direct margin lending.

Brochure October 2021

(includes Terms and Conditions)

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Details of the Issuer

Issued by Bell Potter Capital Limited (Bell Potter Capital) ABN 54 085 797 735 AFSL No. 360 457 www.bellpotter.com.au

BPC Securities Pty Limited ACN 072 910 966 AFSL No. 297 851 is a wholly owned subsidiary of Bell Potter Capital and acts as Chess Sponsor for margin lending clients.

BPC Custody Pty limited ACN 006 600 746 is a wholly owned subsidiary of Bell Potter Capital and provides nominee services for margin lending clients.

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Introduction

The Desktop Broker service is offered by Third Party Platform Pty Limited ABN 74 121 227 905 an Australian Financial Services licensee (AFSL 314341) and a Participant of the ASX Limited Group, trading as 'Desktop Broker'.

Desktop Broker does not provide investment advice. You should consider your own financial situation, particular needs and investment objectives before acting on any of the information provided.

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This document introduces Direct Margin Lending, our margin lending facility, which is integrated with the financial services offered by Desktop Broker. Direct Margin Lending is issued by Bell Potter Capital Limited (Bell Potter Capital).

The team behind Bell Potter Capital has substantial experience in margin lending and associated services and brings a strong track record of success.

Before applying

- Read this Brochure and the Terms and Conditions
- Read the Product Disclosure Statement and Application Form which should accompany this Brochure
- Read the PDS and Additional information for the Bell Financial Trust. The PDS and the Target Market Determination for the Bell Financial Trust can be obtained free of charge by calling Bell Potter Capital Ltd on 1800 061 327 or visiting www.desktopbroker.com.au/adviser/features/margin-lending
- Review other information such as current interest rates at www. desktopbroker.com.au/adviser/ features/margin-lending
- Note that Bell Potter Capital does not provide financial product advice or tax advice.

Individual Retail Investors -Additional Financial Information Required

From 1 January 2011, under provisions of the Corporations Act 2001, we are required to assess whether a margin loan is unsuitable for individual retail investors (as defined by S761G of the Corporations Act 2001). We must do this assessment when the facility is first opened and at any time when you make a request to increase the credit limit.

To enable us to carry out this assessment and determine a credit limit we require sufficent financial information which you can provide by completing a Credit Limit Request Form. To comply with the Corporations Act 2001, we may also require supporting documents to verify your financial information.

1.0 FEATURES AT A GLANCE

FEATURE	FACTS AND BENEFITS				
Minimum initial loan	None for variable loans \$25,000 for fixed loans				
Minimum loan balance	None for variable loans \$25,000 for fixed loans				
Minimum loan drawdown	None				
Minimum loan repayment	None				
Extensive list of Approved Securities	We accept a wide range of listed securities as collateral for your loan				
	We lend 100% against your investment in the Bell Financial Trust				
Cash advances	Borrow for any business or investment purpose				
Revolving line of credit	Repay or drawdown (subject to borrowing limits) at any time				
Competitive interest rates on both loans and deposits	The current interest rate is available on the Desktop Broker website: www.desktopbroker.com.au/adviser/features/margin-lending or can be obtained by contacting Desktop Broker on 1300 726 177				
Fees and charges	Bell Potter Capital does not impose any ongoing fees or charges on basic transactions. We may, however, charge fees where you request that we provide a specific service for you				
Easy account opening	Streamlined identification check				
	Integrated with the Bell Financial Trust				
EFT and dividend direction straight to your account	Your margin lending account has a BSB and account number - which means you can arrange for direct crediting of funds by EFT (eg receiving dividends)				
	We also provide you with a BPay Biller Code and Reference Number so you can BPay from other cheque and savings accounts				
Third party security	A third party can provide security for your loan				
Flexible loan arrangements	Variable loan with interest monthly in arrears Prepaid fixed loans for any term up to 12 months				
Margin call buffer	10% of geared value of securities				
Monthly statements	You will receive a monthly statement, which will include details of any investment in the Bell Financial Trust that forms part of the facility				

2.0 ABOUT MARGIN LENDING

Is margin lending right for you?

We strongly recommend you speak to your adviser before entering into a margin loan facility. Even though Bell Potter Capital and Desktop Broker do not provide advice on whether margin lending is suitable for a particular investor, we will provide information to assist you in making that assessment.

Among other things you should consider and discuss with your adviser:

- Have you assessed your risk profile and tolerance for risk? Do you understand the impact gearing has on your risk profile?
- Do you have realistic financial goals?
- Do you understand how gearing may affect your financial outcomes?

- Do you have a clear understanding of margin lending and are you prepared should you receive a margin call notice?
- Do you have a good understanding of financial markets?
- Do you understand how to monitor your margin lending position?
- Have you read this document including the terms and conditions, the PDS and the Application Form?

KEY CONCEPTS					
Margin loan	A margin loan is simply a loan facility secured by a portfolio of securities and cash accounts. Just as the value of a portfolio will change with market prices, the amount we are prepared to lend against a portfolio will change with market prices.				
Credit Limit	The maximum amount of credit that can be provided to you. You may apply for a change in credit limit.				
Approved securities	Each security on our approved list has a gearing ratio assigned.				
Gearing ratio	Often called LVR (loan to value ratio), this is the percentage we apply to the value of each holding to calculate the geared value.				
Geared value	We assess the amount we are willing to lend against your portfolio. It is generally calculated by applying the gearing ratio to the market value of each holding in the portfolio.				
Buffer	10% of the geared value. The buffer ensures that small fluctuations in prices will not trigger a margin call. No buffer is provided on Cash Investments where the gearing ratio is 100%.				
Available funds	Often called surplus, it is the amount by which the geared value exceeds the loan.				
Margin call	If your loan exceeds the geared value plus the buffer we may require you to take immediate action. Action is usually required within 24 hours of notification that you are in margin call.				
Term of the facility	There is no fixed term for the facility.				
Secured assets - also known as collateral	As part of the facility you provide securities and/or cash as collateral for the loan. You retain beneficial ownership of the securities and cash that you provide and control of dividends and other distributions, etc. unless there is an event of default.				
Loan purpose	Under the facility, loans must be used for predominantly business or investment purposes.				

IMPACT OF GEARING

Gearing (borrowing part of the purchase price) magnifies the impact of price changes on the value of the investors equity. The table below uses a simple example to demonstrate the impact with both rising and falling prices. This example does not take account of any tax effects.

UNGEARED		10% RISE	10% FALL	
Market value	\$30,000	\$33,000	\$27,000	
Investor's equity	\$30,000	\$33,000	\$27,000	
GEARED		10% RISE	10% FALL	
Market value	\$100,000	\$110,000	\$90,000	
Gearing ratio	70%	70%	70%	
Gearing value	\$70,000	\$77,000	\$63,000	
Loan balance	\$70,000	\$70,000	\$70,000	
Investor's equity	\$30,000	\$40,000	\$20,000	
% CHANGE IN INVESTOR'S EQUITY		33% RISE	33% FALL	

Gearing also impacts the income and expenses of your portfolio allowing you to capture a greater flow of dividends offset by the cost of interest. In many cases, depending upon your own portfolio and level of gearing, the value of dividends and franking credits can match or exceed the cost of interest.

MARGIN LENDING IN ACTION

When compared to traditional lending facilities, margin lending is more flexible and dynamic. One of the most powerful features is that you can quickly capitalise on any increase in the value of your portfolio without needing to renegotiate your loan facility. This is commonly called Buying Power. You may however need to request an increase in your credit limit to utilise this additional borrowing capacity.

BUYING POWER

When a margin loan has available funds, these funds can be used to purchase additional securities. Provided you purchase approved securities, which form part of the secured portfolio, the securities themselves can be geared.

Market value	\$100,000
Gearing ratio	70%
Geared value	\$70,000
Loan balance	\$60,000
Available funds	\$10,000
Gearing ratio for purchase	70%
Buying power	\$33,333
Market value	\$133,333
Gearing ratio	70%
Geared value	\$93,333
Loan balance	\$93,333
Available funds	0

Buying power = Available Funds / (1 - Gearing Ratio)

MARGIN CALLS

The following table gives a number of scenarios, which explain the impact of gearing and price changes on a margin lending facility.

In Scenario 1, the facility has available funds and the investor can request cash advances and make further purchases.

In Scenario 2, the loan balance exceeds the geared value by less than the buffer. The investor is not required to take action, but we will not usually make a cash advance or fund further purchases.

In Scenario 3, the investor is in margin call and should restore the facility.

	SCENARIO1	SCENARIO 2	SCENARIO 3
Market Value	\$100,000	\$80,000	\$70,000
Gearing Ratio	70%	70%	70%
Geared Value	\$70,000	\$56,000	\$49,000
Loan Balance	\$60,000	\$60,000	\$60,000
Available Funds	\$10,000	-\$4,000	-\$11,000
10% Buffer	\$7,000	\$5,600	\$4,900
Available Funds+Buffer	\$17,000	\$1,600	-\$6,100
Status	In surplus	In surplus In buffer	
Cash advances or new purchases funded from the loan	Yes	No	No

You can meet a margin call by providing additional security or reducing the loan balance. More information is available by phoning Desktop Broker on 1300 726 177.

