

Fax

10 November 2015

**UBS AG** 

Singapore Branch One Raffles Quay #50-01 North Tower Singapore 048583 Tel.+65 6495 8000

Compliance Operations
Group Operations

to Asciano Limited Level 4, 476 St Kilda Road, Melbourne, VIC, 3004, Australia

> Companies Announcements Office ASX Ltd Exchange Centre 20 Bridge Street SYNDEY NSW 2000

+61 3 9699 2869

# subject Substantial Shareholding Notification - updated Form 604

Dear Sirs

We refer to the Form 604 Notice of change of interests of substantial shareholder lodged on 5 November 2015.

There is no change to UBS Group AG's relevant interest. This updated form provides additional detail with respect to the existing voting arrangement.

Please contact Weixiao Qin at +65 6495 8217 should you have any gueries in relation to this matter.

Yours sincerely,

**UBS Group AG** 

Weixiao Qin

Compliance Operations

Pepe Chan

Compliance Operations

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# Form 604

Corporations Law Section 671B

# Notice of change of interests of substantial holder

To: Company Name/Scheme	ASCIANO LIMITED	
ACN/ARSN	123 652 862	
I. Details of substantial holde	r	
Name	UBS Group AG and its related	bodies corporate
ACN/ARSN (if applicable):		
There was a change in the interest	ests of the substantial holder on	3 November 2015
The previous notice was given to	the company on	3 November 2015

# 2. Previous and present voting power

The total number of votes attached to all the voting shares in the company or voting interests in the scheme that the substantial holder or an associate (2) had a relevant interest (3) in when last required, and when now required, to give a substantial holding notice to the company or scheme, are as follows:

Class of securities (4)	Previous Notice		Present Notice		
	Person's Votes	Voting Power (5)	Person's Votes	Voting Power (5)	
Ordinary	93,772,943	9.61%	104,100,047	10.67%	

# 3. Changes in relevant interests

Particulars of each change in, or change in the nature of, a relevant interest of the substantial holder or an associate in voting securities of the company or scheme, since the substantial holder was last required to give a substantial holding notice to the company or scheme are as follows:

Date of change	Person whose relevant interest changed	Nature of Change (6)	Consideration given in relation to change (7)	Class and Number of securities affected	Person's votes affected
Please see /	Appendix B.			,	

## 4. Present relevant interests

Particulars of each relevant interest of the substantial holder in voting securities after the change are as follows:

Holder of relevant interest	Registered holder of securities	Person entitled to be registered holder (8)	Nature of relevant interest (6)	Class and number of securities	Person's votes
UBS AG	Various Custodians	UBS AG	Fund Manager with power to exercise control over voting shares	103,007 Ordinary	103,007
UBS Asset Management (Americas) Inc	Various Custodians	UBS Asset Management (Americas) Inc	Fund Manager with power to exercise control over voting shares	51,784 Ordinary	51,784

UBS Asset Management (Australia) Ltd	Various Custodians	UBS Asset Management (Australia) Ltd	Fund Manager with power to exercise control over voting shares	21,876,540 Ordinary	21,876,540
UBS Asset Management (Deutschland) GmbH	Various Custodians	UBS Asset Management (Deutschland) GmbH	Fund Manager with power to exercise control over voting shares	139,305 Ordinary	139,305
UBS Asset Management (Hong Kong) Ltd	Various Custodians	UBS Asset Management (Hong Kong) Ltd	Fund Manager with power to exercise control over voting shares	732,179 Ordinary	732,179
UBS Asset Management Life Limited	Various Custodians	UBS Asset Management Life Limited	Fund Manager with power to exercise control over voting shares	151,974 Ordinary	151,974
UBS Asset Management (Singapore) Ltd	Various Custodians	UBS Asset Management (Singapore) Ltd	Fund Manager with power to exercise control over voting shares	12,443 Ordinary	12,443
UBS Asset Management Trust Company	Various Custodians	UBS Asset Management Trust Company	Fund Manager with power to exercise control over voting shares	27,150 Ordinary	27,150
UBS Asset Management (UK) Limited	Various Custodians	UBS Asset Management (UK) Limited	Fund Manager with power to exercise control over voting shares	4,103,547 Ordinary	4,103,547
UBS Fund Management (Luxembourg) SA	Various Custodians	UBS Fund Management (Luxembourg) SA	Fund Manager with power to exercise control over voting shares	2,088,611 Ordinary	2,088,611
UBS Fund Management (Switzerland) AG	Various Custodians	UBS Fund Management (Switzerland) AG	Fund Manager with power to exercise control over voting shares	949,069 Ordinary	949,069
UBS AG, London Branch	Various Custodians	UBS AG, London Branch	Power to control disposal over shares pursuant to stock borrowing and lending activities (see Appendix A)	8,000,000 Ordinary	8,000,000
1	Various Custodians	UBS AG, London Branch	Beneficial owner	493,527 Ordinary	493,527
UBS Securities Australia Ltd	Warbont Nominees Pty Ltd	UBS Securities Australia Ltd	Power to control disposal over shares pursuant to stock borrowing and lending activities (see Appendix A)*	3,480,000 Ordinary	3,480,000
•	Brispot Nominees Pty Ltd	UBS Securities Australia Ltd	Beneficial owner*	55,830,306 Ordinary	55,830,306
	N/A	UBS Securities Australia Ltd	Beneficial owner	316,000 Options	316,000
UBS Switzerland AG	Various Custodians	UBS Switzerland AG	Broker with power to exercise discretion over account	78,314 Ordinary	78,314
UBS Wealth Management Australia Ltd	UBS Wealth Management Australia Nominees Pty Ltd	UBS Wealth Management Australia Ltd	Broker with power to exercise discretion over account	1,912,450 Ordinary	1,912,450
UBS AG, Australia Branch	UBS Nominees Pty Ltd	UBS AG, Australia Branch	Prime Broker that has exercised its borrowing right in respect of shares pursuant to a Prime Broking Agreement (see Appendix A)*	3,753,841 Ordinary	3,753,841

