

# Sequoia Launch Units

15 February 2018



## **Series 37**

### **Diversified Basket of Global Investment Funds**



This Term Sheet PDS supplements the Master PDS dated 14 August 2017 issued by Sequoia Specialist Investments Pty Ltd (ACN 145 459 936) ("**the Issuer**"). This Term Sheet PDS together with the Master PDS constitutes the PDS for the Offer of the Series of Launch Units described below.

This PDS is for the offer of an agreement to purchase the shares ("**Delivery Assets**") specified in Section 2 "Term Sheet" of this Term Sheet Product Disclosure Statement ("**Term Sheet PDS**") on certain terms including deferred delivery and entry into a Loan for the Investment Amount ("**the Offer**"). This Term Sheet PDS is dated 15 February 2018 and is issued by Sequoia Specialist Investments Pty Ltd (ACN 145 459 936) ("**the Issuer**") and arranged by Sequoia Asset Management Pty Ltd (ACN 135 907 550, AFSL 341506) ("**the Arranger**") pursuant to Section 911A(2) (b) of the Corporations Act. Pursuant to Section 911A(2)(b), the Issuer will issue the Units in accordance with the offer made by the Arranger.

This PDS has not been lodged, and is not required to be lodged with the Australian Securities and Investments Commission ("**ASIC**"). The Issuer will notify ASIC that this PDS is in use in accordance with the Corporations Act. ASIC and its officers take no responsibility for the contents of this PDS.

All fees in this PDS are stated inclusive of any GST (unless stated otherwise).

All monetary amounts referred to in this PDS are given in Australian dollars (unless stated otherwise). All references to legislation in this PDS are to Australian legislation. Explanations as to tax treatment and other features of the Offer have been provided for Australian investors.

## Investments in the Units

This PDS (including the Master PDS) is an important document which should be read before making a decision to acquire the Units. The information in this PDS is general information only and does not take into account an individual's investment objectives, financial situation or particular needs or circumstances.

Nothing in this PDS is a recommendation by the Issuer or its related bodies corporate or by any other person concerning investment in the Units or the Reference Basket or any specific taxation consequences arising from an investment in the Units. Potential investors should also obtain independent financial and taxation advice as to the suitability of this investment to them having regard to their investment objectives, financial situation and particular needs. No cooling off rights apply to investments in the Units.

**Potential Investors should note that the Issuer retains discretion to amend the closing date for the offer for a Series and move the Commencement Date (and all other consequential dates) for a Series, or not to continue with the issue of a Series of Units on the Commencement Date and terminate any Units in that Series already issued, including where there is a significant change in the Issuer's cost of hedging between the date of this Term Sheet PDS and the Commencement Date. In particular, the Issuer will not continue with the issue of a Series of Units if it considers that it and its affiliates have not completed sufficient arrangements for management of their respective obligations in respect of that Series of Units. If a decision is made not to issue a Series of Units or to terminate Units in a Series that have already been issued, the Issuer will return the Prepaid Interest, and any applicable Fees that have been paid upfront to applicants without interest within 10 Business Days of the scheduled Commencement Date.**

## Eligible investors and electronic PDS

This PDS and the Offer are available only to Australian resident investors receiving this PDS (including electronically) in Australia. Applications from outside Australia will not be accepted. If anyone prints an electronic copy of this PDS they must print all pages including the Application Form. If anyone makes this PDS available to others, they must give them the entire electronic file or printout, including the Application Form and any additional documents that the Issuer may require such as identification forms for the purpose of satisfying Australian anti-money laundering legislation.

The Units have not been and will not be registered under the United States Securities Act of 1933, as amended (the "**Securities Act**"), and may not be offered or sold in the United States or to, or for the benefit of U.S. persons unless the Units are registered under the Securities Act or an exemption from the registration requirements of the Securities Act is available.

## Updated information

Information set out in this PDS is subject to change from time to time. Information not materially adverse to Investors in the Units may be amended without issuing an updated or supplementary PDS. Investors can find this updated information at any time at [www.sequoiasi.com.au](http://www.sequoiasi.com.au).

A paper copy of this PDS (and any supplementary documents) can be obtained free of charge on request by contacting Sequoia Specialist Investments. Sequoia Specialist Investments can be contacted on (02) 8114 2222 or at PO Box R1837 Royal Exchange NSW 1225.

If an Investor establishes that information is not accurate, complete, and up-to-date, the Issuer must take reasonable steps to correct it.

## Making an investment

Units can only be issued if potential investors use an Application Form (including relevant attachments) attached to either a paper or electronic copy of this PDS.

## Returns not guaranteed

Returns on the Units are not guaranteed. The Issuer, the Security Trustee, the Custodian, the Arranger, the Lead Distributor, the Acceptor nor any of their associates or subsidiaries guarantees the return on an investment in the Units or any gain. Investors may not recoup the total amount of any amounts outlaid as there is no guarantee that returns on the Units will be in excess of these amounts paid by Investors. Please refer to Section 2 "Risks" in the Master PDS.

## Superannuation fund investors

Superannuation funds can invest in Units in the Series. Superannuation fund investors should take note of the representations and warranties they make when investing – see clause 13.2 of the Terms in the Master PDS.

## Definitions

Capitalised terms used in this PDS have the meaning given in Section 10 "Definitions" of the Master PDS, and as defined in this Term Sheet PDS.

## Nature of the Units

The Units are "Securities" for the purposes of Chapter 7 of the Corporations Act.

Please note "Unit" or "Units", when used in this PDS, means an agreement to buy the Delivery Assets between the Issuer, Custodian and the Investor pursuant to the Deferred Purchase Agreement. The Units are not units in a trust or managed investment scheme.



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# 1. Investment Objective Overview



The objective of the Units in Sequoia Launch Series 37 is to deliver positive returns to investors, regardless of market conditions over a 4 year period. The Units aim to achieve this by offering leveraged exposure to a diversified basket of global investment funds with various investment styles including:

- Global Fixed Income;
- Global Equity Absolute Return;
- UK Equity Absolute Return;
- Multi-Strategy Growth

Due to the diverse investment styles of the underlying Funds, the Reference Basket is expected to have very low volatility characteristics, resulting in a very inexpensive hedge. This low cost combined with Sequoia's access to investment bank hedging and borrowing, results in a very cost effective fixed lending rate of 1.99% p.a.

The Units also offer Investors regular distribution potential, as the Units have the ability to pay annual uncapped Performance Coupons based on the full leveraged investment amount.

## A summary of the key features are as follows

Launch Series 37		
Reference Basket: Equally weighted exposure to the Euro denominated share classes of the following 5 global funds (the funds are not rebalanced at any time following the Commencement Date)	Weighting on Commencement Date	Fund
	20%	Old Mutual – Global Equity Absolute Return Fund
	20%	Janus Henderson – United Kingdom Absolute Return Fund
	20%	PIMCO Income Fund
	20%	Invesco US Senior Loan Fund
	20%	Pioneer Funds – Multi Strategy Growth
Strategy	Reference Basket with 2.0% Target Volatility	
Currency Exposure of Strategy Value	AUD Hedged	
The Potential for 4 Uncapped Performance Coupons	Four (4) potential uncapped Performance Coupons, payable annually, calculated by reference to the performance of the Strategy Value, as increased by the Coupon Multiplier, less a 10% Performance Fee	
Coupon Multiplier	110%	
Limited recourse Loan	Yes. Investors borrow 100% of the Investment Amount.	
Annual Interest Rate on Loan	1.99% p.a.	
Application Fee	2.0%	
Volatility Mechanism	Yes	
Target Volatility	2.0%	
Maximum Participation Rate	100%	
Margin Calls	No	
SMSF Eligibility	Yes	

## Four (4) potential Performance Coupons at the end of Year 1, Year 2, Year 3 & Maturity.

The Units have the potential to pay annual uncapped Performance Coupons at the end of Year 1, 2, 3, and at Maturity (“**Performance Coupons**”) calculated by reference to the performance of the Strategy Value, as increased by the Coupon Multiplier, and as reduced by a 10% Performance Fee.



## 2. Term Sheet – Sequoia Launch Series 37



The following Term Sheet is a summary of the key dates and terms of the Units. However, this section is not intended to be a complete summary of this PDS and you should read the entire PDS before deciding whether or not to invest. The information in this section is qualified in its entirety by the more detailed explanations set out elsewhere in this PDS, in particular Section 6 “Terms of the Deferred Purchase Agreement” in the Master PDS.

<b>Offer Opening Date</b>	15 February 2018
<b>Offer Closing Date</b>	22 March 2018
<b>Commencement Date/Issue Date</b>	4 April 2018 or as soon as reasonably practicable thereafter as determined by the Issuer and as notified to you.
<b>Interest Payment Date (Application Payment Date)</b>	29 March 2018 Investors should note the Interest Payment Date is also the Application Payment Date.
<b>First Coupon Determination Date</b>	4 April 2019
<b>Second Coupon Determination Date</b>	3 April 2020
<b>Third Coupon Determination Date</b>	4 April 2021
<b>Fourth Coupon Determination Date</b>	4 April 2022
<b>Maturity Date</b>	4 April 2022
<b>Final Coupon Payment Date</b>	10 Business Days after the relevant Coupon Determination Date or as soon as reasonably practicable thereafter as determined by the Issuer
<b>Buy-Back Dates</b>	Quarterly on the last Business Day of March, June, September and December commencing June 2018 (or otherwise at the Issuer’s discretion). Investors must lodge their Issuer Buy-Back Form no later than 10 Business Days before the relevant Buy-Back Date. Any Issuer Buy-Back Form received after this time will be held over to the next Buy-Back Date.  The Buy-Back Price will always be at least \$1.00 per Unit and will be applied to repay your Loan. You will not have to pay any other fees, costs or interest, however, the Units are designed to be held until Maturity, so any Issuer Buy-Back price may not be high enough to recover the Prepaid Interest and Fees following repayment of the Loan.
<b>Settlement Date</b>	10 Business Days after the Maturity Date, or such other date as determined by the Issuer in its discretion as is reasonably necessary for the Issuer to fulfil its obligations under the Terms.

### Reference Basket

A total of 5 underlying funds:

	<b>Underlying Fund</b>	<b>Initial Weight<sup>1</sup></b>	<b>Bloomberg</b>	<b>ISIN</b>	<b>Currency</b>
1	Old Mutual Global Equity Absolute Return Fund	20%	OMEAEHA ID <Equity>	IE00BLP5S460	EUR
2	Janus Henderson–United Kingdom Absolute Return Fund	20%	GAUKAA1 LX <Equity>	LU0490786174	EUR
3	PIMCO Income Fund – Global Investor Series Plc – E Class – Accumulation Income	20%	PINEEHA ID <Equity>	IE00B84J9L26	EUR
4	INVESCO US Senior Loan Fund	20%	ZODMUEB LX <Equity>	LU0288029514	EUR
5	Pioneer Funds – Multi-Strategy Growth	20%	PFARGE LX <Equity>	LU0363629873	EUR

<sup>1</sup> Initial Weighting in the table above refers to the weighting of each fund in the Reference Basket on the Commencement Date. There is no rebalancing of the funds after the Commencement Date and as such, the weighting of each fund can vary depending on the performance of each fund during the Investment Term. Those funds with relatively stronger percentage performance over time can potentially represent more than 20% of the Reference Basket during the Investment Term whereas those with relatively less performance over time can potentially represent less than 20% of the Reference Basket.





