

APPLICATION FORM UNITHOLDERS AGREEMENT

Please read the following before completing the application form.

A Unitholder Agreement covers the funding, structure, management and direction of the business. It outlines the responsibilities and obligations of the business owners. It is designed to deal with the issues that may arise during the life of a business, by determining in advance, how such issues should be dealt with. The process of developing a Unitholders Agreement and the content included will differ between each entity after discussion and input involving all the relevant unitholders.

The key issues list outlines issues which business owners should consider when managing their business.

By completing and submitting the Application you confirm as follows:

- 1. you have considered the items listed in the issues list;
- 2. the information provided is correct.

If you have any questions about completing the application form please contact:

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APPLICATION FORM

Please ensure you complete all details below, and contact us with any questions you have prior to submitting the form.

AGENT/ PURCHASER'S DETAILS								
First name								
Surname								
Name of firm (if applicable)								
Telephone					Fax			
Email address								
Street Address								
Suburb/City					State		Postcode	
Postal Address (if different from above)								
Suburb/City					State		Postcode	
INFORMATION REQUIRED/ TO BE	CONFIRME	D/TC	BE PRO	OVIDED				
Any constitution, trust deed or or business owner	ther establis	hing d	ocument	for the	Company and each		☐ Yes	☐ No
2. The balance sheet/ financials of	the busines	s have	e been ind	cluded	with the application for	m.	☐ Yes	☐ No
Copy of a valuation of the busine how this was calculated	ess or report	t or co	rrespond	ence ou	utlining the value of the	business and	☐ Yes	☐ No
TRUSTEE DETAILS (IF ONE)								
Company name:						ACN:		
						ABN:		
Principal place of business address:								
Registered office address:								
					State		Postcode	
Postal Address:								
					State		Postcode	
Related Entities								
Are there any related entities or holding companies which should be included in the agreement?	Yes		No					
If so, please provided the details of the entity (Name, ABN, ACN, ARBN etc)	Name	_						
	ACN:							
	ABN:	-						
		=						



TRUST DETAILS AND STRUCTURE						
Business Name:	Business number:					
Trust name:	ABN:					
Principal place of business address:						
	State	Postcode				
Postal Address:						
	State	Postcode				
Nature of the Business/ description of the business (industry, speciality, etc)						
What is the principal business activity?						



OWNERSHIP / DETAILS	
Director 1/ Business Owner 1	
Full name	
Name of related entity (If applicable)	
ACN/ ABN/ ARBN	
Address:	
Structure of the interestholder	Discretionary Self Company/ Trust/ Family owned corporate Trust Hybrid Trust Trust Trust
Interestholding details	Percentage Interest % Date of acquisition
	Class of interest held Number of interests held
	Class of interest field Number of interests field
Details of Director being appointed / key person :	
Address:	
Addiess.	
Estimated value of the interest	\$
Paid up capital amount	\$
OWNERSHIP / DETAILS	
Director 2/ Business Owner 2	2
Full name	
Name of related entity (If applicable)	
ACN/ ABN/ ARBN	
Address:	
Structure of the interestholder	Discretionary Trust/ Family
Interestholding details	Percentage Interest % Date of acquisition
	Class of interest held Number of interests held
Details of Director being appointed / key person :	
Address:	
Estimated value of the interest	\$
Paid up capital amount	\$



OWNERSHIP / DETAILS	
Director 3/ Business Owner 3	
Full name	
Name of related entity (If applicable)	
ACN/ ABN/ ARBN	
Address:	
Structure of the interestholder	Discretionary Self Company/ Unit Hybrid Trust/ Family owned trustee Trust Trust
Interestholding details	Percentage Interest % Date of acquisition
	Class of interest held Number of interests held
Details of Director being appointed / key person :	
Address:	
Estimated value of the interest	\$
Paid up capital amount	\$
OWNERSHIP / DETAILS	
Director 4/ Business Owner 4	
Full name	
Name of related entity (If applicable)	
ACN/ ABN/ ARBN	
Address:	
Structure of the interestholder	Discretionary Trust/ Family
Interestholding details	Percentage Interest % Date of acquisition
	Class of interest held Number of interests held
Details of Director being appointed / key person :	
Address:	
Estimated value of the interest	\$
Paid up capital amount	\$



