

QUESTIONNAIRE ANTI MONEY LAUNDERING

(Including Counter Terrorist Financing, Financial Sanctions Monitoring, KYC)

Please respond to the following questionnaire by filling the columns with appropriate details or by crossing the Y (es) or N (o) box. Please note that there are no correct or incorrect responses. If you answer a question with No, please provide us with an explanation. If you answer a question with a yes and you like to provide us with more background information you can do that as well. In the questionnaire you will find a reference to FI, which is the Financial Institution on whose behalf this is being answered.

I. (General /Registration / Regulatory Environment /Ownership and Control)	
1.1 FI's response covers:	
a. Head Office and Domestic Branches? Explanation:	Y · N ·
b. International Branches? Explanation:	Y · N ·
c. Domestic Subsidiaries? Explanation:	Y · N ·
d. International Subsidiaries? Explanation:	Y · N ·
1.2 FI's Legal name?	
1.3 Address (Location of Registered Office/Head Office)?	
1.4 Website address?	
1.5 Registration /License Number, Please provide a copy?	
1.6 Major business activities of FI ? Please provide % of clientals - Retail Banking : - Corporate Banking - Investment Banking: - Money Market & Derivatives: - Others (Please elaborate if any):	
1.7 Is FI regulated by an Authority/Regulator? Explanation:	Y · N ·
1.8 Please provide the name & website of the Authority / Regulator in your jurisdiction?	
1.9 Does the Authority / Regulator in your jurisdiction has a policy to inspect institutions in its control to independently assess their activities and operations including compliance to AML /KYC laws or regulations? Explanation:	Y · N ·
1.10 Is FI publicly owned? Explanation:	Y · N ·
1.11 Is FI listed on any stock exchange(s)? Explanation:	Y · N ·

1.12 If yes to 1.11, which stock exchange(s)?	
1.13 Please list the executive and non-executive directors of FI?	
1.14 Please advise when the last FI's credit rating was issued and by whom?	
1.15 Please advise the date of FI's most recent audit and the name of the auditors that conducted it?	
1.16 Name of External Auditors	
1.17 Major shareholders having voting power of 10% of more.	
1.18 Are there any PEP among your Institutions ownership structure, Directors and management	
1.19 Presence of FI in any of the 6 US sanctioned countries.(Cuba, Burma/Myanmar, Iran, North Korea, Sudan, Syria) and the countries identified by FATF as deficient in complying with AML / CFT standards set by it	
1.20 Does the FI screen accounts and transactions against consolidated lists of terrorists maintained by United Nations, and/or by your local regulatory authority? If yes, which sanctions lists do you use for screening? <input type="checkbox"/> UN <input type="checkbox"/> OFAC <input type="checkbox"/> HKMA <input type="checkbox"/> Local <input type="checkbox"/> World Compliance List HM Treasury <input type="checkbox"/> EU <input type="checkbox"/> Other: <input type="text"/>	Y · N ·
1.21 Penalty or enforcement action on violation of KYC, AML, CFT?	
II. General AML Policies, Practices and Procedures:	
2.1 Does your country have laws and regulations regarding Know Your Customer (KYC) and Anti-Money Laundering (AML)?	Y · N ·
2.2 Has your country appointed an authority to be in charge of collection of suspicious body, please provide its name?	
2.3 Does your country legislation allow to manage anonymous accounts?	
2.4 Does the AML compliance program require approval of the FI's Board or a senior committee thereof?	Y · N ·