HOW FAR WILL MY PORTFOLIO HAVE TO FALL BEFORE I AM IN MARGIN CALL?

For a facility which is fully geared (i.e. the loan = the geared value) a decline of 9.1% in the value of the portfolio will bring it into a margin call position. The table below shows falls in portfolio value that will put the portfolio into a margin call position. This example is simplified for the case of a single stock portfolio.

		CURRENT GEARING				
		40%	50%	60%	70%	75%
	75%	51.5%	39.4%	27.3%	15.2%	9.1%
MAXIMUM	70%	48.1%	35.1%	22.1%	9.1%	
GEARING ALLOWED	60%	39.4%	24.2%	9.1%		
	50%	27.3%	9.1%			
	40%	9.1%				

3.0 RISKS AND BENEFITS

Understanding risks

RISKS

In considering margin lending you need to consider the risks. Among these risks we highlight that:

- Gearing increases the risk of capital loss.
- If the value of your portfolio falls sufficiently, you may receive a margin call notice and must then either sell part of your portfolio, provide additional security or repay part of the loan. Margin calls must usually be met within 24 hours of receipt of notice that you are in margin call.
- You pay interest on the margin loan and increases in interest rates will increase the amount of interest payable.
- We may change the gearing ratios at any time.
- You may need to sell a security in your portfolio at a time which otherwise does not suit your circumstances. It may for example cause you to realise a capital gain.
- Tax laws may change resulting in an adverse impact on your after tax position.
- You are liable for the whole debt which may be more than the value of your portfolio.

Having established a margin portfolio the following factors tend to increase the risk:

- Portfolio concentration
- Lack of liquidity
- A high level of gearing
- Lack of other financial resources such as income

Having established a margin portfolio the following factors tend to decrease the risk:

- Portfolio diversity
- Liquidity
- A low level of gearing
- Access to other financial resources

BENEFITS

- Increase the potential for capital gain through gearing.
- Greater potential access to dividends including franking credits and deferred tax benefits.
- Access the value of the portfolio without realising capital gains tax.
- Prepay interest to provide certainty and potentially accelerate tax deductions.
- You can write covered calls (using exchange traded options) to increase income.
- By investing in additional securities, you can spread your investment risk across different sectors of the economy and different parts of the world. This can help you to better manage the risk that poor performance in one investment will reduce your total return.

Through gearing, you have the potential to create wealth and meet your financial goals more quickly. In particular, when it forms part of a comprehensive financial plan, gearing can assist to get the right balance of risk and return and to do so in a tax efficient manner.

4.0 DESIGNING YOUR FACILITY

Establish a facility

We aim to give you the flexibility to establish a facility that meets your short and longer term needs. Your facility can contain a range of loan and deposit accounts including those belonging to you and any third parties.

You are not required to make regular payments and this gives you the flexibility to manage your cash flow. Please remember though that if you are in margin call you are required to promptly restore the facility. See clause 2 and clause 5 of the Loan Agreement.

FOR BORROWERS

Variable loans

A variable loan account provides a revolving line of credit where you can repay or drawdown (subject to borrowing limits). Interest is calculated daily on the current loan balance and debited to your account at the end of each month. The interest rate is set by Bell Potter Capital and will vary from time to time with underlying market interest rates.

When you establish your facility we will always establish a variable loan account. Each variable loan account will be allocated a BSB and Account Number so that you can direct credit dividends or other EFT payments at your discretion.

Fixed loans

You can elect to pay a fixed amount of interest for a fixed period. The interest amount is paid in advance and is not refundable. You have certainty over the interest cost and paying interest in advance may assist your tax planning. You should seek your own independent tax advice.

At maturity, you can request a new fixed loan (for the same amount or a different amount); otherwise that balance will be transferred to your variable loan.

At-call Investments

The Bell Financial Trust is a registered managed investment scheme. Money invested in the Bell Financial Trust is lent to Bell Potter Capital by the responsible entity. Please see the Product Disclosure Statement and Additional Information for more details on the Bell Financial Trust. The target market determination for the Bell Financial Trust can be obtained free of charge by calling Bell Potter Capital Ltd on 1800 061 327 or visiting www. desktopbroker.com.au/adviser/features/margin-lending.

You can elect to use the Bell Financial Trust as part of your Direct Margin Lending facility and we will lend 100% against your investment. Funds held in the Bell Financial Trust will earn interest (current rates are

displayed on our website at www.desktopbroker. com.au).

A Bell Financial Trust can be used to hold the proceeds of a fixed loan and thus provide security for your loan. It can also be used to keep funds separate from the loan for taxation and other reasons. You may for example use it to receive dividends or to separately identify funds used to meet margin call.

You will also be allocated a BSB and Account Number so that you can direct credit dividends or other EFT payments at your discretion.

The flexibility of a combined facility

When we establish your margin lending facility, we will create a loan facility and, where possible, open a separate linked investment in the Bell Financial Trust for you. Even though they are separate, we will administer them for you as if they were one combined facility. The benefit is simplicity. They will operate as if you have a single facility in that:

- if, at the close of a business day, you have a credit balance, you will accrue interest on that balance at the rate applicable to your investment in the Bell Financial Trust; and
- if, at the close of a business day, you have a debit balance, you will owe interest on that balance at the interest rate applicable to your margin loan facility.

Current interest rates for both Desktop Broker Margin Lending and the Bell Financial Trust are available from our website at www.desktopbroker.com.au.

At the end of each month the net amount of interest over that month is either credited or debited (as the case may be) to your combined facility.

To make payments into and withdrawals from your combined facility accounts easier, we will allocate them the same BSB and account number. This means that you can direct credit dividends or other payments to the combined facility, if you want to.

Examples:

- 1. You add \$25,000 into your combined facility when you have a margin loan of \$100,000. The effect is a partial repayment of your loan to reduce your loan balance to \$75,000.
- 2. You add \$50,000 into your combined facility when you have a loan of \$25,000. The effect is a full repayment of your loan and a \$25,000 addition to your investment in the Bell Financial Trust, giving a balance of \$25,000.
- 3. You withdraw \$25,000 from your combined facility when you have a credit balance of \$100,000. The effect is to reduce the balance in your investment in the Bell Financial Trust to \$75,000.
- 4. You withdraw \$50,000 from your combined facility when you have a credit balance of \$25,000. The effect is a full withdrawal of your investment in the Bell Financial Trust and a drawdown of your loan of \$25,000, giving a loan balance of \$25,000.

FOR THIRD PARTIES

Holding Sales Proceeds

Where a third party wishes to sell shares held as collateral supporting the margin lending facility, the sale proceeds may need to remain as collateral. Establishing an investment in the Bell Financial Trust in the name of the third party will ensure the assets of the third party are kept separate from the borrower. This investment can be used to fund purchases for the third party, receive its dividends and becomes its transaction account.

OPENING AND OPERATING YOUR ACCOUNT

Opening your account

Read this document including the terms and conditions.

Complete the Direct Margin Lending application form and return it to us.

Monitoring your position

With margin lending it is important that you can monitor and understand your position. To monitor your current position you can:

- look at your position on the web at www. desktopbroker.com.au
- call Desktop Broker on 1300 726 177.

Monthly statements

You should also review your monthly statement as soon as you receive it.

- Please check that all of your instructions have been accurately implemented and that there are no unauthorised transactions. If you have any questions or concerns please call us on 1800 061 327.
- You should also review your position and consider it against your personal financial objectives. If you have any concerns you should speak to your adviser.

5.0 TERMS AND CONDITIONS

Your agreement

LOAN FACILITY AGREEMENT

Background to the Loan Facility Agreement

The *borrower* has asked the *lender* to make the *facility* available on the terms set out in this document.

2. How the borrower can ask for a loan

2.1 Asking for a loan

The borrower may request a loan for any business or investment purpose acceptable to the *lender*. The *borrower* may ask the *lender* to make a *loan* by providing, or having a person authorised by the *borrower* (including any *authorised broker*) provide, the following information to the *lender*:

- a. the amount of the loan;
- the date on which the borrower would like the lender to make the loan;
- details of how the borrower would like the loan to be made; and
- d. any other details required by the *lender.*

2.2 No obligation to make a loan

The borrower acknowledges that the lender is not obliged to make a loan, even if the borrower asks for it in accordance with clause 2.1.

2.3 How the lender will make loans to the *borrower*

If the lender agrees to make a loan, the lender may do so by advancing the amount of the loan in accordance with the payment instructions given by the borrower or a person authorised by the borrower (including any authorised broker). The borrower acknowledges that to the extent that the borrower has the right to a cooling off period, that entitlement

is waived if the *borrower* exercises its right to request a *loan* under the *facility*.

