

## HBAP : PSALM CHECKLIST

CUSTOMER NUMBER		ORDER DATE (DD-MMM-YY)	
ACCOUNT NAME			
<b>CUSTOMER BUYS / HSBC SELLS :</b>			
<b>DOCUMENTATION</b>	<b>REMARKS</b>	<b>SUBMITTED PER 392-AID?</b>	
<input type="checkbox"/> ToBL	Submitted <b>ONCE</b> only – refer to 392-AID; Customer signature required : <b>ALL parties to sign</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No, ToBL attached	
<input type="checkbox"/> RPQ-Section 1	Should <b>NOT</b> be <b>MORE than 12 months old from date of execution</b> ; all questions should be answered; <b>ALL parties to sign</b> ; complete score and profile	<input type="checkbox"/> Yes. Confirmed that RPQ 1 is <b>VALID and on file</b> <input type="checkbox"/> No, RPQ Section 1 attached	
<input type="checkbox"/> RPQ-Sections 2 and 3	<b>Required for ALL Transactions.</b> Follows the signing arrangement for bank accounts; all questions should be answered; complete score / profile. For joint accounts, follow the risk profile of the person with a higher risk profile. <b>Customer signature required.</b>		
<input type="checkbox"/> Customer Directed Transaction (CDF)	<b>CDF Form required for any of the following - Tick One – ALL PARTIES to SIGN:</b> <input type="checkbox"/> Product Risk Rating does not match customer's risk profile <input type="checkbox"/> Customer refused to complete the RPQ <input type="checkbox"/> High Risk Sale Scenario (please refer to the scenarios below)		
<input type="checkbox"/> Cover Page, KFD, Impt Info on Cir392 and SEC 14, Risk Disclosure Statement, Customer Declaration	No customer signature required		
<input type="checkbox"/> Circular 392 Documents : Limited Special Power Atty (LSPA) and Letter of Authorisation (LOA)	Submitted <b>ONCE</b> only – refer to 392-AID; Customer signature required : <b>ALL parties to sign</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No, LSPA attached <input type="checkbox"/> No, LOA attached	
<input type="checkbox"/> SEC 14 Documents : Letter of Appointment (LOA)		<input type="checkbox"/> Yes <input type="checkbox"/> No, LOA attached	
<input type="checkbox"/> Customer Acknowledgement	<b>Customer signature required</b> : follows the signing arrangement for bank accounts		
<input type="checkbox"/> BUY-ORDER Form			
<input type="checkbox"/> FOR BANK USE ONLY PORTION	Should be filled-up by an <u>accredited/licensed sales staff</u>		
<b>CUSTOMER SELLS / HSBC BUYS:</b>			
<input type="checkbox"/> SELL-ORDER Form	<b>Customer signature required</b> : follows the signing arrangement for bank accounts		
<input type="checkbox"/> FOR BANK USE ONLY PORTION	Should be filled-up by an <u>accredited/licensed sales staff</u>		
<b>List of Potentially Vulnerable Client (PVC):</b> 1. Elderly Customer (65 and above) 2. First time investor on investments 3. Recently bereaved (only when this fact is known) 4. Visually Impaired (only when this fact is known) 5. Illiterate (only when this fact is known) 6. Mentally Impaired (only when this fact is known) 7. Command of English or local language is limited 8. Transaction falls under the <u>High Risk Sale Scenario</u>		<b>High Risk Sales (HRS) Scenario:</b> 1. Customer will be aged 75 yrs old and above at the time of maturity. 2. Customer aged 75 and above and investment product has a risk of grade 3 or over 3. Customer aged 80 or above should not be sold any product with investment risk irrespective of investment experience	
<b>Procedure for Handling PVC and HRS:</b> PVC should be <b>offered to be accompanied</b> by a relative, a close friend (who is not in the PVC criteria) or a member of staff with whom the customer is well acquainted (note that this should always be the last option. If the customer declines the offer, the sales process may continue in the normal manner. However, <b>the outcome of the offer must be recorded in the For Bank Use Only portion.</b>			
<b>Tick One:</b> <input type="checkbox"/> Customer is a PVC <input type="checkbox"/> Customer is not a PVC	<b>If Customer is a PVC:</b> <input type="checkbox"/> Customer <b>agreed to be accompanied.</b> Record name of the person and relationship to the PVC who accompanied the PVC in the For Bank Use Only portion of the BUY ORDER form.  <input type="checkbox"/> Customer <b>refused to be accompanied.</b> Cite reason for the refusal in the for Bank Use Only portion of the BUY ORDER form.	<b>For PVC / HRS:</b> <input type="checkbox"/> ARM / RBH / TL sign-off on the BUY ORDER form	

