# CFMG Land & Opportunity Fund

ARSN 602 610 006

# Supplementary Product Disclosure Statement Lomandra Park Two Units

This Supplementary Product Disclosure Statement ('SPDS') supplements the Product Disclosure Statement dated 25 January 2018 for the Trust issued by the Responsible Entity. Together, the PDS and this SPDS contain all of the information about the Offer of Class E Units ('Lomandra Park Units') in the Trust.

Capitalised terms used in this SPDS have the meaning given to those terms as set out in the Glossary of the PDS.



### **Overview**

The information presented below in this SPDS outlines an offer to acquire Lomandra Park Two Units in the Trust to facilitate the Trust investing in a minimum of 500,000 and a maximum of 6,000,000 notes issued by Lomandra Park Syndicate Limited A.C.N 617 313 167 ('Lomandra Park SPV'). The notes have a fixed return of 16.15%% per annum. Money raised by the issue of the notes will be used by the Lomandra Park SPV to fund the Property Development.

The Property Development relates to stage two of 'Lomandra Park' at Bridgeman Downs. Lomandra Park SPV has completed the development works associated with stage 1 of 'Lomandra Park' at Bridgeman Downs and proposes to commence the development works associated with stage 2 which comprises a land subdivision of 37 residential allotments.

Lomandra Park SPV has a development approval to carry out the subdivision including supporting roads and other services generally in accordance with the Concept Plan in this SPDS and has completed a tender to confirm the cost of the required civil construction works.

The funding of up to \$6.0m to be contributed by the Trust in exchange for the issue of notes is to be applied to the development costs associated with the Property Development and to funding associated working capital.

A fixed return of 16.15% per annum is required to be paid to the Trust by Lomandra Park SPV on the notes. An interim distribution by the Trust is expected to be paid during June 2021. This interim distribution will be funded by subscription money retained by the Trust and not provided to Lomandra Park SPV

A final distribution and redemption of the notes is to be paid on completion of the Property Development and sale of the Property. Please note that whilst Lomandra Park SPV is required to make interest payments of 16.15% per annum over the term of the issue of the notes, the return is not guaranteed by the Responsible Entity, and the Lomandra Park SPV's ability to make these payments is (subject to the subscription money being retained by the Responsible Entity) totally dependent on the successful completion of the Property Development and sale of the Property

The Lomandra Park Two Units have a contracted rate of return of 12.0% per annum to investors. This is based on the fixed return payable on the notes to be issued by the Lomandra Park SPV less the Asset Identification and Negotiation Fee, Management Fee and administrative fees and costs the Responsible Entity is entitled to be reimbursed for in operating the Trust. The payment of any returns other than the interim distribution during June 2021 is totally dependent on Lomandra Park SPV meeting its interest and repayment obligations.

costs it is entitled to be reimbursed in the event the incurring of those fees and costs result in the Lomandra Park Two Units not achieving the contracted return of 12.0% per annum.

The specific risks associated with this investment are disclosed in this Supplementary Product Disclosure Statement. These risks should be read in conjunction with the risks disclosed in the PDS.



# The Investment Proposal

| Lomandra Park Two Units           | The Trust is offering a minimum of 500,000 and up to 6,000,000, Lomandra Park Two Units, to be issued at a price of \$1.00 per Unit, to raise up to \$6,000,000, which the Trust will invest in notes issued by Lomandra Park SPV.   |
|-----------------------------------|--|
| Lomandra Park SPV                 | Lomandra Park SPV is a special purpose vehicle incorporated for the sole purpose of acquiring the Property and carrying out the Property Development.  |
|                                   | Lomandra Park SPV has completed the development works associated with stage 1 of 'Lomandra Park' at Bridgeman Downs.   |
|                                   | The Property Development relates to stage two of 'Lomandra Park' at Bridgeman Downs which comprises a land subdivision of 37 residential allotments.   |
|                                   | The Lomandra Park SPV currently has three directors serving on its board. Scott Watson, Jason Matigian and Ross Stiles. Two of these persons (Scott Watson and Jason Matigian) are also directors of the Responsible Entity. Details of each of these directors are set out below.   |
|                                   | The sole shareholder of Lomandra Park SPV is CFMG Land Limited ACN 127 663 414 ('CFMG Land'). CFMG Land has also been engaged by Lomandra Park SPV to provide it with project management functions and administrative and company secretarial functions. The ultimate holding company of CFMG Land, Lomandra Park SPV and the Responsible Entity is CFMG Capital Limited.  |
| Directors of Lomandra<br>Park SPV | The Lomandra Park SPV currently has three directors serving on its board. Details of the directors, their background and experience is:  |
|                                   | Scott Watson Scott is a founding Director of both the residential communities and income fund businesses of CFMG.  |
|                                   | After five years as a solicitor in private practice advising a wide range of clients including State Government departments, publicly listed and private companies, Scott joined a private development and financial services group where his responsibilities included management of the group's legal requirements and obligations, project management and broad acre acquisitions.  |
|                                   | From 2008, Scott has been actively involved in overseeing the governance and compliance obligations in relation to residential land development companies.   |
|                                   | Scott holds Bachelor degrees in Law and Accountancy, a Graduate Diploma in Urban and Regional Planning and has more than 12 years broad experience in the property development and finance industries.   |
|                                   | Jason Matigian Jason has 15 years experience in the property industry specialising in valuation and real estate advisory. Jason has had a broad range of property experience across all sectors including residential, commercial, retail, industrial, rural, special purpose and mixed use. This broad range of experience has seen Jason and his Valuation Practice (JPM Valuers & Property Consultants) actively providing advice to the public, private and government bodies across Victoria, New South Wales, Queensland and Northern Territory. |
|                                   | Prior to Jason setting up his own valuation practice he held positions with Brisbane Real Estate specialising in site acquisition and Asset Realisation for receivers; and approximately 10 years with Australia's largest valuation and advisory firm Herron Todd White Valuers.  |
|                                   | Jason has a strong background in valuation and advisory services and has completed various valuation assignments for due diligence and mortgage security lending purposes. More recently Jason has been working closely with receivers in provide advice on 'Highest & Best Use' analysis and distressed asset workouts.   |
|                                   | Jason holds a Bachelor of Applied Science (Property), is a Certified Practicing Valuer in Queensland and New South Wales and an Associate member of the Australian Property Institute.   |
|                                   | Ross Stiles  During a career spanning more than 40 years, Ross has held a number of senior executive positions with a strong emphasis on the Financial Services sector, particularly with a Property and Real Estate background.   |
|                                   | In 1998, Ross was a founding partner and Managing Director of ASX top 200 company Cromwell Corporation Limited (ASX Code CMW), now known as Cromwell Property Group, and managed and directed the growth of the Company, now one of Australia's largest Real Estate Investment Trusts with a market capitalisation of more than \$1.7 billion as at 31 December 2016. Apart from his role of Managing Director at Cromwell, Ross was Compliance Director and Responsible Manager for the Managed Investment Schemes the company promoted.              |



