



# Cantor Fitzgerald Ireland Ltd ("Cantor")

## **Self-directed Pension Account**

## **Opening Document**

### Advisory Service

#### HOW TO PROCEED

**Application Form** Complete the attached form. Please take time to read our Terms and Conditions which are enclosed.

This application form is to open an Advisory SDIO Account, which will facilitate investment in quoted securities such as Equities, Government Bonds, Corporate Bonds, Exchange Traded Products (ETF's), Deposits, Structured Products and such other investments as Friends First may deem admissible from time to time.

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**Post/Delivery** Return completed Account Opening Document and identification to:

Dublin: Cantor Fitzgerald Ireland Ltd, 75 St Stephen's Green, Dublin 2

Limerick: Cantor Fitzgerald Ireland Ltd, Theatre Court, Lower Mallow Street, Limerick

Cork: Cantor Fitzgerald Ireland Ltd, 45 South Mall, Cork

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**Queries/Advice** Call your broker on:

Dublin: +353 1 633 3633

Cork: +353 21 422 2122

Limerick: +353 61 436500

Email Queries to Client Services at [ireland@cantor.com](mailto:ireland@cantor.com)

[www.cantorfitzgerald.ie](http://www.cantorfitzgerald.ie)

**1. Personal Details (PLEASE USE BLOCK CAPITALS)**

Title Mr  Mrs  Ms  Miss

Surname

Forename(s)

Date of Birth

Place of Birth

Provisional retirement date (if known)

Insurance Company:

Policy Number:

PPS Number

Nationality

**2. Contact Details (PLEASE USE BLOCK CAPITALS)**

**Self**

Home Address

Telephone Numbers and Email Address

Home

Mobile

Office

Fax

Email

Correspondence Address (if different from above)

Contact Name and Tel No.(in the event that you cannot be contacted)

For regulatory reasons it is a requirement that we obtain the information below. An advisory account cannot be opened without this information.

Please provide best estimates for the financial information requested. Please complete all sections. Where a section is not applicable to your circumstances please insert "0".

**3. Financial Background (PLEASE USE BLOCK CAPITALS)**

**Regular Income**

Income from employment/pension €  p.a.

Net income from investments other than property €  p.a.

Net income from property €  p.a.

Other Net Income €  p.a.

**Regular Commitments**

Pension Contribution €  p.a.

Mortgage (for PPR\*)  
\* Principal Private Residence €  p.a.

Estimated other commitments e.g. other loan payments €  p.a.

## 3. Financial Background CONTINUED

### Occupation & Employment Capacity

Occupation

Employment Capacity  Self-employed / Director  
 Company Employee

### Value of Personal Assets

Principal Private Residence (PPR) €

Mortgage on PPR €

Cash Deposits €

Other Investments €

Gross Value other properties €

Total Debt on other properties/investments €

Other net assets €

### Source of Wealth/Funds

Please indicate your source of wealth (this refers to how you have accumulated your wealth), you may indicate more than one option

Salary/Bonus  Inheritance  Savings  Sale of Shares  
 Sale of Property  Other

If other please specify:

Please indicate your source of funds (this refers to the funds being transferred for investment with Cantor), you may indicate more than one option

Maturing Deposit  Savings Account  Transfer from other investment provider  
 Proceeds of asset sale  Other

If other please specify:

## 4. Investment Objectives and Risk

### A. Portfolio Individual Transaction Size

What is your anticipated total portfolio size

- Less than €20,000                       Between €20,000 and €50,000                       Between €50,000 and €150,000  
 Between €150,000 and €500,000                       Over €500,000

Is this typical of your previous portfolio size? Yes  No  If no, please indicate previous portfolio size €

What is your average anticipated transaction size

- Less than €10,000                       Between €10,000 and €50,000                       Between €50,000 and €250,000  
 Over €250,000

Is this typical of your previous transaction size Yes  No  If no, please indicate previous transaction size €

### B. Time Horizon

If you have a specific investment time horizon for your account please indicate below

- Less than 1 year                       Between 1 and 5 years                       Over 5 years

### C. Income Requirement

Please state the approximate income requirement, if any, from your investment with Cantor €

### D. Which of the following best describes your investment objective

- Capital Growth only                       Mix of Income with Capital Growth                       Income only

### E. Permitted Investment Instruments

Please tick which instruments you would consider investing in, you may indicate more than one option

- Equities                       Structured or non-quoted investments                       Investment Fund  
 Government Bonds                       Corporate Bonds                       Derivatives including CFDs\*  
 Other, please specify

\*Please note if you are investing in CFDs or Derivatives your account type will automatically be designated a risk taker.