Underlying	Description	Assets Under Management and Inception date
<b>Old Mutual Global Equity Absolute Return Fund</b>	<p>Old Mutual was established in 1845 and manages over USD249bn of assets under management globally.</p> <p>Old Mutual Global Investors Series PLC–Global Equity Absolute Return Fund is an open-end fund incorporated in Ireland. The Fund aims to deliver an absolute return by investing in a market neutral portfolio of actively traded large capitalization global equities. The Absolute Return Fund is managed using highly developed proprietary systematic techniques that exploit short term anomalies.</p> <p><a href="http://www.omglobalinvestors.com/europe/">http://www.omglobalinvestors.com/europe/</a>  <a href="https://www.bloomberg.com/quote/OMEAEHA:ID">https://www.bloomberg.com/quote/OMEAEHA:ID</a>  <sup>1</sup>Bloomberg as at 12 February 2018</p> <p>Alternatively, please contact the Issuer or your Financial Adviser if you would like a copy of the most recent factsheet for this fund.</p>	USD 13.3bn <sup>1</sup> November 2011
<b>Janus Henderson – United Kingdom Absolute Return Fund</b>	<p>Janus Henderson is a global asset management group headquartered in the City of London, United Kingdom. It offers a range of financial products to individual and institutional investors globally under the trade name Janus Henderson Investors. The group's holding company, Janus Henderson Group plc, is incorporated in Jersey and is listed on the New York Stock Exchange and the Australian Securities Exchange (where it is a component of the S&amp;P/ASX 100 index). Janus Henderson was formed from the all stock merger of Janus Capital Group and Henderson Group which completed in May 2017. At the time of the merger, the combined group had assets under management of US\$331 billion.</p> <p>Janus Henderson – United Kingdom Absolute Return Fund is an open-end Fund incorporated in Luxembourg. The Fund aims to achieve a positive absolute return over the long term regardless of market conditions. The Fund will typically invest at least 60% of its total assets, by taking long and short positions, in equities or equity related derivative contracts of companies having their registered office in the United Kingdom or which are listed on the London Stock Exchange.</p> <p><a href="https://www.janushenderson.com/ukpa/fund/256/henderson-gartmore-united-kingdom-absolute-return-fund">https://www.janushenderson.com/ukpa/fund/256/henderson-gartmore-united-kingdom-absolute-return-fund</a>  <a href="https://www.bloomberg.com/quote/GAUKAA1:LX">https://www.bloomberg.com/quote/GAUKAA1:LX</a>  <sup>1</sup>Bloomberg as at 9 February 2018</p> <p>Alternatively, please contact the Issuer or your Financial Adviser if you would like a copy of the most recent factsheet for this fund.</p>	GBP 4.39bn <sup>1</sup> March 2005
<b>PIMCO Income Fund – Global Investor Series Plc – E Class – Accumulation Income</b>	<p>PIMCO is a global investment management firm with a singular focus on preserving and enhancing investors' assets. PIMCO was founded in 1971, in California, USA, and currently manages \$US1.61 trillion.</p> <p>The primary investment objective of the PIMCO Income Fund – Global Investor Series PLC – E Class – Accumulation Income is to seek high current income consistent with prudent investment management. Long-term capital appreciation is a secondary objective. The Income Fund is a portfolio that is actively managed and utilizes a broad range of fixed income securities to maximize current income while maintaining a relatively low risk profile, with a secondary goal of capital appreciation.</p> <p><a href="https://www.pimco.com.sg/en-sg/investments/gis/income-fund/e-eur-hedged-acc">https://www.pimco.com.sg/en-sg/investments/gis/income-fund/e-eur-hedged-acc</a>  <a href="https://www.bloomberg.com/quote/PINEEHA:ID">https://www.bloomberg.com/quote/PINEEHA:ID</a>  <sup>1</sup>Bloomberg as at 31 January 2017</p> <p>Alternatively, please contact the Issuer or your Financial Adviser if you would like a copy of the most recent factsheet for this fund.</p>	USD 75.8bn <sup>1</sup> November 2012

**INVESCO US Senior Loan Fund**

Invesco Ltd. is an American independent investment management company that is headquartered in Atlanta, Georgia, United States, and has branch offices in 20 countries. Its common stock is a constituent of the S&P 500 and trades on the New York stock exchange. As at 12 February 2018 it had USD \$972.6 billion in assets under management.

Invesco Zodiac Funds–Invesco U.S. Senior Loan Fund is an open-end fund incorporated in Luxembourg. The Fund aims to provide a high level of current income, consistent with the preservation of capital. The Fund will invest in adjustable rate senior loans whose interest rates float at a spread above LIBOR and reset on average approximately every 60 days.

<http://www.invesco.com>

<https://www.bloomberg.com/quote/ZODMUEB:LX>

<sup>1</sup>Bloomberg as at 9 February 2018

Alternatively, please contact the Issuer or your Financial Adviser if you would like a copy of the most recent factsheet for this fund.

USD 9.7 bn<sup>1</sup>  
February 2007

**Pioneer Funds – Multi-Strategy Growth**

Pioneer Investments became part of the Amundi group in July 2017. Amundi is Europe's largest asset manager by assets under management and ranks in the top 10 globally. Thanks to the integration of Pioneer Investments, the combined company now manages over 1.4 trillion euros of assets across six investment hubs.<sup>1</sup>

Pioneer Funds–Multi-Strategy Growth is an open-end investment fund incorporated in Luxembourg. The Fund's objective is to achieve absolute performance and capital preservation over the medium to long-term. The Fund invests in a diversified portfolio consisting of equities and equity-related instruments as well as debt securities and debt-related instruments.

<http://www.pioneerinvestments.com/>

<https://www.bloomberg.com/quote/PFARGEE:LX>

<sup>1</sup>Source: IPE "Top 400 asset managers" published in June 2016 and based on assets under management as at December 2015

<sup>2</sup>Bloomberg as at 2 February 2018

Alternatively, please contact the Issuer or your Financial Adviser if you would like a copy of the most recent factsheet for this fund.

EUR 588M<sup>2</sup>  
July 2008



## Further Information

<b>Currency Exposure</b>	AUD (hedged)
<b>Final Value</b>	<p>\$1.00 per Unit on the Maturity Date.</p> <p>The returns on the Units will be made up of the Final Value per Unit and any Performance Coupons or Final Coupons payable during the Investment Term (if any) based on the performance of the Strategy Value as increased by the Coupon Multiplier.</p>
<b>Potential Performance Coupons at the end of Year 1, Year 2, Year 3 and at Maturity</b>	<p>Potential for four annual uncapped Performance Coupons calculated by reference to the performance of the Strategy Value, as increased by the Coupon Multiplier, and as reduced by a 10% Performance Fee.</p> <p>Refer to Section 3: "Worked Examples" and "Section 4: Formulae and Calculations" for Performance Coupon formulae.</p>
<b>Coupon Multiplier</b>	<p>110%</p> <p>Refer to Section 3: "Worked Examples" and "Section 4: Formulae and Calculations" for Performance Coupon formulae.</p>
<b>Strategy</b>	AUD Hedged exposure to the Reference Basket with a 2% Target Volatility
<b>Initial Strategy Value</b>	The Initial Strategy Value will be 100 on the Commencement Date
<b>Strategy Value</b>	<p>The Strategy Value is dependent on the Units' varying levels of exposure to the relevant Reference Basket. This varying level of exposure is determined by the Participation Rate, which is calculated by reference to the Target Volatility, and the volatility of the Reference Basket over the previous 20 or 60 Basket Business Days. The Strategy Value is used to determine the value of the Performance Coupons, if any.</p> <p>The Strategy Value is calculated each Basket Business Day by:</p> <ul style="list-style-type: none"> <li>• taking the change in the level of the relevant Reference Basket from the close of the previous Basket Business Day to the close of the current Basket Business Day,</li> <li>• multiplying it by the Participation Rate (which determines the exposure to the relevant Reference Basket) from the previous Basket Business Day,</li> <li>• taking the EONIA cash rate from the previous Basket Business Day and converting this to a daily interest rate,</li> <li>• multiplying this new interest rate by: (100% minus the Participation Rate),</li> <li>• taking the sum of these two amounts, and</li> <li>• multiplying this amount by the Strategy Value from the previous Basket Business Day.</li> </ul> <p>The effect of this is that as the volatility of the Reference Basket increases above the level of the Target Volatility, exposure to the Reference Basket decreases and exposure to the EONIA cash rate increases, and vice versa. In this way the Strategy Value will vary from one Basket Business Day to the next depending on the change in the level of the Reference Basket and the Participation Rate.</p> <p>The Issuer intends to publish the Strategy Value (on a monthly basis) on its website at <a href="http://www.sequoiasi.com.au">www.sequoiasi.com.au</a>.</p>

## Section 4 Formulae and Calculations



**Participation Rate and Target Volatility**

Volatility is the relative rate at which the price of an asset may move (increasing or decreasing), over a period of time. If an asset's relative price changes quickly (either positively or negatively) over a period of time, it will be considered to have high volatility. If an asset's relative price changes are not quick, it will be considered to have low volatility. A high level of volatility is considered to be an indication that an asset may have greater risk.

The Participation Rate is a mechanism designed to manage market risk associated with the performance of the Reference Basket. It operates by varying the exposure that the Units will have to the Reference Basket depending on the volatility of the Reference Basket and the Target Volatility. The higher the volatility, the lower the Participation Rate (and hence the lower the exposure to the Reference Basket) and vice versa.

Target Volatility is the level of volatility that would provide a Participation Rate of 100%. The Units have a maximum Participation Rate of 100%. Accordingly, Investors will not receive enhanced exposure to the Reference Basket even at times of low volatility.

The Participation Rate is determined on each Basket Business Day by reference to the highest volatility of the Reference Basket over the previous 20 or 60 Basket Business Days. The Participation Rates will vary between 0% and 100%.

The Participation Rate for each Series is determined using the formula set out below.

Please refer to Section 4 "Formulae and Calculations" for more information.

**Section 4  
Formulae and  
Calculations****Target Volatility**

2%

**Participation Rate**

The Participation Rate will be calculated by reference to the Target Volatility and the level of Realised Volatility using the following formula:

$$PR_t = \text{Min} (100\%, \text{Target Volatility/Realised Volatility}_{t-1})$$

Based on this, the Participation Rate (PR<sub>t</sub>) would have been 70.67% based on a Realised Volatility level of approximately 2.83% on 12 February 2018, a few days before the date of this PDS. This is calculated as

$$PR_t = \text{Min} (100\%, 2.0\%/2.83\%)$$

$$PR_t = 100\%$$

There is a risk that the Participation Rate for any Series could drop to significantly below 100% during the Investment Term. A Participation Rate of below 100% means that Investors have less than 100% exposure to the Reference Basket. You should refer to the graph of historical volatility in Section 3.3 below which shows the historical periods for which the Participation Rate would have been less than 100%.

Investors should note that historical volatility levels of the Reference Basket are not indicative of the future levels of volatility. Specifically, Investors should note that there may be a risk that the level of volatility will be high throughout the majority or whole of the Investment Term. Should this occur, the Participation Rate may result in less than 100% exposure to the Reference Basket throughout the majority or whole of the Investment Term. The minimum Participation Rate is just above 0% which means that Investors have would have almost no exposure to the Reference Basket.

Please refer to Section 4 "Formulae and Calculations" for the Realised Volatility formula.

**Section 4  
Formulae and  
Calculations****Loan**

100% limited recourse Loan.

**Master PDS  
-Section 7  
"Loan"****Loan Amount**

\$1.00 per Unit

**Interest Rate & Prepaid Interest**

The interest rate in respect of the Loan is 1.99% p.a.

The Prepaid Interest is paid upfront for the full 4 year Investment Term.

Prepaid Interest per Unit = 1.99% p.a. x 4 years x \$1.00 per Unit  
= \$0.0796 per Unit for the Investment Term of 4 years.

The Prepaid Interest must be paid to the Issuer by the Application Payment Date.