OWNERSHIP / DETAILS	
Director 5/ Business Owner 5	5
Full name	
Name of related entity (If applicable)	
ACN/ ABN/ ARBN	
Address:	
Structure of the interestholder	Discretionary Self Company/ Trust/ Family owned corporate Trust Hybrid Trust
Interestholding details	Percentage Interest % Date of acquisition
	Class of interest held Number of interests held
Details of Director being appointed / key person : Address:	Class of interest field Number of interests field
Estimated value of the interest	\$
Paid up capital amount	\$
OWNERSHIP / DETAILS	
Director 6/ Business Owner 6	3
Full name	
Name of related entity (If applicable)	
ACN/ ABN/ ARBN	
Address:	
Structure of the interestholder	Discretionary Trust/ Family
Interestholding details	Percentage Interest % Date of acquisition
	Class of interest held Number of interests held
Has the business owner or its related entity granted an interes in its interest in the business?	st Yes No No
Details of Director being appointed / key person : Address:	
Estimated value of the interest	\$
Paid up capital amount	\$



Key Issues Checklist

		Matte	s to be considered	Comment
1	Parties & Objects			
1.1	Parties	(a)	Unitholders	
		(b)	Corporate trustee (Trustee) of the Unit Trust (Trust)	
2	Funding			
2.1	Equity funding –	(a)	Class of Units?	
	initial subscription	(b)	Percentages to be allotted to Unitholders?	
		(c)	Is completion of subscription to be dealt with in a separate subscription agreement or in the Unitholders Agreement?	
2.2	Further issues of Units	See se	ection 10 below.	
2.3	Non cash contributions	How a	re non cash contributions to be recognised?	Units to be issued to
2.4	Debt funding	(a)	What are the terms of any loans – security, repayment terms, interest etc?	
		(b)	What are the borrowing limits of the Company?	
		(c)	Provision of guarantees / other security by Unitholders.	
2.5	Further funding	(a)	Is there a call program?	
		(b)	What are the consequences for failing to make further contributions?	
		(c)	How is new party entry and contribution to be dealt with?	
3	Board composition	n and pr	roceedings	
3.1	Board	(a)	How many directors of the Trustee?	
	composition	(b)	How will the directors be appointed and replaced?	
		(c)	Can a director appoint an alternate?	
3.2	Voting and decision making	(a)	How many votes may a director cast?	
	decision making	(b)	Does the chairperson have a casting vote?	
		(c)	What are the powers of the board (for example full powers over the activities of the company)?	
		(d)	Are there any decisions requiring unanimous approval or special majority	



		Matter	s to be considered	Comment
			approval of the board (see list in 0)?	
		(e)	Are any decisions reserved to Unitholders (for example requiring unanimous Unitholder approval or special resolution / super majority vote) (see list in 0)?	
3.3	Quorum	(a)	What is the quorum for a board meeting of the Trustee?	
		(b)	How is the quorum to be constituted?	
		(c)	What are the arrangements if there is no quorum?	
3.4	Board meetings	(a)	How frequently will board meetings be held?	
		(b)	At what time and location are meetings to be held?	
		(c)	How much notice is to be given and how is it to be given?	
		(d)	Who can call additional meetings and how are they to be called?	
		(e)	Who determines the agenda items (chairperson or person calling meeting)?	
		(f)	May meetings be conducted by telephone or video?	
		(g)	May the board make decisions by written resolution?	
3.5	Remuneration	(a)	What are the remuneration arrangements for directors?	
		(b)	What are the arrangements for review of remuneration (for example annual review in accordance with CPI)?	
		(c)	What are the arrangements for reimbursement of expenses to directors?	
4	Unitholders rights	– meeti	ngs and voting	
4.1	Location of Unitholders rights	voting	hts regarding Unitholders meetings and to be set out in the Unitholders Agreement or the Constitution?	
4.2	Meetings	(a)	Number and time of Unitholders meetings (or leave to provisions in Constitution / Corporations Act)?	
		(b)	Location of meetings?	
		(c)	Notice of meeting (any special notice requirements or leave to provisions in Constitution / Corporations Act)?	



