

**SOPHISTICATED INVESTOR  
 APPLICATION FORM**

(to be completed in addition to the Access Unsecured Notes Application Form)

1. Name of Investor or Company			
2. Address			
3. Westlawn Account ID No/s			
<p>4. I wish to be considered as a Sophisticated Investor under the following criteria:</p>	<p><b>Sophisticated Investor</b></p> <ul style="list-style-type: none"> <li>• I, (personally or in conjunction with a company or trust I control), have aggregated net assets of over \$2.5 million; or</li> <li>• I, (personally or in conjunction with a company or trust I control), have aggregated gross income of \$250,000 a year over the past 2 years. (Please have your accountant complete the attached Accountant's Certificate).</li> <li>• I accept this certification is required to be renewed every 2 years and I accept the responsibility to ensure a current Accountant's Certificate is provided to Westlawn Finance. If a current Accountant's Certificate is not provided, I acknowledge I will be removed from the Sophisticated Investor register.</li> </ul>		
<p>By being accepted as a Sophisticated Investor, I acknowledge that I will be offered opportunities to participate in new offers of securities without the benefit of a regulated disclosure document/prospectus issued in accordance with the Corporations Act 2001 (Cth), and I am capable of making an investment decision without these documents or advice.</p> <p>I acknowledge as a Sophisticated Investor, I will be treated as a wholesale client and have understood the information provided by Westlawn Finance about the consequences of not being treated as a retail client. I understand that Westlawn Finance does not have any other retail obligations to me that it would have if services were provided to me as a retail client.</p>			
<p>Signed: X _____ Date: ____/____/____</p>			

### Issue of securities

An issue of securities to the public normally requires a regulated disclosure statement/prospectus issued in accordance with the Corporations Act 2001 (Cth) to ensure recipients receive both certain prescribed information and other information that a retail investor would expect to find to make an informed investment decision. In certain circumstances, an issue of securities can be made to sophisticated or professional investors without a disclosure statement/prospectus if the potential investors are deemed to have the capability of having sufficient investment knowledge and experience to make an informed decision.

### Sophisticated/professional investors

A person who, (personally or in conjunction with a company or trust they control), has aggregated net assets of \$2.5 million or has aggregated gross income for each of the last 2 financial years of at least \$250,000 a year.

A qualified accountant must certify the person satisfies this criteria and this certification must be no more than 2 years old.

Financial services regulations bestow certain legal rights on retail investors, which are not available to those who qualify and are treated as wholesale investors. These rights should not be relinquished without carefully considering the consequences.

There are legal protections and rights for wholesale investors: It is Westlawn's duty of care to:

- Act efficiently, fairly and honestly
- To ensure interests of ours that conflict with yours do not significantly compromise the services we provide, and
- To comply with all regulations which apply to our business.

The decision whether or not to admit a client to our Sophisticated Investor register is at the discretion of Westlawn Finance Limited.

### Advice

As a sophisticated or professional investor, Westlawn is not required to provide you with:

- **FSG** – explains our retail services and fees charged in a clear, concise and effective manner.
- **Disclosure** – a warning and disclosure of our conflicting interests whenever we provide advice, whether verbal or written.
- **Statement of Advice** – confirming or providing financial advice, which is clear, concise and effective.
- **Dollar disclosure** – fees and other benefits received if the client actions the personal advice as recommended.
- **Consequences** – information about the consequences of replacing one product with another.
- **IDR – Access to an external complaints handling service.**

Westlawn Finance Limited will not be held responsible for any loss resulting from the adverse performance of the financial product/s, any expenses or loss of benefits incurred through replacing an existing financial product/s, or the financial product/s proving not to be appropriate to the investor's needs, objectives and financial situation.

Westlawn Finance Limited  
Head Office, 22 Queen Street  
(PO Box 78) GRAFTON NSW 2460  
P: 1300 WESTLAWN (1300 937 852)  
W: [www.westlawn.com.au](http://www.westlawn.com.au)



To be completed by a qualified accountant\*.  
Sophisticated Investor applicants must also complete and sign the Sophisticated Investor Application form.

