

Prescribed remuneration details for Total Risk Management Pty Ltd (TRM) as required under s29QB of the *Superannuation Industry (Supervision) Act 1993* (“SIS Act”) and Regulation 2.37 of the *Superannuation Industry (Supervision) Regulations 1994*.

- Reg 2.37
- (1) For paragraph 29QB(1)(a) of the Act, details of the kind set out in the table are prescribed in relation to:
 - (a) an executive officer of the RSE licensee of a registrable superannuation entity (a *relevant executive officer*) or
 - (b) an individual trustee of a registrable superannuation entity (a *relevant individual trustee*).
 - (2) If:
 - (a) a person is:
 - (i) an executive officer of the RSE licensee of a registrable superannuation entity (the ***reporting entity***); or
 - (ii) an individual trustee of a registrable superannuation entity (the ***reporting entity***); and
 - (b) the person receives a payment, benefit or compensation from a related entity of the reporting entity;
 - (c) all or part of the payment, benefit or compensation relates to work performed for the reporting entity;then, to the extent that the payment, benefit or compensation relates to that work, the payment, benefit or compensation must be disclosed in the table in the same way as it would be disclosed if it had been paid or given by the reporting entity
 - (3) The RSE licensee entity must apply the requirements of relevant accounting standards when disclosing the information mentioned in the table.
 - (4) If an expression used in the table is defined in an accounting standard that is applied for the purpose of disclosing information, the expression has the meaning given by the standard.
 - (5) A disclosure required by item 14 or 15 of the table must:
 - (a) be separated into each class of equity instrument; and
 - (b) identify each class of equity instrument by:
 - (i) the name of the issuing entity;
 - (ii) the class of equity instrument; and
 - (iii) if the instrument is an option or right—the class and number of equity instruments for which it may be exercised.

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|-----------------------|---|---|---|---|---|---|--------------------------------------|---|-------------------------------|
| Item | Event | | | | | | | | |
| 1. | Name of the relevant executive officer | David Solomon | Alexis Dodwell | James O'Connor | Marian Carr | Michael Gordon | Kathy Cave | Julia Scott | David MacKenzie |
| 2. | If a person: a) began to hold a position as a relevant executive officer or relevant individual trustee during the current financial year; or (b) retired from a position as a relevant executive officer or relevant individual trustee during the current financial year; then Provide the date | n/a | n/a | n/a | n/a | n/a | n/a | a) n/a b) 05/05/17 | n/a |
| 3. | If the position of a person who is either of the following changes during the current financial year: (a) a relevant executive officer who is a chief executive officer or director; (b) a relevant individual trustee then The person's name, position, and date of the change | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 4. | If a relevant executive officer who is not mentioned in item 3 has retired during the current financial year; then The person's name, position, and effective date | n/a | n/a | n/a | n/a | n/a | n/a | Julia Scott, TRM Manager, 05/05/2017 | n/a |
| Payments and benefits | | | | | | | | | |
| 5. | The short-term employee benefits of each relevant executive officer or relevant individual trustee for the 2 most recently completed financial years, | 2016 a) \$46,250 b) nil c) nil | 2016 a) \$58,717 b) nil c) nil | 2016 a) \$62,833 b) nil c) nil | 2016 a) \$62,833 b) nil c) nil | 2016 a) \$40,058 b) nil c) nil | 2016 a) 4,621 b) nil c) nil | 2016 a) \$116,000 b) \$45,000 | 2016 a) \$80,000 b) n/a |

| Item | Event | | | | | | | | |
|------|---|--|--|--|--|--|--|--|--|
| 1. | Name of the relevant executive officer | David Solomon | Alexis Dodwell | James O'Connor | Marian Carr | Michael Gordon | Kathy Cave | Julia Scott | David MacKenzie |
| | divided into at least the following components: (a) cash salary, fees and short-term compensated absences; (b) short-term cash profit-sharing and other bonuses; (c) non-monetary benefits; (d) other short-term employee benefits | d) nil 2017 a) \$74,000 b) nil c) nil d) nil | d) nil 2017 a) \$63,800 b) nil c) nil d) nil | d) nil 2017 a) \$58,540 b) nil c) nil d) nil | d) nil 2017 a) \$58,540 b) nil c) nil d) nil | d) nil 2017 a) \$62,590 b) nil c) nil d) nil | d) nil 2017 a) nil b) nil c) nil d) nil | c) provision of mobile telephone and death & disability cover d) nil 2017 a) \$37,000 b) \$35,000 c) provision of mobile telephone and death & disability cover d) nil | c) provision of mobile telephone and death & disability cover d) nil 2017 a) \$80,000 b) \$40,000 c) provision of mobile telephone and death & disability cover d) nil |
| 6. | The post-employment benefits of each relevant executive officer or relevant individual trustee for the 2 most recently completed financial years, divided into at least the following components: (a) pension and superannuation benefits; (b) other post-employment benefits | 2016 a) \$4,394 b) nil 2017 a) \$7,030 b) nil | 2016 a) \$4,956 b) nil 2017 a) \$5,510 b) nil | 2016 a) \$5,843 b) nil 2017 a) \$5,510 b) nil | 2016 a) \$6,286 b) nil 2017 a) \$5,510 b) nil | 2016 a) \$3,679 b) nil 2017 a) \$5,510 b) nil | 2016 a) \$439 b) nil 2017 a) nil b) nil | 2016 a) \$15,295 b) n/a 2017 a) \$1,453 b) nil | 2016 a) \$7,600 b) n/a 2017 a) \$7,600 b) nil |
| 7. | The long-term employee benefits other than benefits mentioned in items 5 and 6 for each relevant executive officer or relevant individual trustee for the 2 most recently completed financial years (any amount attributable to a long-term | 2016 nil 2017 nil | 2016 nil 2017 nil | 2016 nil 2017 nil | 2016 nil 2017 nil | 2016 nil 2017 nil | 2016 nil 2017 nil | 2016 nil 2017 nil | 2016 nil 2017 nil |

