

Lincoln Australian Growth Fund

Invest in the numbers for growth. ↗

Product Disclosure Statement

ARSN 111 734 279 APIR Retail ETL0089AU APIR Wholesale ETL0043AU

Investment Manager: Lincoln Indicators Pty Limited ABN 23 006 715 573, as Corporate Authorised Representative of Lincoln Financial Group Pty Ltd ABN 70 609 751 966, AFSL 483167

Responsible Entity: Equity Trustees Limited ABN 46 004 031 298, AFSL 240975

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Managed Investments

About this PDS

This Product Disclosure Statement (“PDS”) has been prepared and issued by Equity Trustees Limited (“Equity Trustees”, “we” or “Responsible Entity”) and is a summary of the significant information relating to an investment in the Lincoln Australian Growth Fund (the “Fund”). It contains a number of references to important information (including a glossary of terms) contained in the Lincoln Australian Growth Fund Reference Guide (“Reference Guide”), which forms part of this PDS. The Fund is comprised of two classes of units: Lincoln Retail Australian Growth Fund (APIR code: ETLO089AU), which is a retail class; and Lincoln Wholesale Australian Growth Fund (APIR code: ETLO043AU), which is a wholesale class. Wholesale Clients are also able to invest in the Lincoln Retail Australian Growth Fund, however Retail Clients are unable to invest in the Lincoln Wholesale Australian Growth Fund. You should carefully read and consider both the information in this PDS, and the information in the Reference Guide, before making a decision about investing in the Fund.

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

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

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

The Reference Guide

Throughout the PDS, there are references to additional information contained in the Reference Guide. You can obtain a copy of the PDS and the Reference Guide, free of charge, by calling Lincoln Indicators Pty Ltd on 1300 676 333, visiting www.lincolnindicators.com.au or www.eqt/insto.com.au or by calling the Responsible Entity.

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

Updated information

Information in this PDS is subject to change. We will notify you of any changes that have a material adverse impact on you or other significant events that affect the information contained in this PDS. Any information that is not materially adverse information is subject to change from time to time and may be obtained by calling Lincoln Indicators Pty Ltd on 1300 676 333, visiting www.lincolnindicators.com.au or www.eqt/insto.com.au. A paper copy of the updated information will be provided free of charge on request.

1. About Equity Trustees Limited

The Responsible Entity

Equity Trustees Limited

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

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

The Investment Manager

Lincoln Indicators Pty Ltd

Lincoln Indicators Pty Ltd (“Lincoln” or “Investment Manager”) is the investment manager of the Fund. As a boutique fund manager, Lincoln specialises in identifying attractive Australian companies within its professionally managed funds. The funds managed by Lincoln are backed by Lincoln’s academically-developed “Financial Health” methodology as well as Lincoln’s experienced and dedicated team of investment professionals.

Founded in 1984 by esteemed academic and Olympian, Dr Merv Lincoln, Lincoln was established as a consultancy business. Dr Lincoln’s son Tim Lincoln, joined the business in 1991 and became Managing Director of Lincoln in 1997 and Executive Chairman in 2019. In 2003, Lincoln’s managed investment business was established originally with an Investor Directed Portfolio Service (“IDPS”) and was replaced in 2005 with the Lincoln Australian Share Fund which was initially only offered to wholesale investors. In 2007, retail investors were invited to invest. As the Chief Investment Officer, Tim Lincoln oversees the managed investments business alongside the managed investments team.

2. How the Lincoln Australian Growth Fund works

The Fund is a registered managed investment scheme governed by the Constitution. The Fund comprises assets which are acquired in accordance with the Fund’s investment strategy. Direct investors receive units in the relevant class of the Fund when they invest. The Fund is comprised of two classes of units: Lincoln Wholesale Australian Growth Fund, which is a wholesale class, and Lincoln Retail Australian Growth Fund, which is a retail class.

In general, each unit represents an equal interest in the assets referable to the relevant class of the Fund subject to liabilities; however, it does not give investors an interest in any particular asset of the Fund.

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

[Applying for units](#)

You can acquire units by completing the Application Form that accompanies this PDS. The minimum initial investment amount for the Lincoln Wholesale Australian Growth Fund is \$250,000 and the Lincoln Retail Australian Growth Fund is \$20,000.

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

**Link Market Services Limited,
PO Box 3721,
Rhodes NSW 2138**

Please note that cash cannot be accepted.

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

The price at which units are acquired is determined in accordance with the Constitution ("Application Price"). The Application Price on a Business Day is, in general terms, equal to the Net Asset Value ("NAV") of the class, divided by the number of units on issue for that class and adjusted for transaction costs ("Buy Spread"). At the date of this PDS, the Buy Spread is 0.35%.

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

[Making additional investments](#)

You can make additional investments in the Fund using the following options: BPAY®, direct credit, direct debit and via cheque. Please refer to the Reference Guide for more information.

If making an additional investment via direct credit, please complete and sign an additional investment form along with your payment to the nominated bank account and mail it to:

**Link Market Services Limited,
PO Box 3721,
Rhodes NSW 2138**

or email lincoln@linkmarketservices.com.au

You can also invest on a monthly basis via the Savings Plan for as little as \$250 per month (please refer to the Reference Guide for more information). The minimum additional investment into the Lincoln Wholesale Australian Growth Fund is \$5,000 and the Lincoln Retail Australian Growth Fund is \$1,000.

[Distributions](#)

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

The Fund usually distributes income semi-annually at the end of June and December, however, Equity Trustees may change the distribution frequency without notice. Distributions are calculated effective the last day of each distribution period and are normally paid to investors as soon as practicable after the distribution calculation date.

Investors in the Fund can indicate a preference to have their distribution:

- reinvested back into the Fund; or
- directly credited to their AUD Australian domiciled bank account.

Investors who do not indicate a preference will have their distributions automatically reinvested. Applications for reinvestment will be taken to be received immediately prior to the next Business Day after the relevant distribution period. There is no Buy Spread on distributions that are reinvested.

In some circumstances, the Constitution may allow for an investor's withdrawal proceeds to be taken to include a component of distributable income.

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

[Access to your money](#)

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

**Link Market Services Limited,
PO Box 3721,
Rhodes NSW 2138**

or email lincoln@linkmarketservices.com.au

The minimum withdrawal amount for both the Lincoln Wholesale Australian Growth Fund and the Lincoln Retail Australian Growth Fund is \$1,000. Once we receive and accept your withdrawal request, we may act on your instruction without further enquiry if the instruction bears your account number or investor details and your (apparent) signature(s), or your authorised signatory's (apparent) signature(s).

Equity Trustees will generally allow an investor to access their investment within 7 days of acceptance of a withdrawal request by transferring the withdrawal proceeds to such investor's nominated bank account. However, Equity Trustees is allowed to reject withdrawal requests in certain circumstances, and also to make payment up to 30 days after acceptance of a request (which may be extended in certain circumstances) as outlined in the Constitution and Reference Guide.

