# Core Value Portfolio

**Product Disclosure Statement** 

ARSN 162 396 885 APIR SLT0037AU Issue Date 29 November 2022



#### Contents 1. The Portfolio at a glance 3 2. Who is managing the Portfolio? 4 3. About the Portfolio 5 4. How the Portfolio is managed 7 5. Fees and other costs 8 12 6. Risk and risk management 7. Keeping track of your investment 15 8. Tax 16 9. How to invest 18 10. How to withdraw 19 11. Other important information 21

24

12. Glossary of important terms

This Product Disclosure Statement ("PDS") was issued on 29 November 2022. This PDS is for the offer of interests in the Core Value Portfolio ARSN 162 396 885, AFSL 292469 (referred throughout this PDS as the "Portfolio").

The PDS has been prepared and issued by Equity Trustees Limited (ABN 46 004 031 298, Australian Financial Services Licence ("AFSL") No. 240975) in its capacity as the responsible entity of the Portfolio (referred throughout this PDS as the "Responsible Entity", "Equity Trustees", "us" or "we"). The investment manager is Core Value Asset Management Pty Ltd (referred to throughout this PDS as the "Investment Manager" or "CVAM"). Quilla Consulting Pty Ltd ("Quilla Consulting" or the "Asset Consultant") provides expert investment and asset consulting support to Stonehouse.

The Responsible Entity has authorised the use of this PDS as disclosure to investors and prospective investors who invest directly in the Portfolio, as well as investors and prospective investors who invest indirectly through an investor directed portfolio service, master trust, wrap account or an investor directed portfolio service-like scheme ("IDPS"). The operator of an IDPS is referred to in this PDS as the "IDPS Operator" and the disclosure document for an IDPS is referred to as the "IDPS Guide". If you invest through an IDPS, your rights and liabilities will be governed by the terms and conditions of the IDPS Guide. Equity Trustees consents to the use of this PDS by IDPS Operators who include the Portfolio on their investment menus but accept no responsibility for IDPS Operators or any failure by an IDPS Operator to provide Indirect Investors with a current version of this PDS as provided by Equity Trustees or to withdraw the PDS from circulation if required by Equity Trustees. Please ask your adviser if you have any questions about investing in the Portfolio (either directly or indirectly through an IDPS).

This PDS is prepared for your general information only. It is not intended to be a recommendation by the Responsible Entity, Investment Manager, any associate, employee, agent or officer of the Responsible Entity, Investment Manager or any other person to invest in the Portfolio. This PDS does not take into account the investment objectives, financial situation or needs of any particular investor. You should not base your decision to invest in the Portfolio solely on the information in this PDS. You should consider whether the information in this PDS is appropriate for you, having regard to your objectives, financial situation and needs and you may want to seek professional financial advice before making an investment decision.

Equity Trustees, the Investment Manager and their employees, associates, agents or officers do not guarantee the success, repayment of capital or any rate of return on income or capital or the investment performance of the Portfolio. Past performance is no indication of future performance. An investment in the Portfolio does not represent a deposit with or a liability of Equity Trustees,

the Investment Manager or any of their associates. An investment is subject to investment risk, including possible delays in repayment and loss of income or capital invested. Units in the Portfolio are offered and issued by the Responsible Entity on the terms and conditions described in this PDS. You should read this PDS in its entirety because you will become bound by it if you become a direct investor in the Portfolio.

The forward looking statements included in this PDS involve subjective judgment and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, Equity Trustees, the Investment Manager and their officers, employees, agents and associates. Actual future events may vary materially from the forward looking statements and the assumptions on which those statements are based. Given these uncertainties, you are cautioned to not place undue reliance on such forward looking statements.

In considering whether to invest in the Portfolio, investors should consider the risk factors that could affect the financial performance of the Portfolio. Some of the risk factors affecting the Portfolio are summarised in Section 6.

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 US Securities Act of 1933 as amended ("US Securities Act"). Equity Trustees may vary its position and offers may be accepted on merit at Equity Trustees' discretion. The units in the Portfolio have not been, and will not be, registered under the US Securities Act unless otherwise determined by Equity Trustees and may not be offered or sold in the US to, or for, the account of any US Person (as defined) except in a transaction that is exempt from the registration requirements of the US Securities Act and applicable US state securities laws.

If you received this PDS electronically, you will need to print and read this document in its entirety. We will provide a paper copy free upon request during the life of this PDS.

Certain information in this PDS is subject to change. We may update this information. You can obtain any updated information:

by visiting the Equity Trustees website at www.eqt.com.au A paper copy of the updated information will be provided free of charge on request.

You may contact Equity Trustees:

- by writing to GPO Box 2307 Melbourne VIC 3001; or
- by calling +613 8623 5000

Unless otherwise stated, all fees quoted in the PDS are inclusive of GST, after allowing for an estimate for Reduced Input Tax Credits ("RITC"). All amounts are in Australian dollars unless otherwise specified. All references to legislation are to Australian law unless otherwise specified.

# 1. The Portfolio at a glance

	9.5
Core Value Portfolio ARSN 162	396 885 APIR SLT0037AU
Snapshot	A diversified investment portfolio with the flexibility to be managed more conservatively or aggressively, primarily to be used as the 'core' of a client's portfolio when appropriate.
What the Portfolio invests in	<ul> <li>Cash and fixed interest: 15 to 60%</li> <li>Property: 0 to 25%</li> <li>Equities: 25 to 65%</li> <li>Alternatives: 5 to 35%</li> </ul>
Performance objectives	Over rolling 5 year periods,  Returns of 3.5% p.a. above the Cash Rate <sup>1</sup> , and  6% p.a. target volatility  as measured by standard deviation of returns <sup>2</sup> .
Level of risk over suggested investment timeframe	Medium.
Suggested investment timeframe	Minimum 5 years.
Portfolio inception	April 2013.
Management fees and costs	1.62% p.a. of the Net Asset Value ("NAV") (including GST less RITCs)
Performance Related Fee	This is a fee only payable when both the High Water Mark and the Cash Rate for the Portfolio are exceeded. A Performance Related Fee is calculated as 10.25% (including net GST) on any Portfolio performance above the High Water Mark and the Cash Rate.  Refer to section 5 for details.
Minimum initial investment and account balance	\$25,000
Minimum withdrawal and additional investment	\$1,000
Applications	Weekly and monthly.
Withdrawals	Weekly and monthly.
Distributions	30 June.  Distribution amounts will vary and there may be occasions when there is no distribution paid.
Entry/exit fee	None.
Buy and Sell Spreads	Both 0.25% but zero for reinvested distributions.
Unit prices	Weekly and monthly.

<sup>&</sup>lt;sup>1</sup> The Cash Rate is the 30 day Australian Bank Bill return. The performance objective is expressed after the deduction of Management Costs. See section 5 for details on fees and costs and section 8 for details on taxation. Performance (or investment) objectives are not intended to be a forecast. The Portfolio may not achieve its objectives. Returns are not guaranteed.

<sup>&</sup>lt;sup>2</sup> Volatility is a measure of how quickly investment returns go up and down - the higher the percentage, the faster it moves up and down. For the more scientifically minded it is measured by standard deviation, a measure of the degree of variation of returns around the mean (average) return, where increasing levels of dispersion around the mean leads to a higher standard deviation, indicating a higher degree of volatility and risk.

# 2. Who is managing the Portfolio?

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

# The Investment Manager

#### About Core Value Asset Management

Core Value Asset Management (CVAM) is a privately-owned investment management firm that is supported by a group of boutique financial advisory firms.

The investment management philosophy of CVAM is founded on the following principles:

- Diversification Holding an astute mix of assets and strategies that have attractive risk and return characteristics and are sufficiently robust to withstand a range of different economic and market conditions.
- Preservation of capital Aiming to limit losses during difficult market conditions via methods such as dynamic asset allocation and the use of alternative investments which are often designed to take advantage of volatile or downward trends in markets. This is crucial to the method of generating and sustaining long term wealth.
- Value based investing Constantly analyse asset class valuations to establish those that are under-and over-valued relative to their 'intrinsic' value. Essentially CVAM aims to invest in assets that are cheap or, under-valued, and take profits or rebalance when markets become over-valued.
- Active management Regularly monitoring investments and being more active in reallocating from both an asset allocation

and individual investment standpoint to help ensure optimal results and the avoidance of numerous risks associated with a simple 'index' or 'strategic' approach.

CVAM holds an Australian Financial Services Licence (No. 292469), granted by the Australian Securities and Investments Commission (ASIC).

#### The CVAM Team

Senior Partners from a group of independent boutique advisory groups chair the Investment Committee to manage the Portfolio, in turn supported by:

- key independent investment consultants with an array of knowledge and skills from years of experience in portfolio management, and
- Quilla Consulting as appointed asset managers to advise the CVAM Investment Committee.

#### Asset Management Consultants

Quilla Consulting is an independent, boutique investment manager providing structured solutions that are managed to meet specific portfolio objectives.

Quilla Consulting specialise in:

- Manager Research, incorporating their own qualitative and quantitative research; and
- Asset allocation analysis across multiple asset classes and strategies. Asset allocation strategy has been proven to be the primary driver of outcomes for multi-asset portfolios.
- Detailed analysis covering Stress Testing and Back Testing.

This approach increases the likelihood of portfolios achieving their objectives (i.e. smaller draw downs, more risk control and higher probability of achieving return objectives).

#### **BNP Paribas Securities Services**

The Responsible Entity has appointed BNP Paribas Securities Services to act as administrator for the Portfolio. In this capacity, the Administrator performs all general administrative tasks for the Portfolio, including keeping financial books and records and calculating the Net Asset Value of the Portfolio.

The Responsible Entity has entered into an administration agreement with the Administrator, which governs the services that will be provided by the Administrator.

The Investment Manager may at any time, in consultation with the Responsible Entity, select any other administrator to serve as administrator to the Portfolio.

# 3. About the Portfolio

Core Value Portfolio	
Return objectives	The aim, over 5 year rolling periods, is returns of 3.5% p.a. above the Cash Rate and medium volatility.
Risk	The balanced nature of the Portfolio gives it a medium risk profile.

#### Why use the Portfolio?

By investing in the Portfolio, investors receive a diversified investment composition with a focus on the assets achieving positive returns through all market cycles over 5 year rolling periods, thereby likely enhancing the long-term return potential of the Portfolio.

The Portfolio has the flexibility to be managed more conservatively or aggressively and able to be used as the core of a client's own portfolio when appropriate.

Investors are encouraged to complement the Portfolio via the addition of other investments which may include more or less risk depending on their tolerance or overall investment strategy.

#### **Benefits**

This Portfolio can help investors by:

- enabling the core of client portfolios to be continually reviewed and rebalanced as economic and market conditions
- utilising dedicated investment, economic and asset consulting specialists to provide insight into micro- and macro-economic
- applying a systematic due diligence processes to inform portfolio composition and changes as required, and
- accessing wholesale investment vehicles potentially not ordinarily available to retail investors.