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| 1. | Name of the relevant executive officer | David Solomon | Alexis Dodwell | James O'Connor | Marian Carr | Michael Gordon | Kathy Cave | Julia Scott | David MacKenzie |
| | incentive plan being separately identified) | | | | | | | | |
| 8. | If a person's position as a relevant executive officer or relevant individual trustee was terminated during the current financial year the person's termination benefits | n/a | n/a | n/a | n/a | n/a | n/a | nil | n/a |
| 9. | If a person: (a) began to hold a position as relevant executive officer or relevant individual trustee during the most recently completed financial year; and (b) received a payment as part of the consideration for agreeing to hold the position then Details of the payment including monetary value and date | n/a | n/a | n/a | n/a | nil | n/a | n/a | n/a |
| 10. | The share-based payments made to each person who was a relevant executive officer or relevant individual trustee during the 2 most recently completed financial years, divided into at least the following components: (a) equity-settled share-based payment transactions, showing separately: (i) shares and units; and (ii) options and rights; (b) cash-settled share-based payment transactions; (c) all other forms of share-based payment compensation (including hybrids) | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |

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| 1. | Name of the relevant executive officer | David Solomon | Alexis Dodwell | James O'Connor | Marian Carr | Michael Gordon | Kathy Cave | Julia Scott | David MacKenzie |
| Compensation | | | | | | | | | |
| 11. | <p>If a grant of a cash bonus, performance-related bonus or share-based payment compensation benefit, whether part of a specific contract for services or not, was made to a relevant executive officer or relevant individual trustee during the most recently completed financial year then</p> <p>The terms and conditions of each grant affecting compensation, including</p> <p>(a) the grant date;</p> <p>(b) the nature of the compensation granted;</p> <p>(c) the service and performance criteria used to determine the amount of compensation;</p> <p>(d) if there has been any alteration of the terms or conditions of the grant since the grant date--the date, details and effect of each alteration;</p> <p>(e) the percentage of the bonus or grant for the financial year that was paid to the person, or that vested in the person, in the financial year;</p> <p>(f) the percentage of the bonus or grant for the financial year that was forfeited by the person (because the person did not meet the service and performance criteria for the bonus or grant) in the financial year;</p> <p>(g) the financial years, after the most recently completed financial year, for which the bonus or grant will be payable if the person meets the</p> | n/a | n/a | n/a | n/a | n/a | n/a | <p>a) March 2017</p> <p>b) cash bonus</p> <p>c) linked to both individual and company performance</p> <p>d) n/a</p> <p>e) 100%</p> <p>f) n/a</p> <p>g) bonus is payable annually, at discretion of employer</p> <p>h) minimum is zero and maximum is unlikely to be significantly higher than figure specified in 5 above</p> | <p>a) March 2017</p> <p>b) cash bonus</p> <p>c) linked to both individual and company performance</p> <p>d) n/a</p> <p>e) 100%</p> <p>f) n/a</p> <p>g) bonus is payable annually, at discretion of employer</p> <p>h) minimum is zero and maximum is unlikely to be significantly higher than figure specified in 5 above</p> |

| Item | Event | | | | | | | | |
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| 1. | Name of the relevant executive officer | David Solomon | Alexis Dodwell | James O'Connor | Marian Carr | Michael Gordon | Kathy Cave | Julia Scott | David MacKenzie |
| | service and performance criteria for the bonus or grant; (h) estimates of the maximum and minimum possible total value of the bonus or grant (other than option grants) for financial years after the most recently completed financial year | | | | | | | | |
| 12. | If, during the most recently completed financial year, a contract for services was negotiated between the RSE licensee and a relevant executive officer or relevant individual trustee then An explanation of how the amount was determined and will affect future periods | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 13. | If the terms of share-based payment transactions (including options or rights) granted as compensation to a relevant executive officer were altered or modified by the RSE licensee during the most recently completed financial year then Details of those changes | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 14. | If, during the most recently completed financial year, options and rights over an equity instrument issued or issuable by the RSE licensee or by a related body corporate were provided as compensation to a person who was a relevant executive officer or relevant individual trustee then Details of those options and rights | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |

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| 1. | Name of the relevant executive officer | David Solomon | Alexis Dodwell | James O'Connor | Marian Carr | Michael Gordon | Kathy Cave | Julia Scott | David MacKenzie |
| 15. | If an equity instrument that is issuable by the RSE licensee or a related body corporate was issued as a result of the exercise, during the most recently completed financial year, of options and rights that were granted as compensation to a relevant executive officer or relevant individual trustee then Details of those instruments | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| 16. | If an amount attributable to the service of a relevant executive officer who is a director, or a relevant individual trustee, for the most recently completed financial year is paid to an organisation or entity rather than to the relevant executive officer or relevant individual trustee then The amount paid and the name of the organisation or entity | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |