

2 February 2021

Dear Investor,

**UPDATE: SGH LASALLE GLOBAL LISTED PROPERTY SECURITIES FUND**  
**APIR: ETL0005AU MFUND: SHF05**

Following our previous notification communicated on 23 December 2020, regarding a change in the Management Costs of the fund we are writing to you with a further update. In updating the Product Disclosure Statement (PDS) we are making some improvements to the application process including the ability to use BPAY payment. These changes have taken longer than first anticipated and we now advise that the change to the Funds' fees in conjunction with releasing the new PDS will take place effective **1 March 2021**.

Please see below the 23 December 2020 notification for your reference.

SG Hiscock & Company Limited and LaSalle Investment Management Securities, LLC as the Investment Manager and Sub-Investment Manager and Equity Trustees Limited as Responsible Entity have recently undertaken a review of the SGH LaSalle Global Listed Property Securities Fund. As a result of this review, we are making a change to the fee structure of the Fund.

#### Fees

There has been no change to the fee structure of SGH LaSalle Global Listed Property Securities Fund since its inception 2003. However, a decision has been made to better align management fees with returns.

From 1 February 2021 the Fund's management costs for the Fund will be reduced from 1.100% to 0.80% p.a. (inclusive of GST and RITC) and a performance fee of 20% of excess performance against benchmark the FTSE EPRA/NAREIT Developed Index - Hedged to AUD (Net of Withholding Tax) (after management fees) will be introduced. The performance fee will be subject to a high watermark which means no performance fee is payable until any accrued underperformance, as against the performance hurdle, from prior periods has been made up.

The first performance fee period is from 1 February 2021 to 30 June 2021. The fee is calculated daily and paid annually in arrears from the Fund and calculated based on the beginning NAV unit price of the Fund over the relevant period. This means investors will pay lower fees overall if the Fund fails to match the performance of its benchmark. The practice of using performance fees has become more common for funds since the fees were previously set in 2003 and based on our market feedback have become more popular.

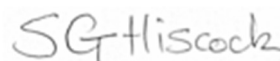
#### Product Disclosure Statement ('PDS') and Reference Guide

An updated PDS and Reference Guide will be available on our website [www.sghiscock.com.au](http://www.sghiscock.com.au) from on or around 1 February 2021. We thank you for your investment and continued support of the SGH LaSalle Global Listed Property Securities Fund. If you have any queries, please contact Nick Simpson, Manager, SG Hiscock & Company on 1300 555 511 (Australia) or +61 3 9612 4600.

Yours sincerely,



Russell Beasley  
Executive General Manager, CTS  
Equity Trustees Limited



Stephen Hiscock  
Managing Director,  
SG Hiscock & Company Limited

# SGH LaSalle Global Listed Property Securities Fund

## PRODUCT DISCLOSURE STATEMENT

ARSN 105 288 033  
APIR ETL0005AU  
mFund SHF05  
Issue Date 28/09/2017

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### Investment Manager

SG Hiscock & Company Limited  
ABN 51 097 263 628  
AFSL 240679  
Website: [www.sghiscock.com.au](http://www.sghiscock.com.au)

### Sub-Investment Manager

LaSalle Investment Management Securities, LLC

### Responsible Entity

Equity Trustees Limited  
ABN 46 004 031 298  
AFSL 240975  
Phone: +61 3 8623 5000

### Administrator

Mainstream Fund Services Pty Ltd  
Unit Registry  
GPO Box 4968  
Sydney, NSW, 2001  
Phone: 1300 133 451 or +61 2 8259 8888  
Fax: +612 9251 3525  
Email: [SGHinvestorservices@mainstreamgroup.com](mailto:SGHinvestorservices@mainstreamgroup.com)  
Website: [www.mainstreamgroup.com](http://www.mainstreamgroup.com)

## ABOUT THIS PDS

This Product Disclosure Statement ("PDS") has been prepared and issued by Equity Trustees Limited ("Responsible Entity") and is a summary of the significant information relating to an investment in SGH LaSalle Global Listed Property Securities Fund (the "Fund"). It contains a number of references to important information contained in the SGH Reference Guide, which forms part of this PDS.

You should consider both the information in this PDS, and the information in the SGH 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 financial situation or needs. You should obtain financial advice tailored to your personal circumstances. The offer to which this PDS relates is only available to persons receiving this PDS 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 US Securities Act of 1933 as amended ("US Securities Act"). Equity Trustees Limited may vary its 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) except in a transaction that is exempt from the registration requirements of the US Securities Act and applicable US state securities laws.

## THE SGH REFERENCE GUIDE

Throughout this PDS, there are references to additional information contained in the latest SGH Reference Guide. The SGH Reference Guide is available at [www.sghiscock.com.au](http://www.sghiscock.com.au) or by calling Mainstream Fund Services Pty Ltd on 1300 133 451 (Australia) or +61 2 8259 8888.

The information contained in the SGH 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 SGH Reference Guide current on the day you acquire the product.

## UPDATED INFORMATION

Information in this PDS is subject to change. We will notify you of any changes that have a materially adverse impact on you or other significant events that affect the information contained in this PDS. Any updated information which is not materially adverse may be obtained at [www.sghiscock.com.au](http://www.sghiscock.com.au) or by calling Mainstream Fund Services Pty Ltd on 1300 133 451 (Australia) or +61 2 8259 8888. 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 ABN 46 004 031 298 AFSL 240975 (“Equity Trustees”), 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 will continue 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 2001 (Cth) (“Corporations Act”) and general trust law.

Equity Trustees has delegated the investment management functions to SG Hiscock & Company Limited which will make investment decisions in relation to the Fund. SGH has sub-delegated certain investment management functions to LaSalle Investment Management Securities, LLC. 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

SG Hiscock & Company Limited (“SGH”) is a boutique investment manager specialising in high conviction, actively managed investment strategies. These strategies cover Australian Equities and Property Securities – Australian and global REITs (Real Estate Investment Trusts) and Managed Discretionary Portfolios. SGH was established in Melbourne in 2001 by six of its principals and is entirely owned by staff.

### THE SUB-INVESTMENT MANAGER

LaSalle Investment Management Securities, LLC (“LaSalle”) is a fully-dedicated manager of real estate securities portfolios and is part of LaSalle Investment Management, a wholly-owned yet operationally independent investment subsidiary of Jones Lang LaSalle Incorporated. LaSalle has been conducting the international (ex-Australia) portfolio management for the Fund under a sub-investment management agreement with SGH since 2003.

LaSalle’s sole focus is publicly traded real estate entities such as Real Estate Investment Trusts (“REITs”) and Real Estate Operating Companies (“REOCs”). LaSalle Securities’ investment philosophy combines a real estate investment orientation with a valuation-based investment discipline. LaSalle’s principal office is located in Baltimore, Maryland (US). LaSalle also has offices in Amsterdam and Hong Kong.