<sup>\*</sup> UBS AG, Australia Branch has entered into an arrangement with respect to up to 61,304,584 securities in AlO.AX, which consists of some or all of these securities, including the granting of power to Qube Holdings Limited to exercise control over the voting of shares in certain circumstances (See Appendix C).

# 5. Changes in association

The persons who have become associates (2) of, ceased to be associates of, or have changed the nature of their association (9) with, the substantial holder in relation to voting interests in the company or scheme are as follows:

Name and ACN/ ARSN (if applicable)	Nature of association
N/A	N/A

## 6. Addresses

The addresses of persons named in this form are as follows:

Name	Address
Details of all UBS offices can be found through the following link: http://apps2.ubs.com/locationfinder/	

# **SIGNATURE**

Print Name: Pepe Chan Capacity: Authorised signatory

Date: 10 November 2015

Print Name: Weixiao Qin Capacity: Authorised signatory

Sign Here: Date: 10 November 2015

Contact details for this notice:

Weixiao Qin Compliance Operations (T) +65 6495 8217

Holder of relevant interest	UBS AG, London Branch	UBS Securities Australia Ltd	UBS AG, Australia Branch
Type of agreement	Securities Lending Agreement	Securities Lending Agreement	Prime Brokerage Agreement
Parties to agreement	(i) UBS AG, London Branch ("UBS AG ")/ UBS Limited (ii) Client (Please refer to Appendix A-1.)	(i) UBS AG, Australia Branch ("UBS AG")/ UBS Securities Australia Limited  (ii) Client (Please refer to Appendix A-1.)	(i) UBS AG, Australia Branch ("UBS AG")  (ii) Client (Please refer to Appendix A-1.)
Transfer date	Please refer to Appendix A-1.	Please refer to Appendix A-1.	Please refer to Appendix A-1.
Holder of voting rights	UBS AG/ UBS Limited	UBS AG/ UBS Securities Australia Limited	UBS AG
Are there any restrictions on voting rights?	Please refer to the details below.	Please refer to the details below.	Please refer to the details below.
If yes, detail	Since all right and title in the securities passes to the transferee (i.e. UBS AG/ UBS Limited), the transferee has the right to vote.  However, in certain circumstances, the transferee may seek to arrange for instructions to be exercised in accordance with the instructions of the transferor (i.e. Client).	Since all right and title in the securities passes to the transferee (i.e. UBS AG/ UBS Securities Australia Limited), the transferee has the right to vote. However, in certain circumstances, the transferee may seek to arrange for instructions to be exercised in accordance with the instructions of the transferor (i.e. Client).	Since all right and title in the securities passes to the transferee (i.e. UBS AG), the transferee has the right to vote. However, in certain circumstances, the transferee may seek to arrange for instructions to be exercised in accordance with the instructions of the transferor (i.e. Client).
Scheduled return date (if any)	None.	None, subject to the terms of the relevant loan.	None, subject to the terms of the relevant loan.
Does the borrower have the right to return early?	Yes.	Yes.	Yes.
If yes, detail	The borrower (i.e. UBS AG/ UBS Limited) has the right to return at its discretion subject to the terms of the relevant loan.	The borrower (i.e. UBS AG/ UBS Securities Australia Limited) has the right to return at its discretion.	The borrower (i.e. UBS AG) has the right to return at its discretion.
Does the lender have the right to recall early?	Yes.	Yes.	Yes.
If yes, detail	The lender (i.e. Client) can recall at its request subject to compliance with margin requirements and the terms of the relevant loan.	The lender (i.e. Client) can recall at its request subject to compliance with margin requirements and the terms of the relevant loan.	The lender (i.e. Client) can recall at its request subject to compliance with margin requirements and the terms of the relevant loan.
Will the securities be returned on settlement?	Yes.	Yes.	Yes.
If yes, detail any exceptions	None.	None.	None.

