

1. Application details

| | | |
|---|---|--|
| Existing customer | No <input type="checkbox"/> Yes <input type="checkbox"/> <i>Specify customer number & update customer details where necessary</i> | |
| Type of account required | New Zealand Registered Company (Non-Trading Only) <input type="checkbox"/> | New Zealand Based Trust <input type="checkbox"/> |
| Entity's full name | | |
| Account name | | |
| Purpose of account | | |
| Would you be interested in seeing if you would be eligible for other HSBC Services? | HSBC Corporate Banking Services <input type="checkbox"/> HSBC Global Relationship Services <input type="checkbox"/> HSBC Global Trade Services <input type="checkbox"/> | |

2. Non Personal Account details

| | |
|--|---|
| Nature of business and main business activities | |
| Approximate annual turnover | |
| Date of incorporation DD/MM/YY | |
| Place of incorporation | |
| Company number | |
| Is this form for a branch of a legal entity? | Yes <input type="checkbox"/> No <input type="checkbox"/> |
| If yes, please provide the jurisdiction/country that the branch is physically located in. | |
| List out all Directors/Shareholders/Partners/Settlers/Trustees/Beneficiaries/Appointers/any other controlling person. Refer to the footnote for definition of "controlling person" and all controlling persons are required to fill out "Connected Party Form" in case of individuals and ""CRS – Entity Form" for entities. If entity has multi-layer ownership, please provide entity structure chart. | |
| Registered office (if applicable) | |
| Principal place of business (street address) | |
| Postal address (if different to street address) | |
| Contact person / correspondence name | |
| Official designation | |
| Email address | |
| Phone number | |
| Fax number | |
| Primary Source of Income | Interest <input type="checkbox"/> Rent <input type="checkbox"/> Dividends <input type="checkbox"/> Royalties <input type="checkbox"/> Other (specify) _____ |

Controlling persons definition:

Trusts – includes trustees, protectors, beneficiaries, settlors and any other natural person(s) exercising ultimate effective control over the trust (including through a chain of control or ownership).

Companies – any individual and/or entity who falls under one or more of the below criteria:

- a) owns directly or indirectly more than 10% interest of the customer
- b) has more than 25% of voting rights
- c) has the ability to control the entity and/or dismiss or appoint those in senior management positions
- d) is the person(s) on whose behalf a transaction under this account is conducted
- e) is an individual who holds a senior management position (for example, the CEO).

For Trust Customer

Trust Deed Reference

Is this a foreign Trust? Yes No _____

Are there any restrictions on the Trustees' powers to borrow and guarantee of others with full indemnity to the Trust assets? Yes No _____

Are there restrictions on the Trustees' powers to give security over the Trust assets? Yes No _____

Is the Trust governed by New Zealand law? Yes No _____

Are the trustees required to act unanimously? Yes No _____

Is this a discretionary Trust? Yes No _____

3. Transaction account details

Account type

Everyday Account Multi-currency Account Ccy* _____ e-Saver

Smart Saver Other _____

Source of Revenue: _____

Types of assets to be managed under the entity: _____

Amount of Opening Deposit* \$ _____

Source of Funds*

Please tell us where this money is coming from:

Salary/Bonus/Commission Pension Sale of shares/investments Property sale

Inheritance Other (please specify) _____

Which country(ies) do the funds originate from? _____

*"Source of Funds" describes where the funds you are going to deposit with HSBC originated from, for example, earnings from your employment or funds derived from your business activities.

Types of expected account activity

Local Payments International payments Cheque/Cash Transactions Other (Please specify) _____

If cash transactions will be carried out, please provide following information:

Other than usual day to day living credits and transactions will you be conducting any other cash transactions on a regular basis? Yes No

If Yes, please provide the following information:

How many Monthly cash deposits do you intend to make? _____

Approximate monthly amount? \$ _____

How many Monthly cash withdrawals do you intend to make? _____

Monthly amount? \$ _____

What is the purpose of the cash deposits/withdrawals? _____

If international payments will be carried out, please provide following information:

Do you intend to make regular international payments? Yes No

Country(ies) you intend to make regular international payments to? _____

Value of monthly international payments made in USD \$ _____

How many transfers do you expect to send in a month? _____

What is the reason for sending these funds? _____

Do you intend to receive regular international payments? Yes No

Country(ies) you intend to make regular international payments to? _____

Value of monthly international payments made in USD \$ _____

Number of monthly international payments _____

What is the reason for receiving these funds? _____

Notes

We may require additional information regarding source of funds and wealth in order to meet due diligence requirements of the local regulator. We will contact you if this is required, however, if you wish to include copies of any relevant information with your application, this may assist with the account opening process.

