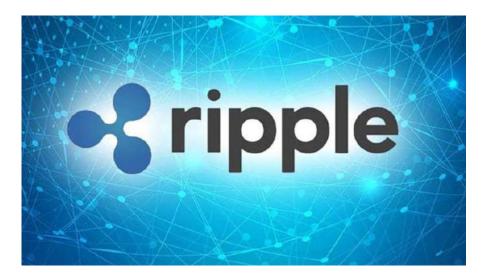
## Sapien Ripple SPV Fund Series I



# Wholesale Unit Trust Fund Information Memorandum



### Mar 2025

Trustee: Sapien Capital Partners Ltd | ACN: 088810860 | Australian Financial Services Licensee: 238128 Investment Manager: Sapien Asset Management Pty Ltd | ACN: 639585274 (A Sapien Group Company) www.sapiengroup.co | Sydney | Melbourne | Silicon Valley | Singapore | Jakarta | Hangzhou | Hanoi

The offer of trust interests under this Term Sheet is made only to persons or entities that qualify as Wholesale or Sophisticated Investors as per defined in Chapter 6D (2.03) or s.708 of the *Australian Corporations Act 2001*. This material may not be reproduced, distributed or transmitted to any other person or incorporated in any way into another document or other material without our prior written consent.

### **Important notices**

#### This information memorandum

This information memorandum ("IM") is made in relation to an offer of interests in the **Sapien Linqto SPV Series I** ("Fund"). The IM is dated 4<sup>th</sup> March 2025 and is issued by Sapien Capital Partners Ltd (ACN: 088810860 | AFSL: 238128) ("**Trustee**") in its capacity as the Trustee of the Fund. Sapien Asset Management Pty Ltd (ACN: 639585274) ("**Sapien**") is the Investment Manager of the Fund appointed by Trustee.

This IM is not a disclosure document under the Corporations Act and has been prepared for use by Wholesale Clients only. This document is not required to be and has not been lodged with the Australian Securities and Investments Commission ("ASIC"), and neither ASIC nor any of its officers takes any responsibility for the contents of the IM.

No person guarantees any specific rate of return or that you will make a positive return on your investment or retain your capital.

#### Your decision to invest

This IM is an important document which you should read before making a decision to acquire an interest in the Fund ("Interest"). A document of this kind cannot however take into account your investment objectives, financial situation or particular needs, and nothing in this IM should be regarded as a recommendation by Trustee, Sapien or by any other person concerning an investment in the Fund. Having considered the information in the IM, you should obtain independent financial and taxation advice as to the suitability of an investment in the Fund for you, having regard to your investment objectives, financial situation and particular needs.

### **Applications**

This IM is available in paper form and in electronic form. If you wish to invest, you must complete the Application Form accompanying the IM and submit it as set out in accordance with the instructions set out in the Application Form. Investment confirmations will only be issued to you upon receipt and acceptance of a completed Application Form.

#### Restrictions on distribution of this IM

The offer to which this IM relates is only available to persons:

- receiving the IM in Australia; or
- who qualify as Wholesale or Sophisticated Investors as defined by Section 708 of the Australian Corporations Act 2001.

The IM does not constitute an offer of the Fund in any place in which, or to any person to whom, it would not be lawful to make an offer of the Fund. The distribution of the IM in jurisdictions outside Australia may be restricted by law, and any person who resides outside Australia and who comes into possession of the IM should seek advice about it and observe any restrictions.

### **Updated information**

Updated information relating to this IM will be sent to Investors promptly by email. Alternatively, Investors can request a paper or electronic copy of this information by contacting Sapien on <a href="mailto:investors@sapiengroup.co">investors@sapiengroup.co</a>. The information that will be made available by way of updates is information which is subject to change from time to time and is not materially adverse to you. If a change in information is materially adverse to you, Trustee will replace this IM or issue a supplementary IM.

### Scheme registration

The Fund is not registered with ASIC pursuant to Chapter 5C of the Corporations Act. At some stage in the future, Trustee may choose to register the Fund with ASIC. By investing in the Fund, you agree to the Trustee applying for registration with ASIC at some time in the future.

