
| ☐ Individuals/Joint: complete section 2, 3, 6 (if applicable), 7, 8 & 9  |   |  |  |  |  |  |  |
| Companies: complete section 2, 4, 6 (if applicable), 7, 8 & 9  |   |  |  |  |  |  |  |
|  | Custodians on behalf of underlying clients: complete section 2, 4, 5, 5.1, 6 (if applicable), 7, 8 & 9  |  |  |  |  |  |  |
|  | <ul> <li>Trusts/superannuation funds:</li> <li>with an individual trustee – complete sections 2, 3, 5, 6 (if applicable), 7, 8 &amp; 9</li> <li>with a company as a trustee – complete sections 2, 4, 5, 6 (if applicable), 7, 8 &amp; 9</li> </ul> |  |  |  |  |  |  |

If you are an Association, Co-operative, Partnership, Government Body or other type of entity not listed above, please contact Equity Trustees.

## **SECTION 2 – INVESTMENT DETAILS**

| Investment to be held in the n   | ame(s) of  | (must incl   | ude na    | me(s           | s) of in | vest   | or(s)) | 1      |      |      |                             |
|--|--|--|-----------|----------------|----------|--------|--------|--------|------|------|-----------------------------|
| Postal address   |  |  |           |                |          |        |        |        |      |      |                             |
| Suburb   | State  |  |           |                | Postc    | ode    |        |        |      | Cou  | untry                       |
| Cabail   |  |  |           |                |          |        |        |        |      |      |                             |
| Email address  | <u> </u>   |  |           |                | Conta    | ict no | 0.     |        |      |      |                             |
|  |  |  |           |                |          |        |        |        |      |      |                             |
| FUND/TRUST NAME  |  |  |           |                | API      | R C    | ODE    |        |      |      | APPLICATION<br>AMOUNT (AUD) |
| Hejaz Equities Fund  |  |  |           |                | ETL      | _774   | 2AU    |        |      |      | \$                          |
| The minimum initial investme   | nt is \$10,0   | 00   |           |                |          |        |        |        |      |      |                             |
| Distribution Instruction   | ns   |  |           |                |          |        |        |        |      |      |                             |
| Investor bank details For withdrawals and distributi denominated bank account w Financial institution name and | ons (if app<br>ith an Aust   | you select<br>blicable), the<br>tralian dor<br>ocation | t this op | otion<br>ust n | your o   | distri | butio  | n wil  | l be | paid | d to the bank account below |
| BSB number   | Acco   | unt numbe  | er        |                |          | l      | 1      |        |      |      | 1                           |
|  |  |  |           |                |          |        |        |        |      |      |                             |
| Account name   |  |  |           |                |          |        |        |        |      |      |                             |
|  |  |  |           |                |          |        |        |        |      |      |                             |
| Payment method   |  |  |           |                |          |        |        |        |      |      |                             |
| Direct credit – pay to:  |  |  |           |                |          |        |        |        |      |      |                             |
| Financial institution name and branch location   | National   | Australia  | Bank,     | 105 I          | Miller   | Stree  | et, No | orth S | Sydr | ney, | NSW, 2060                   |
| BSB number   | 082 401  |  |           |                |          |        |        |        |      |      |                             |
| Account number   | 2046424  | 143  |           |                |          |        |        |        |      |      |                             |
| Account name   |  | TRUSTE<br>ATION AC                                     |           | IITEI          | D AS F   | RE F   | OR F   | HEJA   | AZ E | :QU  | ITIES FUND                  |
| Reference  | <investo< td=""><td>or Name&gt;</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></investo<> | or Name>   |           |                |          |        |        |        |      |      |                             |

#### **Source of investment**

| Р | lease indicate | the source of | the investment  | amount (e   | a retirement | savings emi     | olovment    | income):   |
|---|----------------|---------------|-----------------|-------------|--------------|-----------------|-------------|------------|
|   | icase indicate | the source of | uic investinent | annount (c. | .g. rememen  | . savings, citi | JIOYIIIGIIL | iiicomic). |

## **Send your completed Application Form to:**

Mainstream Fund Services Pty Ltd Client Services Registry Team GPO Box 4968, Sydney NSW 2001 Additional applications may be faxed to: +61 2 9251 3525

Please ensure you have completed all relevant sections and signed the Application Form

## **SECTION 3 - INVESTOR DETAILS - INDIVIDUALS/JOINT**

Please complete if you are investing individually, jointly or you are an individual or joint trustee.

#### See Group A AML/CTF Identity Verification Requirements in Section 9

| Investor 1  |                      |  |             |                     |   |
|---|----------------------|--|-------------|---------------------|---|
| Title F   | First name(s)        |  |             | Surname             |   |
|   |                      |  |             |                     |   |
| Residential address                                     | s (not a PO Box      | k/RMB/Locked Bag)                                |             |                     |   |
|   |                      |  |             |                     |   |
| Suburb  | S                    | tate   | Posto       | code                | Country   |
|   |                      |  |             |                     |   |
| Email address<br>(Statements will be sent<br>Section 6) | to this address, unl | ess you elect otherwise in                       | Conta       | act no.             |   |
|   |                      |  |             |                     |   |
| Date of birth (DD/M                                     | IM/YYYY)             | Tax File Number* -                               | or exempt   | ion code            |   |
| /   | /                    |  |             |                     |   |
| Country of birth  | J []                 |  | Occu        | pation              |   |
|   |                      |  |             |                     |   |
|   |                      |  |             |                     |   |
|   | r foreign) or in a   | an international organi                          |             |                     | rernment body (local, state, ate family member or a |
| □ No □  | Yes, please          | e give details:                                  |             |                     |   |
| Investor 2  |                      |  |             |                     |   |
|   | First name(s)        |  |             | Surname             |   |
|   |                      |  |             |                     |   |
| Residential address                                     | s (not a PO Box      | k/RMB/Locked Bag)                                |             |                     |   |
|   | (                    |  |             |                     |   |
| Suburb  |                      | tate   | Posto       | nodo.               | Country   |
| Subuib  |                      | late   | 70510       | l l                 | Country   |
|   |                      |  |             |                     |   |
|   | to this address, unl | ess you elect otherwise in                       | Conto       | act no.             |   |
| Section 6)  |                      |  |             | act no.             |   |
|   |                      |  |             |                     |   |
| Date of birth (DD/M                                     | IM/YYYY)             | Tax File Number* -                               | or exempt   | ion code            | 1   |
| /   | /                    |  |             |                     |   |
| Country of birth  |                      |  | Occu        | pation              |   |
|   |                      |  |             |                     |   |
| If there are more t                                     | than 2 register      | ed owners, please p                              | rovide det  | ails as an attachi  | ment.   |
| Does the investor n                                     | named above h        | old a prominent public<br>an international organ | position or | r function in a gov | rernment body (local, state, ate family member or a |
| □ No □  | Yes, pleas           | e give details:                                  |             |                     |   |

Identification number (e.g. ARBN)

#### SECTION 4 - INVESTOR DETAILS - COMPANIES/CORPORATE TRUSTEE

Please complete if you are investing for a company or where the company is acting as trustee.