| | | |
|------------------------|---|---|
| Type of statement | eStatement <input type="checkbox"/> <small>(for internet banking customers only)</small> | Composite Paper Statement# <input type="checkbox"/> <small>(all accounts in one statement)</small> |
| Frequency of statement | Monthly <input type="checkbox"/> | Quarterly <input type="checkbox"/> Half Yearly <input type="checkbox"/> |

Account access

| | Applicant 1 | | Applicant 2 | |
|---|---------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|
| Cheque book <i>(NZD account only)</i> | No <input type="checkbox"/> | Yes <input type="checkbox"/> | No <input type="checkbox"/> | Yes <input type="checkbox"/> |
| Deposit book <i>(NZD account only)</i> | No <input type="checkbox"/> | Yes <input type="checkbox"/> | No <input type="checkbox"/> | Yes <input type="checkbox"/> |
| ATM Card <i>(NZD account only)</i> <i>(this facility is not available if signing instructions are jointly)</i> | No <input type="checkbox"/> | Yes <input type="checkbox"/> | No <input type="checkbox"/> | Yes <input type="checkbox"/> |
| Telephone and Internet Banking <i>(this facility is not available if signing instructions are jointly)</i> | No <input type="checkbox"/> | Yes <input type="checkbox"/> | No <input type="checkbox"/> | Yes <input type="checkbox"/> |
| Level of access | Enquiry only <input type="checkbox"/> | Full access <input type="checkbox"/> | Enquiry only <input type="checkbox"/> | Full access <input type="checkbox"/> |

Customer documentation checklist

| | | |
|---|--|---|
| This application completed <input type="checkbox"/> | Trust Deed <input type="checkbox"/> | Connected Parties form <i>(if applicable)</i> <input type="checkbox"/> |
| Proof of address <input type="checkbox"/> | QFE Disclosure Statement received <input type="checkbox"/> | Certificate of Incorporation/ Company Extract <input type="checkbox"/> |
| Identification document <input type="checkbox"/> | | |
| Other (specify) _____ | | |

Note: Identification and proof of address is required for all Authorised Signatories, Directors, Principal Shareholders, Partners, Proprietors, Trustees, Settlers, Guarantors, Protectors and Officers.

Address verification must be less than three months old and confirm customer's residential address and permanent address, if different from residential address.

* A fee will be payable for paper statements unless your statement contains loan information. Please refer to the current Retail Banking and Wealth Management Fees and Charges brochure.

4. Tax Details

Jurisdiction / Country of Residence for Tax Purposes and related Tax Identification Number or functional equivalent ("TIN") (See Appendix)

Please complete the following table indicating: (i) where the Entity is tax resident and (ii) the TIN for each country indicated.

If you are completing the form for an account holder that is a branch of a legal entity, please ensure that you provide the tax residency details for the legal entity.

The entity's Taxpayer Identification Number (TIN) is a unique combination of letters and/or numbers.

For example in New Zealand the TIN required for a New Zealand resident entity is an eight or nine digit number in the format 99999999 or 999999999 (depending on when it was first issued).

Some countries don't issue a TIN, but rely on other equivalent numbers such as a company registration number. You may need to provide this number here. If you need help then the OECD has published a list of the acceptable TINs and their alternatives at <http://www.oecd.org/tax/automatic-exchange/crs-implementation-and-assistance/tax-identification-numbers/>.

If the Legal Entity is not tax resident in any jurisdiction (e.g. because it is fiscally transparent), please indicate that on line 1 and provide its place of effective management or country in which its principal office is located.

If the Legal Entity is tax resident in more than three countries please use an additional sheet

If a TIN is unavailable please provide the appropriate reason **A, B or C where appropriate**:

Reason A - Jurisdiction/country does not issue TINs to its residents

Reason B - Unable to obtain a TIN or equivalent number *(Please explain why you are unable to obtain a TIN in the below table if you have selected this reason)*

Reason C - Jurisdiction/country does not allow its residents to disclose TIN to other countries.

| Country of tax residence | IRD / TIN or equivalent | If no TIN available enter Reason A, B or C |
|--------------------------|-------------------------|--|
| 1 | | |
| 2 | | |
| 3 | | |

Please explain in the following boxes why you are unable to obtain a TIN if you selected Reason **B** above.