**This confirms that the above documents have been duly executed by the customer/s and were received on order date. I further confirm that forms are completely and correctly filled out.**

\_\_\_\_\_  
Printed Name of Sales Staff and Signature

\_\_\_\_\_  
Date (dd-mmm-yy)

\_\_\_\_\_  
Printed Name of TL/RBH/SNSQ and Signature

\_\_\_\_\_  
Date (dd-mmm-yy)

(25May09) HBAP-PSALM Checklist.doc

# Power Sector Assets & Liabilities Management Corporation (PSALM) Bonds due 2019

## *Denominated in USD*

*HSBC's authorised sales staff must go through this document with you before you decide to place your funds in the above name investment. It does not constitute an offer to sell or distribute securities and is made available for information purposes only. This document is prepared to assist you in understanding what these Bond. We recommend that you keep this document for future reference.*

This reference material refers to **PSALM Bonds (the "Bonds")**.

Please find the following documents to assist you in your decision to invest in **Bonds**:

1. Key Features Document
2. Important Information on BSP Circular 392 and Related Regulations
3. Important Information on SEC Memorandum Circular 14
4. Risk Disclosure Statement
5. Letter of Appointment
6. Limited Special Power of Attorney – 2 sets
7. Letter of Authorisation - 2 sets
8. Customer Declaration
9. Customer Acknowledgement
10. Buy-Order Form

### **Disclaimer:**

The issuance of and details contained in this document, which is not for public circulation, does not constitute an offer or solicitation for, or advice that you should enter into, the purchase or sale of any security, commodity or other investment product or investment agreement, or any other contract, agreement or structure whatsoever. This is intended as an outline only of the product(s) described herein and does not purport to list or summarise all of the terms and conditions of a particular transaction, nor to identify or define all or any of the risks that would be associated with the purchase or sale of such product(s). Neither **The Hongkong and Shanghai Banking Corporation Limited (HSBC)** nor any of its affiliates are advising you in respect hereof; accordingly prior to making an investment decision, you should conduct such investigation and analysis regarding the product(s) described herein as you deem appropriate and to the extent you deem necessary obtain independent advice from competent legal, financial, tax, accounting and other professionals, to enable you to understand and recognise fully the legal, financial, tax and other risks arising in respect of such product(s) and the purchase, holding and sale thereof. Please note that any prices or levels and any terms or conditions contained herein are indicative, are provided for discussion purposes only and may vary in accordance with changes in market conditions. No liability is accepted whatsoever for any direct, indirect or consequential loss arising from the use of this document, the distribution of which may be restricted by law in certain jurisdictions. The information contained herein is confidential to the addressees thereof and may not be reproduced or otherwise disseminated (except to your professional advisers for the purposes of advising you hereon). **HSBC**, its affiliates and/or individuals associated therewith may have (or may liquidate) from time to time positions in the product(s), security or securities and/or underlying asset(s) (including derivatives thereof) referred to herein, or in any other asset, which may directly or indirectly affect the return to you under the product(s) described herein. Should you intend to sell or otherwise transfer or supply (directly or indirectly) the product(s) (or any interest therein) described herein to any third party (and without prejudice to any contractual requirement to obtain the consent of **HSBC** (or any of its affiliates) in respect of such sale, transfer or supply), you (rather than **HSBC** or any of its affiliates) will be responsible for complying with all applicable laws, regulations and rules in respect of any such sale, transfer or supply (including without limitation as to the suitability of such product(s) for such third party) and the provision of all appropriate risk warnings and disclosures. In addition, you accept that in no circumstances shall any such third party be treated as a customer of **HSBC** (or any of its affiliates) in respect of such sale, transfer or supply.