See Group B AML/CTF Identity Verification Requirements in Section 9 Full company name (as registered with ASIC or relevant foreign registered body) Registered office address (not a PO Box/RMB/Locked Bag) Suburb Postcode State Country Australian Company Number Tax File Number\* - or exemption code Australian Business Number\* (if registered in Australia) or equivalent foreign company identifier **Contact Person** Title First name(s) Surname **Email address** (Statements will be sent to this address, unless you elect otherwise in Section 6) Contact no. Principal place of business: If the principal place of business is the same as the registered office street address, state 'As above' below. Otherwise provide address details. For foreign companies registered with ASIC please provide a local agent name and address if you do not have a principal place of business in Australia. Principal Place of Business Address (not a PO Box/RMB/Locked Bag) Suburb State Postcode Country **Registration details** 

#### **Controlling Persons, Directors and Beneficial Owners**

Name of regulatory body

All beneficial owners who own, hold or control either directly or indirectly 25% or more of the issued capital of a proprietary or private company that is not regulated i.e. does not have an AFSL or ACLN etc., will need to provide Group A AML/CTF Identity Verification Requirements specified in Section 9. In the case of an unregulated public company not listed on a securities exchange, provide the details of the senior managing official(s) as controlling person(s) (e.g. managing director, senior executive(s) etc. who is/are authorised to sign on the company's behalf, and make policy, operational and financial decisions) in the following sections. All proprietary and private companies, whether regulated or unregulated, must provide the names of all of the directors.

## Names of the Directors of a Proprietary or Private Company whether regulated or unregulated

| 1  | 2                             |  |  |  |  |
|--|-------------------------------|--|--|--|--|
| 3  | 4                             |  |  |  |  |
| If there are more than 4 directors, please write the other na  | mes below.                    |  |  |  |  |
| Names of the Beneficial Owners or Senior Managing Of Select:   | fficial(s)                    |  |  |  |  |
| ☐ Beneficial owner 1 of an unregulated proprietary or p  | rivate company; OR            |  |  |  |  |
| ☐ Senior Managing Official of an unregulated, unlisted,  | public (e.g. Limited) company |  |  |  |  |
| Title First name(s)  | Surname                       |  |  |  |  |
|  |                               |  |  |  |  |
| Residential address (not a PO Box/RMB/Locked Bag)  |                               |  |  |  |  |
|  |                               |  |  |  |  |
| Suburb State   | Postcode Country              |  |  |  |  |
|  |                               |  |  |  |  |
| Date of birth (DD/MM/YYYY)   |                               |  |  |  |  |
| Does the beneficial owner named above hold a prominent patate, territory, national or foreign) or in an international org business associate of such a person?  No Yes, please give details:   |                               |  |  |  |  |
| Select:  |                               |  |  |  |  |
| ☐ Beneficial owner 2 of an unregulated proprietary or p  | rivate company; OR            |  |  |  |  |
| ☐ Senior Managing Official of an unregulated, unlisted,  | public (e.g. Limited) company |  |  |  |  |
| Title First name(s)  | Surname                       |  |  |  |  |
|  |                               |  |  |  |  |
| Residential address (not a PO Box/RMB/Locked Bag)  |                               |  |  |  |  |
|  |                               |  |  |  |  |
| Suburb State   | Postcode Country              |  |  |  |  |
|  |                               |  |  |  |  |
| Date of birth (DD/MM/YYYY)   |                               |  |  |  |  |
| Does the beneficial owner named above hold a prominent public position or function in a government body (local, state, territory, national or foreign) or in an international organisation or are you an immediate family member or a business associate of such a person? |                               |  |  |  |  |
| ☐ No ☐ Yes, please give details:   |                               |  |  |  |  |

If there are more than 2 beneficial owners or managing officials, please copy and complete this page for the other persons or alternatively, provide the additional details as an attachment.

## **SECTION 5 – INVESTOR DETAILS – TRUSTS/SUPERANNUATION FUNDS**

Please complete if you are investing for a trust or superannuation fund.

See Group C AML/CTF Identity Verification Requirements in section 9

| Full n  | ame of trust or superannuation fund  |  |  |  |  |  |  |
|---------|--|--|--|--|--|--|--|
|         | ame of huninger (if any)   | Country whose cotablished                                    |  |  |  |  |  |
| Full II | ame of business (if any)   | Country where established                                    |  |  |  |  |  |
| Auctr   | alian Business Number* (if obtained)   |  |  |  |  |  |  |
| Austi   |  |  |  |  |  |  |  |
| Tay F   | ile Number* – or exemption code  |  |  |  |  |  |  |
| Taxi    |  |  |  |  |  |  |  |
|         | _  |  |  |  |  |  |  |
| Trust   | ee details – How many trustees are there?  |  |  |  |  |  |  |
|         | Individual trustee(s) – complete Section 3 – Investor  | details – Individuals/Joint                                  |  |  |  |  |  |
|         | Company trustee(s) – complete Section 4 – Investor   | details – Companies/Corporate Trustee                        |  |  |  |  |  |
|         | Combination – trustee(s) to complete each relevant s   | ection   |  |  |  |  |  |
| Tyro    | o of Truct   |  |  |  |  |  |  |
| тур     | e of Trust   |  |  |  |  |  |  |
|         | Registered Managed Investment Scheme   |  |  |  |  |  |  |
|         | Australian Registered Scheme Number (ARSN)   |  |  |  |  |  |  |
|         |  |  |  |  |  |  |  |
|         | Regulated Trust (including self-managed superannua   | ation funds and registered charities that are trusts)        |  |  |  |  |  |
|         | Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)   |  |  |  |  |  |  |
|         |  |  |  |  |  |  |  |
|         | Registration/Licence details or ABN  |  |  |  |  |  |  |
|         |  |  |  |  |  |  |  |
|         | Other Trust (unregulated)  |  |  |  |  |  |  |
|         | Please describe  |  |  |  |  |  |  |
|         |  |  |  |  |  |  |  |
|         | Beneficiaries of an unregulated trust  |  |  |  |  |  |  |
|         |  | directly or indirectly are entitled to an interest of 25% or |  |  |  |  |  |
|         | 1  | 2  |  |  |  |  |  |
|         | 3  | 4  |  |  |  |  |  |
|         | If there are no beneficiaries of the trust, describe the contact the contact that the contact the contact that the contact th |  |  |  |  |  |  |
|         | class of unit holders, the charitable purpose or charity name):  |  |  |  |  |  |  |