Please note: If you are not willing to provide your TIN, then this may cause delays in your Account Opening Application.

| | |
|---|--|
| 1 | |
| 2 | |
| 3 | |

| | | | | | |
|--|--|-------------------------------------|---|------------------------------|------------------------------|
| New Zealand Tax status (<i>tick as appropriate - if exempt, a copy of the Certificate of Exemption is required</i>) | Exempt <input type="checkbox"/> | Not Exempt <input type="checkbox"/> | | | |
| If the Entity opening the account is a New Zealand Tax Resident, which tax rate do you want to apply to your deposits? | 10.5% <input type="checkbox"/> | 17.5% <input type="checkbox"/> | 28% <input type="checkbox"/> | 30% <input type="checkbox"/> | 33% <input type="checkbox"/> |
| If the Entity opening the account is not a New Zealand Tax Resident, which tax application have you elected? | Approved Issuer Levy ¹ <input type="checkbox"/> | | Non Resident Withholding Tax <input type="checkbox"/> | | |

¹ Customers who are not New Zealand tax residents will have Non Resident Withholding Tax deducted from interest payments. The rate deducted will be determined by the jurisdiction/country the customer is a tax resident as determined by the New Zealand tax law. Non Resident customers may instead elect to have an Approved Issuer Levy of 2% applied to interest earned. HSBC will pay this levy on your behalf.

Entity Type

Please provide the Legal Entities Status by ticking one of the following boxes.

(1.) a. Financial Institution – Investment Entity

i. An Investment Entity located in a Non-Participating Jurisdiction and managed by another Financial Institution (Note: if ticking this box please also complete **Part 3(2)** below)

ii. Other Investment Entity

b. Financial Institution – Depository Institution, Custodial Institution or Specified Insurance Company

If you have ticked **(a)** or **(b)** above, please provide, if held, the Account Holder’s Global Intermediary Identification Number (“GIIN”) obtained for FATCA purposes.

. . .

c. Active NFE – a corporation the stock of which is regularly traded on an established securities market or a corporation which is a related entity of such a corporation

If you have ticked **(c)**, please provide the name of the established securities market on which the corporation is regularly traded:

If you are a Related Entity of a regularly traded corporation, please provide the name of the regularly traded corporation that the Entity in **(c)** is a Related Entity of

d. Active Non-Financial Entity – a Government Entity or Central Bank

e. Active Non-Financial Entity – an International Organisation (for example the United Nations or NATO)

f. Active Non-Financial Entity – other than (c)-(e) (for example a start-up NFE or a non-profit NFE)

g. Passive Non-Financial Entity (Note: if ticking this box please also complete **Part 3(2)** below)

(2.) If you have ticked **1(a)(i)** or **1(g)** above, then please:

a. **Indicate the name** of any Controlling Person(s) of the Legal Entity:

b. **Complete** “HSBC Connected Parties form” for each Controlling Person.

Note: If there are no natural person(s) who exercise control of the Entity then the Controlling Person will be the natural person(s) who hold the position of senior managing official. (See definition of Controlling Person in Appendix)

Note: If the Account Holder is a Trust the settlor(s), the trustee(s), and the protector(s) (if any), and the beneficiary(ies) or class(es) of beneficiaries, must (subject to the following) always be treated as Controlling Persons of a trust, regardless of whether or not any of them exercises control over the activities of the trust.

However, a discretionary beneficiary (who does not otherwise control a trust) should only be treated as a Controlling Person if they have received a distribution from the trust. The trust or trustee must inform us if they make a distribution to such a beneficiary as soon as practicable after the distribution.

Foreign Account Tax Compliance Act (FATCA)

If the individuals in this application have any connection with the United States of America (USA), please go to:

<http://www.fatca.hsbc.com/en/rbwm/new-zealand>, and download the FATCA form/s applicable to your circumstances to provide us more information.

This will help us to correctly classify your Tax status under the Foreign Account Tax Compliance Act (FATCA).

Please confirm that you have completed this? Yes No (I am not a US person)

All Entity accounts are required to complete the HSBC FATCA Declaration Form, Please confirm that this has been completed?