## 2. HOW THE SGH LASALLE GLOBAL LISTED PROPERTY SECURITIES FUND WORKS

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

### APPLYING FOR UNITS

Investors can acquire units by completing the application form (“Application Form”) accompanying this PDS; or by making an application through the mFund settlement service (“mFund”) by placing a buy order for units with your licensed broker. The minimum initial investment amount for the Fund is \$20,000.

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

The Application Price will vary as the market value of assets in the Fund rise or fall.

### MAKING ADDITIONAL INVESTMENTS

You can make additional investments into the Fund at any time by sending us your additional investment amount together with a completed Additional Investment Form or by making application for units through mFund. The minimum additional investment into the Fund is \$5,000. Forms are available at [www.sghiscock.com.au](http://www.sghiscock.com.au).

You can also invest via direct debit on a monthly basis using the savings plan. Details of how to invest through the savings plan are in the SGH Reference Guide. The minimum monthly savings plan investment into the Fund is \$500.

### 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 half yearly at the end of June and December. Distributions are calculated on the last day of each period, and are normally paid to investors as soon as practicable after the distribution calculation date. Equity Trustees may amend the distribution frequency without notice.

In some circumstances, where an investor makes a large withdrawal request (5% or more of the units on issue at the start of the relevant distribution period), their withdrawal proceeds may be taken to include a component of distributable income.

Investors can have their distribution reinvested or paid to a nominated bank account. Investors who do not indicate a preference will have their distributions automatically reinvested. There is no Buy Spread on distributions that are reinvested.

Indirect Investors (as defined in the SGH Reference Guide) should review their IDPS Guide for information on how and when they receive any income distributions.

## ACCESS TO YOUR MONEY

Investors in the Fund can withdraw their investment by completing a Withdrawal Request Form or a written request to withdraw from the Fund and mailing or emailing it to:

Mainstream Fund Services Pty Ltd  
Unit Registry  
GPO Box 4968  
Sydney, NSW, 2001  
Email: SGHinvestorservices@mainstreamgroup.com  
Fax: +61 2 9251 3525

To make a withdrawal request through mFund, you must place a sell order for units with your licensed broker.

The minimum withdrawal amount is \$5,000. Withdrawal forms are available at [www.sghiscock.com.au](http://www.sghiscock.com.au). Once we receive a withdrawal request, we may act on the withdrawal request without further enquiry if the withdrawal request bears an account number or investor details and investor's (apparent) signature(s), or the investor's authorised signatory's (apparent) signature(s) or; if the withdrawal is received via mFund.

Equity Trustees will generally allow investors of the Fund to access their investment within 7 days of receipt of a withdrawal request. Withdrawal proceeds will be paid to an investor's nominated bank account or, where the request is received via mFund, to the investor's licensed broker. However, in some circumstances (such as when there is a freeze on withdrawals) you may not be able to withdraw your funds within the usual period. Moreover, the Constitution allows Equity Trustees to make payment up to 30 days after receipt of a request (which may be extended by a further 30 days in certain circumstances).

The price at which units are withdrawn ("Withdrawal Price") is determined in accordance with the Constitution. The Withdrawal Price on a Business Day, is in general terms, equal to the NAV of the Fund, divided by the number of units on issue and adjusted for transaction costs ("Sell Spread"). The Withdrawal Price will vary as the market value of assets in the Fund rise or fall.

We reserve the right to fully redeem your investment upon 30 days notice if your investment balance in the Fund falls below \$20,000 (or as determined by the Responsible Entity) as a result of processing your withdrawal request. Equity Trustees can deny a withdrawal request in certain circumstances, including where accepting the request would cause the Fund to cease to be liquid or where the Fund is not liquid (as defined in the Corporations Act). 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.

## 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 to investors free of charge on request to Equity Trustees.

## 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 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

Before making a decision to invest, you should read the important information in the SGH Reference Guide about:

- application cut-off
- application terms
- cooling off rights
- investing in the Fund through a savings plan
- appointing an authorised signatory
- reports that are made available
- withdrawal cut-off times
- withdrawal terms
- withdrawal restrictions

Go to the SGH Reference Guide which is available at [www.sghiscock.com.au](http://www.sghiscock.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 SGH LASALLE GLOBAL LISTED PROPERTY SECURITIES FUND

The Fund is an actively managed portfolio that invests primarily in listed property securities known as Real Estate Investment Trusts ("REITs") and Real Estate Operating Companies ("REOCs"), which are listed on major world stock exchanges in US, Canada, Western Europe, Asia & Australia. The investments held by the Fund derive a bulk of their income from property rental income. Benefits of investing in the Fund include:

- access to the expertise of a specialist investment boutique structure in SGH and a dedicated global property securities manager in LaSalle;
- active management aimed at maximising competitive returns over the medium and longer term;
- greater liquidity than investing directly in property;
- by investing in the Fund, investors get the benefit of greater diversification due to a much bigger investable universe comprising Australian and international securities; and
- regular reporting to keep you up to date on your investments.

#### 4. RISKS OF MANAGED INVESTMENT SCHEMES

All investments carry risk. Different investment strategies may carry different levels of risk, depending on the assets acquired under the investment 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.

We 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. The level of returns will vary and future returns may differ from past returns. You may lose money by investing in the Fund and your investment in the Fund may not meet your objectives. Laws affecting managed investment schemes may also change in the future.

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 advice, you should contact a financial adviser.

##### SECTOR SELECTION RISK

The Investment Manager and Sub-Investment Manager may make poor investment decisions resulting in sub-standard returns (for example, where the Investment Manager or Sub-Investment Manager gains exposure to a sector which significantly underperforms relative to other sectors). This risk is mitigated to some extent by the knowledge and experience of the Investment Manager and Sub-Investment Manager.

##### INVESTMENT SPECIFIC RISK

There may be instances where an investment in which the Fund invests will fall in price because of investment specific factors (for example, where a company's major product is subject to a product recall). The value of investments can vary because of changes to management, product distribution, investor confidence, internal operations or the company's business environment.

##### PROPERTY RELATED RISK

The securities in which the Fund invests generally invest the bulk of their assets in direct property assets and have a certain level of debt funding. Direct property assets held by these securities can be illiquid and can change materially in value as a result of a change in economic conditions, demand and supply influences, government, legal and other influences. As a result, valuations and/or the level of income from properties can change. In addition, the level of debt in REITs magnifies the risk associated with changes in cash flow and direct property values.

##### EMERGING MARKETS RISK

The Fund may also hold investments in emerging markets, which are markets in certain countries which may not be as developed, efficient or liquid as in Australia or New Zealand. Therefore, the value of securities in these markets may often be more volatile. Emerging markets risk is also caused by exposure to economic structures that are less diverse and mature, and to political systems that are less stable, than those of developed countries. In addition, companies in emerging markets may

experience a greater degree of change in earnings and business prospects than would companies in developed markets.

