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# **Application | Trusts & Companies**

#### WHO SHOULD COMPLETE THIS FORM?

This application form is for domestic and foreign companies investing on their own behalf, and individuals, domestic and foreign companies investing in their capacity as trustee of a trust.

If you are a self-managed super fund (SMSF) please use the stand alone application form for SMSF.

#### **HOW TO COMPLETE THIS FORM**

**Step 1** Before submitting this form, please read the Product Disclosure Statement (PDS) available **here** or if you are unable to access the link or print the document, contact us on 03 7019 6492.

Units in a fund will only be issued following acceptance of an application form issued with the relevant PDS, with all required documents attached.

Online applications: Please complete online and then print to sign using a black pen.

Manual applications: Please print, use black pen and write in BLOCK letters. If you make an error do not use correction fluid, instead, cross out your error and initial your changes.

Note: Please ensure all fields are completed including those in sections A, B and C.

#### Step 2 For identification and verification purposes please complete the following sections in accordance with your investment type.

If you are:

- a regulated trust, complete sections 1, 2 and 3 (where applicable)
- a regulated custodian, complete sections 1, 2 and 3
- an unregulated trust, complete sections 1, 2, 3 (where applicable) and 4
- a company acting on your own behalf, please complete section 3 and 4 (where applicable)
- if you are investing under a margin loan please complete section C, and proceed
- all investors must complete sections A to C and sections 6 to 12. Review the instructions in sections 1 to 4 to determine if you need to complete those sections.

#### Step 3 Tell us your foreign tax status

Please complete the Global Tax Reporting (FATCA/CRS) information in section 13.

#### Step 4 Sign and send your documents to our Administrator

Please ensure you sign **section 15** of the form in accordance with the instructions provided.

You can return your forms by post or email according to the details below:

#### Send by post:

Newmark RE Limited GPO Box 804 MELBOURNE VIC 3001

Scan and email to: newmark transactions@unitregistry.com.au

#### Step 5 Make your payment

Please refer to **section 7** of the application form and follow the instructions on how to pay the application amount.

Your application cannot be processed until all relevant identification documents and cleared funds are received.

#### IMPORTANT INFORMATION

- Please ensure all fields are completed. If you do not complete all relevant sections your application may be rejected and returned to you for completion, resulting in a delay in processing your application.
- If you have any questions as you complete this form, please refer to the FAQs of this form, or contact us on 03 7019 6492.

## Section A: DDO Obligations

The following questions may assist Newmark Property Income Fund in meeting its regulatory obligations by determining whether this financial product is being offered to the stated target market.

The below only needs to be answered where you are a direct [retail] investor (i.e. does not apply to indirect or intermediated investments such as those made by platforms, custodians, etc).

A	Was this investment made based on personal advice received from you financial adviser?			
	Yes			
	No			
В.	What is your primary investment objective in relation to this investment? (select only one option)			
	Capital growth (you seek to invest in a product designed or expected to generate capital return over the investment timeframe. You prefer exposure to growth assets (such as shares or property) or otherwise seeks an investment return above the current inflation rate).			
	<b>Capital preservation</b> (you seek to invest in a product designed or expected to have low volatility and minimise capital loss. You prefer exposure to defensive assets that are generally lower in risk and less volatile than growth investments (this may include cash or fixed income securities).			
	<b>Income distribution</b> (you seek to invest in a product designed or expected to distribute regular and/or tax-effective income. You prefer exposure to income-generated assets (this may include high dividend-yielding equities, fixed income securities and money market instruments)).			
C.	Are you seeking a source of supplemental income (which may not be regular or recurrent) in addition to the above investment objective? (select only one option)			
	Yes			
	No			
D.	What is your investment timeframe in relation to this investment? (select only one option)			
	Up to and including 2 years (i.e. Short term)			
	More than 2 years but less than 5 years (i.e. Medium term)			
	Equal to 5 years but less than 7 years (i.e. Medium to long term)			
	Equal to 7 years or more (i.e. Long term)			
Ε.	Under normal circumstances, within what period do you expect to be able to access your funds for this investment? (select only one option)			
	Within one week Within five years			
	Within one month Within ten years			
	Within three months More than 10 years			
	Within one year At the issuer's discretion			
F.	In relation to this investment, which investment risk and return profile best describes you? (select only one option)			
	Low risk and return: You are looking for an investment that is low risk in nature (e.g. you have the ability to tolerate up to 1 negative return over a 20-year period and you are comfortable with a low target return from this investment).			
	<b>Medium risk and return:</b> You are looking for an investment that is moderate or medium risk in nature (e.g. you have the ability to tolerate up to 4 negative returns over a 20-year period and you are comfortable with a moderate target return from this investment).			
	<b>High risk and return:</b> You are looking for an investment that is higher risk in nature (e.g. you have the ability to tolerate up to 6 negative returns over a 20-year period in order to achieve a higher target return from this investment).			
	<b>Very high risk and return:</b> You are looking for an investment that is very high risk in nature (e.g. you have the ability to tolerate 6 or more negative returns over a 20-year period as you are seeking to maximise returns and you can accept higher potential losses).			
	<b>Extremely high risk and return:</b> You are for an investment that is extremely high risk in nature (e.g. you have the ability to accept significant volatility and losses as you are seeking to obtain accelerated returns (notentially in a short timeframe))			

G. What percentage of your total investable assets are you directing to investment, excluding you residential home? (select only one option)	
Solution/Standalone (up to 100%)	
Major allocation (up to 75%)	
Core component (up to 50%)	
Minor allocation (up to 25%)	
Satellite allocation (up to 10%)	
<b>Note:</b> Acceptance of your application should not be taken as a represent be, consistent with your intentions, objectives and needs as indicated in	
Section B: Investor Details	
What is the full legal name of the individual or sole trader that will hold ti	tle of the units?
Full name of account designation	
If you are an existing investor, please provide your account number	
I/We confirm there are no changes to our identification documents	previously provided and that these remain current and valid.
I/We confirm there are no changes to the information in our previous	us application provided and that it remains current and valid.
Section C: Are you investing using funds borrowed under a margin loa	n?
No - go to section 1	
Yes - please complete the details below	
Name of margin lender	Name of borrower
Daggaranda TEN	
Borrower's TFN	Loan number
If the person who will held legal title to the units will be the horrower gra	unting Douglas of Attack on the Atlantace of Attack on the Atlantace of Attack on the Atlantace of Atlantace

If the person who will hold legal title to the units will be the borrower granting Power of Attorney to the margin lender or its nominee, please complete this form as an individual.