Explanation:	
2.5 Does the FI have a legal and regulatory compliance program that includes a designated Compliance officer that is responsible for co-ordinating and overseeing the AML program on a day-to-day basis, which has been approved by senior management of the FI? Explanation:	Y · N ·
2.6 Has the FI developed written policies documenting the processes that they have in place to prevent, detect and report suspicious transactions that has been approved by senior management? Explanation:	Y · N ·
2.7 In addition to inspections by the government supervisors/regulators, does the FI Client have an internal audit function or other independent third party that assesses AML policies and practices on a regular basis? Explanation:	Y · N ·
2.8 Does the FI have a policy prohibiting accounts/relationships with shell banks (A shell bank is defined as a bank incorporated in a jurisdiction in which it has no physical presence and which is unaffiliated with a regulated financial group.)? Explanation:	Y · N ·
2.9 Does the FI have policies covering relationships with politically exposed persons consistent with industry best practices? Explanation:	Y · N ·
2.10 Does the FI have appropriate record retention procedures pursuant to applicable law? Explanation:	Y · N ·
2.11 Does the FI require that its AML policies and practices be applied to all branches and subsidiaries of the FI both in the home country and in locations outside of the home country? Explanation:	Y · N ·
III. Risk Assessment	
3.1 Does the FI have a risk-focused assessment of its customer base and transactions of its customers? Explanation:	Y · N ·

<p>3.2 Does the FI determine the appropriate level of enhanced due diligence necessary for those categories of customers and transactions that the FI has reason to believe pose a heightened risk of illicit activities at or through the FI? Explanation:</p>	<p>Y · N ·</p>
<p>IV. Know Your Customer, Due Diligence and Enhanced Due Diligence</p>	
<p>4.1 Does FI have a Customer Acceptance Policy and does FI reject to enter into relationships in certain cases, based on the risk assessment of prospective customers? Explanation:</p>	<p>Y · N ·</p>
<p>4.2 Has the FI implemented systems for the identification of its customers, including customer information in the case of recorded transactions, account opening, etc. (for example; name, nationality, street address, telephone number, country/state that issued it)? Explanation:</p>	<p>Y · N ·</p>
<p>4.3 Does the FI have a requirement to collect information regarding its customers' business activities? Explanation:</p>	<p>Y · N ·</p>
<p>4.4 Does the FI collect information and assess its FI customers' AML policies or practices? Explanation:</p>	<p>Y · N ·</p>
<p>4.5 Does the FI have procedures to establish a record for each customer noting their respective identification documents and Know Your Customer Information collected at account opening? Explanation:</p>	<p>Y · N ·</p>
<p>4.6 Does the FI take steps to understand the normal and expected transactions of its customers based on its risk assessment of its customers? Explanation:</p>	<p>Y · N ·</p>
<p>4.7 Do you allow your customers to directly access the correspondent accounts (e.g. payable through accounts)?</p>	<p>Y · N ·</p>

<p>4.8 If yes, do you conduct on going due diligence on such customers having direct access to accounts of correspondents, and are you able to provide relevant customer identification data upon request to the correspondent bank?</p>	<p>Y · N ·</p>
<p>4.9 Please confirm that your institution, its international branches or any subsidiary in not located in a country or jurisdiction identified by FATF as non-cooperative or by US Treasury as sanctioned country in fight against money laundering?</p>	<p>Y · N ·</p>
<p>V. Reportable transactions and prevention and detection of transactions with illegally obtained funds</p>	
<p>5.1 Does the FI have policies or practices for the identification and reporting of transactions that are required to be reported to the authorities? Explanation:</p>	<p>Y · N ·</p>
<p>5.2 Does the FI have procedures to identify transactions structured to avoid large cash reporting requirements? Explanation:</p>	<p>Y · N ·</p>
<p>5.3 Does the FI screen transactions for customers or transactions the FI deems to be of significantly high risk (which may include persons, entities or countries that are contained on lists issued by government/international bodies) that special attention to such customers or transactions is necessary prior to completing any such transactions? Explanation:</p>	<p>Y · N ·</p>
<p>5.4 Does the FI have policies to reasonably ensure that it only operates with correspondent banks that possess licenses to operate in their countries of origin? Explanation:</p>	<p>Y · N ·</p>
<p>VI. Transaction Monitoring</p>	
<p>6.1 Does the FI have a monitoring program for suspicious or unusual activity that covers funds transfers and monetary instruments (such as traveller's checks, money orders, etc.)? Explanation:</p>	<p>Y · N ·</p>
<p>6.2 Is your transaction monitoring process manual, automated or both?</p>	
<p>6.3 If your monitoring process is automated please, name the software in use:</p>	