##### CURRENCY RISK

The Fund may invest in securities listed on non-Australian exchanges. Currency movements against the Australian dollar may adversely affect the domestic value of the Fund's investments and the income from those investments. The Investment Manager will hedge currency exposures to reduce the risk of adverse fluctuations in the value of the Australian dollar relative to other currencies.

##### DERIVATIVES RISK

The Fund will use derivatives for risk management purposes. The use of derivative positions to hedge the risk of physical securities will involve 'basis risk', which refers to the possibility that derivative positions may not move perfectly in line with the physical security. Fluctuations in the price of derivatives reflect movements in the underlying assets, reference rate or index to which the derivatives relate. As a consequence, the derivative positions cannot be expected to perfectly hedge the risk of the physical security. Derivatives are also used as substitutes for physical securities. In doing so there is the risk that a derivative may not be a perfect substitute for the underlying security it aims to replace, and may not mirror its movements completely. 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.

Note that neither the Responsible Entity, the Investment Manager nor the Sub-Investment Manager guarantee that the Fund's derivatives strategy will be successful.

#### FURTHER READING

Before making a decision to invest, you should read the important information in the SGH Reference Guide "Additional risks of managed investment schemes" section about additional risks that apply to managed investment schemes. Go to the SGH Reference Guide which is available at [www.sghiscock.com.au](http://www.sghiscock.com.au). The material relating to the additional risks may change between the time when you read this PDS and the day when you acquire the product.

#### 5. HOW WE INVEST YOUR MONEY

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

##### INVESTMENT OBJECTIVE

The Fund seeks to outperform the FTSE EPRA/NAREIT Developed Index - Hedged to AUD (Net of Withholding Tax) by 2% p.a. on average over a 3 to 5 year period (before taking into account the Fund fees and expenses).

Please note the investment objective is not intended to be a forecast. It is only an indication of what the investment strategy aims to achieve.



**BENCHMARK**

FTSE EPRA/NAREIT Developed Index – Hedged to AUD (Net of Withholding Tax).

**MINIMUM SUGGESTED TIME FRAME**

The minimum suggested investment time frame for the Fund is 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 for investors seeking:

- an investment in property but requiring greater diversity and liquidity than a direct investment in property; and
- a more diverse offering in property securities than is available through investing solely in Australian listed property securities.

The Fund invests primarily in listed securities which derive the bulk of their income from property rental income, and aims to achieve strong income returns and moderate capital growth over the medium and longer term.

**INVESTMENT STRATEGY**

The investment management of the Fund is in two parts:

- The overall investment manager is SGH who is responsible for the currency management and the investment of the Australian listed property securities component of the Fund's portfolio.
- The management of international investments is sub-delegated to LaSalle.

The Fund invests primarily in global listed property securities which form part of the Fund's Benchmark. These include securities in trusts and companies which are listed on recognised securities exchanges around the world and which derive the bulk of their income from rental property income.

Listed property entities are generally known as Real Estate Investment Trusts and Real Estate Operating Companies. A Real Estate Investment Trust ("REIT") is a listed company or trust traded on a securities exchange dedicated to owning and, in most cases, operating income-producing real estate, such as apartments, shopping centres, offices and warehouses. A Real Estate Operating Company ("REOC") is a company that is similar to a REIT, except that a REOC has not elected to be taxed as a REIT and, therefore, does not have a requirement to distribute any of its taxable income. REOCs also are more flexible than REITs in terms of the types of real estate investments they can make.

**INVESTMENT GUIDELINES**

The Investment Manager and Sub-Investment Manager will use the following guidelines when selecting investments for the Fund:

- Invest at least 80% of the Fund in listed securities.
- The international currency exposure of the Fund will be hedged back into Australian dollars.

- Invest no more than 5% of the portfolio in unlisted property entities provided they have publicly announced their intention to list on an approved stock exchange within 6 months of the date of such announcement or are secondary issues of an existing listed entity expected to list on an approved stock exchange within 3 months.
- The effective exposure of the portfolio to cash instruments shall not exceed 7.5% of the portfolio other than on a temporary basis due to cash inflows or other cash movements.
- The Fund may use derivatives provided the portfolio is not leveraged and a net short position in any single entity or the portfolio as a whole cannot be created. The maximum gross exposure of the portfolio to derivatives shall be limited to 10% excluding currency derivatives used to hedge the Fund's foreign exchange exposure, which shall have no limit.

Where there is a deviation from the above guidelines, the Investment Manager and Sub-Investment Manager will seek to remedy such deviation after taking into consideration the risk and return of the Fund.

**LABOUR, ENVIRONMENTAL, SOCIAL AND ETHICAL CONSIDERATIONS**

The Sub-Investment Manager, which is a signatory to the United Nations Principles for Responsible Investment, recognises the importance of environmental, social, and corporate governance ("ESG") as part of its evaluation of business strategy risks of listed property entities. There is no specific screening process for ESG factors employed by the Sub-Investment Manager. However, an ESG matter may be implicitly recognised through the Sub-Investment Manager's valuation process in evaluating business strategy risk of the applicable property entity.

**FUND PERFORMANCE**

Up to date information on the performance of the Fund will be available by visiting [www.sghiscock.com.au](http://www.sghiscock.com.au), emailing [distribution@sghiscock.com.au](mailto:distribution@sghiscock.com.au) or calling SGH on 1300 555 511 (Australia) or +613 9612 4600.

**6. FEES AND COSTS****DID YOU KNOW?**

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

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

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

You may be able to negotiate to pay lower 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](http://www.moneysmart.gov.au)) has a managed funds fee calculator to help you check out different fee options.

The information in the following table can be used to compare costs between this and other simple managed investment schemes. Fees and costs may be paid directly from your investment or deducted from investment returns. For information on how managed investment schemes are taxed please see Section 7 of this PDS.

Type of fee or cost	Amount
Fees when your money moves in or out of the Fund	
Establishment fee	Nil
Contribution fee	Nil
Withdrawal fee	Nil
Exit fee	Nil
<b>Management costs<sup>1</sup></b>	
The fees and costs for managing your investment	<b>Management fees:</b> 1.103% p.a. of the value of your units in the Fund <sup>2</sup> <b>Indirect costs:</b> 0% p.a. of the value of your units in the Fund <sup>3</sup>

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

<sup>2</sup> Management fees can be negotiated. See "Differential fees" below.

<sup>3</sup> The indirect costs are calculated and incorporate estimated amounts with reference to the relevant costs incurred during financial year ended 30 June 2017. See "Indirect costs" 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 a unitholder incurs by investing in the Fund rather than by investing directly in the assets.

