

Date:   /   /    **A. CLIENT DETAILS**

Name: \_\_\_\_\_

Location	Customer ID
India	
Bahrain	
GIF T City	

Mode of Investment: ☐ Single ☐ Joint

Country of Domicile: \_\_\_\_\_ Occupation: \_\_\_\_\_ Industry: \_\_\_\_\_

Is your area of Domicile a Major Financial Center? ☐ Yes, Name of the Financial Center: \_\_\_\_\_☐ Dual Domicile with one being in a Financial Centre☐ No

\*Not Applicable for Joint Holders in DIFC Branch

**B. RELEVANT ACADEMIC QUALIFICATIONS AND EMPLOYMENT**

Do you hold a relevant financial market or investment qualification?	<input type="checkbox"/>	Finance
	<input type="checkbox"/>	Not Applicable
	<input type="checkbox"/>	Other (please specify)

Were you employed with any CBB / DFSA / IFSCA authorized firm or any other regulated Financial Institution in the last two years? If Yes, please specify	Name of Firm / Financial institution	
	Designation/Profile	
	Brief Explanation on your Job Profile	

What other knowledge or experience do you have that may be relevant? (Please specify)	

**C. NETWORTH ALLOCATION**

Product	Amount (in USD Mio)	Product	Amount (in USD Mio)
Savings Account and Fixed Deposits		Real Estate	
Bond and Debt Funds		Insurance	
Equity and Equity Funds		Others (Please Specify):	

- Total Networth (in USD Mio) \_\_\_\_\_
- Expected Investment amount in the next one year with HDFC Bank? (in USD Mio) \_\_\_\_\_

D. FINANCIAL EXPERIENCE AND UNDERSTANDING

Decision to Invest in Products taken by: ☐ Self ☐ Financial Advisor/ Consultant ☐ Others (Please specify) \_\_\_\_\_

For how many years have you been active in financial markets? (Please tick as appropriate)	<input type="checkbox"/>	Less than 1
	<input type="checkbox"/>	Between 1 and 5
	<input type="checkbox"/>	Between 5 and 10
	<input type="checkbox"/>	Above 10

> Approximately, what is the value and composition of your existing portfolio?

Financial Product	Bonds	Mutual Funds	ETF	Structured Notes / Products	Long Term Life Insurance	Offshore Equities	Alternates	Commodities	Credit / Interest / FX linked Structure	Dual Currency Investments	Equities / Commodities linked Structure	Interest Rate Caps and Floors	FX Forward/ Futures/ Options/ Margin
Have you invested in the product in the past? (Yes / No)													
Please Rate your understanding of the risks associated with the Product? (Superior / Adequate / Basic / None)													
Since when are you investing in the product?													
Number of transactions in a Year (Yes / No)													
Maximum Tenor for which investment was done? (Yes / No)													
Financial Institution with which the transaction was done? MNC Bank, Local Bank, Indian bank													
Current Gross Investment Value (USD Mio)													
Leverage/ Mortgage/ Liability Value against current holdings (if any) (USD Mio)*													
Current Net Investment Value (USD Mio)													
%													

\*please mention "Nil" if no liabilities against the asset.

What is the typical size of your investment transactions?	<input type="checkbox"/>	More than USD 100,000
	<input type="checkbox"/>	More than USD 500,000
	<input type="checkbox"/>	More than USD 1,000,000

How do you understand the risks involved with investing in Financial Products and Markets?	<input type="checkbox"/>	Based on past experience of investing in Financial Products
	<input type="checkbox"/>	Independent advice from Financial Consultant
	<input type="checkbox"/>	Based on research of Financial Markets done by Self

What is your understanding of markets, investment and risk?	<input type="checkbox"/>	Company risk: management; earnings; possibility of bankruptcy
	<input type="checkbox"/>	Country risk: political; economic; demographic factors

(In each case, please indicate G – Good, M – Moderate, L – Low or N – None)	<input type="checkbox"/>	Credit risk: failure to pay interest or capital on time or at all
	<input type="checkbox"/>	Currency risk: adverse currency fluctuations
	<input type="checkbox"/>	Inflation risk: erosion of asset values and investment returns
	<input type="checkbox"/>	Interest rate risk: erosion of income and capital when interest rates rise
	<input type="checkbox"/>	Liquidity risk: the inability to readily liquidate an investment
	<input type="checkbox"/>	Volatility risk: the variability of asset values and investment returns
	<input type="checkbox"/>	Market risk: risks applicable to an entire asset class, e.g. recession

Which of the Financial Markets have you invested in?	<input type="checkbox"/>	Europe
	<input type="checkbox"/>	United States of America
	<input type="checkbox"/>	India
	<input type="checkbox"/>	Singapore
	<input type="checkbox"/>	MENA
	<input type="checkbox"/>	Mauritius
	<input type="checkbox"/>	Asia