The price at which units are withdrawn is determined in accordance with the Constitution ("Withdrawal Price"). The Withdrawal Price on a Business Day is, in general terms, equal to the NAV of the class, divided by the number of units on issue for that class and adjusted for transaction costs ("Sell Spread"). At the date of this PDS, the Sell Spread is 0.35%.

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

Equity Trustees reserves the right to fully redeem your investment if your investment balance falls below \$250,000 in the Lincoln Wholesale Australian Growth Fund or below \$20,000 for the Lincoln Retail Australian Growth Fund (or any such other amount as determined by the Responsible Entity from time to time), as a result of processing your withdrawal request. In certain circumstances, for example, when there is a freeze on withdrawals, where accepting a withdrawal is not in the best interests of investors in the Fund including due to one or more circumstances outside its control or where the Fund is not liquid (as defined in the Corporations Act), Equity Trustees can deny or suspend a withdrawal request and you may not be able to withdraw your funds in the usual processing times or at all. When the Fund is not liquid, an investor can only withdraw when Equity Trustees makes a withdrawal offer to investors in accordance with the Corporations Act. Equity Trustees is not obliged to make such offers.

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

[Unit pricing discretions policy](#)

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

[Additional information](#)

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

Investors would then have a right to obtain a copy, free of charge, of any of the following documents:

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

Equity Trustees will comply with any continuous disclosure obligation by lodging documents with ASIC as and when required.

Copies of these documents lodged with ASIC in relation to the Fund may be obtained from ASIC through ASIC’s website.

Further Reading

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

- Application cut-off times;
- Application terms;
- Direct Debit Requests;
- Authorised signatories;
- Reports;
- Withdrawal cut-off times;
- Withdrawal terms; and
- Withdrawal restrictions,

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

3. Benefits of investing in the Lincoln Australian Growth Fund

Income from your investment – as well as seeking capital growth through an increase in unit prices, the Fund aims to provide investors with an income payment – in the form of a distribution half yearly.

Access to sharemarket opportunities – investing in the Fund will provide exposure to a range of listed Australian companies, which an individual investor with limited funds for investment may not otherwise be able to obtain. This diversification is intended to reduce risk and exposure and increases stability.

Professional investment expertise – investing in the Fund enables investors to take advantage of the team of research and investment professionals at Lincoln. Your investment will be expertly managed by Australian equity specialists who bring a wealth of experience to the investment management process.

Freedom from administrative burden – investing in the Fund helps to free investors from the burden of ongoing paperwork and regular monitoring required when directly investing in sharemarkets. Investors will be provided with consolidated, comprehensive reports on the performance of the classes of units of the Fund.

Fees – the Fund does not charge establishment, contribution or exit fees.

Time efficient – for investors who would like to outsource the work involved in direct investing and be able to access Lincoln’s fundamental “Financial Health” methodology.

4. Risks of managed investment schemes

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

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

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

Company specific risk

There may be instances where the value of a company’s securities will fall because of company specific factors (for example, where a company’s major product is subject to a product recall). The value of a company’s securities can also vary because of changes to management, product, distribution or the company’s business environment.

Derivatives risk

Generally, in the case of derivatives, fluctuations in price will reflect movements in the underlying assets, reference rate or index to which the derivatives relate. The use of derivatives to hedge the risk of movements in an underlying asset, reference rate or index involves ‘basis risk’, which refers to the possibility that derivatives may not move perfectly in line with the underlying asset, reference rate or index. As a consequence, derivatives cannot be expected to perfectly hedge the risk of the underlying asset, reference rate or index.

Other risks associated with derivatives may include:

- loss of value because of a sudden price move or because of the passage of time;
- potential illiquidity of the derivative;
- the Fund being unable to meet payment obligations as they arise;
- the counterparty to any derivative contract not being able to meet its obligations under the contract; and
- significant volatility in prices.

Fund risk

As with all managed funds, there are risks particular to the Fund, including the possibility it could terminate, fees and expenses could change and the Responsible Entity and/or the Investment Manager may be replaced. There is also a risk that investing in the Fund may give different results than investing directly in the underlying shares.

This might occur because of income or capital gains accrued in the Fund and the consequence of redemptions by other investors.

Interest rate risk

Changes in official interest rates can directly and indirectly impact on investment returns. Generally, an increase in interest rates has a contractionary effect on the state of the economy and the valuation of securities. For example, rising interest rates can have a negative impact on a company’s value as increased borrowing costs may cause earnings to decline.

As a result, the company’s share price may fall.

Investment selection risk

The Investment Manager may make poor investment decisions resulting in substandard returns (for example, where the Investment Manager invests in a company that significantly underperforms relative to the sharemarket). This risk is mitigated to some extent by the knowledge and experience of the Investment Manager.

Legal risk

There is a risk that laws, including tax laws or laws affecting registered managed investment schemes, might change or become difficult to enforce. This risk is generally higher in emerging markets (in which the Fund does not invest).

Liquidity risk

There may be times when investments may not be readily realized (for example, in a falling market where some traded securities may become less liquid). However, trading volumes of investments are generally sufficient to satisfy liquidity requirements when necessary.

The Investment Manager attempts to mitigate the liquidity risk factor by ensuring that the Fund has sufficient cash exposure to meet liquidity requirements. Note that neither the Responsible Entity nor the Investment Manager guarantees the liquidity of the Fund's investments.

Market risk

Changes in legal and economic policy, political events, technology failure, economic cycles, investor sentiment and social climate can all directly or indirectly create an environment that may influence (negatively or positively) the value of your investment in the Fund.

Regulatory risk

This is the risk that domestic laws or regulations are changed adversely or that regulatory supervision of transactions and reporting is performed by the Investment Manager at less than an appropriate standard. The Investment Manager aims to manage this risk by regularly and closely reviewing changes in the regulatory environment.

5. How we invest your money

Warning: Before choosing to invest in the Fund you should consider the likely investment returns, the risks of investing and your investment time frame.

The Fund invests in a range of industrial, financial and resource shares listed on the Australian Securities Exchange ("ASX"). Derivatives, such as futures, options, swaps and forward rate agreements will not be used to gear the Fund's assets or for speculative purposes. The Fund may only use derivatives as an alternative to direct purchases or sales, or to manage risk associated with market prices.

Investment objective

To outperform the All Ordinaries Accumulation Index over the medium to long term, after fees and expenses, with income distributed half-yearly.

Benchmark

All Ordinaries Accumulation Index.

Minimum suggested time frame

The minimum suggested investment time frame for the Fund is at least 5 years.

Risk level of the Fund

High. There is a risk investors may lose some or all of their investment. Higher risk investments tend to fluctuate in the short term but can produce higher returns than lower risk investments over the long term.

Investor suitability

The Fund is designed to suit investors seeking a medium to long term investment that provides the potential for capital growth with some income.

Investment style and approach

The unique Lincoln research methodology involves rigorous analysis of company fundamentals to assess each prospective investment's Financial Health and strength. Drawing on both quantitative and qualitative research, Lincoln screens a broad range of shares listed on the ASX, including trusts that invest in listed shares.