Therefore, if you invested the Minimum Investment Amount of \$100,000 for the Units, in addition to any Fees paid in relation to the Units, you would pay Prepaid Interest of \$7,960 on the Application Payment Date.

<b>Issue Price</b>	\$1.00 per Unit
<b>Listing</b>	The Units will not be listed or displayed on any securities exchange.
<b>Currency</b>	Australian dollars
<b>Minimum Investment Amount</b>	\$100,000 per Series at the Issue Price of \$1.00 per Unit.
<b>Withdrawal of the Units</b>	If the Issuer is unable to achieve the economic exposure described in this PDS on the Commencement Date due to any condition set out in this PDS not being satisfied (e.g. the Issuer being unable to hedge its obligations), or otherwise determines not to proceed with the issue for any reason, then the Issuer will terminate any Units already issued, and return the Prepaid Interest and Fees without interest. The Loan will be terminated and no drawdown will be made.
<b>Lead Distributor</b>	Sequoia Asset Management Pty Ltd (ACN 135 907 550, AFSL 341506)
<b>Issuer</b>	Sequoia Specialist Investments Pty Ltd (ACN 145 459 936) ("Sequoia")
<b>Arranger</b>	Sequoia Asset Management Pty Ltd (ACN 135 907 550, AFSL 341506)
<b>Security Trustee &amp; Custodian</b>	Sequoia Nominees No 1 Pty Limited (ABN 11 147 097 078)
<b>Registrar</b>	Registry Direct Pty Limited (ABN 35 160 181 840)
<b>Minimum Buy-Back Amount</b>	10,000 Units per Series providing Investors continue to hold at least 10,000 Units in the relevant Series. In the event that an Investor makes an Issuer Buy-Back Request which would result in the Investor holding less than 10,000 Units in a particular Series, then the Issuer will notify the Investor that it will hold less than 10,000 Units and seek the Investor's instruction whether to buy back the Investor's entire holding in that Series or reject the request.
<b>Minimum Early Maturity Value, Termination Payment and Buy-Back Price</b>	<p>\$1.00</p> <p>If the Units mature early for any reason, you will receive an Early Maturity Value of \$1.00 which will be applied to your Loan. You will not have to pay any other fees, costs or interest.</p> <p>Investors will not be entitled to a refund of any Prepaid Interest or any other Fees paid in relation to the Units and will not be entitled to any Final Coupon or payment of the Final Value (as the Final Value of \$1.00 will be used to pay off your Loan).</p> <p>Please refer to Section 1.10 "Early Maturity" of the Master PDS for more information on when the Units can mature early.</p>
<b>Beneficial Interest</b>	The Beneficial Interest in a Portion of the Delivery Asset held for each Unit an Investor holds. The Beneficial Interest will be set out in the Confirmation Notice sent to Investors and is a feature of the product designed to ensure the Units are a "security" under the Corporations Act.
<b>Delivery Asset</b>	<p>Telstra Corporation (TLS.AU).</p> <p>On Maturity, the Issuer intends to deliver a parcel equal in value to the Final Value per Unit multiplied by the number of Units held by an Investor ("<b>Delivery Parcel</b>") containing ordinary shares in Telstra Corporation (ASX Code: TLS, website: <a href="http://www.telstra.com.au">www.telstra.com.au</a>) ("<b>Delivery Asset</b>").</p> <p>You should be aware that the Issuer can change or substitute the Delivery Asset in certain circumstances, and you should take this into account when considering whether to invest in the Units.</p>

**Agency Sale Option**

Available. Please refer to Clause 4.4 of Section 6 "Terms of the Deferred Purchase Agreement" in the Master PDS.

**Key Risks**

Key risks include:

- Your return (including any Coupons) is affected by the performance of the Underlyings comprising the Reference Basket. There is no guarantee that the Reference Basket will perform well;
- In the Event that an appropriate hedge cannot be achieved in relation to all or some of the Underlying's comprising the Reference Basket, the Issuer may choose to remove the Underlying or replace the Underlying with a similar fund in its absolute discretion. Any changes will be notified on the Issuers website and in correspondence to Investors;
- The Units have varying levels of exposure to the Reference Basket depending on volatility due to the variable Participation Rate. It operates by varying the exposure that the Units will have to the Reference Basket depending on the Realised Volatility of the Reference Basket and the Target Volatility. There is the risk that the Participation Rate could drop below 100% during the Investment Term in which case Investors will not gain the full benefits of an increase of the value of the Reference Basket;
- Investors should note that there is a lag in measuring the Realised Volatility of the Reference Basket. This means that where there has been a period of high Realised Volatility, the Investor's exposure to the Reference Basket will be low, regardless of whether the Reference Basket is performing positively or negatively;
- There will be no Performance Coupons payable if the performance of the Strategy Value is negative at a Coupon Determination Date;
- The potential Performance Coupons are determined by reference to the Initial Strategy Value and Strategy Value on the relevant Coupon Determination Date, as increased by the Coupon Multiplier, and deducting any past Performance Coupons paid;
- There is no guarantee that the Units will generate returns in excess of the Prepaid Interest and Fees, during the Investment Term. Additionally, in the event of an Investor requested Issuer Buy-Back, Early Maturity Event, you will not receive a refund of your Prepaid Interest or Fees;
- Gains (and losses) may be magnified by the use of a 100% Loan. However, note that the Loan is a limited recourse Loan, so you can never lose more than your Prepaid Interest Amount and Fees paid at Commencement;
- Investors are subject to counterparty credit risk with respect to the Issuer and the Hedge Counterparty; and
- The Units may mature early following an Early Maturity Event, including an Adjustment Event, Market Disruption Event or if the Issuer accepts your request for an Issuer Buy-Back.

Please refer to Section 2 "Risks" of the Master PDS for more information.



## Fees

The following Fees are payable in respect of the Units (in addition to the Performance Fee, which is discussed below):

**Upfront Adviser Fee (if any):** You may nominate an Upfront Adviser Fee to be paid to your Adviser in the Application Form attached to this Term Sheet PDS. The Issuer will deduct any Upfront Adviser Fee from the Total Payment Amount and pay it to your Adviser in accordance with the terms of this PDS.

**Application Fee:** The Issuer charges an Application Fee of 2.0% of the Issue Price of each Unit, i.e. \$0.02 per Unit. The Issuer may agree with your Adviser to forgo part or all of the Application Fee at the Issuer's absolute discretion.

Assuming you nominated an Upfront Adviser Fee of \$550, and you applied for 100,000 Units in Series 37, in addition to the Prepaid Interest you would pay fees of:

Application Fee = 100,000 x \$0.020 = \$2,000

Upfront Adviser Fee = \$550

**Total** = \$2,550

## Performance Fee

Any Performance Coupons are subject to a 10% Performance Fee. The Performance Fee has the effect of reducing the gross amount of any Coupon payable to the Investor. For example, if a 5% Performance Coupon is payable, then the Net Amount payable to the investor would be 4.5% after the deduction of the Performance Fee. If the Performance Coupon is 0%, then no Performance Fee is payable.

## Derivatives

The Issuer obtains exposure to the Strategy through the use of derivatives rather than a direct investment in the Strategy, Reference Basket or securities comprising the Reference Basket.

## Taxation

Please refer to Section 4 "Taxation" of the Master PDS.

## Applications and issue of Units

Applications may be accepted or rejected at the discretion of the Issuer. Units will be issued within one month upon receipt of application monies from an Investor. The Unit's economic exposure to the Reference Basket will begin on the Commencement Date. If a Unit is issued prior to the Commencement Date it will have no economic exposure until the Commencement Date.

The Sequoia Launch Series 37 Units will only be issued at the discretion of the Issuer, and applications may be accepted or rejected at the discretion of the Issuer. Without limiting its discretion, the Issuer may choose not to proceed with the issue of the Units for a Series and terminate the product for those Units already issued for any reason whatsoever, including (without limitation) if there is a significant change in the Issuer's cost of hedging between the date of this PDS and the Commencement Date. Where the Issuer has not received the Prepaid Interest, Application Fee or Upfront Adviser Fee (if any) in respect of a Unit(s) from the Investor by the Application Payment Date, the Issuer will cancel the Units relating to the unpaid amounts and will arrange for the Investors name to be removed from the register of Unitholders.

If a decision is made for any reason not to issue, or not to proceed with the issue of the Units in Series 37, the Issuer will return the Prepaid Interest, Application Fee and Upfront Adviser Fee (if any) to applicants (without interest) within 10 Business Days of the scheduled Commencement Date and any Units already issued will be terminated.

The Units may mature early in the case of an Early Maturity Event or Issuer Buy-Back, and the Maturity Date may be extended in the case of a Market Disruption Event.

## 3. Worked Examples



Here are some examples demonstrating how the Performance Coupons are calculated. The examples are hypothetical only and are not forecasts or simulations of Unit returns nor are they a reference to past performance. The actual returns on the Units may be materially different from what is shown in these examples.

These examples may help Investors decide if the Units are a suitable investment. No content in this section or elsewhere in the Term Sheet PDS or PDS is investment advice and Investors should speak to their financial adviser before investing.

### 3.1 How does the investment perform?

Units may entitle Investors to receive Performance Coupons at the end of years 1, 2, 3 and at Maturity depending on the performance of the Strategy Value. The examples below demonstrate how the Performance Coupons are calculated depending on whether the performance of the Strategy Value over the life of the investment has been negative, positive or neutral.

The examples set out below show the return on an investment in the Units at Maturity.

#### Rounding:

All calculations made by the Issuer for the purposes of these worked examples will be made to not fewer than two decimal places. Other than as provided in these examples, rounding of numbers will not occur until the final calculation of a relevant amount or number at which time the Investor's entitlements will be aggregated and that aggregate will be rounded so that all money amounts are rounded down to the nearest whole cent and all numbers of Delivery Assets are rounded down to the nearest whole number.

#### Assumptions:

The below examples assume that Investors decide to invest in 100,000 Units with a \$1.00 Issue Price, resulting in an Investment Amount and Loan Amount of \$100,000 in Series 37.

The below examples also assume that there are no Early Maturity Events, Issuer Buy-Backs, Adjustment Events or Market Disruption Events.

#### Calculation of the Performance Coupons

There are four potential Performance Coupons payable to Investors during the Investment Term. Each is calculated with reference to the Strategy Value on the relevant Coupon Determination Date (as applicable).

The Units will pay out any positive performance annually. The Performance Coupons are determined by calculating the gross performance since the Commencement Date (determined by the Strategy Value), and subtracting any Performance Coupons paid in previous years, then reducing on account of the Performance Fee.

The following examples show how the net value (that is, the value as reduced by the impact of any relevant Performance Fee) of the first Performance Coupon, second Performance Coupon, Third Performance Coupon and Fourth Performance Coupon would be calculated, based on the assumed Strategy Values set out for Scenario 1 in the table below for a hypothetical investment in Series 37 of 100,000 Units at an Issue Price of \$1.00 per Unit.

Date	Strategy Value		
	Scenario 1 Positive Performance	Scenario 2 Moderate Performance	Scenario 3 Negative Performance
Initial Strategy Value:	100	100	100
Strategy Value on First Coupon Determination Date	105	103	99
Strategy Value on Second Coupon Determination Date	111	105.5	98
Strategy Value on Third Coupon Determination Date	116.5	108	97
Strategy Value on Fourth Coupon Determination Date	120	112	96





### Calculate the value of the Net First Coupon

For Scenario 1, the Net First Coupon per Unit would be calculated as follows at the relevant Coupon Determination Date:

$$\begin{aligned}
 \text{Gross First Coupon (AUD)} &= \text{Max} (0, 110\%^1 \times (\text{Strategy Value}_{y1} / \text{Initial Strategy Value} - 1)) \\
 &= \text{Max} (0, (110\% \times (105/100 - 1)) \\
 &= \text{Max} (0, 5.5\%) \\
 &= 5.5\%
 \end{aligned}$$

$$\begin{aligned}
 \text{Net First Coupon (AUD)} &= \text{Gross First Coupon} \times 90\% \\
 &= 5.5\% \times 90\% \\
 &= 4.95\% \\
 &= \$0.0495 \text{ AUD per Unit}
 \end{aligned}$$

(The 90% shown in the above formula has the effect of reducing the Gross First Coupon by the 10% Performance Fee).