2.4 The lender may change the credit limit

The borrower may only request a loan if, after the loan is made, the amount owing does not exceed the credit limit. The lender may change the credit limit at any time in its discretion. If the lender changes the credit limit by reducing it to zero, the borrower will no longer be able to use the facility and will need to repay the amount owing on demand from the lender.

3. Interest and fees

3.1 Interest

- a. Subject to paragraph (b), the loan balance will accrue interest in arrears at the rate the lender nominates from time to time in its discretion.
- b. The borrower may ask to prepay interest on a loan for any period. If the borrower asks to do this and the lender agrees, the lender will calculate the amount of interest to be prepaid, and the borrower must pay the relevant amount on the day the lender specifies.
- c. The lender will debit the interest under paragraph [a] or (b) to the borrower's margin lending account (so that it becomes part of the loan balance) at intervals nominated by the lender.

3.2 Fees

The borrower must pay fees as the lender nominates from time to time in its discretion. The borrower irrevocably authorises the lender to debit those fees, and any fees owing to the nominee or the sponsor, to the borrower's margin lending account (so

that they become part of the balance) on their due date for payment.

3.3 Notice of changes to fees and facility

- a. If the lender increases a fee or charge, the borrower will be given notice of that increase 30 days before the change takes effect in writing on the borrower's statement, by email, or by posting it on the Desktop Broker website.
- b. If the lender makes any other change to the facility the lender will give the borrower notice of that change before the change is effective or as soon as practicable afterwards, but not more than 3 months after the change takes effect. Notice will be provided in writing on the borrower's statement, by email, or by posting it on the Desktop Broker website.

4. Repayment of loans

4.1 Sale of marketable securities

If any marketable securities in the portfolio are sold, the borrower must ensure that the sale proceeds:

- a. are used to reduce the amount
- are used immediately to purchase other secured property; or
- c. continue to form part of the secured property.

4.2 The borrower may repay at any time

The borrower may repay part or all of the amount owing at any time. If the borrower repays only part of the amount owing, the borrower must ensure that the loan balance exceeds the minimum balance as nominated by the lender from time to time.

4.3 The lender can require the borrower to repay at any time

The lender can also require the borrower to repay on demand part or all of the amount owing at any time, whether or not the borrower or any guarantor is in default. (The lender can also require the borrower to do so under clause 5.)

4.4 What happens if the borrower does not repay

If the borrower does not repay any of the amount owing at the time required by this clause, the lender may recover it by exercising the lender's rights under any margin loan document (for example, by selling marketable securities in the portfolio).

4.5 Prepaid interest

- a. Except in the circumstances
 described in paragraph (b), if the
 borrower repays all or any part
 of a loan on which it prepaid
 interest, the lender is not obliged
 to refund any of the prepaid
 interest.
- b. If the borrower repays all or any part of a loan on which it prepaid interest because the lender requires the borrower to do so under clause 4.3 and the borrower and each guarantor are not in default, the lender will refund the borrower a pro rata proportion of the prepaid interest on that loan (adjusted for any adverse interest rate movements).

5. Margin call

5.1 When the borrower is in margin

The borrower is in margin call if the sum of the loan balance and any outstanding settlements is more than the sum of the geared value and the buffer.

5.2 The lender may give a margin call notice

If the borrower is in margin call and the lender requires the borrower to take action to rectify this, the lender will give a margin call notice to the borrower specifying the date and time by which the borrower must take action. The lender will generally require the borrower to rectify a margin call by 4.30pm Melbourne time on the next business day after the borrower has received notice that it is in margin call, however sometimes the borrower will be required to act sooner. It is the borrower's responsibility to ensure that the borrower's contact details for receiving margin call notices are up to date. The *lender* is entitled to rely upon and use the contact details held on the lender's file for the borrower in issuing margin call notices to the borrower.

5.3 What the borrower must do if it receives a margin call notice

If the lender gives the borrower a margin call notice the borrower, by the date and time specified in the margin call notice, must ensure that the sum of the loan balance and any outstanding settlements is reduced to an amount which is not greater than the geared value. The borrower may do this by such means as it chooses, including by:

- a. repaying part or all of the *loan* balance;
- b. providing the lender with additional security acceptable to the lender;
- selling part or all of the portfolio, and using the proceeds of sale to repay part or all of the loan balance;
- d. doing anything else required by the lender to ensure that the borrower is no longer in margin call; or
- e. doing more than one of these things.

5.4 What the lender may do if the borrower does not respond to a margin call notice

If the borrower does not take the necessary action under clause 5.3 to ensure that it is no longer in margin call by the date and time specified in the margin call notice, the lender may sell such part of the portfolio as the lender believes in its discretion is necessary to make the sum of the

loan balance and any outstanding settlements an amount which is not greater than the geared value.

6. Making payments

The borrower must pay any amount that it has to pay to the lender under a margin loan document as the lender directs from time to time:

- a. in immediately available funds;
- without deduction or withholding for tax and without any set-off or counterclaim.

If the *lender* receives a payment toward the *amount owing* (no matter who makes the payment), the *lender* can apply that payment against the *amount owing* as the *lender* sees fit.

Information about the borrower and the guarantors

7.1 Basic promises

The *borrower* makes the following promises:

- a. All the information in the application form is accurate.
- The margin loan documents are binding in all respects on the borrower and each guarantor.
- Neither the borrower nor any guarantor acts as trustee of any trust, except as disclosed in the application form.
- d. Neither the *borrower* nor any guarantor is in default.

The borrower must do all it can to make sure that these statements remain true on each day until the amount owing is repaid in full and the facility has been terminated.

7.2 Extra information the borrower must give to the lender

The borrower must:

- a. give the lender on request any relevant information that the lender asks for in relation to the borrower or any guarantor; and
- b. tell the *lender* straight away if it or a *guarantor* is *in default*.

SECURITY AGREEMENT

Background to the security interest

The grantor agrees to grant this security interest so that the lender will enter into the other margin loan documents and make loans.

2. The security interest

2.1 The grantor gives the security interest

The grantor agrees to grant a security interest to the lender over all the secured property to secure the punctual payment of the secured money.

2.2 The grantor must pay the secured money

The grantor must pay the secured money when it is due.

If all the secured property is sold and the amount that the lender receives is not enough to pay off all the secured money, the grantor must pay the lender the amount of the shortfall.

2.3 Releasing the security interest

The security interest created under clause 2.1 is a continuing security for all the secured money. It continues until the lender releases it under this clause. It will not be satisfied or discharged by any other action.

The lender agrees to release the security interest created under clause 2.1 on request if all the secured money is paid in full.

If the *lender* releases the *security* interest because the lender received an amount on account of the secured money and the lender subsequently pays that amount to another person under any law relating to insolvency, then the lender may exercise all the lender's rights in relation to the security interest as if the lender had never received the amount and the release will be treated as having no effect. The grantor must immediately do anything (including the signing of documents) required by the lender to restore to the *lender* any guarantee or security interest to which it was

entitled to immediately before the *lender* received the amount.

3. Default

3.1 What the lender may do if the borrower or a guarantor is in default

The lender may enforce the security interest created by clause 2.1 if the borrower or a guarantor is in default by:

- a. exercising the lender's rights to sell the secured property under clause
 3.2.
- exercising any other right that a secured party or owner of property similar to the secured property may exercise; or
- dealing with the secured property in the same way as the grantor could do if there were no security interest over the secured property.

The *lender* may take possession of the *secured property* in order to do this, and do anything else that the *lender* thinks is necessary or desirable to help the *lender* do these things.

3.2 Selling the secured property

If the borrower or a guarantor is in default, the lender may sell the secured property at any time and in any way that the lender decides.

The *lender* may use any proceeds of sale to reduce the *amount owing*.

3.3 The lender may act in the grantor's name

The *lender* may do the things described in this clause 3 in the *lender's* name or in the *grantor's* name.

4. The secured property

4.1 Basic promises about the secured property

The grantor promises that it will own the secured property, and no other person will have an interest in the secured property, from when it becomes secured property until it is sold in accordance with the margin

loan documents, unless the *lender* agrees differently.

4.2 Restrictions on what the grantor may do with the secured property

The grantor must not sell the secured property unless the lender agrees. If the lender agrees that the grantor may sell the secured property, the grantor must pay the lender the money the grantor receives from the sale to reduce the amount owing or for any other purpose approved by the lender.

The grantor must not grant or allow to exist a security interest over the secured property in favour of anybody else unless the lender agrees.

The grantor must not do or fail to do anything if this could affect either the value of the secured property or the lender's rights as a secured party.

The grantor irrevocably directs the lender to take any action that the lender considers appropriate if the grantor breaches an obligation in this clause 4.2 (or the lender believes that the grantor is likely to breach an obligation in this clause 4.2), whether or not the borrower or a guarantor is in default.