# Securities Lending Agreement - UBS AG, London Branch / UBS Limited

Parties to agreement	Tra	nsfer date
Citibank NA as an agent acting on behalf of its clients	(i)	3 November 2015
The Northern Trust Company as an agent acting on behalf of its clients	(i)	3 November 2015
RBC Dexia Investor Services Trust	(i)	3 November 2015

# Securities Lending Agreement - UBS AG, Australia Branch/ UBS Securities Australia Limited

# Prime Brokerage Agreement - UBS AG, Australia Branch

Parties to agreement	Trar	isfer date
Cranwell Pty Limited	(i)	25 February 2015
CJH Holdings Pty Limited as trustee for GJH Family Trust	(i)	25 February 2015
Caroline Jane Howard	(i)	25 February 2015
James William Vicars	(i)	25 February 2015
Bennelong Funds Management Pty Ltd as trustee of Bennelong Long Short Equity Fund	(i)	25 February 2015
	(ii)	26 February 2015
	(iii)	15 June 2015
	(iv)	1 July 2015
	(v)	2 July 2015
	(vi)	6 July 2015
	(vii)	9 July 2015
	(viii)	10 July 2015
	(ix)	13 July 2015
	(x)	15 July 2015
	(xi)	8 September 2015
	(xii)	9 September 2015
	(xiii)	10 September 2015
	(xiv)	25 September 2015
Atrium Investment Management Pty Ltd in its capacity as trustee of the scheme Atrium	(i)	25 February 2015
Benn L-S Fund	(ii)	27 April 2015
	(iii)	28 April 2015
	(iv)	30 April 2015
	(v)	27 July 2015
	(vi)	30 July 2015
	(vii)	31 July 2015
	(viii)	9 September 2015
	(ix)	10 September 2015

# Appendix A-1

Bennelong Funds Management Ltd as trustee for Bennelong Market Neutral Fund		25 February 2015
	(ii)	30 October 2015
Arcadia Comm Spec Fund 9	(i)	13 October 2015

03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	15-40N-50	03-Nov-15	03-NOV-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-NoV-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-NOV-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	03-Nov-15	
AIO - Appendix B		Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinacy	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	Ordinary	
Number of	1	(1)	S	(4)	2,119	117,1	18,287	195,55)	(3.505)	(3,500)	(5,000)	(50.000)	(38,381)	25,567	998	(315)	202	75.27	(1,245)	(36,430)	(34,533)	(21,887)	(12,585)	(/85') (/85')	(10,835)	(60,195)	(642,128)	(108,759)	(7.04.553)	(4,513)	(103,393)	(945)	(436,872)	36,269	650.831	(315)	-	27	29	00 4	28	13	41	2 0	2 8	36	53	20	9	49	7	- [	5 6	
Consideration given in	relation to change	8	408	33	1/,164	9,809	148,125	25,052	N/A	R 110	44,000	440 000	311,036	207,162	7,030	2,553	1,629 102 NOC	510.027	NA	N/A	N/A	N/A	N/A	A/N	N/A	N/A	NA	N/A	N/A	N/A	A/N	WA	N/A	N/A	A/N	2,579	8	220	236	32	471	106	334	81	16	293	432	408	49	401	57	80 90	105	
Nature of Change		Sell	Buy	jag i	Buy	puy g.m	Buy	(S)	Transfer-Out	Sell	3	3	Sel	Buy	Buy	Sell	euy Gell	Buy	Stock returned	Stock returned	Stock returned	Stock returned	Stock returned	Stock returned	Stock returned	Stock returned	Stock returned	Stock returned	Stock returned	Transfer-In	Transfer-In	Sell	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy	Buy					
Date of change Person whose relevant interest changed		UBS Securities Australia Ltd	S Securities Australia Ltd	UBS Securities Australia Ltd	UBS Securities Australia Ltd	UBS Securities Australia I to	UBS Securities Australia Ltd	JBS Securities Australia Ltd	JBS Wealth Management Australia Ltd	JBS Securities Australia 11d	UBS Securities Australia Ltd	UBS Securities Australia Ltd	5 Securities Australia Ltd	UBS Securities Australia Ltd	JBS Securities Australia Ltd	JBS Securities Australia Ltd	DS Securities Australia 11d	UBS Securities Australia Ltd	UBS AG, Australia Branch	AG. Australia Branch	UBS AG, Australia Branch	. AG, Australia Branch	UBS AG, Australia Branch	UBS AG, Australia Branch	AG, Australia Branch	UBS AG, Australia Branch	UBS AG, Australia Branch	JBS AG, Australia Branch	UBS AG, Australia Branch	UBS Asset Management	JBS Asset Management	JBS Asset Management	UBS Securities Australia Ltd	UBS Securities Australia Ltd	Obsideration Australia Ltd	JBS Securities Australia Ltd	JBS Securities Australia Ltd	UBS Securities Australia Ltd	UBS Securities Australia Ltd	UBS Securities Australia Itd	UBS Securities Australia Ltd			UBS Securities Australia Itd										
Date of change   Pe		02-Nov-15 UBS		T	02-Nov-15			T	Ī		Ĭ	Ī				Ť	<del>-</del>	02-Nov-15 UBS			02-Nov-15 UBS		02-Nov-15		02-Nov-15 UBS		T					02-Nov-15 UBS		T	02-Nov-15 UBS	Ī	1	T		03-Nov-15 UBS		03-Nov-15 UBS	1				03-Nov-15 UBS	Ť		03-Nov-15 UBS	1		Ī	



UBS AG, Australia Branch ABN 47 088 129 613 AFSL No. 231087 Level 16 Chifley Tower 2 Chifley Square Sydney NSW 2000 Australia

> OTC Operations Tel. +612-9324 3455

Warning: This is a structured derivative. Do not invest in it unless you fully understand and are willing to assume the risks associated with it.