Based on a holding of 100,000 Units, the Gross First Coupon paid would be 5.5% and Net First Coupon would be 4.95% after taking into account the impact of Performance Fees. The total amount of the Net First Coupon payable to an Investor in cash would be \$4,950 AUD

<sup>1</sup>Coupon Multiplier = 110%

### Calculate the value of the Net Second Coupon

For Scenario 1, the net value of the second Performance Coupon per Unit would be calculated as follows at the relevant Coupon Determination Date:

$$\begin{aligned}
 \text{Gross Second Coupon (AUD)} &= \text{Max}(0, 110\%^1 \times [\text{Strategy Value}_{y2} / \text{Initial Strategy Value} - 1] - \text{Gross First Coupon}) \\
 &= \text{Max} (0, (110\% \times [111/100 - 1] - 0.055)) \\
 &= \text{Max} (0, 12.1\% - 5.5\%) \\
 &= \text{Max} (0, 6.6\%) \\
 &= 6.6\%
 \end{aligned}$$

$$\begin{aligned}
 \text{Net Second Coupon (AUD)} &= \text{Gross Second Coupon} \times 90\% \\
 &= 6.6\% \times 90\% \\
 &= \$0.0594 \text{ AUD per Unit}
 \end{aligned}$$

(The 90% in the above formula has the effect of reducing the Coupon by the 10% Performance Fee).

Based on a holding of 100,000 Units, the total Gross Second Coupon paid would be 6.6% and Net Second Coupon would be 5.94% after taking into account the impact of Performance Fees. The total amount of the Net Second Coupon payable to an Investor in cash would be \$5,940 AUD

<sup>1</sup>Coupon Multiplier = 110%

### Calculate the value of the Net Third Coupon

For Scenario 1, the net value of the third Performance Coupon per Unit would be calculated as follows at the relevant Coupon Determination Date:

$$\begin{aligned}
 \text{Gross Third Coupon (AUD)} &= \text{Max} (0, 110\%^1 \times [\text{Strategy Value}_{y3} / \text{Initial Strategy Value} - 1] - \text{Gross First Coupon} - \text{Gross Second Coupon}) \\
 &= \text{Max} (0, 110\% \times [116.5/100 - 1] - 0.055 - 0.066) \\
 &= \text{Max} (0, 18.15\% - 5.5\% - 6.6\%) \\
 &= \text{Max} (0, 6.05\%)
 \end{aligned}$$

$$\begin{aligned}
 \text{Net Third Coupon (AUD)} &= \text{Gross Third Coupon} \times 90\% \\
 &= 6.05\% \times 90\% \\
 &= \$0.0544 \text{ AUD per Unit}
 \end{aligned}$$

(The 90% in the above formula has the effect of reducing the Coupon by the 10% Performance Fee).

Based on a holding of 100,000 Units, the total Gross Third Coupon paid would be 6.05% and Net Third Coupon would be 5.44% after taking into account the impact of Performance Fees. The total amount of the Net Third Coupon payable to an Investor in cash would be \$5,440 AUD

<sup>1</sup>Coupon Multiplier = 110%



### Calculate the value of the Net Fourth Coupon

For Scenario 1, the net value of the fourth Performance Coupon per Unit would be calculated as follows at the relevant Coupon Determination Date:

$$\begin{aligned}\text{Gross Fourth Coupon (AUD)} &= \text{Max}(0, 110\%^1 \times [\text{Strategy Value}_{y4}/\text{Initial Strategy Value} - 1] - \text{Gross First Coupon} - \text{Gross Second Coupon} - \text{Gross Third Coupon}) \\ &= \text{Max}(0, 110\% \times [120/100 - 1] - 0.055 - 0.066 - 0.0605) \\ &= \text{Max}(0, 22\% - 5.5\% - 6.6\% - 6.05\%) \\ &= 3.85\%\end{aligned}$$

$$\begin{aligned}\text{Net Fourth Coupon (AUD)} &= \text{Gross Fourth Coupon} \times 90\% \\ &= 3.465\% \times 90\% \\ &= \$0.03465 \text{ AUD per Unit}\end{aligned}$$

(The 90% in the above formula has the effect of reducing the Coupon by the 10% Performance Fee).

Based on a holding of 100,000 Units, the total Gross Fourth Coupon paid would be 3.85% and Net Fourth Coupon would be 3.465% after taking into account the impact of Performance Fees. The total amount of the Net Fourth Coupon payable to an Investor in cash would be \$3,465 AUD

<sup>1</sup>Coupon Multiplier = 110%

### Overview of Scenarios 1, 2 and 3

The table below sets out the Coupons per Unit which would apply to Scenario 1, 2 and 3. Each of the values listed below for Scenario 2 & 3 were calculated in the same way as set out in the examples above for Scenario 1.

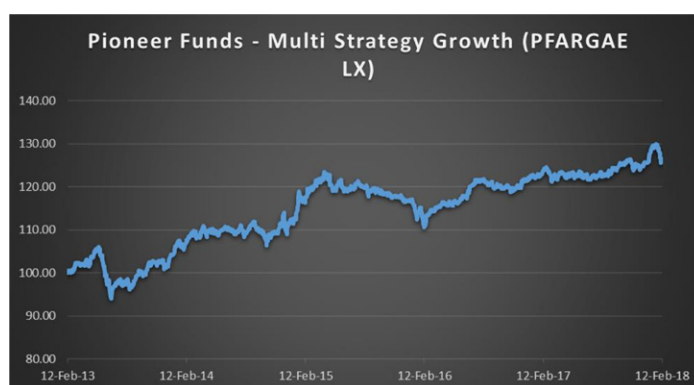
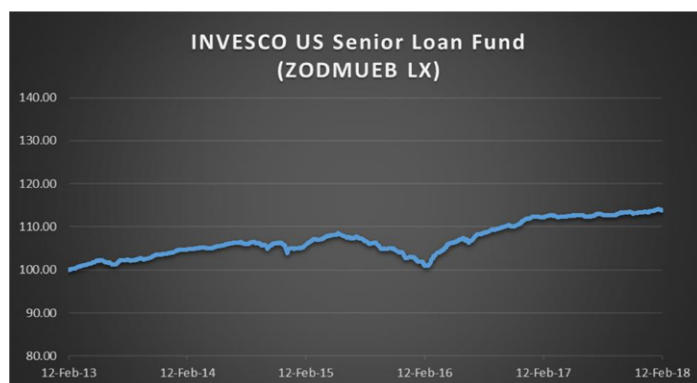
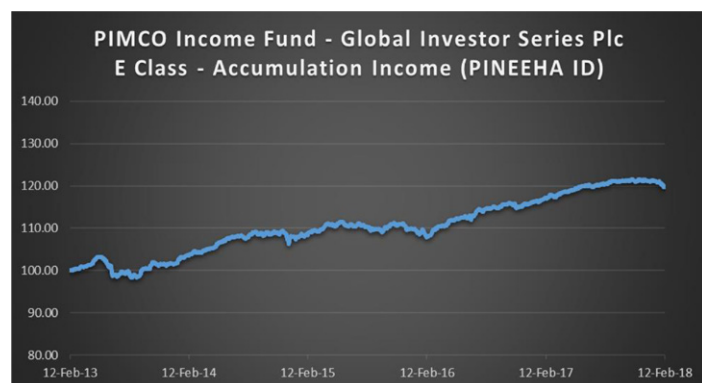
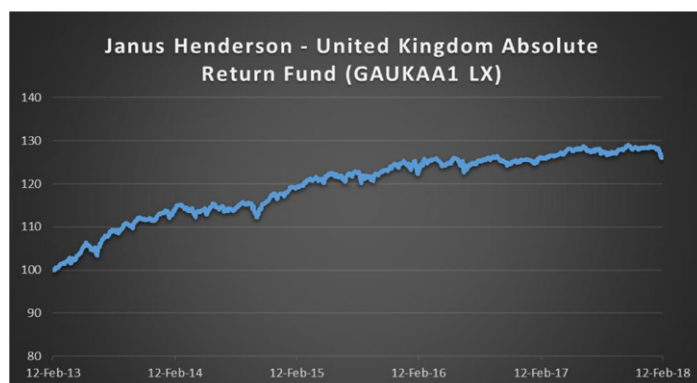
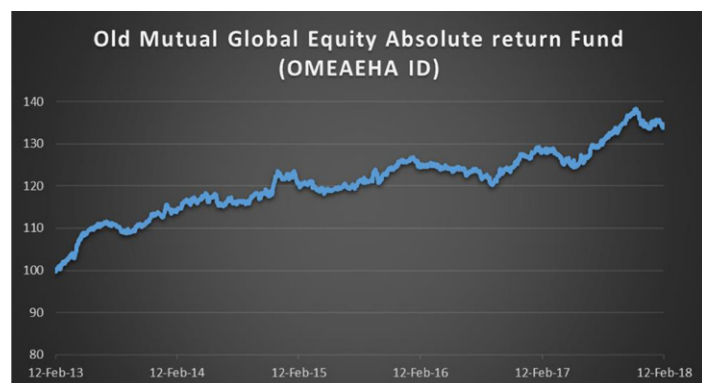
	Scenario 1	Scenario 2	Scenario 3
Gross First Coupon per Unit	\$0.055	\$0.033	\$0.00
Net First Coupon per Unit	\$0.0495	\$0.0297	
Gross Second Coupon per Unit	\$0.066	\$0.0275	\$0.00
Net Second Coupon per Unit	\$0.0594	\$0.02475	
Gross Third Coupon per Unit	\$0.0605	\$0.0275	\$0.00
Net Third Coupon per Unit	\$0.0544	\$0.02475	
Gross Fourth Coupon per Unit	\$0.0385	\$0.04	\$0.00
Net Fourth Coupon per Unit	\$0.03465	\$0.036	
Gross Cumulative Coupons per Unit	\$0.22	\$0.132	\$0.00
Net Cumulative Coupons per Unit	\$0.198	\$0.1188	\$0.00

## 4. Historical Performance of Underlying Funds comprising the Reference Basket



Historical information for each of the Underlying's comprising the Reference Basket have been provided by the Issuer to potential investors for educational purposes only and is not indicative of the future performance of the Units. It is important to note that the returns on the Units are based not only on the return of each Underlying but also on the volatility of each Underlying, as well as the EONIA cash rate. The data represents either the previous 5 years' performance data or, where this is not possible due to an Underlying existing for less than 5 years, all published performance data.

**Investors should note that past performance is not a reliable indicator of future performance. Future volatility and returns may vary.**



## 5. Formulae and Calculations



### Initial Strategy Value

100 on the Commencement Date

### Strategy Value

In respect of each Strategy Business Day  $t$ , other than the Initial Valuation Date, the Strategy Value Closing Level is calculated by the Issuer as the product of (a) and (b) where:

(a) is the Strategy Value Closing Level on the immediately preceding Strategy Business Day, and

(b) is the sum of (i) the product of (x) the Participation Rate as determined in respect of the Strategy Business Day that is two Strategy Business Days prior to such Strategy Business Day  $t$  and (y) the Performance of the Reference Basket Closing Level in respect of such Strategy Business Day  $t$  and (ii) the product of (m) 1 minus the Participation Rate as determined in respect of the Strategy Business Day that is two Strategy Business Days prior to such Strategy Business Day  $t$  and (n) 1 plus the product of (u) the Euro OverNight Index Average as of the TARGET Business Day immediately preceding the Strategy Business Day  $t$  and (v) the day count of actual days from (and excluding) the Strategy Business Day immediately preceding Strategy Business Day  $t$  to (and including) Strategy Business Day  $t$  divided by 360.