4.3 What the grantor must do with CHESS securities

This clause applies to any CHESS securities included in the secured property.

- a. The grantor must make sure that the CHESS securities are registered in the grantor's name or the name of the nominee, as the lender requires from time to time.
- b. The grantor must make sure that arrangements satisfactory to the lender are put in place so that the grantor cannot transfer or otherwise deal in the CHESS securities without the lender's consent. The grantor must make sure that the sponsor of any CHESS securities is the sponsor.

- c. The grantor must make sure that the lender or a person who has agreed to act on the instructions of the lender is able to initiate or control the sending of electronic messages or other electronic communications by which the CHESS securities could be transferred or otherwise dealt with.
- d. The grantor must not give any instructions to the sponsor unless the lender agrees that the grantor can give those instructions The grantor acknowledges that the lender can give the sponsor instructions on the grantor's behalf.

4.4 What the grantor must do with other uncertificated securities

This clause applies to any uncertificated securities included in the secured property that are not CHESS securities.

- The grantor must make sure that the uncertificated securities are registered in the name of the
- b. The grantor must make sure that arrangements satisfactory to the lender are put in place so that the grantor cannot transfer or otherwise deal in the uncertificated securities without the lender's consent, and must do anything else reasonably required by the lender as secured party.
- c. The grantor must make sure that the lender or the nominee is able to initiate and control the sending of instructions by which the uncertificated securities could be transferred or otherwise dealt with, and that the nominee has agreed to act on the instructions of the lender in doing so.
- d. The grantor must not give any instructions to the nominee unless the lender agrees that the grantor can give those instructions. The grantor acknowledges that the lender

can give the nominee instructions on the *grantor*'s behalf.

4.5 What the grantor must do with other uncertificated securities

This clause applies to any certificated securities included in the secured property.

The grantor must make sure that:

- a. the lender holds any certificate or other document evidencing title to the certificated securities; and
- b. the nominee is registered by the issuer as the registered owner of the certificated securities (and has agreed to act on the instructions of the lender in transferring or otherwise dealing with the certificated securities, or the lender holds a blank transfer form (in a form approved by the lender) properly executed by the grantor in respect of that certificated security.

The grantor authorises the lender to initiate a conversion of certificated securities to uncertificated securities if that class of securities is or becomes eligible for registration.

4.6 What the grantor must do with at-call investments

This clause applies to any at-call investments included in the secured property.

The grantor authorises the lender to initiate and control the sending of all instructions by which any at-call investments could be transferred or otherwise dealt with. The grantor must not send any of these instructions unless the lender agrees that the grantor can send those instructions.

4.7 PPS Act

a. The grantor acknowledges that the lender may register one or more financing statements in relation to the lender's security interests. If permitted by the PPS Act, the grantor waives the grantor's right under section 157 of the PPS Act to receive notice

- of any verification statement relating to the registration of any such financing statement or any related financing change statement.
- The grantor and the lender agree not to disclose information of the kind mentioned in section 275(1) of the PPS Act, except in the circumstances required by sections 275(7)(b) to (e) of the PPS Act. The grantor agrees that the *grantor* will only authorise the disclosure of information under section 275(7)(c) or request information under section 275(7)(d), if the lender approves. Nothing in this paragraph will prevent any disclosure by the *lender* that it believes is necessary to comply with its other obligations under the PPS Act. To the extent that it is not inconsistent with this paragraph constituting a "confidentiality agreement" for the purposes of section 275(6) (a) of the PPS Act, the grantor agrees that the lender may disclose information of the kind mentioned in section 275(1) of the PPS Act to the extent that the *lender* is not doing so in response to a request by an "interested person" (as defined in section 275(9) of the PPS Act).
- c. The grantor must do anything, and must ensure that its employees and agents do anything, that the lender may reasonably require to give full effect to any security agreement. This includes perfecting and protecting any security interest intended to be created by or pursuant to any security agreement, and executing any document.
- d. If a term used in this clause has a particular meaning in the PPS Act, it has the same meaning in this clause.

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GUARANTEE

1. Guarantee

- a. The guarantor irrevocably and unconditionally guarantees to the lender that the borrower will pay the amount owing to the lender when due.
- b. If the borrower does not pay the amount owing or any part of it when due, the guarantor must, on demand by the lender, pay the amount payable by the borrower (or that part demanded) to the lender, whether or not the lender has made a demand on the borrower.

2. Indemnity

The guarantor, as a separate and independent obligation, irrevocably and unconditionally indemnifies the lender against, and must pay the lender on demand the amount of, any loss which the lender may suffer because:

- a. the borrower does not pay the amount owing to the lender when due or does not perform an obligation under a margin loan document when due; or
- b. the amount owing (or any part of it) is unrecoverable or any liability to pay the amount owing is unenforceable against the borrower or any guarantor, whether or not the lender knew or ought to have known about the unenforceability.
- 3. The lender's rights and how the lender may exercise them

3.1 Continuing security

The *guarantor* agrees that this document is a continuing security which:

- a. will only be discharged if the lender agrees in writing (and not, for example, by the payment of any of the amount owing);
- b. applies to the present and future balance of the *amount owing*; and
- c. will not be affected:

- (i) by the insolvency of the borrower or any guarantor;
- (ii) if the *lender* obtains, releases or varies any other security or guarantee;
- (iii) by any arrangement that the lender makes with the borrower, any other guarantor or any other person;
- (iv) by any change or replacement of any margin loan document;
- (v) if the amount owing is not recoverable from the borrower or any other person for any reason;
- (vi) by any default, misrepresentation, negligence, misconduct, consent, delay, mistake or other action or inaction of any kind by or on behalf of the *lender* or any other person; or
- (vii) by any other matter or thing which under the laws relating to sureties may release the *guarantor* or render the obligations of the *guarantor* unenforceable.

3.2 Payments under insolvency

The guarantor agrees that if any payment made to the lender by or on behalf of the borrower or the guarantor is subsequently avoided, or is repaid by the lender, under any law relating to insolvency or the protection of creditors, then:

- that payment will not discharge the relevant liability of the guarantor; and
- the lender must be placed in or restored to the position the lender would have been in but for that payment.

3.3 Exclusion of subrogation and other rights

Until the *lender* has received all the *amount owing* and is satisfied that it will not have to repay any money received in connection with the *amount owing*, the *guarantor* must not (either directly or indirectly):

 claim or attempt to exercise any right of set-off or other right

- which might reduce or discharge the *guarantor's* liability under a *margin loan document*; or
- claim or attempt to exercise a right of subrogation or contribution against the *lender*.

3.4 The lender may enforce under this document first

The *lender* may demand payment or exercise any other right under this document without first:

- demanding payment from or proceeding against the borrower or any other guarantor or any other person; or
- b. enforcing any other right, power, remedy or security interest,

and the *guarantor* waives any right it has or may have to require the *lender* to do so.

SPONSORSHIP AGREEMENT

1. Background

- a. The participant sponsored holder has entered into, or will enter into, a security agreement with the lender.
- b. The participant sponsored holder wishes to appoint the participant, on the terms and conditions set out in this agreement, as the controlling participant for any financial products which the lender notifies the participant from time to time are subject to the security interest created by the security agreement.

2. Interpretation

Any italicised term used in this agreement which is defined in the ASX Settlement Rules has the meaning given in the ASX Settlement Rules. If the participant sponsored holder requires a copy of these definitions, the participant will supply them on request.

3. Mandatory provisions

3.1 Appointment as controlling participant

The participant sponsored holder appoints the participant as its controlling participant upon the terms of this agreement and the ASX Settlement Rules in relation to those approved financial products which form part of the secured property.

3.2 Participant rights

- a. Where the participant sponsored holder authorises the participant to buy financial products, the participant sponsored holder will pay for those financial products within 3 business days of the date of purchase.
- Subject to clause 3.2c, the participant is not obliged to transfer financial products into the participant sponsored holding, where payment for those financial products has not

- been received, until payment is received.
- c. Where a contract for the purchase of financial products remains unpaid, after the participant has made a demand of the participant sponsored holder to pay for the financial products, the participant may, subject to clause 12.1, sell those financial products that are the subject of that contract at the participant sponsored holder's risk and expense and that expense will include brokerage and stamp duty.
- d. Where the participant claims that an amount lawfully owed to it has not been paid by the participant sponsored holder, the participant has the right to refuse to comply with the participant sponsored holder's withdrawal instructions, but only to the extent necessary to retain financial products of the minimum value held in a participant sponsored holding (where the minimum value is equal to 120% of the current market value of the amount claimed).

3.3 Participant sponsored holders rights

- a. Subject to clauses 3.2c and 3.2d and to clause 7.4, the participant will initiate any transfer, conversion or other action necessary to give effect to withdrawal instructions within two (2) business days of the date of the receipt of the withdrawal instructions.
- b. Except in accordance with clause 12.1, the participant will not initiate any transfer or conversion into or out of the participant sponsored holding without the express authority of the participant sponsored holder.