		Matter	s to be considered	Comment
4.3	Quorum for	(a)	What is quorum?	
	Unitholders meetings	(b)	How is quorum to be constituted?	
		(c)	What if there is no quorum?	
		(or lea	ve to provisions in Constitution / Corporations	
4.4	Chairperson	(a)	How is chairperson appointed or selected?	
		(b)	Does chairperson have a casting vote?	
		(or lea	ve to provisions in Constitution / Corporations	
4.5	Decision making	See se	ection 3.2(e)	
5	Management			
5.1	Executives	(a)	What executives are required? (for example CEO, CFO)	
		(b)	How are executives to be appointed (by special majority of the board)?	
		(c)	How are executives to be removed (by special majority of the board)?	
5.2	Day to day control	(a)	Who is responsible for the day to day activities and operations of the Company (the CEO in accordance with the business plan and subject to the board's supervision)?	
		(b)	Who will be the account signatories and responsible for cheque signing?	
5.3	Employment and	(a)	Staff	
	remuneration of others	(b)	Contractors	
		(c)	Consultants	
6	Things the Compa	ny must	t do	
6.1	Company items		ere any items for which the Company is a sible (for example insurance etc)? (see list in	
7	Business plan			
7.1	Business plan preparation	(a)	Who is responsible for the preparation and review of the business plan?	
		(b)	When must the business plan be prepared or reviewed?	
		(c)	What items should the business plan include (for example:	
			(i) agreed activities of the business?	
			(ii) marketing plans?	



		Matters to	o be c	considered	Comment			
			ii)	sales targets?				
		(iv	•	profit and loss statement, profitability, cashflow statements and balance sheet?				
		(v	/)	capital expenditure?				
		(v	/i)	financing plans including proposed debt and equity funding?				
		(v	/ii)	staffing requirements?				
		(v	/iii)	research and development plans? and				
		(i)	x)	a budget estimating income and expenses?,				
		dı	uring	the relevant period.)				
7.2	Business plan approval	What is the plan?	e med	chanism for approval of the business				
8	Reporting, accoun	its and reco	ords					
8.1	Reporting	1 ' '		eports must be submitted to directors itholders? (see list in 0)				
			/ho is ne rep	responsible for the preparation of orts?				
		1 ' '	low of st in 0	ten must reports be submitted? (see)				
8.2	Accounts	1 ' '		responsible for the preparation of nual accounts?				
		(b) M	lust th	e annual accounts be audited?				
9	Dividend policy							
9.1	Policy	Will the bottime?	oard s	et the dividend policy from time to				
9.2	Distribution			inimum percentage of the profits to Unitholders?				
9.3	Reinvestment	Is a specified percentage of profits to be reinvested in the business?						
9.4	Moratorium	Is there a moratorium on the distribution of profits pending the repayment of any loans?						
10	Issue of equity sec	equity securities						
10.1	New Unit issues	` '		w issues of Units to be made on a ptive basis?				
		(b) If	so, w	hat is the pre-emption procedure?				
11	Transfer of equity	Transfer of equity securities						
11.1	Restrictions	What are t	the re	strictions on the transfer of Units:				



		Matters to be considered	Comment
		(a) right of first offer?	
		(b) right of first or last refusal?	
		(c) other pre-emptive rights?	
11.2	Permitted transfers	Which transfers are permitted, for example:	
	transiers	(a) sale of Units to an affiliate?	
		(b) sale of Units from an affiliate to another affiliate?	
		(c) sale with the consent of all other Unitholders?	
		(d) transfer of Units pursuant to the enforcement of lender security?	
11.3	Third party buyers	Are there any restrictions on new buyers (for example, relevant financial, management or technical capacity, not a competitor etc)?	
11.4	Tag along rights	(a) Can a minority Unitholder tag along to a transfer of Units? (ie require the purchase of its Units on the same terms as those applying to a majority Unitholder)	
		(b) What is the timing and procedure?	
11.5	Drag along	(a) Can a majority Unitholder drag along a minority Unitholder in the transfer of Units (ie require the sale by the minority Unitholder of its Units on the same terms those applying to a majority Unitholder)	
		(b) What is the timing and procedure?	
11.6	Deed of accession	New Unitholders must enter into a deed of accession agreeing to be bound by the terms of th Unitholders Agreement	ne
11.7	Compulsory offer	If a Unitholder becomes entitled to a specified percentage of Units by virtue of law, must that Unitholder offer to acquire all other Units?	
12	IPO		
12.1	IPO	Is there a time after which the board must conside an IPO of the Company's Units?	er
13	Default		
13.1	Events of default	What events constitute events of default:	
		(a) non-remedied breach of Unitholders Agreement?	
		(b) breach of Unitholders Agreement incapable of remedy?	ole
		(c) insolvency event occurring in relation to Unitholder?	