Expressed as formula:

$$SVCL_t = SVCL_{t-1} \times \left[ PR \times \frac{BCL_t}{BCL_{t-1}} + (1 - PR_{t-2}) \times (1 + r_t \times \frac{Act(t-1,t)}{360}) \right]$$

Where:

“PR” = Participation Rate

“SVCL <sub>$t$</sub> ” is the Strategy Value Closing Level on Index Business Day  $t$ ;

“SVCL <sub>$t-1$</sub> ” is the Strategy Value Closing Level on the Strategy Business Day immediately preceding Strategy Business Day  $t$ ;

“PR <sub>$t-2$</sub> ” is the Participation Rate as determined with respect to the Strategy Business Day that is two Strategy Business Days prior to Strategy Business Day  $t$ ;

“BCL <sub>$t$</sub> ” is the Reference Basket Closing Level with respect to Strategy Business Day  $t$ ; and

“BCL <sub>$t-1$</sub> ” is the Reference Basket Closing Level with respect to the Strategy Business Day that immediately precedes Strategy Business Day  $t$ .

“ $r_t$ ” is the Euro OverNight Index Average (being the rate published on Reuters under EONIA=) as of the TARGET Business Day immediately preceding the Strategy Business Day immediately preceding Strategy Business Day  $t$ . If such rate is not calculated nor published as aforesaid in respect of any relevant date, or if such rate is no longer suitable for use as reasonably determined by the Issuer,  $r_t$  shall be determined by Issuer in its sole discretion acting in a commercially reasonable manner, by reference to such reference source(s) that the Issuer deems to be reasonably appropriate.

“Act( $t-1,t$ )” is the number of calendar days from and excluding the Strategy Business Day  $t-1$ , to and including the Strategy Business Day  $t$ .

Capitalised terms used in this section shall have the meanings given to them below:

“**Fund Business Day**” means, in respect of a Reference Fund, a day on which the NAV of such Reference Fund is (1) determined and published according to the respective Offering Document and (2) subscription and redemption orders can be executed by the Reference Fund.

“**Common Business Day**” means, in respect of the Fund Basket, a day that is a Fund Business Day for each of the Reference Funds comprising the Fund Basket.

“**Basket Business Day**” means each Common Business Day from (and including) the Initial Basket Date.

“**Initial Basket Date**” means the 63rd Common Business Day immediately preceding the Initial Valuation Date.

“**Offering Document**” With respect to the Reference Fund, the current prospectus in relation to such Reference Fund, which can be retrieved by accessing the Reference Fund website or by contacting Issuer, as amended and supplemented from time to time.

“**Reference Fund**” With respect to a Fund Share, the issuer of the Fund Share.

“**Fund Share**” means a share of a given Share Class of a Reference Fund comprising the Fund Basket



**“Fund Basket”** means the group of the below constituents:

k	Reference Fund	Share Class	ISIN code	Bloomberg ticker
1	Old Mutual Global Equity Absolute Return Fund	A (EUR) Hedged Accumulation	IE00BLP5S460	OMEAEHA ID Equity
2	Janus Henderson United Kingdom Absolute Return Fund	R EUR Accumulation Hedged	LU0490786174	GAUKAA1 LX Equity
3	PIMCO Global Investors Series plc – Income Fund	E EUR Hedged Accumulation	IE00B84J9L26	PINEEHA ID Equity
4	Invesco Zodiac Funds–Invesco US Senior Loan	HH EUR	LU0288029514	ZODMUEB LX Equity
5	Pioneer Funds – Multi-Strategy Growth	E EUR ND	LU0363629873	PFARGEEX LX Equity

**“Strategy Business Day”** means each Common Business Day from (and including) the Initial Valuation Date.

**“Initial Valuation Date”** means []

**“Net Asset Value”** means, in respect of a Reference Fund and a Fund Business Day, the official net asset value of the Fund Shares as calculated and published by the Administrator (or other relevant entity) of the Fund in respect of that Fund Business Day, but provided that if such Fund Business Day is not a date for which the official net asset value per Fund Share is scheduled to be calculated, the Net Asset Value for such date shall be the official net asset value per Fund Share for the last day on which such value was scheduled to be calculated. Notwithstanding the foregoing, if the Index Calculation Agent determines that a Relevant Investor (as defined in section 4 (Index disruption and cancellation) below) redeeming Fund Shares in such Reference Fund on the basis of such date and such official net asset value would not have received the full proceeds of such redemption by the time that an investor would be scheduled, according to the Fund Documents (as defined in section 4 (Index disruption and cancellation) below) of such Reference Fund, to receive such sums (without giving effect to any gating, deferral, suspension or other provisions permitting such Reference Fund to delay or refuse redemption of Fund Shares), the Index Calculation Agent may (but is not obliged to) make such adjustments as it deems appropriate to the Net Asset Value for such date to reflect the same, which may include (without limitation) reducing the Net Asset Value by the amount of any unpaid proceeds per Fund Share.

**“Performance”** means, in respect of an Strategy Business Day t, an amount calculated by the Issuer equal to (i) the quotient of (a) the Net Asset Value in respect of Strategy Business Day t (as numerator) and (b) the Net Asset Value in respect of the Strategy Business Day immediately preceding such Strategy Business Day t (as denominator) minus (ii) one.

**“TARGET Business Day”** means a day on which the Trans-European Automated Real-time Gross settlement Express Transfer (TARGET2) system is open.





## Participation Rate

The Participation Rate depends on the highest (maximum realized volatility) of (i) the level of risk of the Reference Basket over a rolling 20 Business Day period and (ii) the level of risk of the Basket over a rolling 60 Business Day period. If the maximum realised volatility is greater than the Target Volatility, the Exposure will be less than 100 per cent. The more the maximum realised volatility exceeds the Target Volatility, the lesser the Exposure will be. In turn, if the maximum realised volatility is less than the Target Volatility, the Exposure will be 100 per cent.

$$\text{Participation Rate}_t = \text{Min} \left( \frac{\text{Target Volatility}}{\text{Max}(\text{HistoricalVol}_t^{20}, \text{HistoricalVol}_t^{60})}, 100\% \right)$$

Where:

“Target Volatility” is 2 per cent.

“HistoricalVol<sub>t</sub><sup>N</sup>” is the annualised volatility of the historical daily returns of the Basket from, and including, the Basket Business Day being N Basket Business Days before t up until, and excluding, t and is calculated as follows:

$$\text{HistoricalVol}_t^N = \sqrt{\frac{252}{N-1} \times \left[ \sum_{i=1}^N \left\{ \left( \frac{\text{BCL}_{t-i}}{\text{BCL}_{t-i-1}} - 1 \right) \right\}^2 - \frac{1}{N} \left( \sum_{i=1}^N \left( \frac{\text{BCL}_{t-i}}{\text{BCL}_{t-i-1}} - 1 \right) \right)^2 \right]}$$

Where:

“BCL<sub>t-i</sub>” is the Reference Basket Closing Level with respect to the Basket Business Day that precedes Basket Business Day t by i Basket Business Days.

“BCL<sub>t-i-1</sub>” is the Reference Basket Closing Level with respect to the Basket Business Day immediately preceding the Basket Business Day that precedes Basket Business Day t by i Basket Business Days.

## Calculation of Reference Basket Closing Level

The Reference Basket Closing Level in respect of the Initial Basket Date is set at 1.

In respect of each Basket Business Day t, other than the Initial Basket Date, the Basket Closing Level is calculated as the product of (a), (b) and (c) where:

(a) is the Basket Closing Level in respect of the Initial Valuation Date, and

(a) is one divided by five, and

(a) is the sum of the ratios of (i) the Net Asset Value with respect to Basket Business Day t to (ii) the Net Asset Value with respect to the Basket Business Day that immediately precedes Basket Business Day t for each of the 5 Reference Funds comprising the Fund Basket.

Expressed as formula:

$$\text{BCL}_t = \text{BCL}_0 \times \frac{1}{5} \times \sum_{k=1}^5 \frac{\text{NAV}_t^k}{\text{NAV}_0^k}$$

Where:

“BCL<sub>t</sub>” is the Reference Basket Closing Level on Basket Business Day t;

“BCL<sub>t-1</sub>” is the Reference Basket Closing Level on the Basket Business Day immediately preceding Basket Business Day t;

“NAV<sub>t</sub><sup>k</sup>” is the Net Asset Value of the of the relevant share class of the Reference Fund k comprising the Fund Basket, with respect to Basket Business Day t; and

“NAV<sub>t-1</sub><sup>k</sup>” is the Net Asset Value of the of the relevant share class of the Reference Fund k comprising the Fund Basket with respect to the Basket Business Day that immediately precedes Basket Business Day t.



## Coupons

<b>Gross First Coupon (AUD)</b>	= Max (0, Coupon Multiplier x (Strategy Value <sub>y<sub>1</sub></sub> /Initial Strategy Value – 1))
<b>Net First Coupon (AUD)</b>	= Gross First Coupon x 90%
<b>Gross Second Coupon (AUD)</b>	= Max(0, Coupon Multiplier x [Strategy Value <sub>y<sub>2</sub></sub> /Initial Strategy Value – 1] – Gross First Coupon))
<b>Net Second Coupon (AUD)</b>	= Gross Second Coupon x 90%
<b>Gross Third Coupon (AUD)</b>	= Max(0, Coupon Multiplier x [Strategy Value <sub>y<sub>3</sub></sub> /Initial Strategy Value – 1] – Gross First Coupon – Gross Second Coupon))
<b>Net Third Coupon (AUD)</b>	= Gross Third Coupon x 90%
<b>Gross Fourth Coupon (AUD)</b>	= Max(0, Coupon Multiplier x [Strategy Value <sub>y<sub>4</sub></sub> /Initial Strategy Value – 1] – Gross First Coupon – Gross Second Coupon – Gross Third Coupon))
<b>Net Fourth Coupon (AUD)</b>	= Gross Fourth Coupon x 90%

Where:

<b>Strategy Value<sub>y<sub>1</sub></sub></b>	means the Strategy Value Closing Level on the First Coupon Determination Date.
<b>Strategy Value<sub>y<sub>2</sub></sub></b>	means the Strategy Value Closing Level on the Second Coupon Determination Date.
<b>Strategy Value<sub>y<sub>3</sub></sub></b>	means the Strategy Value Closing Level on the Third Coupon Determination Date.
<b>Strategy Value<sub>y<sub>4</sub></sub></b>	means the Strategy Value Closing Level on the Fourth Coupon Determination Date.

(The 90% shown in the above formulas has the effect of reducing the Gross Coupon by the 10% Performance Fee).

**Coupon Multiplier** = 110%

## 6. Master PDS



This Term Sheet PDS must be read in conjunction with the Master PDS dated 14 August 2017.

Please download the Master PDS at [www.sequoiasi.com.au/masterpdswithloanPDS14August2017](http://www.sequoiasi.com.au/masterpdswithloanPDS14August2017) or





This is an Application Form for Units in the Sequoia Launch Units – Series 37 issued by Sequoia Specialist Investments Pty Ltd (ACN 145 459 936) and arranged by Sequoia Asset Management Pty Ltd (ACN 135 907 550, AFSL 341506). This Application Form accompanies the Term Sheet PDS for each Series dated 15 February 2018, the Master PDS dated 14 August 2017 and any supplementary PDS issued for the Units. It is important that you read the Term Sheet PDS and PDS in full and the acknowledgements contained in this Application Form before applying for the Units. The Issuer will provide you with a paper copy of the PDS including the Master PDS, any supplemental PDS and the Application Form, on request without charge.