### What the Portfolio invests in

The Portfolio is multi-manager and multi-asset class, employing a flexible approach to asset allocation and a broad range of potential investments.

In order to achieve its objectives, the Portfolio is able to access a range of investments which individual investors may not be able to access directly themselves. This includes a broad range of Australian and International investments, many of which are themselves further diversified across various assets, sectors, styles and strategies.

Additionally, the Portfolio has the flexibility to minimise exposure to investments believed to have a high risk of delivering disappointing returns, operating within wide asset allocation ranges rather than being tied to rigid strategic asset allocation benchmarks.

The Portfolio can also often gain access to investments at a lower cost than individual investors could achieve and use portfolio construction and risk management techniques that are often not available to retail investors, such as using derivatives selectively to help reduce the impact of, for example, currency fluctuations.

The Portfolio can use "alternative" investments, which can provide useful diversification benefits in difficult market conditions. See below for a description of what "alternative" investments can include. Although some alternative investments can be less liquid than mainstream assets, overall portfolio liquidity is managed with the goal of providing acceptable withdrawal periods to investors.

#### Asset ranges

The Portfolio offers exposure to local and international equities, property, fixed interest and alternative investments, as well as some cash. It is generally managed within the following asset allocation ranges:

Asset class	% of Net Asset Value
Cash and fixed interest	15 to 60%
Property	0 to 25%
Equities	25 to 65%
Alternatives	5 to 35%

Long biased equity hedge funds and some private equity fall within the Equities asset class. Alternative investments can include multi-asset and multi-strategy funds, lowly correlated (market neutral) hedge funds, trading funds/managed futures and commodities. Some of these alternative investments may exhibit low risk, incremental return characteristics and can be lowly correlated to other asset classes.

The actual investment mix can change significantly and quickly as markets move, and occasionally the Portfolio may move outside the ranges specified above by up to 10% of Net Asset Value (and at times exposures may remain outside their range, for example where risk is being reduced or to plan for upcoming redemptions or distributions).

#### Performance objectives

The Portfolio aims to produce returns above the prevailing Cash Rate after fees, over the medium to long term, with medium risk.

Particularly, its objectives are to achieve, over rolling 5 year

- returns of 3.5% p.a. above the Cash Rate, and
- 6% p.a. target volatility

as measured by standard deviation of returns, but remember that neither of these are guaranteed, forecast or promised.

For performance and asset exposure of the Portfolio, please speak to your adviser.

#### Investment operations

CVAM and Quilla Consulting have each appointed experienced executives to the Portfolio's Investment Committee.

This committee is CVAM's principal investment body. It is responsible for managing and reviewing the performance of the Portfolio in line with its objectives. In addition to monthly board and weekly implementation meetings, members of the committee also regularly review market conditions and assess new information to assist in making appropriate investment decisions.

### Investment process

To meet the investment objective of helping investors create wealth carefully over time by foregoing some of the larger gains in boom periods, whilst seeking to deliver returns in calmer phases and avoiding heavy losses to capital in difficult market conditions.

CVAM does this by:

- positioning the Portfolio with the appropriate asset mix to achieve the investment objectives based on forward looking scenarios, asset class valuations, sentiment and momentum indicators
- investing across different markets, strategies and investments with a rigorous due diligence process,

- focusing on preserving capital by aiming to limit major capital losses during difficult market conditions, through the use of alternative investments and portfolio protection strategies, and
- taking a medium to long term approach.

# 4. How the Portfolio is managed

#### Multi-manager, multi-asset class

The Portfolio is multi-manager and multi-asset class.

This is an investment approach that combines asset allocation advice, investment manager selection, risk management services, administration and reporting into a convenient portfolio.

Having these services combined can save investors time, money and stress, as these important tasks are undertaken by a dedicated team of experienced investment professionals.

#### Active management

The Portfolio reflects core views on the way markets are expected to develop over the medium term.

The investment process is dynamic, managed in real time. Only the most appropriate investments are represented in the Portfolio.

Quilla Consulting's full time research team provides expertise to the Portfolio Investment Committee to manage both the overall asset allocation and managed investment selection for the Portfolio.

#### Comprehensive research and portfolio construction

Quilla Consulting's proprietary qualitative and quantitative research and investment models, together with selected research from respected providers, are employed in the management of the Portfolio.

There is a constant strive to mix the assets of the Portfolio to best reflect those asset classes or sectors that offer the best risk-reward trade-offs. Allocation is then made to carefully selected investment managers who are considered to be specialists within their asset class or sector. The Portfolio will also invest directly into asset classes when considered prudent to do

#### Why diversification is important

The aim is to ensure that the Portfolio is truly diversified.

True diversification is key to minimising the impact of unexpected risk and return outcomes

There is flexibility to tilt the Portfolio towards those asset classes or sectors which are considered more likely to achieve the long-term return objectives and avoid those with a higher risk of delivering disappointing returns. There is flexibility to invest across wide asset allocation ranges, therefore being unconstrained by strategic asset allocation benchmarks.

The Portfolio reflects core views on the way markets are expected to develop over the medium to long term. To ensure appropriate diversification, alternative scenarios are taken into account which. though perhaps considered less likely, could otherwise result in significantly different risk and return outcomes.

In short, this is a truly diversified portfolio where the focus is on investment outcomes. The portfolio is designed to generate attractive, regular compounding returns under the base scenario and be robust enough to withstand the impacts of alternative scenarios in order to limit any major reductions of capital.

#### Why alternative investments are important

Alternative investments are those other than shares, property, cash and fixed interest.

These days, many consider alternative investments not so alternative as such. Rather, many institutional and sophisticated investors realise that alternative investments should form an essential part of any robust portfolio.

Alternative investments are important because they provide different sources of returns, returns that can often be lowly correlated to those investments that make up mainstream markets, so that when a mainstream investment falls in value, an alternative investment that is lowly correlated with that mainstream investment may fall far less or may even increase in value.

CVAM and Quilla Consulting have always incorporated appropriate alternative investments within diversified portfolios, generally more so than traditional diversified funds. This is as a result of the long-held belief that it is just as important to minimise the downside when constructing portfolios to preserve or increase investors wealth.

Alternative investments can include:

- hedge funds,
- managed futures,
- private equity,
- commodities,
- infrastructure, and
- gold and other precious metals.

Investing in alternatives can also include investing in traditional markets, but in non-traditional ways. For example, an investment manager may be able to 'short' equities, allowing them to profit when traditional shares fall in value.

# 5. Fees and other costs

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.

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.

This section shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the assets of the managed investment scheme as a whole.

Taxes are set out in another part of this document. You should read all the information about fees and costs because it is important to understand their impact on your investment.

### Fees and Costs Summary

Core Value Portfolio						
Type of fee or cost	Amount	How and when paid				
Ongoing annual fees and costs <sup>1</sup>						
Management fees and costs The fees and costs for managing your investment	1.62% of the NAV of the Portfolio	The management fees component of management fees and costs are accrued weekly and paid from the Portfolio 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 Portfolio as they are incurred.				
		The management fees component of management fees and costs can be negotiated. Please see "Differential fees" in the "Additional Explanation of Fees and Costs" for further information.				
Performance fees Amounts deducted from your investment in relation to the performance of the product	0.67% of the NAV of the Portfolio <sup>2</sup>	Performance fees at the Portfolio level are calculated weekly and paid monthly in arrears from the Portfolio and reflected in the unit price. Performance fees at the interposed vehicle level are reflected in the value of the Portfolio's investment in the relevant interposed vehicle, and therefore reflected in the unit price.				
Transaction costs The costs incurred by the scheme when buying or selling assets	0.02% of the NAV of the Portfolio	Transaction costs are variable and deducted from the Portfolio as they are incurred and reflected in the unit price. They are disclosed net of amounts recovered by the buy-sell spread.				
Member activity related fees and costs (fees	s for services or when your money moves in o	r out of the 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				

Core Value Portfolio							
Buy-sell spread  An amount deducted from your investment representing costs incurred in transactions by the scheme	0.25% upon entry and 0.25% upon 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 Portfolio and are not separately charged to the investor. The Buy Spread is paid into the Portfolio as part of an application and the Sell Spread is left in the Portfolio as part of a redemption.					
Withdrawal fee The fee on each amount you take out of your investment	Not applicable	Not applicable					
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 Portfolio, investing the assets of the Portfolio, expenses and reimbursements in relation to the Portfolio 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 0.77% p.a. of the NAV of the Portfolio is payable to the Responsible Entity of the Portfolio for managing the assets and overseeing the operations of the Portfolio. The management fees component is accrued weekly and paid from the Portfolio 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 0.85% p.a. of the NAV of the Portfolio may include other ordinary expenses of operating the Portfolio, as well as management fees and costs (if any) arising from interposed vehicles in or through which the Portfolio invests. The indirect costs and other expenses component is variable and reflected in the unit price of the Portfolio 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 the relevant costs incurred during the financial year ended 30 June 2022.

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 Portfolio, as well as the performance of interposed vehicles through which the Portfolio invests. The performance fees for the Portfolio are 0.67% of the NAV of the Portfolio.

The performance fee figure that is disclosed in the Fees and Costs Summary is generally based on an average of the performance fees over the previous five financial years, where each performance fee relevant to the Portfolio is averaged and totalled to give the performance fees for the Portfolio.

In terms of the performance fees payable to the Investment Manager, performance fees are payable to the Investment the investment performance Manager where the Portfolio exceeds the performance of the 30 day Australian Bank Bill return. The performance fees are 10.25% of this excess, calculated weekly and paid monthly in arrears from the Portfolio and calculated based on the beginning NAV of the Portfolio over the relevant period.

No performance fees are payable unless the unit price at the end of the relevant month is greater than the highest month end unit price previously achieved by the Portfolio, adjusted for any distributions. This feature is referred to as a high-water mark.

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 Portfolio 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 Portfolio will be. Information on current performance fees will updated from time to time and available at www.eqt.com.au/insto.

## Performance fee example

The example below is provided for illustrative purposes only and does not represent any actual or prospective performance of the Portfolio. We do not provide any assurance that the Portfolio will achieve the performance used in the example and you should not rely on this example in determining whether to invest in the Portfolio.

The following is an example of the performance fee expense for a one month period ending 30 June ("Performance Fee Period") payable on units of the Portfolio. Terms referred to below have the same meaning as detailed in the Fees and other costs section of the PDS.

<sup>&</sup>lt;sup>2</sup> This represents the performance fee of the Portfolio which is payable as an expense of the Portfolio to the Investment Manager, as well as the performance fee in respect of interposed vehicles in which the Portfolio invests. See "Performance fees" below for more information.

#### Assumptions:

- The percentage movement in the 30 day Australian Bank Bill Return for the Performance Fee Period is 1%;
- The Portfolio's investment return after deduction of management fees, but before any performance fee accrual for the Performance Fee Period is 2%; and
- The unit price at the end of the Performance Fee Period is greater than the highest month end unit price previously achieved by the Portfolio, adjusted for any distributions.