		Matter	s to be considered	Comment
		(d)	change of control occurring in relation to Unitholder without consent of other Unitholder(s)?	
13.2	Consequences	What a	are consequences of default, for example:	
	of default	(a)	suspension of rights attaching to Units?	
		(b)	mandatory transfer of Units for defaulting Unitholder?	
13.3	Mandatory	If man	datory transfer of Units is to occur:	
	transfer of Units	(a)	what is the price (for example [1. percent]% of the value of the Units)?	
		(b)	is there to be an auction of the Units to Unitholders (for example, a Dutch auction)?	
		(c)	what is the process for any independent valuation of the Units?	
13.4	Other triggers to transfer Units		ere any other events which will result in a story transfer of Units? For example:	
		(a)	death of Unitholder?	
		(b)	dismissal from employment contract with the Company (good leaver / bad leaver provisions)?	
14	Dispute Resolution	n		
14.1	Dispute resolution	(a)	How is a dispute to be resolved (for example, through initial best efforts, referral to CEOs, mediation)?	
		(b)	What is the mechanism to be followed before proceedings may be commenced?	
15	Deadlock			
15.1	Deadlock	What is	s the definition of deadlock?	
15.2	Resolving deadlock	What is	s the deadlock resolution method to be, for le:	
		(a)	Russian Roulette? (A Unitholder offers to sell its Units. If the other Unitholder accepts the offer, it buys the Units at that price, if it rejects the offer the first Unitholder must buy the second Unitholder's Units at the same price.)	
		(b)	forced winding up?	
		(c)	forced trade sale?	
		(d)	Dutch auction? (Each Unitholder must offer to buy the other Unitholders' Units at a cash price specified in a sealed bid. The Unitholder who offers the highest price	



		Matters to	be considered	Comment
		mu pric	st buy the other Unitholders' Units at that ce.)	
16	Confidentiality			
16.1	Confidentiality	1 ' '	ty of confidentiality owed between tholders and the Company?	
			ty of confidentiality imposed on directors, cers and employees?	
		1 ' '	ty of confidentiality to continue following mination?	
17	Restraint			
17.1	Restraint	Unitholder's	t appropriate? Will all of each activities in the relevant business be clusively through the Company?	
17.2	Prohibited activities		ies are prohibited by the restraint, for prohibition on:	
		1 ' '	npeting with the business (of the Trust d the Operator)?	
		(b) soli	iciting customers of the business?	
		Co	erfering with relationship between the mpany and its customers, employees or opliers?	
		1 ' '	ucing an employee to leave the mpany's employment?	
17.3	Duration of prohibition		duration to be? (time limits to be listed in ascading order)	
17.4	Geographical limitations		e geographical limits to be? (to be listed cascading order)	
18	Termination			
18.1	Term	1 ' '	efinite term (subject to termination on terms of Unitholders Agreement)? or	
		(b) Fix	ed period then subject to review?	
18.2	Termination events	What are th	e termination events, for example:	
	events	(a) by	agreement of all parties?	
		(b) Co	mpany being wound up by court order?	
		1 ' '	otment of ordinary Units of the Company on IPO? or	
			npletion of agreement to sell all of the mpany's Units?	
18.3	Termination procedure	val	nat is the procedure on termination (ie uation of assets, sale of assets and tribution of proceeds)?	



		Matter	s to be considered	Comment	
		(b)	Who is in control of the procedure on termination?		
18.4	Winding up		re the rights of Unitholders on a winding up right of refusal over assets at market value)?		
18.5	Exit		er rights for Unitholder(s) to initiate an exit s. For example:		
		(a)	by appointing an adviser to recommend / implement an exit process and the requirements for other Unitholders to comply;		
		(b)	after fixed time frame; or		
		(c)	by Unitholder vote.		
19	Other clauses				
19.1	GST				
19.2	Notices				
19.3	Miscellaneous	(a)	Alterations		
		(b)	Approvals and consents		
		(c)	Assignment		
		(d)	Costs		
		(e)	Stamp duty		
		(f)	Survival		
		(g)	Counterparts		
		(h)	No merger		
		(i)	Entire agreement		
		(j)	Further action		
		(k)	Severability		
		(I)	Waiver		
		(m)	Relationship		
		(n)	Governing law and jurisdiction		
20	Other transaction documents				
20.1	Constitution	(a)	Check Company's constitution for any existing restrictions and any changes required.		
		(b)	Include paramountcy clause so that Unitholders Agreement prevails over constitution if there is inconsistency.		
20.2	Subscription agreement	Is there	e to be a separate subscription agreement?		