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 including any supplemental PDS.

The Minimum Investment is 100,000 Units in each Series.

This Application Form and direct debit details must be received by the Registrar by 4:00 pm in order to be processed) and Units are only issued on receipt of:

- this Application Form,
- approval of the Application by the Issuer and Lender, and
- verification of the applicant's identity,
- payment in full of the Prepaid Interest and any applicable Fees per the relevant Term sheet PDS.

Potential investors should obtain independent financial and taxation advice as to the suitability of this investment to them having regard to their investment objectives, financial situation and particular needs. Nothing in this PDS is a recommendation by the Issuer, the Security Trustee, the Custodian or their related bodies corporate concerning investment in the Units or any specific taxation consequences arising from an investment in the Units.



## SECTION A – INVESTOR DETAILS

What type of person or entity is applying? Please tick one box ONLY and complete all the sections indicated.

- ☐ Individual or joint– must complete section **A1, B, C, D, E, F, G, H, I and J**
- ☐ Australian Company – must complete **A1 (Directors), A2, B, C, D, E, F, G, H, I and J**
- ☐ Trust/Super Fund with Individuals as Trustee – must complete **A1 (Trustees), A3, B, C, D, E, F, G, H, I, J and K**
- ☐ Trust/Super Fund with Corporate Trustee – must complete **A1 (Directors), A2 (Company), A3, B, C, D, E, F, G, H, I, J and K**

### **A1 INDIVIDUAL INVESTOR DETAILS (MUST COMPLETE)** **(including individuals acting as trustee and corporate directors)**

#### **INVESTOR 1 (Your name MUST match your ID exactly.)**

**All individuals must provide certified copies of photo identification, such as passports, driver's licenses or similar government issued photo ID**

Title:	Given Names (in full)	Surname:		
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Date of Birth (dd/mm/yyyy)		Country of Citizenship		
<input type="text"/>		<input type="text"/>		
Residential Address				
<input type="text"/>				
City/Suburb/Town	State	Postcode	Country	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	
Email Address				
<input type="text"/>				
Telephone (home)	Area code	Number		
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Telephone (business hours)	Area code	Number		
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Mobile	<input type="text"/>			
<input type="text"/>				
Fax:	Area code	Number		
<input type="text"/>	<input type="text"/>	<input type="text"/>		

#### **INVESTOR 2 (Your name MUST match your ID exactly.)**

Title:	Given Names (in full)	Surname:		
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Date of Birth (dd/mm/yyyy)		Country of Citizenship		
<input type="text"/>		<input type="text"/>		
Residential Address				
<input type="text"/>				
City/Suburb/Town	State	Postcode	Country	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	
Email Address				
<input type="text"/>				
Telephone (home)	Area code	Number		
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Telephone (business hours)	Area code	Number		
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Mobile	<input type="text"/>			
<input type="text"/>				
Fax:	Area code	Number		
<input type="text"/>	<input type="text"/>	<input type="text"/>		





## A2 AUSTRALIAN CORPORATIONS & CORPORATE TRUSTEES

**Must provide a certified copy of an ASIC search on the company name or certificate of registration**

Full name of the company as registered by ASIC

ACN or ABN

Registered Office Address (PO Box is NOT acceptable)

City/Suburb/Town

State

Postcode

Country

Principal Place of Business (if any) (PO Box is NOT acceptable)

City/Suburb/Town

State

Postcode

Country

Main Contact

Email Address

Telephone (business hours) Area code  Number

Fax: Area code  Number

### Company type

☐ Public – note that at least one Director must also complete A1

☐ Proprietary – complete Director details below for all directors and at least one Director must also complete A1

How many directors are there?

Each Director's name in full (in Capitals)

If the company is a proprietary company and is not a regulated company, the full name and residential address (in capitals) of each individual that who owns, through one or more shareholdings, more than 25% of the issued capital of the Company.

If the company is a majority owned subsidiary of an Australian listed company, the name of the listed company and the relevant exchange.

If the company is regulated, the name of the regulator and details of the relevant license.

## A3 TRUSTS or SUPER FUND DETAILS

**Must provide certified copy of the first few pages of the Trust deed or ATO website extract or ATO communication**

Name of Trust or SMSF

Country of establishment

Date of establishment

ABN

BENEFICIARY 1 – Name

ABN (if applicable)

BENEFICIARY 2 – Name

ABN (if applicable)

BENEFICIARY 3 – Name

ABN (if applicable)



## TAX FILE NUMBER

TFN Details for the Entity making the investment (e.g. if investing using a SMSF, please provide TFN details for the SMSF)

Are you an Australian resident for tax purposes? ☐ Yes ☐ No

If no, please specify your country of tax residence

Australian Tax File Number (This information requested by Sequoia Nominees No. 1 Pty Ltd as Custodian.)

OR ☐ Exempt from quoting a tax file number

Exemption details (if applicable)

## SECTION B – ACCOUNT CONTACT DETAILS (MUST COMPLETE)

Please indicate your preferred account contact details:

☐ Same as Section A

☐ Please use the following address for correspondence

Main Contact

Postal Address

City/Suburb/Town

State

Postcode

Country

Email Address

Telephone (home)

Area code

Number

Telephone (business hours)

Area code

Number

Mobile

Fax:

Area code

Number

## SECTION C – INVESTMENT DETAILS (MUST COMPLETE)

### Details of the Units to be purchased:

	Series 37 Diversified Basket of Global Investment Funds
Number of Units	
Issue Price	\$1.00 per Unit
Investment Amount (\$)	\$ _____
Prepaid Interest (A) (1.99% p.a. x 4 years)	\$ _____ (Investment Amount x 7.96%)
Application Fee (B) (2.0%)	\$ _____ (Investment Amount x 2.0%)
Upfront Adviser Fee* (C)	\$ _____
<b>Total Amount Payable* (A) + (B) + (C)</b>	<b>\$ _____</b>

Adviser Fees are collected by the Issuer and paid to your advisers dealer group. Please discuss and agree with your adviser the total amount that you will pay (if any) for financial product advice given by your adviser to you in relation to your investment in the Units.

By signing the Application Form you irrevocably authorise the Issuer to collect the Adviser Fee (if any) specified on this Application Form at the same time as the other payments are direct debited and irrevocably direct the Issuer to pay these amounts to your adviser on your behalf.



## SECTION D – OPERATING AUTHORITY (MUST COMPLETE)

When giving instructions to us about your investment please indicate who has authority to operate your account:

INDIVIDUAL/JOINT ACCOUNTS (if no box is ticked we will assume all can sign)

☐ any one applicant to sign ☐ both applicants to sign

COMPANY, TRUST, SUPER FUND ACCOUNTS (if no box is ticked all future written instructions must be signed by two directors/trustees, director and secretary, or the sole director)

☐ any one applicant to sign ☐ any two applicants to sign ☐ all applicants to sign ☐ Other

## SECTION E – PRIVACY

Sequoia Specialist Investments Pty Ltd may wish to contact you about future investment opportunities that may be of interest. Please tick the box if you do NOT wish to be contacted for this purpose.

☐ I/We do not wish to receive information from Sequoia Specialist Investments regarding future investment opportunities.

## SECTION F – PROVIDING IDENTIFICATION

☐ I/We confirm I/we have ATTACHED CERTIFIED COPIES of the required proof of identification with this Application Form for each investor/applicant.

Persons authorised to certify a copy of the documents used to verify individual's identity can be found in Section 19.

## SECTION G – DECLARATIONS & SIGNATURES

### YOU SHOULD READ THE PDS IN FULL BEFORE SIGNING THIS APPLICATION FORM

By completing this Application Form you:

1. declare that you have read and understood this Term Sheet PDS and the Master PDS.
2. declare that you have read and understood Section 6 "Terms of the Deferred Purchase Agreement" of the Master PDS.
3. declare that you have read and agree to the terms of Section 8 "Loan Agreement" of the Master PDS.
4. agree to the collection, use and disclosure of your personal information provided in this Application Form.
5. declare that you have received this Term Sheet PDS and the Master PDS personally, electronically or a print-out of it, accompanied by or attached to this Application Form before signing the form.
6. declare that all information provided in the Application Form or any other information provided in support of the Application is true and correct.
7. acknowledge that none of Issuer, Custodian or any member of their respective groups or any of their directors or associates or any other entity guarantees the performance of or the repayment of capital invested in, or income from the Units.
8. declare that if the Execution Page of this Application Form is signed under power of attorney, you have no knowledge of the revocation of that power of attorney.
9. declare that you have the power to make an investment in accordance with this application, including the Application for the Loan in accordance with the Loan Agreement and the Units in accordance with the terms of this PDS.
10. declare that you have read and understood the Direct Debit Request Service Agreement.
11. confirm and make the declarations set out in the Direct Debit Authority.
12. declare that sole signatories signing on behalf of a company are signing as sole director or as a sole director/secretary of the company.
13. acknowledge that an investment in the Units is subject to risks including possible delays in repayment and possible loss of capital invested.
14. agree to be bound by the provisions of the terms and conditions of the Units set out in the PDS, specifically those contained in Section 6 "Terms of the Deferred Purchase Agreement" and Section 8 "Loan Agreement" of the Master PDS, and as amended from time to time.
15. acknowledge that the terms and conditions of the Units are an agreement between the Issuer, the Custodian and the Investor arising on the terms and conditions set out in Section 6 "Terms of the Deferred Purchase Agreement" of the Master PDS.
16. acknowledge that you give the indemnities in clause 12 of Section 6 "Terms of the Deferred Purchase Agreement" and clause of Section 8 "Loan Agreement" of the Master PDS for the benefit of the Issuer and the Custodian.
17. acknowledge that this PDS does not constitute an offer in any jurisdiction in which, or to any person of whom, it would be unlawful to make the offer.
18. declare that if investing as a trustee of a trust ("Trust") (including acting as trustee for a superannuation fund) you are acting in accordance with your designated powers and authority under the Trust Deed. In the case of Superannuation Funds, you also confirm that the funds are complying funds under the Superannuation Industry (Supervision) Act.
19. declare that if investing as a trustee of a trust (**Trust**) (including acting as trustee for a superannuation fund), you are familiar with the documents constituting the trust (the **Trust Documents**) (and as amended, if applicable) purporting to establish, and relating to, the Trust and hereby declare and confirm that:
  - a) the Trust and the Trust Documents have been validly constituted and is subsisting at the date of this declaration;
  - b) you will be and are empowered and authorised by the terms of the Trust Documents examined by you to enter into and bind the Trust to the transactions completed by the Terms and this Term Sheet PDS and the Master PDS;
  - c) the transactions completed by the Terms and this Term Sheet PDS and Master PDS do or will benefit the beneficiaries of the Trust; and
  - d) you have all the power, authority and discretion vested as trustee to apply for and hold the Units.
20. acknowledge that there is a Security Interest over the Hedge, known as the Hedge Security Deed (described in Section 3 "Security Arrangements" of the Master PDS) and you are entitled to the benefit of the Hedge Security Deed, bound by the terms of the Hedge Security Deed and must perform all of the obligations and comply with all restrictions and limitations applicable to you under the Hedge Security Deed. You also



acknowledge that the benefit of the Hedge Security Deed is held by the Security Trustee on trust for you in accordance with the Security Trust Deed (described in Section 3 "Security Arrangements" of the Master PDS).