### F. Attitude to Risk

#### (i) Which of the following most accurately describes your investment/risk profile?

- Very Cautious Investor**  
 You are risk averse. Your investment preference is to maintain the security of your capital. You acknowledge that this investment strategy is at the expense of potential capital gain or incremental income.
- Cautious Investor**  
 You are prepared to accept low levels of risk for the prospect of slightly higher returns.
- Considered Investor**  
 You are looking for a balance of risk and reward. You accept during periods of market risk potential losses may exceed by a multiple the potential income from investments.
- Considered Risk Taker**  
 You are willing to accept higher levels of volatility and fluctuations in the value of your investments for the prospect of higher returns. You accept that volatility in markets may result in loss in excess of the initial investment amount.
- Risk Taker**  
 You are willing to accept high volatility levels and fluctuations in the value of your investments for the prospect of higher returns. You acknowledge that in light of the unpredictable nature of stock markets your investment may carry an increased risk of potential loss in excess of the initial amount invested.

#### (ii) You find it interesting to explore investment opportunities for your money?

- Strongly Agree     Agree     Neither Agree nor Disagree     Disagree     Strongly Disagree

**4. Investment Objectives and Risk** *continued*

**(iii) Six months after making an investment where your capital is at risk, your investment performs poorly in line with weak financial markets. Which option described below, best suggests your possible course of action?**

- Sell all the investment and put the proceeds in a deposit account to prevent further loss
- Sell part of the investment, purchasing a less risky investment with the proceeds to reduce further losses
- Monitor the investment ahead of deciding what to do
- Invest more monies to avail of weaker prices expecting recovery
- Make a riskier investment to recover all losses in the expectation of recovery

**5. Experience**

**Basic:** Have some knowledge but limited trading history.

**Good:** Have knowledge and have traded over a number of years.

**Extensive:** Have knowledge and have traded consistently over the past 5 years.

**A. Financial Instruments**

Please indicate your investment experience in relation to the following instruments:

	NONE	BASIC	GOOD	EXTENSIVE	NUMBER OF YEARS EXPERIENCE	NUMBER OF TRADES PER ANNUM
Equities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Corporate Bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Government Bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Investment Funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Structured or non-quoted investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="text"/>	<input type="text"/>

Where you have dealt previously has this service been primarily

- Execution Only (no broker input)       Advisory (broker advises you decide)
- Discretionary/managed (broker agrees investment parameters and has discretion to transact)

**Relevant Experience**

Do you have a professional qualification, work as an investment manager or adviser, or are a member of a recognised investment association?

Yes  No

If yes please provide details

Is there any other reason why we should deem you to be a professional investor

## 6. Power of Attorney

To be completed only in the event that you wish to grant a limited power of attorney to another person to act on your behalf in respect of your Cantor account.

I/We hereby grant the person nominated by me/us below a limited Power of Attorney, to receive information and advice, and to issue instructions to Cantor in my/our place. Such Attorney will be bound by the Account Opening Document and Terms & Conditions booklet and the terms of any other documentation executed with Cantor by me/us on my/our behalf.

Name of Attorney\*

\*Please state individual's name and not company name.

Address of Attorney

Tel  Fax  Email

In signing this acknowledgement I acknowledge that I will be bound by the Terms and Conditions booklet and the terms of any other documentation executed with Cantor in respect of this account.

Signature of Attorney  Date

Company Name (where relevant)

## 7. Additional Services

### Dividends

Unless you specify otherwise you will receive cash dividends. Alternatively if you wish to receive stock dividends (where available) please tick this box

### Research Information

Cantor, as part of our service, will send you our daily research e-mails, text message and mailings on investment opportunities. Please tick the service you wish to receive

Daily text of closing prices

Daily Research email

Weekly Research email

Technical Research email

### Online Access

Would you like "view only" online access to your Cantor Account? Yes

This will allow you to view your account statement and valuation online.

I authorise Cantor to provide online access to my financial advisor.

Name of Advisor

## 8. Acknowledgement

In signing this document it will constitute a contract, both legally binding and enforceable. If you have any queries about any aspect of the account opening documentation please contact Cantor for clarification or, if you think it appropriate to do so, obtain independent legal advice.