3.4 Regulatory regime

The participant sponsored holder acknowledges that:

- a. the regulatory regime which applies to the participant is the regulation of the clearing and settlement facility operated by ASX Settlement and ASX Clear under the Corporations Act, the ASX Settlement Rules and the operating rules of ASX Clear and the regulation of financial services licensees under the Corporations Act;
- b. information about the status of the *participant* (as a financial services licensee and a *participant*) can be obtained from the Australian Securities and Investments Commission and *ASX Settlement*; and
- the participant sponsored holder may lodge a complaint against the participant or any claim for compensation with the Australian Securities and Investments Commission, ASX Settlement, or the Australian Financial Complaints Authority.

3.5 Claims for compensation

The participant sponsored holder acknowledges that:

- a. no compensation arrangements apply to the participant sponsored holder;
- if the participant breaches a provision of this agreement and the participant sponsored holder makes a claim for compensation pursuant to that breach, the ability of the participant to satisfy that claim will depend on the financial circumstances of the participant;
- the participant sponsored holder is not entitled to make a claim under the statutory compensation arrangements specified in the Corporations Act and Corporations Regulations.

4. Supply of information

The participant sponsored holder will supply all information and supporting documentation which is reasonably required to permit the participant to comply with the

registration requirements, as are in force from time to time, under the ASX Settlement Rules.

Exchange traded options, pledging and sub-positions

5.1 Cover for positions in options market

Where the participant sponsored holder, with the consent of the lender, arranges with ASX Clear to lodge financial products in a participant sponsored holding as cover for positions in the Australian Options Market and the participant sponsored holder informs the participant of the arrangement, the participant sponsored holder and the lender authorise the participant to take whatever action is reasonably required by ASX Clear in accordance with the ASX Settlement Rules to give effect to that arrangement.

5.2 Giving effect to interests in financial products

In relation to any financial products in the participant sponsored holding, which are subject to a security interest in favour of the lender, the participant sponsored holder authorises the participant to take whatever action is reasonably required by the lender in accordance with the ASX Settlement Rules (including any actions specified in clause 12.1) to give effect to that arrangement.

5.3 Sub-positions

The participant sponsored holder acknowledges that where, in accordance with this agreement and/or the participant sponsored holders instructions, the participant initiates any action which has the effect of creating a sub-position over financial products in the participant sponsored holding, the right of the participant sponsored holder to transfer, convert or otherwise deal with those financial products is restricted in accordance with the terms of the ASX Settlement Rules related to sub-positions.

5.4 Interest of ASX Clear

Nothing in this agreement operates to override any interest of ASX Clear in the financial products.

6. Fees and Notice

The participant sponsored holder must pay all brokerage fees and associated transactional costs within the period prescribed by the participant.

The participant must, prior to imposing a fee or charge in direct relation to the control of CHESS holdings under this agreement and in accordance with Rules 7.1.6 and 7.1.7.

provide notice of all new or altered fees to the *participant* sponsored holder; and

prior to controlling a CHESS holding on behalf of another person, provide the person with notice of all fees and charges.

Mandatory notifications and acknowledgements

7.1 Responsibility of ASX

The participant sponsored holder acknowledges that if the participant is not a market participant of an Approved Market Operator, neither the Approved Market Operator nor any related party of the Approved Market Operator has any responsibility for supervising or regulating the relationship between the participant sponsored holder and the participant, other than in relation to the ASX Settlement Rule relating to sponsorship agreements.

7.2 Claims by participant sponsored holder

The participant sponsored holder acknowledges that if a transfer is taken to be effected by the participant under Section 9 of the ASX Settlement Rules and the source holding for the transfer is a participant sponsored holding under this agreement, then:

 a. the participant sponsored holder may not assert or claim against ASX Settlement or the relevant

- issuer that the transfer was not effected by the participant or that the participant was not authorised by the participant sponsored holder to effect the transfer; and
- b. unless the transfer is also taken to have been effected by a market participant of an Approved Market Operator or a clearing participant of ASX Clear the participant sponsored holder has no claim arising out of the transfer against the compensation arrangements applicable to the Approved Market Operator or the Clearing Particpant of ASX under the Corporations Act and Corporations Regulation.

7.3 Breach by participant

In the event that the participant breaches any of the provisions of this agreement, the participant sponsored holder may refer that breach to any regulatory authority, including ASX Settlement.

7.4 Suspension of participant

In the event that the participant is suspended from participation in the settlement facility (subject to the assertion of an interest in financial products controlled by the participant by the liquidator, receiver, administrator or trustee of that participant):

- a. the participant sponsored holder has the right, within 20 business days of ASX Settlement giving notice of suspension and with the written consent of the lender, to give notice to ASX Settlement requesting that any participant sponsored holding's be removed either:
 - (i) from the CHESS Subregister; or
 - (ii) from the control of the suspended participant to the control of another participant approved by the lender with whom they have concluded a valid sponsorship agreement pursuant to Rule 12.19.10; or

b. where the participant sponsored holder does not give notice under clause 7.4a, ASX Settlement may, with the written consent of the lender, effect a change of controlling participant under Rule 12.19.11 and the participant sponsored holder and the lender is deemed to have entered into a new sponsorship agreement with that *participant* on the same terms as are contained in this agreement. Where a participant sponsored holder is deemed to have entered into a sponsorship agreement, the new participant must enter into a sponsorship agreement with the participant sponsored holder and the lender within 10 business days of the change of controlling participant.

7.5 Explanation of agreement

The participant sponsored holder acknowledges that before the participant sponsored holder executed this agreement, the participant provided the participant sponsored holder with an explanation of the effect of this agreement and that the participant sponsored holder understood the effect of this agreement.

The participant sponsored holder acknowledges that before the participant sponsored holder executed this agreement, the participant was prepared to make available the full terms and conditions of the agreement upon the request of the participant sponsored holder and to inform the participant sponsored holder of the contact details of a representative of the participant, who is able to explain the effect of the agreement.

7.6 Death or bankruptcy of participant sponsored holder

The participant sponsored holder acknowledges that in the event of the death or bankruptcy of the participant sponsored holder, a holder record lock will, subject to clause 12.1, be applied to all participant sponsored holdings in

accordance with the ASX Settlement Rules, unless the participant sponsored holder's legally appointed representative or trustee elects, with the consent of the lender, to remove the participant sponsored holdings from the CHESS Subregister.

7.7 Continuation of agreement

The participant sponsored holder acknowledges that in the event of the death of the participant sponsored holder, this agreement is, subject to clause 12.1, deemed to remain in operation, in respect of the legally appointed representative authorised to administer the participant sponsored holders estate and the lender, subject to the consent of the legally appointed representative, for a period of up to three calendar months after the removal of a holder record lock applied pursuant to clause 7.6.

8. Joint holdings only

8.1 Death of one joint holder

The participant sponsored holder acknowledges that in the event of the death of one of the holders, the participant must transfer all holdings under the joint holder record into new holdings under a new holder record in the name of the surviving participant sponsored holders, and that this agreement will remain valid as between the surviving participant sponsored holder, the participant and the lender for the new holdings under the new holder record.

8.2 Bankruptcy of one joint holder

The participant sponsored holder acknowledges that in the event of the bankruptcy of one of the holders the participant will:

a. unless either the lender, or the legally appointed representative of the bankrupt participant sponsored holder with the consent of the lender, elects to remove the participant sponsored holdings from the CHESS Subregister, establish a new holder record in the name of the bankrupt participant sponsored holder, transfer

- the interest of the bankrupt participant sponsored holder into new holdings under the new holder record and request that ASX Settlement apply a holder record lock, subject to clause 12.1, to all holdings under that holder record; and
- establish a new holder record in the names of the remaining participant sponsored holders and transfer the interest of the remaining participant sponsored holders into new holdings under the new holder record.
- Change of controlling participant

9.1 Participant change notice

If the participant sponsored holder and the lender receive a participant change notice from the controlling participant and the participant change notice was received at least 20 business days prior to the date proposed in the participant change notice for the change of controlling participant, the participant sponsored holder and the lender are under no obligation to agree to the change of controlling participant, and may choose to do any of the things set out in clauses 9.2 or 9.3.

9.2 Right to terminate

The lender, or the participant sponsored holder with the consent of the lender, may choose to terminate this agreement by giving withdrawal instructions under the ASX Settlement Rules to the controlling participant indicating whether the participant sponsored holder wishes to:

- a. transfer its participant sponsored holding to another controlling participant; or
- transfer its participant sponsored holding to one or more issuer sponsored holdings.