#### E. INVESTMENT OBJECTIVE AND RISK TOLERANCE

What is your investment objective? (Please tick as appropriate)	<input type="checkbox"/>	Capital Growth Only
	<input type="checkbox"/>	Income Only
	<input type="checkbox"/>	Balance of Capital Growth and Income

- Are you aware that you may lose money in the Investments you make? ☐ Yes ☐ No
- Are you aware that you may have to hold on to the Investments for a longer timeframe, even though the investments would be yielding negative returns? ☐ Yes ☐ No
- Have you faced losses in the past on your Investments? ☐ Yes ☐ No

If Yes, please specify \_\_\_\_\_

- Are you aware that some products may enter into negative mark to monitoring or Capital Erosion? ☐ Yes ☐ No

What is your Investment Horizon i.e. over what period of time do you expect or need to achieve your Investment Objective? (Please tick as appropriate)	<input type="checkbox"/>	Very Long: More than 7 years (Please Specify)
	<input type="checkbox"/>	Long: between 4 to 7 years
	<input type="checkbox"/>	Limited: between 1 to 3 years
	<input type="checkbox"/>	Short: less than 1 year

What is your preferred style of investment? (Please tick as appropriate)	<input type="checkbox"/>	Aggressive: You will expose a greater proportion of the portfolio to risk, to generate higher returns.
	<input type="checkbox"/>	Moderate: You will expose a portion of the portfolio to higher risk to generate higher returns.
	<input type="checkbox"/>	Conservative: You favour capital preservation over investment returns

• Are there any other requirements or relevant facts of which we should be aware? (Please specify)

**F. Derivative and Structured Products (Please Fill the below section only if you wish to activate these Products with the Bank)**

Financial Position			
Particulars	Amount (in USD mio)	Particulars	Amount (in USD mio)
Current liquid assets (i.e. Money Market Instruments, Account Balances, Term Deposits with Banks, etc.)		Annual Income	
Liability in terms of Facilities, dependents, guarantor, expenses		Stated goal for liquid assets for next 12 months	

**Collateral:** ☐ Facilities against the Deposit provided may be requested ☐ No other facility against the Deposit will be requested ☐ Margin Product

**Your objective in Financial markets:** ☐ Generic Derivatives ☐ Structured Derivatives

Experience		
Generic Derivative deals done in the past 3 FY (Please mention the number of deals done under each Product)		
Product categories	HDFC Bank	Other than HDFC bank
Short term FX (spot and forwards) up to 13 months		
Long term FX (spot and forwards) greater than 13 months		
Forward rate agreement		
Single Currency Interest rate swap / Overnight Indexed Swap		
Foreign exchange swap		
Cross Currency Interest Rate Swap		
Interest rate cap (European)		
Interest rate floor (European)		
Vanilla Foreign exchange call/put option (European) & Combination of options		
Third Party Structures and Structured Derivative deals done in the past 3 FY (Please mention the number of deals done under each Product)		
Product categories	HDFC Bank	Other than HDFC bank
Barrier Options / Binary Options / Third Party Structures		

**Losses faced the past on FX/ Derivative deals which were paid on due date:** ☐ No Such Instances ☐ On Due date ☐ Past due date