The undersigned hereby acknowledges that:

- (a) I have carefully read, acknowledge and understand the terms of the below listed documentation which I have been presented with and have had an opportunity to consider. I hereby agree that by signing this acknowledgement that I will be bound by all terms and conditions contained in the following documents:
1. Self Directed Pension Advisory Account Opening Document
  2. Terms and Conditions booklet:
    - i. Terms and Conditions of Service
    - ii. Conflicts of Interest Policy
    - iii. Order Execution Policy
    - iv. Information on Financial Instruments
- (b) The service description set out in the Terms and Conditions booklet incorporates the service to be provided by Cantor to me in its entirety, and for which I now hereby apply.
- (c) The risk profile, investment experience, financial information and restrictions provided in the Account Opening Document is a complete and accurate record of all information relevant and necessary to allow Cantor to provide an advisory service to me.
- (d) I acknowledge that Cantor will arrange for a nominee account to be opened with Pershing Securities International Limited on my behalf.
- (e) I acknowledge that this account will invest in quoted securities such as Equities, Government Bonds, Corporate Bonds, Exchange Traded Products (ETF's), Deposits, Structured Products and such other investments approved by Friends First only.
- (f) I/we have been presented with and have had an opportunity to consider the **Client Asset Key Information Document** and I/we have carefully read, acknowledge and understand the arrangements Cantor have put in place for holding client assets and the risks associated with them.
- (g) By opening this account and signing below, the account owner represents and warrants that he/she/it is not a US person for the purposes of US Federal income tax and that he/she/it is not acting for, or on behalf of, a US person. A false statement or misrepresentation of tax status by a US person could lead to penalties under US law. If your tax status change or you become a US citizen or a resident, you must notify us within 30 days.
- (h) I instruct Cantor to set up SDIO Accounts in respect of my ARF  AMRF  Pension   
I confirm the investment objectives and risk profile for both my ARF and AMRF are the same.\*

### Client Acceptance

Signature of Client

Print Name

Date

\*Where this is not the case a second form should be completed.

## 9. Checklist

- Have you completed sections 1-7
- Have you signed section 8
- Have you completed the Investment Instruction Form

# CLIENT ASSETS KEY INFORMATION DOCUMENT

## 1. Introduction

As you are aware when Cantor Fitzgerald Ireland (“CFI” or the “firm”) provides investments services to you as our client under our terms of business, we have regulatory responsibility over client assets (both funds and financial instruments) in your account with us.

## 2. An explanation of the Regulations

The manner in which we handle your assets is governed by the Client Asset Regulations (SI No 104 of 2015) issued by the Central Bank of Ireland (“CBI”). In addition, the CBI has issued guidance on the implementation of the Regulations. The Client Asset Regulations and the Guidance are collectively referred to as the “Regulations”. These documents can be found on the CBI Website at the following web address: <http://www.centralbank.ie/regulation/ClientAssetsandInvestorMoney/Client%20Asset%20Regulations/Pages/default.aspx>

The Regulatory Guidance requires CFI to provide you with the Client Assets Key Information Document (“CAKID”) with the below objectives:

- i. Explain certain key features of the Regulations and the Regulatory Guidance;
- ii. Provide you with information pertaining to our arrangements to ensure that your assets are protected; and
- iii. Highlight any risks relating to your arrangements with us.

The primary purpose of the Guidance issued by the Central Bank of Ireland is to assist firms in complying with the Regulations. The guidance does not purport to be legal advice or a legal interpretation of the Regulations.

Please read this document in conjunction with the firm’s terms of business.

### Key Principles of the Client Asset Regulations

The purpose of the Regulations is to regulate and safeguard the handling of client assets to enable swift and safe return of these assets to the clients. However, it is important to note that it can never fully eliminate all risks relating to client assets some of which are identified in Section 5 below.

The key principles of these Regulations require that:

- client assets are segregated from the firm’s own assets through registration of client assets in designated client asset accounts with the relevant institution holding the assets;
- we ensure the accuracy of both our records and those of the institutions holding the assets through regular reconciliations and daily calculations;
- we inform you through our terms of business and the CAKID of our arrangements and where relevant obtain your consent to the manner in which your assets are held;
- CFI have appropriate risk management processes and systems, including documented policies and procedures to ensure that a risk based approach is adopted in safeguarding your assets.

## 3. An explanation of what constitutes client assets under the Regulations

Client Assets include both

- (i) Client Funds: Any money, to which you are beneficially entitled, which we have received from you or on your behalf. It includes cash, cheques or other payable orders, current and deposit accounts including pledged accounts you may have.
- (ii) Client Financial Instruments: Any financial instrument (for example, shares, bonds and units held in collective investment schemes) held by us on your behalf including any held with a nominee.

The values assigned to your investments are not covered by these Regulations.

