



BALANCED SECURITIES

Balanced Securities Limited (ABN 54 083 514 685)
Target Market Determination Questionnaire

Background

This Questionnaire and the responses to it are designed to assist Balanced Securities Limited (BSL) in determining whether you are likely to meet the Target Market Determination (TMD) target market for the financial product being Secured Notes (**Secured Notes** or **Product**) offered by BSL under BSL's current Prospectus.

BSL as the Issuer of the Secured Notes must take reasonable steps to ensure that the Secured Notes are distributed in a way that is consistent with BSL's current Target Market Determination [version 3] (TMD) for the Secured Notes. We may have previously provided you with a copy of the TMD or you can find a copy of the TMD on our website at:

<https://www.balancedsecurities.com.au/pdfs/TMD.pdf>

You should read the Prospectus and TMD, and consider your objectives, financial situation and needs before deciding whether the Product is appropriate for you. You should also consider obtaining personal financial advice from a licenced financial planner.

This Questionnaire should be completed by you and returned to BSL. If you do not return a completed questionnaire a BSL representative will call you and run through the Questionnaire and obtain your answers by telephone. If you have an investment that is rolling over and you do not complete a questionnaire or take our call BSL will proceed to rollover your investment for the same term at the prevailing current interest rate in accordance with the default option in the Prospectus but on the basis that you will then have the right to redeem your investment on 31 days notice until you provide us with sufficient information for us to determine that you are likely to fall within the target market for our Secured Notes.

BSL is not authorised to provide personal financial advice. BSL's acceptance of your application, or your request to rollover your investment for a further term, does not in any way reflect an opinion or view by BSL about the investment's suitability for you.

Screening Questions

	YES	NO
<p>1. Are you a sophisticated Investor? You are a sophisticated investor if:-</p> <ul style="list-style-type: none">• you or entities that you control have a minimum of \$500,000 invested in BSL Secured Notes which includes any new investment application; or,• you provide us with a current Sophisticated Investor certificate issued by a qualified accountant in accordance with Section 708(8)(c) and Section 761G(7)(c) of the Corporations Act. <p>If you answer YES to this question and provide us with the necessary documentation you are exempt from completing the following questions.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p>2. Are you looking for a defensive fixed interest investment for a fixed term providing income returns, with interest to be paid monthly or on the maturity of the investment as selected by you? <i>(BSL's Secured Notes provide fixed interest income returns and not capital growth)</i></p>	<input type="checkbox"/>	<input type="checkbox"/>
<p>3. Are you looking for an investment with a fixed term of short to medium duration rather than a long-term timeframe? <i>(BSL offers Fixed Term Secured Notes for terms of 6 months, 9 months, 1 Year, 2 Years and 3 Years, although you can elect to rollover the Secured Notes on maturity for a further fixed term). Please note you are not entitled to withdraw your funds until the end of the investment term you have chosen</i></p>	<input type="checkbox"/>	<input type="checkbox"/>
<p>4. Are you comfortable that there is a risk that you may lose a part or whole of your investment in the Secured Notes and returns are not guaranteed? <i>(The Secured Notes do not provide a guaranteed return of capital (like some bank deposits). While BSL believes that the assets held by the Trustee on behalf of investors are more than sufficient to repay investors, full repayment is not guaranteed)</i></p>	<input type="checkbox"/>	<input type="checkbox"/>

<p>5. Are you aware that the Secured Notes do not provide capital growth and, other than interest earned, you will only receive the amount originally invested on maturity of your investment? <small>(Capital growth means the increase in the value of an investment over time. Investment in growth assets such as shares or property generates capital growth, whereas the Secured Notes only provide fixed interest income returns on your investment)</small></p>	<input type="checkbox"/>	<input type="checkbox"/>
<p>6. Please indicate the approximate percentage that your investment in the Secured Notes will or does represent of the total value of all assets you have available for investment (including your investment in the Secured Notes), but excluding your residential home:</p> <p> <input type="checkbox"/> < 25% <input type="checkbox"/> 25- 50% <input type="checkbox"/> 50-100% <input type="checkbox"/> I prefer not to provide this information. </p>		
<p>7. Please indicate your assessment of your personal risk /return profile where risk represents your ability and willingness to bear some loss, and return represents your desire to take on greater risk in the expectation of achieving a higher return:</p> <p> <input type="checkbox"/> Low - you typically prefer defensive assets such as cash and fixed income. <input type="checkbox"/> Medium – you typically prefer a balance of growth assets such as shares, property and alternative assets and defensive assets such as cash and fixed income. <input type="checkbox"/> High – you typically prefer predominately growth assets such as shares, property and alternative assets with only a smaller or moderate holding in defensive assets such as cash and fixed income. <input type="checkbox"/> Very High - you typically prefer growth assets such as shares, property and alternative assets. </p>		

Additional Information

If you have answered "No" to any of questions 2-5, this Product may not be suitable for you. **Before proceeding with your investment in the Product, we recommend you do one or more of the following:**

- a) Review the target market determination for the product which can be found online at <https://www.balancedsecurities.com.au/pdfs/TMD.pdf> or by contacting BSL to request a copy.
- b) Review the Prospectus which we have provided or contact us to request a copy
- c) Seek advice from your licensed financial adviser, stockbroker or other investment professional.

Signing by Investors

When completed by the investor/s:

Investor #1 Status [Director/ Trustee/ Individual Investor/ Other]

Signed _____ Date: ____ / ____ / ____
 Print Name :

Investor #2 Status [Director/ Trustee/ Individual Investor/ Other]

Signed _____ Date: ____ / ____ / ____
 Print Name:

Office Use for BSL

Processed by:

BSL Representative: _____ Date: ____ / ____ / ____