# 1. TRUST Please complete this section if you are: • An individual acting in your capacity as trustee of a trust, or • A company acting in your capacity as a trustee of a trust. For guidance about when you may be acting as a trustee and for whom, please refer to the FAQs at the back of this form. 1.1 Trust details Full name of trust. If the trust for which you act as a trustee does not have a name, please insert N/A Type of trust Business name (if any) of the trustee of the trust Country in which the trust was established Nature of business 1.2 Type of trust 1.2.1 Custodian No - go to **1.2.2**. Yes - please complete the questions below. Nο a. Do you provide a custodial or depository service of the kind described in item 46 of table 1 in subsection 6(2) of the AML/CTF Act 2006 (Cth)? (i.e. to the underlying investor not your related body corporate) b. Do you hold an AFSL or are you exempt from the requirement to hold such license? If Yes, AFSL Number or specify the grounds for exemption c. Are you enrolled as a reporting entity with AUSTRAC, or do you satisfy one of the 'geographical link' tests in subsection 6(6) of the Anti-Money Laundering and Counter-Terrorism Financing Act (AML/CTF Act)? d. Have you carried out all applicable customer identification procedures (ACIP) and ongoing customer due diligence (OCDD) requirements in accordance with chapter 15 of the AML/CTF Rules in relation to your underlying customers? (including where you have relied on a member of your designated business group or an Authorised representative to perform the ACIP and OCDD) If you have answered Yes to all questions in 1.2.1, go to section 2. If not, please complete 1.2.2. Regulated trust 1.2.2 Registered MIS - is the trust for which you are the trustee a registered managed investment scheme? No - go to 1.2.3 Yes - please tell us your ARSN

Now go to section 2.

and does not make small scale offering to which section 1012E of the	
No - go to <b>1.2.4</b>	
Yes - please provide the ABN for the unregistered managed investme	nt scheme.
Trust ABN or registration/licence number	
Now go to 1.4, then section 2.	
1.2.4 Government superannuation fund - is the trust for which you are the	e trustee a government superannuation fund established by legislation?
No - go to <b>1.2.5</b>	
Yes - please tell us the name of the Act that establishes the fund	
Now go to <b>1.4</b> , then <b>section 2</b> .	
1.2.5 Other regulated trust (a trust registered and subject to the regulator activities as a trust)	y oversight of a Commonwealth statutory regulator in relation to its
<b>Note:</b> This includes registered charities with the ACNC, superannuation is sector superannuation schemes (within the meaning of the Superannual use the stand alone application form for SMSF.	
No - go to <b>1.3</b>	
Yes - please provide the details below, then go to <b>section 2</b> .	
Provide name of regulator (eg ASIC, APRA, ATO & ACNC)	Provide the Trust's ABN or registration/licensing details
If you answered <b>No</b> to any of the questions in <b>1.2</b> , then go to <b>1.3</b> .	
1.3 Unregulated trusts	
All other unregulated trusts must complete this section. This includes fa charitable trusts, nominee and sub-custodian entities that do not qualify	
Trust ABN (if any)	Trust TFN (if any)
Now go to <b>1.3.1</b> .	
1.3.1 Beneficiary details (class of beneficiaries)	
Do the terms of the trust describe the beneficiaries by reference to members	pers of a class?
No - please go to 1.3.2	
Yes - please provide details of the class to which the beneficiaries be Then go to Settlor details <b>1.3.3</b> .	long (e.g. family members, unit holders, un-named charities).
For a naminae or sub-sustadian	
For a nominee or sub-custodian  The beneficiary is the person or entity for whom the applicant holds its	interests in the Fund.
, ,	

## 1.3.2 Beneficiary details (specified beneficiaries)

Please specify each beneficiary below (using the applicable section for individuals or companies). If there are more beneficiaries than there is space for below, please complete the details in a separate sheet and attach to this application form.

Individual beneficiary 1			
Title Given name(s)	Surname		
Individual beneficiary 2			
Title Given name(s)	Surname		
Individual beneficiary 3	S		
Title Given name(s)	Surname		
Individual beneficiary 4			
Title Given name(s)	Surname		
Corporate Beneficiary 1			
Company name	ACN		
Corporate Beneficiary 2	ACN		
Company name	ACN		
Corporate Beneficiary 3			
Company name	ACN		
Corporate Beneficiary 4			
Company name	ACN		
Now go to <b>1.3.3</b> .			
1.3.3 Settlor details			
1.3.3 Section declaris			
The <b>settlor</b> may be the person or entity that provided the applicant wit relationship agreement. If not, the settlor may be the person or entity			
Please provide the name of the settlor of the trust (unless they are deceatime the trust was established was less than \$10,000).	ased or the material asset contribution to the trust by the settlor at the		
Title Given name(s)	Surname		
Related body corporate			
Note: You do not have to complete this section if you are a regulated tr	rust.		

1.4 Trust verification procedures
1.4.1 Did you answer yes to all of the questions in 1.2.1 or any of the questions in 1.2.2 - 1.2.5?
No - please go to 1.4.3
Yes - please go to 1.4.2
1.4.2 Verification procedure for regulated trusts
Please provide a copy of the document(s) as set out below.
For trustees of unregistered managed investment scheme which only has wholesale clients and does not make small scale offerings to which s1012E of the Corporations Act applies (you answered yes 1.2.3)
A letter confirming these details from an external lawyer or accountant
The relevant offer document for the scheme in English
For regulated Government superannuation funds (you answered yes 1.2.4)
An extract of the establishing legislation, sourced from a government website.
Now go to section 2.
1.4.3 Verification procedure for non-regulated trusts
Trust deed
A certified copy of the trust deed/will or if not reasonably available a certified extract* of the trust deed that includes the name of the trust trustees, and settlor(s) where applicable; or
A letter from an accountant or solicitor verifying the name, existence of the trust and the name of the settlor(s) where applicable
Letter of compliance for nominees and sub-custodians  If you have relied on the ACIP and OCDD performed by a member of your designated Business Group in respect to the underlying investor, please attach a signed AML/CTF compliance letter from the entity that has appointed you
Margin loan  For Margin Lenders or Nominees of the Margin Lender, please provide a certified copy or certified extract of the Loan Agreement with the Borrower
* Please see the FAQs at the back of this form for the meaning of certified copy and certified extract.
Now go to section 2.
2. TRUSTEE DETAILS
For <b>Australian regulated trusts</b> , identification information is required for only <b>ONE</b> of the trustees, even if the trust has multiple trustees.
<ul> <li>For unregulated trusts, please provide:</li> <li>Identification information for ALL trustees. If there are multiple Trustees, complete section 2 on another application form and attach it to the main application form.</li> </ul>
<ul> <li>If you are an individual trustee, in respect of ONE trustee complete section 4.b and 5</li> <li>If you are a corporate trustee, in respect of ONE trustee complete section 3 and 4.</li> </ul>
2.1 Type of trustee
The trustees are all individuals - go to <b>2.2</b> .
The trustees are all companies - go to <b>2.3</b> .