Date:

29 October 2015

To:

Qube Holdings Limited (ABN 14 149 723 053) (Counterparty or Party B)

Attention:

Paul, William and Steve

E-mail 1:

Paul.lewis@qube.com.au

Email 2:

William.hara@qube.com.au

Email 3:

Steve.castle@qube.com.au

Tel 1:

Paul Lewis +612 9080 1903 / 0414 907 437

Tel 2:

William Hara +612 9080 1913 / 0419 244 477

Tel 3:

Steve Castle +612 9080 1906 / 0413 005 018

From:

UBS AG, Australia Branch (ABN 47 088 129 613) (UBS or Party A)

Address:

Level 16 Chifley Tower, 2 Chifley Square, Sydney, NSW 2000, Australia

Email:

sh-tradecapture-sydney@ubs.com

Subject:

Amended and Restated Confirmation of an Equity Swap Transaction (UBS Ref:

BKP314SYD1345240, BKP314SYD1344896)

Dear Sirs/Madams,

The purpose of this amended and restated Confirmation is to record that, for valuable consideration, the parties have agreed to amend the terms of this Transaction effective from 29 October 2015. This amendment confirmation amends and restates the Confirmation for this Transaction dated 29 September 2015 (UBS Ref: BKP314SYD1345240, BKP314SYD1344896) as follows:

The purpose of this letter agreement (this "Confirmation") is to confirm the terms and conditions of the above referenced transaction entered into between Counterparty and UBS on the Trade Date specified below (the "Transaction"). This communication evidences a complete and binding agreement between you and us as to the terms of the Transaction to which this Confirmation relates.

If you and we are parties to a master agreement that governs transactions of this type (whether in the form of the ISDA Master Agreement (Multicurrency-Cross Border) or any other form (a "Master Agreement"), then this Confirmation will supplement, form a part of, and be subject to that Master Agreement. If you and we are not parties to such a Master Agreement, then you and we agree to use all reasonable efforts promptly to negotiate, execute and deliver an agreement in the form of the 2002 ISDA Master Agreement (the "ISDA Form"), with such modifications as you and we will in good faith agree. Upon the execution by you and us of such an agreement, this Confirmation will supplement, form a part of and be subject to and governed by that agreement, except as expressly modified below. Until we execute and deliver that agreement, this Confirmation, together with all other documents referring to the ISDA Form (each a "Confirmation") confirming transactions (each a "Transaction") entered into between us (notwithstanding anything to the contrary in a Confirmation), shall supplement, form a part of, and be subject to an agreement in the form of the ISDA Form as if we had executed an agreement in such form (but without any Schedule except for the election of; (i) New South Wales as the governing law as detailed in paragraph (f) of the Additional Provisions to this Confirmation; and (ii) Australian Dollars as the Termination Currency and such other elections and modifications detailed herein referring to the ISDA Form) on the Trade Date of the first Transaction between us (hereinafter the "Agreement"). The parties agree that the terms of each Annex to the 2002 Master Agreement Protocol published by the International Swaps and Derivatives Association, Inc. ("Protocol") apply to the agreement as if the parties had adhered to the Protocol without amendment. In the event of any inconsistency between the provisions of any such Agreement and this Confirmation, this Confirmation will prevail for the purposes of this Transaction.

The definitions and provisions contained in the 2002 ISDA Equity Derivatives Definitions (the "Equity Definitions") and the 2006 ISDA Definitions (the "Swap Definitions", and together with the Equity Definitions, the "Definitions"), in each case, as published by the International Swaps and Derivatives Association, Inc., are incorporated into this Confirmation. In the event of any inconsistency between the Swap Definitions and the Equity Definitions, the Equity Definitions will govern. In the event of any inconsistency between the Definitions and this Confirmation, this Confirmation will govern. References herein to a "Transaction" shall be deemed references to an "Equity Swap Transaction" for the purposes of the Equity Definitions.

In the event of any inconsistency between the provisions of the Agreement and this Confirmation, this Confirmation will prevail for the purpose of this Transaction.

The terms of the particular Transaction to which this Confirmation relates are as follows:

## **GENERAL TERMS**

Trade Date: 29 September 2015

Effective Date: 29 October 2015

Scheduled Termination Date: The final Settlement Date

Voluntary Termination: The Counterparty may upon not less than 10 Business

Days written notice to UBS terminate the Transaction in whole or in part on any Business Day by specifying (i) a Settlement Date and (ii) a portion of the Number of Shares to be subject to the early Voluntary Termination, provided that such portion of the Number of Shares shall be at least equal to 25% of Number of Shares as at the relevant time

Any Voluntary Termination shall be subject to repetition of the representations and warranties in this Agreement

Company or Issuer: Asciano Limited ABN 26 123 652 862

Shares: Ordinary shares of the Company (Bloomberg code: AIO

AU)

Business Day:

Sydney

**Business Day Convention:** 

**Following** 

Exchange:

Australian Securities Exchange

Related Exchange:

All Exchanges

Upfront fee:

The amount specified in the Side Letter, payable by the

Counterparty to UBS on 5 November 2015

Maturity fee:

The amount specified in the Side Letter payable by the Counterparty to UBS on the applicable Settlement Date

## **EQUITY AMOUNTS**

**Equity Amount Payer:** 

Party A

Equity Amount Receiver:

Party B

**Equity Notional Amount:** 

AUD 510,829,456.43

Number of Shares:

61,301,584

Initial Price:

AUD 8.33305

#### INITIAL EXCHANGE

Initial Exchange Amount:

The Counterparty will pay to UBS the amount specified in

the Side Letter

Initial Exchange Payment Date:

The date falling 3 Business Days immediately following the Effective Date unless otherwise agreed with UBS

## FINAL EXCHANGE

Final Exchange Amount:

UBS will pay to the Counterparty the amount specified in

the Side Letter

Final Exchange Amount Payer:

Party A

Final Exchange Payment Date:

Each Settlement Date

# FLOATING AMOUNT

Floating Amount:

In respect of a Calculation Period, the sum of each Daily Floating Amount in respect of each day in such

Calculation Period

Daily Floating Amount:

In respect of any day in a Calculation Period, an amount in AUD equal to the product of (a) the Floating Rate Notional

Amount on such day, (b) the sum of the Floating Rate and the Spread, and (iii) the quotient of 1 (as numerator) and

365 (as denominator)

Calculation Period: Each period from and including one Payment Date to but

excluding the next Payment Date, provided that the initial Calculation Period shall commence on and include the Trade Date, and the final Calculation Period shall end on

but exclude the final Settlement Date

Payment Date: Each 3 month anniversary of the Trade Date, subject to the

Following Business Day Convention, provided that the final Payment Date shall be the final Settlement Date

Floating Rate Notional Amount: On each day during a Calculation Period, an amount in

AUD equal to the Equity Notional Amount as at such date minus the Initial Exchange Amount (as adjusted to reflect any Voluntary Termination executed prior to such date), provided that the Floating Rate Notional Amount shall be deemed to be zero following payment in full of the Full Deleveraging Payment following the occurrence of a Full

**Deleveraging Event** 

Floating Rate: 3-month BBSW

Spread: The amount specified in the Side Letter

Day Count Fraction: Actual / 365

SETTLEMENT TERMS

Settlement Method Election: Not Applicable

Settlement Method Physical Settlement

Settlement Currency: AUD

Settlement Date: The date falling 12 months following the Trade Date or, if

sooner, (i) each such date as the Counterparty may specify in connection with a Voluntary Termination, or (ii) the date falling one Settlement Cycle following payment in full of the Full Deleveraging Payment following the occurrence of a Full Deleveraging Event (in accordance

with the terms set out in the Side Letter)

COLLATERAL

Collateral Requirements: As specified in the Side Letter

PARTIAL DELEVERAGING & RELEVERAGING

Partial Deleveraging Event: As specified in the Side Letter

Partial Deleveraging: As specified in the Side Letter

Releveraging: As specified in the Side Letter

## DIVIDENDS

Dividend Amount:

The Ex Amount x Number of Shares.

"Ex Amount" means, in relation to a Dividend Amount, 100% of the net cash dividend in AUD per Share declared by the Issuer to holders of record of the Shares where the Ex-Date occurs during the Dividend Period

"Number of Shares" means the Number of Shares as at the start (i.e. prior to the commencement of trading on the Exchange) of the Scheduled Trading Day on which the Shares commence trading ex-dividend on the Exchange.

"Ex-Date" means, in relation to any cash dividend declared by the Issuer, the date that the Shares commence trading ex-dividend on the Exchange

A pro-rated portion of each Dividend Amount shall be payable by UBS to Counterparty on each Dividend Payment Date

Extraordinary Dividends:

Applicable

"Extraordinary Dividend" means, as determined by the Calculation Agent, (i) any payment by the Issuer to shareholders that the Issuer announces will be an extraordinary dividend or (ii) any other "special" cash dividend on the Shares which is, by its terms or declared intent, declared and paid outside the normal operations or normal dividend procedures of the Issuer

Dividend Period:

The period that commences on, and includes, the Trade Date and ends on, and includes, the final Settlement Date

Dividend Payment Date:

The later of (i) the final Settlement Date and (ii) the third Business Day following the payment date by the Issuer of the last cash dividend declared by the Issuer in respect of which the Ex-Date occurred during the Dividend Period

Re-investment of Dividends:

Not Applicable

#### **OTHER TERMS**

Method of Adjustment:

Calculation Agent Adjustment. In its determinations of the existence and extent of any dilutive or concentrative effect on the theoretical value of the Shares of any Potential Adjustment Event, and any related adjustments to the terms of the Transaction, the Calculation Agent shall take into account any amounts of Local Taxes that would, in the determination of the Calculation Agent, be withheld from or paid or otherwise incurred by an Offshore Investor in connection with such Potential Adjustment Event

As used herein "Local Taxes" shall mean taxes, duties, and similar charges imposed by the taxing authority of the

#### Local Jurisdiction

"Offshore Investor" shall mean a holder of Shares who is an institutional investor not resident in the Local Jurisdiction for the purposes of the tax laws and regulations of the Local Jurisdiction and, for the avoidance of doubt, whose jurisdiction of residence (i) shall be determined by the Calculation Agent and (ii) may be the jurisdiction of the other party to the Transaction.