VII. FATCA	
7.1 Has your Regulator initiated measures/ developments to be in compliance with Foreign Account Tax Compliance Act (FATCA), as per US-IRS requirement?	Y · N ·
7.2 Has your institution initiated measures/ developments to be in compliance with Foreign Account Tax Compliance Act (FATCA), as per US-IRS requirement?	Y · N ·
7.3 Is your institution FATCA Compliant	Y · N ·
7.3 If yes, please provide your institution's GIIN No & Date of registering with IRS.	
7.4 Do your country abide by IGA or Non IGA? If yes then please provide date of IGA Sign off.	
7.5 Please provide the contact details of the FATCA responsible person.	
VIII. AML Training	
8.1 Does the FI provide AML training to relevant employees that include identification and reporting of transactions that must be reported to government authorities, examples of different forms of money laundering involving the FI's products and services and internal policies to prevent money laundering? Explanation:	Y · N ·
8.2 Does the FI retain records of its training sessions including attendance records and relevant training materials used? Explanation:	Y · N ·
8.3 Does the FI have policies to communicate new AML related laws or changes to existing AML related policies or practices to relevant employees? Explanation:	Y · N ·
8.4 Does the FI employ agents to carry out some of the functions of the FI and if so does the FI provide AML training to relevant agents that includes identification and reporting of transactions that must be reported to government authorities, examples of different forms of money laundering involving the FI's products and services and internal policies to prevent money laundering? Explanation:	Y · N ·
8.5 Are you satisfied with the adequacy of General Controls?	Y · N ·

IX. Contact Details

(The questionnaire is completed and approved by following on behalf of FI)

Signature:.....

Signature:.....

Name:.....

Name:

Title:.....

Title:.....

Contact: Phone

Contact: Phone.

Email:.....

Email:.....

Date:.....

Date: 08-September-2017
To: Faysal Bank
[Bank Name] Faysal Bank Limited
[Address] Faysal House, ST-02
Main Shahrah-e-Faisal
Karachi, Pakistan
From:
Financial Institutions Group
Faysal House, ST-02
Main Shahrah-e-Faisal
Karachi, Pakistan

Subject: Due Diligence Documentation: Anti-Money Laundering Questionnaire

Dear Sir/Madam,

'AML, Anti-Money Laundering'. 'CDD, Client Due Diligence'. 'KYC, Know Your Customer'. In the financial industry we are very familiar with these terms as we are all confronted with stricter and changing regulations in the global financial industry. Faysal Bank Limited (FBL) is committed to maintaining the highest standards of business integrity in our policies and operations and is therefore verifying and - where necessary - updating all client documentation and files. We would therefore request your cooperation through the completion of the enclosed questionnaire.

This questionnaire prepared by Faysal Bank's Financial Institutions Group and has been designed to provide an overview of the AML policies and practices that are in place within a financial institution.

We will appreciate your kind response with a request to return this questionnaire at your earliest convenience. Kindly authorise through an initial on each page and provide a full signature on the final page of the questionnaire upon completion with name and designation of the person authorized to sign. We will require an originally signed copy of the questionnaire upon completion. For any queries on this questionnaire, please feel free to get in touch with FBL's FIG team.

Please review the additional due diligence information and questionnaire about FBL from www.Bankersalmanac.com Website.

We thank you for your kind cooperation on the matter and look forward to realise a strong relationship between both our Institutions.

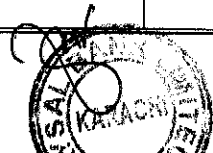


QUESTIONNAIRE
ANTI MONEY LAUNDERING

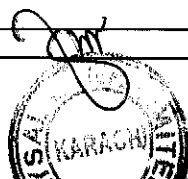
(Including Counter Terrorist Financing, Financial Sanctions Monitoring, KYC)

Please respond to the following questionnaire by filling the columns with appropriate details or by crossing the Y (es) or N (o) box. Please note that there are no correct or incorrect responses. If you answer a question with No, please provide us with an explanation. If you answer a question with a yes and you like to provide us with more background information you can do that as well. In the questionnaire you will find a reference to FI, which is the Financial Institution on whose behalf this is being answered.