The management fees of 1.103% p.a. of the NAV of the Fund 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. As at the date of this PDS, ordinary expenses such as investment management fees, custodian fees, 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 costs shown above do not include extraordinary expenses (if they are incurred in future) such as litigation costs, the costs of convening unitholder meetings and other costs.

In addition, management costs do not include transactional and operational costs (i.e. costs associated with investing the underlying assets, some of which may be recovered through Buy/Sell Spreads).

### Indirect costs

Indirect costs include fees and management costs (if any) arising from underlying funds and a reasonable estimate of the cost of investing in over-the-counter derivatives to gain investment exposure to assets or implement the Fund's investment strategy. Indirect costs are reflected in the unit price of the Fund and borne by Investors, but they are not paid to the Responsible Entity or Investment Manager.

The estimated components of the Fund's indirect costs are based on the financial year ended 30 June 2017. Actual indirect costs for future years may differ. If in future there is an increase to indirect costs disclosed in this PDS, updates will be provided on Equity Trustees' website at [www.eqt.com.au/insto](http://www.eqt.com.au/insto) where they are not otherwise required to be disclosed to investors under law.

### Transactional and operational costs

In managing the assets of the Fund, the Fund may incur transaction costs such as brokerage, settlement costs, clearing costs and applicable stamp duty when assets are bought and sold. This generally happens when the assets of a 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 a fund.

The Buy/Sell Spread reflects the estimated transaction costs incurred in buying or selling assets of the Fund when investors invest in or withdraw from the Fund. The Buy/Sell Spread is an additional cost to the investor but is incorporated into the unit price and incurred when an investor invests in or withdraws from the Fund and is not separately charged to the investor. The Buy/Sell Spread is paid into the Fund and not paid to Equity Trustees or the Investment Manager. The estimated Buy/Sell Spread is 0.25% upon entry and 0.25% upon exit. The dollar value of these costs based on an application or a withdrawal of \$20,000 is \$50 for each individual transaction. The Buy/Sell Spread can be altered by the Responsible Entity at any time. 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 redemptions 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.

During the financial year ended 30 June 2017, the total transaction costs for the Fund were estimated to be 0.30% of the NAV of the Fund, of which 47% of these transaction costs were recouped via the Buy/Sell Spread, resulting in a net transactional cost to the Fund of 0.16% p.a. However, such 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 proper and reasonable expenses incurred 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 costs. In most circumstances, the Constitution defines the maximum fees 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.

### 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.

### Payments to IDPS operators

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

### mFund

Warning: if you are transacting through mFund your stockbroker or accredited intermediary may charge you additional fees (see their Financial Services Guide).

### EXAMPLE OF ANNUAL FEES AND COSTS FOR THE FUND

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

Example – SGH LaSalle Global Listed Property Securities Fund		
Balance of \$50,000 with a contribution of \$5,000 during the year		
<b>Contribution fees:</b>	Nil	For every additional \$5,000 you put in, you will be charged \$0.
<b>Plus</b> Management costs comprising:	1.103%p.a.	And, for every \$50,000 you have in the fund you will be charged \$551.50 each year comprising
<b>Management fees:</b>	1.103%p.a.	\$551.50
<b>Indirect costs:</b>	0% p.a.	\$0
<b>Equals</b> 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: \$551.50 <sup>1</sup>
What it costs you will depend on the fees you negotiate.		

<sup>1</sup> This example assumes the \$5,000 contribution occurs at the end of the relevant year, therefore management costs are calculated using the \$50,000 balance only. Indirect costs are not a fee earned by or paid to the Responsible Entity or the Investment Manager.

Additional fees may apply. Please note that this example does not capture all the fees and costs that may apply to you such as the Buy/Sell Spread. 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](http://www.moneysmart.gov.au), which you may use to calculate the effects of fees and costs on your investment in the Fund.

### FURTHER READING

Before making a decision to invest, you should read the important information in the SGH Reference Guide under “Fees and costs” about the fees and costs associated with investing in the Fund. Go to the SGH Reference Guide which is available at [www.sghiscock.com.au](http://www.sghiscock.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 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, are attributed to them.

### FURTHER READING

Before making a decision to invest, you should read the important information in the SGH Reference Guide under “Other important information” about Attribution Managed Investment Trusts (“AMITs”). Go to the SGH Reference Guide which is available at [www.sghiscock.com.au](http://www.sghiscock.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 and make an EFT payment to the Fund’s application account detailed in the application form OR attach your cheque or money order payable to ‘Equity Trustees Limited’ (unless paying by direct debit) and send to:

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

Please note that cash cannot be accepted.

Ask your licensed broker to apply for units in the fund via mFund. In this situation, you will need to provide the application money in relation to your application to your licensed broker.

### WHO CAN INVEST?

Anyone can invest however applicants who are individuals must be 18 years of age or over.

Indirect Investors should use the Application Form provided by the operator of the relevant IDPS.

### ENQUIRIES AND COMPLAINTS

If you have any enquiries regarding the Fund, you can call Mainstream Fund Services Pty Ltd on 1300 133 451 (Australia) or +61 2 8259 8888.

Please contact Equity Trustees if you are not completely satisfied with any aspect of our services regarding the management of the Fund. For further information regarding the complaints process please refer to the SGH Reference Guide.

## ONLINE ACCESS

You can access information about your investment in the Fund through the SGH online Investor Portal. To set up online access, ensure you tick the box as indicated on the Application Form.

After we receive your Application Form or a written request for online access, you will be emailed your login details to access your account information online. The system will prompt you to change your password when you log on for the first time.

### FURTHER READING

Before making a decision to invest, you should read the important information in the SGH Reference Guide “Investing in a SGH Fund” section about cooling off rights, “Enquiries and complaints” section about enquiries, complaints and the Financial Ombudsman Service. Go to the SGH Reference Guide which is available at [www.sghiscock.com.au](http://www.sghiscock.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.

## 9. OTHER INFORMATION

### CONSENT

SGH and LaSalle have given and, at the date of this PDS, have not withdrawn, their written consent to be named in this PDS respectively as the Investment Manager and Sub-Investment Manager of the Fund; and to the inclusion of the statements made about them and the Fund which are attributed to the Investment Manager and Sub-Investment Manager, in the form and context in which they appear.

SGH and LaSalle have not otherwise been involved in the preparation of this PDS and have not caused or otherwise authorised the issue of this PDS. SGH and LaSalle and their employees and officers do not accept any responsibility arising in any way for errors or omissions from this PDS, other than in relation to the statements for which they have provided their consent.

### MFUND SETTLEMENT SERVICE

You must use an mFund accredited and licensed broker to facilitate your transactions on mFund. Your chosen broker may charge you additional fees which are not outlined in the Fees and Costs section of this PDS. Go to [www.asx.com.au/mfund/](http://www.asx.com.au/mfund/) for more information.

