

SPECIMEN

Annexure A

FOR INTERNAL USE ONLY KYC / CDD Checklist

Date	Account Title	Account / UIN #
------	---------------	-----------------

SECTION A

Minimum Information / Documents to be provided by Investor				
	Pls tick		Pls tick	
1. Individuals/Sole Proprietorships	<input type="checkbox"/>	2. Partnerships	<input type="checkbox"/>	3. Institutions/Corporates
CNIC of Principal and Joint Holders / Passport for Foreign Nationals / NICOP for non-resident Pakistanis	<input type="checkbox"/>	CNICs/NICOP of all partners, as applicable	<input type="checkbox"/>	CNIC / NICOP of Authorized Signatories and Directors
Proof of Employment/Business	<input type="checkbox"/>	Partnership Deed	<input type="checkbox"/>	List of Directors and Officers
NTN Certificate, where available	<input type="checkbox"/>	Latest financial statements	<input type="checkbox"/>	NTN Certificate
	<input type="checkbox"/>	Certificate of Registration (in case of registered partnership firm)	<input type="checkbox"/>	Documentary evidence of Tax Exemption (if applicable)
	<input type="checkbox"/>	NTN Certificate	<input type="checkbox"/>	Certificate of Incorporation
	<input type="checkbox"/>		<input type="checkbox"/>	Certificate of Commencement of Business
	<input type="checkbox"/>		<input type="checkbox"/>	Certified Copy of Board Resolution
	<input type="checkbox"/>		<input type="checkbox"/>	Memorandum & Articles of Association/ Bye Laws/ Trust Deed
	<input type="checkbox"/>		<input type="checkbox"/>	Audited Accounts of the Company
4. Trusts	<input type="checkbox"/>	5. Clubs Societies and Associations	<input type="checkbox"/>	6. Executors/Administrators
CNICs of all trustees	<input type="checkbox"/>	Certified copy of certificate of Registration	<input type="checkbox"/>	CNICs of all Executors/Administrators
Certified copy of the Trust Deed	<input type="checkbox"/>	List of members	<input type="checkbox"/>	Certified copy of Letter of Administration
Latest financials of the trust	<input type="checkbox"/>	CNIC/NICOP of members of Governing Board	<input type="checkbox"/>	
Documentary Evidence of Tax Exemption (if applicable)	<input type="checkbox"/>	Certified copy of bylaws/rules and regulations	<input type="checkbox"/>	
Trustee/Governing Body Resolution	<input type="checkbox"/>	Copy of latest financials of Society/Association	<input type="checkbox"/>	
	<input type="checkbox"/>	Board/Governing Body Resolution	<input type="checkbox"/>	
If documents / information is complete, proceed to Section B				
List any missing documents / information below:				
1				
2				
If ANY document or information is missing, proceed to Section G.4				

SECTION B**Assessment of information provided in section A**

Based on information provided in A,

1. Is the investor also the ultimate beneficiary of the funds to be invested If NO, joint account should be opened or power of attorney be provided by ultimate beneficiary with relevant documentary details of the beneficiary	YES	NO
2. In case the Investor is a private company , IS the latest shareholders' list available	YES	NO
3. In case of Government Accounts , Mark YES if the account is not in the personal name of the government official A resolution / authority letter (duly endorsed by Ministry of Finance or Finance Department of concerned government) is available, which authorizes the opening and operating of this account by an officer of federal / provincial / local government in his / her official capacity	YES	NO
If the answer to any of the above questions was 'NO', go to section G.3 or G.4, otherwise go to Section C		

SECTION C

Risk Category of Investor	Please tick box		
1. Government Department / Entity	<input type="checkbox"/>	<i>LOW RISK</i>	<i>Go to Section G.1</i>
2. Public listed company	<input type="checkbox"/>	<i>LOW RISK</i>	<i>Go to Section G.1</i>
3. Private limited company	<input type="checkbox"/>	<i>MEDIUM RISK</i>	<i>Go to Section G.2</i>
4. Non-Governmental Organization (NGO)	<input type="checkbox"/>	<i>HIGH RISK</i>	<i>Go to Section G.3</i>
5. Trust / Charity	<input type="checkbox"/>	<i>HIGH RISK</i>	<i>Go to Section G.3</i>
6. Unlisted Financial institution	<input type="checkbox"/>		<i>Go to Section D</i>
7. Individual	<input type="checkbox"/>		<i>Go to Section E</i>

SECTION D

Unlisted Private Financial Institution (NBFI)		
Is the unlisted private financial institution domiciled in Pakistan and is regulated by the SECP/State Bank of Pakistan (SBP) OR Is it domiciled in a FATF member country that is satisfactorily following the FATF recommendations and is supervised by a regulatory body	YES	NO
YES	NO	
If YES, proceed to Section G.1	If NO, proceed to Section G.3	

SECTION E

Individual		
1. Is the person a non-resident Pakistani	YES	NO
2. Is the person a high net worth individual with no identifiable source of income or his/her profile/source of income doesn't match with size & quantum of investments/	YES	NO
3. Is the person involved in dealing in high value items <i>(based on declared occupation)</i>	YES	NO
4. Is the person a foreign national	YES	NO
5. Does the person appear to have links or money transfer to/from offshore tax havens or belongs to country(s) where KYC/CDD and anti money laundering regulations are lax (in terms of not sufficiently applying FATF recommendations)	YES	NO
6. Is there any reason to believe that the person has been refused account opening by another financial institution / brokerage house	YES	NO
7. Is the person opening the brokerage account on a non-face-to-face basis/on-line	YES	NO
If the response to any question (1-7) above was 'YES', proceed to Section G.3		
8. Is the person a holder of a senior level public (government) office i.e. a politically exposed person (PEP) or a family member of PEP.	YES	NO
9. Is the person a holder of high profile position (e.g. senior politician)	YES	NO
If the response to any question (8-9) above was 'YES', proceed to Section F, else proceed to Section G.1		

SECTION F

Politically Exposed Person / Foreign National / Holders of High Profile Position		
Is the brokerage account relationship with this high risk category person including politically exposed person / foreign national / holder of high profile position, approved by the Nominee Director, CEO / COO of the brokerage house <i>(approval shall be provided by management through signing the respective Account Opening Form)</i>	YES	NO
If YES, proceed to Section G.3	If NO, proceed to Section G.4	

SECTION G

Investor Risk Profile		
	Risk Classification	KYC Requirements
G.1	LOW RISK	Reduced KYC Requirements shall be applicable: Investor account can be opened once information / documents mentioned in section A have been provided.
G.2	MEDIUM RISK	Greater care required and documents listed in Section A should be obtained before opening of account.
G.3	HIGH RISK	Enhanced KYC Requirements shall be applicable: Investor account can be opened once information / documents mentioned in section A have been provided. Transactions shall be monitored to ensure that the funds used for investments are from an account under the Investor's own name in a financial institution (e.g. bank) subject to high due diligence standards and the amount and frequency of investments are not unusual given the nature and financial strength of the Investor
G.4	HIGH RISK	Account cannot be opened as KYC Requirements have not been fulfilled.

CONFIRMATION of physical presence of customer when opening account	YES	NO
---	-----	----

Other Comments

Completed by:	<i>Name of Sales Person / Agent</i>	<i>Signature</i>	<i>Date</i>
----------------------	-------------------------------------	------------------	-------------

Checked by:	<i>Name of Compliance Person</i>	<i>Signature</i>	<i>Date</i>
--------------------	----------------------------------	------------------	-------------