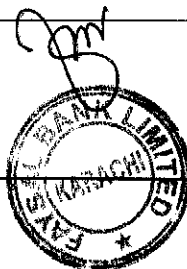
I. (General /Registration / Regulatory Environment /Ownership and Control)	
1.1 FI's response covers:	
a. Head Office and Domestic Branches? Explanation:	<input checked="" type="radio"/> Y <input type="radio"/> N
b. International Branches? Explanation:	Y <input checked="" type="radio"/> N
c. Domestic Subsidiaries? Explanation:	Y <input checked="" type="radio"/> N
d. International Subsidiaries? Explanation:	Y <input checked="" type="radio"/> N
1.2 FI's Legal name? Faysal Bank Limited	
1.3 Address (Location of Registered Office/Head Office)? Faysal House, ST-02, Main Shahrah-e-Faisal Karachi, Pakistan	
1.4 Website address? http://www.faysalbank.com/	
1.5 Registration /License Number, Please provide a copy? 0033400/Conventional: BL-04(2008), Islamic: BPRD (LD)/850-FBL/2008-8683 Copy Attached	
1.6 Major business activities of FI ? Please provide % of clients - Retail Banking : - Corporate Banking - Investment Banking: - Money Market & Derivatives: - Others (Please elaborate if any): Refer to the Annual Report: Link: http://www.faysalbank.com/financials/	
1.7 Is FI regulated by an Authority/Regulator? Explanation: State Bank of Pakistan	<input checked="" type="radio"/> Y <input type="radio"/> N
1.8 Please provide the name & website of the Authority / Regulator in your jurisdiction? State Bank of Pakistan/ www.sbp.org.pk	
1.9 Does the Authority / Regulator in your jurisdiction has a policy to inspect institutions in its control to independently assess their activities and operations including compliance to AML /KYC laws or regulations? Explanation	<input checked="" type="radio"/> Y <input type="radio"/> N
1.10 Is FI publicly owned? Explanation:	<input checked="" type="radio"/> Y <input type="radio"/> N



1.11 Is FI listed on any stock exchange(s)? Explanation:	(Y) N.
1.12 If yes to 1.11, which stock exchange(s)? Pakistan Stock Exchange.	
1.13 Please list the executive and non-executive directors of FI? Attached	
1.14 Please advise when the last FI's credit rating was issued and by whom? PACRA	
1.15 Please advise the date of FI's most recent audit and the name of the auditors that conducted it? Last Annual Inspection was conducted by SBP in 2016 covering period from Jan 2015 till Dec 2015.	
1.16 Name of External Auditors A.F Ferguson	
1.17 Major shareholders having voting power of 10% of more. Attached	
1.18 Are there any PEP among your Institutions ownership structure, Directors and management No	
1.19 Presence of FI in any of the 6 US sanctioned countries.(Cuba, Burma/Myanmar, Iran, North Korea, Sudan, Syria) and the countries identified by FATF as deficient in complying with AML / CFT standards set by it No	
1.20 Does the FI screen accounts and transactions against consolidated lists of terrorists maintained by United Nations, and/or by your local regulatory authority? If yes, which sanctions lists do you use for screening? <input checked="" type="checkbox"/> UN <input checked="" type="checkbox"/> OFAC <input type="checkbox"/> HKMA <input checked="" type="checkbox"/> Local <input type="checkbox"/> World Compliance List HM Treasury <input checked="" type="checkbox"/> EU <input checked="" type="checkbox"/> Other: <u>INTERNAL LIST</u>	(Y) N.
1.21 Penalty or enforcement action on violation of KYC, AML, CFT? No	
II. General AML Policies, Practices and Procedures:	
2.1 Does your country have laws and regulations regarding Know Your Customer (KYC) and Anti-Money Laundering (AML)?	(Y) N.
2.2 Has your country appointed an authority to be in charge of collection of suspicious body, please provide its name?	FINANCIAL MONITORING UNIT (FMU)
2.3 Does your country legislation allow to manage anonymous accounts?	No
2.4 Does the AML compliance program require approval of the FI's Board or a senior committee thereof? Explanation:	(Y) N.