		Matter	s to be considered	Comment
20.3	Service agreement for key management Unitholders	Includi	ng:	
		(a)	term	
		(b)	responsibilities	
		(c)	report to whom (board?)	
		(d)	remuneration (including benefits, bonuses, superannuation)	
		(e)	holiday and personal leave entitlements	
		(f)	key man insurance	
		(g)	grounds for termination	
		(h)	consequences of failure to achieve performance targets	
		(i)	entitlement to acquire Units	
		(j)	duty of confidentiality	
		(k)	non compete	
20.4	Other agreements	the Uni	ner agreements to be put in place between tholders and the Company? (For example, ement agreement, distribution agreement, agreement, contribution agreement, IP nent)	



Decisions requiring unanimous / special majority resolution of the board

	Subject	Decision	Include?	
1	Chairman and senior management	Appoint or remove the chairperson of the Company, CEO, chief operating officer or chief financial officer or materially change their role or responsibilities		
2	Power to appoint directors of other corporation	Appoint or remove a director of a corporation that the Company may appoint or remove		
3	Acquisitions	Acquire securities in other entities		
4	Equity Securities	Issue or allot or grant any right to subscribe for any equity security		
5	Borrowing	Borrow or accept financial accommodation of \$[amount] or more, except in accordance with the business plan		
6	Encumbrances	Mortgage, charge, pledge or encumber an asset or undertaking, except in accordance with the business plan		
7	Guarantee	Give or enter into a guarantee, letter of comfort or performance bond, except in accordance with the business plan		
8	Business plan and budgets	Adopt or vary a business plan or any other operating, capital or cash budget or business financial plan		
9	Auditors	Appoint or remove the Company's auditors		
10	Acquisitions and Disposals	Acquire or dispose of any company or business except in accordance with the business plan		
11	Assets	Acquire or dispose of an asset or assets (either tangible or intangible) having a value of \$[amount] or more, except in accordance with the business plan		
12	Capital expenditure	Incur capital expenditure of more than \$[amount] in a financial year, except in accordance with the business plan		
13	Related party transactions	Enter into, materially vary or terminate an agreement or arrangement with:		
		(a) a director or an associate of a director; or		
		(b) a Unitholder or an affiliate of a Unitholder.		
14	Financial assistance	Make a loan or provide financial assistance to a director or an associate of a director or vary the terms of a loan or financial assistance previously provided to a director or an associate of a director		
15	Reorganisation Event	Undertake or undergo a reorganisation event (bonus issue of Units, subdivision or consolidation of Units or any other reorganisation or reconstruction of the Company's Unit capital where the Company does not pay or receive cash)		
16	Finance and operating leases	Enter into a finance or operating lease costing more than \$[amount] per annum, except in accordance with the business plan		
17	Contracts	Enter into, terminate, alter, assign, novate, enforce or waive a right under, a contract except in the ordinary course of business		



	Subject	Decision	Include?
18	Accounting standards and principles	Materially alter the accounting standards or principles previously adopted by the Company for the preparation or presentation of individual or consolidated financial statements, except if required by law	
19	Balance date	Change the balance date or accounting period of the Company	
20	Loans	Make a loan or provide credit or other financial accommodation to a person, except in the ordinary course of business	
21	Disputes	Start, conduct or settle any dispute or litigation (including with a tax authority) except debt collection in the ordinary course of business	
22	Transaction Documents	Terminate, alter, assign, novate, enforce or waive a right under a transaction document or agree to do any of those things	
23	Special Resolution	Propose a special resolution of Unitholders	
24	Committees of Directors	Appoint, dissolve or alter the composition of a committee of the board	
25	Partnerships and joint ventures	Enter into or alter an partnership or joint venture	
26	Insurance	Alter the insurance cover over the Company or the business or a key man insurance policy	