# Power Sector Assets & Liabilities Management Corporation (PSALM) Bonds due 2019 : Key Features Document

This **Key Features Document** is designed to highlight what HSBC considers to be the key points you should know before you decide to invest in the **Power Sector Assets & Liabilities Management Corporation (PSALM) Bonds** (the “Bonds”)

## PRODUCT DETAILS

- This is a US Dollar-denominated bond issued by Power Sector Assets & Liabilities Management Corporation (PSALM) which has a credit rating of BB- per Standard and Poor’s (S&P), an international credit rating agency.
- PSALM is a wholly-owned Philippine Government corporation; hence, are guaranteed by the Republic of the Philippines.
- These Bonds are available in the secondary market, subject to a minimum trading lot size.
- Coupons are fixed and paid every semi-annually.
- These Bonds are subject to the requirements of the Bangko Sentral ng Pilipinas (BSP) Circular 392 and its related regulations, including the rules governing the Over-the-Counter (OTC) Fixed Income Market issued by the Securities Exchange and Commissions (SEC) Memorandum Circular 14.
- These Bonds carry a product risk rating is “3” or medium risk\*, and is likely to be suitable for an investor with a risk attitude of “Balanced” or above.
- Interest income/yield/gains from the Bonds are subject to withholding tax and such other taxes as may be imposed under Philippine tax laws and regulations. These shall be for your account.

## BENEFITS in BOND INVESTMENTS

- **Regular income** : Investors receive regular income generated by the coupon payments throughout the life of the bond
- **Higher return** : Bond yields are likely to be higher compared to regular bank deposit rates
- **Potential capital gain** : If the bond was purchased at a discount, then investors benefit from a capital appreciation if they hold the bond till maturity since the proceeds will be paid at par. This may also apply to bonds purchased at a premium where the investor sells the bonds in the secondary market, where the selling price is higher than the original purchase price.

## RISK DISCLOSURE

- **Market Risk.** Bonds may be subject to fluctuations in value and other risks inherent in investing in the securities. The value of a bond may fall as it may rise due to numerous factors, including, but not limited to, variations in the frequency and magnitude of changes in interest rates and inflation outlook. The value of the bonds may increase or decrease throughout their tenor.
- **Interest Rate Risk.** Investors are exposed to the movement of interest rates whenever their bonds are sold prior to maturity. It is possible that the value of the bonds held may be worth less than the original purchase price due to changes in market interest rates. As interest rates move upwards, the value of the bonds generally falls. Moreover, the longer the tenor of the bonds, the more sensitive the bonds will be to interest rate changes.
- **Price Risk.** Bondholders may purchase a bond either at a discount, par or premium. For secondary market trading where bonds are sold at a premium, investors should consider the purchase price, the par value at maturity, the accrued interest that will be paid and coupon that will be received over the holding period. For bondholders who intend to sell the bonds prior to maturity should take into account the original purchase price versus the selling price.
- **Price vs Yield to Maturity.** Bonds may be purchased at a discount or a premium, where the purchase price has an inverse relationship with the yield to maturity (YTM). Investors buying bonds at a discount will have a higher YTM versus buying the bonds at a premium will result to a lower YTM.

### \*\* Product Risk Level : Low to Medium

- The price volatility of the product is medium. Active market monitoring and management may be required to control the relevant risks.
- This product may be suitable for investors who are happy to accept medium level of investment risk.

- **Liquidity Risk.** HSBC does not guarantee it will buy the Bonds at any pre-agreed price or pre-agreed date in case the holder decides to unload the Bonds prior the maturity date. The Bank will repurchase the bonds at the prevailing market price, subject to a minimum trading size.
- **Credit Risk.** The holder of the Bonds bears the risk of the Issuer. Credit ratings are assigned on the bond issuer's financial strength and past record of debt repayment. Further, investments are not covered by the Philippine Deposit Insurance Corporation (PDIC) and are not guaranteed by HSBC. There is also the possibility that the Issuer will be unable to make coupon and/or principal payments.
- **Reinvestment Risk.** The investor faces the risk that coupons received may be invested at yields lower than the yield at time of purchase.
- **Exchange Risk.** An investor, the majority of whose income and assets are not denominated in the currency of the investment, will be subject to fluctuations in exchange rates which could positively or negatively affect the investor's return upon conversion into his/her local currency.

## INVESTOR COMMITMENT

When you place your funds in the **Power Sector Assets & Liabilities Management Corporation (PSALM) Bonds** (the "Bonds"), you will be required to make a series of confirmations and acknowledgements, including the following:

- You have read and understood this document, including the risks of investing in the Bonds as explained in the section "**Risk Disclosures**", and the regulatory requirements or framework governing the purchase and sale of the Bonds.
- This investment is likely to be suitable for investors whose specific attitude to investment risk is "Cautious" or "Balanced", depending on the tenor.
- You understand that this document is not intended to provide and should not be relied upon for tax, legal or accounting advice, investment recommendations or credit worthiness or other evaluation of the Issuer. Investors in this product should consult their tax, legal, accounting and/or other advisors.
- You are comfortable to place your funds in this investment for the entire investment tenor.
- You are confident that you will not need access to the amount invested during the investment period and that you have sufficient liquid emergency funds to meet unforeseen circumstances.
- You should avoid excessive investment in a single type of investment, with regard to its total proportion of your overall portfolio, in order to guard against overexposure to any investment risks.