## Other Trust (unregulated) Continued

| Settlor details  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|
| Please provide the full name and last known address of the settlor of the trust where the initial asset contribution to the trust was greater than \$10,000.   |  |  |  |  |  |  |  |
| ☐ This information is not required if the initial asset contribution was less than \$10,000, and/or  |  |  |  |  |  |  |  |
| ☐ This information is not required if the settlor is deceased  |  |  |  |  |  |  |  |
| Settlor's full name and last known address   |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Beneficial owners of an unregulated trust  |  |  |  |  |  |  |  |
| Please provide details below of any beneficial owner of the trust. A beneficial owner is any individual who directly or indirectly has a 25% or greater interest in the trust or is a person who exerts control over the trust. This includes the appointer of the trust who holds the power to appoint or remove the trustees of the trust. |  |  |  |  |  |  |  |
| All beneficial owners will need to provide Group A AML/CTF Identity Verification Requirements in Section 9   |  |  |  |  |  |  |  |
| Beneficial owner 1 or Controlling Person 1 Select:   |  |  |  |  |  |  |  |
| Beneficial owner 1; OR   |  |  |  |  |  |  |  |
| ☐ Controlling Person – What is the role e.g. Appointer:  |  |  |  |  |  |  |  |
| Title First name(s) Surname  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Residential address (not a PO Box/RMB/Locked Bag)  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Suburb State Postcode Country  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Date of birth (DD/MM/YYYY) / / /   |  |  |  |  |  |  |  |
| Does the beneficial owner named above hold a prominent public position or function in a government body (local, state, territory, national or foreign) or in an international organisation or are you an immediate family member or a business associate of such a person?   |  |  |  |  |  |  |  |
| ☐ No ☐ Yes, please give details:   |  |  |  |  |  |  |  |
| Beneficial owner 2 or Controlling Person 2 Select:   |  |  |  |  |  |  |  |
| ☐ Beneficial owner 2; OR   |  |  |  |  |  |  |  |
| ☐ Controlling Person – What is the role e.g. Appointer:  |  |  |  |  |  |  |  |
| Title First name(s) Surname  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Residential address (not a PO Box/RMB/Locked Bag)  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Suburb State Postcode Country  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Date of birth (DD/MM/YYYY) / / /   |  |  |  |  |  |  |  |

| If there are more than 2 beneficial owners, please provide details as an attachment.   |
|--|
| Does the beneficial owner named above hold a prominent public position or function in a government body (local, state, territory, national or foreign) or in an international organisation or are you an immediate family member or a business associate of such a person?   |
| ☐ No ☐ Yes, please give details:   |
| If there are more than 2 beneficial owners or controlling persons, please copy and complete this page for the other persons or alternatively, provide the additional details as an attachment.   |
| SECTION 5.1 – CUSTODIAN ATTESTATION: CHAPTER 4, PARTS 4.4.18 AND 4.4.19 OF THE AML/CTF RULES   |
| If you are a Company completing this Application Form on behalf of an individual, another company, a trust or other entity, in a Custodial capacity, please complete this section.   |
| In accordance with Chapter 4, part 4.4.19 (1)(a) to (d) of the AML/CTF Rules, does the Custodian meet the definition (see 'Section 10 – Glossary') of a Custodian?   |
| □ No □ Yes   |
| In accordance with Chapter 4, part 4.4.19 (e) of the AML/CTF Rules, do you, in your capacity as Custodian attest that prior to requesting this designated service from Equity Trustees, it has carried out and will continue to carry out, all applicable customer identification procedures on the underlying account holder named or to be named in the Fund's register, including conducting ongoing customer due diligence requirements in accordance with Chapte 15 of the AML/CTF Rules? |
| □ No □ Yes   |
| If you answered YES to all of the above questions, then Equity Trustees is able to apply the Chapter 4, part 4.4 Custodian rules to this account and will rely upon the customer due diligence conducted by the Custodian on the underlying account holder named or to be named in the Fund's register.  |
| If requested to do so at any time after the provision of this designated service, the Custodian agrees to honour any reasonable request made by Equity Trustees for information or evidence about the underlying account holder in order to allow Equity Trustees to meet its obligations under the AML/CTF Act.   |
| □ No □ Yes   |
| Excepting the below circumstances where the custodian answered NO or did not complete any of the above questions, no other information about the underlying account holder is required to be collected. However, further   |

#### **Excepting circumstances:**

If you answered NO or did not complete any of the above questions, then we are unable to apply the Chapter 4, part 4.4 Custodian rules to this application. We are therefore obligated to conduct full Know Your Client procedures on the underlying account holder named or to be named in the Fund's register including any named nominee, as well as the trustees, beneficial owners and controlling persons of the underlying named account in addition to the Custodian. Therefore, please complete the relevant forms and provide identity documents for all parties connected to this account.

information about you as the Custodian and as a company is required to be collected and verified as required by

the AML/CTF rules. Please complete the rest of this form for the Custodian.

## SECTION 6 – AUTHORISED REPRESENTATIVE, AGENT AND/OR FINANCIAL ADVISER

Please complete if you are appointing an authorised representative, agent and/or financial adviser.

| See  | Group D AML/CTF Identity Verif  | fication Requirement                         | ts in Section 9          |                              |  |  |  |  |  |  |
|------|---|--|--------------------------|------------------------------|--|--|--|--|--|--|
|      | I am an authorised representati   | ive or agent as nomin                        | nated by the investor(s) |                              |  |  |  |  |  |  |
|      | You must attach a valid authority such as Power of Attorney, guardianship order, grant of probate, appointment of bankruptcy etc. that is a certified copy. The document must be current and complete, signed by the investor or a court official and permits the authorised representative or agent to transact on behalf of the investor. |  |                          |                              |  |  |  |  |  |  |
|      | Full name of authorised representative or agent   |  |                          |                              |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |
|      | Role held with investor(s)  |  |                          |                              |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |
|      | Signature   |  |                          | Date                         |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |
|      | I am a <b>financial adviser</b> as nomi   | inated by the investor                       |                          |                              |  |  |  |  |  |  |
|      | Name of adviser   |  | AFSL number              |                              |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |
|      | Dealer group  |  | Name of advisory firm    |                              |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |
|      | Postage address   |  |                          |                              |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |
|      | Suburb  | State  | Postcode                 | Country                      |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |
|      | Email address   |  | Contact no.              |                              |  |  |  |  |  |  |
|      |   |  | J                        |                              |  |  |  |  |  |  |
| Fina | ncial Advice (only complete if a  | pplicable)                                   |                          |                              |  |  |  |  |  |  |
|      | The investor has received personal financial product advice in relation to this investment from a licensed financial adviser and that advice is current.  |  |                          |                              |  |  |  |  |  |  |
| Fina | incial Adviser Declaration  |  |                          |                              |  |  |  |  |  |  |
|      | I/We hereby declare that I/we are   | not a US Person as o                         | defined in the PDS/IM.   |                              |  |  |  |  |  |  |
|      | I/We hereby declare that the inve   | stor is not a US Perso                       | on as defined in the PDS | S/IM.                        |  |  |  |  |  |  |
|      | I/We have completed an appropri   | iate Customer Identificestor) set out above, | cation Procedure (CIP) o | on this investor which meets |  |  |  |  |  |  |
|      | I/We have attached the relevant 0   | CIP documents;                               |                          |                              |  |  |  |  |  |  |
| Sign | ature   |  |                          | Date                         |  |  |  |  |  |  |
|      |   |  |                          |                              |  |  |  |  |  |  |