On the basis of the above assumptions and if the Portfolio NAV (after deduction of management costs, but excluding any performance fee accrual) attributable to an investor's units was \$50,000, the performance fee in respect of those units would be approximately \$51.25 (2% Portfolio net return less 1% Benchmark return = 1% outperformance x 10.25%).

Please note that the 'investment return' specified in this example:

- is only an example to assist investors to understand the effect of the performance fee expense on the investment return of the Portfolio; and
- is not a forecast of the expected investment return for the Portfolio.

#### Transaction costs

In managing the assets of the Portfolio, the Portfolio may incur transaction costs such as brokerage, buy-sell spreads in respect of the underlying investments of the Portfolio, 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 Portfolio invests (if any), that would have been transaction costs if they had been incurred by the Portfolio 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 Portfolio 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 Portfolio.

The Buy/Sell Spread that is disclosed in the Fees and Costs Summary is a reasonable estimate of transaction costs that the Portfolio will incur when buying or selling assets of the Portfolio. 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 Portfolio and are not separately charged to the investor. The Buy Spread is paid into the Portfolio as part of an application and the Sell Spread is left in the Portfolio as part of a redemption and not paid to Equity Trustees or the Investment Manager. The estimated Buy/Sell Spread is 0.25% upon entry and 0.25% upon exit. The dollar value of these costs based on an application or a withdrawal of \$25,000 is \$62.50 for each individual transaction. The Buy/Sell Spread can be altered by the Responsible Entity at any time and www.eat.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 Portfolio's assets and are reflected in the Portfolio's unit price as an additional cost to the investor, as and when they are

The gross transaction costs for the Portfolio are 0.09% p.a. of the NAV of the Portfolio, which is based on the relevant costs incurred during the financial year ended 30 June 2022.

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 Portfolio. 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 Portfolio and as such these expenses may increase or decrease accordingly, without notice.

#### Payments to IDPS Operators

Subject to the law, annual payments may be made to some IDPS Operators because they offer the Portfolio 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 Wholesale Clients. Please contact the Investment Manager on 1300 778 663 for further information.

#### Taxation

Please refer to Section 8 of the Product Disclosure Statement for further information on taxation.

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 – Core Value Portfolio					
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 Management fees and costs	1.62% p.a.	And, for every \$50,000 you have in the Core Value Portfolio you will be charged or have deducted from your investment \$810 each year			
Plus Performance fees	0.67%	And, you will be charged or have deducted from your investment \$335 in performance fees each year			

EXAMPLE – Core Value Portfolio					
Plus Transaction costs	0.02% p.a.	And, you will be charged or have deducted from your investment \$10 in transaction costs			
Equals Cost of Core Value Portfolio		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: \$1,155*  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 fees stated in this table are based on the average performance fee for the Portfolio and interposed vehicles through which the Portfolio invests, generally over the previous five financial years. The performance of the Portfolio 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 Portfolio 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.

# 6. Risk and risk management

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 Portfolio. 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 the Investment Manager do not quarantee the liquidity of the Portfolio's investments, repayment of capital or any rate of return or the Portfolio's investment performance. The value of the Portfolio's investments will vary. Returns are not guaranteed and you may lose money by investing in the Portfolio. 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 Portfolio is also subject to change.

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

### Key Risks

#### Investment risk

#### What is investment risk?

This is the risk that the value of an individual investment in a portfolio may change in value or become more volatile, potentially causing a reduction in the value of the Portfolio and increasing its volatility.

Reasons can be many, and include changes in an investment's operations, management or business environment, or what people think of the investment.

#### How is this addressed?

The Portfolio Investment Committee chooses and monitors the chosen underlying investments and managers carefully and changes them when it thinks it appropriate.

The Portfolio is diversified, including by setting limits such as at the individual investment level.

#### Market risk

#### What is market risk?

This is the risk that an entire market, country or economy changes in value or becomes more volatile, including the risk that the purchasing power of the currency changes (either through inflation or deflation), potentially causing a reduction in the value of the Portfolio and increasing its volatility.

Reasons can be many, and include changes in economic, financial, technological, political, climate, health or legal conditions, natural and man-made disasters, conflicts and changes in market sentiment.

#### How is this addressed?

The Portfolio Investment Committee monitors markets globally, as it considers appropriate and practicable, undertaking its own research as well as analysing leading market research, and uses sophisticated tools to model Portfolio behaviour under various conditions. The Portfolio is diversified across markets and is repositioned strategically as considered appropriate.

### Borrowing risk

#### What is borrowing risk?

This is the risk associated with borrowing (or gearing or leverage), particularly that borrowing (both direct borrowing or indirect borrowing using derivatives) magnifies both good and bad returns. Also, the inability to borrow as and when needed, and a lender who suffers financial problems, can adversely affect the Portfolio.

#### How is this addressed?

Any borrowing in the Portfolio is limited: from time to time relatively small amounts may be borrowed on an interim basis to take advantage of specific investment opportunities, or to meet redemptions, distributions, or short-term Portfolio obligations, and then only if the borrowing is considered to be prudent and in the best interests of all investors. Such borrowing is only from leading banks. Borrowing would not result in the Portfolio being leveraged.

The Portfolio Investment Committee considers any borrowing by underlying investments when deciding whether to include them in the Portfolio.

#### What is financial instruments risk?

This is the risk associated with using sophisticated financial instruments such as derivatives, including swaps and options. Risks associated with using these tools include the value of a derivative failing to move in line with the underlying asset. potential illiquidity of a derivative, the Portfolio (or the underlying investment) not being able to meet payment obligations as they arise, potential leverage (or gearing) resulting from the position and counterparty risk (counterparty risk is where the other party to the derivative cannot meet its obligations).

#### How is this addressed?

The Portfolio Investment Committee may use derivatives where it considers it appropriate to reduce Portfolio risk or to gain exposures to certain types of assets. Derivatives can include instruments such as futures, options, forward currency contracts and swaps, and these may be exchange-traded or over-the-counter. The Portfolio does not use derivatives to create leverage in the Portfolio.

Leading professionals are employed and always have a thorough understanding of the financial instruments used. We deal with issuers and counterparties we consider to be reputable. If using a financial instrument brings with it the potential to pay more money, the Portfolio Investment Committee makes sure it has the money or assets set aside.

Such exposures are monitored frequently (usually daily), and they may be adjusted to maintain appropriate exposures. To the extent considered appropriate and practicable the Portfolio Investment Committee aims to ensure that underlying investment managers have derivatives strategies which are considered acceptable.

The Portfolio may invest in underlying funds that may use derivatives to manage risk and/or gain exposure to asset classes. Derivatives used in an underlying fund may result in leverage: that is, the effective exposure to a particular asset, asset class or combination of asset classes exceeding the value of that underlying investment portfolio. The effect of using derivatives to provide leverage may not only result in capital losses but also an increase in the volatility and magnitude of the returns (both positive and negative) for the underlying investment portfolio. Leverage magnifies returns and magnifies losses. By way of a simple example, assume the underlying investment portfolio's investments were \$10m and leverage represented a further \$10m. A 1% increase in the return on the assets of the underlying investment portfolio results in a 2% increase in return. But 1% decrease in the return on the assets of the underlying investment portfolio results in a 2% loss.

Unfortunately using Derivatives to reduce Portfolio risk is not always successful, is not always used to offset all relevant Portfolio risk and is sometimes not cost effective or practical to use.

#### Interest rates risk

#### What is interest rate risk?

This is the risk that changes in interest rates can have a negative impact on certain investment values or returns.

Reasons for interest rates changes are many and include changes in inflation, economic activity and Reserve Bank policies.

#### How is this addressed?

The Portfolio Investment Committee monitors interest rate impact on the Portfolio and adjusts the Portfolio as it considers appropriate. It may also seek to offset (or hedge) some interest rate exposure where practicable and cost effective.

#### What is inflation risk?

This is the risk that increases in inflation will undermine the performance of the various investment markets in which the Portfolio invests. As noted above inflation can also have an effect on Reserve Bank policies.

Reasons for inflation are varied. Some reasons can include (but are not limited to) growth of the money supply and the rising costs of raw materials, labour and/or production.

#### How is this addressed?

The Portfolio Investment Committee monitors inflation rates in key economies that could impact on the Portfolio. The Portfolio can invest in assets whose goal is to partly or fully reduce the risk of inflation on the Portfolio. Such investments can have anti-inflationary characteristics such as inflation linked bonds, gold and products linked to the price of gold.

#### Currency risk

#### What is currency risk?

This is the risk that changes in the value of currencies can have a negative impact on returns.

This risk arises because investments which are based overseas, or which are exposed to other countries are often denominated in other currencies. When currencies change in value relative to one another, the value of investments based on those currencies can change as well.

Investment managers sometimes aim to "hedge" some of this risk. This involves some financial arrangement designed to offset changes in currencies. Sometimes derivatives can be used for this

Unfortunately hedging is not perfect. It is not always successful, is not always used to offset all Portfolio currency risk and is sometimes not cost effective or practical to use.

#### How is this addressed?

To the extent it is considered appropriate and practicable, the Investment Manager may hedge some foreign currency risk or use investment managers which do so from time to time.

In spite of some potential hedging from time to time, currency risk remains, and currency movements will have both a positive and negative impact on the Portfolio.

#### Withdrawal risk

#### What is withdrawal risk?

This is the risk that your withdrawal requests cannot be met when you expect.

Cash is paid to your account when you withdraw, as such investments in the Portfolio may need to be sold to pay you. Depending on factors such as the state of the markets, selling investments is not always possible, practicable or consistent with the best interests of investors.

This is one of the reasons why the Constitution specifies limited circumstances where there could be a delay in meeting your withdrawal requests. The law sometimes restricts withdrawals.

The Portfolio is not listed on any stock exchange, so selling your units through a stockbroker is not possible and, although you may sell your units, you may not find a buyer or a buyer at the price you want (see section 10).

#### How is this addressed?

The Portfolio Investment Committee seeks to meet withdrawal requests soon after the Portfolio receives them (see section 10).

The Portfolio Investment Committee does this by monitoring Portfolio liquidity levels and seeking to ensure it has, or anticipates having access to, enough liquid assets for when it is anticipated they would normally be needed.

#### What is structure risk?

This is the risk associated with having someone invest for you.

Risks associated with investing in the Portfolio include that it could be terminated, there can be changes in the responsible entity, the Investment Manager, the Asset Consultant or chosen investment managers (or in investment and management teams or key relationships), someone involved with your investment (even remotely) does not meet their obligations or perform as expected, assets may be lost, not recorded properly or misappropriated, laws may adversely change, insurers may not pay when expected or insurance may be inadequate. Investment decisions by us or chosen investment managers, although taken carefully, are not always successful.