#### Definitions

Some expressions used in this IM are defined in the Glossary section. Unless the context requires otherwise, words used in the IM have the meaning given in the Glossary.

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### Section 1 Key features

The following table sets out some of the important features of the Fund.

Fund features	
Fund name	Sapien Ripple SPV Fund Series I
Fund type	Wholesale Managed Investment Scheme Unit Trust
Trustee / AFSL	Sapien Capital Partners Ltd (ACN: 088810860, AFSL #238128)
Investment Manager	Sapien Asset Management Pty Ltd (ACN: 639585274)
Investment Targets	
	<ul> <li>Interests in Ripple Labs, Inc. shares traded via the Linqto platform or other similar secondary private equity trading platforms</li> </ul>
Minimum Investment Requirement	s
Initial investment	■ USD \$2,000,000
Investment Term	<ul> <li>Minimum lock-in period of 12 months (Maturity)</li> </ul>
	<ul> <li>Auto-extensible in 12 months increments, for up to 3 years</li> </ul>
Reporting	
Regular reporting	<ul> <li>Confirmation of all transactions</li> </ul>
Annual tax and fund reporting	<ul> <li>Annual statements</li> </ul>
Fees and Charges	
	Covered in Section 5 – Fees and Charges
Distributions	
Income distributions	Investment profits, if any, will be automatically re-invested upon maturity of the Investment Term, less any fees and charges, unless the Investor has specifically requested for distributions ahead of the Maturity Date.

### Section 2 About the Fund, the Investment Manager and the Opportunity

#### 2.1 About the Fund

The Fund is making available an opportunity to acquire interests in Common and/or Preferred Stock of Ripple Labs Inc. ("Ripple") via this Special Purpose Vehicle ("SPV") Fund, accessed through an unique partnership with the <a href="Lingto.com">Lingto.com</a> platform and/or other similar secondary private equity trading platforms.

There is up to US\$50 million of Common and Preferred Stock available at a minimum suggested investment of US\$2 million. With sufficient volume, this offering will be priced at a meaningful discount to Ripple's January 2025 tender offer of US\$125 per share for all classes of stock, which will be determined upon bids being finalized (before investors execute their commitment). The tender offer was for a stock buyback of approximately US\$150 million and valued the company at approximately US\$22 billion. Investor's allocation will depend on the size and timing of their commitment (advantage to largest and earliest commitments).

### 2.2 About the Investment Manager

Sapien Asset Management Pty Ltd (ACN: 639585274) ("Sapien") is the wholly-owned global asset-management arm of Sapien Group Ltd, itself a pre-imminent pan-APAC fintech-focused venture capital, private equity and multi-strategy funds management and asset management conglomerate. With offices across Sydney, Silicon Valley, Melbourne, Singapore, Jakarta, Hangzhou and Hanoi, Sapien has established itself as a leading regional investment firm with a deep specialisation in fintech, blockchain and online marketplaces. Sapien has been regularly featured in the Australian and international media for having conducted some of the most pioneering deals in this space.

With a dedicated team of serial entrepreneurs, seasoned investors, financial services and technology industry executives, our team comes with decades of investment management experience from multiple geographies and markets. We are highly focused on leveraging our combined Silicon Valley knowhow and local market experiences to support great entrepreneurs and maximise investor returns.

### 2.3 About the Investment Opportunity

Investee Background	Ripple is recognized as a leading innovator in blockchain-based payment technology. It provides expedited and efficient cross-border payment and settlement solutions to financial institutions worldwide. Their proprietary blockchain-based platform (RippleNet) and the associated digital asset (XRP) aim to reduce transaction costs and accelerate settlement times.
Market Positioning	Ripple is well established in the banking sector and maintains partnerships with prominent financial institutions. Its high growth potential is supported by increasing demand for faster, more cost-
	effective global financial transactions. Ripple owns a significant portion of the XRP digital asset, including majority of the remaining token reserves. XRP is currently the 4 <sup>th</sup> most valuable crypto at US\$142B token valuation (according to <u>Coinmarketcap.com</u> as at early March, 2025) and has been one of the Top-3 crypto's in the world for at least the past 5 years.