Note: this is a separate requirement to the CRS requirements, and must be completed. Yes No

Entity Account Mandate Details

1. The Entity requests HSBC to open an account (the "Account") in its name subject to Retail Banking and Wealth Management Terms & Conditions, a copy of which we have received and accept forms part of the contract governing our relationship.
2. We attach copies of (i) the Certificate of Incorporation of the Entity (or similar document) issued by the Registry in which the Entity is registered (if applicable) and (ii) the Constitutive Document of the Entity currently in force.
3. We also attach a list of all officers authorised to sign instructions and deposit sums into the Account, as detailed in paragraph 5 of this section, with their specimen signatures (the "Authorised Signatories"). The personal details of such persons given to HSBC are confirmed as current, complete and correct.
4. The Entity authorises HSBC to:
 - a. pay all cheques and other instructions for payment or to stop such payments signed on behalf of the Authorised Signatories whether any account of the Entity is in debit or credit or may become overdrawn as a result of such debit noting that HSBC may refuse to follow instructions which will result in the Account being overdrawn or overdrawn beyond any agreed limit;
 - b. accept the Authorised Signatories as fully empowered to act on behalf of the Entity in any such transactions with HSBC, including opening further accounts in the Entities name, providing a loan, overdraft or other facility: and
 - c. accept deposits into the Account.
5. The Entity authorises any of the Authorised Signatories to give any notices, directions and other communications, to take any other action required under or in connection with the Account or accounts of any kind on behalf of the Entity and:
 - a. to sign all cheques, promissory notes and other orders drawn, and bills accepted on behalf of the Entity, whether the Account be in credit or overdrawn, and receipts for monies deposited with or owing by HSBC on any accounts in the name of the Entity;
 - b. to withdraw and deal with any of the Entity's securities or property or documents of title which may be deposited with HSBC for safe custody; and
 - c. to arrange with HSBC for advances to the Entity by way of discount, loan, overdraft or otherwise and for granting of credits and the issue of guarantees by HSBC from time to time as required, and to sign on behalf of the Entity any form of deposit, withdrawal, charge or similar document relating to any securities or property or documents of title.
6. The Entity authorises any to sign and supply HSBC with a Change in Account Mandate form as and when necessary, which authorises:
 - a. additional or substitute persons (with the relevant details) authorised as an Authorised Signatories of the Entity from time to time: and
 - b. additional or substitute persons (with the relevant details) authorised only to make deposits into the Account of the Entity from time to time, and HSBC may rely upon such instructions as authorised variation of the Account Mandate.
7. The Entity acknowledges that any debit incurred to HSBC shall, in the absence of written agreement by HSBC to the contrary, be repayable on demand, and shall incur an unauthorised interest rate.
8. HSBC is authorised to do any of the above until written notice has been received revoking this authority or until such other event occurs which renders the Entity or the Authorised Signatories unable/incapable of performing the acts contemplated by this mandate and HSBC is notified thereof.
9. If HSBC receives contradictory instructions from more than one Authorised Signatory, HSBC may refuse to act on any or all such instructions.
10. In signing the application: if the Entity is a partnership the liability of each partner is joint and several, and if the Entity is a trust, unless HSBC agrees otherwise, the trustee(s) shall be liable both in their capacity as a trustee and personally for any operation of the Entity's Account within the scope set out above. Where a trustee is an independent or professional trustee, liability is limited to the assets of the trust as long as no breach of trust, wilful default or dishonesty by any such trustee occurs.

Important Information and Customer Declaration

Signing notes

- If your entity is a company then all directors must sign this application form.
- If your entity is a partnership or trust then all partners or trustees must sign this application form.

CRS Declaration

I understand that the information supplied by me in the Tax Details section of this form is covered by the full provisions of the terms and conditions governing the Account Holder's relationship with HSBC setting out how HSBC may use and share the information supplied by me.

I acknowledge that the tax information contained in this form and information regarding the Account Holder and any Reportable Account(s) may be reported to the tax authorities of the country in which this account(s) is/are maintained and exchanged with tax authorities of another country or countries in which the Account Holder may be tax resident pursuant to intergovernmental agreements to exchange financial account information with the country(ies) in which this account(s) is/are maintained.

I certify that I am authorised to sign for the Account Holder in respect of all the account(s) to which this form relates.

I certify that where I have provided information regarding any other person (such as a Controlling Person or other Reportable Person to which this form relates) that I will within 30 days of signing this form, notify those persons that I have provided such information to HSBC and that such information may be provided to the tax authorities of the country in which the account(s) is/are maintained and exchanged with tax authorities of another country or countries in which the person may be tax resident pursuant to intergovernmental agreements to exchange financial account information.