Decisions requiring unanimous / special majority resolution of the Unitholders

	Subject	Decision	Include?
1	New directors	Appoint a director (except in accordance with the Unitholders Agreement	
2	Remuneration of directors	Increase the remuneration payable to a director, except in accordance with the business plan	
3	Bonuses	Pay any executive, profit or other bonus to a director, except in accordance with the business plan	
4	Company's constitution	Alter the Company's constitution	
5	Trade sale or disposal of business	Sell the main operating subsidiaries of the Company, all or a substantial part of the Company's business or all or substantially all of the assets of the Company and its subsidiaries	
6	Winding up	Take a step to dissolve or wind up the Company	
7	Change in Nature of Business	Stop carrying on, or materially alter the scale of operations of, the business or start any business or operational activities	
8	Listing	Apply to a stock exchange for a listing or for quotation of the Company's Units within [no. of years] years	



Things the Trustee must do

	Subject	Requi	rement	Include?
1	Access		such access to the officers, employees and premises of the apany and its subsidiaries as the Unitholders may reasonably ire.	
2	Insurance	(a)	Take out and maintain insurance policies in respect of all risks that a prudent person would insure in relation to the conduct of a business similar to the business including indemnity insurance policies in respect of the assets of the Company and at all times pay all premiums falling due under its insurance policies and observe and perform in all respects their terms and conditions.	
		(b)	Review those policies annually to ensure the policies are maintained to achieve the objective in paragraph (a) above.	
3	D&O Insurance	times r directo require	Subject to the provisions of the Corporations Act take out and at all times maintain directors' and officers' liability insurance in relation to all directors providing cover in the amount and of a level reasonably required by the board and pay the premiums in respect of that insurance	
4	Auditor's report on transactions	report affectir execut	Procure the Company's auditors to give, with every statutory audit report on the Company, a report of particulars of every transaction affecting the Company in which a Unitholder or an officer or a senior executive of the Company has participated whether as a party or otherwise	
5	Service and confidentiality agreements	agreer	into, and maintain on foot, a service agreement or confidentiality ment with any person designated by the board from time to time se terms determined by the board	
6	Miscellaneous	At all ti	imes:	
		(a)	observe and comply with all laws, by laws, rules, regulations and codes of conduct relating to the business and with the terms of any contract or agreement to which it is a party and must conduct its affairs so as to ensure that there is no breach or failure by it to comply with its duties and obligations under or restrictions imposed on it and its officers by the provisions of the Company's constitution;	
		(b)	maintain and comply with all licences, consents, permits and authorisations whatsoever which are required or necessary to carry on the business; and	
		(c)	seek to protect its intellectual property rights including registering and maintaining the registration of any registrable rights and bringing proceedings against any person believed to be infringing such rights.	



Financial and other reporting

	Repor	t	Timing	Include?	
1	Unaud compri (a)	ited management accounts for the preceding month ising: commentary on the operational and financial position for the preceding month, including any variation between the actual results and those forecast in the business plan;	Monthly - within [no. of days] business days after the end of each month		
	(b)	a profit and loss account and cash flow statement for the preceding month;			
	(c)	a balance sheet as at the end of the preceding month; and			
	(d)	a forecast of the performance of the Company in the next month.			
2		ited quarterly management accounts for the preceding r, including (at least):	Quarterly - within [no. of days] business days after		
	(a)	commentary on the financial performance for the preceding quarter;	the end of each calendar quarter		
	(b)	a quarterly management report on any variations from the business plan;			
	(c)	a profit and loss statement and cash flow statement for the preceding quarter; and			
	a balaı	nce sheet as at the end of the preceding quarter			
3	Audited financial statements (including consolidated profit and loss accounts, balance sheets and cash flow statements) for the financial year		Annual - within [no. of days] business days after the end of each Financial Year		
4	Minutes of board meetings		Within [no. of days] business days after each board meeting		
5	Minutes of Unitholder meetings		Within [no. of days] business days after each meeting of Unitholders		
6	Full de	tails of any offer received by the Company to buy:	As soon as the offer is		
	(a)	Units in the Company;	received		
	(b)	an interest in a subsidiary of the Company;			
	(c)	all or a substantial part of the business; or			
	(d) all or substantially all of the assets of the Company and its subsidiaries.				