<p>2.5 Does the FI have a legal and regulatory compliance program that includes a designated Compliance officer that is responsible for co-ordinating and overseeing the AML program on a day-to-day basis, which has been approved by senior management of the FI? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>2.6 Has the FI developed written policies documenting the processes that they have in place to prevent, detect and report suspicious transactions that has been approved by senior management? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>2.7 In addition to inspections by the government supervisors/regulators, does the FI Client have an internal audit function or other independent third party that assesses AML policies and practices on a regular basis? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>2.8 Does the FI have a policy prohibiting accounts/relationships with shell banks (A shell bank is defined as a bank incorporated in a jurisdiction in which it has no physical presence and which is unaffiliated with a regulated financial group.)? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>2.9 Does the FI have policies covering relationships with politically exposed persons consistent with industry best practices? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>2.10 Does the FI have appropriate record retention procedures pursuant to applicable law? Explanation: 10 Years</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>2.11 Does the FI require that its AML policies and practices be applied to all branches and subsidiaries of the FI both in the home country and in locations outside of the home country? Explanation: N/A</p>	<p>Y · N · <input checked="" type="radio"/> N/A</p>
<p>III. Risk Assessment</p>	
<p>3.1 Does the FI have a risk-focused assessment of its customer base and transactions of its customers? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>



<p>3.2 Does the FI determine the appropriate level of enhanced due diligence necessary for those categories of customers and transactions that the FI has reason to believe pose a heightened risk of illicit activities at or through the FI? Explanation:</p>	<p><input checked="" type="radio"/> Y <input type="radio"/> N</p>
<p>IV. Know Your Customer, Due Diligence and Enhanced Due Diligence</p>	
<p>4.1 Does FI have a Customer Acceptance Policy and does FI reject to enter into relationships in certain cases, based on the risk assessment of prospective customers? Explanation:</p>	<p><input checked="" type="radio"/> Y <input type="radio"/> N</p>
<p>4.2 Has the FI implemented systems for the identification of its customers, including customer information in the case of recorded transactions, account opening, etc. (for example; name, nationality, street address, telephone number, country/state that issued it)? Explanation:</p>	<p><input checked="" type="radio"/> Y <input type="radio"/> N</p>
<p>4.3 Does the FI have a requirement to collect information regarding its customers' business activities? Explanation:</p>	<p><input checked="" type="radio"/> Y <input type="radio"/> N</p>
<p>4.4 Does the FI collect information and assess its FI customers' AML policies or practices? Explanation:</p>	<p><input checked="" type="radio"/> Y <input type="radio"/> N</p>
<p>4.5 Does the FI have procedures to establish a record for each customer noting their respective identification documents and Know Your Customer Information collected at account opening? Explanation:</p>	<p><input checked="" type="radio"/> Y <input type="radio"/> N</p>
<p>4.6 Does the FI take steps to understand the normal and expected transactions of its customers based on its risk assessment of its customers? Explanation:</p>	<p><input checked="" type="radio"/> Y <input type="radio"/> N</p>
<p>4.7 Do you allow your customers to directly access the correspondent accounts (e.g. payable through accounts)?</p>	<p><input type="radio"/> Y <input checked="" type="radio"/> N</p>