## 4. The circumstances in which the Regulations apply and do not apply

Client assets cease to be client assets where:

- a) they are paid, or transferred, to the client whether directly or into an account with a third party or a relevant party in the name of the client (not being an account which is also in the name of the investment firm); or
- b) where they are paid, or transferred, to a third party on the written instructions of the client and are no longer under the control of CFI. In addition, acting in



accordance with the terms of an investment management agreement or the completion of an order or application form will be considered to be a request from the client to pay the client assets to the relevant third party.

It is important to note that the Client Asset Regulations:

**Do apply:**

- (i) For funds or financial instruments that have been received in respect of activities which are regulated financial services.
- (ii) Once a cheque or other payable order is received by the firm except where it is payable to a third party and transmitted by CFI to that party.
- (iii) Once interest is received where it has been agreed in writing that it is payable on your client funds.
- (iv) Until a cheque sent to you by us has been cashed.

**Do not apply:**

- (i) When funds or financial instruments have been received in respect of activities which are not regulated financial services.
- (ii) Where you have transferred full ownership of funds or financial instruments to cover or secure present or future, actual or contingent or prospective obligations.
- (iii) Where we receive a cheque or other payable order from you or on your behalf payable to a third party and we transmit that to the third party.
- (iv) Funds that are due and payable to the firm in accordance with our terms of business.
- (v) Where a cheque or other payable order received from you on your behalf is not honoured by the bank.
- (vi) Where funds have been paid to you or a nominated third party (within the limited circumstances such instructions can be undertaken). Please note that payments to third parties can only be done on written instruction from you. Completion of an order or application form is considered a request to pay a third party.
- (vii) Where financial instruments are registered in your own name and we are not providing safe custody.

## 5. An explanation of the circumstances in which the firm will hold clients assets, hold client assets with a third party and hold client assets in another jurisdiction

Client Assets are never held directly by Cantor Fitzgerald except where they have been received as part of the settlement process.

Cantor Fitzgerald have entered into an agreement ("the

Pershing Agreement") with Pershing Securities International Limited ("PSIL"), 4th Floor Hanover Building, Windmill Lane, Dublin 2, www.pershing.ie on behalf of ourselves and each of our clients whereby PSIL has agreed to provide clearing and settlement, safe custody, and other associated services for clients whom Cantor introduces to them. PSIL are regulated by the Central Bank of Ireland and are bound by the Client Asset Regulations.

All client asset accounts are clearly designated as "Client Asset Accounts" in both the internal records of PSIL and the records of any of the institutions actually holding the assets.

Those assets must be identifiable from ours or PSIL's own assets.

### 5.1 Client Funds:

Funds received are lodged to a pooled Client Asset Account with an eligible bank or credit institution. This means that a number of client's funds are held in the same client asset account with the bank or credit institution. However PSIL maintain detailed records identifying the amount being held for each client within the pooled account. We refer to section 5 regarding the risks associated with pooled accounts.

The funds are lodged to an account in the same currency as they are received unless PSIL do not have a client asset account in that currency and it would be unduly burdensome to open one. Amounts are converted at the rates prevailing when lodged to the Client Asset Account.

Where funds are received which include funds not qualifying as Client Funds the total funds are lodged to PSIL's client funds account but an immediate transfer is made of portion not deemed client funds to a non-client asset account.

Our preference is to receive funds by way of electronic transfer from clients. To facilitate this details of PSIL's client asset bank account is provided to you.

### 5.2 Client Financial Instruments

Where you have elected to use the safe custody services of PSIL, you consent that your investments will not be registered in your own name. Documents of title to your investments shall be held in physical or dematerialised form by PSIL or an Eligible Third Party.

Your investments will be held in a safe custody account designated as a client asset account and will be registered either in the name of

- (i) A nominee company owned by PSIL,
- (ii) A member of PSIL's group,
- (iii) An exchange which is a regulated market, or
- (iv) An Eligible Third Party, in accordance with the CBOI Client Assets Requirements. PSIL will exercise due skill, care and diligence in the selection, appointment and

periodic review of any Eligible Third Party and the arrangements for holding and safekeeping of your investments, but PSIL shall not be responsible for any acts, omissions or default of any such Eligible Third Party save where such a default is caused by fraud, wilful default or negligence on the part of PSIL or its nominee company.

In some instances, due to the characteristics of a particular financial instrument it is not possible for PSIL to hold the assets within the Irish jurisdiction. In such cases they will be held with a custodian in the relevant jurisdiction. It is important to note that where assets are held outside this jurisdiction:

- (i) The Client Assets Regulations applicable may differ to those applicable within this state.
- (ii) The Investment Compensation scheme in operation in Ireland will not apply to any default by the foreign custodian.