## **Access to information**

| Unless you elect otherwise, your authorised representative, agent and/or financial adviser will also be provided |
|--|
| access to your investment information and/or receive copies of statements and transaction confirmations. By      |
| appointing an authorised representative, agent and/or financial adviser you acknowledge that you have read and   |
| agreed to the terms and conditions in the PDS/IM relating to such appointment.                                   |

| agre | eed to the terms and conditions in the PDS/IIM relating to such appointment.   |
|------|--|
|      | Please tick this box if you DO NOT want your authorised representative, agent and/or financial adviser to have access to information about your investment.        |
|      | Please tick this box if you DO NOT want copies of statements and transaction confirmations sent to your authorised representative, agent and/or financial adviser. |
|      | Please tick this box if you want statements and transaction confirmations sent ONLY to your authorised representative, agent and/or financial adviser.             |

# SECTION 7 – FOREIGN ACCOUNT TAX COMPLIANCE ACT (FATCA), COMMON REPORTING STANDARD (CRS) SELF-CERTIFICATION FORM – ALL INVESTORS MUST COMPLETE

#### Sub-Section I – Individuals

Investor 2

| Please fill this | Sub-Section | only if you | are an individu | aı. If you are an | entity, piease fill | Sub-Section II. |
|------------------|-------------|-------------|-----------------|-------------------|---------------------|-----------------|
|                  |             |             |                 |                   |                     |                 |

| 1. A  | . Are you a US tax resident (e.g. US citizen or US resident)?  Yes: provide your US Taxpayer Identification Number (TIN) and continue to question 2 |                       |                        |                      |   |  |  |  |
|-------|---|-----------------------|------------------------|----------------------|---|--|--|--|
|       | Investor 1  |                       |                        | ,                    |   |  |  |  |
|       | Investor 2  |                       |                        |                      |   |  |  |  |
|       | No: continue to   | o question 2          |                        |                      |   |  |  |  |
| 2. A  | ure vou a tax re  | esident of any other  | r country outside (    | of Australia?        |   |  |  |  |
|       | Yes: state eac  | •                     | de your TIN or equiv   |                      | code if no TIN is provided) for each                    |  |  |  |
|       | Investor 1  |                       |                        |                      |   |  |  |  |
|       | Country/Juris residence   | diction of tax        | TIN                    |                      | If no TIN available enter Reason A, B or C              |  |  |  |
|       | 1   |                       |                        |                      |   |  |  |  |
|       | 2   |                       |                        |                      |   |  |  |  |
|       | Investor 2  |                       |                        |                      |   |  |  |  |
|       | Country/Jurisdiction of tax residence   |                       | TIN                    |                      | If no TIN available enter Reason A, B or C              |  |  |  |
|       | 1   | 1                     |                        |                      |   |  |  |  |
|       | 2   |                       |                        |                      |   |  |  |  |
|       | If more space   | is needed please pi   | rovide details as an   | attachment.          |   |  |  |  |
|       | No: skip to que   | estion 12             |                        |                      |   |  |  |  |
| Pos   | ason Code:  |                       |                        |                      |   |  |  |  |
|       |   | is not provided, plea | ase provide reason     | from the following o | ontions:  |  |  |  |
|       | •   | •                     | •                      | •                    | issue TINs to its residents.                            |  |  |  |
| •     | Reason B: The i   | investor is otherwise | e unable to obtain a   | TIN or equivalent n  | number (Please explain why the                          |  |  |  |
| •     | Reason C: No T  |                       | e. Only select this re | eason if the domesti | ıs reason).<br>ic law of the relevant jurisdiction does |  |  |  |
| ı     | not require the c   | collection of the TIN | issued by such juris   | sdiction).           | ·   |  |  |  |
| If Re | eason B has be  | en selected above,    | explain why you are    | not required to obta | ain a TIN:  |  |  |  |
|       |   |                       | Reason B explanat      | tion                 |   |  |  |  |
| Ιnν   | vestor 1  |                       |                        |                      |   |  |  |  |

## **Sub-Section II – Entities**

Please fill this Sub-Section II only if you are an entity. If you are an individual, please fill Sub-Section I.

| 3. A | re yo                       | u an Australian complying superannuation fund?  |  |  |  |  |  |  |  |  |
|------|-----------------------------|---|--|--|--|--|--|--|--|--|
|      | Yes:                        | skip to question 12   |  |  |  |  |  |  |  |  |
|      | No: o                       | continue to question 4  |  |  |  |  |  |  |  |  |
| FA   | ТСА                         |   |  |  |  |  |  |  |  |  |
| 4. A | re yo                       | u a US Person?  |  |  |  |  |  |  |  |  |
|      | Yes: continue to question 5 |   |  |  |  |  |  |  |  |  |
|      | No: s                       | skip to question 6  |  |  |  |  |  |  |  |  |
| 5. A | re yo                       | u a Specified US Person?  |  |  |  |  |  |  |  |  |
|      | Yes:                        | provide your TIN below and skip to question 7   |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      | No: i                       | ndicate exemption type and skip to question 7   |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
| 6. A | re yo                       | u a Financial Institution for the purposes of FATCA?  |  |  |  |  |  |  |  |  |
|      | Yes:                        | provide your Global Intermediary Identification Number (GIIN)   |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      | are a                       | u do not have a GIIN, please provide your FATCA status below and then continue to question 7. If you a sponsored entity, please provide your GIIN above and your sponsor's details below and then continue uestion 7. |  |  |  |  |  |  |  |  |
|      |                             | Exempt Beneficial Owner, provide type below:  |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      |                             | Deemed-Compliant FFI (other than a Sponsored Investment Entity or a Trustee Documented Trust), provide type below:  |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      |                             | Non-Participating FFI, provide type below:  |  |  |  |  |  |  |  |  |
|      |                             | Sponsored Entity. Please provide the Sponsoring Entity's name and GIIN:   |  |  |  |  |  |  |  |  |
|      | _                           |   |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      |                             | Trustee Documented Trust. Please provide your Trustee's name and GIIN:  |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      |                             | Other, provide details:   |  |  |  |  |  |  |  |  |
|      |                             |   |  |  |  |  |  |  |  |  |
|      | No: o                       | continue to question 7  |  |  |  |  |  |  |  |  |