Investing through an IDPS also brings some risks that the IDPS Operator may not perform its obligations properly.

Investing in the Portfolio may give inferior results compared to investing directly (for example you avoid the impact of others coming and going and may be able to manage your tax situation better). The value of the Portfolio's underlying investments, as obtained from independent valuation sources, may not accurately reflect the realisable value of those investments.

#### How is this addressed?

The Responsible Entity and the Investment Manager diligently comply with laws. Disaster recovery systems and procedures are regularly tested. Insurance is maintained as law requires. We employ a range of people we trust, who are ethical, experienced and professional.

#### 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 and other service providers could be reduced, delayed, suspended or otherwise disrupted.

Whenever investments are made, the potential for returns in light of the likely risks involved are carefully assessed. Risk is considered at every stage and level of the investment process. As far as is practicable, risk is managed at both the individual investment and the Portfolio level, both pre-investment and post-investment, and equal emphasis is placed on the portfolio construction and the portfolio management processes.

This disciplined approach includes:

- the careful selection and monitoring of underlying investments and investment managers, including monitoring their key risks and expected behaviour to quickly identify and address any exceptions,
- applying a rigorous portfolio construction process using sophisticated proprietary risk modelling systems,
- ensuring appropriate diversification across investment managers, investment sectors and geographic locations,
- using sophisticated financial tools to offset specific risks,
- conducting comprehensive investment and compliance monitoring and reporting,
- employing straight-through-processing for many operations via central databases and automated systems, and
- maintaining a comprehensive business continuity plan including a remote site, fully tested at least annually.

However, many risks are difficult or impracticable to manage effectively and some risks are beyond our and the Investment Manager's control altogether. Remember, investing involves risk, and you can lose as well as make money. Neither returns nor the money you invest in the Portfolio is guaranteed.

If you have any concerns regarding risks you should contact your adviser.

#### Risk generally

The significant risks of investing in managed investment schemes generally include the risks that:

- the value of investments will vary,
- the level of returns will vary, and future returns will differ from past returns
- returns are not guaranteed, and investors may lose some or all of their money, and
- laws change.

The level of risk for you particularly will vary depending on a range of other factors, including age, investment timeframe, how other parts of your wealth are invested, and your risk tolerance. If you are unsure whether this investment is suitable for you, we recommend you consult a professional financial adviser.

Further information about the risks of investing in managed investment schemes can be found on the ASIC's MoneySmart website at www.moneysmart.gov.au.

#### Risk measure

The Investment Manager considers that the "standard risk measure" for the Portfolio is a medium risk rating, which means that the estimated number of negative annual returns over any 20 year period is 2 to less than 3. On a scale of 1 to 7 where 7 is riskiest in this respect, the Portfolio is in category 4.

The standard risk measure is based on industry guidance to allow investors to compare investment options that are expected to deliver a similar number of negative annual returns over any 20 year period. It is not a complete assessment of all forms of investment risk. For instance, it does not detail what the size of a negative return could be or the potential for a positive return to be less than an investor may require to meet their objectives. Further, it does not take into account the impact of fees and taxes on the likelihood of a negative return.

Investors should still ensure they are comfortable with the risks and potential losses associated with the Portfolio.

# 7. Keeping track of your investment

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, you 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.

We will make the following statements available to all investors;

- A transaction confirmation statement, showing a change in your unit holding (provided when a transaction occurs or on request).
- The Portfolio's annual audited accounts for each period ended 30 June
- Annual distribution, tax and confirmation of holdings statements for each period ended 30 June.
- Annual report detailing each of the following:
  - the actual allocation to each asset type;
  - the liquidity profile of the Portfolio assets as at the end of the period;
  - the maturity profile of the liabilities as at the end of the period:
  - the derivative counterparties engaged (including capital protection providers);
  - the leverage ratio (including leverage embedded in the assets of the Portfolio, other than listed equities and bonds) as at the end of the period; and
  - the key service providers if they have changed since the latest report given to investors, including any change in their related party status.

The following information is disclosed monthly:

- the current total NAV of the Portfolio and the withdrawal value of a unit in each class of units as at the date the NAV was calculated:
- the monthly or annual investment returns over at least a five-year period (or, if the Portfolio has not been operating for five years, the returns since its inception);
- any change to key service providers if they have changed since last report given to investors;
- for each of the following matters since the last report on those matters:
  - the net return on the Portfolio's assets after fees, costs and taxes;
  - any material change in the Portfolio's risk profile;
  - any material change in the Portfolio's strategy; and
  - any change in the individuals playing a key role in investment decisions for the Portfolio.

By applying to invest in the Portfolio, you agree that, to the extent permitted by law, any periodic information which is required to be given to you under the Corporations Act or ASIC policy can be given to you by making that information available on Equity Trustees' or the Investment Manager's website.

Please note that Indirect Investors who access the Portfolio through an IDPS will receive reports directly from the IDPS Operator and not from the Responsible Entity. However, Equity Trustees will be providing the reports described above to relevant IDPS Operators. Indirect Investors should refer to their IDPS Guide for information on the reports they will receive regarding their investment

If and when the Portfolio has 100 or more direct investors, it will be classified by the Corporations Act as a 'disclosing entity'. As a disclosing entity the Portfolio will be subject to regular reporting and disclosure obligations. Investors would 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

Portfolio may be obtained through ASIC's website at www.asic.gov.au.

#### Tax implications

This information is a general guide only for Australian resident investors who hold their investment on capital account for income tax purposes and is based on our interpretation of the Australian taxation laws and Australian Taxation Office (ATO) administrative practices as at the date of the publication of this PDS.

Tax can be complex and this guide is not intended to be a complete statement of all relevant tax laws. Investing through a trust can also mean different things for you from a tax perspective. It is important that you seek timely professional tax advice concerning the particular tax implications before making investment decisions.

#### Distributions

The Fund usually distributes income annually effective at the end of June each year, however distribution frequency can be changed by the RE without notice. Distributions are calculated effective the last day of the distribution period and are normally paid to investors as soon as practicable after the distribution calculation date. The Fund's policy is to distribute all cash income of the Fund unless we consider it in the best interests of investors as a whole to do otherwise.

The Australian Government has enacted a regime for the taxation of managed investment trusts (MITs), referred to as the Attribution Managed Investment Trust (AMIT) rules which may impact how the Fund's tax calculations are prepared (refer below). Where the Fund is a MIT it will make/rely on an election to apply deemed capital account treatment for gains and losses on disposal of eligible investments (including equities and units in trust).

Attribution Managed Investment Trusts (AMITs)

Where the Fund is subject to the new AMIT tax regime:

- The taxable income of the Fund is attributed to you by the Responsible Entity (RE) on a fair and reasonable basis and in accordance with the Fund's constitution. You have rights in limited circumstances to object to any such decision however, we expect that for the most part, all investors of each class will be treated the same.
- Subsequent to its annual distribution, the Fund may discover that it under or over distributed its determined trust components (e.g. where actual amounts differ to the estimates of income used in the distribution calculation). If the amount distributed to an investor exceeds the taxable income attributed to the investor, investors should be entitled to a decrease in the tax cost base of their units. Estimates of these net cost base increase or decrease amounts will also be provided to investors through the AMIT Member Annual Statement ("AMMA Statement").
- Unders and overs of trust components will generally be carried forward and included as an adjustment in the calculation of distributions in the year of discovery.

Non – Attribution Managed Investment Trusts (non-AMIT)

Where the Fund does not qualify or elect to be an AMIT, it will be subject to ordinary trust taxation provisions in the tax legislation.

Investors in the Fund will be made 'presently entitled' to and distributed all of the income of the Fund each year, and will be assessed on their proportionate share of the taxable income of the Fund each year.

#### Taxation of Australian resident investors

Australian resident investors will be required each year to include in their own tax calculations and tax return filings the assessable income, exempt income, non-assessable income and tax offsets allocated to them by the Fund.

The Australian tax law may impact the time that income is brought to account as assessable and included in an investors taxable income. Broadly, the Taxation of Financial Arrangements (TOFA) rules may affect the time at which gains and losses from financial arrangements held by the Fund are recognised for income tax purposes, including whether the gains and losses are recognised on an accruals or realisation basis. Certain foreign income may also be recognised on an accruals basis.

You may be entitled to tax offsets (such as franking credits attached to dividend income and credits for tax paid on foreign income) which may reduce the tax payable by you, and concessional rates of tax may apply to certain forms of taxable income such as capital gains. The ability to utilise these tax offsets and concessional rates of tax may be subject to certain requirements being satisfied.

#### Withdrawals

Australian investors may be liable for tax on any gains realised on the disposal of units when they make a withdrawal from the Fund or when ownership of their units' changes. In calculating any capital gain or capital loss under the CGT provisions, any taxable capital gain arising on disposal of your units may form part of your assessable income. Some investors may be eligible for the CGT discount upon disposal of their units if the units are held of a period of more than 12 months, and certain other requirements are satisfied. You should always obtain professional tax advice about the availability of the CGT discount provisions.

#### Offshore tax rules

The Australian tax treatment of offshore investments is complex. The type of offshore investment held by the Fund may impact the nature of the income and gains derived, as well as the timing of when these amounts are recognised. For example, gains in respect of certain offshore investments may be treated as deemed dividends for Australian tax purposes and capital account treatment not available.

Under Australia's offshore tax rules, the ATO also expects that tax be paid by Australian investors on some gains made on an accruals basis even though those gains realised offshore are not yet received by investors in Australia. This can mean there could be a cash flow issue for investors where there is a liability with no matching payment to fund the liability. If Fund distributions are insufficient, you will need to independently fund any such tax

The Fund's offshore investments may also be subject to foreign income and withholding taxes. Investors may be eligible for tax offsets in respect of these foreign taxes where certain requirements are satisfied.

#### Foreign investors

If you are a non-resident of Australia for tax purposes, the Responsible Entity may be required to withhold tax from taxable income distributions allocated to you.

Additionally, certain laws focus on investors who are not Australian residents for tax purposes. These laws include the US based 'FATCA' laws, and also the 'Common Reporting Standard' which is designed to be a global standard for collection and reporting of tax information. Generally, we report this to the ATO, who then shares this with relevant foreign authorities.

#### TFNs and ABNs

You do not have to disclose you tax file number (TFN) or any Australian Business Number (ABN) you may have, but most investors do. If you choose not to and you do not have an exemption, we must deduct tax at the highest personal rate, plus the Medicare levy, before paying nay distribution to you.

#### What else should you know?

We will send you information after the end of each financial year (June) to help you to complete your tax return, including details of taxable income allocated to you for the year and any net cost base adjustment amount by which the cost base of your units in the Fund should be increased or decreased.

At the time of your initial or additional investment in the Fund there may be accrued income or unrealised capital gains included in the unit price which, if later realised, may be included in the taxable income of the Fund allocated to you. There may also be realised but undistributed income or capital gains in the Fund which may be included in the taxable income allocated to you.