### FURTHER READING

Before making a decision to invest, you should read the important information in the SGH Reference Guide “Other important information” section about:

- your privacy
- the Constitution of the Fund
- the Anti-Money Laundering and Counter-Terrorism Financing laws
- Indirect Investors
- Information on underlying investments
- Foreign Account Tax Compliance Act (“FATCA”)
- Common Reporting Standards (“CRS”)

Go to the SGH Reference Guide which is available at [www.sghiscock.com.au](http://www.sghiscock.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.

# SGH Funds

## Application Form

- If completing by hand, use a black or blue pen and print within the boxes in **BLOCK LETTERS**
- Use ticks in boxes where applicable
- The applicant must complete, print and sign this form
- Keep a photocopy of your completed Application Form for your records
- Please ensure all relevant sections are complete before submitting this form

This application form is part of the Product Disclosure Statements ('PDS') issued by Equity Trustees Limited (ABN 46 004 031 298, AFSL 240975) relating to units in one of the following Funds:

SGH ICE (APIR ETL0062AU)  
 SGH Australia Plus Fund (APIR ETL0383AU)  
 SGH20 (APIR ETL0042AU)  
 SGH Property Income Fund (APIR ETL0119AU)  
 SGH Emerging Companies Fund (APIR ETL0118AU)  
 SGH Micro Cap Fund (APIR ETL0022AU)  
 SGH LaSalle Global Listed Property Securities Fund (APIR ETL0005AU)  
 SGH LaSalle Global Property Rich Fund (APIR ETL0394AU)

- The PDS contains information about investing in the Fund. You should read the PDS before applying for units in the Fund.
- A person who gives another person access to the Application Form must at the same time and by the same means give the other person access to the PDS.
- Equity Trustees will provide you with a copy of the PDS and the Application Form on request without charge (*If you make an error while completing your application form, do not use correction fluid. Cross out your mistakes and initial your changes.*)

### US Persons:

This offer is not open to any US Person. Please refer to the Product Disclosure Statement and Reference Guide for further information.

## Section 1 – Introduction

Are you an existing investor and is the information provided for that investment still current and correct?

☐ **YES** – my details are:

Account Number	
Account Name	
Contact Telephone Number (Including Country Code)	

- ☐ Not appointing a power of attorney, agent or financial adviser Complete sections 8, 9, 10
- ☐ Appointing a power of attorney, agent or financial adviser Complete sections 6 and/or 7, 8, 9, 10

\* Please note there will be instances where we may be required to collect additional information about you and may ask you to provide certified copies of certain identification documents along with the Application Form.

☐ **NO** – Only complete the sections relevant to you, as indicated below:

Select One	Investor Type	Sections to Complete	Identification Requirement Groups to Complete
<input type="checkbox"/>	Individual(s)	1,2,7,8,9,10	Group A
<input type="checkbox"/>	Partnership	1,3,7,8,9,10	Group A & B
<input type="checkbox"/>	Trust (regulated) incl. Superannuation fund with 1. Individual trustee(s) or 2. Corporate Trustees(s)	1,2,4,7,8,9,10	Group C and: 1. Group A or 2. Group E or F
<input type="checkbox"/>	Other Trusts (unregulated) with 1. Individual trustee(s) or 2. Corporate Trustees(s)	1,4,5,7,8,9,10	Group D and: 1. Group A or 2. Group E or F
<input type="checkbox"/>	Australian Company	1,5,7,8,9,10	Group E & A
<input type="checkbox"/>	Foreign Company	1,5,7,8,9,10	Group F & A
<input type="checkbox"/>	Agents; Authorised Representatives; Financial Adviser	6 or 7	Group G & A or E or F

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

#### Contacting the Fund Administrator

<b>Mainstream Fund Services:</b>	1300 133 451 SGHinvestorservices@mainstreamgroup.com
<b>Post your completed application to:</b>	Mainstream Fund Services – Unit Registry GPO Box 4968 Sydney NSW 2001 Phone: 1300 133 451 or 02 8259 8888

### AML 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 Applicant.
- 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 call Mainstream Fund Services on 1300 133 451 or 02 8259 8888.

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

GROUP A – Individuals					
<p>Each individual investor, individual trustee, partner, beneficial owner, or individual agent or authorised representative must provide one of the following primary photographic ID:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> A current Australian driver's licence (or foreign equivalent) that includes a photo and signature</li> <li><input type="checkbox"/> An Australian passport (not expired more than 2 years previously)</li> <li><input type="checkbox"/> An identity card issued by a State or Territory Government that includes a photo</li> <li><input type="checkbox"/> A current passport (or similar) issued by a foreign government or the United Nations (UN) (or an agency of the UN) that includes your photograph and signature</li> </ul> <p>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.</p> <table border="1"> <thead> <tr> <th>Column A</th> <th>Column B</th> </tr> </thead> <tbody> <tr> <td> <input type="checkbox"/> Australian birth certificate  <input type="checkbox"/> Australian citizenship certificate  <input type="checkbox"/> Pension card issued by Department of Human Services </td> <td> <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"/> 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"/> 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 </td> </tr> </tbody> </table>		Column A	Column B	<input type="checkbox"/> Australian birth certificate <input type="checkbox"/> Australian citizenship certificate <input type="checkbox"/> Pension card issued by Department of Human Services	<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"/> 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"/> 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
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GROUP B – Partnerships					
<p>Provide Group A verification documents for <b>each</b> partner(s) and beneficial owner(s) of the Partnership <b>and</b> one of the following, all of which must show the full name of the partnership:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> A certified copy or certified extract* of the partnership agreement.</li> <li><input type="checkbox"/> A notice issued by the Australian Taxation Office ("ATO") within the last 12 months.</li> <li><input type="checkbox"/> An original or certified copy of a certificate of registration of business name issued by a government agency in Australia.</li> <li><input type="checkbox"/> A certified copy or certified extract* of minutes of a partnership meeting.</li> </ul> <p>The beneficial owners of a partnership include:</p> <ul style="list-style-type: none"> <li>• partners with 25% partnerships share or more;</li> <li>• partners (if any) who control the partnership;</li> <li>• any managing partner.</li> </ul> <p>If in doubt, founding partners should be considered beneficial owners.</p>					

### GROUP C – Trusts

Registered Managed Investment Scheme, Regulated Superannuation Fund (including a self-managed super fund). Government Superannuation Fund or a trust registered with the Australian Charities and Not-for-profit Commission (ACNC). Provide Group A verification documents for **each** Individual Trustee(s) or Group E, F or G verification documents for Corporate Trustee(s) **and** provide one of the following:

- ☐ A copy of the company search of the relevant regulator's website e.g. APRA, ASIC or the ATO database
- ☐ A copy or relevant extract of the legislation establishing the government super fund sourced from a government website
- ☐ A copy from the ACNC of information registered about the trust as a charity

All the above must show the Trust's full name and type (i.e. registered managed investment scheme, regulated superannuation fund (including a self-managed super fund) or government superannuation fund).