2.2 Individ	lual trustee(s) details	
Individual tr	ustee 1	
Title	Given name(s)	Surname
Date of birth	Occupation	
D D /	M M / Y Y Y Y	
Residential a	address - (A PO Box/RMB/Locked Bag is not acceptable)	
Unit	Street number Street name	
Suburb		State Postcode Country
Contact deta	ails	
Home numb	er (including country and area code)	Mobile number (including country code)
Email (defau	It address for all investor correspondence)	
Individual tr	ustee 2	
Title	Given name(s)	Surname
Date of birth	Occupation	
D D /	M M / Y Y Y Y	
Residential a	address - (A PO Box/RMB/Locked Bag is not acceptable)	
Unit	Street number Street name	
Suburb		State Postcode Country
Contact deta	ails	
	er (including country and area code)	Mobile number (including country code)
Email		

All correspondence will be sent to the email address provided by **Individual trustee** 

2.3 Corporate trustee details			
Corporate trustee 1			
Company name	ACN		
Nature of business			
Registered address - (A PO Box/RMB/Locked Bag is not acceptable)			
Property/building name (if applicable)			
Unit Street number Street name			
Suburb	State	Postcode	Country
Corporate trustee 2			
Company name	ACN		
Nature of business			
Registered address - (A PO Box/RMB/Locked Bag is not acceptable)			
Property/building name (if applicable)			
Unit Street number Street name			
Suburb	State	Postcode	Country

Now go to section 3

3. COMPANY DETAILS	
Please complete this section if you are:	
<ul> <li>A company investing on your own behalf, or</li> </ul>	
A corporate trustee.	
5 111 - 1 - 6 - 11 - 150	100
Full legal name of company as registered by ASIC	ACN
Nature of business	
TFN (if any)	ABN (if any)
Triv (ii aliy)	Adiv (ii diiy)
Do you have an authorised signatories list (ASL)?	
No	
Yes - For the ASL to be valid, please provide all the requirements be	elow:
A certified copy of the ASL with the full name, position and sig	gnature of each authorised representative
A certified copy of the authorising document (e.g. Power of Ai	ttorney)
Please tick to confirm the authorising document or Power of A	Attorney is still valid and it has not been revoked
Do you have a verifying officer?	
No	
Yes - Please provide all of the following	
Full name of verifying officer	Date of birth
Varifying officer residential address	
Verifying officer residential address	
certified copy of your ID (see section 5)	
letter of appointment in company's letterhead signed by an author	rised person
I confirm I have:	
Identified the authorised representatives or signatories of the above	
•	es and have provided with this form the full name and signature of each
<ul><li>authorised representative or signatory (ASL).</li><li>collected the following details from each authorised representative or</li></ul>	or signatory.
full name of authorised representative/signatory	or signatory.
<ul> <li>title of the position/role held by the authorised representative/sig</li> </ul>	gnatory with the customer
<ul> <li>a copy of the authorised representative/signatory's signature; and</li> </ul>	
<ul> <li>evidence of the authorised representative/signatory's authorisati</li> </ul>	
made a record of the above details for each authorised representative.	
Signature of Verifying Officer	Date signed
, , ,	
If you are an Australian company, go to <b>3.1</b> .	
,	

If you are a foreign company, go to **3.2**.

## 3.1 Australian company Registered office address - (A PO Box/RMB/Locked Bag is not acceptable) Property/building name (if applicable) Unit Street number Street name Suburb State Postcode Country Principal place of business address (if different to registered office address) - (A PO Box/RMB/Locked Bag is not acceptable) Property/building name (if applicable) Unit Street number Street name Suburb State Postcode Country Postal address (if different to above) - (RMB/Locked Bag is not acceptable) Unit Street number Street name Suburb State Postcode Country Contact details (for company or contact person) Name Email Business number (include country and area code) Mobile number (include country code) Now go to 3.3. 3.2 Foreign company Country of formation Registered in Australia? No Yes - please provide below the ARBN Registered in country of formation? Yes - Name of foreign registration body and identification number (if any)

If you are a foreign company registered in Australia, please provide your principal place of business in Australia, or the full name and address of your Australian authorised representative.

If you are not registered in Australia, please provide either the full address of the company as registered by the foreign registration body or the principal place of business in the country of formation.

Registered office address - (A PO Box/RMB/Locked Bag is not acceptable	)
Unit Street number Street name	
Suburb	State Postcode Country
Postal address (if different to above) - (RMB/Locked Bag is not acceptab	(ها
Unit Street number Street name	
Suburb	State Postcode Country
Suburb	State Posteode Country
Contact details (for company or contact person)	
Name	Email
Business number (include country and area code)	Mobile number (include country code)
3.3 Type of company	
Are you a public company or a private/proprietary company?	
Private/proprietary company – please go to <b>3.4</b>	
Public company – please go to <b>3.5</b> .	
3.4 Private/Proprietary company	
Please complete the director details below if you are an Australian propri public companies.	etary company or a foreign private company. Do not complete for
Directors details	
How many directors are there?	
Please provide below the full name of all the directors. If there are more attach to this application form.	than four directors, please complete the details on a separate sheet and
Director 1	
Title Given name(s)	Surname
Director 2	
Title Given name(s)	Surname
Director 3	
Title Given name(s)	Surname
Given name(s)	
Director 4	
Title Given name(s)	Surname
Now go to <b>3.6</b> .	

3.5 Public company		
Are you an Australian listed company?		
No - please go to <b>3.6</b>		
Yes - please provide name of the market/exchange on which the company is listed		
Listed company name	Market/exchange	
Now go to 3.8.		
3.6 Majority owned subsidiary of an Australian public listed company		
Are you a majority-owned subsidiary of an Australian publicly listed comp	pany?	
No - please go to <b>3.7</b>		
Yes - please provide name of the parent listed company and the mar	ket/exchange on which the company is listed	
Listed company name	Market/exchange	
Now go to 3.8.		
3.7 Regulated company		
This only includes companies that are licensed by an Australian Common to regulatory oversight for example, Australian Financial Services License Superannuation Entity (RSE) Licensees.		
Are you a regulated company?		
No - please go to <b>3.9</b>		
Yes - please provide details of the regulator and licence number below	w	
Regulator	Licence number	
Now go to 3.8.		
3.8 Verification procedures for regulated companies		
If you have answered Yes to 3.6, please provide evidence of being a maj copy of one or more of the following:	ority or wholly owned subsidiary of a listed company by providing a	
ASIC company extract		
company annual statement		
certified company share structure		
a public document issued by the relevant company		
3.9 Verification process for all other company types		
Please provide evidence of beneficial ownership by providing a copy of	one or more of the following:	
ASIC or Foreign Company Extract		
company annual statement		
certified company share structure		
a public document issued by the relevant company		