| Directors of Lomandra<br>Park SPV (continued) | Since his retirement from Cromwell in 2008, Ross has maintained his interest in property and real estate, undertaking a number of residential and industrial land developments in his own right. Ross also maintains an interest in pre-fabricated housing manufacturer and builder, Arkistruct Pty Ltd, to whom he provides consulting and advisory services.  |
|---|---|
| Trust Structure                               | The Trust is a registered managed investment scheme. This SPDS relates to the offer of Lomandra Park Two Units which will have a beneficial interest in notes issued by the Lomandra Park SPV to the Trust. The notes to be issued by the Lomandra Park SPV will carry a rate of return of 16.15% per annum. The Lomandra Park Two Units have a return of 12.0% per annum, which is based on the fixed return 16.15% per annum payable on the notes to be issued by the Lomandra Park SPV less the Asset Identification and Negotiation Fee, Management Fee and administrative fees and costs the Responsible Entity is entitled to be reimbursed for in operating the Trust. The resulting fixed targeted return of 12.0% per annum is totally dependent on completion of the Property Development and sale of the Property. |
| Asset identification and negotiation fee      | An asset identification and negotiation fee of 4.4% of the capital raised by the issue of Lomandra Park Two Units will be paid to the Responsible Entity on the issue of units in the Trust.  |
| Anticipated Distribution<br>Rate              | Lomandra Park Two Units have a contracted distribution rate of up to 12.0% per annum (pre tax and net of fees) over the life of the investment. For the timing of distribution payments please refer to the table on page 10 of this SPDS.  |
|   | For example, for each \$25,000 you invest in the Trust, the anticipated income distribution you will receive is \$3,000 per annum. An interim distribution by the Trust is expected to paid during June 2021. This interim distribution only will be funded by subscription money retained by the Trust and not provided to Lomandra Park SPV.  |
|   | Please note that whilst Lomandra Park SPV is required to make interest payments over the term of the issue of the notes, Lomandra Park SPV's ability to make these payments is (subject to the subscription money being retained by the Responsible Entity for the interim distribution) totally dependent on the successful completion of the Property Development and sale of the Property.   |
| Minimum Investment                            | Applications for Lomandra Park Two Units must be for a minimum investment of \$25,000 and then in multiples of \$5,000. The Responsible Entity reserves the right to accept lower amounts.  |
|   | The Lomandra Park Two Units will be issued for \$1.00 each.   |
| Likely term of your<br>Investment             | Lomandra Park SPV expects the Property Development to be completed and the Property sold by December 2021.  |
|   | Accordingly, the Lomandra Park Two Units are intended to be on issue for a minimum term of eighteen (18) months.  |
|   | Unitholders may not withdraw their investment (although transfers are permitted subject to the Constitution).   |
| Income Distribution                           | The contracted rate of return for the Lomandra Park Two Units is up to 12.0% per annum, which is based on the rate of return on the notes issued by the Lomandra Park SPV less the Asset Identification and Negotiation Fee, Management Fee and administrative fees and costs the Responsible Entity is entitled to be reimbursed for in operating the Trust.   |
|   | The Responsible Entity does not, and its related parties, associates, officers and employees do not, guarantee Unitholders will receive any, or a particular rate of, return on their investment.   |
|   | An interim distribution is intended to be paid by the Trust in June 2021. This interim distribution is to be funded by subscription money retained by the Trust and not provided to Lomandra Park SPV. Distributions will be made by electronic funds transfer to the Unitholder's nominated Australian bank account.   |
|   | A final distribution and redemption of the notes is to be paid on completion of the Property Development and sale of the Property.  |
|   | The final distributions and redemption of the notes for the financial year FY2022 will be totally dependent on Lomandra Park SPV complying in full and on time with its obligations under the terms of the notes.   |
|   | An Application, Sources, Income and Distribution Statement is set out on page 10 of this SPDS which has been prepared on the basis that capital of \$6.0m is raised by the issue of Lomandra Park Two Units. The Application, Sources, Income and Distribution Statement is provided for illustrative purposes only and is not represented as being necessarily indicative of the Trust's future position or outcomes.  |
|   | Following the redemption of the notes by the Lomandra Park SPV the Trust will redeem your Lomandra Park Two Units by electronic funds transfer to your nominated Australian bank account.   |





### **DETAILS OF LOMANDRA PARK SPV (SPV DEVELOPER)**

Lomandra Park SPV is a special purpose vehicle incorporated for the sole purpose of acquiring the Property and carrying out the Property Development.

Lomandra Park SPV was incorporated in Queensland on 10 February 2017 as a public company and currently has three directors serving on its board. Scott Watson, Jason Matigian and Ross Stiles. Details of each of these directors are set out above.

The Lomandra Park SPV, pursuant to a management agreement, will draw on the resources of CFMG Land Limited ACN 127 663 414 ('CFMG Land') for project management functions and administrative and company secretarial functions.

The directors serving on the board of CFMG Land are Scott Watson, Jason Matigian, Wayne Hamburger and Ross Stiles.

Lomandra Park SPV has completed the development works associated with stage 1 of 'Lomandra Park' at Bridgeman Downs.

The Property Development relates to stage two of 'Lomandra Park' at Bridgeman Downs which comprises a land subdivision of 37 residential allotments.

Lomandra Park SPV has a development approval to carry out the subdivision including supporting roads and other services generally in accordance with the Concept Plan in this SPDS and has completed a tender to confirm the cost of the required civil construction works.

# DETAILS OF LOMANDRA PARK SPV'S CORPORATE AND PROJECT MANAGEMENT

CFMG Land provides management and administrative services to the Lomandra Park SPV and is also the project manager of the Property Development for the Lomandra Park SPV.

CFMG Land will earn management fees as set out below.

### Project Management Fees

The Lomandra Park SPV has agreed to pay CFMG Land a project management services fee in consideration for CFMG Land endeavoring to do all things it may deem necessary, prudent and desirable for carrying out the efficient, businesslike and proper management of the Property Development.

The project management fee:

- a. comprises an amount equal to 2.0% plus GST of the gross sales price received by the Lomandra Park SPV from any sale and/or similar transaction relating to the Property; and
- b. is payable on the date of settlement of the sale by the Lomandra Park SPV of any allotment developed or created from the Property.

### Company and Asset Management Services Fee

The Lomandra Park SPV has agreed to pay CFMG Land a company and asset management services fee in consideration for CFMG Land endeavoring to do all things it may deem necessary, prudent and desirable for carrying out the efficient and proper management of the Lomandra Park SPV, the Property and the Property Development.

The company and asset management fee:

- a. comprises an amount equal to 3% plus GST of the gross sales price received by Lomandra Park SPV for any sale and/or similar transaction in respect of the Property; and
- b. is payable by the Lomandra Park SPV as lot sales are finalised.

### Company Secretarial Services Fee

The Lomandra Park SPV has agreed to pay CFMG Land a company secretarial services fee in consideration for CFMG Land endeavoring to do all things it may deem necessary, prudent and desirable for carrying out the efficient administration of the Lomandra Park SPV's secretarial affairs.

The company secretarial services fee:

- a. is \$60,000 plus GST per annum (on a pro-rata basis); and
- b. is payable monthly on a pro-rata basis in arrears.