<p>4.8 If yes, do you conduct on going due diligence on such customers having direct access to accounts of correspondents, and are you able to provide relevant customer identification data upon request to the correspondent bank? N/A</p>	<p>Y · N · <input checked="" type="radio"/> N/A</p>
<p>4.9 Please confirm that your institution, its international branches or any subsidiary in not located in a country or jurisdiction identified by FATF as non-cooperative or by US Treasury as sanctioned country in fight against money laundering?</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>V. Reportable transactions and prevention and detection of transactions with illegally obtained funds</p>	
<p>5.1 Does the FI have policies or practices for the identification and reporting of transactions that are required to be reported to the authorities? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>5.2 Does the FI have procedures to identify transactions structured to avoid large cash reporting requirements? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>5.3 Does the FI screen transactions for customers or transactions the FI deems to be of significantly high risk (which may include persons, entities or countries that are contained on lists issued by government/international bodies) that special attention to such customers or transactions is necessary prior to completing any such transactions? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>5.4 Does the FI have policies to reasonably ensure that it only operates with correspondent banks that possess licenses to operate in their countries of origin? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>VI. Transaction Monitoring</p>	
<p>6.1 Does the FI have a monitoring program for suspicious or unusual activity that covers funds transfers and monetary instruments (such as traveller's checks, money orders, etc.)? Explanation:</p>	<p><input checked="" type="radio"/> Y · N ·</p>
<p>6.2 Is your transaction monitoring process manual, automated or both?</p>	<p>Automated</p>
<p>6.3 If your monitoring process is automated please, name the software in use:</p>	<p>Oracle Mantas & EastNet Safewatch</p>

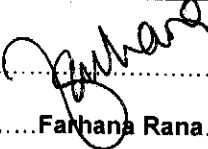


VII. FATCA	
7.1 Has your Regulator initiated measures/ developments to be in compliance with Foreign Account Tax Compliance Act (FATCA), as per US-IRS requirement?	<input checked="" type="radio"/> Y <input type="radio"/> N
7.2 Has your institution initiated measures/ developments to be in compliance with Foreign Account Tax Compliance Act (FATCA), as per US-IRS requirement?	<input checked="" type="radio"/> Y <input type="radio"/> N
7.3 Is your institution FATCA Compliant	<input checked="" type="radio"/> Y <input type="radio"/> N
7.3 If yes, please provide your institution's GIIN No & Date of registering with IRS.	0PL4CW.00003.ME.586 20-May-2014
7.4 Do your country abide by IGA or Non IGA? If yes then please provide date of IGA Sign off.	Non-IGA
7.5 Please provide the contact details of the FATCA responsible person. FATCA Responsible person Name: Aneeq Malik Title: Head of Compliance Telephone: +92 21 32795713 Email: aneeqmalik@faysalbank.com	
VIII. AML Training	
8.1 Does the FI provide AML training to relevant employees that include identification and reporting of transactions that must be reported to government authorities, examples of different forms of money laundering involving the FI's products and services and internal policies to prevent money laundering? Explanation:	<input checked="" type="radio"/> Y <input type="radio"/> N
8.2 Does the FI retain records of its training sessions including attendance records and relevant training materials used? Explanation:	<input checked="" type="radio"/> Y <input type="radio"/> N
8.3 Does the FI have policies to communicate new AML related laws or changes to existing AML related policies or practices to relevant employees? Explanation:	<input checked="" type="radio"/> Y <input type="radio"/> N
8.4 Does the FI employ agents to carry out some of the functions of the FI and if so does the FI provide AML training to relevant agents that includes identification and reporting of transactions that must be reported to government authorities, examples of different forms of money laundering involving the FI's products and services and internal policies to prevent money laundering? Explanation:	Y <input checked="" type="radio"/> N
8.5 Are you satisfied with the adequacy of General Controls?	<input checked="" type="radio"/> Y <input type="radio"/> N



IX. Contact Details

(The questionnaire is completed and approved by following on behalf of FI)

Signature: .....
Name:.....**Farhana Rana**.....

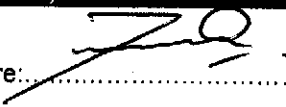
Title:.....**Head of CAMML**.....

Contact: Phone ...+92 21 32795746.....

Email:..... farhana.rana@faysalbank.com.....

Date:.....**08-Septmeber-2017**.....



Signature: .....

Name:..... **Faisal Rashid**

Title:.....**Head of Financial Institution**.....

Contact: Phone.+92-21-32799442.....

Email:..... faisalrashid@faysalbank.com.....