## **CRS**

| Investo  | Investor 1   |   |  |  |  |  |  |  |  |
|--|--|---|--|--|--|--|--|--|--|
| Counti   | ry/Jurisdiction of tax   | TIN   | If no TIN available enter Reason A, B or C |  |  |  |  |  |  |
| 1  |  |   | ,  |  |  |  |  |  |  |
| 2  |  |   |  |  |  |  |  |  |  |
| Investo  | or 2   |   |  |  |  |  |  |  |  |
|  | ry/Jurisdiction of tax   | TIN   | If no TIN available enter Reason A, B or C |  |  |  |  |  |  |
| 1  |  |   | · ·  |  |  |  |  |  |  |
| 2  |  |   |  |  |  |  |  |  |  |
| If more  | snace is needed nlease   | orovide details as an attachment.                         |  |  |  |  |  |  |  |
| Reasor   |  | novide details as an attachment.                          |  |  |  |  |  |  |  |
|  |  | ed, please provide reason from the foll                   | owing options:                             |  |  |  |  |  |  |
|  | ·  | iction where the investor is resident de                  | •  |  |  |  |  |  |  |
| <ul> <li>Rea juris</li> </ul>                        | <ul> <li>investor is unable to obtain a TIN in the below table if you have selected this reason).</li> <li>Reason C: No TIN is required. (Note. Only select this reason if the domestic law of the relevant jurisdiction does not require the collection of the TIN issued by such jurisdiction).</li> <li>If Reason B has been selected above, explain why you are not required to obtain a TIN:</li> </ul>   |   |  |  |  |  |  |  |  |
| T T T T T T T T T T T T T T T T T T T                |  | Reason B explanation                                      |  |  |  |  |  |  |  |
| Investo  | or 1   | Troubon B oxplanation                                     |  |  |  |  |  |  |  |
|  | or 2   |   |  |  |  |  |  |  |  |
| Investo  | JI Z   |   |  |  |  |  |  |  |  |
|  | -  |   |  |  |  |  |  |  |  |
|  | tinue to question 8  |   |  |  |  |  |  |  |  |
| No: con  | tinue to question 8  Financial Institution for   |   |  |  |  |  |  |  |  |
| No: con  | tinue to question 8  Financial Institution for   | the purpose of CRS? Institution below and continue to que | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp                          | tinue to question 8  Financial Institution for   | Institution below and continue to que                     | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp                          | tinue to question 8  Financial Institution for ecify the type of Financial   | Institution below and continue to que                     | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp                          | tinue to question 8  Financial Institution for ecify the type of Financial eporting Financial Institution  | Institution below and continue to que on                  | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp                          | tinue to question 8  Financial Institution for ecify the type of Financial eporting Financial Institution-Reporting Financial Institution-Reporting Financial Institution-Reporting Financial Institution  | Institution below and continue to que on stitution:       | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp  Ro                      | tinue to question 8  Financial Institution for ecify the type of Financial eporting Financial Institution-Reporting Financial Institution-Reporting Financial Institute Trustee Documented   | Institution below and continue to que on stitution:       | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp  Re                      | tinue to question 8  Financial Institution for ecify the type of Financial eporting Financial Institution-Reporting Financial Institution-Reporting Financial Institute Trustee Documented   | Institution below and continue to que on stitution:       | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp  Ro  No: skip            | tinue to question 8  Financial Institution for ecify the type of Financial Institution-Reporting Financial Institution Fin | Institution below and continue to que on stitution:       | stion 9                                    |  |  |  |  |  |  |
| No: con  Are you a  Yes: sp  Ro  No: skip  Are you a | tinue to question 8  Financial Institution for ecify the type of Financial Institution-Reporting Financial Institution Fin | Institution below and continue to que on stitution:       |  |  |  |  |  |  |  |

## **Non-Financial Entities**

| 10.   | Are y                  | ou an Activ  | e Non-Financia    | al Entity  | (Active NFE)?     |          |        |        |  |                            |  |
|-------|------------------------|--|-------------------|------------|-------------------|----------|--------|--------|--|----------------------------|--|
|       | Yes:                   | s: specify the type of Active NFE below and skip to question 12:   |                   |            |                   |          |        |        |  |                            |  |
|       |                        | Less than 50% of the entity's gross income from the preceding calendar year is passive income (e.g. dividends, distribution, interests, royalties and rental income) and less than 50% of its assets during the preceding calendar year are assets held for the production of passive income |                   |            |                   |          |        |        |  |                            |  |
|       |                        | Corporation  | n that is regular | ly traded  | or a related enti | ty of a  | a regi | ularly | traded co                              | prporation                 |  |
|       |                        | Provide na   | me of Listed Er   | ntity:     |                   |          |        |        |  |                            |  |
|       |                        | and exchar   | nge on which tra  | aded:      |                   |          |        |        |  |                            |  |
|       |                        | Governmental Entity, International Organisation or Central Bank  |                   |            |                   |          |        |        |  |                            |  |
|       | Other: please specify: |  |                   |            |                   |          |        |        |  |                            |  |
|       |                        |  |                   |            |                   |          |        |        |  |                            |  |
|       | No:                    | you are a Pa   | assive Non-Fina   | ancial Ent | ity (Passive NFE  | E). Co   | ntinu  | e to c | uestion 1                              | 1                          |  |
| Cal   | ntro                   | lling Porc   | one               |            |                   |          |        |        |  |                            |  |
|       |                        | Iling Pers   |                   |            |                   |          |        |        |  |                            |  |
| 11. 1 | Does                   | one or mor   | e of the follow   | ing appi   | y to you:         |          |        |        |  |                            |  |
| •     | ben                    | Is any natural person that exercises control over you (for corporations, this would include directors or beneficial owners who ultimately own 25% or more of the share capital) a tax resident of any country outside of Australia?  |                   |            |                   |          |        |        |  |                            |  |
| •     | If yo                  | ou are a trust   | , is any natural  | person ir  | ncluding trustee, | prote    | ctor,  | bene   | ficiary, se                            | ttlor or any other natural |  |
|       |                        |  | •                 |            |                   |          |        |        | •                                      | ntry outside of Australia? |  |
| •     | Whe                    | nere no natural person is identified as exercising control of the entity, the controlling person will be the tural person(s) who holds the position of senior managing official.   |                   |            |                   |          |        |        |  |                            |  |
|       | Hate                   | irai personi(s   | , who holds the   | position   | or serilor manag  | jii ig o | inolai | •      |  |                            |  |
|       | Yes.                   | . provide co   | ntrolling person  | informat   | ion below:        |          |        |        |  |                            |  |
|       | Con                    | Controlling person 1   |                   |            |                   |          |        |        |  |                            |  |
|       | Title                  | Title First name(s)  |                   |            |                   |          |        | Surr   | name                                   |                            |  |
|       |                        |  |                   |            |                   |          |        |        |  |                            |  |
|       | Res                    | Residential address (not a PO Box/RMB/Locked Bag)  |                   |            |                   |          |        |        |  |                            |  |
|       |                        |  |                   |            |                   |          |        |        |  |                            |  |
|       | Sub                    | urb  |                   | State      |                   | F        | Postc  | ode    |  | Country                    |  |
|       |                        |  |                   |            |                   |          |        |        |  |                            |  |
|       | Date                   | e of birth (DE   | D/MM/YYYY)        |            | //                |          |        |        | ·                                      |                            |  |
|       |                        | Country/Jurisdiction of tax residence  |                   |            | N                 |          |        |        | If no TIN available enter Re A, B or C |                            |  |
|       | 1                      |  |                   |            |                   |          |        |        |  |                            |  |
|       | 2                      |  |                   |            |                   |          |        |        |  |                            |  |