Exclusive Access to Discounted Shares	Through proprietary secondary market access and liquidity solutions for early shareholders afforded by our partner Linqto, Sapien will organize an SPV to acquire Ripple shares at a discount to the US\$125/share tender from the company itself during Jan 2025. This is made possible by Linqto's ability to aggregate shares from smaller accredited investors on their platform who have held Ripple stock interests for many years, but who were not able to sell as much as they wanted to in the tender.	
Reduced Execution Risk	By acquiring shares through 1-to-1 linked units on Linqto, Sapien provides investors a streamlined approach to acquiring unencumbered stock in Ripple that may otherwise be difficult to purchase in larger quantities, with minimal, if any, execution risk from ROFR (Right-of-First-Refusal) requirements, management objection, and other restrictions.	
Further Liquidity Possibility	By holding the Ripple share interests via tradeable units on Linqto, Sapien provides investors the possibility to liquidate these units <i>ahead</i> of any IPO or other liquidity events of Ripple itself.	

### 2.4 About the Fund's Managing Partner



Victor Jiang
Founder and Managing
Director

Sapien Asset Management, Sapien Group

- A serial entrepreneur and founder of the Sapien Group of investment management companies, Victor has over 20 years of industry experience across technology, management consulting and investment management sectors across 4 continents (Australasia, Europe, North America and Asia).
- He has advised and worked with 35 of the Global Fortune 50, as well as many startups. Today Victor advises many emerging companies and sits on the Boards of 12 technology companies across the USA, China and Australia; including 6 as Chairman.
- Having started his first company at age 23, Victor has worked and lived across
   12 countries, with always a strong focus on technology in financial services, or financial services in technology companies.
- During a 3-year tenue in Silicon Valley between 2012-15, Victor built up a broad network of tech investors, seasoned executives and serial entrepreneurs. From this network Sapien Ventures was born a VC firm dedicated to "bringing Silicon Valley knowhow to Australian tech entrepreneurs with a global outlook".
- Some of his well-known investments include the aforementioned Ripple (entry at US\$7B valuation in 2020, exited in 2024 at \$22B valuation); Linqto (entry at US\$8M valuation in early 2018 to it being valued at US\$700M valuation by a NASDAQ SPAC in 2024); Airtasker (first invested in Feb 2016 and listed on the ASX in March 2021 at 2x listing price and over 6x since first Sapien's investment); HFG (with over 223k mortgage customers; over 6000 mortgage brokers and over A\$62 billion in debt originations); GSP (entry at A\$8M valuation in 2017 and acquired in 2023 at A\$22M valuation); etc.
- Victor is the chair and convener of the Investment Committee.

### Section 3 Risks of investing in the Fund

### What are the significant risks of the Fund?

All investments are subject to risk. This means the value of your investment may rise or fall. Before making an investment decision, it is important to understand the risks that can affect the value of your investment.

The level of risk associated with your Account will depend in part on the investments that you have selected. You need to consider the specific risks of the investments that you select, which are included in any Product Disclosure Statement, Information Memorandum or other disclosure documents you may receive in addition to the risks described in this IM.

While it is not possible to identify every risk of investing in the Fund or the underlying investments you have selected, the risks identified below are significant risks that may affect your investment.

Type of risk	Description
Market risk	Certain market conditions can be unfavourable for many investment strategies. Markets are
	subject to a host of factors, including economic conditions, government regulations, market
	sentiment, local and international political events and environmental and technological issues.
	These can give rise to periods of large falls, high volatility, or reduced liquidity in markets. There
	is always a risk of the suspension of trading on securities and commodities exchanges which could
	have a detrimental effect on the Fund. Even where there is no suspension of trading, the market
	for specific securities can reduce substantially for significant periods of time. In both cases this can
	make it difficult or impossible to sell assets at desired prices, or occasionally to sell at all.
Interest rate	Changes in interest rates may have a direct impact on the investment value and/or returns of all
risk	types of assets in the Fund. Interest rates may directly or indirectly affect the value of securities
	because it affects a company's cost of borrowings and value of fixed interest securities.
Currency risk	This risk applies where the Fund (or in turn the Fund's investments) invests in global assets and
	where the investor is measuring their return in a currency other than USD (e.g. AUD or AUD).
	Exchange rates for a currency tend to rise when interest rates for that currency increase relative
	to interest rates for other currencies. A fall in USD relative to other currencies may negatively
	affect investment values and returns when measured in USD relative to the currency the investor
	is measuring their return in. Being an USD-denominated fund, the Trustee does not seek to hedge
	any currency exposures.
Credit and	Credit risk refers to the risk of loss to the Fund arising from the failure of a borrower or other party
counterparty	to a contract to meet its obligations. This may arise in derivatives, fixed interest securities and
risk	mortgage securities. Entry into transactions such as swaps creates counterparty risk. Substantial
	losses could be incurred if a counterparty fails to deliver on its contractual obligations, or
	experiences financial difficulties.