Product	Risk	Understanding (Yes/ No)
Short term Forwards	<b>Forgo participation in favourable exchange rate movement:</b> Once you enter a forward contract, you cannot participate in exchange rate movements (whether favourable or adverse) – you lock into a fixed foreign exchange rate.	
	<b>The MTM (mark-to market) risk:</b> MTM of the forward contract may be in the money or out of the money at any point during the tenor of the contract. The differential is on account of the rate contracted vs. the current market forward rate. MTM fluctuations can lead to adverse volatility in P/L for you and may also lead to margin calls (depending on sanction terms).	
	In the event the underlying asset ceases to exist then the hedge needs to be unwound at the market rate (which could be out of the money and may lead to cash outflow).	
	Utilization/ delivery of the contract in part or full prior to maturity date will need to be adjusted at the current market rate and may be adverse for you depending on forward premium movement. (except for option dated contracts if the delivery/utilisation is within the option period)	
Vanilla Options	The costs of an option are higher compared to a forward for a similar maturity. In the event the option is exercised on account of adverse spot movement, you will pay a higher rate or receive a lower rate (depending on call / put options) when compared to a forward contract	
	In the event of non-exercise of the option contract, while you may lose out on the option premium paid to the bank, you will have the ability to buy / sell FCY at market rate.	
	In the event the underlying asset ceases to exist then the hedge needs to be unwound at the market rate (which could be out of the money and may lead to loss of the upfront premium already paid)	
Covered Options	There is no downside protection for you in case of an adverse spot movement. You may experience a significant downside risk on settlement of your obligations if the adverse spot movement is significant.	
	You forgo the participation in case of favourable exchange movement beyond the strike price of the covered option.	
	<b>The MTM (mark-to market) risk:</b> MTM of the Cover Option Contract(s) may be in the money or out of the money at any point during the tenor of the contract. MTM fluctuations can lead to adverse volatility in Profit & Loss for you and may also lead to margin calls (depending on sanction terms)	
	In the event the underlying asset ceases to exist then the hedge needs to be unwound at the market rate (which could be out of the money and may lead to cash outflow)	
Long term Forwards	<b>Forgo participation in favourable exchange rate movement:</b> Once you enter into a LTFX contract, you cannot participate in exchange rate movements (whether favourable or adverse) – they lock into a fixed foreign exchange rate.	
	<b>The MTM (mark-to market) risk:</b> MTM of the forward contract may be in the money or out of the money at any point during the tenor of the contract. The differential is on account of the rate contracted vs. the current market forward rate. MTM fluctuations can lead to adverse volatility in P/L for you and may also lead to margin calls (depending on sanction terms).	
	In the event the underlying asset ceases to exist then the hedge needs to be unwound at the market rate (which could be out of the money and may lead to cash outflow).	
	Utilization / delivery of the contract in part or full prior to maturity date will need to be adjusted at the current market rate and may be adverse for you depending on forward premium movement. (except for option dated contracts if the delivery/utilisation is within the option period)	
Spreads	<b>Limited participation in favourable / adverse exchange rate movement:</b> Once you enter a Spread contract, you can participate in favourable exchange rate market movements within the specified range (between Buy Call Option Strike and Sell Call Option Strike for Importer and between Buy Put Option Strike and Sell Put Option Strike for Exporter) only	
	In the event the underlying asset ceases to exist then the hedge needs to be unwound at the market rate (which could be out of the money and may lead to cash outflow).	
NDF settlements	NDF trades are settled in USD at the RBI spot fixing rate for that maturity date. Fixing dates will be 2 FX days before the maturity of the contract. As the amount of settlement will be known on a spot basis, you will be informed about any amount collectable / payable to the client on a rear-ended basis. If there is an amount to be collected from you, you will ensure funding of your USD account with our offshore branch on an immediate basis	

Product	Risk	Understanding (Yes/ No)
MTM collection Margin Product	The bank adopts a method of evaluation of Margin call on the basis of Initial Margin and Minimum Threshold Amount, the notional in USD will be considered.	
	The gross negative MTM of the deals computed (calculated at the closing rate) will be evaluated against the collateral on a daily basis. The Bank will send an MTM report on T+1 basis for margin call. In the event the margin call is not replenished to regularise the MTM the contract will be cancelled and the loss recovered from the deposit / account / collateral placed.	
European Knock-Out Option (Barrier Options)	<b>Knock Out Barrier:</b> The option knocks-out, i.e. ceases to exist if Spot at maturity trades at or beyond the Barrier Strike.	
	Premium is payable for the bought option which is a sunk cost, irrespective of the spot at expiry and whether the barrier condition is met or not.	
	Early termination of the contract can lead to return of premium as per the prevailing market conditions which may be lower or higher than original premium paid. Hence the unwind value might not cover the original premium paid.	
General Risk	You are aware about the Market movements that will impact unwind value of the structure	
	There is a likelihood of negative MTM or principal erosion in the products that you may be entering into	
	Post-deal changes in tax structure or regulation could impact the yield of the product	
	The bank has the right to call for a top-up in case of major negative movement in the market	
	You are aware of the Regulations of the product involving cancellation / premature closure	
Risks of Margin Product (Applicable only if Margin product is the Collateral Type)	You may lose up to 100% of the principal amount	
	You are aware about all the risks in the product	
	There may be an adverse impact on your net worth	
	You are aware that you may be required to top up margin as an when the bank requires	
	You are aware about the net / gross settlement process of the products	
	The Bank reserves the right to cancel the contract and recover loss from the deposit placed	

I hereby confirm that the above information provided is to the best of my knowledge and correct in all respects and in case of any change in the above, I shall inform the Bank immediately thereupon.

I hereby confirm that I/We understand all the risks/features and pricing parameters associated with investing into Derivative/structured/Structured Derivative products. I am aware that these products are not deposit hence investment in these are not guaranteed by the Regulators or HDFC Bank and that my investment may result in loss of principal amount invested.

I am aware that I am taking the credit risk of the issuer of the structured product and will not hold HDFC Bank responsible in case of a default by the issuer.

I will not hold HDFC Bank or any of its affiliates/subsidiaries/directors/officers responsible for any loss incurred on any of my structured product Investment with HDFC Bank.

\_\_\_\_\_  
Client Signature

**FOR FIRM USE ONLY:**

Comments:

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**Reviewed by:**

Relationship Manager

Name: \_\_\_\_\_

Date: \_\_\_\_\_

\_\_\_\_\_  
Signature