21. acknowledge that all information relating to this Application Form for investment or any subsequent information relating to this investment may be disclosed to any service provider and to your adviser. This authority will continue unless revoked in writing by you.
22. If you use the facsimile or email facility you:
  - a) release, discharge and agree to indemnify the Issuer and their agents, including the registrar and their respective officers from and against all losses, liabilities, actions, proceedings, accounts, claims and demand arising from instructions received under the facility;
  - b) agree that a payment made in accordance with the conditions of the facility shall be in complete satisfaction of all obligations to you for a payment, notwithstanding it was requested, made or received without your knowledge or authority.
23. acknowledge the Issuer has entered into custodial arrangements with Sequoia Nominees No. 1 Pty Ltd ("Custodian").
24. acknowledge that your Units will be issued to the Custodian on your behalf and the Custodian will hold your Units subject to the Investor Security Deed in accordance with the terms of the Loan Agreement and the Custody Deed.
25. irrevocably direct and authorise the Lender to draw down the Loan Amount and pay the amount directly to the Issuer in satisfaction of your obligation to pay your Investment Amount.
26. acknowledge that if the Units are subject to Early Maturity for any reason, you will not be entitled to any Final Coupon payable or the Delivery Parcel on or after the occurrence of the relevant Early Maturity Event.
27. irrevocably direct and authorise the payment of the Final Coupon, Buy-Back Price, Termination Payment, Early Maturity Value and Sale Monies to be paid firstly to the Lender in repayment of the Loan Amount. However the Lender does not intend to apply the Final Coupon (if any) to the Loan Amount during the Investment Term unless there is an Event of Default under the Investor Security Deed.
  - . if you fail to pay the Loan Amount, you assign all of your rights under the Loan Agreement to the Acceptor and the Acceptor will assume all of your obligations under the Loan Agreement on your behalf. You will be deemed to direct the Custodian to hold the Delivery Parcel on your behalf, and to authorise and direct the Issuer (or its nominees) to sell or procure the sale of the Delivery Parcel and to apply the resulting Sale Monies (which includes a deduction for Delivery Costs) to pay the Lender an amount equal to the Loan Amount when the Acceptor assumed your obligations under the Loan.
29. agree and acknowledge that their recourse against the Issuer is limited to the Secured Property only and otherwise they can take no action against the Issuer.
30. irrevocably appoint for valuable consideration the Issuer, its related bodies corporate and each of their respective employees whose title includes the word "director" jointly, and each of them severally as my/our true and lawful agent to do all acts and things:
  - a) necessary to bind you to the Terms, give effect to the Terms, including without limitation, completing or amending any Application Forms (if the Issuer, in its absolute discretion, has accepted the Application Form);
  - b) necessary to give effect to, amend, execute, register or enforce the Custody Deed or Investor Security Deed and bind you to the terms of the Custody Deed;
  - c) that the Investor is obliged to do under the Terms;
  - d) which, in the opinion of the Issuer are necessary in connection with:
    - i. payment of any moneys to the Investor;
    - ii. the Maturity process, including without limitation, if an Early Maturity Event occurs;
    - iii. any Issuer Buy-Back;
    - iv. the Delivery Assets, including without limitation the delivery or sale of the Delivery Assets;
    - v. the repayment of the Loan Amount;
    - vi. the Investor Security Deed, including without limitation the perfection and enforcement of the Investor Security Deed.
31. indemnify the agent against all claims, losses, damages and expenses suffered or incurred as a result of anything done in accordance with the above agency appointment.
32. agree to give further information or personal details to the issuer if it reasonably believes that it is required to meet its obligations under anti-money laundering counterterrorism or taxation legislation. By making this application, you represent and covenant that the funds you are investing are not the proceeds of crime or money laundering, nor connected with the financing of terrorism. You agree that the Issuer may in its absolute discretion determine not to issue units to you, may cancel any units that have been issued to you or may redeem any units issued to you if the Issuer believes that such action is necessary or desirable in light of its obligations under the Commonwealth *Anti-Money Laundering and Counter-Terrorism Financing Act 2006* or any related legislation.
33. Have read and understand the Privacy Policy for the Issuer and the Security Trustee as described in detail in Section 5 "Additional Information" of the Master PDS



## SECTION H – Bank Account Details

### How will you pay for your investment

☐ I will pay directly via **Electronic Funds Transfer (EFT)** to the following account:

BSB: 032-002

AC: 744 480

Name: Sequoia Specialist Investment Pty Ltd <Investor Trust AC>

☐ Please **Direct Debit** my Nominated Account

This Direct Debit Request includes this page and the section entitled “Section J – Execution Page”.

**Important Note:** Bank account name(s) must match the Applicant name(s) in the Application Form and be signed by that person(s). If a company or corporate Trust is applying, this form must be signed by either the sole director (if there is only one) OR two directors or a director and secretary (if there are two or more).

### In the case of a joint account, both signatures are required in Section J.

Surname or Company Name

Given Name or ABN

Surname or Company Name

Given Name or ABN

authorise and request Sequoia Specialist Investments Pty Ltd ACN 145 459 936, (or its nominee, related entity assignee, transferee, participant or sub-participant as required), until further notice in writing, to arrange, through its own Financial Institution, for any amount that Sequoia Specialist Investments Pty Ltd may properly change me/us to be debited from my/our Nominated Account via the Bulk Electronic Clearing System at the financial institution shown below and paid to Sequoia Specialist Investments Pty Ltd subject to the terms and conditions of the Direct Debit Request Service Agreement in the Master PDS. Investors should ensure sufficient funds are in the Nominated Account from this date to prevent any dishonour fees.

### Account Details

Bank Name/Institution

Branch name and address

City/Suburb/Town

State

Postcode

Country

BSB

Account Number

Account Name





## SECTION I – FATCA STATUS

The Foreign Account Tax Compliance Act (FATCA) is a US law, effective 1 July 2014, which impacts investors worldwide. FATCA attempts to minimise US income tax avoidance by US persons investing in assets outside the US, including through their investments in Foreign Financial Institutions. FATCA requires reporting of US persons' direct and indirect ownership of non-US accounts and non-US entities to the US Internal Revenue Service (IRS).

The Custodian is required to provide information about the following investors to the ATO:

- Investors identified as US citizens or tax residents (information about corporations and trusts with US substantial owners or controlling persons will also be reported).
- Investors who do not confirm their FATCA status.
- Certain Financial Institutions that do not meet their FATCA obligations (Non-participating Foreign Financial Institutions).

Note: This section is part of the identification requirements relating to FATCA. If you do not provide the information about your FATCA status, we will not be able to process your application.

Are any named applicants in this application:

- a US Person, being either:
  - a US citizen or US resident individual;
  - a partnership or corporation organized in the US or under the laws of the US;
  - a trust where:
    - a US court would have authority under applicable law to render orders or judgments concerning substantially all issues regarding administration of the trust; and
    - one or more US Persons having the authority to control all substantial decisions of the trust; or
  - an estate of a deceased person who was a citizen or resident of the US; or
- an entity (other than an individual) that is not a US Person and has individual beneficial owners who are US Persons who own at least 25% of the interests in the entity through direct or indirectly interests) or otherwise control the entity;
- a trust that has a settlor, a trustee or beneficiaries or other individuals that control the trust and are US citizen or US resident individuals;
- a financial institution (e.g. custodial or depository institution, investment entity or insurance company) that has a global intermediary identification number (GIIN); or
- a trust with a trustee that is a financial institution (e.g. custodial or depository institution, investment entity or insurance company) that has a GIIN.

☐ **No. Please go to next Section. Nothing further required.**

☐ **Yes Please provide the name(s), address and US Tax Payer Identification Number (TIN) of you and each relevant US person mentioned above.**

Name (in full)	Indicate if an individual, partnership, company, trust, trustee, settlor, beneficial owner or financial institution	US TIN and GIIN (if any)	Address (if not already provided in this application form)
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>



## SECTION J – EXECUTION PAGE

This execution page forms part of the Application Form and Direct Debit Request

### Acknowledgments

I/We understand and acknowledge that by signing below:

- I/We have read and understood, and agree to, the terms and conditions governing the direct debit arrangements between me/us and Sequoia Specialist Investments Pty Ltd as set out in the Direct Debit Request Service Agreement of this PDS; and
- I/We make the declarations set out in Section H of this Application Form.

### Business/Investment Purpose Declaration

I/We declare that the credit to be provided to me/us by the credit provider is to be applied wholly or predominantly for:

- business purposes; or
- investment purposes other than investment in residential property.

### IMPORTANT

You should only sign this declaration if this loan is wholly or predominantly for:

- business purposes; or
- investment purposes other than investment in residential property.

I/We irrevocably authorise the Issuer to collect the Upfront Adviser Fee (if any) specified on our Application Form at the same time as the other payments are direct debited and irrevocably direct the Issuer to pay these amounts to your adviser on our behalf.

I/We indemnify the Issuer against any claim from an adviser to recover the Adviser Fee once the investment has commenced and Units have been issued.

Name of Individual/Director 1 (Print Name)

Signature of Individual/Director 1

Date

Tick capacity – mandatory for companies ☐ Sole Director ☐ Director ☐ Secretary

Tick capacity if appropriate: ☐ Individual Trustee ☐ Corporate Trustee ☐ Partner

Name of Individual/Director 2 (Print Name)

Signature of Individual/Director 2

Date

Tick capacity – mandatory for companies ☐ Sole Director ☐ Director ☐ Secretary

Tick capacity if appropriate: ☐ Individual Trustee ☐ Corporate Trustee ☐ Partner

If you are signing this form in your own capacity, then please state your name and the capacity in which you are signing e.g. James West, director of West Pty Ltd as Trustee for the West Family Trust.



## DIRECT DEBIT REQUEST SERVICE AGREEMENT

Between the Investor and Sequoia Specialist Investments Pty Ltd ACN 145 459 936.

This debit or charge will be made through the Bulk Electronic Clearing System (BECS) from your account held at the financial institution you have nominated below and will be subject to the terms and conditions of the Direct Debit Request Service Agreement.

### 1. Definitions

The following definitions apply in this agreement.

**"Account"** means the account held at Your Financial Institution from which We are authorised to arrange for funds to be debited.

**"Agreement"** means this Direct Debit Request Service Agreement between You and Us.

**"Banking Day"** means a day other than a Saturday or a Sunday or a public holiday listed throughout Australia.

**"Debit Day"** means the day that payment by You to Us is due.

**"Debit Payment"** means a particular transaction where a debit is made.

**"Direct Debit Request"** means the Direct Debit Request between Us and You.

**"Our, Us or We"** means Sequoia Specialist Investments Pty Ltd ("Sequoia") which You have authorised by signing a Direct Debit Request.

**"Term Sheet PDS"** means the document to which this Agreement was attached and which sets out the terms of the offer of the Sequoia Launch Units – Series 37 Deferred Purchase Agreements.

**"You or Your"** means the person(s) who has signed or authorised by other means the Direct Debit Request.

**"Your Financial Institution"** is the financial institution where You hold the Account that You have authorized Us to arrange to debit.

### 2. Debiting Your account

2.1 By signing an Application Form that contains the Direct Debit Request, You have authorised Us to arrange for funds to be debited from Your Account. You should refer to the Direct Debit Request and this agreement for the terms of the arrangement between Us and You.

2.2 We will only arrange for funds to be debited from Your Account as authorised in the Direct Debit Request.

2.3 If the Debit Day falls on a day that is not a Banking Day, We may direct Your Financial Institution to debit Your Account on the following Banking Day.

2.4 If You are unsure about which day Your Account has or will be debited You should ask Your Financial Institution.

### 3. Amendments by Us

3.1 We may vary any details of this Agreement or a Direct Debit Request at any time by giving You at least fourteen (14) days written notice.

