

## TEMPLATE ONLY

### Annual regulatory return information to be provided by licensed crowdfunding service providers to the FMA

The reporting period for this regulatory return is each 12-month period from 1 July to 30 June.

Returns will need to be submitted through our eservices portal. We will remind licensees of the requirement when it is approaching.

#### **OFFER INFORMATION**

For the purposes of this regulatory return, '**licensed crowdfunding offers**' means offers made through a licensed intermediary under the disclosure exclusion in clause 6 of Schedule 1 of the Financial Markets Conduct Act (*FMC Act*). '**Licensed service investors**' means investors in those offers. '**Other offers**' refers to all other types of offers, for example offers to wholesale investors, and offers of financial products of the same class as existing quoted financial products (under clause 19 of Schedule 1 of the FMC Act). '**Other investors**' means investors in those other offers.

Please answer this section, 'Offer information', for **each** offer that was made through your company during the reporting period. You should include offers that did not meet their minimum funding target, and offers that were made only to 'other investors'. The table gives guidance on how to respond to each question.

	Question	Guidance	Feedback
1.	Name of offering company		
2.	NZBN	New Zealand Business Numbers (NZBNs) are unique identifiers assigned to businesses in New Zealand (see <a href="http://www.nzba.govt.nz">www.nzba.govt.nz</a> )	
3.	Was the offer made by the service provider or any of its associated persons (as defined in the FMC Act)?	Yes / No	
4.	Was the offer made to licensed service investors?	Yes / No	
5.	Was the offer made to other investors?	Yes / No (Answer 'Yes' to both question 4 and 5 if part of	

	Question	Guidance	Feedback
		the offer relied on the licensed crowdfunding service exclusion and part of the offer relied on a different exclusion)	
6.	Offer opening date	The first date any investor could accept the offer through your company's services.	
7.	Offer closing date	The final date the offer could be accepted by any investor through your company's services. If the offer was extended, this is the extended date. If the offer failed, this is the last date the offer was open for acceptance before it failed.	
8.	Minimum acceptable investment	Minimum amount that could be invested by a single investor, even if all investors actually invested more than this minimum amount.	
9.	Minimum funding target	Minimum amount to be raised by the offeror before any shares would be issued (i.e. for the offer to be successful). Put '0' if there is no minimum target.	
10.	Maximum funding target	Maximum amount the company would accept, as described in its offer. If the maximum was increased during the offer period, insert the final maximum amount. Please put 'No maximum' if there was no maximum.	
11.	Total value of capital raised (from all investors)	NZ\$	
12.	Total value of capital raised from licensed service investors	NZ\$	
13.	Total value of capital raised from other investors	NZ\$	

	Question	Guidance	Feedback
14.	Total number of shares issued (all investors)	Number	
15.	Smallest individual investment in the offer by a licensed service investor	NZ\$	
16.	Smallest individual investment in the offer by other investor	NZ\$	
17.	Largest individual investment in the offer by a licensed service investor	NZ\$	
18.	Largest individual investment in the offer by other investor	NZ\$	
19.	For each of the following dollar ranges (in questions 20 to 26), how many individual investments of that size were made?	<p>Please give the total number of individual investments (from both licensed service investors and other investors) within each range, for each of questions 20 to 26.</p> <p><i>Example: if 100 investors invested \$500 each and 50 investors invested \$750 each, your response to question 20 will be 150.</i></p>	
20.	0 - \$999	Number (refer to question 19)	
21.	\$1,000 - \$4,999	Number (refer to question 19)	
22.	\$5,000 - \$9,999	Number (refer to question 19)	
23.	\$10,000 - \$49,999	Number (refer to question 19)	
24.	\$50,000 - \$99,999	Number (refer to question 19)	

	Question	Guidance	Feedback
25.	\$100,000 - \$499,000	Number (refer to question 19)	
26.	\$500,000+	Number (refer to question 19)	
27.	What was the cumulative total investment in each of the following ranges, for all investors whose individual investments were in that range?	<p>The ranges for questions 28 to 34 are the same as for questions 20 to 26. Questions 28 to 34 require you to add up the total value of investments by the investors within each of those ranges.</p> <p><i>Example: if 100 investors invested \$500 each and 50 investors invested \$750 each, your response to question 28 will be \$87,500 [being (100x500) + (50x750)]</i></p>	
28.	0 - \$999	NZ\$ (refer to question 27)	
29.	\$1,000 - \$4,999	NZ\$ (refer to question 27)	
30.	\$5,000 - \$9,999	NZ\$ (refer to question 27)	
31.	\$10,000 - \$49,999	NZ\$ (refer to question 27)	
32.	\$50,000 - \$99,999	NZ\$ (refer to question 27)	
33.	\$100,000 - \$499,000	NZ\$ (refer to question 27)	
34.	\$500,000+	NZ\$ (refer to question 27)	

**INFORMATION ABOUT YOUR BUSINESS**

Please answer the following questions about the business as a whole.

	Question	Guidance	Feedback
1.	Total number of unique <b>licensed service investors</b> who invested through the service during the period	Number	
2.	Number of <b>licensed service investors</b> who invested through the service for the first time during the period	Number	
3.	For each of the following dollar ranges, how many <b>licensed service investors</b> invested a total amount (i.e. across all offers) within the range during the reporting period?	<p>You should keep a record of how much each licensed service investor has invested through your service within each year and record the number of investors within each range. If an individual has invested in both licensed crowdfunding offers and other offers, please only include the amounts invested in licensed crowdfunding offers in your calculation.</p> <p><i>Example: if one investor invested \$1,000 in each of five licensed crowdfunding offers, they should be counted in category 'c'.</i></p> <p>Record the number of investors in each range (not the total value of their investment).</p>	
	a. 0 - \$999	Number	

	Question	Guidance		Feedback
	b. \$1,000 - \$4,999	Number		
	c. \$5,000 - \$9,999	Number		
	d. \$10,000 - \$49,999	Number		
	e. \$50,000 - \$99,999	Number		
	f. \$100,000 - \$499,000	Number		
	g. \$500,000+	Number		
4.	Total number of complaints received during the period about your licensed service:	A 'complaint' is any expression of dissatisfaction by a client (whether from a borrower or investor).		
	a. That were resolved by the business	Number		
	b. That were referred to your dispute resolution scheme	Number		
5.	Total number of complaints received during the period about offers or offering companies:			
	a. That were resolved by the business	Number		
	b. That were referred to your dispute resolution scheme	Number		
6.	Please provide your monthly NTA figure (dollar amount) for each of the 12 months during the reporting period.	July	NZ\$	
		August	NZ\$	
		September	NZ\$	
		October	NZ\$	

	Question	Guidance		Feedback
		November	NZ\$	
		December	NZ\$	
		January	NZ\$	
		February	NZ\$	
		March	NZ\$	
		April	NZ\$	
		May	NZ\$	
		June	NZ\$	
7.	Please describe any services offered by your business that are not provided as part of your licensed service.			
8.	What percentage of your gross revenue is earned from services provided as part of the licensed crowdfunding service?	% to the nearest 1%		
9.	During the reporting period, did you decline any issuers who wished to use your licensed service following your issuer assessment process? If yes, how many?	Yes/No. If yes, number.		

**SECONDARY MARKET**

If you operate a market for trading shares that were offered through your licensed crowdfunding service, please also answer the following questions.

	<b>Question</b>	<b>Guidance</b>	<b>Feedback</b>
SM1.	Total number of trades on the market during the reporting period	Number	
SM2.	Total value of trades on the market during the reporting period	NZ\$	
SM3.	Number of individual companies whose shares were traded	Number	