The Lomandra Park SPV must reimburse CFMG Land for anv:

- a. disbursements paid or incurred by CFMG Land in the course of performing its duties under the management agreement; and
- b. disbursements or payments made by CFMG Land on behalf of the Lomandra Park SPV in respect of the acquisition of the Property, the capital raising and administration of the Lomandra Park SPV not otherwise covered by the management agreement.

CCFMG Land is an experienced project manager and is currently delivering and has recently completed a number of residential land developments.

CFMG Land draws from extensive experience as the manager of significant residential land developments in Queensland, Victoria and New South Wales. The board of directors have backgrounds in funds management and property development, and use this experience to assess opportunities based on location, population growth and demographics, infrastructure suitability, and community development plans.

While CFMG Land has undertaken projects in the past, past performance is not an indication of future performance on similar projects.

# DETAILS OF LOMANDRA PARK PROPERTY DEVELOPMENT

### <u>Overview</u>

The Lomandra Park SPV has purchased 6.3811 hectares of land (5.837 hectares of developable area) in Bridgeman Downs, situated approximately 13 kilometres north west of the Brisbane CBD and is developing that land as 'Lomandra Park', Bridgeman Downs.

Currently, the Lomandra Park SPV is completing the development of that land into 86 residential allotments with one retained dwelling to be sold back to the Vendor of 245 Graham Road, Bridgeman Downs generally in accordance with the Concept Plan in this SPDS.

The Lomandra Park SPV has completed the development works associated with stage 1 of 'Lomandra Park' at Bridgeman Downs and proposes to commence the development works associated with stage 2 which comprises a land subdivision of 37 residential allotments.

The Property Development relates to stage two of 'Lomandra Park' at Bridgeman Downs.

Lomandra Park SPV has a development approval to carry out the subdivision including supporting roads and other services generally in accordance with the Concept Plan in this SPDS and has completed a tender to confirm the cost of the required civil construction works.



### The Locality

Located 13 kilometres north west of the Brisbane CBD, the surrounding land comprises the recently completed 40 allotments in stage 1 of 'Lomandra Park', Bridgeman Downs together with a mix of residential dwellings situated on acreage lots interspersed with other modern small lot residential subdivisions either completed or currently under construction.

A number of primary and secondary schools are located within 3 kilometres. Local retail facilities are located at the Aspley Hypermarket approximately 2 kilometres to the south east.

Zilmere Railway station is situated approximately 4 kilometres to the east and local bus services are available from Grahams Road and Albany Creek Road.

### The Property

The Property is the balance title created following the registration of the allotments in Stage 1 of 'Lomandra Park' at Bridgeman Downs situated at 217-223 (and Part of 237) Graham Road, Bridgeman Downs, QLD 4035 and is more particularly described as Lots 1 & 2 on RP 110642 and Lot 1000 on SP 310666.

### Market Demographics

The state of the residential market in South East Queensland is characterised by improving economic conditions and a stable residential real estate market where sentiment varies depending on location, product and local supply and demand.

Residential estates in major growth corridors have witnessed the 'ripple effect' whereby demand has increased over the past 24 months as a result of improved confidence in the market, greater demand from owner occupiers and the relative affordability in outer lying locations compared to inner city locations.

This is particularly noticeable in middle to outer ring suburbs and areas situated within and adjacent to established major master planned communities, which are underpinned by easy access to public transport nodes, well serviced by shopping facilities and other essential services, and proximity to employment and education hubs such as universities and hospitals.

The residential development site market throughout South East Queensland, particularly for middle suburb and outer growth locations, has been relatively strong over the past 24 months.

Bridgeman Downs is a middle ring northern suburb of Brisbane, which is witnessing continuing land use change from rural residential to small lot residential. This has resulted in heightened activity from developers, which an increase in sales activity for residential development sites, particularly in the last 24 months.

In line with increased sales volumes and competition for sites, reasonable price growth has occurred for development sites in the local area.

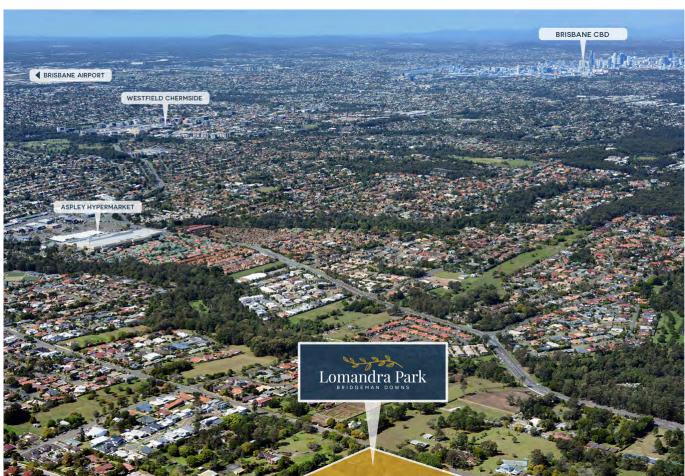
The Property has been identified to capitalize on these existing and future opportunities.

### <u>Infrastructure</u>

Bridgeman Downs iis surrounded by infrastructure and amenity, these factors paired with proximity to major employment nodes act as key drivers of the residential market.

Bridgeman Downs is included in the Brisbane City 2014 plan as an emerging community zone and designated as priority infrastructure area for existing and future residential and non-residential development.

Bridgeman Downs is surrounded by a diverse range of employment opportunities. These include the Australia Trade Coast and major





health projects such as the Holy Spirit Northside private hospital and Prince Charles Hospital. Local retail offerings include Carseldine Central Shopping Center, Aspley Hypermarket and the largest Westfield Shopping Centre in Australia – Westfield Chermside.

The diverse mix of employment, education, retail and lifestyle amenity continues to drive residential demand within Bridgeman Downs.

### The Development Concept

The Concept Plan set out on page 17 of this SPDS illustrates the proposed development concept.

The proposed development is to comprise 37 residential allotments, supporting roads and other services being stage 2 of the 'Lomandra Park' residential land subdivision in Bridgeman Downs.

The allotments proposed to be developed range from 450 to 701 square metres with an average of 542.

The Property Development involves the development of the Property as residential allotments for on-sale as sites for residential housing.

Lomandra Park SPV has a development approval to carry out the subdivision and has completed a tender to confirm the cost of the required civil construction works.

### Marketing and Distribution

The marketing strategy for the residential allotments is intended to include a mix of direct selling to individual buyers and also selling to the local home builders, who on sell the allotments to their clients.

The project has the benefits of being the future stage of the existing Lomandra Park residential community immediately adjoining the Property.

It is proposed that the Lomandra Park SPV will be direct marketing allotments through a project web site, real estate marketing sites and other media campaigns.

An on-site sales office is operational within the existing stage of the Lomandra Park residential community together with a builders display village operated and promoted by Master Builders Outensland

Because the project involves a future stage of the existing Lomandra Park residential community the proposed marketing collateral including the project web site has already been established as part of the marketing campaign for the existing Lomandra Park residential community.

It is anticipated that marketing of the allotments will commence prior to commencement of and will continue during construction with allotments to be pre-sold subject to titles being created.

While the Lomandra Park SPV anticipates that the above marketing and distribution strategy is appropriate the directors of the Responsible Entity or the Lomandra Park SPV are not able to forecast land sales prices or rates.

Sales rates and selling prices can be influenced by a number of factors which are outside the control of either the Responsible Entity or the Lomandra Park SPV including property market conditions, supply and demand, interest rates and buyer sentiment.

### **Indicative Property Development Timing**

Based on the likely time frames for engineering plan approvals, it is currently anticipated that the construction works for the Property Development could commence on or before July 2020 and the Property Development could be completed by July 2021.

Marketing is anticipated to commence prior to commencement of the construction of the development works, with allotments to be pre-sold subject to titles being created and then continue following completion of the development works and titling process.

Provided that the key assumptions anticipated by the Lomandra Park SPV hold true then the anticipated timing for the carrying out of the Property Development is expected to be as follows:

| Stage 2 -Subdivision Works           | July 2020– February 2021 |
|--------------------------------------|--------------------------|
| Stage 2 - Registration of Allotments | March 2021               |
| Settlement of Stage 2 Allotments     | April 2021 – July 2021   |

<sup>\*</sup> Dates indicative only and subject to change.

Whilst tthe above timing is how the Lomandra Park SPV anticipates the Property Development could progress, there is no guarantee that the assumptions above will be met. The directors of the Lomandra Park SPV are not able to forecast land sales rates or other delays which may be experienced with the timing of the Property Development.

Accordingly, the financial performance or returns which may be generated by the Lomandra Park SPV is not guaranteed and an investment in the notes to be issued by Lomandra Park SPV is considered a speculative investment.

### Property Development Finance

The Trust will contribute the capital raised by the issue of Lomandra Park Two Units (less the amounts retained from the subscription price to pay management fees to the Responsible Entity and the interim distribution in June 2021) to the Property Development by taking up notes to be issued by Lomandra Park SPV.

The Lomandra Park SPV will apply the funds received from the Trust towards development costs and for working capital associated with the Property Development

In addition to the amount raised through the Trust, it is anticipated that approximately a total of \$1.0m in third party equity will need to be contributed together with approximately \$6.5m of debt finance to complete the Property Development.

Based on the experience of CFMG Land Limited as manager of the Lomandra Park SPV in sourcing debt finance from major lending institutions on other similar projects the Lomandra Park SPV considers that debt finance can be secured and may be applied towards the development costs for the Property Development.

# PLANNED FURTHER CAPITAL RAISING BY LOMANDRA PARK SPV

In the immediate future, the Lomandra Park SPV will need to raise further funds to fund the development costs associated with the Property Development.

In addition to the \$6.0m capital intended to be contributed by the Trust the Lomandra Park SPV intends to raise a minimum of \$1.0m in third party equity, through the issue of further notes which are likely to rank ahead of the Trust and to secure debt finance to fund the development costs associated with the Property Development.

If the intended capital raising is not successful, the Property Development is unlikely to proceed and Lomandra Park SPV would be unable to redeem the notes issued to the Trust in turn meaning the Lomandra Park Two Units may have minimal or little value.

That said, the directors of the Responsible Entity do not intend to allow the Trust to subscribe for the notes unless the directors



are satisfied the third party funding has been secured (and all of the other conditions precedent referred to in the Subscription Agreement have been satisfied, as discussed below). That is, the Trust's investment in the Lomandra Park SPV is not intended to proceed unless the directors are satisfied that all those matters are satisfactory.

### SUBSCRIPTION AGREEMENT

The Trust's investment in the Lomandra Park SPV is by way of a subscription agreement. Upon entering into the subscription agreement the Trust will be issued with notes issued by Lomandra Park SPV.

The subscription agreement sets out the terms on which the Trust subscribes for and is issued the notes and the rights and obligations of the parties to that agreement.

The subscription agreement also includes key matters such as the conditions precedent (and subsequent) to the Trust subscribing for the notes, the Trust's step in rights, undertakings by the Lomandra Park SPV to the Trust, representations and warranties by the Lomandra Park SPV and the terms of the notes (including the interest entitlements attached to the notes, the waterfall of payments relating to distribution of Property Development proceeds and other rights attaching to the notes.

Key conditions precedent required before the Trust will subscribe for the notes issued by Lomandra Park SPV under the subscription agreement, include:

- approval by the board of the Responsible Entity to entry into and completion of the subscription agreement;
- the grant of and entry into a general security over the Lomandra Park SPV in favour of the Trust which ranks behind other lenders to Lomandra Park SPV;
- receipt of an expression of interest from a secured funder to provide property finance and a construction debt facility to Lomandra Park SPV outlining the terms and basis on which development finance may be provided to the Property Development on terms satisfactory to the Lomandra Park SPV and the Responsible Entity;
- confirmation as to the status of the development approvals required to be able to carry out the Property Development to the satisfaction of the Responsible Entity; and
- receipt of an independent valuation confirming the value of the Property.

Should the Lomandra Park SPV default under the subscription agreement (or the management agreement with CFMG Land) and not remedy the default, the Trust may (subject to the rights of the other lenders) exercise step in rights.

The Lomandra Park SPV must not, without the Responsible Entity's prior written consent:

- create any liability by way of further financial indebtedness in relation to the Property Development (except in relation to the secured senior debt and the third party equity that is likely to rank in priority to the notes to dividends and/or on winding up);
- create any mortgage, charge or other security interest affecting or relating to the Property Development (other than in relation to the construction debt facility for the Property Development);

- issue or redeem new shares or other securities in the Lomandra Park SPV other than in relation to raising the third party equity that ranks equally or take priority to the notes to dividends and/or on winding up;
- · pay any dividends; or
- amend the management agreement with CFMG Land in a manner which materially impacts the Trust.

Under the subscription agreement, the application by the Lomandra Park SPV of surplus cashflow of the Lomandra Park SPV is to be made in the following order:

**firstly**, to repay the secured funder and interest; then **secondly**, to pay all taxes and other statutory imposts; then

**thirdly,** to pay all other outstanding costs, expenses and liabilities incurred in the operations of the Lomandra Park SPV (including fees to CFMG Land for services provided to the Lomandra Park SPV in accordance with the terms of the management agreement); then

**fourthly,** to pay interest and redeem any notes issued that rank ahead of the notes held by the Trust;

**fifthly,** to redeem all of the notes, pari passu amongst the holders of notes that were allotted in the first tranche of allotments plus payment of interest at the rate of 16.15% per annum on those notes redeemed in that tranche (until all notes have been redeemed and interest at the rate of 16.15% per annum has been paid on all notes), then

**sixthly,** (and thereafter in separate tranches being those same tranches in which the further notes were allotted), to redeem all of the notes allotted in the next and each successive tranche pari passu amongst the holders of the notes that were allotted in the relevant tranche plus payment of interest at the rate of 16.15% per annum on those notes redeemed in that tranche (until all notes have been redeemed and interest at the rate of 16.15% per annum has been paid on all notes), then

**finally,** balance of Property Development profits to the Lomandra Park SPV.



### ABOUT THE NOTES ISSUED BY LOMANDRA PARK SPV

The notes are to be issued on the following basis:

| Issue Price                                | \$1.00 per note.  |
|--|---|
| Type of notes                              | The notes are issued by Lomandra Park SPV and are secured by a general security over Lomandra Park SPV.   |
| Interest Payable                           | An interest payment of 16.15% per annum is payable in arrears on the notes held by the Trust.   |
| Distributions by the Trust                 | The Responsible Entity intends to make an interim distribution in June 2021 with the final distribution once the notes are redeemed by Lomandra Park SPV.   |
| Voting Rights                              | There will be no entitlement to receive notice of, to attend or to vote at, any general meetings of the Lomandra Park SPV or to vote on any written resolution of members of the Lomandra Park SPV.   |
| Property Development<br>Cashflow Waterfall | Repayment of the notes is subject to the Property Development cashflow waterfall set out in the section detailing the Subscription Agreement on page 9  |
| Redemption Date                            | Each note issued to the Trust is redeemable on the date which is eighteen(18) months after the issue of the notes or earlier at the election of the Lomandra Park SPV (provided that such redemption will not occur until at least 6 months after the note is issued). The Responsible Entity may agree with the Lomandra Park SPV to agree to extend the redemption date by up to 12 months. |
| Redemption Price                           | \$1.00 per unsecured note   |

### APPLICATION, SOURCES, INCOME AND DISTRIBUTION STATEMENT

The application, sources, income and distribution statement assumes that capital of \$6.0m is raised by the issue of Lomandra Park Two Units and that Lomandra Park SPV meets all its repayment obligations on time and in full. It is not a forecast of future performance of the notes, the Lomandra Park Two Units, Lomandra Park SPV or the Property Development.

Set out below are the indicative application and sources of Trust funds together with the income and distribution statements of the Fund for the periods ending 30 June 2021 and 30 June 2022.

|   | Jun-21         | Dec-21         | Total           |
|---|----------------|----------------|-----------------|
| Income/Capital                              |                |                |                 |
| Units                                       | \$6,000,000.00 |                |                 |
| Fixed Return - 16.15% pa                    | \$966,345.21   | \$488,482.19   | \$ 1,454,827.40 |
| Sub-total                                   | \$6,966,345.21 | \$488,482.19   | \$7,454,827.40  |
| Distributions                               |                |                |                 |
| Asset Identification & Negotiation Fee - 4% | \$240,000.00   |                | \$240,000.00    |
| Management Fee of units on issue - 1%       | \$60,000.00    | \$30,000.00    | \$90,000.00     |
| Annual Fund Expenses - \$30,000 pa          | \$30,000.00    | \$15,000.00    | \$45,000.00     |
| Sub-total Sub-total                         | \$330,000.00   | \$45,000.00    | \$375,000.00    |
| Funds available for distribution            | \$6,636,345.21 | \$6,882,173.84 |                 |
| Unitholder Distributions                    | \$197,653.56   | \$6,882,173.84 | \$7,079,827.40  |
| Per Unit Distribution                       | 0.03           | \$1.15         | \$1.18          |
|   |                |                |                 |

<sup>\*</sup>The interim distribution on June 2021 will be funded by the Trust retaining an amount from the subscription price for the notes. Whilst the Trust will be entitled to the full 16.15% per annum interest on the amount raised, the funds retained by the Trust will be sufficient to pay for the fees and expenses of the Trust and the interim distribution on June 2021. The final distributions for the financial year FY22 will be totally dependent on the Lomandra Park SPV complying in full and on time with its obligations under the terms of the notes.

The application, sources, income and distribution statement is provided for illustrative purposes only and is not represented as being necessarily indicative of the Trust's future financial position or outcomes.

### **RISK FACTORS**

All investments involve some risk, as investments can decline as well as increase in value. Details of the risks relating to an investment in the Trust are set out in the PDS dated 25 January 2018.

The following are specific risks associated with an investment in Lomandra Park Two Units



### **SPECIFIC RISKS**

An investment in the offer of Lomandra Park Two Units also involves specific risks relating to the Property Development to be carried out by the Lomandra Park SPV which is the development of the Property. These risks are common when undertaking property development. By undertaking a process of due diligence, key Property Development risks are where possible identified and management strategies put in place. This reduces the risk that the Property Development will not perform as anticipated but does not eliminate all risk. Some of the key risks (and potential mitigating factors) are summarised below.

Before deciding whether to subscribe for Units, you should carefully consider the principal risks to which you are exposed and whether the purchase of Units is a suitable investment for you.

If you are in doubt as to whether you should apply for Units, you should first seek advice on the matters contained in this SPDS from a professional adviser.

| RISK   | RISK MANAGEMENT   |  |  |
|--|---|--|--|
| Planning Risks  There are risks associated with planning for the Property  Development, particularly in relation to obtaining and satisfying  conditions relating to a development approval.   | <ul> <li>Professional town planning consultants have been engaged by the Lomandra Park SPV to advise in relation to the planning for the Property Development.</li> <li>Lomandra Park SPV has advised that a development approval for the Property Development has been granted.</li> </ul>   |  |  |
| <b>Development Approval Risk</b> There are risks associated with property development projects including in relation to obtaining a development approval and any resulting conditions.   | <ul> <li>Professional town planning consultants have been engaged by the Lomandra Park SPV to advise in relation to the planning for the Property Development.</li> <li>Lomandra Park SPV has advised that a development approval for the Property Development has been granted.</li> </ul>   |  |  |
| Market Risk The Property Development is exposed to changes in the supply and demand for residential dwellings and the values of residential dwellings.   | <ul> <li>A marketing strategy has been developed for the marketing and sale of the allotments intended to be developed in the Property Development.</li> <li>Marketing is anticipated to commence prior to the construction of the development works, with allotments to be pre-sold subject to titles being created and then continue following completion of the development works and titling process.</li> </ul>  |  |  |
| Market and Site Sentiment  The market for medium to large subdivision sites is considered to be at, or near its peak. The residential market throughout the growth corridors in South East Queensland is in part driven by interstate and foreign investment as opposed to purely local market fundamentals. | <ul> <li>A marketing strategy has been developed for the marketing and sale of the allotments intended to be developed in the Property Development.</li> <li>Marketing is anticipated to commence prior to the construction of the development works, with allotments to be pre-sold subject to titles being created and then continue following completion of the development works and titling process.</li> <li>The marketing strategy for the residential allotments is intended to include a mix of direct selling to individual buyers and also selling to the local home builders, who on sell the allotments to their clients.</li> <li>It is proposed that the Lomandra Park SPV will direct market allotments through a project web site, real estate marketing sites and other media campaigns.</li> </ul> |  |  |
| Sales Risk  The price achieved for the sale of the residential allotments intended to be developed from the Property may be insufficient to deliver the return on the unsecured notes.   | <ul> <li>A sales and marketing strategy has been developed by the Lomandra Park SPV which includes a mix of direct selling to individual buyers and also selling to the local home builders, who on sell the allotments to their clients.</li> <li>It is anticipated that marketing of the allotments will commence prior to settlement of the purchase of the Property and will continue during development with allotments to be pre-sold subject to titles being created.</li> </ul>   |  |  |
| <b>Development Delay Risk</b> If development is delayed, then this may lead to increased interest costs, reduced returns to Unitholders and a delay in those returns.  | It is anticipated that the Lomandra Park SPV will seek to avoid delay risks in its construction contract with the civil contractor by entering into a contract which is fixed-time and fixed-price however a delay in the settlement of the Property sales may have an adverse impact on the Project returns and ultimately the interest paid to Unitholders.   |  |  |



### **Settlement Risk**

Once allotments are sold there is a risk that buyers do not settle on their purchase. There are risks associated with the validity and enforceability of the sales contracts and satisfying foreign investment laws and regulations. The sale and marketing to foreign buyers is considered to be a higher settlement risk than to domestic owner occupiers due to the lending criteria applied to different categories of buyers.

- The marketing strategy for the residential allotments is intended to include a mix of direct selling to individual buyers and also selling to the local home builders, who on sell the allotments to their clients.
- A law firm will be engaged to review and advise on the sale contracts and conveyancing process.

### **Development Costs Risk**

Budgeted development costs may be materially different to actual costs incurred by the Property Development.

Cost overruns or changes to anticipated costs may result in additional equity or debt funds being required, which may dilute or extinguish returns to Unitholders.

- Lomandra Park SPV has engaged professional engineering consultants to provide an opinion on costs for the Property Development. The Responsible Entity will only advance subscription money once it is satisfied with the opinion of the professional engineering consultants.
- It is anticipated that the civil contractor will enter into a fixedtime, fixed price construction contract with Lomandra Park SPV to reduce the risk to the Property Development.

### **Additional Funding Risk**

Should the development costs increase, further debt and/or equity may be required to complete the Property Development.

- Lomandra Park SPV will engage professional engineering consultants to provide an opinion on costs for the Property Development. The Responsible Entity will only advance subscription money once it is satisfied with the opinion of the professional engineering consultants.
- It is anticipated that the civil contractor will enter into a fixedtime, fixed price construction contract with the Lomandra Park SPV to reduce the risk to the Property Development.

### **Property Development Debt Financing Risk**

There are risks with raising the use of debt finance to fund part of the costs of delivering the Property Development. The use of debt funding can increase investment losses.

The Lomandra Park SPV has not yet secured debt funding for the Property Development.

 A condition precedent to the Trust subscribing for the unsecured notes issued by Lomandra Park SPV is that the Responsible Entity be satisfied with the basis on which development finance may be secured for the Property Development.

### **Interest Rate Risk**

There are risks associated with increases in interest rates impacting the cost of anticipated borrowings over the term of the Property Development.

A condition precedent to the Trust subscribing for the unsecured notes to be issued by Lomandra Park SPV is that the Responsible Entity be satisfied with the terms and basis on which development finance may be may be secured for the Property Development.

### **Counterparty Risk**

There are risks associated with counterparties fulfilling their obligations including the potential for disputes between the Lomandra Park SPV and the manager.

- The principals of CFMG Land are experienced in managing the delivery of developments such as the Property Development and operating the Lomandra Park SPV.
- The Responsible Entity will closely monitor the progress of the Property Development.

### **Conflict of Interest Risk**

A number of related parties are providing services to the Property Development and receiving fees creating a potential for conflicts of interest.

- The Responsible Entity has a conflict of interest policy for dealing with conflicts of interest.
- Should an event of default arise under the subscription agreement and the Lomandra Park SPV does not remedy that default then the Responsible Entity will and is required to take action to recover the money owed.
- Both the Responsible Entity and its directors have a statutory duty to place the interests of Unitholders above their own interests where there is a conflict.
- The Responsible Entity will keep the Unitholders informed of the actions being taken.

### **Documentation Risk**

The interlocking arrangements involved in the Property Development and arrangements between the Trust and the Lomandra Park SPV are governed by a set of legal documents and contracts which include the Subscription Agreement and Corporate Project and Asset Management Agreement. The risk of dispute over the interpretation or enforceability of the documentation may have a materially negative impact on the Property Development and distributions under the Lomandra Park Two Units.

 The Responsible Entity will engage professional advisers including in the fields of law to assist in interpreting the agreements.



### **Rectification Risk**

Upon the completion of the Property Development, there are risks associated with defects in the residential allotments requiring rectification which may prove costly.

- Under the intended form of civil construction contract, the obligations of rectification works will rest with the contractor.
- The Lomandra Park SPV is intended to have recourse to the contractors bank guarantees to use towards rectification costs should the contractor not meet its obligations.

### Risk arising out of or exacerbated by COVID 19

The uncertain economic outlook arising out of the COVID 19 outbreak (and the potential for significant adverse impact on economic activity and drastic international and domestic government responses in order to limit the continued spread of COVID 19) and the effect that same may or will have on matters concerning some of the specific areas of risk discussed above (including adverse market sentiment, lessened demand and sales, settlement risk, and funding risk) may have negative impact on the Property Development, the unsecured notes and distributions under the Lomandra Park Two Units.

It is too early to comment on or to quantify the impacts that the
world-wide COVID-19 respiratory illness might have on real estate
markets and the extent to which COVID 19 will exacerbate or
heighten these specific areas of risk (discussed above) due to the
uncertainty as to the impact, extent and duration of conditions
caused by COVID 19

### TOWN PLANNING ASSESSMENT

Professional town planning consultants have been engaged by the Lomandra Park SPV as the consulting town planners for the Property Development.

The directors of the Responsible Entity note:

- a. a development approval has been granted by the Brisbane City Council authorising a residential land subdivision comprising 76 residential allotments;
- b. Lomandra Park SPV has completed the development works associated with stage 1 of 'Lomandra Park' at Bridgeman Downs; and
- c. the Property Development comprises stage 2 of 37 residential allotments supporting roads and other services which is the subject of the current development approval.

### **ENGINEERING ASSESSMENT**

Professional engineering consultants have been engaged by the Lomandra Park SPV to advise on the civil engineering, budgeted development costs, civil design and the servicing and development requirements for the Property.

The directors of the Responsible Entity are satisfied that in their opinion that there are existing services available to the Property or close to the Property to provide connections to storm water drainage, water and sewerage reticulation, electricity and telecommunications. The proposal includes construction of a new Queensland Urban Utilities sewer pump station to service the development.

### **RELATED PARTY ARRANGEMENTS**

CFMG Land and the Lomandra Park SPV are each related parties of the Responsible Entity as they share common directors with the Responsible Entity.

A common risk of related party transactions is that in the event of default, the Responsible Entity (or the Lomandra Park SPV) may not enforce its rights against a related party. See sections 3, 8.19 and 8.20 of the PDS for information about our Conflicts Policy that governs the related party transactions we may enter.

Should an event of default arise under the subscription agreement and the Lomandra Park SPV does not remedy that default the Responsible Entity will take action to recover the money owed. Both the Responsible Entity and its directors have a statutory duty to place the interests of Unitholders above their own interests where there is a conflict. The Responsible Entity will keep the Unitholders informed of the actions being taken.

The Responsible Entity has not sought member approval to transact with the Lomandra Park SPV. The intended terms of the subscription agreement has been benchmarked to market and are in line with industry practice. On this basis, the directors of the Responsible Entity are satisfied the terms of the subscription agreement are on terms no less favourable than they would have been had the terms been negotiated between non-related entities dealing at arms length.