9.3 Novation

If the participant sponsored holder with the consent of the lender does not take any action to terminate this agreement in accordance with

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clause 9.2, and does not give any other instructions to the controlling participant which would indicate that the participant sponsored holder or the lender does not agree to the change of controlling participant then, on the effective date, this agreement will have been taken to have been novated to the new controlling participant and will be binding on all parties as if, on the effective date:

- a. the new controlling participant is a party to this agreement in substitution for the existing controlling participant;
- b. any rights of the existing controlling participant are transferred to the new controlling participant; and
- c. the existing controlling participant is released by the participant sponsored holder and the lender from any obligations arising on or after the effective date.

9.4 Effective date of novation

The novation in clause 9.3 will not take effect until the participant sponsored holder and the lender have received a notice from the new controlling participant confirming that the new controlling participant consents to acting as the controlling participant for the participant sponsored holder and the lender. The effective date may as a result be later than the date set out in the participant change notice.

9.5 Implied consent

The participant sponsored holder and the lender will be taken to have consented to the events referred to in clause 9.3 by the doing of any act which is consistent with the novation of this agreement to the new controlling participant (for example by giving an instruction to the new controlling participant), on or after the effective date, and such consent will be taken to be given as of the effective date.

9.6 Continuation in certain

circumstances

This agreement continues for the benefit of the existing controlling participant in respect of any rights and obligations accruing before the effective date and, to the extent that any law or provision of any agreement makes the novation in clause 9.3 not binding or effective on the effective date, then this agreement will continue for the benefit of the existing controlling participant until such time as the novation is effective, and the existing controlling participant will hold the benefit of this agreement (to the extent it relates to a holding transferred to the new controlling participant) on trust for the new controlling participant.

9.7 Transitional provisions

Nothing in this clause 9 will prevent the completion of CHESS transactions by the existing controlling participant where the obligation to complete those transactions arises before the effective date and this agreement will continue to apply to the completion of those transactions, notwithstanding the novation of this agreement to the new controlling participant under this clause 9.

10. Termination

10.1 Termination events

Subject to the ASX Settlement Rules, this agreement will be terminated upon the occurrence of any of the following events:

- a. by notice in writing from:
 - (i) the lender:
 - (ii) the participant sponsored holder with the consent of the lender; or
 - (iii) the participant, to the other parties to this agreement;
- b. upon the *participant* becoming insolvent;
- c. upon the termination or suspension of the participant;

d. upon the lender, or the participant sponsored holder with the consent of the lender, giving withdrawal instructions under Rule 7.1.10(c) to the controlling participant.

10.2 Effective date of termination

Termination under clause 10.1a will be *effective* upon receipt of notice by the other parties to this agreement.

10.3 New sponsorship agreement

Upon termination under clause 10.1b or c, the participant sponsored holder and the lender must immediately enter into, with a participant approved by the lender, a new sponsorship agreement in respect of the participant sponsored holding upon substantially the same terms as are contained in this agreement.

11. Variation

Without limiting the power to amend this agreement set out in clause 6.2 of the *general terms*, should any of the provisions in this agreement be inconsistent with the provisions in the ASX Settlement Rules, the participant may, by giving the participant sponsored holder and the lender not less than 7 business days written notice, vary this agreement to the extent to which in the participants reasonable opinion it is necessary to remove any inconsistency.

12. Rights of Lender

12.1 Instructions from lender

Despite anything to the contrary contained in this agreement, the participant sponsored holder irrevocably authorises and instructs the participant and, until the participant receives a notification from the lender under clause 12.2, the participant agrees with the participant sponsored holder and the lender that the participant must:

 a. deal with the financial products covered by this agreement only on the instructions, and with the consent, of the lender (without

- seeking the consent of the participant sponsored holder);
- b. transfer the legal title to any
 of the financial products
 covered by this agreement upon
 receiving the instructions of the
 lender;
- c. issue the appropriate CHESS transfer message to ASX Settlement upon receiving the instructions of the lender to receive or deliver or transfer financial products covered by this agreement;
- d. in respect of any sale of financial products covered by this agreement which has been instructed or consented to by the lender, remit to the lender or as it may direct the proceeds of sale promptly upon receipt without any deduction other than its normal sale commission; and
- e. if so instructed by the *lender*:
 - accept a takeover offer for any of the financial products covered by this agreement;
 - (ii) initiate a change in the sponsorship of the financial products covered by this agreement,

without reference to the *participant* sponsored holder and irrespective of:

- f. any dispute with the participant sponsored holder;
- g. any direction not to comply with the instructions of the lender by the participant sponsored holder; or
- h. the death or bankruptcy of the participant sponsored holder.

The participant and the participant sponsored holder agree that this agreement enables the participant to initiate or control the sending of electronic messages or other electronic communications by which the financial products covered by this agreement could be transferred or

otherwise dealt with, and that the participant has agreed to act on the instructions of the *lender* in doing so.

12.2 Discharge

The lender undertakes that, once the security interest created by the security agreement has been discharged in full, it will notify the participant that this agreement is to be terminated.

12.3 Provision of information

The participant must, upon the request of the participant sponsored holder or the lender and at the cost of the participant sponsored holder obtain and provide to the participant sponsored holder or (as the case may require) the lender statements of holding balances and any other information which the participant is reasonably able to obtain in relation to the financial products covered by this agreement from ASX Settlement, any relevant issuers or other persons.

13. Executed sponsorship agreement

The participant sponsored holder, by signing the application form, agrees to and is bound by this agreement, and expressly instructs the participant not to provide the participant sponsored holder with a hard copy of this agreement (unless the participant sponsored holder requests it). The participant agrees to provide to the participant sponsored holder a hard copy of this agreement on request by the participant sponsored holder.

NOMINEE AGREEMENT

The grantor appoints the nominee

1.1 Appointment

The grantor offers to appoint the nominee on the terms of this document to hold, on the grantor's behalf, any secured property that the lender requires to be held by the nominee in connection with the facility. The nominee may accept this appointment at any time by accepting a transfer of secured property.

The nominee's appointment continues until the security interest created by the security agreement is fully discharged (unless the lender agrees otherwise).

1.2 Nominee may use agents

The *grantor* agrees that the *nominee* may:

- use an agent, broker or any other person to perform its obligations under this document; and
- b. delegate any of its powers and authorities to any person.

2. What the nominee is authorised to do

The *grantor* irrevocably authorises and directs the *nominee*:

- a. to act only on instructions (including verbal instructions) in relation to the secured property from a representative of the lender;
- to complete and execute all documents needed to register secured property in the name of the nominee as directed by the lender;
- to hold certificated securities and other documents on the lender's behalf:
- d. unless instructed otherwise by the *lender*, to deposit promptly in the *grantor's margin lending* account all money that the nominee receives on behalf

of the *grantor* (for example, proceeds of sale and dividends);

- e. when instructed by the *lender*, to:
 - (i) acquire secured property as nominee of the mortgagor;
 - (ii) settle buy or sell orders placed by the grantor and approved by the *lender*;
 - (iii) transfer title to any secured property to any person nominated by the lender;
 - (iv)redirect any amount payable to the grantor to any person nominated by the lender by instructing the relevant payer; and
 - (v) exercise voting rights or any other power, right or remedy relating to the secured property; and
- f. without limiting any of the powers described above, to do all things necessary or desirable to give effect to the security interest and the lender's rights as secured party, as directed by the lender.

The *grantor* acknowledges that the *nominee* is not obliged to act on instructions from the *grantor* (including instructions on the exercise of voting rights).

3. Control of the secured property

The *grantor*, the nominee and the *lender* agree that:

- a. this agreement allows the nominee to initiate and control the sending of instructions by which any uncertificated securities in the secured property can be transferred and otherwise dealt with, and to transfer and otherwise deal with any certificated securities in the secured property; and
- the nominee has agreed in doing so to act on the instructions of the lender.

4. Nominee to notify grantor

The *nominee* may, but need not, notify the *grantor* of matters that come to its attention concerning any *secured property* held by the *nominee*.

5. Nominee's fees and expenses

The grantor agrees to pay the nominee's fees for acting as nominee, as specified by the nominee from time to time.

6. Disclosure

The grantor and the lender each acknowledges that the nominee may be required (including under applicable legislation) to provide information about the grantor's interest in the secured property. The grantor and the lender each authorises the nominee to do this without needing to notify the grantor or the lender.

7. Change of nominee

If the *lender* decides to nominate a new *nominee*, the *grantor* irrevocably authorises and directs the outgoing *nominee* to do all things necessary to *transfer secured property* to the incoming *nominee*.

GENERAL TERMS

1. How to interpret the margin loan documents

1.1 Dictionary

The following words and expressions have these meanings in the margin loan documents.

ASX Clear means ASX Clear Pty Ltd ACN 001 314 503.

amount owing means, at any time, the sum of:

- a. the loan balance; and
- any other amounts (including accrued but unpaid interest) that are owing by the borrower or any guarantor under any margin loan document (unless they have been added to the loan balance).

application form means:

- a. the form that the borrower and each initial guarantor completed (or, where the context requires, are to complete) to ask the lender to enter into the margin loan documents; and
- b. the form that any *guarantor* completes at a later time in order to provide a *guarantee* or grant a security interest.