### 4. Amendments by You

4.1 You may change, stop or defer a debit payment, or terminate this agreement by providing Us with at least fourteen (14) days notification by writing to:

Sequoia Specialist Investments Pty Ltd  
PO Box R1837  
Royal Exchange NSW 1225

or

by telephoning Us on 02 8114 2222 during business hours;

or

arranging it through Your own financial institution.

### 5. Your obligations

5.1 It is Your responsibility to ensure that there are sufficient clear funds available in Your Account to allow a Debit Payment to be made in accordance with the Direct Debit Request.

5.2 If there are insufficient clear funds in Your Account to meet a Debit Payment:

- (a) You may be charged a fee and/or interest by Your Financial Institution;

- (b) You may also incur fees or charges imposed or incurred by Us; and

- (c) You must arrange for the Debit Payment to be made by another method or arrange for sufficient clear funds to be in Your Account by an agreed time so that We can process the Debit Payment.

5.3 You should check Your account statement to verify that the amounts debited from Your Account are correct

5.4 If We are liable to pay goods and services tax ("GST") on a supply made in connection with this Agreement, then You agree to pay Us on demand an amount equal to the consideration payable for the supply multiplied by the prevailing GST rate.

### 6. Dispute

6.1 If You believe that there has been an error in debiting Your Account, You should notify Us directly and confirm that notice in writing with Us as soon as possible so that We can resolve Your query more quickly. Alternatively You can take it up with Your Financial Institution direct.

6.2 If We conclude as a result of Our investigations that Your Account has been incorrectly debited We will respond to Your query by arranging for Your Financial Institution to adjust Your account (including interest and charges) accordingly. We will also notify You in writing of the amount by which Your Account has been adjusted.

6.3 If We conclude as a result of Our investigations that Your Account has not been incorrectly debited We will respond to Your query by providing You with reasons and any evidence for this finding in writing.

### 7. Accounts

You should check:

- (a) with Your Financial Institution whether direct debiting is available from Your account as direct debiting is not available on all accounts offered by financial institutions;
- (b) Your account details which You have provided to Us are correct by checking them against a recent account statement; and
- (c) with Your Financial Institution before completing the Direct Debit Request if You have any queries about how to complete the Direct Debit Request.

### 8. Confidentiality

8.1 We will keep any information (including Your account details) in Your Direct Debit Request confidential. We will make reasonable efforts to keep any such information that We have about You secure and to ensure that any of our employees or agents who have access to information about You do not make any unauthorised use, modification, reproduction or disclosure of that information.

8.2 We will only disclose information that We have about You:

- (a) to the extent specifically required by law; or
- (b) for the purposes of this agreement (including disclosing information in connection with any query or claim).

### 9. Notice

9.1 If You wish to notify Us in writing about anything relating to this agreement, You should write to Your Account Manager.

9.2 We will notify You by sending a notice in the ordinary post to the address You have given Us in the Application Form to the PDS.

9.3 Any notice will be deemed to have been received on the third banking day after posting. Execution by You of the Application Form that contains the Direct Debit Request deems You to have read and understood the terms of this Direct Debit Request Service Agreement.



## Section K – Trustee Declaration (Trusts & SMSFs to complete)

This form must be provided to the Issuer by you, as Trustee of the Trust named in the Application Form (the “Trust”), if you are applying for the Sequoia Launch Units – Series 37.

Dear Sir/Madam

This Trustee's Declaration is provided to the Issuer (and each of its related bodies corporate) in connection with the issue of the Sequoia Launch Units – Series 37.

I am the Trustee of the Trust and am familiar with the documents constituting the Trust (the “Trust Documents”) (and as amended if applicable) purporting to establish, and relating to, the Trust.

I hereby declare and confirm that:

1. The Trust and Trust Documents to have been validly constituted and is subsisting at the date of this declaration
2. I am empowered and authorised by the terms of the Trust Documents examined by me to enter into and bind the Trust to the transactions contemplated by the Terms of the Sequoia Launch Units – Series 37 Term Sheet PDS dated 15 February 2018 (as relevant) and the Master PDS dated 14 August 2017.

Director/Trustee 1 (Print Name)

Signature (Director/Trustee 1)

Date

Tick capacity – mandatory for companies ☐ Sole Director ☐ Director ☐ Secretary

Tick capacity if appropriate: ☐ Individual Trustee ☐ Corporate Trustee ☐ Partner

Director/Trustee 2 (Print Name)

Signature (Director/Trustee 2)

Date

Tick capacity – mandatory for companies ☐ Sole Director ☐ Director ☐ Secretary

Tick capacity if appropriate: ☐ Individual Trustee ☐ Corporate Trustee ☐ Partner

**ADVISER USE ONLY**

Adviser Name (in full)

Adviser Postal Residential Address

City/Suburb/Town

State

Postcode

Country

Adviser Phone (business hours) Area code

Number

Adviser Email

Adviser Stamp

Dealer Group name

Dealer Phone (business hours) Area code

Number

Dealer Group AFS License Number

Dealer Group ABN

**IMPORTANT – MUST BE COMPLETED FOR EACH APPLICATION**

The following must be completed in order to fulfil the legislative requirements of the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 as amended from time to time ("AML/CTF"). Please refer to Section 12 of the Master PDS for a guide to acceptable identification documentation.

**ID Document Details****Applicant 1****Applicant 2**

Verified From

☐ Original☐ Certified Copy☐ Original☐ Certified Copy

Document Issuer

Issue Date

Expiry Date

Document Number

**Applicant Information**

I confirm the following:

- I confirm that I have sighted original or certified copies of the Applicants identity documents.
- I will hold the material from which I have verified the information for 7 years from the date of this investment.
- I have attached identity documents for this Application and will provide any available information about that client, if requested by the Issuer, its Agent or AUSTRAC.
- I acknowledge that it may be a criminal offence to knowingly provide false, forged, altered or falsified documents or misleading information or documents when completing this Application form.

**Payment of the Adviser Fee – consent to fee payment arrangements**

By signing this Application Form, we:

- agree that our fee for the provision of financial product advice to the Investors(s) (i.e. the Adviser Fee made up of the Upfront Adviser Fee (if any)) is as specified in Section C of the Application Form;

Authorised Investment Adviser Signature

Authorised Representative Number

Date

- consent to the collection of the Upfront Adviser Fee and Ongoing Adviser Fee by the Issuer;
- agree that the Issuer has no liability to us for the amount of the Upfront Adviser Fee and Ongoing Adviser Fee or the collection or remittance of the Upfront Adviser Fee and Ongoing Adviser Fee to us;
- agree and acknowledge that if the Issuer decides not to proceed with the issue of the Units for any reason then the Upfront Adviser Fee or Ongoing Adviser Fee will not be collected (or, if collected, will be returned to applicants without interest), the Upfront Adviser Fee and Ongoing Adviser Fee will not be payable to us and we will have no action against the Issuer in respect of the Adviser Fee;
- agree and acknowledge that if the Unitholder(s) investment in the Units is terminated for any reason, the Upfront Adviser Fee and Ongoing Adviser Fee will not be collected and we will have no action against the Issuer in respect of any unpaid Adviser Fee; and
- agree to indemnify and hold the Issuer harmless against any damage, loss, cost, liability or expense of any kind (including without limitation penalties, fines and interest) incurred by the Issuer arising from or connecting in any way with the collection and remittance of the Upfront Adviser Fee or Ongoing Adviser Fee.

# Sequoia Launch Units – Series 37



## ISSUER BUY-BACK FORM

This is an Issuer Buy-Back Form for Units in the Sequoia Launch Units – Series 37 issued by Sequoia Specialist Investments Pty Ltd (ACN 145 459 936) and arranged by Sequoia Asset Management Pty Ltd (ACN 135 907 550, AFSL 341506). This Issuer Buy-Back Form accompanies the Term Sheet PDS dated 15 February 2018, Master PDS dated 14 August 2017 and any supplementary PDS issued for the Units (PDS). This form is to be used if you are an investor in the Units and wish to request an Issuer Buy-Back prior to Maturity. Please see the instructions on how to complete this Form in the PDS. This Buy-Back Request Form must be received by the Registrar by 2:00 pm in order to be processed that day.

## SECTION A – INVESTOR DETAILS

I/We hereby apply for the following Units issued by Sequoia Specialist Investments Pty Ltd pursuant to the Term Sheet PDS dated 15 February 2018 and Master PDS dated 14 August 2017 to be transferred from me/us to the Issuer.

Name of Seller (if a company, please provide full name and ABN/ACN/ARBN):

Address

City/Suburb/Town

State

Postcode

Country

Telephone

Area code

Number

## SECTION B – DETAILS OF THE UNITS TO BE SOLD

Investment:

Sequoia Launch Units – Series 37

Total Number of Units to be Sold (this must be greater than or equal to the Minimum Buy-Back Amount)\*

\*The Minimum Buy-Back Amount is 10,000 Units in a particular Series, provided Investors continue to hold at least 10,000 Units in that Series.

## SECTION C – DECLARATIONS & SIGNATURES

I/We the registered Unitholder(s) request the Issuer Buy-Back the Units specified above, subject to the conditions contained in the Term Sheet PDS and Master PDS on which I/we held those Units at the time of signing of this form.

1. I/We the registered Unitholder(s) request the Issuer Buy-Back the Units specified above, subject to the conditions contained in the Term Sheet PDS and Master PDS on which I/we held those Units at the time of signing of this form.
2. I/We have full legal power to request this Issuer Buy-Back and do so free of any encumbrance or security (whether registered or not)
3. I/We understand I/We will have no further exposure to the Reference Basket after the Units are bought back
4. I/We understand that there may be significant Break Costs (including Loan Break Costs) for the Issuer Buy-Back.
5. I/We understand that the Buy-Back Price (if any) may differ significantly from the quoted value provided by Sequoia Specialist Investments and/or the Hedge Provider.
6. I/We understand that the Buy-Back Price will first be applied against my outstanding Loan Amount and only the surplus (if any) will be paid to me/us.
7. I/We understand that the tax outcome may differ from the Term Sheet PDS and Master PDS by participating in an Issuer Buy-Back.
8. The Issuer strongly recommends you seek independent expert tax advice before submitting this request.
9. I/We understand by submitting the Issuer Buy-Back request, that it is irrevocable.

Signature of Individual/Director 1

Name of Individual/Director 1

Date

Tick capacity – mandatory for companies

☐

Sole Director

☐

Director

☐

Secretary

Tick capacity (if applicable)

☐

Individual Trustee

☐

Corporate Trustee

☐

Partner in Partnership

Signature of Individual/Director 2

Name of Individual/Director 2

Date

Tick capacity – mandatory for companies

☐

Sole Director

☐

Director

☐

Secretary



**Lead Distributor**

Sequoia Asset Management  
Level 36, AMP Centre, 50 Bridge St  
Sydney NSW 2000  
PO Box R1837  
Royal Exchange NSW 1225  
P: 1300 522 644

**Issuer:**

Sequoia Specialist Investments  
Level 36, AMP Centre, 50 Bridge St  
Sydney NSW 2000  
PO Box R1837  
Royal Exchange NSW 1225  
P: 02 8114 2222

**Registrar:**

Registry Direct Pty Ltd  
Level 6, 2 Russel Street  
Melbourne, VIC, 3000  
P: 1300 55 66 35

**Issuer's Solicitors:**

Baker & McKenzie  
Level 27, AMP Centre  
50 Bridge Street  
Sydney NSW 2000

**Custodian & Security Trustee:**

Sequoia Nominees No. 1 Pty Ltd  
Level 36, AMP Centre, 50 Bridge St  
Sydney NSW 2000

**All Application Forms and Correspondence to:**

Sequoia Asset Management  
PO Box R1837  
Royal Exchange  
NSW 1225