## OTHER INFORMATION

### Minimum investment amount

USD 100,000, in multiples of USD10, 000

### Trading Dates

Daily, until 3:00pm (Manila Time)

### Information on the Issuer:

**Power Sector Assets & Liabilities Management Corporation (PSALM)** is wholly-owned by the Philippine Government, created to manage the privatization and restructuring of the Philippine electric power industry.

## IMPORTANT INFORMATION

### BANGKO SENTRAL ng PILIPINAS (BSP) CIRCULAR 392 and its RELATED REGULATIONS

The Bangko Sentral ng Pilipinas (BSP), in July of 2003, issued **Circular No. 392, Series of 2003**, which requires all securities sold by banks on a “**without recourse basis**” (i.e. the bank has no liability to the buyer of securities in paying the obligation due on the security) to be delivered to the buyer/purchaser of securities through any of the following means:

- (a) **If the security is evidenced by a certificate of indebtedness**, the certificate must be transferred in the name of the purchaser/buyer and physically delivered to the purchaser/buyer or to his designated BSP-accredited third party custodian.
- (b) **If the security is immobilized or dematerialized** (i.e. the security is not evidenced by a certificate of indebtedness and instead a security account is created in the electronic books of the registry in the name of the purchaser/buyer or his designated custodian):
  - i. The security must be delivered by book-entry transfer to the appropriate securities account of the buyer in the registry of said securities, which must be evidenced by a confirmation in writing by the registrar to the buyer. The confirmation of sale or document of conveyance shall be physically delivered by the seller or dealer to the buyer, or
  - ii. The security must be delivered by book-entry transfer to the appropriate securities account of the BSP-accredited third party custodian designated by the buyer/purchaser in the registry of said securities, which must be evidenced by a confirmation in writing by the registrar to the said BSP-accredited third party custodian, who shall in turn issue to the securities owner a delivery receipt acknowledging receipt of the securities.

Circular 392 is part of a package of reforms to support the development of the domestic capital market through enhanced investor protection and greater market transparency. It provides for a more defined role and responsibilities for the custodians and registrars and a stricter supervision and regulation thereof by the BSP. It aims to provide the client with the following benefits:

- a. Full control and possession of the securities purchased;
- b. Independent validation of the existence of securities purchased;
- c. Regular reporting of securities holdings; and
- d. Capability to choose most competitive counter-parties in case of sale, pledge, transfer and lending of securities.

Moreover, Circular No. 392, which amends CBP Circular 437-74, seeks to address the changes in the legal framework brought by the developments in the market, i.e. where purchase of securities may be evidenced not only by transfer of certificates but also by electronic book-entry transfer of ownership in the books of the registrar for said security.

As an investor, therefore, of securities which is dematerialized or scripless, you have the **option** to require your dealer/broker to deliver the securities to you by requiring them to have the securities registered directly in **your name in the registry** of said securities **or** by requiring them to have the securities registered in the name of the **BSP-accredited third party custodian** of your choice who in turn will credit your securities account with them.

The **registry** is a BSP-accredited bank or non-bank financial institution (NBFI) designated or appointed by the Issuer to (1) maintain the securities registry book, (2) record the (a) issuance of the securities and (b) subsequent transfer of ownership thereof; and (3) issue registry confirmation to the buyers/holders of security.

The **custodian**, on the other hand, is a BSP-accredited bank or NBFI designated by the investor to safekeep the security by allowing it to hold title to the security, either in a nominee or trustee capacity, to enable it to perform the following administrative functions/services related to investing in a security or various securities: i) Mark to market valuation of a security that will enable the client to know the value of his investment at any period in time; ii) compute and collect the interest due on the security; iii) render statements on outstanding securities under safekeeping; iv) represent the client (per its instruction) in the events of default or breach of contract of the issuer; and v) lend the security of the clients as “agent” that will enable the client to earn additional income on the security.