Approved Market Operator means a Market Operator approved by ASX Clear as an Approved Market Operator and specified in the ASX Settlement Rules Procedures.

ASX Settlement means the ASX Settlement Pty Ltd ABN 49 008 504 532.

ASX Settlement Rules means the ASX Settlement Operating Rules and any other operating rules, procedures, directions, decisions, requirements, customs, usages and practices of ASX Settlement, as amended from time to time

at-call investments means any marketable security issued by the Trust Company (RE Services) Limited ABN 45 003 278 831 in connection with the facility.

authorised broker means any broker

which the *borrower* has notified the *lender* is authorised by the *borrower* to provide contract notes for settlement by the *lender* (until the *borrower* notifies the *lender* otherwise).

authorised representative means:

- each person listed as an authorised representative in the application form, unless the borrower tells the lender that the person is no longer an authorised representative; and
- any other person the borrower tells the lender is an authorised representative.

borrower means the person described as such in the application form.

buffer means, in respect of the *portfolio*, the amount nominated by the *lender* from time to time.

business day means a day on which banks are open for general banking business in Melbourne and trading is conducted on the Australian Securities Exchange.

certificated security means a *marketable security*, title to which is evidenced by a certificate.

CHESS security means a *marketable security* that is registered:

- a. in a sub-register maintained by ASX Settlement under the Clearing House Electronic Subregister System; or
- in a sub-register maintained
 by its issuer under the Clearing
 House Electronic Sub-register
 System.

Corporations Act means the Corporations Act 2001 (Cth).

credit limit means the maximum amount that the *lender* is prepared to lend to the *borrower* under the *margin loan documents*, as notified by the *lender* to the *borrower*.

Desktop Broker website means that section of the Desktop Broker website (currently www. desktopbroker.com.au) from which the borrower can access details of the margin lending account.

facility means the margin lending facility provided under the *margin* loan documents.

geared value means the value of the portfolio against which the lender may be prepared to make loans to the borrower as determined by the lender from time to time by reference to the marketable securities and other assets in the portfolio and notified to the borrower.

grantor means the borrower and each guarantor.

guarantee means a guarantee and indemnity from a guarantor in the form that the *lender* requires.

guarantor means each person that gives a guarantee.

in default means a circumstance where:

- a. any amount which is owing by the borrower or a guarantor under a margin loan document is not paid on time;
- b. the borrower fails to take appropriate action in response to a margin call notice;
- c. (either the borrower or any guarantor breaches any other provision of any margin loan document;
- d. any statement or confirmation that the borrower or any guarantor makes in any margin loan document is or becomes incorrect or misleading;
- e. either the borrower or any guarantor is or becomes bankrupt, or any event occurs or any step is taken that might result in the borrower or any guarantor being bankrupt;
- f. either the borrower or the guarantor is in liquidation or provisional liquidation or under administration or has a controller (as defined in the Corporations Act) or analogous person appointed to it or any of

- its property (or any step is taken to do any of these things);
- g. either the borrower or the guarantor is taken under section 459F(1) of the Corporations Act to have failed to comply with a statutory demand;
- h. either the borrower or any guarantor dies or becomes a person who the lender thinks is incapable of managing his or her affairs;
- i. any clause in any margin loan document is or becomes ineffective in any way, or is not registered or stamped in the way the lender requires; or
- j. the borrower or any guarantor acts as trustee of any trust and has not disclosed this to the lender

in margin call has the meaning described in clause 5.1 of the *loan* facility agreement.

lender means Bell Potter Capital Limited ACN 085 797 735.

loan means a loan made or to be made under the *loan facility* agreement.

loan balance means, at any time, the principal amount then outstanding under the loan facility agreement, including any amount that the lender has added to the loan balance in accordance with the margin loan documents.

loan facility agreement means the margin loan facility agreement entered into or to be entered into by the *borrower* and the *lender* as contemplated in the application form

margin call notice means a notice given by the *lender* under clause 5.2 of the *loan facility agreement*.

margin lending account means the account the *lender* opens on the *borrowers* behalf that records transactions on the *facility*.

margin loan document means:

- a. this document;
- b. the application form;

- c. the loan facility agreement;
- d. a *guarantee* given by each person that the *lender* requires;
- a security agreement entered into by each person that the lender requires;
- f. a sponsorship agreement entered into by each person that the lender requires;
- g. a nominee agreement entered into by each person that the lender requires;
- an options agreement entered into by each person that the lender requires;
- each other document or agreement contemplated by or required in connection with any of the above or the transactions which they contemplate; and
- j. each document or agreement that amends, supplements, novates, restates or replaces any of them.

marketable security means:

- a. shares and interests in a managed investment scheme that are quoted on the ASX or on a foreign exchange;
- b. unquoted shares and interests in a managed investment scheme;
- rights or options in or in respect of shares or interests in a managed investment scheme;
- d. debentures, bonds, bills of exchange, certificates of deposit and promissory notes;
- e. applications for shares, interests in a managed investment scheme and other rights the subject of a disclosure document or product disclosure statement under the *Corporations Act*; and
- f. anything else the lender nominates as a marketable security for the purposes of this definition.

new rights means any present or future right in respect of a share or

other marketable security that is subject to a security interest in favour of the lender that results from:

- a. any substitution, conversion, redemption, forfeiture, cancellation, reclassification, consolidation or subdivision of that marketable security; or
- b. a reduction of capital, liquidation or scheme of arrangement.

nominee means BPC Custody Pty Limited ACN 006 600 746, or any other person that the *lender* nominates.

nominee agreement means any nominee agreement between the borrower or a guarantor and the nominee that the lender requires in connection with the facility.

options agreement means any agreement between the *borrower* or a *guarantor* and any other person that the *lender* requires in connection with options forming part of, or granted over, *secured property*.

outstanding settlement means any loan that the lender has committed to make but has not yet made.

participant means, in the *sponsorship* agreement, the *sponsor*.

participant sponsored holder means, in the *sponsorship agreement*, the *grantor*.

portfolio means all the *marketable* securities and other property over which a security interest is granted to the *lender*.

PPS Act means the *Personal* Property Securities Act 2009 (Cth).

secured money means:

- for the borrower, the amount owing; and
- for any other grantor, the amount it owes the lender under its guarantee.

secured party has the meaning given to that term in the PPS Act.

secured property means, for a *grantor*:

 a. any marketable security that the grantor purchases or refinances

- using a loan, from the time of the purchase or refinancing;
- b. any at-call investment in which the *grantor* has an interest;
- c. any other marketable security in which the *grantor* has an interest that the *lender* tells the *grantor* is secured property for the purpose of a security interest granted by the *grantor* to it, from the time the *lender* does this:
- d. any new rights, from the time the grantor becomes entitled to them; and
- e. anything else the *lender* nominates as secured property
 for the purposes of this
 definition.

security agreement means an agreement granting a security interest to the *lender* over the secured property in the form that the *lender* requires.

security interest means:

- a security interest that is subject to the PPS Act;
- any other mortgage, pledge, lien or charge; or
- any other interest or arrangement of any kind that in substance secures the payment of money or the performance of an obligation, or that gives a creditor priority over unsecured creditors in relation to any property.

sponsor means BPC Securities Pty Limited ACN 072 910 966, or any other person that the *lender* nominates.

sponsorship agreement means any sponsorship agreement between the borrower and the sponsor or the guarantor and the sponsor that the lender requires in connection with the facility.

tax means a *tax* or duty, however imposed and by whatever name called, including any additional or penalty *tax* or duty.

uncertificated security means:

- a. a CHESS security; or
- a marketable security that is registered in any other electronic register that the lender approves.

1.2 If there is more than one borrower

If the *borrower* is made up of more than one person:

- a. the borrower's obligations in relation to the margin loan documents and the amount owing apply to each of those persons individually and to any two or more of them together;
- if any one or more of those persons exercise a right under any margin loan document, the rest of them will be bound as well:
- if the lender, the sponsor or the nominee deals with any of those persons, it will be taken to have dealt with all of them; and
- d. in all other respects, a reference to the borrower in any margin loan document is a reference to those persons individually.

1.3 Other references in the margin loan documents

In the margin loan documents:

- a. a reference to any legislation is a reference to:
- that legislation and to regulations and other rules made under it; and
- any legislation, regulation or other rule which replaces any of them.
- a word indicating the singular also indicates the plural and vice versa, and a word indicating any gender also indicates each other gender;
- if a word or expression is given a particular meaning, another part of speech or grammatical form of that word or expression has a corresponding meaning;

- d. a reference to anything (including a right, obligation or concept) includes each part of it;
- e. if an example is given of anything (including a right, obligation or concept), such as by saying it includes something else, the example does not limit the scope of that thing;
- f. a person includes an individual, a corporation, a partnership, an association or a government agency; and
- g. a reference to \$ is to Australian dollars.