#### 4. BENEFICIAL OWNER

#### 4A Beneficial owner of a company (including a company acting in the capacity of trustee)

You must complete this section if you are an unregulated company and you have answered no to: • 3.5 (you are an Australian domestic listed company) • 3.6 (you are a majority-owned subsidiary of an Australian listed company) 3.7 (you are a company that is licensed and subject to the regulatory oversight of a Commonwealth, State or Territory statutory regulator). You are exempt from completing section 4 if you are a regulated company or: • You are a foreign listed company or a wholly owned subsidiary of a listed company in a financial market that is subject to disclosure requirements that ensure transparency of beneficial ownership. Listed company name Market/exchange A beneficial owner is an individual who ultimately owns (directly or indirectly) 25% or more of the customer, or controls (directly or indirectly) the customer (see FAQs). If you cannot identify any beneficial owners, please go to the fallback procedure at 4.2. Please provide details of your beneficial owner(s) below (see FAQs for guidance). 4.1 Beneficial owner(s) details **Beneficial owner 1** Title Given name(s) Surname Date of birth Residential address - (A PO Box/RMB/Locked Bag is not acceptable) Beneficial owner 2 Title Given name(s) Surname Residential address - (A PO Box/RMB/Locked Bag is not acceptable) Date of birth **Beneficial owner 3** Title Given name(s) Surname Residential address - (A PO Box/RMB/Locked Bag is not acceptable) Date of birth Beneficial owner 4 Title Given name(s) Surname Residential address - (A PO Box/RMB/Locked Bag is not acceptable) Date of birth

## 4.2 Fallback procedure

If you are a company (investing on your behalf) or corporate trustee and cannot identify any beneficial owner owning 25% or more, please complete **4.2.1**.

lease prov	vide the details of the senior managing offici	
itle	Given name(s)	Surname
ate of birt	th Company title	
D D /	M M / Y Y Y Y	
esidential	l address - (A PO Box/RMB/Locked Bag is no	ot acceptable)
Init	Street number Street name	
uburb		State Postcode Country
4B BENEI	FICIAL OWNER OF THE TRUST	
indirectly)	) the operations of the trust and has power	ated trust. The beneficial owner of a trust is an individual who controls (directly or to appoint or remove the trustee(s) of the trust.
indirectly) You are ex	) the operations of the trust and has power exempt from completing this section if:	
You are ex	the operations of the trust and has power to the operations of the trust and has power to the completing this section if:  e a custodian and the beneficial owner is the	to appoint or remove the trustee(s) of the trust. e underlying investor(s). If not, complete <b>4.2.2</b> .
You are expensed and are expensed.  You are expensed are expensed.	the operations of the trust and has power to the operations of the trust and has power to the completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with period of the details of the individual who directly	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete <b>4.2.2</b> .  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the
You are executed a You are exec	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the  eficial owner of the trust (individual with power the details of the individual who directly she must be listed again below to confirm the	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete <b>4.2.2</b> .  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the
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You are executed a You are executed as You are	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with period the details of the individual who directly she must be listed again below to confirm the Given name(s)	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete <b>4.2.2</b> .  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.
You are executed a You are executed a You are executed as You are	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with provide the details of the individual who directly/she must be listed again below to confirm the Given name(s)	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete <b>4.2.2</b> .  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.
You are executed and are executed are executed are executed as a second	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with period the details of the individual who directly she must be listed again below to confirm the Given name(s)	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete <b>4.2.2</b> .  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.
You are executed a You are executed as a You	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with period the details of the individual who directly she must be listed again below to confirm the Given name(s)	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete 4.2.2.  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.  Surname
You are expensed and are expensed as a finite control of the contr	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with provide the details of the individual who directly/she must be listed again below to confirm to Given name(s)  Company title	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete 4.2.2.  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.  Surname
You are expensed and are expensed as a provential expensed as a provent	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with period the details of the individual who directly she must be listed again below to confirm the Given name(s)  Company title  I address - (A PO Box/RMB/Locked Bag is no	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete 4.2.2.  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.  Surname
You are executed a You are executed as a You	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with period the details of the individual who directly she must be listed again below to confirm the Given name(s)  Company title  I address - (A PO Box/RMB/Locked Bag is no	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete 4.2.2.  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.  Surname
You are executed by You ar	the operations of the trust and has power exempt from completing this section if:  e a custodian and the beneficial owner is the eficial owner of the trust (individual with period the details of the individual who directly she must be listed again below to confirm the Given name(s)  Company title  I address - (A PO Box/RMB/Locked Bag is no	to appoint or remove the trustee(s) of the trust.  e underlying investor(s). If not, complete 4.2.2.  ower to appoint or remove trustees)  y or indirectly controls the Trust. If this is confirmed to be the same individual as the the trust's beneficial owner.  Surname  ot acceptable)

## 5. VERIFICATION PROCEDURE FOR INDIVIDUAL TRUSTEE, BENEFICIAL OWNER(S), SENIOR MANAGING OFFICIAL AND APPOINTOR

Please complete the below verification procedure in respect of each individual identified in section 4. You may also need to complete the below in respect of an individual trustee if directed to do so under 2.2. If you cannot meet the requirements of option A, please follow the instructions in option B.

OPTION A		
Provide a certified copy* of one of the following:		
Current Australian Driver's Licence containing a photo of the person (scan the front and back)		
Current Australian Passport or an Australian Passport that has expired within the preceding 2 years		
Current Australian State or Territory Government Identity Card showing the person's date of birth, photo and signature		
Current Foreign Government Identity Card showing the person's date of birth, photo and signature**		
Current Foreign Driver's Licence showing the person's date of birth, photo and signature**		
Current Foreign Passport showing the person's date of birth, photo and signature**		
OPTION B		
If you can't provide any document from option A, then please provide a certified copy* of one document from group 1 and one document from group 2.		
GROUP 1		
Birth Certificate or Birth Extract issued by an Australian State or Territory		
Australian Government issued Citizenship Certificate		
Current Concession or Health Care Card issued by Centrelink (scan the front and back)		
GROUP 2		
Commonwealth, State or Territory Government Notice within the preceding 12 months and recording the provision of financial benefits		
Australian Taxation Office Notice within the preceding 12 months and recording the debt payable to or by the individual by or to (respectively) the ATO		
Local Government or Utilities Provider Statement within the preceding 3 months and recording the provision of services		
If the investor is below the age of 18, please contact us on 03 7019 6492		
* Please see the FAQs at the end of this form for the meaning of certified copy.		

\*\* If the document is written in a language other than English, it must be accompanied by an English translation prepared by an accredited translator.

## 6. INVESTMENT DETAILS AND DISTRIBUTION INSTRUCTIONS

Specify your initial application amount.

Fund name	APIR	Fund minimum AUD\$	Investment amount AUD\$	<b>Distribution option</b> (indicate preference with an X)	
				Pay to my bank a/c	Reinvest
Newmark Property Income Fund	YOC0100AU	5,000			

Note: Please nominate one distribution option for each fund you are investing in. If no selection is made, distributions will be automatically re-invested.

Please indicate the source and origin of funds being invested.			
Savings			Donation/gift
Superannuation con	tributions		Inheritance
Income from employ	ment - regular and/or bonus		Sale of assets (e.g. shares, property)
Normal course of bu	siness		Other
Investment			
7. PAYMENT OF APPLI	CATION AMOUNT		
Select your payment met	hod and complete the relevant section if applic	able	. All payments must be made in AUD.
EFT Direct	Debit BPAY®		
EFT	Electronic Funds Transfer		
Account name:	The Trust Company Limited ACF Newmark Pro	pert	y Income Fund
BSB:	032016		
Account number:	726654		
Your reference:	[please use the name of the investor and investor	stor	number]
Direct debit authority – A	Australian bank accounts only		
authority below. This debit will be made through the Bulk Electronic Clearing System (BECS) from your account held at the financial institution you have nominated below.  We use SS&C Solutions Pty Limited and The Trust Company Limited as our external service provider to process your application and payment. By completing this section, you have understood and agreed to the terms and conditions governing the debit arrangements between you and Newmark RE Limited, as set out in this request and in your Direct Debit Request Service Agreement, available here.  Financial institution name  Branch name			
Account name			
BSB number  -	Account number	I No	. 554640) to arrange, through its own financial institution, a debit to
	s deemed payable by our administrator.	_ 140	. 334040) to diffulge, through its own influend institution, a desir to
Signature of primary acco	unt holder	Si	gnature of joint account holder (if applicable)
Please print full name		Pl	ease print full name
Date signed DD / MM / Y	Y Y Y	D	ate signed  DD / MM / Y Y Y Y

## BPAY® - Telephone & internet banking

You can make your payment using telephone or internet banking.

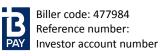
You will need to quote the biller code and your account number (for reference) when making this payment.

If this is a new investment, we will notify you of your account number once this is available. Please make your payment within 14 days of this notification.

#### Fund

#### **BPAY** details

Newmark Property Income Fund



Contact your bank or financial institution to make this payment from your cheque, savings, debit or transaction account. More info **www.bpay.com.au** 

®Registered to BPAY Pty Ltd ABN 69 079 137 518

Fund name	BPAY® details	
Newmark Property Income Fund	Biller code: 477984 Reference number: Investor account number	
8. FINANCIAL INSTITUTION ACCOUNT DETAILS		
Australian bank account details		
Please provide your bank account details if you have selected to take your distribution in cash or wish to provide these details for future redemptions. We will only pay cash proceeds to a bank account in the name(s) of the investor(s). We will not make any payments into third party		

Financial institution name	Branch name
Account name	
BSB number Account number	
Foreign bank account details	
Financial institution name	Financial institution address
Account number	Account name
SWIFT/BIC	ABA/FED (US)
IBAN (Europe)	

9. REGULAR SAVINGS PLAN
I/We would like to establish a regular savings plan
Monthly investment amount AUD\$ (minimum \$100 per month).
Please complete the direct debit request in section 7 above (Payment of application amount).
10. COMMUNICATION
Automatic online account access
Online access enables you to view details of your investments (account balance, investment details and account statements). We will send you the necessary registration details by post once your application is processed.
Annual and semi-annual report options
The annual and any semi-annual financial statements of the fund are available free on our website. If you would like to receive a copy by post or email, please indicate below. (This refers to annual and semi-annual reports only. This will not affect communication instructions regarding general correspondence for your fund).
By email By post
Marketing material
You may receive information from us via mail, telephone, email or other electronic messaging service relating to market commentary, services or information that may be of interest to you. By providing us with your contact details you consent to being contacted by these methods for these purposes. Please indicate if you do not wish to receive marketing information from us or any companies within our group to the service of
11. FINANCIAL ADVISER DETAILS
Use this section to tell us about your financial adviser. If you change your financial adviser, it's important to let us know in a timely way. If you would like your financial adviser to receive copies of your statements by email, please enter their email address below.
Adviser email address
Operating your account
Do you want your financial adviser to be able to operate your account?
No No
Yes - Please complete <b>section 12</b> (Authorised representative of investor).
In general, an appointed financial adviser can do everything you can do with your investment, except appoint another person to operate your account. It is important to tell us promptly if you no longer wish your financial adviser to operate your account, or if your financial adviser changes – SS&C will keep accepting their instructions until you or your adviser inform us in writing that the appointment has terminated.
We may suspend or terminate their appointment for any reason considered reasonable, and may change the terms on which they operate your account.
You indemnify us from any loss you or we suffer as a result of the actions of your appointed financial adviser, and agree to ratify their actions if we ask.

**Notice to financial adviser:** by completing this section of the application form, you are confirming that you hold a current Australian Financial Services Licence (AFSL), or are otherwise authorised to advise on and arrange this product.

Details		
AFSL holder name	AFSL number	
Adviser name		
Advisor code or Authorised representative number	ABN	
Postal address (if different from above) - (A PO Box/RMB/Locked Bag is n	ot acceptable)	
Property/building name		
Unit Street number Street name		
Suburb	State Postcode Country	
Phone number	Mobile number	
Contact details		
Business number (include country and area code)	Mobile number (include country code)	
Adviser signature		
Performance of investor identification and verification procedures		
Please indicate below whether client identification and verification process	ndures have been performed	
No - I have not performed the applicable customer identification pro		
Yes - I have completed the applicable customer identification procedure on this investor.		
Financial adviser declaration		
Notice to financial adviser: Please note that reliance on the KYC performe	d by the financial advisor is only acceptable if all the criteria below is met.	
I hold an AFSL in my own name or have been appointed as an author	rised representative by the licensee.	
I am a reporting entity for AML/CTF purposes.	· · · · · · · · · · · · · · · · · · ·	
The issuer has reasonable grounds to believe that it is appropriate to	o rely on the KYC procedure I have undertaken.	
I have attached the KYC documents to this form.		
AFSL full legal entity name	AFSL number	
Please print full name		
rease print fail name		
Signature		
Signature		

## 12. AUTHORISED REPRESENTATIVE OF INVESTOR

Please complete this section if you wish to appoint an individual or individuals to act on your behalf in relation to your investment in the fund. If you have appointed an entity as your authorised representative, please contact us on 03 7019 6492 to obtain the relevant KYC form.