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### **Description** Type of risk Liquidity risk There are circumstances under which access to your money may be delayed. Further, the level of overall market liquidity is an important factor that may contribute to the profitability of the Fund and access to your money. Illiquid markets can make it difficult to trade profitably and to realise assets in a timely fashion. Many of the investments in your Account may be illiquid. **Fund and** There may be changes to the Fund at any time, including (but not limited to): regulatory Closure or termination of the Fund; risks Changing the Fund or changing the rules that govern the Fund (e.g. changing fees, notice periods or withdrawal processes). There is also the risk that the value or tax treatment of either the Fund itself or investments of the Fund, or the effectiveness of the Fund's trading or investment strategy may be adversely affected

without prior notice to investors.

Related party risk

The Investment Manager has significant roles and responsibilities in relation to the Fund. It may be a related party to the Trustee. There is a risk that decision-making between the entities may not be impartial. This may adversely affect the interests of the Investors. However, as the trustee of the Fund and an Australian financial services licensee, the Trustee is required to act in the best interest of the Investors and has in place procedures and mechanism to control and manage the conflict of interest. The Investment Manager also manages such risks and potential conflicts of interest by adhering to the procedures and mechanism to control and manage the conflict of interest consistent with the Trustee's. The Trustee and the Investment Manager intend to transact with each other on arm's length basis.

by changes in government (including taxation) policies, regulations and laws, or changes in generally accepted accounting policies or valuation methods. In some cases these things can occur

### Section 4 Making an investment

### Making an investment

To invest you need to complete the Application Form and send it to us with your Application Monies. Initial investments must be for a minimum of USD \$100,000. Payments can be made by cheque, bank transfer or by wire transfer to:

Bank Info	National Australia Bank
Account Name	Sapien Group USD Acct
BSB:	082-039
Account Number:	SAPINUSD01
SWIFT Code:	NATAAU3303M
Transfer Note:	Ripple SPV investment

We will confirm with you if we accept your Application. If for any reason Trustee is unable to process your Application (e.g. if your Application is incorrectly completed), we may hold your Application for up to two weeks (while we resolve any outstanding items) in which case your Application Monies will be held in our trust account. If your Application is not processed by the expiration of two weeks, your Application Monies may be returned to you without interest.

The minimum amount requirement may be waived at our discretion. We may also establish higher minimum investment amounts or reject an application for investment at our discretion. Applicants must contact the Investment Manager (contact details are on the inside back cover) for instructions before investing via bank transfer. Applications will generally be processed as at the five business days of the receipt of Application Monies.

### Section 5 Fees and charges

This document shows fees and other costs that you may be charged. These fees and costs may be deducted from your money or from the returns on your investment or from the Fund assets as a whole. You should read all of the information about fees and charges, as it is important to understand their impact on your investment.

Type of fee or cost	Amount	How and when paid
Fees when your mone	y moves in or out of the Fund	
Management fee	2% p.a. charged two-years upfront, or as set out in your Term Sheet	This fee is calculated by the Trustee and paid to the Investment Manager on a quarterly basis.
Performance fee	20% on profits upon investment liquidation or fund closure, or as set out in your Term Sheet	This fee is calculated by the Trustee and paid to the Investment Manager on an annual basis.

### Additional explanation of fees and costs:

**Management costs:** Management costs are the additional fees or costs that an investor incurs by investing in the Fund rather than investing directly in the underlying assets. These costs include the base annual fee, management fee, performance fee and third-party expense recoveries.

**Management fee:** This is the fee the Investment Manager charges for operating the respective funds and managing the investments. This fee is calculated as a percentage of the investor principal and is paid quarterly in arrears from the assets of the Fund.

**Performance fee:** In addition to the management fee, the Investment Manager is entitled to receive a performance incentive ("Performance Fee") normally calculated as a percentage of the total return to investors after an investor has received an annual return (after fees and expenses) of a hurdle rate in a financial year (the "Hurdle"), or pro-rata in the case of an investment issued during a financial year. The actual Hurdles will be specified in your Term Sheet.

The Performance Fee will be accrued quarterly on the Fund value and paid subsequent to 30 June each year and is based on the Net Asset Value of the Fund at the relevant calculation date. The Performance Fee is subject to both a High Watermark and a Hurdle. The High Watermark is the previous highest Net Asset Value for the Fund immediately after payment of a Performance Fee (or if none has been paid, the initial investment amount into the Fund), adjusted for distributions and Performance Fees previously paid. Should the Net Asset Value fall below the highest Net Asset Value upon which a Performance Fee has previously been paid, no further Performance Fee is payable until the loss has been fully recovered.

**Transaction costs and buy/sell spread:** Transaction costs are paid from the Fund's assets. When you invest or withdraw all or part of your investment, Trustee uses a 'buy/sell' spread to recover transaction costs associated with buying and selling the Fund's assets. These costs are then borne by transacting investors rather than by investors remaining in the Fund. The amount recovered from transacting investors remains an asset of the Fund and is not part of the fees paid

to Trustee. The transaction costs reflected above may include, transactional spreads, stamp duty and other taxes. The Trustee will review the buy/sell spread at least annually and may vary it at any time, taking into account changes in transaction costs.

**Third Party costs:** Third party costs necessary for operating the Fund may include: Directors and Officers and public liability insurances, fund legal and establishment costs, any state or federal taxes including GST, external auditor fees, indemnification of the investment manager from Fund assets for any litigation costs which are not due to fraud, malfeasance or gross negligence of the manager, etc.

**Government charges:** Government taxes such as stamp duties and GST are applied to your investment as appropriate.

See Section 6 for more information concerning the application of tax to your investment.

**Goods and services tax:** All fees quoted in this IM are quoted exclusive of GST. The Fund may not be entitled to claim a full input tax credit in all instances.

**Changes to fees:** The fees are current as at the preparation date of this IM and exclude GST less any reduced input tax credits that may be claimed by the Fund. Fees and costs can change without your consent. Reasons might include changing economic conditions and changes in regulation. However, we will give 30 days' notice to any increase in fees.

Waiver, deferral or rebate of fees: We and the Investment Manager may, in our absolute discretion, accept lower fees and expenses than we are entitled to receive, or may defer payment of those fees and expenses for any time. If payment is deferred, then the fee will accrue until paid. In addition, we and the Investment Manager may waive, negotiate or rebate our fees, for example, in the case of a large investment amount.

### Section 6 Additional information

#### **Taxation**

It is likely that you will need to pay tax in relation to your investments held in the Fund.

### It is important that you seek professional advice before you invest or deal with your investment.

You may be liable for income tax in respect of your investments in the Fund, but you might be able to claim some tax credits or have the benefits of some concessions. Your tax liability ultimately depends on your circumstances, including whether you are an Australian resident for tax purposes. You should obtain your own independent taxation advice prior to making any investment decisions.

#### **Email instruction conditions for investors**

An initial Application will only be accepted if it is an original document. However Trustee offers an email instruction service which allows you to email instructions about your account. These services can save you time and allow you to use your Account more effectively. By using the email instruction service you release Trustee from, and indemnify Trustee against, all losses and liabilities arising from any payment made or action taken on any instruction that is received by email and that bears your account number and a signature which appears to be yours or that of an authorised signatory on your Account. You also agree that neither you, nor anyone claiming through you, has any claim against Trustee in relation to any such payments or actions.