I declare that all statements made in this declaration are, to the best of my knowledge and belief, correct and complete. I undertake to advise HSBC within 30 days of any change in circumstances which affects the tax residency status of the Account Holder identified in Part 1 of this form or causes the information contained in this form to become incorrect, and to provide HSBC a suitably updated self-certification and declaration within 90 days of such change in circumstances. This requirement includes any changes to the information on controlling persons identified. If the Account Holder identified in this form is a trust, I undertake to advise HSBC of any distribution made to a discretionary beneficiary (that does not otherwise control a trust) as soon as practicable after such distribution. If I fail to do so, I understand that pursuant to [Retail Banking and Wealth Management Terms and Conditions](#), HSBC can suspend or close our accounts.

HSBC Customer Declaration

I/we certify that all information supplied in connection with this (or any related) application is true, correct and complete in every respect. I/We confirm that I/we have received, read and understood of the Retail Banking and Wealth Management Terms and Conditions and the [Retail Banking and Wealth Management Fees and Charges guide](#) ("Terms").

I/We acknowledge and agree that the Terms (as amended from time to time) apply to all products and services provided by HSBC whether now or in the future.

I/We consent to HSBC, its agents, authorised service providers and relevant third parties (including credit reporting agencies), collecting, using, storing and disclosing any personal data which I/we provide to HSBC from time to time in the course of our relationship and in connection with the products and/or services which I/we may apply for or request. Personal data will be collected, used, stored and disclosed for the purposes and upon the terms set out in the Privacy Act 1993, the Terms and [HSBC's privacy and security policy](#) (as amended from time to time) which may be found on HSBC's website.

I/We acknowledge that I/we have received, read and understood a copy of the [HSBC QFE Disclosure Statement](#) and have read the important information contained in the statement before making this application.

Applicant 1

I confirm that I have read and understood the CRS Declaration above. Yes No

I confirm that I have read and understood the Customer Declaration above. Yes No

I confirm that I am an authorised signatory on this account. Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Applicant 2

I confirm that I have read and understood the CRS Declaration above. Yes No

I confirm that I have read and understood the Customer Declaration above. Yes No

I confirm that I am an authorised signatory on this account. Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Applicant 3

I confirm that I have read and understood the CRS Declaration above. Yes No

I confirm that I have read and understood the Customer Declaration above. Yes No

I confirm that I am an authorised signatory on this account. Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Applicant 4

I confirm that I have read and understood the CRS Declaration above.

Yes No

I confirm that I have read and understood the Customer Declaration above.

Yes No

I confirm that I am an authorised signatory on this account.

Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Applicant 5

I confirm that I have read and understood the CRS Declaration above.

Yes No

I confirm that I have read and understood the Customer Declaration above.

Yes No

I confirm that I am an authorised signatory on this account.

Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Applicant 6

I confirm that I have read and understood the CRS Declaration above.

Yes No

I confirm that I have read and understood the Customer Declaration above.

Yes No

I confirm that I am an authorised signatory on this account.

Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Applicant 7

I confirm that I have read and understood the CRS Declaration above.

Yes No

I confirm that I have read and understood the Customer Declaration above.

Yes No

I confirm that I am an authorised signatory on this account.

Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Applicant 8

I confirm that I have read and understood the CRS Declaration above.

Yes No

I confirm that I have read and understood the Customer Declaration above.

Yes No

I confirm that I am an authorised signatory on this account.

Yes No

Print Name

Signature:

Official Designation

Date (DDMMYYYY)

I would like to receive information on other HSBC products and services (including via email) Yes No

Appendix – Definitions

Note: These are selected definitions provided to assist you with the completion of Part 3 (Tax Details) of this form. Further details can be found within the OECD “*Common Reporting Standard for Automatic Exchange of Financial Account Information*” (the “CRS”), the associated “*Commentary*” to the CRS, and domestic guidance. This can be found at the following link <http://www.oecd.org/tax/transparency/automaticexchangeofinformation.htm>

If you have any questions then please contact your tax adviser or domestic tax authority.

“Account Holder” The “Account Holder” is the person listed or identified as the holder of a Financial Account by the Financial Institution that maintains the account. This is regardless of whether such person is a flow-through Entity. Thus, for example, if a trust or an estate is listed as the holder or owner of a Financial Account, the trust or estate is the Account Holder, rather than the trustee or the trust’s owners or beneficiaries. Similarly, if a partnership is listed as the holder or owner of a Financial Account, the partnership is the Account Holder, rather than the partners in the partnership. A person, other than a Financial Institution, holding a Financial Account for the benefit or account of another person as agent, custodian, nominee, signatory, investment advisor, or intermediary, is not treated as holding the account, and such other person is treated as holding the account.