Lincoln aims to invest directly in shares and indirectly by investing in trusts that invest in shares. Lincoln targets financially healthy companies with strong management earnings and growth, thereby exhibiting long-term growth potential. This reflects the philosophy that quality companies demonstrate their potential through performance and Financial Health.

The Lincoln investment process involves the assessment of the Financial Health of the business – a measure of a company's quality which is demonstrated in its financial accounts (e.g. bank and insurance companies are deemed healthy due to their more stringent regulatory requirements).

A set of quantitative and qualitative measures are also assessed including:

- management of the company;
- its profitability;
- its relative share price value; and
- overall business performance.

The final investment decision is based on a combination of quantitative scores and relevant qualitative factors such as recent company developments, changes in earnings outlook and the likelihood of maintaining quantitative scores.

Asset allocation

The asset allocation benchmark for the Fund is stated in the table below. While the benchmark reflects the intended asset allocation at any time, from time to time prevailing market conditions or liquidity requirements may see the Fund alter its asset allocation.

Lincoln Australian Growth Fund Portfolio Allocation			
	Minimum	Maximum	Actual*
Australian Shares**	0%	100%	97.28%
Cash	0%	100%	2.72%

* as at 31/03/2020

** Australian Shares can include ASX listed companies & listed investment trusts

Changing the investment strategy

The investment strategy and asset allocation parameters may be changed. If a change is to be made, investors in the Fund will be notified in accordance with the Corporations Act.

Labour, environmental, social and ethical considerations

Equity Trustees and Lincoln do not specifically take into account labour standards or environmental, social or ethical considerations for the purposes of selecting, retaining or realising investments.

Fund performance

Fund performance is available from www.lincolnindicators.com.au or by calling Lincoln on **1300 676 333**. Please note that due to the historical nature of performance information and the volatility of returns, future returns may differ from past returns.

Further Reading

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

- Investments in the Fund;
- Compliance plan; and
- Indemnity;

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

6. Fees and costs

DID YOU KNOW?

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

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

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

You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask the fund or your financial adviser.

TO FIND OUT MORE

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

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

Type of fee or cost	Amount	
Fees when your money moves in or out of the Fund	Lincoln Retail Australian Growth Fund	Lincoln Wholesale Australian Growth Fund
Establishment fee	Nil	Nil
Contribution fee	Nil	Nil
Withdrawal fee	Nil	Nil
Exit fee	Nil	Nil
Management costs		
The fees and costs for managing your investment¹	Management fees: 1.40% p.a. of the NAV of the class ²	Management fees: 0.76% p.a. of the NAV of the class ²
Performance fees	20% of the amount by which the Fund's performance exceeds the All Ordinaries Accumulation Index. Any underperformance from a prior period must be recouped before a fee can be taken (we call this the high-watermark) ³	

1: All fees quoted above are inclusive of Goods and Services Tax (GST) and net of any Reduced Input Tax Credits (RITC). See below for more details as to how management costs are calculated.

2: Management fees can be negotiated. See "Differential fees" below.

3: This represents the performance fees which are payable as an expense of the Fund to the Investment Manager. See "Performance fees" below for more information.

Additional explanation of fees and costs

What do the management costs pay for?

Management costs comprise the additional fees or costs that an investor incurs by investing in the Fund rather than by investing directly in the underlying assets of the Fund. Management costs include management fees and performance fees.

Management costs do not include transactional and operational costs (i.e. costs associated with investing the underlying assets, some of which may be met by Buy/Sell Spreads).

Management fees

The management fees for the Lincoln Retail Australian Growth Fund of 1.40% p.a. of the NAV of the class and for the Lincoln Wholesale Australian Growth Fund of 0.76% p.a. of the NAV of the class are payable to the Responsible Entity of the Fund for managing the assets and overseeing the operations of the Fund. The management fees are accrued daily and paid from the Fund monthly in arrears and reflected in the unit price. As at the date of this PDS, ordinary expenses such as investment management fees, custodian fees (excluding transaction-based fees such as trading or settlement costs incurred by the custodian), administration and audit fees, and other ordinary expenses of operating the Fund are covered by the management fees at no additional charge to you.

The management fees shown above do not include extraordinary expenses (if they are incurred in future), such as litigation costs and the costs of convening investor meetings.

Performance fees

Performance fees are payable to the Investment Manager where the investment performance of the Fund exceeds the performance of the All Ordinaries Accumulation Index ("Benchmark"). The performance fees are 20% of this excess, calculated daily and paid half yearly in arrears from the relevant class and calculated based on the beginning NAV of the class over the relevant period.

No performance fee is payable until:

- the Net Asset Value of the relevant class* as at the end of the relevant performance fee period is greater than the Net Asset Value of that class as at the end of the last performance fee period for which a performance fee was paid; and/or
- any accrued underperformance (in dollar terms), as against the Benchmark, from prior periods has been made up.

This is collectively referred to as the High Water Mark.

*Note that the Net Asset Value as at the end of the relevant performance fee period is adjusted for any change in the Net Asset Value as a result of applications, redemptions or distributions since the end of the last performance fee period for which a performance fee was paid.

Based on the current calculation methodology for the performance fee, the Responsible Entity has estimated that the typical ongoing performance fee payable per annum for the Lincoln Wholesale Australian Growth Fund may be \$2,010 (inclusive of GST and net of any RITC) assuming an average account balance of \$250,000 during the year. The calculation is based on average outperformance from 30 June 2014 to 30 June 2019 of 4.02% per annum (after deduction of management fees and excluding any performance fee accrual).

Based on the current calculation methodology for the performance fee, the Responsible Entity has estimated that the typical ongoing performance fee payable per annum for the Lincoln Retail Australian Growth Fund may be \$320 (inclusive of GST and net of any RITC) assuming an average account balance of \$50,000 during the year. The calculation is based on average outperformance from 30 June 2014 to 30 June 2019 of 3.02% per annum (after deduction of management fees and excluding any performance fee accrual).

However, these are not forecasts as the actual performance fees for each class for the current and future financial years may differ. The Responsible Entity cannot guarantee that performance fees will remain at their previous level or that the performance of each class will outperform the Benchmark.

It is not possible to estimate the actual performance fee payable in any given period, as we cannot forecast what the performance of each class will be, but it will be reflected in the management costs for the class for the relevant year. Information on current performance fees will be updated from time to time and available at www.eqt.com.au/insto.

Transactional and operational costs

In managing the assets of the Fund, the Fund may incur transactional and operational costs such as brokerage, settlement costs, clearing costs and applicable stamp duty when assets are bought and sold, and the costs of derivatives used for hedging purposes (if applicable). This generally happens when the assets of the Fund are changed in connection with day-to-day trading or when there are applications or withdrawals which cause net cash flows into or out of the Fund.

The Buy/Sell Spread is a reasonable estimate of transaction costs that the Fund will incur when buying or selling assets of the Fund. These costs are an additional cost to the investor but are incorporated into the unit price and arise when investing application monies and funding withdrawals from the Fund and are not separately charged to the investor. The Buy Spread is paid into the Fund as part of an application and the Sell Spread is left in the Fund as part of a redemption and not paid to Equity Trustees or the Investment Manager. The estimated Buy/Sell Spread is 0.35% upon entry and 0.35% upon exit. The dollar value of these costs based on an application or a withdrawal of \$250,000 is \$875 for each individual transaction. The Buy/Sell Spread can be altered by the Responsible Entity at any time and www.eqt.com.au/insto or www.lincolndicators.com.au will be updated as soon as practicable to reflect any change. The Responsible Entity may also waive the Buy/Sell Spread in part or in full at its discretion.

Transactional costs which are incurred other than in connection with applications and withdrawals arise through the day-to-day trading of the Fund's assets and are reflected in the Fund's unit price. As these costs are factored into the NAV of the Fund and reflected in the unit price, they are an additional implicit cost to the investor and are not a fee paid to the Responsible Entity. These costs can arise as a result of bid-offer spreads (the difference between an asset's bid/buy price and offer/ask price) being applied to securities traded by the Fund. Liquid securities generally have a lower bid-offer spread while less liquid assets have a higher

bid-offer spread reflecting the compensation taken by market makers in providing liquidity for that asset.

During the financial year ended 30 June 2019, the total transaction costs for the Lincoln Wholesale Australian Growth Fund were estimated to be 0.29% of the NAV of the class, of which 47.58% of these transaction costs were recouped via the Buy/Sell Spread, resulting in a net transactional cost to the class of 0.15% p.a.

During the financial year ended 30 June 2019, the total transaction costs for the Lincoln Retail Australian Growth Fund were estimated to be 0.33% of the NAV of the class, of which 47.59% of these transaction costs were recouped via the Buy/Sell Spread, resulting in a net transactional cost to the class of 0.17% p.a.

However, actual transactional and operational costs for future years may differ.

Can the fees change?

Yes, all fees can change without investor consent, subject to the maximum fee amounts specified in the Constitution. Equity Trustees has the right to recover all reasonable expenses incurred in relation to the proper performance of its duties in managing the Fund and as such these expenses may increase or decrease accordingly. We will generally provide investors with at least 30 days' notice of any proposed change to the management fees. In most circumstances, the Constitution defines the maximum level that can be charged for fees described in this PDS. Expense recoveries may change without notice, for example, when it is necessary to protect the interests of existing members and if permitted by law.

Payments to IDPS Operators

Subject to the law, annual payments may be made to some IDPS Operators because they offer the Fund on their investment menus. Product access is paid by the Investment Manager out of its investment management fee and is not an additional cost to the investor. If the payment of annual fees to IDPS Operators is limited or prohibited by the law, Equity Trustees will ensure the payment of such fees is reduced or ceased.

Differential fees

The Responsible Entity or Investment Manager may from time to time negotiate a different fee arrangement (by way of a rebate or waiver of fees) with certain investors who are Australian Wholesale Clients.

Example of annual fees and costs for the Fund

These tables give examples of how the fees and costs for this managed investment product can affect your investment over a 1 year period. You should use the tables to compare this product with other managed investment products.

Example 1:

Example – Lincoln Retail Australian Growth Fund		
Balance of \$50,000 with a contribution of \$5,000 during the year		
Contribution fees	Nil	For every additional \$5,000 you put in, you will be charged \$0
PLUS		And , for every \$50,000 you have in the Fund you will be charged \$1,025 each year comprising:
Management costs		
Comprising:	2.05% p.a.	
Management fees:	1.40% p.a.	\$700
Performance fees:	0.65% p.a.	\$325
EQUALS		
Cost of Fund		If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of: \$1,025*
		What it costs you will depend on the fees you negotiate.

Example 2:

Example – Lincoln Wholesale Australian Growth Fund		
Balance of \$250,000 with a contribution of \$5,000 during the year		
Contribution fees	Nil	For every additional \$5,000 you put in, you will be charged \$0
PLUS		And , for every \$250,000 you have in the Fund you will be charged \$3,400 each year comprising:
Management costs		
Comprising:	1.36% p.a.	
Management fees:	0.76% p.a.	\$1,900
Performance fees:	0.60% p.a.	\$1,500
EQUALS		
Cost of Fund		If you had an investment of \$250,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of: \$3,400*
		What it costs you will depend on the fees you negotiate.

These examples assume the \$5,000 contribution occurs at the end of the first year, therefore management costs are calculated using the respective \$50,000 and \$250,000 balance only.

* Additional fees may apply. Please note that these examples do not capture all the fees and costs that may apply to you such as the Buy/Sell Spread.

The performance fees stated in the tables show the estimated performance fees for the financial year ended 30 June 2019 as a percentage of the average NAV of each class. The performance of each class, and the performance fees, may be higher or lower or not payable in the future. As a result, the management costs may differ from the figures shown in the tables. They are not a forecast of the performance of each class or the amount of the performance fees in the future. See also above (next to the heading "Performance fees") our estimated typical ongoing performance fees payable per annum for each class. The actual performance fees for the current financial year and for future financial years may differ. For more information on the performance history of the Fund, visit Equity Trustees' website at www.eqt.com.au/insto. Past performance is not a reliable indicator of future performance.

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

ASIC provides a fee calculator on www.moneysmart.gov.au, which you may use to calculate the effects of fees and costs on account balances.

Further Reading

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

- Performance fee example

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

7. How managed investment schemes are taxed

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

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

Further Reading

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

8. How to apply

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

**Link Market Services Limited,
PO Box 3721,
Rhodes NSW 2138**

Online application

Investors can also complete the application process online (please go to www.lincolnindicators.com.au for further instructions). If you choose to apply for units in the Fund online you will be required to register, confirm your acceptance of the terms and conditions and download a copy of this PDS prior to proceeding. Further, in submitting your consent, you acknowledge that LAB Group will be used to perform inter alia electronic identification verification of the personal information submitted in the Online Account Application. You acknowledge that the online application includes the option to complete our AML and KYC requirement online via LAB Group and to submit the application directly using an electronic signature.

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

Who can invest?

Eligible persons (as detailed in the 'About this PDS' section) can invest, however individual investors must be 18 years of age or over.

Investors investing through an IDPS should use the application form provided by their IDPS Operator.

Cooling off period

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

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

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

The right of a Retail Client to cool off does not apply in certain limited situations, such as if the issue is made under a distribution reinvestment plan, switching facility or represents additional contributions required under an existing agreement. Also, the right to cool off does not apply to you if you choose to exercise your rights or powers as a unit holder in the

Fund during the 14 day period. This could include selling part of your investment or switching it to another product.

No cooling off period applies if you are a Wholesale Client.

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

Complaints resolution

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

Phone: 1300 133 472

**Post: Equity Trustees Limited
GPO Box 2307, Melbourne VIC 3001**

Email: compliance@eqt.com.au

We will acknowledge receipt of the complaint as soon as possible and in any case within 3 days of receiving the complaint. We will seek to resolve your complaint as soon as practicable but not more than 45 days after receiving the complaint.

If you are not satisfied with our response to your complaint, you may be able to lodge a complaint with the Australian Financial Complaints Authority ("AFCA").

Contact details are:

Online: www.afca.org.au

Phone: 1800 931 678

Email: info@afca.org.au

Post: GPO Box 3, Melbourne VIC 3001

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

9. Other important information

Consent

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

- its written consent to be named in this PDS as the investment manager of the Fund; and
- its written consent to the inclusion of the statements made about it which are specifically attributed to it, in the form and context in which they appear.

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

Further Reading

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

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

under the "Other important information" section before making a decision. Go to the Reference Guide which is available at www.eqt/insto.com.au or www.lincolnindicators.com.au.

The material relating to these matters may change between the time when you read this PDS and the day when you acquire the product.

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

- Lincoln Retail Australian Growth Fund
- Lincoln Wholesale Australian Growth Fund

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

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

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

[Foreign Account Tax Compliance Act \("FATCA"\) and Common Reporting Standard \("CRS"\)](#)

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

[If investing with an authorised representative, agent or financial adviser](#)

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

[Financial adviser details and customer identification declaration](#)

You do not need to provide copies of your certified identification documentation with your Application Form if this information has been provided to your licensed financial adviser and your licensed financial adviser has elected to retain this information, and agreed to make it available upon request, under Section 6 of this Application Form.

[Provide certified copies of your identification documents](#)

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

[Send your documents and make your payment](#)

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

Section 1 - Are you an existing investor in the Fund and wish to add to your investment?

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

YES – if you can tick both of the boxes below and complete Sections 2 and 8

I/We confirm there are no changes to our identification documents previously provided.

I/We confirm there have been no changes to our FATCA or CRS status

NO – only complete the sections relevant to you, as indicated below:

If there have been changes in your identification documents or FATCA/CRS status since your last application, please complete the full Application Form as indicated below.

Investor Type:

Individuals/Joint/Partnership: complete section 2, 3, 6 (if applicable), 7, 8 and 9

Companies: complete section 2, 4, 6 (if applicable), 7, 8 and 9

Trusts/superannuation funds:

- with an individual trustee - complete sections 2, 3, 5, 6 (if applicable), 7, 8 and 9
- with a company as a trustee – complete sections 2, 4, 5, 6 (if applicable), 7, 8 and 9

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

Section 2 - Investment details

Investment to be held in the name(s) of (must include name(s) of investor(s))

Postal address

Suburb

State

Postcode

Country

Email address

Contact Number

Fund

Investments \$20,000 - \$250,000 - Lincoln Retail Australian Growth Fund (APIR ETL0089AU)

Investments \$250,000 and above - Lincoln Wholesale Australian Growth Fund (APIR ETL0043AU)

Investment Amount

\$																			
----	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

The minimum initial investment amount for Lincoln Retail Australian Growth Fund is \$20,000 and the Lincoln Wholesale Australian Growth Fund is \$250,000

Distribution Instructions

If you do not select a distribution option, we will automatically reinvest your distribution. If you select cash, please ensure you provide your bank details below.

Reinvest distributions if you select this option your distribution will be reinvested in the Fund

Pay distributions to the bank if you select this option your distribution will be paid to the bank account below

Pay income to the bank account below, but reinvest any net realised capital gains

Section 2 - Investment details continued

Investor bank details

For withdrawals and distributions (if applicable), these must match the investor(s)' name and must be an **AUD-denominated bank account with an Australian domiciled bank**.

Financial institution name and branch location

BSB number

Account Number

Account Name

Regular savings plan – please ensure you complete and sign the direct debit section below

Our regular savings plan allows you to add a nominated amount to your investment each month. The amount will be direct debited from the specified bank account on the 20th of each month.

Fund name	Regular savings plan amount (AUD)	Regular savings plan start date*
Lincoln Retail Australian Growth Fund	\$	20 / /
Lincoln Wholesale Australian Growth Fund	\$	20 / /

*Funds will be deducted on or around the 20th of each month.

Direct debit – complete below:

I/We request and authorise Equity Trustees (Direct Debit User ID 477105) to arrange, through its own financial institution, a debit to my/our nominated account any amount Equity Trustees has deemed payable by me/us. This debit or charge will be made through the Bulk Electronic Clearing System ("BECS") from my/our account held at the financial institution I/we have nominated below and will be subject to the "Direct Debit terms and conditions" (contained in the PDS).

Financial institution name and branch location

BSB number

Account Number

Account Name

Acknowledgement

By signing and/or providing Equity Trustees with a valid instruction in respect to my/our direct debit request, I/we have understood and agreed to the terms and conditions governing the debit arrangements between me/us and Equity Trustees as set out in the "Direct Debit terms and conditions" (contained in the PDS).

Signature – Investor 1

Date

Signature – Investor 2

Date

If signing for a company please include full name and capacity for signing (e.g. director)

Section 2 - Investment details continued

Payment method

- Cheque – payable to Equity Trustees Limited
- Direct credit – pay to:

Financial institution name and branch location	Australia and New Zealand Banking Group (ANZ Bank)
BSB number	012 006
Account number	838 250 249
Account name	Equity Trustees Limited in trust for Lincoln Indicators Pty Ltd
Reference	You MUST provide your account name in the reference/description for the transfer
Time of Payment	Funds need to be received no later than the day after we receive the application. As such, please ensure you transfer the investment amount to us on the same day you send in this form. If you can't do this, please let us know by calling 1300 676 333 .

Source of investment

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

Section 3 – Investor details – Individuals/Joint/Partnerships

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

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

Investor 1

Title	First Name(s)	Surname	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
Residential address (not a PO Box/RMB/Locked Bag)			
<input type="text"/>			
Suburb	State	Postcode	Country
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Email address	Contact Number		
<input type="text"/>	<input type="text"/>		
Date of birth (DD/MM/YYYY)	Tax File Number* – or exemption code		
<input type="text"/>	<input type="text"/>		
Country of birth	Occupation		
<input type="text"/>	<input type="text"/>		

Section 3 – Investor details – Individuals/Joint/Partnerships

Investor 2

Title	First Name(s)	Surname	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
Residential address (not a PO Box/RMB/Locked Bag)			
<input type="text"/>			
Suburb	State	Postcode	Country
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Email address	Contact Number		
<input type="text"/>	<input type="text"/>		
Date of birth (DD/MM/YYYY)	Tax File Number* – or exemption code		
<input type="text"/>	<input type="text"/>		
Country of birth	Occupation		
<input type="text"/>	<input type="text"/>		

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

Do any of the investors named hold a prominent public position or function in a government body (local, state, territory, national or foreign) or in an international organisation or are you an immediate family member or a business associate of such a person?

NO YES - please give details:

Section 4 – Investor details – Companies/Corporate Trustee

Please complete if you are investing for a company or where the company is acting as Trustee.
See **Group B** AML/CTF Identity Verification Requirements in Section 9

Full company name (as registered with ASIC or relevant foreign registered body)

Registered office address (not a PO Box/RMB/Locked Bag)

Suburb	State	Postcode	Country
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Australian Company Number	Tax File Number* – or exemption code		
<input type="text"/>	<input type="text"/>		
Australian Business Number* (if registered in Australia) or equivalent foreign company identifier			
<input type="text"/>			

Contact Person

Title	First Name(s)	Surname	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
Email address	Contact Number		
<input type="text"/>	<input type="text"/>		

Section 4 – Investor details – Companies/Corporate Trustee continued

Principal place of business: For non-Australian companies please provide a local agent name and address if you do not have a principal place of business in Australia.

Registered office address (not a PO Box/RMB/Locked Bag)

Suburb

State

Postcode

Country

Registration details

Name of regulatory body

Identification number (e.g. ARBN)

Beneficial owners

All beneficial owners will need to provide **Group A** AML/CTF Identity Verification Requirements in Section 9

Senior Managing Official and controlling person

(e.g. managing directors, senior executive etc. who are authorised to sign on the company's behalf, make policy, operational and financial decisions)

 1

 2

 3

 4

Shareholders and other beneficial owners (shareholders and those who own directly, indirectly, jointly or beneficially 25% or more of the company's issued capital).

Beneficial owner 1

Title

First Name(s)

Surname

Residential address (not a PO Box/RMB/Locked Bag)

Suburb

State

Postcode

Country

Date of birth (DD/MM/YYYY)

 / /

Beneficial owner 2

Title

First Name(s)

Surname

Residential address (not a PO Box/RMB/Locked Bag)

Suburb

State

Postcode

Country

Date of birth (DD/MM/YYYY)

 / /

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

Do any of the beneficial owners named hold a prominent public position or function in a government body (local, state, territory, national or foreign) or in an international organisation or are you an immediate family member or a business associate of such a person?

NO YES - please give details:

Section 5 – Investor Details – Trusts/Superannuation Funds

Please complete if you are investing for a Trust or Superannuation Fund.

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

Full name of Trust or Superannuation Fund

Full name of Business (if any)

Country where established

Australian Business Number* (if obtained)

Tax File Number* – or exemption code

Trustee details - How many Trustees are there?

Individual Trustee(s) – complete section 3 – Investor details – Individuals/Joint

Company Trustee(s) – complete section 4 – Investor details – Companies/Corporate Trustee

Combination – trustee(s) to complete each relevant section

Type of Trust

Registered Managed Investment Scheme

Australian Registered Scheme Number (ARSN)

Regulated Trust (including self-managed Superannuation Funds and registered charities that are trusts)

Name of Regulator (e.g. ASIC, APRA, ATO, ACNC)

Registration/Licence details (e.g. ABN, TFN)

Other Trust (unregulated) - also complete Page 8

Please describe

Section 5 – Investor Details – Trusts/Superannuation Funds continued

Beneficiaries of an unregulated trust

Please provide details below of any beneficiaries who directly or indirectly are entitled to an interest of 25% or more of the trust.

1	2
3	4

If there are no beneficiaries of the trust, describe the class of beneficiary (e.g. the name of the family group, class of unit holders, the charitable purpose or charity name):

Please provide the full name of the settlor of the trust where the initial asset contribution to the trust was greater than \$10,000 and the settlor is not deceased:

Beneficial owners of an unregulated trust

Please provide details below of any beneficial owner of the trust. A beneficial owner is any individual who directly or indirectly has a 25% or greater interest in the trust or a person who exerts control over the trust. This includes the appointer of the trust who holds the power to appoint or remove the trustees of the trust.

All beneficial owners will need to provide **Group A** AML/CTF Identity Verification Requirements in Section 9

Beneficial owner 1

Title	First Name(s)	Surname
<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>

Residential address (not a PO Box/RMB/Locked Bag)

Suburb	State	Postcode	Country
<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>

Date of birth (DD/MM/YYYY)

Beneficial owner 2

Title	First Name(s)	Surname
<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>

Residential address (not a PO Box/RMB/Locked Bag)

Suburb	State	Postcode	Country
<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>

Date of birth (DD/MM/YYYY)

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

Do any of the beneficial owners named hold a prominent public position or function in a Government body (local, state, territory, national or foreign) or in an international organisation or are you an immediate family member or a business associate of such a person?

NO YES - please give details:

Section 6 – Authorised Representative, Agent and/or Financial Adviser

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

I am an **Authorised Representative** or **Agent** as nominated by the investor(s)

By completing this section, you are giving authority to a third party to transact on your behalf and by appointing an Agent, you acknowledge that you have read and agreed to the terms and conditions in PDS relating to such appointment.

Please note the distinction: Agents such as an Attorney under a Power of Attorney (POA) will be able to transact on your behalf, while an Authorised Representative will only be able to view information about your account. This distinction should also be read in conjunction with the “Access to information” section below.

See **Group D** AML/CTF Identity Verification Requirements in Section 9

You must attach a valid authority such as Power of Attorney, guardianship order, grant of probate, appointment of bankruptcy etc. that is a certified copy. The document must be current and complete, signed by the investor or a court official and permits the agent to transact on behalf of the investor.

Full name of Authorised Representative or Agent

Role held with investor(s) (eg. Power of Attorney or Authorised Representative)

Signature

Date

I am a **Financial Adviser** as nominated by the investor

Name of Financial Adviser

AFSL number

Dealer group

Name of advisory firm

Residential address (not a PO Box/RMB/Locked Bag)

Suburb

State

Postcode

Country

Email address

Contact Number

Financial Adviser declaration

I/We hereby declare that I/we are not a US Person as defined in the PDS.

I/We hereby declare that the investor is not a US Person as defined in the PDS.

I/We have completed an appropriate Customer Identification Procedure (CIP) on this investor which meets the requirements (per type of investor) set out above,

AND EITHER

I/We have attached the relevant CIP documents; **OR**

I/We have not attached the CIP documents however I/We confirm that I have completed the AML/KYC checks on the investor(s) in accordance with AUSTRAC's requirements. I/We also agree to provide Equity Trustees the relevant CIP documents on request.

Signature

Date

Section 6 – Authorised Representative, Agent and/or Financial Adviser continued

Access to information

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

- Please tick this box if you DO NOT want your authorised representative, agent and/or financial adviser to have access to information about your investment.
- Please tick this box if you DO NOT want copies of statements and transaction confirmations sent to your authorised representative, agent and/or financial adviser.
- Please tick this box if you want statements and transaction confirmations sent ONLY to your authorised representative, agent and/or financial adviser.

Section 7 – Foreign Account Tax Compliance Act (FATCA), Common Reporting Standard (CRS) Self-Certification Form – ALL investors MUST complete

Sub-Section I - Individuals

Please fill this sub-section I only if you are an individual. If you are an entity, please fill in sub-section II.

1. Are you a US citizen or resident of the US for tax purposes?

- YES** - provide your Taxpayer Identification Number (TIN) or equivalent (or Reason Code (see below) if no TIN is provided) below and continue to question 2

Investor 1

Investor 2

- NO** - continue to question 2

2. Are you a tax resident of any other country outside of Australia?

- YES** - state each country and provide your TIN or equivalent (or Reason Code if no TIN is provided) for each jurisdiction below and skip to question 12

Investor 1

Investor 2

- NO** - Skip to question 12

Reason Code:

If TIN or equivalent is not provided, please provide reason from the following options:

- **Reason A:** The country/jurisdiction where the entity is resident does not issue TINs to its residents.
- **Reason B:** The entity is otherwise unable to obtain a TIN or equivalent number (Please explain why the entity is unable to obtain a TIN in the below table if you have selected this reason).
- **Reason C:** No TIN is required. (Note. Only select this reason if the domestic law of the relevant jurisdiction does not require the collection of the TIN issued by such jurisdiction).

If **Reason B** has been selected above, explain why you are not required to obtain a TIN:

Investor 1

Investor 2

**Section 7 – Foreign Account Tax Compliance Act (FATCA), Common Reporting Standard (CRS)
Self-Certification Form – ALL investors MUST complete continued**

Sub-Section II - Entities

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

3. Are you an Australian complying superannuation fund?

- YES - skip to question 12
- NO - continue to question 4

4. Are you a US Person?

- YES - continue to question 5
- NO - skip to question 6

5. Are you a Specified US Person?

- YES - provide your TIN below and skip to question 7

- NO - indicate exemption type and skip to question 7

6. Are you a Financial Institution (FI) for the purposes of FATCA?

- YES - provide your Global Intermediary Identification Number (GIIN)

If you do not have a GIIN, please provide your FATCA status below and continue to question 7

- Exempt Beneficial Owner, provide type below:

- Deemed-Compliant Foreign Financial Institution (FFI) (other than a Sponsored FI or a Trustee Documented Trust), provide type below:

- Non-Participating FFI, provide type below:

- Sponsored Financial Institution. Please provide the Sponsoring Entity's name and GIIN:

- Trustee Documented Trust. Please provide your Trustee's name and GIIN:

- Other, provide details:

- NO - continue to question 7

**Section 7 – Foreign Account Tax Compliance Act (FATCA), Common Reporting Standard (CRS)
Self-Certification Form – ALL investors MUST complete continued**

CRS

7. Are you a tax resident of any country outside of Australia and the US?

YES - state each country and provide your TIN or equivalent (or Reason Code if no TIN is provided) for each jurisdiction below and continue to question 8

Investor 1

Investor 2

If more space is needed please provide details as an attachment.

Reason Code:

If TIN or equivalent is not provided, please provide reason from the following options:

- **Reason A:** The country/jurisdiction where the entity is resident does not issue TINs to its residents.
- **Reason B:** The entity is otherwise unable to obtain a TIN or equivalent number (Please explain why the entity is unable to obtain a TIN in the below table if you have selected this reason).
- **Reason C:** No TIN is required. (Note. Only select this reason if the domestic law of the relevant jurisdiction does not require the collection of the TIN issued by such jurisdiction).

If **Reason B** has been selected above, explain why you are not required to obtain a TIN:

Investor 1

Investor 2

NO - continue to question 8

8. Are you a Financial Institution for the purpose of CRS?

YES - specify the type of Financial Institution below and continue to question 9

Reporting Financial Institution

Non-Reporting Financial Institution:

Trustee Documented Trust

Other: please specify:

NO - skip to question 10

9. Are you an investment entity resident in a non-participating jurisdiction for CRS purposes and managed by another financial Institution?

YES - continue to question 11

NO - skip to question 12

**Section 7 – Foreign Account Tax Compliance Act (FATCA), Common Reporting Standard (CRS)
Self-Certification Form – ALL investors MUST complete continued**

Non-Financial Entities

10. Are you an Active Non-Financial Entity (Active NFE)?

- YES** - specify the type of Active NFE below and skip to question 12
- Less than 50% of the Active NFE's gross income from the preceding calendar year is passive income (e.g. dividends, distribution, interests, royalties and rental income) and less than 50% of its assets during the preceding calendar year are assets held for the production of passive income
 - Corporation that is regularly traded or a related entity of a regularly traded corporation
 - Governmental Entity, International Organisation or Central Bank
 - Other: please specify:

- NO** - you are a Passive Non-Financial Entity (Passive NFE). Continue to question 11

Controlling Persons

11. Does one or more of the following apply to you:

- Is any natural person that exercises control over you (for corporations, this would include directors or beneficial owners who ultimately own 25% or more of the share capital) a tax resident of any country outside of Australia?
- If you are a trust, is any natural person including trustee, protector, beneficiary, settlor or any other natural person exercising ultimate effective control over the trust a tax resident of any country outside of Australia?

Controlling person 1

Title	First Name(s)	Surname
<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>

Residential address (not a PO Box/RMB/Locked Bag)

Suburb	State	Postcode	Country
<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>

Date of birth (DD/MM/YYYY)

Country of tax residence

TIN or equivalent	Reason Code if no TIN provided
<input style="width: 100%; height: 20px;" type="text"/>	<input style="width: 100%; height: 20px;" type="text"/>

**Section 7 – Foreign Account Tax Compliance Act (FATCA), Common Reporting Standard (CRS)
Self-Certification Form – ALL investors MUST complete continued**

Controlling person 2

Title	First Name(s)	Surname		
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Residential address (not a PO Box/RMB/Locked Bag)				
<input type="text"/>				
Suburb	State	Postcode	Country	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	
Date of birth (DD/MM/YYYY)				
<input type="text"/>				
Country of tax residence				
<input type="text"/>				
TIN or equivalent		Reason Code if no TIN provided		
<input type="text"/>		<input type="text"/>		

If there are more than 2 controlling persons, please provide details as an attachment.

Reason Code:

If TIN or equivalent is not provided, please provide reason from the following options:

- **Reason A:** The country/jurisdiction where the entity is resident does not issue TINs to its residents.
- **Reason B:** The entity is otherwise unable to obtain a TIN or equivalent number (Please explain why the entity is unable to obtain a TIN in the below table if you have selected this reason).
- **Reason C:** No TIN is required. (Note. Only select this reason if the domestic law of the relevant jurisdiction does not require the collection of the TIN issued by such jurisdiction).

If Reason B has been selected above, explain why you are not required to obtain a TIN:

Investor 1
Investor 2

NO - continue to question 12

12. Signature and Declaration – ALL investors must sign

I undertake to provide a suitably updated self-certification within 30 days of any change in circumstances which causes the information contained herein to become incorrect.

I declare the information above to be true and correct.