| Controlling  | person 2   |  |  |   |  |  |  |
|--|--|--|--|---|--|--|--|
| Title  | First name(s)  |  | Sur  | name  |  |  |  |
|  |  |  |  |   |  |  |  |
| Residential a  | ddress (not a PO Box/R   | MB/Locked Bag  | )  |   |  |  |  |
|  |  |  |  |   |  |  |  |
| Suburb   | Stat   | e  | Postcode   |   | Country  |  |  |
|  |  |  |  |   |  |  |  |
| Date of birth  | (DD/MM/YYYY)   | /  | /  |   |  |  |  |
| Country/Jur residence  | isdiction of tax   | TIN  |  | If no TIN A, B or C   | available enter Reason   |  |  |
| 1  |  |  |  |   |  |  |  |
| 2  |  |  |  |   |  |  |  |
| <ul> <li>Reason A</li> <li>Reason E investor is</li> <li>Reason C jurisdictio</li> </ul> | s unable to obtain a TIN<br>C: No TIN is required. (N<br>n does not require the c<br>nas been selected above | n where the inversise unable to obtain the below table ote. Only select ollection of the T | stor is resident doestain a TIN or equivalle if you have select this reason if the dolar issued by such jou are not required | s not issue<br>lent number<br>ted this reasomestic law<br>urisdiction). | TINs to its residents. r (Please explain why the son). of the relevant |  |  |
| No: continue   | to question 12   |  |  |   |  |  |  |
| I undertake to<br>which causes   | I Declaration – ALL involution provide a suitably update the information contains information above to be    | ated self-certificated herein to bec   | ation within 30 days ome incorrect.  | of any char   | ge in circumstances  |  |  |
| stor 1   |  |  | Investor 2   |   |  |  |  |
| e of individua   | l/entity   |  | Name of individ  | lual/entity   |  |  |  |
|  |  |  |  |   |  |  |  |
| e of authorise   | ed representative  |  | Name of autho  | Name of authorised representative                                       |  |  |  |
|  |  |  |  |   |  |  |  |
|  |  |  |  |   |  |  |  |
| ature  |  |  | J L Signature  |   |  |  |  |
| ature  |  |  | Signature  |   |  |  |  |
| ature  |  |  | Signature  |   |  |  |  |

#### SECTION 8 - DECLARATIONS - ALL INVESTORS MUST COMPLETE

In most cases the information that you provide in this form will satisfy the AML/CTF Act, the US Foreign Account Tax Compliance Act (FATCA) and the Common Reporting Standard (CRS). However, in some instances the Responsible Entity may contact you to request further information. It may also be necessary for the Responsible Entity to collect information (including sensitive information) about you from third parties in order to meet its obligations under the AML/CTF Act, FATCA and CRS.

#### When you complete this Application Form you make the following declarations:

- I/We have received the PDS/IM and made this application in Australia (and/or New Zealand for those offers made in New Zealand).
- I/We have read the PDS/IM to which this Application Form applies and agree to be bound by the terms and
  conditions of the PDS/IM and the Constitution of the relevant Fund/Trust in which I/we have chosen to invest.
- I/we have carefully considered the features of Fund/Trust as described in the PDS (including its investment
  objectives, minimum suggested investment timeframe, risk level, withdrawal arrangements and investor
  suitability) and, after obtaining any financial and/or tax advice that I/we deemed appropriate, am/are satisfied
  that my/our proposed investment in the Fund/Trust is consistent with my/our investment objectives, financial
  circumstances and needs.
- I/We have considered our personal circumstances and, where appropriate, obtained investment and/or taxation advice.
- I/We hereby declare that I/we are not a US Person as defined in the PDS/IM.
- I/We acknowledge that (if a natural person) I am/we are 18 years of age or over and I am/we are eligible to hold units in the Fund/Trust in which I/We have chosen to invest.
- I/We acknowledge and agree that Equity Trustees has outlined in the PDS/IM provided to me/us how and where I/we can obtain a copy of the Equity Trustees Group Privacy Statement.
- I/We consent to the transfer of any of my/our personal information to external third parties including but not limited to fund administrators, fund investment manager(s) and related bodies corporate who are located outside Australia for the purpose of administering the products and services for which I/we have engaged the services of Equity Trustees or its related bodies corporate and to foreign government agencies for reporting purposes (if necessary).
- I/we hereby confirm that the personal information that I/we have provided to Equity Trustees is correct and current in every detail, and should these details change, I/we shall promptly advise Equity Trustees in writing of the change(s).
- I/We agree to provide further information or personal details to the Responsible Entity if required to meet its
  obligations under anti-money laundering and counter-terrorism legislation, US tax legislation or reporting
  legislation and acknowledge that processing of my/our application may be delayed and will be processed at the
  unit price applicable for the Business Day as at which all required information has been received and verified.
- If I/we have provided an email address, I/we consent to receive ongoing investor information including PDS/IM
  information, confirmations of transactions and additional information as applicable via email.
- I/We acknowledge that Equity Trustees does not guarantee the repayment of capital or the performance of the Fund/Trust or any particular rate of return from the Fund/Trust.
- I/We acknowledge that an investment in the Fund/Trust is not a deposit with or liability of Equity Trustees and is subject to investment risk including possible delays in repayment and loss of income or capital invested.
- I/We acknowledge that Equity Trustees is not responsible for the delays in receipt of monies caused by the
  postal service or the investor's bank.
- If I/we lodge a fax application request, I/we acknowledge and agree to release, discharge and agree to
  indemnify Equity Trustees from and against any and all losses, liabilities, actions, proceedings, account claims
  and demands arising from any fax application.
- If I/we have completed and lodged the relevant sections on authorised representatives, agents and/or financial
  advisers on the Application Form then I/we agree to release, discharge and indemnify Equity Trustees from and
  against any and all losses, liabilities, actions, proceedings, account claims and demands arising from Equity
  Trustees acting on the instructions of my/our authorised representatives, agents and/or financial advisers.
- If this is a joint application each of us agrees that our investment is held as joint tenants.
- I/We acknowledge and agree that where the Responsible Entity, in its sole discretion, determines that:
  - I/we are ineligible to hold units in a Fund/Trust or have provided misleading information in my/our Application Form; or
  - I/we owe any amounts to Equity Trustees, then I/we appoint the Responsible Entity as my/our agent to submit a withdrawal request on my/our behalf in respect of all or part of my/our units, as the case requires, in the Fund/Trust.
- For Wholesale Clients\* I/We acknowledge that I am/we are a Wholesale Client (as defined in Section 761G of the Corporations Act 2001 (Cth)) and are therefore eligible to hold units in the Fund/Trust.
- For New Zealand applicants\* I/we have read the terms of the offer relating to New Zealand investors, including the New Zealand warning statement.
- For New Zealand Wholesale Investors\* I/We acknowledge and agree that:
  - I/We have read the "New Zealand Wholesale Investor Fact Sheet" and PDS/IM or "New Zealand Investors: Selling Restriction" for the Fund/Trust;
  - I am/We are a Wholesale Investor and am/are therefore eligible to hold units in the Fund/Trust; and
  - I/We have not:

- Offered, sold, or transferred, and will not offer, sell, or transfer, directly or indirectly, any units in the Fund/Trust:
- Granted, issued, or transferred, and will not grant, issue, or transfer, any interests in or options over, directly or indirectly, any units in the Fund/Trust; and
- Distributed and will not distribute, directly or indirectly, the PDS/IM or any other offering materials or advertisement in relation to any offer of units in the Fund/Trust, in each case in New Zealand, other than to a person who is a Wholesale Investor; and
- I/We will notify Equity Trustees if I/we cease to be a Wholesale Investor; and
- I/We have separately provided a signed Wholesale Investor Certification located at the end of this Application Form.

All references to Wholesale Investor in this Declaration are a reference to Wholesale Investor in terms of clause 3(2) of Schedule 1 of the Financial Markets Conduct Act 2013 (New Zealand).

\* Disregard if not applicable.

#### \*Terms and conditions for collection of Tax File Numbers (TFN) and Australian Business Numbers (ABN)

Collection of TFN and ABN information is authorised and its use and disclosure strictly regulated by tax laws and the Privacy Act. Investors must only provide an ABN instead of a TFN when the investment is made in the course of their enterprise. You are not obliged to provide either your TFN or ABN, but if you do not provide either or claim an exemption, we are required to deduct tax from your distribution at the highest marginal tax rate plus Medicare levy to meet Australian taxation law requirements.

For more information about the use of TFNs for investments, contact the enquiries section of your local branch of the ATO. Once provided, your TFN will be applied automatically to any future investments in the Fund/Trust where formal application procedures are not required (e.g. distribution reinvestments), unless you indicate, at any time, that you do not wish to quote a TFN for a particular investment. Exempt investors should attach a copy of the certificate of exemption. For super funds or trusts list only the applicable ABN or TFN for the super fund or trust.

## When you sign this Application Form you declare that you have read, agree to and make the declarations above

| investor 1  | investor 2  |
|---|---|
| Name of individual/entity                                 | Name of individual/entity                                 |
|   |   |
| Capacity (e.g. Director, Secretary, Authorised signatory) | Capacity (e.g. Director, Secretary, Authorised signatory) |
|   |   |
| Signature   | Signature   |
|   |   |
| Date  | Date  |
|   |   |
| Company Seal (if applicable)                              |   |
|   |   |
|   |   |
|   |   |
|   |   |

#### SECTION 9 – AML/CTF IDENTITY VERIFICATION REQUIREMENTS

The AML/CTF Act requires the Responsible Entity to adopt and maintain an Anti-Money Laundering and Counter-Terrorism Financing (AML/CTF) Program. The AML/CTF Program includes ongoing customer due diligence, which may require the Responsible Entity to collect further information.

- Identification documentation provided must be in the name of the investor.
- Non-English language documents must be translated by an accredited translator. Provide both the foreign language document and the accredited English translation.
- Applications made without providing this information cannot be processed until all the necessary information has been provided.
- If you are unable to provide the identification documents described please contact Equity Trustees.

These documents should be provided as an original or a CERTIFIED COPY of the original.

#### Who can certify?

Below is an example of who can certify proof of ID documents under the AML/CTF requirements:

- Bailiff
- Bank officer with 5 or more years of continuous service
- Building society officer with 5 or more years of continuous service
- · Chiropractor (licensed or registered)
- Clerk of court
- · Commissioner for Affidavits
- · Commissioner for Declarations
- Credit union officer with 5 or more years of continuous service
- Dentist (licensed or registered)
- Fellow of the National Tax Accountant's Association
- Finance company officer with 5 or more years of continuous service
- Judge of a court
- Justice of the peace
- Legal practitioner (licensed or registered)
- Magistrate
- Marriage celebrant licensed or registered under Subdivision C of Division 1 of Part IV of the Marriage Act 1961
- · Master of a court
- Medical practitioner (licensed or registered)
- Member of Chartered Secretaries Australia
- Member of Engineers Australia, other than at the grade of student
- Member of the Association of Taxation and Management Accountants

- Member of the Australian Defence Force with 5 or more years of continuous service
- Member of the Institute of Chartered Accountants in Australia, the Australian Society of Certified Practicing Accountants or the Institute of Public Accountants
- Member of the Parliament of the Commonwealth, a State, a Territory Legislature, or a local government authority of a State or Territory
- Minister of religion licensed or registered under Subdivision A of Division 1 of Part IV of the Marriage Act 1961
- · Nurse (licensed or registered)
- Optometrist (licensed or registered)
- Permanent employee of Commonwealth, State or local government authority with at least 5 or more years of continuous service.
- Permanent employee of the Australian Postal Corporation with 5 or more years of continuous service
- Pharmacist (licensed or registered)
- · Physiotherapist (licensed or registered)
- Police officer
- Psychologist (licensed or registered)
- Registrar, or Deputy Registrar, of a court
- Shariff
- Teacher employed on a full-time basis at a school or tertiary education institution
- Veterinary surgeon (licensed or registered)

#### When certifying documents, the following process must be followed:

- All copied pages of original proof of ID documents must be certified and the certification must not be older than 2 years.
- The authorised individual must ensure that the original and the copy are identical; then write or stamp on the copied document "certified true copy". This must be followed by the date and signature, printed name and qualification of the authorised individual.
- In cases where an extract of a document is photocopied to verify customer ID, the authorised individual should write or stamp "certified true extract".