“Active NFE” An NFE is an “Active NFE” if it meets any of the criteria listed below. In summary, those criteria refer to:

- active NFEs by reason of income and assets;
- publicly traded NFEs;
- Governmental Entities, International Organisations, Central Banks, or their wholly owned Entities;
- holding NFEs that are members of a nonfinancial group;
- start-up NFEs;
- NFEs that are liquidating or emerging from bankruptcy;
- treasury centres that are members of a nonfinancial group; or
- non-profit NFEs.

An entity will be classified as Active NFE if it meets any of the following criteria:

- a) less than 50% of the NFE’s gross income for the preceding calendar year or other appropriate reporting period is passive income and less than 50% of the assets held by the NFE during the preceding calendar year or other appropriate reporting period are assets that produce or are held for the production of passive income;
- b) the stock of the NFE is regularly traded on an established securities market or the NFE is a Related Entity of an Entity the stock of which is regularly traded on an established securities market;
- c) the NFE is a Governmental Entity, an International Organisation, a Central Bank, or an Entity wholly owned by one or more of the foregoing;
- d) substantially all of the activities of the NFE consist of holding (in whole or in part) the outstanding stock of, or providing financing and services to, one or more subsidiaries that engage in trades or businesses other than the business of a Financial Institution, except that an Entity does not qualify for this status if the Entity functions (or holds itself out) as an investment fund, such as a private equity fund, venture capital fund, leveraged buyout fund, or any investment vehicle whose purpose is to acquire or fund companies and then hold interests in those companies as capital assets for investment purposes;
- e) the NFE is not yet operating a business and has no prior operating history, (a “start-up NFE”) but is investing capital into assets with the intent to operate a business other than that of a Financial Institution, provided that the NFE does not qualify for this exception after the date that is 24 months after the date of the initial organisation of the NFE;
- f) the NFE was not a Financial Institution in the past five years, and is in the process of liquidating its assets or is reorganising with the intent to continue or recommence operations in a business other than that of a Financial Institution;
- g) the NFE primarily engages in financing and hedging transactions with, or for, Related Entities that are not Financial Institutions, and does not provide financing or hedging services to any Entity that is not a Related Entity, provided that the group of any such Related Entities is primarily engaged in a business other than that of a Financial Institution; or
- h) the NFE meets all of the following requirements (a “non-profit NFE”):
 - i) it is established and operated in its jurisdiction of residence exclusively for religious, charitable, scientific, artistic, cultural, athletic, or educational purposes; or it is established and operated in its jurisdiction of residence and it is a professional organisation, business league, chamber of commerce, labour organisation, agricultural or horticultural organisation, civic league or an organisation operated exclusively for the promotion of social welfare;
 - ii) it is exempt from income tax in its jurisdiction of residence;
 - iii) it has no shareholders or members who have a proprietary or beneficial interest in its income or assets;

- iv) the applicable laws of the NFE's jurisdiction of residence or the NFE's formation documents do not permit any income or assets of the NFE to be distributed to, or applied for the benefit of, a private person or non-charitable Entity other than pursuant to the conduct of the NFE's charitable activities, or as payment of reasonable compensation for services rendered, or as payment representing the fair market value of property which the NFE has purchased; and
- v) the applicable laws of the NFE's jurisdiction of residence or the NFE's formation documents require that, upon the NFE's liquidation or dissolution, all of its assets be distributed to a Governmental Entity or other non-profit organisation, or escheat to the government of the NFE's jurisdiction of residence or any political subdivision.

Note: Certain entities (such as U.S. Territory NFFEs) may qualify for Active NFFE status under FATCA but not Active NFE status under the CRS.

"Control" over an Entity is generally exercised by the natural person(s) who ultimately has a controlling ownership interest (typically on the basis of a certain percentage (e.g. 25%)) in the Entity. Where no natural person(s) exercises control through ownership interests, the Controlling Person(s) of the Entity will be the natural person(s) who exercises control of the Entity through other means. Where no natural person(s) is/are identified as exercising control of the Entity through ownership interests, then under the CRS the Reportable Person is deemed to be the natural person who hold the position of senior managing official.

"Controlling Person(s)" are the natural person(s) who exercise control over an entity. Where that entity is treated as a Passive Non-Financial Entity ("Passive NFE") then a Financial Institution is required to determine whether or not these Controlling Persons are Reportable Persons. This definition corresponds to the term "beneficial owner" described in Recommendation 10 of the Financial Action Task Force Recommendations (as adopted in February 2012).