Investor 1

Name of individual/entity

Name of authorised representative

Signature

Date

Investor 2

Name of individual/entity

Name of authorised representative

Signature

Date

Section 8 – Declarations – ALL investors MUST complete

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

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

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

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

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

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

Section 8 – Declarations – ALL investors MUST complete Continued

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

Investor 1

Name of individual/entity

Capacity (e.g. Director, Secretary, Authorised signatory)

Signature

Date

Company Seal (if applicable)

Investor 2

Name of individual/entity

Capacity (e.g. Director, Secretary, Authorised signatory)

Signature

Date

Section 9 – AML/CTF Identity Verification Requirements

The AML/CTF Act requires the Responsible Entity to adopt and maintain an anti-money laundering and counter-terrorism financing ('AML/CTF') program. The AML/CTF program includes ongoing customer due diligence, which may require the Responsible Entity to collect further information.

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

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

Who can certify?

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

- Bailiff
- Bank officer with 5 or more years of continuous service
- Building society officer with 5 or more years of continuous service
- Chiropractor (licensed or registered)
- Clerk of court
- Commissioner for Affidavits
- Commissioner for Declarations
- Credit union officer with 5 or more years of continuous service
- Dentist (licensed or registered)
- Fellow of the National Tax Accountant's Association
- Finance company officer with 5 or more years of continuous service
- Judge of a court
- Justice of the peace
- Legal practitioner (licensed or registered)
- Magistrate
- Marriage celebrant licensed or registered under Subdivision C of Division 1 of Part IV of the Marriage Act 1961
- Master of a court
- Medical practitioner (licensed or registered)
- Member of Chartered Secretaries Australia
- Member of Engineers Australia, other than at the grade of student
- Member of the Association of Taxation and Management Accountants
- Member of the Australian Defence Force with 5 or more years of continuous service
- Member of the Institute of Chartered Accountants in Australia, the Australian Society of Certified Practising Accountants or the Institute of Public Accountants
- Member of the Parliament of the Commonwealth, a State, a Territory Legislature, or a local government authority of a State or Territory
- Minister of religion licensed or registered under Subdivision A of Division 1 of Part IV of the Marriage Act 1961
- Nurse (licensed or registered)
- Optometrist (licensed or registered)
- Permanent employee of Commonwealth, State or local government authority with at least 5 or more years of continuous service.
- Permanent employee of the Australian Postal Corporation with 5 or more years of continuous service
- Pharmacist (licensed or registered)
- Physiotherapist (licensed or registered)
- Police officer
- Psychologist (licensed or registered)
- Registrar, or Deputy Registrar, of a court
- Sheriff
- Teacher employed on a full-time basis at a school or tertiary education institution
- Veterinary surgeon (licensed or registered)

When certifying documents, the following process must be followed:

- All copied pages of original proof of ID documents must be certified.
- The authorised individual must ensure that the original and the copy are identical; then write or stamp on the copied document "certified true copy". This must be followed by the date and signature, printed name and qualification of the authorised individual.
- In cases where an extract of a document is photocopied to verify customer ID, the authorised individual should write or stamp "certified true extract".

GROUP A – Individuals/Joint/Partnerships

Each Individual Investor, Individual Trustee, Beneficial Owner, or Individual Agent must provide one of the following primary photographic ID:

- A current Australian driver's licence (or foreign equivalent) that includes a photo and signature.
- An Australian passport (or foreign equivalent) (not expired more than 2 years previously).
- An identity card issued by a State or Territory Government that includes a photo.

If you do NOT own one of the above ID documents, please provide one valid option from Column A and one valid option from Column B.

Column A	Column B
<input type="checkbox"/> Australian birth certificate.	<input type="checkbox"/> A document issued by the Commonwealth or a State or Territory within the preceding 12 months that records the provision of financial benefits to the individual and which contains the individual's name and residential address.
<input type="checkbox"/> Australian citizenship certificate.	<input type="checkbox"/> A document issued by the Australian Taxation Office within the preceding 12 months that records a debt payable by the individual to the Commonwealth (or by the Commonwealth to the individual), which contains the individual's name and residential address. Block out the TFN before scanning, copying or storing this document.
<input type="checkbox"/> Pension card issued by Department of Human Services.	<input type="checkbox"/> A document issued by a local government body or utilities provider within the preceding 3 months which records the provision of services to that address or to that person (the document must contain the individual's name and residential address).
	<input type="checkbox"/> If under the age of 18, a notice that: was issued to the individual by a school principal within the preceding 3 months; and contains the name and residential address; and records the period of time that the individual attended that school.

GROUP B – Companies

For Australian Registered Companies, provide one of the following (must clearly show the Company's full name, type (private or public) and ACN):

- A certified copy of the company's Certificate of Registration or incorporation issued by ASIC
- A copy of information regarding the company's licence or other information held by the relevant Commonwealth, State or Territory regulatory body e.g. AFSL, RSE, ACL etc.
- A full company search issued in the previous 3 months.
- If the company is listed on an Australian securities exchange, provide details of the exchange and the ticker (issuer) code.
- If the company is a majority owned subsidiary of a company listed on an Australian securities exchange, provide details of the exchange and the ticker (issuer) code for the holding company.

For Foreign Companies, provide one of the following:

- A certified copy of the company's Certificate of Registration or incorporation issued by the foreign jurisdictions in which the company was incorporated, established or formed.
- A certified copy of the company's articles of association or constitution.
- A copy of a company search on the ASIC database or relevant foreign registration body.

All of the above must clearly show the company's full name, its type (i.e. public or private) and the ARBN issued by ASIC, or the identification number issued to the company by the foreign regulator.

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

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

GROUP C – Trusts

For a Registered Managed Investment Scheme, Government Superannuation Fund or a trust registered with the Australian Charities, Regulated Superannuation Fund (including a self-managed super fund) and Not-for-profit Commission (ACNC), provide one of the following:

- A copy of the company search of the relevant regulator's website e.g. APRA, ASIC, or ATO.
- A copy or relevant extract of the legislation establishing the government superannuation fund sourced from a government website.
- A copy from the ACNC of information registered about the trust as a charity
- Annual report or audited financial statements.
- A certified copy of a notice issued by the ATO within the previous 12 months.
- A certified copy of the Trust Deed

For all other Unregulated trust (including Foreign trust), provide the following:

- A certified copy of the Trust Deed.

If the trustee is an individual, please also provide verification documents for one trustee as listed under Group A.

If the trustee is a company, please also provide verification documents for a company as listed under Group B.

GROUP D – Agents

In addition to the above entity groups:

- If you are an **Individual Agent** – please also provide the identification documents listed under Group A.
- If you are a **Corporate Agent** – please also provide the identification documents listed under Group B.

All Agents must also provide a certified copy of their authority to act for the investor e.g. the POA, guardianship order, Executor or Administrator of a deceased estate, authority granted to a bankruptcy trustee, authority granted to the State or Public Trustee etc.

Send your completed application form and your certified and dated documents via mail (preferably express post) to:

LINK Market Services Limited
PO Box 3721
Rhodes NSW 2138 Australia

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

Investment Manager:

Lincoln Indicators Pty Limited
ABN 23 006 715 573, as Corporate Authorised
Representative of Lincoln Financial Group Pty Ltd
ABN 70 609 751 966, AFSL 483167.

T 1300 676 333

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