**Joint accounts** – a separate certificate for each account holder is required.

**Company accounts** – the certificate should be in the name of the corporation (not the directors).

**Superannuation or family trust** – the certificate should be in the name of the trustee not the trust fund.

**Person acting as trustee** – a separate certificate for each trustee.

**Company acting as trustee** – the certificate should be in the name of the corporation.

**Name of person or entity:**

**Address of person or entity:**

Declaration by qualified accountant\*

I, the qualified accountant\* named above, certify that the following is true and correct:

- (a) I am a qualified accountant\*;
- (b) this certificate is given at the request of the applicant described above in relation to the acquisition of a financial product;
- (c) the applicant is known to me and for the purposes of section 708(8)(c) *Corporations Act 2001* (Cth) (**Corporations Act**) the applicant, either personally or in conjunction with a company or trust controlled by the applicant, has:
  - (i) net assets of at least \$2.5 million; or
  - (ii) a gross income for each of the last two financial years of at least \$250,000 a year; or
- (d) the applicant is a company or trust controlled by a person known to me for the purposes of section 708(8)(c) *Corporations Act* who has:
  - (i) net assets of at least \$2.5 million; or
  - (ii) a gross income for each of the last two financial years of at least \$250,000 a year; or
- (e) the applicant is a body corporate and a related body corporate of the applicant, for the purposes of section 708(8)(c) *Corporations Act*, has:
  - (i) net assets of at least \$2.5 million; or
  - (ii) gross income for each of the last two financial years of at least \$250,000 a year

Signature of accountant:	
Date certificate issued:	
Name of accountant:	
Address of accountant:	
Phone number of accountant:	
Email address of accountant:	

\* Qualified accountant means a member of a professional body that is approved by ASIC in writing for the purposes of the definition. ASIC has indicated that for the purposes of the relevant definition it will approve any member of:

- (a) the Australian Society of Certified Practising Accountants (**ASCPA**) who is entitled to use the post nominals 'CPA' or 'FCPA' and is subject to and complies with the ASCPA's continuing professional development requirements;
- (b) the Institute of Chartered Accountants in Australia (**ICAA**) who is entitled to use the post nominals 'CA', 'ACA' or 'FCA' and is subject to and complies with the ICAA's continuing professional education requirements;
- (c) the National Institute of Accountants (**NIA**) who is entitled to be use the post nominals 'PNA', 'FPNA', 'MNIA' or 'FNIA' and is subject to and complies with the NIA's continuing professional education requirements; or
- (d) a member of an eligible foreign professional body\*\* who has at least three years practical experience in accounting or auditing and is providing a certificate for the purpose of section 708(8)(c) Corporations Act to a person who is resident in the same country (being a country other than Australia) as that member.

\*\* Eligible foreign professional body means each of the following; American Institute of Certified Public Accountants, Association of Certified Chartered Accountants (United Kingdom), Canadian Institute of Chartered Accountants, Institute of Chartered Accountants New Zealand, Institute of Chartered Accountants in England and Wales, Institute of Chartered Accountants in Ireland and Institute of Chartered Accountants of Scotland.

I/We hereby apply to invest in Westlawn Access Unsecured Notes as a sophisticated investor and have a valid Sophisticated Investors Certificate signed by a qualified accountant. I/We understand that as a sophisticated investor I/we will be treated as a wholesale client and have understood the information provided by Westlawn Finance about the consequences of not being treated as a retail client. I/We declare that all statements made in this application by me/us are complete and accurate.

### APPLICANT(S)

#### INDIVIDUAL OR JOINT

##### APPLICANT 1

Mr/Mrs/Miss/Ms Surname	
Given names	
TFN	D.O.B

##### APPLICANT 2

Mr/Mrs/Miss/Ms Surname	
Given names	
TFN	D.O.B

#### CORPORATION, TRUSTEE, SUPERANNUATION FUND OR OTHER ENTITY\*

Name	
ABN	TFN

\* Other Entity being an individual trustee, partnership, firm or incorporated/unincorporated association (club)

#### ADDRESS DETAILS

Residential address	
Postal address (if different to above)	Contact name & telephone number
Email	

#### AUTHORITY TO OPERATE AN ACCOUNT

Please tick an appropriate box

Any one to sign

Any two to sign

All to sign

### SIGNATURE(S) BY APPLICANT(S)

Individuals: by applicant or the applicant's authorised attorney. The Power of Attorney must be produced if it has not already been sighted by the Company.