## **GROUP A – Individuals/Joint**

|     | h individual investor, individual trustee, beneficial ow<br>ride one of the following primary photographic ID: | ner, o  | r individual agent or authorised representative must   |
|-----|--|---------|--|
|     | A current Australian driver's licence (or foreign equ  | ivalen  | t) that includes a photo and signature.  |
|     | An Australian passport (not expired more than 2 years)   | ars pi  | reviously).  |
|     | A foreign passport or international travel document  | (mus    | t not be expired)  |
|     | An identity card issued by a State or Territory Gove   | ernme   | nt that includes a photo.  |
|     | ou do NOT own one of the above ID documents, plea<br>on from Column B.   | ise pro | ovide one valid option from Column A and one valid   |
| Col | umn A  | Col     | umn B  |
|     | Australian birth certificate.  |         | A document issued by the Commonwealth or a State or Territory within the preceding 12 months   |
|     | Australian citizenship certificate.  |         | that records the provision of financial benefits to the individual and which contains the individual's name and residential address.   |
|     | Pension card issued by Department of Human Services.   |         | A document issued by the Australian Taxation Office within the preceding 12 months that records a debt payable by the individual to the Commonwealth (or by the Commonwealth to the individual), which contains the individual's name and residential address. Block out the TFN before scanning, copying or storing this document.  A document issued by a local government body or utilities provider within the preceding 3 months which records the provision of services to that address or to that person (the document must |
|     |  |         | contain the individual's name and residential address).  If under the age of 18, a notice that: was issued to the individual by a school principal within the preceding 3 months; and contains the name and residential address; and records the period of time that the individual attended that school.  |

#### **GROUP B – Companies**

|        | Australian Registered Companies, provide one of the following (must clearly show the Company's full name, type ate or public) and ACN):  |
|--------|--|
|        | A certified copy of the company's Certificate of Registration or incorporation issued by ASIC.   |
|        | A copy of information regarding the company's licence or other information held by the relevant Commonwealth, State or Territory regulatory body e.g. AFSL, RSE, ACL etc.  |
|        | A full company search issued in the previous 3 months or the company's last annual statement issued by ASIC.   |
|        | If the company is listed on an Australian securities exchange, provide details of the exchange and the ticker (issuer) code.   |
|        | If the company is a majority owned subsidiary of a company listed on an Australian securities exchange, provide details of the holding company name, its registration number e.g. ACN, the securities exchange and the ticker (issuer) code. |
| All of | f the above must clearly show the company's full name, its type (i.e. public or private) and the ACN issued by C.  |
| For F  | Foreign Companies, provide one of the following:   |
|        | A certified copy of the company's Certificate of Registration or incorporation issued by the foreign jurisdiction(s) in which the company was incorporated, established or formed.   |
|        | A certified copy of the company's articles of association or constitution.   |
|        | A copy of a company search on the ASIC database or relevant foreign registration body.   |
|        | A copy of the last annual statement issued by the company regulator.   |
|        | f the above must clearly show the company's full name, its type (i.e. public or private) and the ARBN issued by C, or the identification number issued to the company by the foreign regulator.  |

In addition, please provide verification documents for each beneficial owner or controlling person (senior managing official and shareholder) as listed under Group A.

A beneficial owner of a company is any person entitled (either directly or indirectly) to exercise 25% or more of the voting rights, including a power of veto, or who holds the position of senior managing official (or equivalent) and is thus the controlling person.

## **GROUP C - Trusts**

| Aust  | a Registered Managed Investment Scheme, Government Superannuation Fund or a trust registered with the tralian Charities and Not-for-Profit Commission (ACNC), or a regulated, complying Superannuation Fund, ement or pension fund (including a self-managed super fund), provide one of the following: |
|-------|---|
|       | A copy of the company search of the relevant regulator's website e.g. APRA, ASIC or ATO.  |
|       | A copy or relevant extract of the legislation establishing the government superannuation fund sourced from a government website.  |
|       | A copy from the ACNC of information registered about the trust as a charity   |
|       | Annual report or audited financial statements.  |
|       | A certified copy of a notice issued by the ATO within the previous 12 months.   |
|       | A certified copy of an extract of the Trust Deed (i.e. cover page and signing page and first two pages that describes the trust, its purpose, appointer details and settlor details etc.)   |
| For a | all other Unregulated trust (including a Foreign trust), provide the following:   |
|       | A certified copy of an extract of the Trust Deed (i.e. cover page and signing page and first two pages that describes the trust, its purpose, appointer details and settlor details etc.)   |
|       | If the trustee is an individual, please also provide verification documents for one trustee as listed under Group A.  |
|       | If the trustee is a company, please also provide verification documents for a company as listed under Group B.  |
|       | oreap 5.  |
|       | Group 5.  |
| GR    | OUP D – Authorised Representatives and Agents   |
|       |   |
|       | OUP D – Authorised Representatives and Agents   |
|       | OUP D – Authorised Representatives and Agents  ddition to the above entity groups:  If you are an Individual Authorised Representative or Agent – please also provide the identification  |

#### **SECTION 10 – GLOSSARY**

Custodian - means a company that:

- a) is acting in the capacity of a trustee; and
- b) is providing a custodial or depository service of the kind described in item 46 of table 1 in subsection 6(2) of the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (AML/CTF Act); and
- c) either:
  - holds an Australian financial services licence authorising it to provide custodial or depository services under the Corporations Act 2001; or
  - ii. is exempt under the Corporations Act 2001 from the requirement to hold such a licence; and
- d) either:
  - i. satisfies one of the 'geographical link' tests in subsection 6(6) of the AML/CTF Act; or
  - ii. has certified in writing to the relevant reporting entity that its name and enrolment details are entered on the Reporting Entities Roll; and
- e) has certified in writing to the relevant reporting entity that it has carried out all applicable customer identification procedures and ongoing customer due diligence requirements in accordance with Chapter 15 of the AML/CTF Rules in relation to its underlying customers prior to, or at the time of, becoming a customer of the reporting entity.