In the case of a trust, the Controlling Person(s) are the settlor(s), the trustee(s), the protector(s) (if any), the beneficiary(ies) or class(es) of beneficiaries, or any other natural person(s) exercising ultimate effective control over the trust (including through a chain of control or ownership). Under the CRS the settlor(s), the trustee(s), the protector(s) (if any), and the beneficiary(ies) or class(es) of beneficiaries, are always treated as Controlling Persons of a trust, regardless of whether or not any of them exercises control over the activities of the trust.

Note: A discretionary beneficiary (that does not otherwise control a trust) should only be treated as a controlling person if they have received a distribution from the trust. New Zealand legislation requires the trust or trustee to inform the Financial Institution that maintains the account if they make a distribution to such a beneficiary.

Where the settlor(s) of a trust is an Entity then the CRS requires Financial Institutions to also identify the Controlling Persons of the settlor(s) and when required report them as Controlling Persons of the trust.

In the case of a legal arrangement other than a trust, "Controlling Person(s) means persons in equivalent or similar positions.

"Custodial Institution" The term "Custodial Institution" means any Entity that holds, as a substantial portion of its business, Financial Assets for the account of others. This is where the Entity's gross income attributable to the holding of Financial Assets and related financial services equals or exceeds 20% of the Entity's gross income during the shorter of: (i) the three-year period that ends on 31 December (or the final day of a non-calendar year accounting period) prior to the year in which the determination is being made; or (ii) the period during which the Entity has been in existence.

"Depository Institution" The term "Depository Institution" means any Entity that accepts deposits in the ordinary course of a banking or similar business.

"FATCA" FATCA stands for the Foreign Account Tax Compliance provisions, which were enacted into U.S. law as part of the Hiring Incentives to Restore Employment (HIRE) Act on March 18, 2010. FATCA creates a new information reporting and withholding regime for payments made to certain non-U.S. financial institutions and other non-U.S. entities.

"Entity" The term "Entity" means a legal person or a legal arrangement, such as a corporation, organisation, partnership, trust or foundation. This term covers any person other than an individual (i.e. a natural person).

"Financial Institution" The term "Financial Institution" means a "Custodial Institution", a "Depository Institution", an "Investment Entity", or a "Specified Insurance Company". Please see the relevant domestic guidance and the CRS for further classification definitions that apply to Financial Institutions.

"Investment Entity" The term "Investment Entity" includes two types of Entities:

- i) an Entity that primarily conducts as a business one or more of the following activities or operations for or on behalf of a customer:
 - Trading in money market instruments (cheques, bills, certificates of deposit, derivatives, etc.); foreign exchange; exchange, interest rate and index instruments; transferable securities; or commodity futures trading;
 - Individual and collective portfolio management; or
 - Otherwise investing, administering, or managing Financial Assets or money on behalf of other persons.

Such activities or operations do not include rendering non-binding investment advice to a customer.

- ii) "The second type of "Investment Entity" ("Investment Entity managed by another Financial Institution") is any Entity the gross income of which is primarily attributable to investing, reinvesting, or trading in Financial Assets where the Entity is managed by another Entity that is a Depository Institution, a Custodial Institution, a Specified Insurance Company, or the first type of Investment Entity.

"Investment Entity located in a Non-Participating Jurisdiction and managed by another Financial Institution" The term "Investment Entity located in a Non-Participating Jurisdiction and managed by another Financial Institution" means any Entity the gross income of which is primarily attributable to investing, reinvesting, or trading in Financial Assets if the Entity is (i) managed by a Financial Institution and (ii) not a Participating Jurisdiction Financial Institution.

"Investment Entity managed by another Financial Institution" An Entity is "managed by" another Entity if the managing Entity performs, either directly or through another service provider on behalf of the managed Entity, any of the activities or operations described in clause (i) above in the definition of "Investment Entity".

An Entity only manages another Entity if it has discretionary authority to manage the other Entity's assets (either in whole or part). Where an Entity is managed by a mix of Financial Institutions, NFEs or individuals, the Entity is considered to be managed by another Entity that is a Depository Institution, a Custodial Institution, a Specified Insurance Company, or the first type of Investment Entity, if any of the managing Entities is such another Entity.

"NFE" An "NFE" is any Entity that is not a Financial Institution.

"Non-Reporting Financial Institution" A "Non-Reporting Financial Institution" means any Financial Institution that is:

- a Governmental Entity, International Organisation or Central Bank, other than with respect to a payment that is derived from an obligation held in connection with a commercial financial activity of a type engaged in by a Specified Insurance Company, Custodial Institution, or Depository Institution;
- a Broad Participation Retirement Fund; a Narrow Participation Retirement Fund; a Pension Fund of a Governmental Entity, International Organisation or Central Bank; or a Qualified Credit Card Issuer;
- an Exempt Collective Investment Vehicle;
- a Trustee-Documented Trust: a trust where the trustee of the trust is a Reporting Financial Institution and reports all information required to be reported with respect to all Reportable Accounts of the trust;
- any other defined in a countries domestic law as a Non-Reporting Financial Institution.