12.1 Autho	rised representative details	
Authorised re	epresentative 1	
Title	Given name(s)	Surname
Authorised re	epresentative's phone number	Email
Authorised re	epresentative's signature	
Authorised ro	epresentative 2	
Title	Given name(s)	Surname
		3a.name
Authorised re	epresentative's phone number	Email
Authorised re	epresentative's signature	
If you wish to application fo	appoint more than two authorised representatives, please corm.	omplete the details on a separate sheet and attach to this
12.2 How a	authorised representatives may act in relation to the accoun	nt?
Please tick as	s applicable	
Each aut	chorised representative listed above may provide instructions i	n relation to the investment individually without the consent of the other
All autho	orised representatives must act jointly to provide instruction	s in relation to the investment
Other ar	rangement – please provide details	
12.3 Verific	cation procedure for authorised representatives who are in	dividuals
		s in accordance with the verification procedure in <b>section 5</b> . uthority to act on behalf of the investor. Please tick the document(s)
Verification o	documents - mandatory	
A certific	ed copy of ID as per <b>section 5</b>	
Authorised re	epresentative's authority - one of the following (not require	d for a Financial Adviser listed in <b>Section 11</b> )
Certified	d copy of the authorising document (e.g. POA); or	
A certifi	ed copy of a guardianship order; or	
Other ar	rangement – please provide details	
I confirm	n that the document authorising each authorised represental	tive is still valid and has not been revoked.

#### 13. TAX INFORMATION - GLOBAL TAX REPORTING REQUIREMENTS (CRS/FATCA)

#### Why you need to complete this section?

The Foreign Account Tax Compliance Act (FATCA) and Common Reporting Standard (CRS) are regulatory requirements that aim to deter tax evasion by US and other foreign taxpayers. The Australian and a number of other foreign Governments have an agreement which requires us to obtain certain information from investors, including taxation information. You may be liable to a penalty if you provide information that is false or misleading that is material. We may decide not to open an account without first receiving the required information. For more information, visit www.ato.gov.au.

If you are unsure of any of the answers, please contact a legal or accounting professional.

#### HELP

#### Tell me about tax residence

You can be a resident of more than one country for tax purposes. Whether you are tax resident of a particular country for tax purposes is often based on the amount of time you spend in a country and the location of your residence and/or place of work. If you pay tax or have a tax liability somewhere, you are probably a tax resident there. Dual citizenship often brings dual tax residency. It depends on the country. For the US, tax residency can be as a result of citizenship or residency for tax purposes.

If you're unsure, ask someone who knows, usually your accountant.

13.1 Companies and non-superannuation trusts				
13.1.1 Are you a specified US person for tax purposes?				
No				
Yes - please tell us your TIN				
13.1.2 Are you a resident of any other country for ta	x purposes? Other tha	n the US or Australia.		
No				
Yes - please tell us which ones, using the following	रु table.			
HELP				
No TIN? Reasons we accept are:				
Reason A: The country of tax residency does not issue	e TINs to its tax resider	nts		
Reason B: The entity/individual has not been issued v	vith a TIN			
Reason C: The country of tax residency does not requ	ire the TIN to be disclo	osed		
Country or jurisdiction of tax residency	TIN	<b>No TIN? Which reason?</b> If <b>Reason B</b> has been selected please provide an explanation. See above <b>HELP</b> box.		
1				
2				
3				
4				
13.1.3 Are you a financial institution?				
Be careful - financial Institution is broadly defined - see <b>HELP</b> box				
No				
Yes - please tell us your GIIN* - see <b>HELP</b> box				

#### **HELP**

#### What is a Financial Institution?

For further details about a Financial Institution, please refer to the ATO's AEOI Guidance - https://www.ato.gov.au/about-ato/international-tax-agreements/in-detail/international-arrangements/automatic-exchange-of-information-crs-and-fatca/overview#2\_Financial\_institutions.

#### HELP

#### What is a GIIN?

This stands for Global Intermediary Identification Number. GIINs are 19 digits long, issued by US tax authorities (the IRS) to non US financial institutions and sponsoring entities for purposes of identifying their registration with the IRS under US tax laws (called FATCA). For further details about the GIIN please refer to the IRS GIIN Composition Information - Please refer to https://www.irs.gov/businesses/corporations/fatca-registration-and-ffi-list-giin-composition-information.

Where to now?
I ticked <b>yes</b> and completed my <b>GIIN</b> - go to <b>13.1.4</b> .
I ticked yes and I am a Managed Investment Entity in a non-CRS participating jurisdiction - If no, proceed to question 13.1.4.
I ticked <b>yes</b> but did not write a GIIN – please tick below why you did not write a <b>GIIN</b> - then go to <b>13.1.4</b> .
Exempted financial institution
Deemed compliant financial institution
Exempt beneficial owner
Non-participating financial institution
Non-reporting IGA financial institution
Sponsored financial institution - their GIIN is
Other
13.1.4 Are you a public company listed on a stock exchange or a related entity of a publicly listed company or a governmental entity?
No
Yes - then go to section 14 and 15.
13.1.5 Are you active or passive?
I am an 'active' non financial entity. Please tell us what type of active NFE you are below - then go to section 14 and 15.
I am a 'passive' non financial entity.
HELP
What is active and passive?
A non-financial entity (NFE) is any entity that is not a financial institution as defined above.
You will be a passive NFE if you are not an active NFE.
Generally, you will be an active NFE if:
your stock (or a related entity's stock) is regularly traded on established securities market less than 50% of your gross income for the previous reporting period was passive income and less than 50% of your assets during that period produce or were held to produce passive income.
you are a Governmental entity, an international organisation, a central bank or an entity wholly owned by one of the above.
you are exempt from income tax in your residential jurisdiction and were established and operated exclusively for religious, charitable, scientific, artistic, athletic or educational purposes and meet certain other specific criteria.
you have not been a financial institution in the past five years and are in the process of liquidating your assets or reorganising with the intent to recommence operations other than as a financial institution.
If you are unsure whether you are an active or passive NFE, please get advice.

