



FKP Property Group SECURITY HOLDER REBATE POLICY

FKP Property Group (**FKP**) welcomes and encourages its security holders to invest in the properties and projects developed by FKP. Acquisitions by security holders assist the growth of FKP as one of Australia's leading diversified property and investment groups and reinforce the strength of each security holder's investment.

To recognise the value of direct investment by security holders in its projects, FKP offers a rebate on properties purchased by its security holders. The rebate is available on most FKP projects, including residential land and units, commercial, industrial, retail, and retirement properties.

Policy Details

Full details of the Policy are:

1. A rebate of 2.5 per cent of the purchase price (the "Rebate") will be allowed to security holders by way of an adjustment to the purchase price at settlement where:
 - (a) the security holder buys the property direct from FKP (that is, not through an external agent);
 - (b) the security holder discloses their security holding at the commencement of discussions with their FKP sales consultant (that is, the discount cannot be claimed if the security holding is not disclosed "up front");
 - (c) the security holder has held at least 5,000 securities for a minimum of six months ("the Securities") at the time of signing the Contract;
 - (d) the Securities are continuously held during the term of the Contract and are still held at settlement;
 - (e) the property acquired is stock owned and developed by FKP including all residential land and units, all retirement properties and all commercial, industrial or retail lots selling for less than \$1million; and
 - (f) the property is sold at list price (that is excluding any Rebate) and on FKP's standard terms and conditions for the relevant property, including the payment of a full 10 per cent deposit.

2. The Rebate may only be claimed by:
 - (a) for personal security holdings, the security holder or the spouse of the security holder, and
 - (b) for corporate security holdings, the corporate security holder itself, or a director or principal shareholder of the corporate security holder.

3. Following receipt of any Expression of Interest or Contract where the security holder claims a Rebate, the validity of such claim will be confirmed with the Share Registry, including that the security holding is at least 5,000 securities which have been held for at least six months.

Prior to the settlement of the Contract, the Share Registry will be checked again to confirm that the Securities have been continuously held during the term of the Contract and are still held at the time of settlement.

In order to facilitate the confirmation of their security holding, security holders are required to provide the Security Holder Reference Number (SRN) or the Holder Identification Number (HIN) found on their security holding documentation as well as the name and address of the person or entity holding the securities.

If the security holder is a different name/entity to the purchaser, the purchaser must also advise their sales consultant at the commencement of discussions of the relationship between the security holder and the purchaser (e.g. "The purchaser is director of the security holder").

Variations to this Policy

This Policy may be amended from time to time, and any updates or amendments to this policy will be posted on the FKP web site at www.fkp.com.au. Amendments to this Policy take effect from the time they are posted on the FKP website.

Further Information and Questions

Further details on the FKP Security Holder Rebate Policy may be obtained by 1300 FKP LIFE (1300 357 543).