PSIL hold client assets on a pooled nominee basis. Under this structure, the share register of the companies in which the underlying investors hold shares (investment companies) will show one entry for the nominee company. This entry will be the aggregate of all the individual investors' holdings. We refer to section 5 regarding the risks associated with pooled accounts and where assets are held outside Ireland or the European Economic Area (EEA) as described above.

PSIL are obliged to keep a detailed breakdown of each individual investor's holding. The total of these holdings must equate to the aggregate on the investment company register.

The firm does not provide safe custody arrangements for the holding of share certificates in client's own names. Where the firm receives share certificates either from clients or on behalf of clients as a result of share transactions the firm immediately passes them to the client or relevant settlement agent. In such cases the firm maintains a log of all receipts and dispatch of share certificates.

## **6. The arrangements applying to the holding of client assets and the relevant risks associated with these arrangements**

Your assets are held by PSIL in a specifically designated Client Assets Account within the institutions outlined above.

Transactions in respect of your assets may only be undertaken by the institution based on an instruction from Cantor Fitzgerald. The principal risks associated with holding your assets in this manner include exposures relating to:

- Loss of financial instrument and /or client funds (The

Assets):- the risk that those charged with safeguarding client assets fail to ensure clients assets are only released when authorized by the fund manager or agent on behalf of the underlying investor.

- Administrative risk:- the risk that due to administrative errors, accurate records are not maintained detailing correct shareholdings of the underlying investors.
- Default Risk:- the risk that the owner of the nominee company goes into liquidation or the custodian goes into liquidation.
- Corporate Actions Risk:- the risk that corporate actions are missed by the custodians.
- Negligence or the perpetuation of a fraud by persons employed by either this firm or the institution holding the assets.
- Misappropriation of your assets.
- Risks associated with pooled accounts: Under a pooled arrangement, client assets are held along with investments belonging to other clients. The risks associated with this arrangement are: a) This involves a possibility where assets held for one client are temporarily used to meet the settlement obligations of another client; b) In the event of an irreconcilable shortfall, clients may not receive their full entitlement and may share in the shortfall in proportion to their original share, or on some other basis in accordance with the applicable law; c) When your investments are pooled, you may not receive the same treatment or options when there is a corporate action or other event as you would if the investment were held in a separately designated account with a nominee company or custodian, or held in your own name. For example, following an allocation or share issue that favours the small investor, your allocation may be less than it otherwise would have been if your investments had been registered in your own name.
- Risks associated with investments held by sub-custodians outside Ireland or the EEA: Investing in overseas securities may give rise to different settlement, legal and regulatory requirements from those in Ireland or the EEA and different practices for the separate identification of investments. This means that your protection may be less should a default occur on the part of the custodian or sub-custodian. In certain jurisdictions where different laws/regulations apply, your investments will not necessarily be separately identifiable and may be subject to third party claims made against the relevant custodian or sub-custodian.
- "Un-invested money" (i.e. money not immediately required to settle an investment transaction) will not attract credit interest but may attract cash handling charges. Negative cash balances on your account may attract debit interest.

Cantor Fitzgerald endeavour to minimise these risks by confirming PSIL:

- Undertake risk assessments, as set out below, of institutions with whom your assets are held.
- Have written confirmation, in line with the Regulations, from these institutions that your assets will be segregated from the firm's own assets and will be held in separately designated Client Asset Accounts.
- Undertaking regular reconciliations of their records with those of the institutions and following up any differences in a timely manner.
- Undertaking daily calculations of the client money held for clients as per their records with the client money resource that should be held with the bank or credit institution.
- Ensuring instructions on your account are passed to the institutions by appropriately authorised members of staff.
- Ensuring financial instruments are registered and designated as outlined above.
- Ensuring adequate oversight of your assets is

maintained by them through appropriate documented procedures and controls to minimise the risk of loss for clients.

PSIL in selecting relevant institutions to hold client assets on behalf of this firm's clients they undertake an assessment, at least biannually, covering:

- (i) The institution's credit rating (where available)
- (ii) Known service levels for the institution (where we have past experience with the institution)
- (iii) Whether the institution is independent of the firm.
- (iv) What clients rights would be in the event of insolvency of the institution

Where the institution is not in this jurisdiction a similar assessment is undertaken. Particular attention is paid to the establishing the relevant regulations and compensation scheme.

Once an institution has been selected to hold Client Assets a facilities letter confirming specified details, as set out in the Regulations, will be obtained from the institution. No Client Assets will be lodged prior to receipt of the facilities letter.



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**LIMERICK:** Theatre Court, Lower Mallow Street, Limerick. Tel: +353 61 436500.

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