"Local Jurisdiction" shall mean Australia

#### **EXTRAORDINARY EVENTS**

Consequences of Merger Events and Tender Offers:

(a) Share-for-Share:

Modified Calculation Agent Adjustment

(b) Share-for-Other:

Modified Calculation Agent Adjustment

(c) Share-for-Combined:

Modified Calculation Agent Adjustment

Determining Party:

Determining Party:

Party A

Tender Offer:

Applicable

Composition of Combined Consideration:

Not Applicable

Determination)

Nationalization, Insolvency or Delisting

Cancellation and Payment

(Calculation

Agent

Party A

Merger Event, Tender Offer,

Nationalization, Insolvency or Delisting and corporate action:

Modified Calculation Agent Adjustment, provided that the relevant event shall be deemed to occur on the earlier of the Ex-Date and the announcement date in relation to such event or on such other date as the Calculation Agent determines is commercially reasonable. All relevant terms of the Definitions (including the definitions of "Merger Date" and "Tender Offer Date" in the Equity

Definitions) should be construed accordingly

# **Additional Disruption Events**

Exchange Disruption:

Applicable

Trading Disruption:

Applicable

Adjustment of Aggregate Share Value:

If on any Scheduled Trading Day (a "Disrupted Day") a Trading Disruption or Exchange Disruption occurs, including as a result of the Exchange being closed, for the purpose of the Closing Price, the previous closing market value of the Shares will be subject to a haircut of 10%. Such haircut shall be reapplied on a compounding basis on each subsequent Disrupted Day

Change in Law:

Applicable; provided that Section 12.9(a)(ii)(B) of the

Equity Definitions is replaced in its entirety as follows: "(B) due to the promulgation of or any change in the interpretation by any court, tribunal or regulatory authority with competent jurisdiction of any applicable law or regulation (including any action taken by a taxing authority), the Calculation Agent determines in good faith that it has become illegal to hold, acquire or dispose of Hedge Positions relating to such Transaction"

Insolvency Filing:

Applicable.

Hedging Disruption:

Applicable. Section 12.9(a)(v) of the Equity Definitions is replaced in its entirety by the words: "Hedging Disruption" means that the Hedging Party is unable, after using commercially reasonable efforts, to either (i) acquire, establish, re-establish, substitute, maintain, unwind or dispose of any transaction(s) or asset(s) it deems necessary to hedge the equity price risk (or any other relevant price risk including, but not limited to, the currency risk) of entering into and performing its obligations with respect to this Transaction, or (ii) realize, recover, receive, repatriate, remit or transfer the proceeds of Hedge Positions or this Transaction between accounts within the jurisdiction of the Hedge Positions (the "Affected Jurisdiction") or from accounts within the Affected Jurisdiction to accounts outside of the Affected Jurisdiction

Hedge Positions:

The definition of "Hedge Positions" in Section 13.2(b) of the Equity Definitions shall be amended by inserting the words "or an Affiliate thereof" after the words "a party" in the third line

Increased Cost of Hedging:

Applicable. Section 12.9(a)(vi) of the Equity Definitions is replaced as follows: "(vi) "Increased Cost of Hedging" means that the Hedging Party would incur a materially increased (as compared with the circumstances that existed on the Trade Date) amount of tax, duty, expense or fee (other than brokerage commissions) to (A) acquire, establish, re-establish, substitute, maintain, unwind or dispose of the any transaction(s) or asset(s) it deems necessary to hedge the equity price risk (or any other relevant price risk including, but not limited to, the currency risk) of entering into and performing its obligations with respect to this Transaction or (B) realise, recover or remit the proceeds of the Hedge Positions or this Transaction between accounts within the Affected Jurisdiction or from accounts within the Affected Jurisdiction to accounts outside of the Affected Jurisdiction

Loss of Stock Borrow:

Inapplicable

Increased Cost of Stock Borrow:

Inapplicable

Hedging Party:

Party A

Determining Party:

Party A

Non-Reliance:

Applicable

Agreements and Acknowledgements Regarding Hedging Activities:

Applicable

Additional Acknowledgements:

Applicable

## **FULL DELEVERAGING EVENTS**

Full Deleveraging Events:

As specified in the Side Letter

#### SETTLEMENT

This Transaction has been entered into by a member of the UBS group ("UBS Party"). For the avoidance of doubt, any payment or delivery obligations of the UBS Party in respect of this Transaction ("Obligations") may be effected by either UBS Limited, UBS Securities LLC or UBS AG, London Branch, or UBS Securities Australia Limited (the "Settlement Agent"). UBS Party has authorised the Settlement Agent to act on its behalf in the same manner and with the same force and effect as UBS Party might or could do in connection with any such payment or delivery obligation.

#### **ACCOUNT DETAILS**

Account for payments to Party B:

TBA

Account for payments to Party A:

Beneficiary Bank: UBS AG Australia Bank
Beneficiary Bank SWIFT: UBSWAU2S
Account holder name: UBS AG Australia
Correspondent: UBS AG, Australia Branch

BSB:

946 612

A/c: Swift: 242624 UBSWAU2S

## ADDITIONAL PROVISIONS

For the purposes of this Transaction:

- (a) Mutual Representations: Each party will be deemed to represent to the other party on the date on which it enters into this Transaction and on the date it enters into any amendment that (in the absence of any written agreement between the parties which expressly imposes affirmative obligations to the contrary for this Transaction):-
  - (i) Non-Reliance: it is acting for its own account, and it has made its own independent decisions to enter into this Transaction and as to whether this Transaction is appropriate or proper for it based upon its own judgment and upon advice from such advisers as it has deemed necessary. It is not relying on any communication (written or oral) of the other party as investment advice or as a recommendation to enter into this Transaction, it being understood that information and explanations related to the terms and conditions of this Transaction will not be considered investment advice or a recommendation to enter into this Transaction. No communication (written or oral) received from the other party will be deemed to be an assurance or guarantee as to the expected results of this Transaction;
  - (ii) Assessment and Understanding: it is capable of assessing the merits of and understanding (on its own behalf or through independent professional advice), and understands and accepts, the terms, conditions and risks of this Transaction. It is also capable of assuming, and assumes, the risks of this Transaction;

- (iii) Status of Parties: the other party is not acting as a fiduciary for or an adviser to it in respect of this Transaction;
- (iv) Disclosure Requirement: Details of this Transaction (including the identity of the counterparty) may, (1) upon request or order by any competent authority, regulatory or enforcement organisation, governmental or otherwise, including the stock exchange on which the underlying shares are listed, (2) as required by applicable law, rules, regulations, codes or guidelines (whether having the force of law or otherwise), be disclosed in accordance with such request, order, law, rules, regulations, codes or guidelines (whether such disclosure is to be made to third parties or otherwise). By entering into the Transaction, each party agrees to such disclosure and releases the other party and any of its subsidiaries and affiliates from any duty of confidentiality owed to it in relation to such information;
- (v) The counterparty confirms that the entering into of the Transaction and any related action in connection with the exercise of any rights under the Transaction by it will not cause or result in violation of any provision of applicable law and regulation; and
- (vi) Each party's rights and obligations under this Transaction are not dependent or conditional upon Party A owning or having any legal or equitable interest in the Shares or any expectation of Party A acquiring such an interest and the fact that Party A may or may not have such an interest or an expectation of acquiring such an interest shall have no effect whatsoever on the rights and obligations of the parties under this Transaction.

#### (b) Additional Party B representations and acknowledgements

- (i) Party B represents to Party A that at the time it enters into this Confirmation and any amendment to this Confirmation it will not violate Division 3 of Part 7.10 of the Corporations Act 2001 (Cth) in relation to the Issuer or the Shares.
- (ii) Party B shall comply with all reporting requirements applicable to the Transaction as required under all reporting requirements applicable to it in Australia.
- (iii) For the avoidance of doubt, if any Shares are held by or for or otherwise controlled by Party A (whether or not as part of any hedge in relation to the Transaction), Party B acknowledges and agrees that it has no right or interest in or to any of those Shares or any power in relation to them including, without limitation, any power to control, or right to be consulted, concerning disposal or trading of those Shares by Party A.

## (c) Party B undertakings:

- (i) Party B shall provide such financial information as UBS may reasonably request from time to time in relation to this Transaction. To the extent the financial statements of Party B are freely available to UBS via publically available sources, then the obligation of Party B to provide such information shall be deemed satisfied as of the date on which such information is made so available.
- (ii) Party B shall promptly notify UBS of any potential Event of Default.
- (iii) Party B acknowledges and accepts that UBS is entitled to disclose information to, and obtain information from, its various offices, branches and affiliates in connection with the Transaction, including, without limitation, information relating to (a) all assets of Party B and its affiliates held with UBS and/or any of its offices, branches, affiliates and subsidiaries, and (b) any transactions entered into by Party B or any of its affiliates with UBS and/or any of its offices, branches, affiliates and subsidiaries.

(d) Calculation Agent: Party A. All determinations made by the Calculation Agent hereunder shall, in the absence of manifest error, wilful default or bad faith, be final and conclusive, and the Calculation Agent shall have no liability to the Counterparty or any third party in relation to such determinations.

#### (e) Offices:

The Office of Party A for the Transaction is Australia. The Office of Party B for the Transaction is Sydney.

## (f) Notices:

- (i) The addresses for notices for the purpose of section 12(a) of the Agreement are set out in page 1 of this Confirmation, or as otherwise notified by a party to the other in writing. For the avoidance of doubt, either party may serve notices via email.
- (ii) In the case of (i) a Margin Call request, (ii) a Margin Release request, (iii) a Full Deleveraging Notice, or (iv) a notice delivered by Party A to Party B in accordance with sub-paragraph (ii) under "(i) Failure to Pay" below or (v) a notice served under section (6)(a) of the Agreement in connection with a failure to pay Event of Default, notices shall be effective on the date and at the time of delivery even if the time of such delivery falls after the close of business in respect of the relevant Local Business Day.

#### (g) Governing Law and Consent to Jurisdiction:

This Agreement will be governed by, and construed in accordance with the laws in force in the State of New South Wales and each party submits to the non-exclusive jurisdiction of the courts of that State without reference to choice of law doctrine.

The following words shall be added to Section 13(b)(i) of the ISDA Form after "State of New York" in the second line of clause (2) thereof:

", or the Supreme Court of New South Wales, if this Agreement is expressed to be governed by the laws of New South Wales, (in which case this Agreement shall also be governed by the laws of Australia applying in that State)".