### **CONSENTS**

The following parties have given and not withdrawn their consent to be named in this SPDS in the form and context in which they are named:

- a. Lomandra Park Syndicate Limited A.C.N 617 313 167; and
- b. CEMG Land Limited ACN 127 663 414.





# Fees and costs update

### Additional explanation of fees and costs

The information below is in addition to the disclosures contained in clause 5.3 of the PDS

### **Indirect Costs Ratio**

The Indirect Cost Ratio (ICR) for the Trust is the ratio of the Trust management costs that are not deducted directly from a Unitholder's account, divided by the Trust's total average net assets.

The ICR for this Offer is expected to be 6.763%. Indirect costs are deducted from the assets of the Trust.

### Example of annual fees and costs for the Trust - for the first year

The table below replaces the table in clause 5.9 of the PDS.

| EXAMPLE                         |             | BALANCE OF \$50,000 WITH A CONTRIBUTION OF \$5,000 DURING THE YEAR  |  |
|---------------------------------|-------------|---|--|
| Contribution fees               | Nil         | For every \$50,000 you put in, you will be charged \$0.   |  |
| <b>PLUS</b> Management Costs    | 6.763% p.a. | <b>And,</b> for every \$50,000 you have in the Trust you will be charged \$3,365 each year.   |  |
| <b>EQUALS</b> cost of the Trust |             | If you had an investment of \$50,000 in the Trust at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of from |  |
|                                 |             | \$3,365   |  |
|                                 |             | What it costs you will depend on the investment option you choose and the fees you negotiate  |  |

Note. The management costs above include the one-off 4.4% asset identification, capital raising and structuring fee which is charged only once at the commencement of the investment.

### Example of annual fees and costs for the Trust – for the second (and any subsequent) years

| EXAMPLE                         |             | BALANCE OF \$50,000   |  |
|---------------------------------|-------------|---|--|
| Contribution fees               | Nil         | For every \$50,000 you put in, you will be charged \$0.   |  |
| <b>PLUS</b> Management Costs    | 2.363% p.a. | <b>And,</b> for every \$50,000 you have in the Trust you will be charged \$1,181 each year.   |  |
| <b>EQUALS</b> cost of the Trust |             | If you had an investment of \$50,000 in the Trust at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of from |  |
|                                 |             | \$1,181   |  |
|                                 |             | What it costs you will depend on the investment option you choose and the fees you negotiate  |  |

### Example of annual fees and costs payable by the Lomandra Park SPV to CFMG Land Limited

Under the Project and Company Management Agreement the Lomandra Park SPV is required to pay CFMG Land a Project Management Fee calculated at 2.2% of the sales revenues from the sale of the finished allotments plus a Company and Asset Management Fee calculated at 3.3% of those sales revenues.

For a \$50,000 investment in the Trust (and assuming the maximum \$6,000,000 in Units are subscribed for in the Trust), you will be charged \$2,104 in Project Management Fees and \$3,156 in Company Asset Management Fees over the life of the project. This projection is based on the total Project Management Fees and Company & Asset Management Fees calculated at 2.2% and 3.3% of a hypothetical total projected revenue of \$17,697,000 (including GST) and assumes the maximum \$6,000,000 of Units are subscribed for under this Offer.

The above calculation also assumes the Lomandra Park SPV raises \$3,250,000 in third party investment in addition to the \$6,000,000 investment by the Trust as contemplated under this offer.





## **Taxation**

The following is a general summary of the expected taxation consequences for Unitholders, in holding Units in the Trust. The Responsible Entity is not licensed to provide taxation advice and cannot provide advice to specific Unitholders, Unitholder should seek advice on the taxation consequence of their investment which takes into account their personal circumstances, from a suitably qualified adviser.

On the basis that the sole activity and income of the Trust will be the acquisition of interest bearing notes, the Trust will qualify as a 'flow through' trust for taxation purposes.

The notes to be issued by Lomandra Park SPV to the Trust will qualify as debt instruments and the interest payable on those will retain that character for Australian income tax purposes..

Under the terms of the Constitution of the Trust, the Responsible Entity must distribute the 'distributable income' of the Trust to Unitholders each year. Accordingly where the Trust has recognised income in excess of expenses for a year Unitholders should have an entitlement to their respective share of the income at year end.

In such cases taxation will not be payable at the Trust level but rather each Australian Resident Unitholder will be subject to tax on their share of the net (taxable) income of the Trust, and will be required to include this in their own returns.

In the case of a unitholder that is not a resident of Australia the Trustee would normally be assessed on the non resident unitholders behalf in respect of the non resident unitholder share of the net (taxable) income. However, where the sole income of the trust is interest, the Trustee will instead deduct interest withholding tax at the rate of 10% from interest amounts as a final tax. Unitholders that are tax residents, or are otherwise subject to taxation in other countries, should seek specific advice from a qualified advisor on foreign taxation implications.

The Responsible Entity will provide Unitholders with a tax statement after the end of each financial year.

# Concept Plan



# Directors' Assessment of the Property to be developed

| Property Address                   | 67 Bridgeman Road and 217-223 and part of 237 Grahams Road, Bridgeman Downs QLD 4035  |
|------------------------------------|---|
| 'As is' or market valuation        | \$8,150,000 (exclusive of GST)  |
| 'Gross Realisation as if complete' | \$16,797,685 (exclusive of GST)   |
|                                    | The Directors based on their experience in the property development business assess the Property to be worth approximately \$16,797,685 million (exclusive of GST). |



# **Application Form**

CFMG Equity and Income Funds Limited ACN 112 753 876, AFSL 291390



CFMG Land and Opportunity Fund ARSN 602 610 006 – Lomandra Park Two Units

| Plea | ase see next page for instructions on how to cor  | mplete this applica | ation form             |                          |                                 |
|------|---|---------------------|------------------------|--------------------------|---------------------------------|
|      | Read the Product Disclosure Statement and th investment information.  | ne Supplementary I  | Product Disclosure St  | atement before investing | – it contains important         |
|      | Each unit will be issued at \$1.00.   |                     |                        |                          |                                 |
|      | No units will be issued on receipt of an Applica<br>ment and Supplementary Product Disclosure S<br>sure Statement and Supplementary Product D | Statement or gene   | erated by software acc |                          |                                 |
|      | You agree to us using your personal information   | on in the way the P | Product Disclosure Sta | tement describes.        |                                 |
| Uni  | ts Applied for:   | Price per unit: As  | \$1.00                 | Application money: [     |                                 |
| 1.   | Unitholder 1 - Mr/Mrs/Ms/Miss (   | Given Names         |                        | Surname                  | Date of Birth                   |
|      |   |                     |                        |                          |                                 |
|      | Unitholder 2 - Mr/Mrs/Ms/Miss   | Given Names         |                        | Surname                  | Date of Birth                   |
|      |   |                     |                        |                          |                                 |
|      | Trust/Trust/Superannuation or other inco  | orporated bodies    |                        |                          | Trust Details                   |
|      |   |                     |                        |                          |                                 |
|      | Controllers of company Unitholder   |                     |                        |                          |                                 |
|      |   |                     |                        |                          |                                 |
| 2.   | Residential Address/Registered Office Ad  | ldress              |                        |                          |                                 |
|      |   |                     |                        |                          |                                 |
|      | Suburb/City State   | Postcode            | 2                      | Country (for company, i  | nsert country of incorporation) |
|      |   |                     |                        |                          |                                 |
|      | Postal address (if different) - Unit/PO Box/  | /House Number/St    | treet Name             |                          |                                 |
|      |   |                     |                        |                          |                                 |
|      | Telephone during business hours   | Talanhanaafta       | r laurain aga la aura  | Email addres             |                                 |
|      | releptione during business flours   | Telepriorie arte    | r business hours       | Email addres             | 5                               |
|      |   |                     |                        |                          |                                 |
| 3.   | Tax File/Australian Business Number(s)  |                     |                        |                          |                                 |
|      | Applicant 1: TFN or ABN or Exemption  |                     | Applicant 2: TFN       | N or ABN or Exemption    |                                 |
|      |   |                     |                        |                          |                                 |
| 4.   | All Distributions to be paid to the following   | ng Account::        |                        |                          |                                 |
|      | Account Name  |                     | Account N              | Number                   |                                 |
|      | BSB Number  | nstitution          |                        | Branch                   |                                 |
|      |   |                     |                        |                          |                                 |



|                       |   |  | and read a copy of the Product Disclosu<br>ts accompanied by or attached to this Ap   |                                     |
|-----------------------|---|--|---|-------------------------------------|
|                       | Until notice is received by not applicable. | any one of the Applicants, the i                                       | investment can be operated by any one   | of the signatories below. Delete if |
|                       | Is the individual a US citi                 | izen or resident of the US for   | tax purposes?   |                                     |
|                       | Yes If yes, provide th                      | e individual's US Taxpayer Ident                                       | tification Number (TIN):  |                                     |
|                       | No 🗌  |  |   |                                     |
| 6.                    | Applicant signature(s)                      |  |   |                                     |
|                       |   |  |   |                                     |
|                       | Director/as trustee for                     | (If applicable)  | Please print full name here   | Date                                |
|                       |   |  |   |                                     |
|                       | Director/as trustee for                     | (If applicable)  | Please print full name here   | Date                                |
| (Cth) (AN<br>Applicat | ML/CTF Act). The Responsible                | le Entity reserves the right to w<br>nt identifying information for ar | of the Anti Money Laundering and Count<br>withhold formal acceptance of an Applica<br>In Unitholder has been supplied to establ | ition and to defer processing an    |
|                       | Amount \$                                   | Account No   | Units Issued:   |                                     |

I/We agree to be bound by the terms of the Product Disclosure Statement and the Constitution of the Trust as amended from time

5.

Declaration



# How to complete the application form

| complete in BLOCK LETTERS   |
|---|
| if you make a mistake, cross it out and initial it - do not use correction fluid  |
| attach your 'not negotiable' cheque payable to:<br>The Trust Company (Australia) Limited ACF CFMG Land and Opportunity Fund – Lomandra Park Two Units |
| send this form to: PO Box 663 FORTITUDE VALLEY QLD 4006   |
| EFT your application monies to:   |
| Account: The Trust Company (Australia) Limited ACF CFMG Land and Opportunity Fund – Lomandra Park Units   |
| Bank: ANZ   |
| BSB: 012-003  |
| Account No. 837382070   |

### THESE INSTRUCTIONS ARE CROSS REFERENCED TO EACH SECTION OF THE FORM

### 1. UNITHOLDER NAME

Individuals Give full name – not initials

Person under the age of 18 Use name(s) of parent(s) or guardian(s) e.g. John Smith <Sam Smith A/C>
Companies Use company title e.g. John Smith Pty Limited as well as inserting ACN

Trusts Use the name of the Trustee and name of Trust e.g. John Smith Pty Limited <Smith Family Trust A/C>
Superannuation Trusts Use the name of the Trustee and name of Trust e.g. John Smith Pty Limited <Smith Super Trust A/C>

If the Unitholder is acting as a trustee, ensure the full name of the trust or fund is included in the Unitholder's description. If the trust or fund is not Australian based, identify the country in which the trust or fund was established in 'Trust Details'.

In 'Trust Details' or in an accompanying page, also insert any ABN allocated to the trust or fund and add identifying wording to identify:

- 1. the ARSN, if the trust or fund is ASIC registered; or
- 2. if the trust or fund is an ATO Self Managed Superannuation Trust, and if so, insert 'SMSF'; or
- 3. if the trust or fund is regulated by APRA, and if so, write 'APRA Regulated' and the APRA registration number; or
- 4. if none of these categories apply, insert 'Other' and applicable descriptions, such as 'Family Discretionary Trust', 'Unit Trust' or 'Other'.

For the box headed 'Controllers of company Unitholder', please supply full names of shareholders who hold more than 25% of the shares in the Company, together with their percentage holding. **This information is only needed for Australian proprietary limited companies**. Attach a separate page if insufficient space.

If the company Unitholder is a foreign company, but is a majority owned subsidiary of an Australian listed company, insert in the box headed: 'Controllers of company Unitholder' – words of or to the effect of 'Controlled by listed Australian company'.

If a foreign company is the Unitholder, but the company is not registered with ASIC, specify on the form or on an accompanying page if it is a public or private company, its country of origin, any identifying number similar to an ACN or ARBN and its principal business address in its country of origin. If the Applicant is a foreign private company, supply the full name of every director on an accompanying page.

If the Applicant is an association, the full names of members of its board or governing committee need to be included on an accompanying page.

if the Applicant is a registered cooperative, the full names of its chairman, secretary or equivalent officer needs to be supplied on an accompanying page.

If the Applicant is a government body, it needs to supply the name of legislation creating its establishment, identifying whether it is Commonwealth, State or foreign legislation that creates its establishment.



### 2. RESIDENTIAL AND POSTAL ADDRESS AND CONTACT DETAILS

Enter your residential or registered office address details. Please complete the postal address if your mail is delivered to a different address. If you state your email address, all reports may be sent to you by that means.

### 3. TAX FILE NUMBER (TFN)/AUSTRALIAN BUSINESS NUMBER (ABN)

You are not required to give us your TFN or ABN. However if you do not quote either, we are required to withhold tax (at the highest marginal rate plus Medicare Levy) from Distributions paid to you. Collection of TFN's is authorised and their use and disclosure are strictly regulated by the tax laws and Privacy Act. By quoting your TFN or ABN you authorise us to apply it to your investment and its disclosure to the Tax Office.

### 4. DISTRIBUTIONS

Distributions are automatically reinvested. However, if you would prefer them to be paid to you, you must complete the appropriate details at this item.

### 5. DECLARATION

Please read the Declaration, indicate whether you are a citizen of the United States of America and sign at item 6.

### 6. SIGNATURE

The Application Form should be signed and dated by all Unitholders. Companies would be expected to sign by two directors or by one director and the company secretary. In the case of a sole director company, when signing, add wording: 'Signed as sole director and sole secretary'.

For further details please contact the investor relations team at CFMG Capital:

PO Box 663 Level 2, 117 McLachlan Street Fortitude Valley QLD 4006 P: 1800 155 526 E: investorrelations@cfmgcapital.com.au W: cfmgcapital.com.au