	er country or jurisdiction of tax residency for tax purposes?		
I am passive, and <b>yes</b> I do have controlling persons who are resident	of a country or jurisdiction other than Australia for tax purposes		
Complete the <b>controlling persons details</b> in the table below - then go to <b>section 14</b> and <b>15</b> . If there is not enough room in the table, please copy the page and attach it to your completed form.			
I am passive, but <b>no</b> I do not have controlling persons who are resident of a country or jurisdiction other than Australia for tax purposes. It would be unusual to think of no-one. Please read the <b>HELP</b> box. If you are sure - go to <b>section 14</b> and <b>15</b> .			
HELP			
Controlling persons			
Controlling persons are natural persons who exercise control over an er	ntity.		
For trusts, the settlor(s), the trustee(s), the protector(s) (if any), and the as Controlling Persons of a trust, regardless of whether or not any of the			
For companies, controlling persons generally include any person who he company and any person who has the power to influence decisions abomanaging officials or directors.			
Controlling person 1			
Title Given name(s)	Surname		
Date of birth City and country of birth			
D D / M M / Y Y Y Y			
Residential address			
Unit Street number Street name			
Suburb	State Postcode Country		
Suburb	State Postcode Country		
Suburb			
Country or jurisdiction of tax residency TIN	State Postcode Country  No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		
	No TIN? Which reason? If Reason B has been selected		
Country or jurisdiction of tax residency TIN	No TIN? Which reason? If Reason B has been selected		
Country or jurisdiction of tax residency TIN	No TIN? Which reason? If Reason B has been selected		
Country or jurisdiction of tax residency TIN  1	No TIN? Which reason? If Reason B has been selected		
Country or jurisdiction of tax residency TIN  2 3 4	No TIN? Which reason? If Reason B has been selected		
Country or jurisdiction of tax residency  TIN  2  3  4  Controlling person 2	No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		
Country or jurisdiction of tax residency TIN  2 3 4	No TIN? Which reason? If Reason B has been selected		
Country or jurisdiction of tax residency  TIN  2  3  4  Controlling person 2  Title Given name(s)	No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		
Country or jurisdiction of tax residency  TIN  2  3  4  Controlling person 2	No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		
Country or jurisdiction of tax residency  TIN  2  3  4  Controlling person 2  Title Given name(s)	No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		
Country or jurisdiction of tax residency  TIN  1  2  3  4  Controlling person 2  Title Given name(s)  Date of birth City and country of birth	No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		
Country or jurisdiction of tax residency  TIN  1  2  3  4  Controlling person 2  Title Given name(s)  Date of birth City and country of birth  D D / M M / Y Y Y Y Y  Residential address	No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		
Country or jurisdiction of tax residency  TIN  1  2  3  4  Controlling person 2  Title Given name(s)  Date of birth City and country of birth  D D / M M / Y Y Y Y Y  Residential address	No TIN? Which reason? If Reason B has been selected please provide an explanation. See 13.1.2 HELP box.		

	Country or jurisdiction of tax residency	TIN	<b>No TIN? Which reason?</b> If <b>Reason B</b> has been selected please provide an explanation. See <b>13.1.2 HELP</b> box.
1			
2			
3			
4			
Contro	olling person 3		
Title	Given name(s)		Surname
Date o	of birth City and co	ountry of birth	
Reside	ential address		
Unit	Street number Street name		
Subur	b		State Postcode Country
	Country or jurisdiction of tax residency	TIN	<b>No TIN? Which reason?</b> If <b>Reason B</b> has been selected please provide an explanation. See <b>13.1.2 HELP</b> box.
1			
2			
3			
4			
Contro	olling person 4		
Title	Given name(s)		Surname
Date c	of birth City and co	ountry of birth	
D D	) / M M / Y Y Y Y		
Reside	ential address		
Unit	Street number Street name		
Subur	b		State Postcode Country
	Country or jurisdiction of tax residency	TIN	<b>No TIN? Which reason?</b> If <b>Reason B</b> has been selected please provide an explanation. See <b>13.1.2 HELP</b> box.
1			
3			
4			

#### 14. DECLARATIONS & ACKNOWLEDGMENTS

Please read the declarations below before signing this form. The required signature(s) are detailed at the bottom of this form.

When you apply to invest, you (the applicant) are telling us:

- to the best of your knowledge, all details in this application (including all related documents provided) are true, correct and complete
- you have received, read and understood the current PDS. You agree to be bound by the constitution of the fund, the PDS as supplemented, replaced or re-issued from time to time
- you are not bankrupt or a minor, and are authorised to sign this form
- · you have received and accepted this offer in Australia
- you have read and understood the information relating to privacy in the PDS
- I consent to the issuer disclosing my personal information to any issuer's service providers, in relation to any identification and verification that the issuer is required to undertake on me, as required under the AML/CTF Act. This shall include any information:
  - o required by any third party document verification service provider, and/or
  - provided to any third party document verification service provider.

#### By applying to invest you also acknowledge that:

- monies deposited are not associated with crime, money laundering and/or financing terrorism. We may decide to delay or refuse any request
  or transaction, including by suspending the issue or redemption of units. If we are concerned that the request or transaction may breach any
  obligation of, or cause us to commit or participate in an offence under any AML/CTF and Sanctions Law and FATCA/CRS obligations, we will
  incur no liability to you if we do so
- we may take other action we reasonably believe is necessary to comply with AML/CTF and Sanctions Law and FATCA/CRS obligations, including disclosing any information held about you to any of our related bodies corporate or service providers whether in Australia or outside Australia, or to any relevant Australian or foreign regulator, and
- we collect additional information about you from time to time, from you or from third parties, for the purposes of satisfying AML/CTF and Sanctions Law and FATCA/CRS obligations, and that any such information may be used and disclosed as described in the Newmark RE Limited privacy policy available online at www.newmarkcapital.com.au/property-income-fund or by contacting us.

#### Important information

- nothing in this form is advice and 'help' is general guidance only. Seek professional advise to be sure of your answers
- it is a condition of investing that you keep your details (including tax detail) with us, up to date. We recommend that you review this tax information form at the end of the financial year and update your details if required. You must contact us when you learn new things about the matters in this form. Failing to update us can have tax and other consequences. You can update us by requesting and completing this form and emailing, faxing or posting it to our Administrator.

#### By completing and signing this form:

- · you represent having read and understood this form
- you represent this form is complete and accurate
- · if you have applied for but not received your TIN or GIIN, you undertake to inform us within 30 days of receiving it
- you undertake that if information in this form changes, you will tell us within 30 days
- · you declare that to the best of your knowledge and belief the information provided in the Global Tax Reporting section is true and correct
- you agree to notify Newmark Property Income Fund of any changes to your tax residency or that of any beneficial owners or controlling person.

## 15. SIGNATURE(S)

For individual trustees, all trustees to sign. For companies or corporate trustee, the signature(s) of either a sole director, or two directors, or one director and the company secretary.