### GROUP D – Other Trusts (unregulated)

Provide Group A verification documents for **each** Individual Trustee(s) or Group E, F or G verification documents for Corporate Trustee(s) **and** provide Group A verification documents for **each** beneficial owner of the trust and in relation to the Trust, one of the following:

- ☐ A certified copy or certified extract of the Trust Deed
- ☐ Annual report or audited financial statements
- ☐ A certified copy of a notice issued by the ATO within the previous 12 months
- ☐ Signed meeting minutes

All the above must show the full name of the Trust, its trustees, the appointer (the person authorised to appoint or remove trustees) and the settlor of the Trust (if any).

A beneficial owner of a trust is any individual who has a 25% or more interest in the trust or controls the trust. This includes the appointer of (who holds the power to appoint or remove the trustees of the trust), the settlor of, and the beneficiaries with at least a 25% interest in a trust.

### GROUP E – Australian Companies

Provide Group A verification documents for **each** beneficial owner(s), **and** for the Company provide **one** of the following (must clearly show the Company's full name, type (private or public) and ACN):

- ☐ 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.
- ☐ 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
- ☐ A full company search issued in the previous 3 months; or
- ☐ A certificate of Company Registration.

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 F – Foreign Companies

Provide Group A verification documents for **each** beneficial owner/s, and in relation to the foreign company, provide **one** of the following:

- ☐ A certified copy of the company's Certificate of Registration or incorporation issued by ASIC or the equivalent issued by the foreign jurisdiction's in which the company was incorporated, established or formed.  
A certified copy of the company's articles of association or constitution.  
A copy of a company search on the ASIC database or relevant foreign registration body. The company search from a foreign regulator must include the name of the regulator, the name of the company and the foreign registration number.

All of 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.

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

### GROUP G – Agents and Authorised Representatives

- ☐ If you are an **Individual Agent or Representative** – please provide the identification documents listed under Group A.
- ☐ If you are a **Corporate Agent or Representative** – please provide the identification documents listed under Group E or F

All Agents and Authorised Representatives 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.

### Additional Information

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.

### Declarations

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 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 have 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 applicant'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 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 nominees. 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.

## 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.

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

## Section 2 – Individual(s) or Individual Trustee(s)

*Complete this section if you are investing in your own name or as an individual trustee.*

**For AML documentary requirements please refer to page 2.**

### 2.1 Type of investor

Tick one box only and complete the specified parts of this section.

<input type="checkbox"/> Individual – complete 2.2	<input type="checkbox"/> Sole Trader – complete 2.2 and 2.4
<input type="checkbox"/> Jointly with another individual(s) – complete 2.2, 2.3 and 2.5	<input type="checkbox"/> Individual trustee for an individual – complete 2.2, 2.3 and 2.5 (if there is more than one individual trustee)
<input type="checkbox"/> Individual trustee for a trust – complete 2.2 and 2.3 (also complete section 4)	

### 2.2 Investor 1

Title	Given Name(s)	Surname
Telephone Number (Including Country Code)		Mobile Number
Email		

Date of Birth (DDMMYY)	Tax File Number (TFN) – or exemption code
Reason for TFN Exemption	

### Residential Address (not a PO Box)

Unit Number	Street Number	Street Name
Suburb	State	Post Code
Country of Birth		
What is your occupation?		

Do you 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

--

Are you a foreign resident for tax purposes?

- ☐ No  
☐ Yes, please advise country of residence

--



Do you hold dual citizenship?

- ☐ No  
☐ Yes, please advise which countries

### 2.3 Investor 2

Title

Given Name(s)

Surname

Telephone Number (Including Country Code)

Mobile Number

Email

Date of Birth (DDMMYY)

Tax File Number (TFN) – or exemption code

Reason for TFN Exemption

### Residential Address (not a PO Box)

Unit Number

Street Number

Street Name

Suburb

State

Post Code

Country of Birth

What is your occupation?

Do you 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

Are you a foreign resident for tax purposes?

- ☐ No  
☐ Yes, please advise country of residence

Do you hold dual citizenship?

- ☐ No  
☐ Yes, please advise which countries

### 2.4 Sole Trader Details

Business Name (if applicable, in full)

Australian Business Number (ABN) (if obtained) \*

Street Address

Suburb

State

Postcode

Country

### 2.5 Signing Authority

Please tick to indicate signing requirements for future instructions (e.g. withdrawals, change of account details, etc.)

- ☐ Only one investor required to sign  
☐ All investors must sign

\* See page 5 of the Application Form for terms and conditions relating to the collection of TFNs and ABNs

### Section 3 – Partnerships

Complete this section if you are investing for a partnership or as a partner.

For AML documentary requirements please refer to page 2.

#### 3.1 General Information

Full Name of Partnership

Registered Business Names of Partnership (if any)

Country where Partnership is established

Tax File Number (TFN) – or exemption code

Reason for TFN Exemption

#### 3.2 Type of Partnership

Is the partnership regulated by a professional association?

- ☐ Yes, please provide details (need only give information below for partners with a 25% or greater interest or, if there are no such partners, for just one partner)

Name of Professional Association

Membership Details

- ☐ No, provide number of partners

##### Partner 1

Title Given Name (s)

Surname

Telephone Number (including Country Code) (daytime)

Date of Birth (DDMMYY)

Unit Street Number Street Name (residential address)

Suburb

State

Postcode

Country

Country of Birth

Email

Does this partner hold a prominent public position or function in a government body (local, state, territory, national or foreign) or in an international organisation or is the partner an immediate family member or a business associate of such a person?

- ☐ No  
☐ Yes, please give details

##### Partner 2

Title Given Name (s)

Surname

Telephone Number (including Country Code) (daytime)

Date of Birth (DDMMYY)

Unit Street Number Street Name (residential address)

Suburb

State

Postcode

Country

Country of Birth

Email

Does this partner hold a prominent public position or function in a government body (local, state, territory, national or foreign) or in an international organisation or is the partner an immediate family member or a business associate of such a person?

## Section 4 – Trust / Superannuation Fund

For AML documentary requirements please refer to page 2.

## 1 General Information

## Full Name of Trust or Superannuation Fund

[illegible]

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- |  |  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|--|
|  |  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|--|

- \_\_\_\_\_

- \_\_\_\_\_

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Please provide the **full name** of any beneficial owner of the trust.

1.	3.
2.	4.

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For AML documentary requirements please refer to page 2.