Partnerships: applications to be made in the names of and signed by all partners.

Joint Holdings: all parties must sign.

Companies: applications must be executed by Directors/Director and Secretary or a sole Director pursuant to Section 127 of the Corporations Act.

#### INDIVIDUAL OR JOINT APPLICANTS

<hr/> Signature of applicant (1)
<hr/> Signature of applicant (1)
Date / /

#### COMPANY APPLICANTS

Common seal (if required)
<hr/> Director (or sole Director)
<hr/> Director / Secretary
Date / /

Please note that should the Company signatories alter in the term of this investment, a copy of the minutes of the meeting concerning the appointment of new signatories will be required by Westlawn Finance Limited.

I do not wish to receive further information regarding other products and services offered by the Westlawn Group.

#### Office use only:

Westlawn Finance A/C No.

Contact ID's

---

## Key Features of Westlawn Access Unsecured Notes

Westlawn Access Unsecured Notes are an unsecured note investment which pays interest half yearly on the principal amount invested. Funds are available on an at call basis.

Access Unsecured Notes are only available to sophisticated investors with a valid Sophisticated Investors Certificate. Minimum investment is \$5,000.00.

Proceeds raised from notes issued will be used to fund the operations of the Company, in particular, funding of the Company's lending portfolio

## Application – Sophisticated investors

Due to APRA regulations, Westlawn Access Unsecured Notes are not available to retail investors and are only available to certain investors, such as those who qualify as a sophisticated investor. A prospectus or other disclosure documents are not required to be provided to investors who qualify as a sophisticated investor.

To apply for Westlawn Access Unsecured Notes, you must complete the Application Form and lodge a valid Sophisticated Investor certificate.

## How is interest calculated and paid?

Interest is calculated daily from the date the notes are issued by the Company. Interest is paid six monthly in arrears and on redemption.

Interest rates may vary. Applicants should confirm interest rates with the Company prior to completing an Application. Current interest rates are specified on the Interest Rate Sheet available at [www.westlawn.com.au/notes.html](http://www.westlawn.com.au/notes.html). The initial rate will apply, however, this rate is variable and subject to change dependent upon market conditions as determined by Westlawn.

## What is the Company's financial position?

The Company's financial statements, Prospectus for retail investors and the continuous disclosure documents are available at [www.westlawn.com.au](http://www.westlawn.com.au).

## Unsecured Investment

Notes issued are not secured by any registered Security Interest over any assets of the Company. In the event of the winding up of the Company, note holders are unsecured creditors.

## Payments

All payments are to be made in Australian currency by cash, cheque or electronic transfer. Cheques should be made payable to Westlawn Finance Limited and crossed 'not negotiable'.

## Where to send your completed Application

Completed Applications (including Sophisticated Investor certificate) and accompanying cheques may be mailed to: Westlawn Finance Limited PO Box 78 GRAFTON NSW 2460 or delivered to: Westlawn Finance Limited 22 Queen Street Grafton NSW 2460 or any Westlawn branch.

## Acceptance of Applications

The Company has the sole discretion to issue notes in accordance with an Application, to decline any Application, or to issue a lesser number of notes than the amount requested in the Application. To the extent that Applications are unsuccessful (or partially unsuccessful), the application money (or a portion thereof) will be returned to applicants without interest within 15 days following receipt of the Application.

## How is the investment redeemed?

Notes may be redeemed at any time by the Company or the Investor.

## Taxation

You should seek qualified, independent financial and taxation advice before deciding to invest.

Note holders will be entitled to receive both principal and interest in relation to the Notes. The receipt of interest by resident note holders should be taxable while the principal amount received should not be assessable.

There is a requirement on the Company under the Income Tax Assessment Act 1936 (Cth) to withhold an amount at the highest marginal tax rate from payments of income on the Notes if a Note holder fails to provide an Australian Tax File Number, or (if applicable) an Australian Business Number (ABN). Alternatively, to the extent that the Notes are held by non-residents of Australia not carrying on business in Australia, or residents of Australia carrying on business outside Australia at the time the interest is paid, the interest will generally be subject to withholding tax.