### (h) FATCA - HIRE Act:

- (A) FATCA PROTOCOL PROVISION. "Withholding Tax imposed on payments to non-US counterparties under the United States Foreign Account Tax Compliance Act. "Tax" as used in Part 2(a) of the Schedule (Payer Tax Representation), if applicable, and "Indemnifiable Tax" as defined in Section 14 of this Agreement shall not include any U.S. federal withholding tax imposed or collected pursuant to Sections 1471 through 1474 of the U.S. Internal Revenue Code of 1986, as amended (the "Code"), any current or future regulations or official interpretations thereof, any agreement entered into pursuant to Section 1471(b) of the Code, or any fiscal or regulatory legislation, rules or practices adopted pursuant to any intergovernmental agreement entered into in connection with the implementation of such Sections of the Code (a "FATCA Withholding Tax"). For the avoidance of doubt, a FATCA Withholding Tax is a Tax the deduction or withholding of which is required by applicable law for the purposes of Section 2(d) of this agreement. If the parties each independently decide to adhere to any ISDA Protocol on FATCA Withholding Tax, upon effective adherence by both parties, the provisions of such Protocol shall supersede the foregoing provision
- (B) SHORT FORM HIRE ACT PROTOCOL PROVISION. The parties agree that the definitions and provisions contained in the Attachment to the 2010 Short Form HIRE Act Protocol published by the International Swaps and Derivatives Association, Inc. on November 30, 2010 are incorporated into and apply to this Agreement as if set forth in full herein. The definition of "Indemnifiable Tax" shall not include any Dividend Equivalent Tax.

## (i) Failure to Pay:

There shall be no grace period in respect of any payment default under section 5(a)(i) of the Agreement provided however that:

- (i) there shall be a 1 day grace period where Party A determines that the failure to pay is caused solely by a banking error attributable to a third party; and
- (ii) the occurrence of a failure to pay by Party B will not trigger an Event of Default until Party A serves a notice to Party B declaring the failure to pay an Event of Default.

## (j) Cross Default:

As specified in the Side Letter

(k) Set-off:

As specified in the Side Letter

(l) Definition:

"Side Letter" means the letter entitled 'Confirmation Side Letter relating to Cash Settled Equity Swap Transaction' dated on or about the date of this Confirmation between Party A and Party B.

## (m) Acknowledgements

If at any time Party A or its nominated affiliate holds any Shares as part of its Hedge Positions:

- (i) Party A agrees to use reasonable endeavours to give Party B notice of any event whereby holders of Shares may vote or exercise other rights in relation to those Shares (each a "Voting Event"), as soon as practicable upon becoming aware after it becomes aware of such Voting Event;
- (ii) Party A will act in accordance with the instructions of Party B in relation to any Voting Event provided that acting upon such instruction (i) does not cause Party A to breach any applicable law, regulation or rule or requirement of any governing body and (ii) would not (in the reasonable opinion of Party A) give rise to a risk of reputational harm to Party A; and
- (iii) Party A will provide Party B with, or procure to be provided to Party B, all material notices, reports and other material information provided to holders of Shares.

however, Party A cannot guarantee that it will hold Shares as part of its Hedge Positions.

Please confirm that the foregoing correctly sets forth the terms of our agreement by executing the copy of this Confirmation enclosed for that purpose and returning it to us at your earliest convenience.

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By: Name: Title: By:

Name: Title:

We hereby confirm our entry into the Confirmation.

Agreed and accepted for and on behalf of QUBE HOLDINGS LIMITED

Name: PAUL LEWE)

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## Disclaimer

This information is communicated by UBS AG and/or its affiliates ("UBS"). UBS may from time to time, as principal or agent, have positions in, or may buy or sell, or make a market in any securities, currencies, financial instruments or other assets underlying the transaction or product to which this document relates. UBS may provide investment banking and other services to and/or have officers who serve as directors of the companies referred to in this document. UBS may pay or receive brokerage or retrocession fees in connection with this transaction. UBS' trading and/or hedging activities related to this transaction or product may have an impact on the price of the underlying asset and may affect the likelihood that any relevant barrier is crossed. UBS has policies and procedures designed to minimise the risk that officers and employees are influenced by any conflicting interest or duty and that confidential information is improperly disclosed or made available.

Structured products and OTC transactions are complex and may involve a high risk of loss. Prior to entering into a transaction or a product you should consult with your own legal, regulatory, tax, financial and accounting advisors to the extent you consider it necessary, and make your own investment, hedging and trading decisions (including decisions regarding the suitability of this transaction or product) based upon your own judgement and advice from those advisers you consider necessary.

By entering into any transaction with or purchasing any product from UBS you acknowledge and agree that UBS is acting, and will at all times act, as an independent contractor on an arm's-length basis and is not acting, and will not act, in any other capacity, including as your financial adviser or fiduciary, unless expressly agreed in writing. UBS in its capacity as principal or agent is involved in a wide range of commercial banking and investment banking activities globally from which conflicting interests or duties may arise. UBS may provide services to your affiliates or any other entity or person (a "Third Party"), and may engage in any transaction (on its own account or otherwise) with respect to you or a Third Party, or act in relation to any matter for itself or any Third Party, notwithstanding that such services, transactions or actions may be adverse to you or your affiliates, and UBS may retain for its own benefit any related remuneration or profit. You should not rely on any communication (written or oral) of UBS or its employees as investment advice or as a recommendation to enter into the proposed transaction or to purchase the proposed product.

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