

W.A. Blue Gum Limited (ABN 91 060 179 982)
Target Market Determination Questionnaire

Background

This Questionnaire and the responses to it are designed to assist W.A. Blue Gum Limited (**WABG**) in determining whether you are likely to meet the Target Market Determination (**TMD**) target market for the forestry managed investment scheme being the establishing, maintaining, tending and harvesting of Tasmanian Blue Gum in southwest Western Australia (**Project**) offered by WABG under WABG's current registered Product Disclosure Statement (**PDS**).

WABG, as the Responsible Entity for the Project, must take reasonable steps to ensure that the proceeds of the Project are distributed in a way that is consistent with WABG's current TMD (version 2) for the Project. 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://wabluegum.com.au/>.

You should read the PDS and TMD and consider your objectives, financial situation and needs before deciding whether the Project 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 WABG. If you do not return a completed questionnaire, a WABG representative will call you and obtain your answers to the Questionnaire by telephone.

WABG is not authorised to provide personal financial advice. WABG's acceptance of your application does not in any way reflect an opinion or view by WABG 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 the Project; 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 delayed income derivation together with tax-deductible contributions? <i>(The Project does not provide capital growth but instead seeks to generate returns in the long term)</i></p>	<input type="checkbox"/>	<input type="checkbox"/>
<p>3. Are you looking for an investment with a long-term timeframe? The Project requires an initial investment to facilitate the planting, maintenance and harvesting of Tasmanian Blue Gum trees which will take approximately 10 to 12 years to mature. Please note that, due to the nature of the Project, you are not entitled to withdraw your funds from the Project at any time.</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 Project and returns are not guaranteed? <i>(The Project does not provide a guaranteed return on investment. While WABG believes that the Project will generate returns, its profitability is not guaranteed)</i></p>	<input type="checkbox"/>	<input type="checkbox"/>
<p>5. Are you aware that the Project does not provide capital growth, capital preservation or guaranteed capital? Capital growth means the increase in the value of an investment over time. Capital preservation means the retention of capital value in an investment. The Project provides returns on the basis of the pooled proceeds of the sale of Tasmanian Blue Gum. There is no guarantee that your share of the proceeds will meet or exceed the amount you invested in the Project.</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>		

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:

- Low** - you typically prefer defensive assets such as cash and fixed income.
- 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.
- 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.
- Very High** - you typically prefer growth assets such as shares, property and alternative assets.

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://wabluegum.com.au/> or by contacting WABG to request a copy.
- b) Review the PDS 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:

Signed
Print Name:

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

Date: ___ / ___ / ___

Signed
Print Name:

Date: ___ / ___ / ___

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

Office Use for WABG

Processed by: WABG Representative:

Date: ___ / ___ / ___