"Participating Jurisdiction" A "Participating Jurisdiction" means a jurisdiction with which an agreement is in place pursuant to which it will provide the information set out in the CRS.

"Participating Jurisdiction Financial Institution" The term "Participating Jurisdiction Financial Institution" means (i) any Financial Institution that is tax resident in a Participating Jurisdiction, but excludes any branch of that Financial Institution that is located outside of that jurisdiction, and (ii) any branch of a Financial Institution that is not tax resident in a Participating Jurisdiction, if that branch is located in such Participating Jurisdiction.

"Passive NFE" Under the CRS a "Passive NFE" means any: (i) NFE that is not an Active NFE; and (ii) Investment Entity located in a Non-Participating Jurisdiction and managed by another Financial Institution.

"Related Entity" An Entity is a "Related Entity" of another Entity if either Entity controls the other Entity, or the two Entities are under common control. For this purpose control includes direct or indirect ownership of more than 50% of the vote and value in an Entity.

"Reportable Account" The term "Reportable Account" means an account held by one or more Reportable Persons or by a Passive NFE with one or more Controlling Persons that is a Reportable Person.

"Reportable Jurisdiction" A "Reportable Jurisdiction" is a jurisdiction with which an obligation to provide financial account information is in place.

"Reportable Jurisdiction Person" A "Reportable Jurisdiction Person" is an Entity that is tax resident in a Reportable Jurisdiction(s) under the tax laws of such jurisdiction(s) - by reference to local laws in the country where the Entity is established, incorporated or managed. An Entity such as a partnership, limited liability partnership or similar legal arrangement that has no residence for tax purposes shall be treated as resident in the jurisdiction in which its place of effective management is situated. As such if an Entity certifies that it has no residence for tax purposes it should complete the form stating the address of its principal office.

Dual resident Entities may rely on the tiebreaker rules contained in tax conventions (if applicable) to determine their residence for tax purposes.

“Reportable Person” A “Reportable Person” is defined as a “Reportable Jurisdiction Person”, other than:

- a corporation the stock of which is regularly traded on one or more established securities markets;
- any corporation that is a Related Entity of a corporation described in clause (i);
- a Governmental Entity;
- an International Organisation;
- a Central Bank; or
- a Financial Institution (except for an Investment Entity described in Sub Paragraph A(6) b) of the CRS that are not Participating Jurisdiction Financial Institutions. Instead, such Investment Entities are treated as Passive NFE’s.)

“Resident for tax purposes” Generally, an Entity will be resident for tax purposes in a jurisdiction if, under the laws of that jurisdiction (including tax conventions), it pays or should be paying tax therein by reason of his domicile, residence, place of management or incorporation, or any other criterion of a similar nature, and not only from sources in that jurisdiction. Dual resident Entities may rely on the tiebreaker rules contained in tax conventions (if applicable) to solve cases of double residence for determining their residence for tax purposes. An Entity such as a partnership, limited liability partnership or similar legal arrangement that has no residence for tax purposes shall be treated as resident in the jurisdiction in which its place of effective management is situated. A trust is treated as resident where one or more of its trustees is resident. For additional information on tax residence, please talk to your tax adviser or see the following link: <http://www.oecd.org/tax/transparency/automaticexchangeofinformation.htm>

“Specified Insurance Company” The term “Specified Insurance Company” means any Entity that is an insurance company (or the holding company of an insurance company) that issues, or is obligated to make payments with respect to, a Cash Value Insurance Contract or an Annuity Contract.

“TIN” (including “functional equivalent”) The term “TIN” means Taxpayer Identification Number or a functional equivalent in the absence of a TIN. A TIN is a unique combination of letters or numbers assigned by a jurisdiction to an individual or an Entity and used to identify the individual or Entity for the purposes of administering the tax laws of such jurisdiction. Further details of acceptable TINs can be found at the following link <http://www.oecd.org/tax/transparency/automaticexchangeofinformation.htm>

Some jurisdictions do not issue a TIN. However, these jurisdictions often utilise some other high integrity number with an equivalent level of identification (a “functional equivalent”). Examples of that type of number include, for Entities, a Business/company registration code/number.