Sometimes when we are administering the Fund we learn new things about past tax matters and need to make adjustments.

Where these matters cannot be treated as under and over distributions, it is possible that we will ask you to adjust your own tax records, or the Fund may pay tax or receive a refund and it can be the investors at the time that are subject to this.

#### Indirect investors

Tax outcomes can be different for indirect investors. We strongly encourage you to seek timely professional advice before making investment decisions.

#### Tax reform

Tax laws change, often substantially. You should monitor reforms to the taxation of trusts in particular and seek your own professional advice that is specific to your circumstances.

# 9. How to invest

#### Applying for units

You can acquire units by completing the Application Form that accompanies this PDS. The minimum initial investment amount for the Portfolio is \$25,000.

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

Core Value Asset Management GPO Box 804 Melbourne VIC 3001

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 Portfolio'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 Portfolio, 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 0.25%.

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

#### How quickly are applications processed?

Equity Trustees generally processes applications each week on a Monday (or next business day) and on the first business day of the month, so they usually need to have your completed application and cleared application monies received by 5pm the business day before (usually this is the Friday before). Processing after the end of June can take longer – up to 6 weeks.

For applications, the unit price next calculated after 5pm Sydney time every Friday and on the last business day of the month is used.

There can be processing delays, for example because your forms are incomplete. If we refuse or are unable to process your request, we will return your money. Law also requires that we return application moneys to you if units are not issued within 30 days of us receiving them. Please note that Equity Trustees does not pay applicants interest on monies received prior to processing days (any interest is credited to the Portfolio). Refunds are made generally less any taxes and transactions (such as bank) fees, and if we are sending money back overseas, the exchange rate applicable at the time will be used.

Stonehouse's website contains a timetable for processing days relating to the Portfolio: visit www.stonehousegroup.com.au.

Once lodged, applications cannot generally be withdrawn. Applications are almost always accepted; however Equity Trustees has discretion to refuse any application and does not need to give a reason.

#### Additional applications

You can make additional investments into the Portfolio at any time by sending us your additional investment amount together with a completed Application Form. The minimum additional investment amount is \$1,000.

### What is the latest application price?

adviser, visit Stonehouse's vour website www.stonehousegroup.com.au or contact Equity Trustees for the latest prices. Remember that quoted unit prices will be historical and are unlikely to be the price you will receive when applying or withdrawing – that price could be higher or lower.

The unit price of the Portfolio is determined at least each week based on the information most recently available.

Unit prices are calculated in three steps:

- the value of the investments of the Portfolio is calculated and from this, the value of the liabilities is taken away – this gives the Net Asset Value,
- this is divided by the number of units on issue, and
- an adjustment is generally made for the Buy Spread.

#### Terms and conditions for applications

Applications can be made at any time. Application cut-off times and unit pricing are set out in the initial applications section above. Please note that we do not pay interest on application monies (any interest is credited to the Portfolio).

Equity Trustees reserves the right to refuse any application without giving a reason. If for any reason Equity Trustees refuses or is unable to process your application to invest in the Portfolio, Equity Trustees will return your application money to you, subject to regulatory considerations, less any taxes or bank fees in connection with the application. You will not be entitled to any interest on your application money in this circumstance.

Under the Anti-Money Laundering and Counter-Terrorism Financing Act 2006, applications made without providing all the information and supporting identification documentation requested on the Application Form cannot be processed until all the necessary information has been provided. As a result, delays in processing your application may occur.

### Cooling off period

If you are a Retail Client who has invested directly in the Portfolio, you may have a right to a 'cooling off' period in relation to your investment in the Portfolio 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 Portfolio 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 Portfolio by the IDPS. The right to cool off in relation to the Portfolio 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 Portfolio. Rather, an Indirect Investor directs the IDPS Operator to arrange for their monies to be invested in the Portfolio 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 Portfolio and any rights an Indirect Investor may have in this regard.

# 10. How to withdraw

#### Payments from the Portfolio

Distributions are automatically reinvested, unless you specifically request otherwise.

Distributions are reinvested into the Portfolio at the price equivalent to the Net Asset Value per unit on the processing day, following the end of June.

You should be aware that depending on your personal circumstances you may need to make a cash payment to the Australian Taxation Office for tax on your distribution, regardless of whether your distribution is reinvested or paid in cash. If your distribution is reinvested you will need to independently fund any such tax liability.

Any distributions payable are usually paid within 6 weeks after the end of June each year.

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

### Making a withdrawal

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

Core Value Asset Management GPO Box 804

Melbourne VIC 3001

The minimum withdrawal amount is \$1,000. Once we receive 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 10 Business Days of receipt of a withdrawal request by transferring the withdrawal proceeds to such investors' nominated bank account. However, the Constitution allows Equity Trustees to reject withdrawal requests and also to make payment up to 180 Business Days after processing of a request (which may be extended in certain circumstances).

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 Portfolio, 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 0.25%. The Withdrawal Price will vary as the market value of assets in the Portfolio rises or falls.

Equity Trustees reserves the right to fully redeem your investment if your investment balance in the Portfolio falls below \$25,000 as a result of processing your withdrawal request. Equity Trustees can deny a withdrawal request or suspend consideration of a withdrawal request in certain circumstances, including where accepting the request is not in the best interests of investors in the Portfolio or where the Portfolio is not liquid (as defined in the Corporations Act). When the Portfolio 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.

#### How quickly are withdrawals processed?

Equity Trustees generally processes withdrawals each week on a Monday (or the next business day) and on the first business day of the month, so usually needs to have your completed withdrawal request by 5pm the business day before (usually this is the Friday before).

For withdrawals, the unit price next calculated after 5pm Sydney time every Friday, and on the last business day of the month is used

Processing after the end of June can take longer – up to 6 weeks.

If Equity Trustees receive a withdrawal request after this, or on a non-business day for us, it will wait for the next processing day.

#### What is the current value of your investment?

Ask your financial adviser or IDPS Operator or contact Equity Trustees for the latest prices. Remember that quoted unit prices will be historical and are unlikely to be the price you will receive when applying or withdrawing - that price could be higher or

The unit price of the Portfolio is determined at least each week based on the information most recently available.

Unit prices are calculated in three steps:

- the value of the investments of the Portfolio is calculated and from this, the value of the liabilities is taken away – this gives the Net Asset Value,
- this is divided by the number of units on issue, and
- an adjustment is generally made for the Sell Spread.

#### There can be delays in accessing your investment

An investor may ask to exit the Portfolio any time, but there is no obligation for Equity Trustees to satisfy the request.

Equity Trustees can delay access to money invested in the Portfolio if it considers it in the best interests of investors, including:

- if the Portfolio (or the underlying portfolios in which they invest) become illiquid (the law and the Constitution dictate this) the Portfolio will stay liquid so long as at least 80% of the assets comprise assets which the law prescribes (such as cash, shares and interests in managed investment schemes unless it is proved that Equity Trustees cannot reasonably expect to realise them within the period specified in the Constitution for satisfying withdrawal requests while the scheme is liquid, that period being 180 business days), and if the Portfolio becomes illiquid, Equity Trustees can, if it wishes, make some money available and the law requires Equity Trustees to allocate this on a pro rata basis among those wanting to exit,
- if something outside Equity Trustees' control impacts on its ability to properly, accurately or fairly calculate the unit price (for example, if the investments are subject to restrictions or if there is material market uncertainty) then Equity Trustees can delay payment for so long as this goes on, and
- if the Portfolio receives requests in respect of any withdrawal processing day, which if paid, would result in 10% or more of the Net Asset Value of the Portfolio calculated on that day having been withdrawn over the previous 4 weeks (then Equity Trustees can stagger those withdrawal payments over a longer period as Equity Trustees considers is in the best interests of investors and payments to investors must be in the proportion that their withdrawal monies bear to all other withdrawal monies which were payable at that processing

Unit prices are generally calculated at the time the delay ends.

## Can you be forced to leave the Portfolio?

Yes, but only in very limited circumstances.

Sometimes Equity Trustees can redeem your investment without asking you first: if you breach your legal obligations to Equity

Trustees, to satisfy money you owe Equity Trustees or anyone else, you fail to meet any minimum holding Equity Trustees may set from time to time (currently generally \$25,000), or where law allows, or stops you from legally being an investor.

# 11. Other important information

The Investment Manager and Quilla Consulting have each given and, as at the date of this PDS, have not withdrawn:

- their respective written consent to be named in this PDS as the Investment Manager and Asset Consultant respectively of the Portfolio: and
- their respective written consent to the inclusion of the statements made about them which are specifically attributed to it, in the form and context in which they appear.

The Investment Manager, the Asset Consultant and the Custodian have not otherwise been involved in the preparation of this PDS or caused or otherwise authorised the issue of this PDS. Neither the Investment Manager, the Custodian nor their employees or officers accept any responsibility arising in any way for errors or omissions, other than those statements for which it has provided its written consent to Equity Trustees for inclusion in this PDS.

You will be issued units in the Portfolio when you invest. Subject to the rights, obligations and restrictions of a class, each unit represents an equal undivided fractional beneficial interest in the assets of the Portfolio as a whole subject to liabilities, but does not give you an interest in any particular property of the Portfolio.

Equity Trustees' responsibilities and obligations, as responsible entity of the Portfolio, are governed by the Constitution as well as the Corporations Act and general trust law. The Constitution contains a number of provisions relating to the rights, terms, conditions and obligations imposed on both Equity Trustees, as the responsible entity of the Portfolio, and investors. Some of the provisions of the Constitution are discussed elsewhere in this PDS.

Other provisions relate to an investor's rights under the Constitution, and include:

- an investor's right to share in any Portfolio income, and how we calculate it:
- what you are entitled to receive when you withdraw or if the Portfolio is wound up;
- an investor's right to withdraw from the Portfolio subject to the times when we can cease; processing withdrawals, such as if a Portfolio becomes 'illiquid';
- the nature of the units identical rights attach to all units within a class: and
- an investor's rights to attend and vote at meetings these provisions are mainly contained in the Corporations Act.

There are also provisions governing our powers and duties, includina:

- how we calculate unit prices, the maximum amount of fees we can charge and expenses we can recover;
- when we can amend the Constitution generally we can only amend the Constitution where we reasonably believe that the changes will not adversely affect investors' rights. Otherwise the Constitution can only be amended if approved at a meeting of investors;
- when we can retire as the Responsible Entity of the Portfolio which is as permitted by law;
- when we can be removed as the Responsible Entity of the Portfolio - which is when required by law; and
- our broad powers to invest, borrow and generally manage the Portfolio.

The Constitution also deals with our liabilities in relation to the Portfolio and when we can be reimbursed out of the Portfolio's assets

#### For example:

- subject to the Corporations Act we are not liable for acting in reliance and good faith on professional advice;
- subject to the Corporations Act we are not liable for any loss unless we fail to act in good faith or we act negligently; and
- we can be reimbursed for any liabilities we incur in connection with the proper performance of our powers and duties in respect of the Portfolio.

As mentioned above, Equity Trustees' responsibilities and obligations as the Responsible Entity of the Portfolio are governed by the Constitution of the Portfolio, the Corporations Act and general trust law, which require that we:

- act in the best interests of investors and, if there is a conflict between investors' interests and our own, give priority to investors;
- ensure the property of the Portfolio is clearly identified, held separately from other funds and our assets, and is valued regularly;
- ensure payments from the Portfolio's property are made in accordance with the Constitution and the Corporations Act;
- report to ASIC any breach of the Corporations Act in relation to the Portfolio which has had, or is likely to have, a materially adverse effect on investors' interests. Copies of the Constitution are available, free of charge, on request from Equity Trustees.

### Non-listing of units

The units in the Portfolio are not listed on any stock exchange and no application will be made to list the units in the Portfolio on any stock exchange.

#### Termination of the Portfolio

The Responsible Entity may resolve at any time to terminate and liquidate the Portfolio (if it provides investors with notice) in accordance with the Constitution and the Corporations Act. Upon termination and after conversion of the assets of the Portfolio into cash and payment of, or provision for, all costs, expenses and liabilities (actual and anticipated), the net proceeds will be distributed pro-rata among all investors according to the aggregate of the withdrawal price for each of the units they hold in the Portfolio.

Equity Trustees' responsibilities and obligations, as the Responsible Entity of the Portfolio, are governed by the Constitution of the Portfolio, as well as the Corporations Act and general trust law. The Constitution of the Portfolio contains a number of provisions relating to the rights, terms, conditions and obligations imposed on both Equity Trustees, as the responsible entity of the Portfolio, and investors.

Equity Trustees may amend the Constitution if it considers that the amendment will not adversely affect investors rights. Otherwise the Constitution may be amended by way of a special resolution of investors.

To the extent that any contract or obligation arises in connection with the acceptance by Equity Trustees of an application or reliance on this PDS by an investor, any amendment to the Constitution may vary or cancel that contract or obligation. Further, that contract or obligation may be varied or cancelled by a deed executed by Equity Trustees with the approval of a special resolution of investors, or without that approval if Equity Trustees considers the variation or cancellation will not materially and adversely affect investor's rights.

A copy of the Constitution of the Portfolio is available, free of charge, on request from Equity Trustees.

Equity Trustees has prepared and lodged a compliance plan for the Portfolio with ASIC. The compliance plan describes the procedures used by Equity Trustees to comply with the Corporations Act and the Constitution of the Portfolio. Each year the compliance plan for the Portfolio is audited and the audit report is lodged with ASIC.

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 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 (such as records of any discretions which are outside the scope of, or inconsistent with, the unit pricing policy) will be made available to investors free of charge on request.

Equity Trustees, as the responsible entity of the Portfolio, is indemnified out of the Portfolio against all liabilities incurred by it in performing or exercising any of its powers or duties in relation to the Portfolio. To the extent permitted by the Corporations Act, this indemnity includes any liability incurred as a result of any act or omission of a delegate or agent appointed by the Responsible Entity. Subject to the law, Equity Trustees may retain or pay out from the assets of the Portfolio any sum necessary to affect such an indemnity.

Information regarding the underlying investments of the Portfolio will be provided to an investor of the Portfolio on request, to the extent Equity Trustees is satisfied that such information is required to enable the investor to comply with its statutory reporting obligations. This information will be supplied within a reasonable timeframe having regard to these obligations.

### Indirect Investors

You may be able to invest indirectly in the Portfolio via an IDPS by directing the IDPS Operator to acquire units on your behalf. If you do so, you will need to complete the relevant forms provided by the IDPS Operator and not the Application Form accompanying the PDS. This will mean that you are an Indirect Investor in the Portfolio and not an investor or member of the Portfolio. Indirect Investors do not acquire the rights of an investor as such rights are acquired by the IDPS Operator who may exercise, or decline to exercise, these rights on your behalf.

Indirect Investors do not receive reports or statements from us and the IDPS Operator's application and withdrawal conditions determine when you can direct the IDPS Operator to apply or redeem. Your rights as an Indirect Investor should be set out in the IDPS Guide or other disclosure document issued by the IDPS Operator.

#### Your privacy

The Australian Privacy Principles contained in the Privacy Act 1988 (Cth) ("Privacy Act") regulate the way in which we collect, use, disclose, and otherwise handle your personal information. Equity Trustees is committed to respecting and protecting the privacy of your personal information, and our Privacy Policy details how we do this.

It is important to be aware that, in order to provide our products and services to you, Equity Trustees may need to collect personal information about you and any other individuals associated with the product or service offering. In addition to practical reasons, this is necessary to ensure compliance with our legal and regulatory obligations (including under the Corporations Act, the AML/CTF Act and taxation legislation). If you do not provide the information requested, we may not be able to process your application, administer, manage, invest, pay or transfer your investment(s).

You must therefore ensure that any personal information you provide to Equity Trustees is true and correct in every detail. If any of this personal information (including your contact details) changes, you must promptly advise us of the changes in writing. While we will generally collect your personal information from you, your broker or adviser or the Investment Manager and Administrator directly, we may also obtain or confirm information about you from publicly available sources in order to meet regulatory obligations.

In terms of how we deal with your personal information, Equity Trustees will use it for the purpose of providing you with our products and services and complying with our regulatory obligations. Equity Trustees may also disclose it to other members of our corporate group, or to third parties who we work with or engage for these same purposes. Such third parties may be situated in Australia or offshore, however we take reasonable steps to ensure that they will comply with the Privacy Act when collecting, using or handling your personal information.

The types of third parties that we may disclose your information to include, but are not limited to:

- stockbrokers, financial advisers or adviser dealer groups, their service providers and/or any joint holder of an investment;
- those providing services for administering or managing the Portfolio, including the Investment Manager, Custodian and Administrator, auditors, or those that provide mailing or printing services;
- our other service providers;
- regulatory bodies such as ASIC, ATO, APRA and AUSTRAC; and
- other third parties who you have consented to us disclosing your information to, or to whom we are required or permitted by law to disclose information to.

Equity Trustees or the Investment Manager may from time to time provide you with direct marketing and/or educational material about products and services they believe may be of interest to you. You have the right to "opt out" of such communications by contacting us using the contact details below.

In addition to the above information, Equity Trustees' Privacy Policy contains further information about how we handle your personal information, and how you can access information held about you, seek a correction to that information, or make a privacy-related complaint.

Full details of Equity Trustees' Privacy Policy are available at www.eqt.com.au. You can also request a copy by contacting Equity Trustees' Privacy Officer on +613 8623 5000 or by email to privacy@eqt.com.au.

## Anti-Money Laundering and Counter Terrorism Financing ("AML/CTF")

Australia's AML/CTF laws require Equity Trustees to adopt and maintain a written AML/CTF Program. A fundamental part of the AML/CTF Program is that Equity Trustees must hold up-to-date information about investors (including beneficial owner information) in the Portfolio.

To meet this legal requirement, we need to collect certain identification information (including beneficial owner information) and documentation ("KYC Documents") from new investors. Existing investors may also be asked to provide KYC Documents as part of an ongoing customer due diligence/verification process to comply with AML/CTF laws. If applicants or investors do not provide the applicable KYC Documents when requested, Equity Trustees may be unable to process an application, or may be unable to provide products or services to existing investors until such time as the information is provided.

In order to comply with AML/CTF Laws, Equity Trustees may also disclose information including your personal information that it holds about the applicant, an investor, or any beneficial owner, to its related bodies corporate or service providers, or relevant regulators of AML/CTF Laws (whether inside or outside Australia). Equity Trustees may be prohibited by law from informing applicants or investors that such reporting has occurred.

Equity Trustees and the Investment Manager shall not be liable to applicants or investors for any loss you may suffer because of compliance with the AML/CTF laws.

# Foreign Account Tax Compliance Act ("FATCA")

In April 2014, the Australian Government signed an intergovernmental agreement ("IGA") with the United States of America ("U.S."), which requires all Australian financial institutions to comply with the FATCA Act enacted by the U.S. in 2010.

Under FATCA, Australian financial institutions are required to collect and review their information to identify U.S. residents and U.S controlling persons that invest in assets through non-U.S. entities. This information is reported to the Australian Taxation Office ("ATO"). The ATO may then pass that information onto the U.S. Internal Revenue Service.

In order to comply with the FATCA obligations, we may request certain information from you. Failure to comply with FATCA obligations may result in the Portfolio, to the extent relevant, being subject to a 30% withholding tax on payment of U.S. income or gross proceeds from the sale of certain U.S. investments. If the Portfolio suffers any amount of FATCA withholding and is unable to obtain a refund for the amounts withheld, we will not be required to compensate investors for any such withholding and the effect of the amounts withheld will be reflected in the returns of the Portfolio.

The CRS is developed by the Organisation of Economic Co-operation and Development and requires certain financial institutions resident in a participating jurisdiction to document and identify reportable accounts and implement due diligence procedures. These financial institutions will also be required to report certain information on reportable accounts to their relevant local tax authorities.

Australia signed the CRS Multilateral Competent Authority Agreement and has enacted provisions within the domestic tax legislation to implement CRS in Australia. Australian financial institutions need to document and identify reportable accounts. implement due diligence procedures and report certain information with respect to reportable accounts to the ATO. The ATO may then exchange this information with foreign tax authorities in the relevant signatory countries.

In order to comply with the CRS obligations, we may request certain information from you. Unlike FATCA, there is no withholding tax that is applicable under CRS.

### Meetings and changes of the responsible entity

Investor meetings are uncommon. Direct investors can generally attend and vote and they are largely regulated by the Corporations Act. The quorum is generally at least 2 direct investors present in person or by proxy together holding at least 10% of all units in the Portfolio. If a quorum is not present within 15 minutes after the scheduled time for the meeting, the meeting is adjourned to such reasonable place and time as we decide and at any adjourned meeting, those investors present constitute a quorum.

Changes of responsible entity are also uncommon. They too are largely regulated by the Corporations Act. Investors can requisition a meeting. The quorum for a meeting where there is any proposal to remove the responsible entity or seek its retirement is at least 2 direct investors present in person or by proxy together holding at least 50% of all units in the Portfolio. If a quorum is not present within 15 minutes after the scheduled time for the meeting, the meeting is dissolved.

#### Terminating the Portfolio

Equity Trustees can decide to terminate the Portfolio anytime, and if it does, it will generally sell all the investments, pay all monies owing (including fees and expenses) and distribute the net proceeds to direct investors as soon as it considers practicable. It can take some time to finalise this process.

#### Limits on our responsibility

The Constitution has some limits on when Equity Trustees is liable to direct investors for example, it may take and may act (or not act, as relevant) on any advice, information and documents which it has no reason to doubt is authentic, accurate or genuine and subject to any liability which the Corporations Act might impose which cannot be excluded, is not liable for so acting or not acting.

### Limits on your responsibility

Equity Trustees has included provisions in the Constitution designed to protect direct investors. The Constitution limits each investor's liability to the value of their investment in the Portfolio and provides that they will not, by reason of being an investor alone, be personally liable to indemnify the responsible entity and/or any creditor in the event that the liabilities of the Portfolio exceed the assets of the Portfolio. However, an absolute assurance about these things cannot be given - the issue has not been finally determined by Australian courts.

# 12. Glossary of important terms

#### AFSI

Australian Financial Services Licence

#### **Application Form**

The Application Form that accompanies this PDS.

#### **ASIC**

Australian Securities and Investments Commission

#### AFSI

Australian Financial Services Licence.

#### **Application Form**

The Application Form that accompanies the PDS.

Australian Securities and Investments Commission.

#### ATO

Australian Taxation Office.

#### **AUSTRAC**

Australian Transaction Reports and Analysis Centre.

#### **Business Day**

A day other than Saturday or Sunday on which banks are open for general banking business in Sydney.

#### Buy/Sell Spread

The difference between the application price and withdrawal price of units in the Fund, which reflects the estimated transaction costs associated with buying or selling the assets of the Fund. when investors invest in or withdraw from the Fund.

#### Constitution

The document which describes the rights, responsibilities and beneficial interest of both investors and the Responsible Entity in relation to the Fund, as amended from time to time.

### Corporations Act

The Corporations Act 2001 and Corporations Regulations 2001 (Cth), as amended from time to time.

#### Derivative

A financial contract whose value is based on, or derived from, an asset class such as shared, interest rates, currencies or currency exchange rates and commodities. Common derivatives include options, futures and forward exchange contracts.

#### **Equity Trustees**

Equity Trustees Limited (ABN 46 004 031 298) which holds an AFSL No. 240975.

#### Fund

Core Value Portfolio

#### Fund Benchmark

30 day Australian Bank Bill Return

#### **ARSN**

162 396 885

### **GST**

Goods and Services Tax.

## Indirect Investors

Individuals who invest in the Fund through an IDPS.

#### Investment Manager

Core Value Asset Management Pty Ltd.

#### Net Asset Value (NAV)

Value of the investments of the Fund after deducting certain liabilities including income entitlements and contingent liabilities.

This Product Disclosure Statement, issued by Equity Trustees.

#### Responsible Entity

Equity Trustees Limited.

#### Retail Client

Persons or entities defined as such under section 761G of the Corporations Act.

#### Reserve Bank

Reserve Bank of Australia

#### **RITC**

Reduced Input Tax Credit. Equity Trustees will apply for reduced input tax credits where applicable to reduce the cost of GST to the Fund.

#### **US** Person

A person so classified under securities or tax law in the United States of America ("US") including, in broad terms, the following persons:

- (a) any citizen of, or natural person resident in, the US, its territories or possessions; or
- (b) any corporation or partnership organised or incorporated under any laws of or in the US or of any other jurisdiction if formed by a US Person (other than by accredited investors who are not natural persons, estates or trusts) principally for the purpose of investing in securities not registered under the US Securities Act
- (c) any agency or branch of a foreign entity located in the US; or
- (d) a pension plan primarily for US employees of a US Person; or
- (e) a US collective investment vehicle unless not offered to US Persons: or
- (f) any estate of which an executor or administrator is a US Person (unless an executor or administrator of the estate who is not a US Person has sole or substantial investment discretion over the assets of the estate and such estate is governed by non-US law) and all the estate income is non-US income not liable to US income tax: or
- (g) any Fund of which any trustee is a US Person (unless a trustee who is a professional fiduciary is a US Person and a trustee who is not a US Person has sole or substantial investment discretion over the assets of the trust and no beneficiary (or settlor, if the trust is revocable) of the trust is a US Person); or
- (h) any discretionary account or similar account (other than an estate or trust) held by a dealer or other fiduciary for the benefit or account of a US Person; or
- (i) any non-discretionary account or similar account (other than an estate or trust) held by a dealer or other fiduciary organised, incorporated or (if an individual) resident in the US for the benefit or account of a US Person.

#### Wholesale Client

Person or entity which is not a Retail Client.

# CORE VALUE PORTFOLIO 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.

• Core Value Portfolio

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	e 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 investment in this Fund						
2 What is	a value meimaery invastement abjective/a)2						
_	s your primary investment objective(s)?						
	Capital growth		Capital preservation				
	Capital guaranteed Income Distribution						
3. Please	select the intended use of this Fund in your invest	ment	portfolio				
	Solution/Standalone – A large allocation (75%-100%	of por	tfolio)				
	Core component – A medium allocation (25%-75% of portfolio)						
	Satellite/Small Allocation – A small allocation (<25% of portfolio)						
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 that periods of underperformance over 20 years						
6. What d	o 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				
l/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 na	ame(s) of (must include	name(s	) of in	vesto	)r(s))			
Postal address								
Suburb	State		Posto	ode			Со	ountry
Email address	_		Conta	ict no				
FUND/TRUST NAME			API	IR CC	DE			APPLICATION AMOUNT (AUD)
Core Value Portfolio			STI	_0037	'AU			\$
The minimum initial investmen	t is \$25,000		1					
Distribution Instruction	ıs							
If you do not select a distribution ensure you provide your bank  Reinvest distributions  Pay distributions to th  Investor bank details  For withdrawals and distribution denominated bank account with the second institution name and the second institutio	details below.  if you select this option  e bank if you select this  ons (if applicable), these th an Australian domicile	your dis	stribut your o	tion w distrib	vill be oution	reinve	ested oe pai	I in the Fund/Trust id to the bank account belov
Account name								
Payment method  Direct credit – pay to:								
Financial institution name and branch location	NAB, 500 Bourke Stree	et, Melk	oourn	e, Vic	toria	3000		
BSB number	083 001							
Account number	733 180 395							
Account name	OneVue Fund Services F	Pty Ltd a	tf Cor	e Valu	ie Por	tfolio		
Reference	<investor name=""></investor>							

## **Source of investment**

Please indicate the source of the investment amount (e.g. retirement savings, employment incor	ne):
--	------

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

Core Value Portfolio GPO Box 804 Melbourne VIC 3001 Additional applications may be faxed to: +61 3 9015 6402

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 First name(s)	Surname			
Residential address (not a PO Box/RMB/Locked Bag)				
Suburb State	Postcode Country			
Email address (Statements will be sent to this address, unless you elect otherwise in Section 6)	Contact no.			
Date of birth (DD/MM/YYYY) Tax File Number* – c	or exemption code			
/ / /				
Country of birth	Occupation			
Dogs the investor named shove held a prominent public r	position or function in a government hady /lead state			
Does the investor named above hold a prominent public public public public, national or foreign) or in an international organism business associate of such a person?				
☐ No ☐ Yes, please give details:				
Investor 2				
Title First name(s)	Surname			
Residential address (not a PO Box/RMB/Locked Bag)				
Suburb State	Postcode Country			
Email address (Statements will be sent to this address, unless you elect otherwise in Section 6)	Contact no.			
Date of birth (DD/MM/YYYY)  Tax File Number* – c				
Country of birth	Occupation			
Does the investor named above hold a prominent public paterritory, national or foreign) or in an international organism business associate of such a person?				
☐ No ☐ Yes, please give details:				

If there are more than 2 registered owners, please provide details as an attachment.

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 names below.						
Names of the Beneficial Owners or Senior Managing Of Select:	fficial(s)					
☐ Beneficial owner 1 of an unregulated proprietary or private 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 r								
	I name of business (if any)	untry where established						
Austi	stralian Business Number* (if obtained)							
Tax I	x File Number* – or exemption code							
Trus	stee details – How many trustees are there?							
	Individual trustee(s) – complete Section 3 – Investor deta	ails – Individuals/Joint						
$\Box$	Company trustee(s) – complete Section 4 – Investor deta							
	Combination – trustee(s) to complete each relevant section	·						
Ш	Combination – trustee(s) to complete each relevant section	וונ						
Тур	pe of Trust							
	Registered Managed Investment Scheme							
	Australian Registered Scheme Number (ARSN)							
	Australian Registered Scheine Number (ARSN)							
	Regulated Trust (including self-managed superannuation	funds and registered charities that are trusts)						
	Regulated Trust (including self-managed superannuation Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)	funds and registered charities that are trusts)						
		funds and registered charities that are trusts)						
		funds and registered charities that are trusts)						
	Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)	funds and registered charities that are trusts)						
	Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)	funds and registered charities that are trusts)						
	Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)  Registration/Licence details or ABN	funds and registered charities that are trusts)						
	Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)  Registration/Licence details or ABN  Other Trust (unregulated)	funds and registered charities that are trusts)						
	Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)  Registration/Licence details or ABN  Other Trust (unregulated)	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							
	Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)  Registration/Licence details or ABN  Other Trust (unregulated)  Please describe  Beneficiaries of an unregulated trust  Please provide details below of any beneficiaries who dire							
	Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)  Registration/Licence details or ABN  Other Trust (unregulated)  Please describe  Beneficiaries of an unregulated trust  Please provide details below of any beneficiaries who diremore of the trust.							

# Other Trust (unregulated) Continued

Date of birth (DD/MM/YYYY)

	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												
	Bene	ficial c	wners of ar	n unregul	ated 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 be	nefic	ial ow	ners will n	eed to pr	rovide Gr	oup A AML	CTF Id	entit	y Ver	ificatio	n Require	ments in Section 9	
Benef Selec		owne	r 1 or Cont	rolling Po	erson 1								
	Benefi	cial ov	vner 1; OR										
	Contro	lling F	Person – Wi	nat is the	role e.g. A	Appointer:							
Title			First name	(s)				Surname					
Resid	ential	addre	ss (not a Po	O Box/RN	/IB/Locked	l Bag)							
Subur	b.			State			Postc	ode	1 1		Country		
Date of	of birth	n (DD/	MM/YYYY)		/	/							
state,	territo	ry, na		eign) or ii	n an interr							nment body (local, amily member or a	
	No	[	Yes, pl	ease give	e details:								
Beneficial owner 2 or Controlling Person 2 Select:													
	Benefi	cial ov	vner 2; OR										
☐ Controlling Person – What is the role e.g. Appointer:													
Title	ttle First name(s) Surname												
Resid	ential	addre	ss (not a Po	O Box/RN	/IB/Locked	l Bag)							
Subur	b.			State			Postc	ode			Country		

	ent public position or function in a government body (local, organisation or are you an immediate family member or a
☐ No ☐ Yes, please give details:	
If there are more than 2 beneficial owners or control the other persons or alternatively, provide the addit	ling persons, please copy and complete this page for ional details as an attachment.
SECTION 5.1 – CUSTODIAN ATTESTAT 4.4.19 OF THE AML/CTF RULES	TON: CHAPTER 4, PARTS 4.4.18 AND
If you are a Company completing this Application Fetrust or other entity, in a Custodial capacity, please	
In accordance with Chapter 4, part 4.4.19 (1)(a) to (d) o definition (see 'Section 10 – Glossary') of a Custodian?	the AML/CTF Rules, does the Custodian meet the
☐ No ☐ Yes	
that prior to requesting this designated service from Equ out, all applicable customer identification procedures on	L/CTF Rules, do you, in your capacity as Custodian attest ity Trustees, it has carried out and will continue to carry the underlying account holder named or to be named in mer due diligence requirements in accordance with Chapter
☐ No ☐ Yes	
If you answered YES to all of the above questions, then Custodian rules to this account and will rely upon the cuunderlying account holder named or to be named in the	stomer due diligence conducted by the Custodian on the
	is designated service, the Custodian agrees to honour any ation or evidence about the underlying account holder in der the AML/CTF Act.
☐ No ☐ Yes	
	n answered NO or did not complete any of the above count holder is required to be collected. However, further any is required to be collected and verified as required by

# **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.

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	ication Requirement	ts in Section 9					
	I am an authorised representative or agent as nominated 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 nominated by the investor							
	Name of adviser		AFSL number					
	Dealer group		Name of advisory firm					
	Postage address							
	Suburb	State	Postcode	Country				
	Email address		Contact no.					
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	ncial Adviser Declaration							
	I/We hereby declare that I/we are not a US Person as defined in the PDS/IM.							
	I/We hereby declare that the investor is not a US Person as defined in the PDS/IM.							
	I/We have attached the relevant 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.