Signature 1	Signature 2
Signature	Signature
Date signed	Date signed
D D / M M / Y Y Y Y	D D / M M / Y Y Y Y
Full name	Full name
Capacity	Capacity
Individual trustee 1	Individual trustee 2
Director	Director
Company Secretary	Company Secretary
Authorised Representative	Authorised Representative
Signature 3	Signature 4
Signature	Signature
Date signed	Date signed
D D / M M / Y Y Y Y	DD/MM/YYYY
Full name	Full name
Capacity	Capacity
Individual trustee 3	Individual trustee 4
Director	Director
Company Secretary	Company Secretary
Authorised Representative	Authorised Representative

# What should a trust deed extract include?

An extract of the trust deed should include the following information:

- the full name (if any) of the trust;
- the full name of the trustee(s), and
- the full name of the settlor of the trust.

# Who is a senior managing official'?

A senior managing official is an individual who makes, or participates in making, decisions that affect the whole, or a substantial part of the company, or that may significantly affect the company's financial standing.

# Who is a 'beneficial owner'?

A beneficial owner is an individual who ultimately owns (directly or indirectly) 25% or more of the customer, or controls (directly or indirectly) the Customer. Control includes control as a result of, or by means of, trusts, agreements, arrangements, understandings and practices, whether or not having legal or equitable force and whether or not based on legal or equitable rights, and includes exercising control through the capacity to determine decisions about financial and operating policies.

Information that may assist you in determining your beneficial owner includes (as relevant):

- a certificate of incorporation of a company with ASIC/and or an annual statement including the amendments submitted to ASIC
- a trust deed
- · a partnership agreement
- the constitution and/or certificate of information for an incorporated association, or
- the constitution of a registered co-operative.

#### Determining the beneficial owner of a trust

A beneficial owner of a trust may include:

- any individual shareholder who holds the legal title to 25% or more of the issued shares in the trustee;
- directors of the trustee (if they own or control the trustee)
- company secretary of the trustee (if they own or control the trustee), and/or
- any other individual who has the power to appoint or remove the trustee as the trustee of the trust.

For a nominee that has been appointed by a related body corporate to hold interests in the fund on trust, the nominee agreement may specify the beneficial owner. This may be (but is not necessarily) the person that appointed the nominee.

For a foreign company making an investment as a custodian under a single trust with multiple beneficiaries, the trust document under which the custodian is appointed may specify the beneficial owner/s.

For a foreign company making an investment acting as a custodian for multiple trusts with multiple underlying investors, each trust document with each underlying investor may specify the beneficial owner/s.

#### Guidance on types of trusts

You will be the trustee of a trust if you are an individual or a company that will hold interests in the fund on trust for another person or persons (known as the beneficiary). It is important to carefully consider who is the beneficiary of the trust for which you are the trustee, keeping in mind that the beneficiary may hold its interest on trust for someone else (i.e. there may be layers of trust relationships down to the underlying investor).

Trustees may include:

- Trustees of a managed investment scheme: Managed investment schemes are a type of trust. The trustee of a managed investment scheme is generally a company. If the managed investment scheme is registered with ASIC, the trustee is known as the responsible entity.
- Custodians or nominees: These are companies that provide custodial or depository services. In the context of managed investment schemes, custodians or nominees may hold interests on trust for the responsible entity of the scheme. The responsible entity for the scheme then holds interests on trust for the investors in that scheme. In the context of margin lending, a nominee may hold interests on trust for the borrower who has borrowed money from the margin lender.
- Trustees of self-managed super funds: SMSFs are a type of trust. The trustee of an SMSF may be a company or two to six individuals. If the trustee is a company, there can be one to six members (or beneficiaries) of the SMSF and each member of the SMSF must be a director of the company trustee. If the trustees are individuals, there can be two to six members (or beneficiaries) of the SMSF and each of those members must be a trustee.
- Trustees of retail super funds: Retail super funds are a type of trust. The trustee of a retail super fund is a company.
- Trustees of family trusts: The trustee of a family trust may be one ore more individuals or a company or other type of entity. The trustee holds money or property for the beneficiaries of the family trust.
- Trustees of charitable trusts: Some charities are structured as trusts. Trustees of charitable trusts are commonly
  individuals (for example, a board of trustees) or a company. Other charities may be structured as companies or
  associations.
- Trustees of deceased estates and testamentary trusts: Testamentary trusts are discretionary trusts established in wills, that allow the trustees of each trust to decide, from time to time, which of the nominated beneficiaries (if any) may receive the benefit of the distributions from that trust for any given period.

# Translating documents by an accredited translator

In Australia an accredited translator means a professional translator accredited by the National Accreditation Authority for Translators and Interpreters at or above professional level.

NAATI (https://www.naati.com.au/)

In an overseas country, an accredited translator is a professional translator accredited by a NAATI equivalent authority. For these, escalate to the AML Compliance Officer for assistance.

# Getting your copies certified

Any document(s) requiring to be certified for verification purposes must be certified by an eligible person to be a true copy of the original document. Documents must be either certified on all pages or certified on the front page with a clear reference to the number of subsequent pages that are included.

# Example of certification

I certify that this is a true and correct copy of the original document

Signature of Certifier

Name of Certifier

Capacity of certifier – e.g. Justice of the Peace

Date of certification (DD/MM/YYYY)

#### List of occupations that can certify (from the Statutory Declaration Regulations 2018)

- Architect
- Chiropractor
- Dentist
- Financial adviser or financial planner
- · Legal practitioner
- Medical practitioner
- Midwife
- Migration authorised representative registered under Division 3 of Part 3 of the Migration Act 1958
- Nurse
- Occupational therapist
- Optometrist
- · Patent attorney
- Pharmacist
- Physiotherapist
- Psychologist
- Trade marks attorney
- Veterinary surgeon.

# List of persons that can certify

- a person who is enrolled on the roll of the Supreme Court of a State or Territory or the High Court of Australia, as a legal practitioner (however described)
- a judge of a court
- a magistrate
- a chief executive officer of a Commonwealth court
- · a registrar or deputy registrar of a court
- a Justice of the Peace
- a notary public (for the purposes of the Statutory Declaration Regulations 2018)
- a police officer
- an authorised representative of the Australian Postal Corporation who is in charge of an office supplying postal services to the public
- a permanent employee of the Australian Postal Corporation with 2 or more years of continuous service who is employed in an office supplying postal services to the public
- an Australian consular officer or an Australian diplomatic officer (within the meaning of the Consular Fees Act 1955)
- an officer with 2 or more continuous years of service with one or more financial institutions (for the purposes of the Statutory Declaration Regulations 2018)
- a finance company officer with 2 or more continuous years of service with one or more financial companies (for the purposes of the Statutory Declaration Regulations 2018)
- an officer with, or authorised representative of, a holder of an Australian financial services licence, having 2 or more continuous years of service with one or more licensees
- a member of the Institute of Chartered Accountants in Australia, CPA Australia or the National Institute of Accountants.