## Appendix 1

### 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.

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| **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** |
| --- | --- | --- | --- |
|  | Name of offering company |  |  |
|  | NZBN | New Zealand Business Numbers (NZBNs) are unique identifiers assigned to businesses in New Zealand (see www.nzba.govt.nz) |  |
|  | Was the offer made by the service provider or any of its associated persons (as defined in the FMC Act)? | Yes / No |  |
|  | Was the offer made to licensed service investors? | Yes / No |  |
|  | Was the offer made to other investors? | Yes / No  (Answer ‘Yes’ to both question 4 and 5 if part of the offer relied on the licensed crowdfunding service exclusion and part of the offer relied on a different exclusion) |  |
|  | Offer opening date | The first date any investor could accept the offer through your company’s services. |  |
|  | 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. |  |
|  | Minimum acceptable investment | Minimum amount that could be invested by a single investor, even if all investors actually invested more than this minimum amount. |  |
|  | 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. |  |
|  | 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. |  |
|  | Total value of capital raised (from all investors) | NZ$ |  |
|  | Total value of capital raised from licensed service investors | NZ$ |  |
|  | Total value of capital raised from other investors | NZ$ |  |
|  | Total number of shares issued (all investors) | Number |  |
|  | Smallest individual investment in the offer by a licensed service investor | NZ$ |  |
|  | Smallest individual investment in the offer by other investor | NZ$ |  |
|  | Largest individual investment in the offer by a licensed service investor | NZ$ |  |
|  | Largest individual investment in the offer by other investor | NZ$ |  |
|  | For each of the following dollar ranges (in questions 20 to 26), how many individual investments of that size were made? | 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.  *Example: if 100 investors invested $500 each and 50 investors invested $750 each, your response to question 20 will be 150.* |  |
|  | 0 - $999 | Number *(refer to question 19)* |
|  | $1,000 - $4,999 | Number *(refer to question 19)* |
|  | $5,000 - $9,999 | Number *(refer to question 19)* |
|  | $10,000 - $49,999 | Number *(refer to question 19)* |
|  | $50,000 - $99,999 | Number *(refer to question 19)* |
|  | $100,000 - $499,000 | Number *(refer to question 19)* |
|  | $500,000+ | Number *(refer to question 19)* |
|  | What was the cumulative total investment in each of the following ranges, for all investors whose individual investments were in that range? | 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.  *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)]* |  |
|  | 0 - $999 | NZ$ *(refer to question 27)* |
|  | $1,000 - $4,999 | NZ$ *(refer to question 27)* |
|  | $5,000 - $9,999 | NZ$ *(refer to question 27)* |
|  | $10,000 - $49,999 | NZ$ *(refer to question 27)* |
|  | $50,000 - $99,999 | NZ$ *(refer to question 27)* |
|  | $100,000 - $499,000 | NZ$ *(refer to question 27)* |
|  | $500,000+ | NZ$ *(refer to question 27)* |

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|  | **INFORMATION ABOUT YOUR BUSINESS**  Please answer the following questions about the business as a whole. |

|  | **Question** | **Guidance** | | **Feedback** |
| --- | --- | --- | --- | --- |
| 1. | Total number of unique **licensed service investors** who invested through the service during the period | Number | |  |
| 2. | Number of l**icensed service investors** who invested through the service for the first time during the period | Number | |  |
| 3. | For each of the following dollar ranges, how many l**icensed service investors** invested a total amount (i.e. across all offers) within the range during the reporting period? | 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.  *Example: if one investor invested $1,000 in each of five licensed crowdfunding*  *offers, they should be counted in category ‘c’.*  Record the number of investors in each range (not the total value of their investment). | |  |
| 1. 0 - $999 | Number | |
| 1. $1,000 - $4,999 | Number | |
| 1. $5,000 - $9,999 | Number | |
| 1. $10,000 - $49,999 | Number | |
| 1. $50,000 - $99,999 | Number | |
| 1. $100,000 - $499,000 | Number | |
| 1. $500,000+ | Number | |
| 4. | Total number of complaints received during the period about your licensed service: | A ‘complaint’ is any expression of dissatisfaction by a client (whether from a borrower or investor). | |  |
| 1. That were resolved by the business | Number | |
| 1. That were referred to your dispute resolution scheme | Number | |
| 5. | Total number of complaints received during the period about offers or offering companies: |  | |  |
| 1. That were resolved by the business | Number | |
| 1. That were referred to your dispute resolution scheme | Number | |
| 6. | Please provide your monthly NTA figure (dollar amount) for each of the 12 months during the reporting period. | July | NZ$ |  |
| August | NZ$ |
| September | NZ$ |
| October | NZ$ |
| 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. | |  |

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|  | **SECONDARY MARKET**  If you operate a market for trading shares that were offered through your licensed crowdfunding service, please also answer the following questions. | | |
|  | **Question** | **Guidance** | **Feedback** |
| 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 |  |