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State	Post Code				

### 5.3 Additional Details for non-Australian Company

☐ Tick if the company is registered with ASIC

Australian Registered Body Number (ARBN)

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☐ Tick if the company is registered with a foreign regulatory body

Name of Foreign Regulatory Body

Company Identification Number Issued (if any)

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Country of formation, incorporation or registration

--

Company type (eg private company)

--

Registered Company Address (Not PO Box)

Suburb

--	--

State

Post Code

Country

--	--	--	--	--	--

### 5.4 Beneficial owners

**a. Senior Managing Official and controlling person:** All proprietary or non-listed public domestic companies and foreign companies must provide the full name of each senior managing official and controlling person of the company (such as the managing director or a senior executive who exerts control over the company i.e. authorised to sign on the company's behalf, make policy, operational and financial decisions):

1	2
3	4

*If there are more than 4 directors please provide as an attachment.*

**b. Shareholders and other beneficial owners:** All proprietary or non-listed public domestic companies and foreign companies must provide the full name of each shareholder and those who owns directly, indirectly, jointly or beneficially 25% or more of the company's issued capital.

1	2
3	4

*If there are more than 4 shareholders please provide as an attachment.*

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

☐ No

☐ Yes, please give details

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\* See page 5 of the Application Form for terms and conditions relating to the collection of TFNs and ABNs.

## Section 6 – Authorised representative or agent

Complete this section if you are completing this Application Form as an agent under a direct authority such as a Power of Attorney. You must also complete the section relevant to the investor/applicant that you are acting on behalf of.

**For AML documentary requirements please refer to page 2.**

### 6.1 Appointment of Power of Attorney or other Authorised Representative

☐ I am an agent under Power of Attorney or the investor's legal or nominated representative - complete 6.2

Full name of authorised representative / agent

Title of role held with applicant

--	--

Signature

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## 6.2 Documentation

You must attach a valid authority such as a Power of Attorney, guardianship order, grant of probate, appointment of bankruptcy trustee etc:

- ☐ The document is an original or certified copy
- ☐ The document is signed by the applicant / investor or a court official
- ☐ The document is current and complete
- ☐ The document permits the attorney / agent / representative (you) to transact on behalf of the applicant / investor

## Section 7 – Financial adviser

*By completing this section, you nominate the named adviser as your financial adviser for the purposes of your investment in the Fund. You also consent to give your financial adviser / authorised representative / agent access to your account information unless you indicate otherwise by ticking the box below.*

**For AML documentary requirements please refer to page 2.**

### 7.1 Financial adviser

I am a financial adviser completing this application form as an authorised representative or agent.

Name of Adviser		AFSL Number	
Dealer Group			
Name of Advisory Firm			
Postal Address		Suburb	
State	Post Code	Country	
Email Address of Advisory Firm (required)			
Email Address of Adviser			
Business Telephone		Facsimile	

### 7.2 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 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 have attached the relevant CIP documents; **OR**
  - ☐ I have not attached the CIP documents however I will retain them and agree to provide them to Equity Trustees on request. I also agree to forward these documents to Equity Trustees if I ever become unable to retain the documents.

<b>Financial Adviser Signature</b>	<b>Date</b>

### 7.3 Access to Information

Unless you elect otherwise, your financial adviser **will** be provided access to your account information or receive copies of statements and transaction confirmations.

- ☐ Please tick this box if you **DO NOT** want your 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 adviser.



## Section 8 –INVESTMENT INSTRUCTIONS (All investors MUST complete)

### 8.1 Investment Details

Full name investment to be held in (must include name of Applicant)

#### Contact Details

Title	Given Name (s)	Surname
<input type="text"/>	<input type="text"/>	<input type="text"/>

Home Telephone Number (including Country)

Street Number & Name or PO Box	Suburb	State
<input type="text"/>	<input type="text"/>	<input type="text"/>

Postcode	Country	Mobile Telephone (including Country)
<input type="text"/>	<input type="text"/>	<input type="text"/>

Email Address

Business Telephone (including Country)

Facsimile

The minimum initial investment for all Funds is \$20,000. Minimum additional investment is \$5,000. There is a minimum of \$500 for savings plan investments

Name of Fund	APIR Code	Investment Amount (AUD)	Distributions (indicate preference with an X)		Savings Plan
			Reinvest	Cash	
SGH ICE	ETL0062AU	\$			\$
SGH Australia Plus Fund	ETL0383AU	\$			\$
SGH20	ETL0042AU	\$			\$
SGH Property Income Fund	ETL0119AU	\$			\$
SGH Emerging Companies Fund	ETL0118AU	\$			\$
SGH Micro Cap Fund	ETL0022AU	\$			\$
SGH LaSalle Global Listed Property Securities Fund	ETL0005AU	\$			\$
SGH LaSalle Global Property Rich Fund	ETL0394AU	\$			\$

#### Distribution Instructions

We will automatically reinvest your distribution in units of your chosen fund if you do not make a selection between "reinvest distributions" and "cash". If you selected "cash" for your distributions, please provide your bank details in section 8.2 (Australian investors only)

Please indicate how your investment will be made:

☐ Electronic Funds Transfer

Please reference investor name

All accounts are held with National Australia Bank 105 Miller Street, North Sydney, NSW 2060, Australia

Name of Fund	Account Name	BSB	Account Number
SGH ICE	SGH ICE apps a/c	082401	764014947
SGH Australia Plus Fund	SGH Australia Plus apps a/c	082401	764388295

SGH20	SGH 20 apps a/c	082401	775107268
SGH Property Income Fund	EQT SGH Property Income Fund apps a/c	082401	775880883
SGH Emerging Companies Fund	SGH Professional Investor Smaller Co Trust apps a/c	082401	765516041
SGH Micro Cap Fund	SGH Professional Investor Micro cap Trust apps a/c	082401	776070065
SGH LaSalle Global Listed Property Securities Fund	EQT SGH LaSalle Global Prop Sec Trust apps a/c	082401	767679135
SGH LaSalle Global Property Rich Fund	EQT SGH LaSalle Global Property Rich Trust apps a/c	082401	765117219

- ☐ **Cheque** (made payable to Equity Trustees Limited)
- ☐ **Direct Debit** (please make sure you complete section 8.3)

## 8.2 Investor Banking Details for Redemptions and Distributions (must match Applicant name)

Account name

Financial Institution

Branch (including Country)

BSB

Account Number

## 8.3 Direct Debit Request Authorisation (if applicable)

Request and Authority to debit the account named below to pay Mainstream Fund Services Pty Ltd

Surname / Company

Given name

Or ABN

- ☐ Same bank account details as 8.2 above (ensure branch address is completed)

**OR**

- ☐ Please complete account details

Account name

Financial Institution

Branch (including Country)

BSB

Account Number

### Acknowledgement

By signing this direct debit request, you authorise and are providing Mainstream Fund Services Pty Ltd (user ID: 364011), in respect to your investment amount, to debit the account as described above, any amount which it may debit or charge through the direct debit system in connection with your Application Form. Also by signing, you certify that you have understood and agreed to the terms governing the direct debit arrangements between you and Mainstream Fund Services Pty Ltd. Please refer to the Direct Debit Request Service Agreement provided in the funds reference guide, which can be found on the SGH website – [www.sghiscock.com.au](http://www.sghiscock.com.au)

### Payment details

Signature

Date

If signing for a company, sign and print full name and capacity for signing (e.g. Director)

Address


### Second Account

Signature (if required)

Signature

Date

If signing for a company, sign and print full name and capacity for signing (e.g. Director)

Address


### 8.4 Elections

#### Annual Financial Report

- ☐ The annual financial report for the Fund will be available on [www.sghiscock.com.au](http://www.sghiscock.com.au) from 30 September each year, however, if you would like a hard copy of the annual financial report sent to you please tick the box.