Headings are for convenience only and do not affect the meaning of the margin loan documents.

1.4 Effect of legislation

Under the margin loan documents, any legislation that adversely affects any of the borrowers obligations, or exercise of a right or remedy by the lender, the sponsor or the nominee, is excluded to the full extent permitted by law.

2. Appointing authorised representatives

2.1 Authorised representatives

The borrower has appointed the initial authorised representatives in the application form.

The borrower may change the authorised representatives at any time by notifying the lender.

2.2 Scope of authorised representatives authority

The borrower and each guarantor agrees that each authorised representative may act on their behalf to do anything that any of them can do under or in connection with the margin loan documents. Any action that an authorised representative (or a person that the lender believes in good faith is an authorised representative) takes on behalf of the borrower or any guarantor in relation to any margin loan document is binding on them.

3. Extra provisions if the borrower is a trustee

3.1 If the borrower or a guarantor is a trustee

This clause 3 applies if the borrower or a guarantor (in this clause referred to as the trustee party) enters into any margin loan document as a trustee of a trust.

3.2 Documents are binding

If the borrower or a guarantor is a trustee party, each margin loan document binds it in both a personal capacity and in its capacity as trustee of the trust.

3.3 No limit on rights

The *lender*, the *sponsor* and the *nominee* may each exercise all its rights, powers and remedies under each *margin loan document* as if there were no trust.

3.4 No enquiry about trust administration

The lender, the sponsor and the nominee each agrees to deal with a trustee party without enquiring about its administration of the trust and, in return, the trustee party indemnifies each of them against loss due to irregularity in the trustee partys administration of the trust or not performing a duty in connection with the trust.

3.5 The trustee party's warranties

Each trustee party confirms that:

- a. it can be indemnified out of the assets of the trust for all liabilities incurred under each margin loan document;
- it must not exercise a right to be indemnified out of the assets of a trust unless the trustee party first satisfies all of its liabilities under each margin loan document;
- c. it must ensure that it remains the owner of its secured property unless it disposes of that secured property in accordance with the margin loan documents;

- the lender, the sponsor and the nominee can each be subrogated to the trustee partys right of indemnity; and
- e. it has properly exercised its trust powers and has full authority under the trust to enter into the margin loan documents.

3.6 Copy of trust documents

A trustee party must provide the lender with a complete and up to date certified copy of the trust deed and other trust documents before it enters into any margin loan document.

4. Indemnities the borrower gives

The borrower agrees to indemnify the lender, the sponsor and the nominee and each of their directors, officers, employees and agents against all claims, losses, costs, charges and expenses (including taxes) suffered or incurred (whether directly or indirectly) in connection with:

- a. preparing, stamping or registering any margin loan document;
- b. any instructions given by the borrower, a guarantor, an authorised representative or any other person authorised to act on behalf of any of them (or a person that the lender, the sponsor or the nominee believes in good faith is the borrower, a guarantor, an authorised representative or any other person authorised to act on behalf of any of them);
- c. the borrower or a guarantor being in default; or
- d. the exercise or attempted exercise of rights at law or in equity or under any margin loan document, whether or not the borrower or a guarantor is in default.

5. How to give a notice

5.1 Notices to the lender

If the borrower, a guarantor or an authorised representative wishes to give the lender, the sponsor or the

nominee a notice or other document or otherwise tell them something, it must be in writing and sent to the lender at the address specified in the margin loan documents or any other address that the lender may notify to the borrower. It will not be effective for the purposes of the margin loan documents if it is not done in this way (unless the lender accepts that a particular notice may be given in another way).

5.2 Notices to the borrower

The lender, the sponsor or the nominee may give the borrower or a guarantor a notice or other document, or otherwise tell the borrower or a guarantor something:

- a. by delivering it to the borrower or the guarantor, or an authorised representative, personally;
- b. by leaving it at, or by sending it by post or facsimile to, the address that the borrower or the guarantor last gave to the lender;
- by telephone, using the telephone number that the borrower or the guarantor last gave to the lender;
- d. by posting it on the Desktop Broker website where it can be accessed by the borrower, the guarantor or an authorised representative; or
- e. in any other way that the borrower or the guarantor agree or that is allowed by law.

5.3 Time notice is given

A notice, document or other communication will be taken to have been given and received:

- a. if it is given personally on the date it is received;
- if it is sent by post on the date when it would have been delivered in the ordinary course of post;
- if it is sent by facsimile transmission on the date on which the machine from which

the transmission was sent produces a report indicating that the notice or other document was sent in its entirety to the correct facsimile number;

- d. if it is made by telephone when the person giving the notice reasonably believes that it has been communicated to the borrower or the guarantor (as the case may be) or an authorised representative; or
- e. if it is posted on the Desktop
 Broker website on the earlier
 of (a) the first date on which the
 borrower or the guarantor (as the
 case may be) or an authorised
 representative accesses the
 Desktop Broker website; and (b)
 5 business days, after the date
 on which the notice, document or
 other communication is posted on
 the Desktop Broker website,
- f. even if the borrower or a guarantor does not actually receive it. The borrower must ensure that the lender is able to contact it, or its authorised representative, at all times.

5.4 Borrower to monitor margin lending account

The borrower must monitor its margin lending account and check for notices given by the lender on a regular basis by accessing the Desktop Broker website or by contacting the lender.

5.5 Nomination by the lender

If a margin loan document provides for the lender to nominate or specify a matter or thing, the lender can nominate or specify it (as the case may be) by notice to the borrower or the guarantor (as the case may be) or an authorised representative in accordance with this clause 5.

6. Standard terms

6.1 Governing law

Each margin loan document is governed by the law in force in Victoria.

6.2 Amending the margin

loan documents

The borrower and each guarantor acknowledge that the lender may change the credit limit at any time. The borrower and each guarantor also agree that the lender, the sponsor or the nominee can change any other term of any margin loan document by giving them, at least 30 days beforehand:

- a. a summary of the proposed change; and
- an opportunity to read the detail of the change (for example, by posting a copy of the change on the *Desktop Broker website* or, if the *borrower* or *guarantor* asks, by mailing a copy of the change to the relevant person).

The borrower and each guarantor agree to be bound by any such change.

6.3 Assignment

Neither the *borrower* nor any *guarantor* may dispose of, or create a trust over, their respective rights or obligations under the *margin loan documents* without the *lender's* consent.

The lender may dispose of, or create a trust over, its rights or obligations under the margin loan documents without telling the borrower or any guarantor first, and without their consent. If the lender asks, the borrower and each guarantor must promptly execute any document that the lender requires to help do this.

6.4 Set off

If the borrower or a guarantor is in default, the lender, without notice to the borrower or any guarantor, may set off any amount that is or may become owing by the lender to the person who is in default on any account against any amount owing by the person who is in default to the lender. For this purpose the lender may change the terms (including the repayment date) of any account or other payment obligation between it and the person who is in default. This subclause overrides any other document or agreement to the

contrary.

6.5 Statements in relation to margin loan documents

A statement that the *lender* gives (to the *borrower*, a *guarantor* or any other person) is conclusive unless clearly wrong on its face. For example, the *lender* can give a statement about:

- a. whether the borrower is in margin call;
- b. how much the borrower owes or has owed to the lender on a specified date;
- debits and credits made to the loan balance or the amount owing; and
- d. whether the borrower or a guarantor is in default.

6.6 Each person is bound by the margin loan documents

Each person who signs the application form is bound by the margin loan documents even if another person named in the application form:

- a. does not sign a margin loan document; or
- b. is not bound by the *margin loan* documents or anything in them.

6.7 Other things the borrower and each guarantor must do

The borrower and each guarantor must do anything (including sign any document) that the lender reasonably requires to give effect to the transactions contemplated by the margin loan documents.

7 Dispute resolution

Desktop Broker welcomes feedback and values complaints. We are committed to providing high quality services and products so if you are dissatisfied, please let us know.

Lodging a Complaint

You can lodge a complaint by doing one of the following:

By Phone: Desktop Broker on 1300 726 177

By email: support@desktopbroker.

com.au

By Post: Head of Products

Bell Potter Capital Ltd

GPO Box 4718

MELBOURNE VIC 3001

What happens once you have lodged a complaint?

We will acknowledge receipt of your complaint, normally by the next business day and we aim to resolve your complaint as quickly as possible. More detailed information about our Internal Dispute Resolution policy is available at www.desktopbroker.

What if the issue is not resolved?

If you are not happy with our response, you can lodge your complaint with the Australian Financial Complaints Authority (AFCA). AFCA is the external dispute resolution scheme established by the Commonwealth Government to provide independent financial services complaint resolution that is free to consumers.

AFCA's contact details are:

Australian Financial Complaints

Authority

Website: www.afca.org.au

By 1800 931 678 (free call)

Phone:

By Email: info@afca.org.au
By Post: Australian Financial

Complaints Authority

GPO Box 3

MELBOURNE VIC 3001