9.	
	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 you 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**

Please	fill	th	nis	Su	b-S	Sect	tion	l on	ly i	yοι	ı are	an	inc	livi	du	ıal.	. If	yo	u a	re	an	ent	ity,	рl	eas	e fi	11 3	Sul	b-8	Sec	tion	II.
--------	------	----	-----	----	-----	------	------	------	------	-----	-------	----	-----	------	----	------	------	----	-----	----	----	-----	------	----	-----	------	------	-----	-----	-----	------	-----

	Yes: provide your US Taxpayer	Identification Number (TIN	N) and continue	to question 2
	Investor 1			
	Investor 2			
	No: continue to question 2			
2. A	re you a tax resident of any oth	er country outside of A	ustralia?	
	Yes: state each country and projurisdiction below and skip to que		nt (or Reason C	code if no TIN is provided) for each
	Investor 1			
	Country/Jurisdiction of tax residence	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			
	2			
	If more space is needed please No: skip to question 12	provide details as an atta	chment.	
Rea	son Code:			
	N or equivalent is not provided, pl	•	_	
	Reason A: The country/jurisdiction			
	Reason B: The investor is otherwi investor is unable to obtain a TIN			
	Reason C: No TIN is required. (No not require the collection of the TI			ic law of the relevant jurisdiction does
If R	eason B has been selected above	e, explain why you are not	required to obta	ain a TIN:
		Reason B explanation		
lnν	vestor 1			
lην	vestor 2			

### **Sub-Section II - Entities**

No: continue to question 7

Please fill this Sub-Section II only if you are an entity. If you are an individual, please fill Sub-Section I. 3. Are you an Australian complying superannuation fund? Yes: skip to question 12 ☐ No: continue to question 4 **FATCA** 4. Are you a US Person? Yes: continue to question 5 ☐ No: skip to question 6 5. Are you a Specified US Person? Yes: provide your TIN below and skip to question 7 No: indicate exemption type and skip to question 7 6. Are you a Financial Institution for the purposes of FATCA? Yes: provide your Global Intermediary Identification Number (GIIN) If you do not have a GIIN, please provide your FATCA status below and then continue to question 7. If you are a sponsored entity, please provide your GIIN above and your sponsor's details below and then continue to question 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:

# **CRS**

Investor 1		
Country/Jurisdiction of tax residence	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		
2		
If more space is needed pleas	e nrovide details as an attach	ment
Reason Code:	o provido dotano de arrattaorn	none.
If TIN or equivalent is not provi	ided, please provide reason fr	om the following options:
·	•	resident does not issue TINs to its residents.
• •		TN or equivalent number (Please explain why th
	a TIN in the below table if you	
		ason if the domestic law of the relevant
•	e the collection of the TIN issu	• • •
If Reason B has been selected		not required to obtain a TIN:
	Reason B explanation	
Investor 1		
Investor 2		
Investor 2  No: continue to question 8		
No: continue to question 8	for the purpose of CRS?	
No: continue to question 8	-	nue to question 9
No: continue to question 8	cial Institution below and conti	nue to question 9
No: continue to question 8  Are you a Financial Institution  Yes: specify the type of Financial  Reporting Financial Institution	cial Institution below and continution	nue to question 9
No: continue to question 8  Are you a Financial Institution  Yes: specify the type of Financial	cial Institution below and continution Institution:	nue to question 9
No: continue to question 8  Are you a Financial Institution  Yes: specify the type of Financial  Reporting Financial Instit  Non-Reporting Financial  Trustee Documente	cial Institution below and continution Institution:	nue to question 9
No: continue to question 8  Are you a Financial Institution  Yes: specify the type of Financial  Reporting Financial Instit  Non-Reporting Financial	cial Institution below and continution Institution:	nue to question 9
No: continue to question 8  Are you a Financial Institution Yes: specify the type of Financial Reporting Financial Instit Non-Reporting Financial Trustee Documente Other: please speci	cial Institution below and continution Institution:	nue to question 9
No: continue to question 8  Are you a Financial Institution  Yes: specify the type of Financial  Reporting Financial Instit  Non-Reporting Financial  Trustee Documente	cial Institution below and continution Institution:	nue to question 9
No: continue to question 8  Are you a Financial Institution of Yes: specify the type of Financial Institution of Reporting Financial Institution of Non-Reporting Financial Institution of Trustee Documents Institution of Other: please specific Institution of No: skip to question 10	cial Institution below and continution Institution: ed Trust fy:	nue to question 9 g jurisdiction for CRS purposes and manage
No: continue to question 8  Are you a Financial Institution of Yes: specify the type of Financial Institution of Reporting Financial Institution of Non-Reporting Financial Institution of Trustee Documente Institution of Other: please specific Institution of No: skip to question 10  Are you an investment entity reserved.	cial Institution below and continution Institution: ed Trust fy:	

## **Non-Financial Entities**

0. <i>A</i>	re y	ou an Active	Non-Financia	al Entity (Active	NFE)?				
	Yes:	specify the t	ype of Active N	IFE below and ski	ip to quest	ion 12:			
		dividends, c	distribution, inte	y's gross income erests, royalties ar re assets held for	nd rental İn	come)	and le	ss than 50	is passive income (e.g. 0% of its assets during the
		Corporation	that is regular	ly traded or a rela	ted entity o	of a reg	ularly	traded co	rporation
		Provide nar	ne of Listed Er	ntity:					
		and exchan	ge on which tra	aded:					
		Governmen	tal Entity, Inter	national Organisa	ition or Ce	ntral Ba	nk		
		Other: pleas	se specify:						
	No: y	you are a Pa	ssive Non-Fina	incial Entity (Pass	ive NFE).	Continu	e to q	uestion 1	1
<b>.</b>	1								
		lling Perso		_					
1. [	oes	one or more	of the follow	ing apply to you	:				
•	bene								nclude directors or ent of any country outside
•	If yo	u are a trust,	is any natural	person including t	trustee, pro	otector,	benef	iciary, set	tlor or any other natural
•			•					-	ntry outside of Australia? ling person will be the
	natu	ral person(s)	who holds the	position of senior	r managing	official	l.		g po. oo oo ao
7	Voc	provido con	trolling porcon	information below	v:				
_		·	•	illioimation belov	v.				
		trolling pers					_		
	Title	:	First name(s)	1			Surn	ame	
	Resi	idential addre	ss (not a PO E	Box/RMB/Locked	Bag)				
	Subi	urb		State		Postc	ode		Country
	Date	e of birth (DD	/MM/YYYY)	/	/				
		untry/Jurisdic idence	tion of tax	TIN				If no TIN A, B or	N available enter Reason
	1								
	2								

	First name(s)		Surr	name	
Residential a	iddress (not a PO E	Box/RMB/Locked Bag)	)		
Suburb		State	Postcode		Country
Date of birth	(DD/MM/YYYY)	/	/		
Country/Jur residence	risdiction of tax	TIN		If no TIN a A, B or C	available enter Reason
1					
2					
<ul> <li>Reason A</li> <li>Reason B investor is</li> <li>Reason C jurisdiction</li> </ul>	A: The country/jurisons:  3: The investor is of sunable to obtain a country of the country of th	led, please provide readiction where the investment with the wind a TIN in the below table to (Note. Only select the collection of the Tabove, explain why you Reason B explanation	stor is resident does ain a TIN or equiva le if you have select this reason if the do IN issued by such ju ou are not required t	s not issue a lent number red this reas mestic law ourisdiction).	FINs to its residents.  (Please explain why the con).  of the relevant
invesior i					
Investor 1					
Investor 2  No: continue  Signature and I undertake to which causes	o provide a suitably s the information co	L investors must sign updated self-certifica ontained herein to become to be true and correct	ition within 30 days ome incorrect.	of any chan	ge in circumstances
Investor 2  No: continue  Signature and I undertake to which causes I declare the	d Declaration – AL o provide a suitably s the information co	updated self-certifica	ution within 30 days ome incorrect.	of any chan	ge in circumstances
Investor 2  No: continue  Signature and I undertake to which causes I declare the stor 1	d Declaration – AL o provide a suitably s the information co	updated self-certifica entained herein to beco	ution within 30 days ome incorrect.  Investor 2		ge in circumstances
Investor 2  No: continue  Signature and I undertake to which causes I declare the stor 1	d Declaration – AL o provide a suitably s the information co	updated self-certifica entained herein to beco	ution within 30 days ome incorrect.		ge in circumstances
Investor 2  No: continue  Signature and I undertake to which causes I declare the  stor 1  e of individua	d Declaration – AL o provide a suitably s the information co	updated self-certifica entained herein to beco	ution within 30 days ome incorrect.  Investor 2	ual/entity	
Investor 2  No: continue  Signature and I undertake to which causes I declare the stor 1  e of individua	d Declaration – AL o provide a suitably s the information co information above	updated self-certifica entained herein to beco	Ition within 30 days ome incorrect.  Investor 2  Name of individ	ual/entity	
Investor 2  No: continue  Signature and I undertake to which causes I declare the stor 1  e of individua  e of authorise	d Declaration – AL o provide a suitably s the information co information above	updated self-certifica entained herein to beco	Investor 2  Name of individ  Name of author	ual/entity	

### 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 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 equi	ivalen	t) that includes a photo and signature.			
	A foreign passport or international travel document (must not be expired)					
	An identity card issued by a State or Territory Government that includes a photo.					
	ou do NOT own one of the above ID documents, plea on from Column B.	se 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.