#### Online Access

Do you wish to have access to the SGH online investor Portal through Mainstream Fund Services.

- ☐ Yes  
☐ No

For online access to be provided, please ensure you have provided a mobile number in section 2

#### Direct Marketing

Do you wish to receive marketing information from Equity Trustees or the Investment Manager (and Equity Trustees' related bodies corporate) about products and services that may be of interest to you? This information may be distributed by mail, email or other form of communication.

- ☐ Yes  
☐ No

### 8.5 Purpose of Investment and Source of Funds

Please outline the purpose of investment (e.g. superannuation, portfolio investment, etc)

Please outline the source/s of initial funding and anticipated ongoing funding (e.g. salary, savings, business activity, financial investments, real estate, inheritance, gift, etc and expected level of funding activity or transactions)

## Section 9 – Foreign Account Tax Compliance Act (FATCA) & Common Reporting Standard (CRS) Self-Certification Form - Australia (All investors MUST complete)

### SECTION I - INDIVIDUALS

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

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

- ☐ Yes: Provide your Taxpayer Identification Number (TIN) below. Continue to question 2

INVESTOR 1	TIN	
INVESTOR 2	TIN	

- ☐ No: Continue to question 2

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

- ☐ Yes: Provide the details below and skip to question 12. If resident in more than one jurisdiction please include details for all jurisdictions

		Country of Tax Residence	Tax Identification Number (TIN) or equivalent	Reason Code if no TIN provided
INVESTOR 1	1			
	2			
	3			
INVESTOR 2	1			
	2			
	3			

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: Skip to question 12

### SECTION II – ENTITIES

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

**3. Are you an Australian complying Superannuation Fund?**

- ☐ Yes: Skip to question 12
- ☐ No: Continue to question 4

#### A. FATCA

**4. Are you a US Person?**

- ☐ Yes: Continue to question 5
- ☐ No: Skip to question 6

**5. Are you a Specified US Person?**

- ☐ Yes: Provide your Taxpayer Identification Number (TIN) below and skip to question 7

TIN	
-----	--

- ☐ No: Please indicate exemption type and skip to question 7

Type: \_\_\_\_\_

**6. Are you a Financial Institution for the purposes of FATCA?**

- ☐ Yes: Provide your GIIN below and continue to question 7

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

- ☐ Exempt Beneficial Owner  
Type: \_\_\_\_\_
- ☐ Deemed-Compliant FFI (other than a Sponsored FI or a Trustee Documented Trust)  
Type: \_\_\_\_\_
- ☐ Non-Participating FFI  
Type: \_\_\_\_\_
- ☐ Sponsored Financial Institution. Please provide the Sponsoring Entity's name and GIIN.  
Sponsoring Entity's Name: \_\_\_\_\_ Sponsoring Entity's GIIN: \_\_\_\_\_
- ☐ Trustee Documented Trust. Please provide your Trustee's name and GIIN.  
Trustee's Name: \_\_\_\_\_ Trustee's GIIN: \_\_\_\_\_
- ☐ Other  
Details: \_\_\_\_\_

- ☐ No: continue to question 7

**B. CRS**

**7. Are you a tax resident of any country outside of Australia?**

- ☐ Yes: Provide the details below and continue to question 8. If resident in more than one jurisdiction please include details for all jurisdictions

	Country of Tax Residence	Tax Identification Number (TIN) or equivalent	Reason Code if no TIN provided
1			
2			
3			

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

- ☐ No: Continue to question 8

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

- ☐ Yes: Specify the type of Financial Institution below and continue to question 9

- ☐ Reporting Financial Institution
- ☐ Non-Reporting Financial Institution: Specify the type of Non-Reporting Financial Institution below
- ☐ 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: Skip to question 11
- ☐ No: Skip to question 12

C. 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

D. 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?
- ☐ Yes: Complete details below and continue to question 12

	Name	Date of Birth	Residential Address	Country of Tax Residence	TIN or equivalent	Reason Code if no TIN provided
1						
2						
3						

If there are more than 3 controlling persons, please list them on a separate piece of paper.

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

- ☐ No: Continue to question 12

E. DECLARATION

12. Signature

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

Signed		Name of authorised representative	
Date		Name of entity/individual	

INVESTOR 2

Signed		Name of authorised representative	
Date		Name of entity/individual	



## Section 10 – DECLARATIONS (All Investors MUST complete)

By signing as or on behalf of the Applicant, you make all the declarations set out above, in all sections.

### Applicant 1

Applicant Given Name(s)

Capacity

- ☐ Individual Signatory
- ☐ Director
- ☐ Executive Office
- ☐ Partner
- ☐ Sole Director / Secretary
- ☐ Authorised Signatory

Signature

Date

Company Seal (if applicable)

### Applicant 2

Applicant Given Name(s)

Capacity

- ☐ Individual Signatory
- ☐ Director
- ☐ Executive Office
- ☐ Partner
- ☐ Sole Director / Secretary
- ☐ Authorised Signatory

Signature

Date

Company Seal (if applicable)

### Application Checklist

- ☐ Have you completed all sections relevant to you (as set out in the introduction)?
- ☐ Have you nominated your financial adviser in section 7 (if applicable)?
- ☐ Have you provided certified copies of your identification documents or has your financial adviser completed this for you?
- ☐ Have you completed all other relevant details and **SIGNED** the Application Form?

If you can tick all of the boxes above, send the following:

- Completed Application Form;
- Certified copies of identification documents;
- Cheque (if applicable)

by post to:

Mainstream Fund Services – Unit Registry  
GPO Box 4968  
Sydney NSW 2001

For additional applications, complete the Additional Application Form (including details regarding your direct credit payment)

Send this to the postal address above or fax to 02 9251 3525 or email to [SGHinvestorservices@mainstreamgroup.com](mailto:SGHinvestorservices@mainstreamgroup.com)