If you do not want the email instructions service to apply to your Account, you must notify the Trustee in writing. There is a risk that fraudulent email withdrawal requests can be made by someone who has access to your account number and a copy of your signature. The Trustee may vary these terms at any time.

### The role of the Trustee

Trustee is the Trustee of the Fund. Trustee is regulated principally by ASIC under the Corporations Act and is also subject to the general law as it applies to trusts and trustees.

### The Constitution

The rights and obligations of investors are governed by the Constitution of the Fund and this IM, but are also affected by the general law relating to trusts and, where applicable, the Corporations Act, exemptions and declarations issued by ASIC. To the extent that there is any inconsistency between the IM and the Constitution, the terms of the Constitution prevail.

The Constitution grants Trustee rights to be paid fees and expenses and be indemnified from the Fund. It governs (amongst other things) Trustee's powers (which are very broad), investor meetings and Fund issue, pricing and withdrawal, as well as what happens if the Fund terminates. The Trustee will indemnify the Investment Manager for any litigation or compliance costs required under Australian law, except for any act of negligence, fraud or malfeasance found to have been committed by the Investment Manager.

The Constitution limits Trustee's need to compensate you if things go wrong. Generally, Trustee is not liable in equity, contract, tort or otherwise to investors for any loss suffered in any way relating to the Fund.

The Constitution also contains a provision that it alone is the source of the relationship between you and Trustee and not any other laws (except, of course, those laws that cannot be excluded).

Trustee must have investor approval to make changes to the Constitution which adversely affect investors' rights. You can obtain a free copy of the Fund's Constitution by calling the Trustee.

#### Monies received

All monies received by Trustee from you will be held in a regulated trust account until the Fund is issued to you. You are not entitled to any interest earned on money held in trust for you. Any such interest will be retained by Trustee.

### **Dealing with related parties**

When Trustee invests for the Fund it deals with professional organisations in the execution of transactions. These organisations may include a related body corporate of Trustee. Trustee can trade investments through, or with, related or associated companies unless Trustee believes that the investments are not in the best interest of investors. These companies may receive commissions at prevailing market rates for the execution of transactions.

### Labour standards, environmental, social and ethical considerations

Trustee does not take into account labour standards or environmental, social or ethical considerations in determining the selection, retention or realisation of the assets of the Fund.

### **Privacy policy**

Trustee and Sapien collects personal information from you in order to administer your investment, to liaise with your financial adviser and to conduct research. Trustee and Sapien may also tell you about other products and services offered, or distributed, by Trustee or Sapien. You should advise Trustee and Sapien if you do not want your personal information to be used in this way. You are entitled to view your personal information we hold. If you think that records kept by Trustee or Sapien are wrong or out of date – particularly your address or email address – please contact Trustee or Sapien so that the records can be corrected.

In order to meet the requirements of anti-money laundering, counter-terrorism and taxation legislation, Trustee or Sapien may require further information from you as to your identity or source of funds. If you do not provide this information, Trustee or Sapien may not be able to process your transactions.

Trustee and Sapien will not share any information that we have about you unless:

- you agree;
- the law requires Trustee to, or a regulator requests;
- Trustee considered that they need the information; or
- to administer your investment.

If you do not provide Trustee or Sapien with your contact details and other personal information that we ask for, we may not be able to have or keep you as an investor.

### **Complaints**

If you have a complaint or concern, please contact Trustee either by phone or in writing. Trustee will always acknowledge any written complaint within 14 days of receipt and will attempt to resolve the complaint within 45 days.

For trustee-related issues or complaints:

Sapien Capital Partners Ltd (ACN: 088810860)

For investment manager-related issues or complaints:

Sapien Asset Management Pty Ltd (ACN: 639585274)

Address:

HQ Office: Level 9, Tower B, The Zenith, 821 Pacific Highway, Chatswood, NSW 2067, Australia

Email: <a href="mailto:investors@sapiengroup.co">investors@sapiengroup.co</a>

### Section 7 Glossary

Terms used in this Product Disclosure Statement have the following meanings:

Term	Meaning
Account	means an investment in the Sapien Ripple SPV Fund Series I
AFSL	Australian financial services licence
Applicant	a person who submits an Application
Application	an application under this IM
Application Form	the application form accompanying to this IM
Application Monies	monies lodged with an Application
ASIC	the Australian Securities and Investments Commission
Banking Day	means a day that banks are open for business in Sydney and Melbourne
Break Costs	means the economic cost to the Trustee of unwinding an Investment in the Fund
Constitution	The trust deed governing the Fund, as amended from time to time
Corporations Act	Corporations Act 2001 (Cth), as its regulations, as amended from time to time
Financial Adviser	in respect of an Investor, the Financial Adviser notified on their Application Form (as subsequently amended by notice in writing)
Fund	Sapien Ripple SPV Fund Series I
IM	This information memorandum, as amended or updated from time to time
Investment Manager or Sapien	Sapien Asset Management Pty Ltd (ACN: 639585274), Corporate Authorised Representative of Australian Financial Services Licensee 238128
Investor	the holder of an Account, as recorded in the Fund register
Performance Fee	the performance fee charged by the Investment Manager, as set out in Section 5
Relevant Party	each of the Trustee and any other person which is a party to any part of an investment arrangement comprising (amongst other things) investments in the Fund
RTGS	real time gross settlement
Trustee	Sapien Capital Partners Ltd (ACN: 088810860, AFSL: 238128)
Term Sheet	A term sheet prepared by us and signed by you in relation to your investment in the Fund
Wholesale Clients	<ul> <li>Any of the following investors will be a "Wholesale Client":</li> <li>a person that invests \$500,000 or more (Note: One may aggregate amounts invested at or about the same time by the person, an associate of the person or a body corporate controlled and wholly owned by the person, in products within the same class offered by the same issuer)</li> <li>"Superannuation-sourced monies" cannot form part of the \$500,000. Superannuation sourced monies are monies which the applicant knows the superannuation trustee will pay to a person as a superannuation lump sum or has been paid as an eligible termination payment or lump sum superannuation benefit during the previous 6 months;</li> </ul>

Term	Meaning
	a person that can demonstrate, by way of an accountant's certificate that is not more than 2 years old, that the person has net assets of at least \$2.5 million or a gross income for each of the last 2 financial years of at least \$250,000  Note: In determining whether the person has net assets of at least \$2.5 million, the net assets or gross income (as relevant) of a company or trust controlled by the person may be included. If the person qualifies as a wholesale client under this test, then a company or trust controlled by the person who has a certificate from a qualified accountant is also a wholesale client (regardless of the financial position of the company or trust).
	<ul> <li>a financial services licensee</li> </ul>
	<ul> <li>a person who is regulated by APRA, other than a trustee of a superannuation fund, an approved deposit fund, a pooled superannuation trust or a public sector superannuation scheme</li> </ul>
	a person registered as a body under the Financial Corporations Act 1974 (Cth)
	<ul> <li>a person who is the trustee of a superannuation fund, an approved deposit fund, a pooled superannuation trust or a public sector superannuation scheme and the fund, trust or scheme has net assets of at least \$10 million</li> </ul>
	<ul> <li>a person that has or controls at least \$10 million (including any assets held by an associate or under a trust that the person manages)</li> </ul>
	a person who is a listed entity, or a related body corporate of a listed entity
	a person who is an exempt public authority
	a person who is a body corporate or an unincorporated body that carries on a business of investment in financial products, interests in land or other investments, and for those purposes invests funds received following an offer or invitation to the public where the terms of the offer provided for the funds subscribed to be invested for those purposes
	a related body-corporate of any body-corporate that is a wholesale client
	<ul> <li>a person who is a foreign entity that, if established or incorporated in Australia, would be covered by one of the preceding categories of wholesale client (apart from the first two categories)</li> </ul>
	a person that is a business other than a small business
	<ul> <li>Note generally a business is a small business if it employs less than 20 people. However, a manufacturing business is a small business if it employs less than 100 people</li> </ul>
	a person that a financial services licensee is satisfied has previous experience in using financial services and investing in financial products that allows the person to assess the merits, value and risks of the investment (amongst other things), and the licensee gives the person a statement of its reasons for being satisfied as to those matters and the person signs an acknowledgement