## **IMPORTANT INFORMATION**

### **BANGKO SENTRAL ng PILIPINAS (BSP) CIRCULAR 392 and its RELATED REGULATIONS**

The registrars and custodians underwent a rigorous evaluation process by the BSP to determine whether they have the following: i) adequate capital to cover for potential operating risks related to performing its custody functions; ii) a competent management team to manage the company with responsibility and proper corporate ethics; iii) a robust technology system to operate the custody business efficiently; and iv) a favorable track record or significant experience in the custody business or related business. They will also undergo regular audit by the BSP to ensure that they comply with BSP rules and regulations and will be subject to penalties and administrative sanctions for any violation thereof.

As of date, BSP has accredited the following registrars and custodians: Bank of the Philippines Islands, Citibank N.A., Deutsche Bank, The Hongkong and Shanghai Banking Corporation, Philippine Depository and Trust Corporation, and Standard Chartered Bank.

The Registry of Scripless Securities (RoSS) operated by the Bureau of Treasury (BTR), which is acting as a registry for government securities, is automatically accredited as a securities registry. However, the BTR, as registry, cannot act as custodian of government securities pursuant to the opinion of the Secretary of Justice rendered on 17 January 2005 due to an irreconcilable conflict of loyalties that is anathema to agency if the same institution were to act as registrar and custodian at the same time.

The custodian shall render periodic reports on your account balances on a quarterly basis, or at such interval as you may require. Moreover, the custodian shall issue to you a confirmation of any transfer of ownership as it occurs, in either electronic or printed forms. Said reports shall be delivered/mailed directly at your address unless you give a written instruction directly to the custodian to deliver the said reports to your designated person/entity. You are, however, required to acknowledge in the written instruction that you are designating another person/entity to receive the periodic reports from the custodian, notwithstanding contrary advice of the BSP.

The above-mentioned arrangements may change once the BSP issues more detailed implementing rules and guidelines to the above-mentioned circulars. Your selling bank must update you if and when these developments occur.

## IMPORTANT INFORMATION

### SECURITIES and EXCHANGE COMMISSION MEMORANDUM CIRCULAR 14

The Securities and Exchange Commission (SEC), in October 2006, issued Circular 14 governing the rules in the Over-the-Counter (OTC) Market to introduce investor protection, elevate market integrity and improve market transparency for the development of the capital market. This Circular will affect new purchases and sale of Philippine Peso and Foreign Currency Denominated Fixed Income instruments.

The Circular segregates the duties of dealers and brokers, where the former acquire and trade securities for their own account, and the latter buy and sell securities for the account of others. Investors who opt to participate as a qualified investor can directly buy or sell securities in the OTC Market, subject to the SEC requirements for classification as a qualified investor. Investors who opt not to participate as a qualified investor are classified as Public Investors, and must have to appoint a broker, duly licensed by the SEC, if they wish to buy or sell securities in the OTC Market.

A quotation system or trading platform is also a requirement under the Circular. The quotation system is used by dealers or brokers to make known to others their interest in transactions in any security, including offers to buy or sell a security at a stated price or otherwise, or invitations of offers to buy or sell, either for the account of customers or for the principal account. Investors are required to provide a quotation, either a bid or offer at a specified price, with respect to a security. This quotation system is owned and operated by the Philippine Dealing and Exchange Corporation (PDeX). At present, only Philippine Peso trades are coursed thru the Exchange.

Further, the Circular also provides for all trades to be handled in Delivery-versus-Payment (DvP) mode, which is a global standard mode of settlement for securities transactions wherein there is a simultaneous exchange of the seller's securities and the buyer's cash.

The following documents will be needed to allow HSBC (Philippines) Inc. (HSBC), in our capacity as a Broker Participant, to continue to process your transactions as a public investor:

1. **Letter of Appointment**  
This document appoints HSBC as your Broker to buy or sell securities on your behalf.
  
2. **Bank Authorization Letter** (not applicable for ROP Eurobonds at the moment)  
This document specifically designates your chosen bank account for different transaction types (including Government Security trades) through the Philippine Dealing and Exchange Corporation (PDEX). This also signifies the Cash Settlement Bank's, in this case, HSBC's, acceptance of the terms of the Authority to debit/credit and grants the authority necessary to effect instructions to cause the debiting/crediting of relevant accounts.

**Note that HSBC has limited its services as Cash Settlement Bank exclusively to HSBC customers and only to those trades done with HSBC as the customer's duly-appointed Broker.**

## RISK DISCLOSURE STATEMENT

Gentlemen:

Similar to other financial transactions, investments in **Power Sector Assets & Liabilities Management Corporation (PSALM) Bonds due 2019**, may provide considerable benefits and involve a variety of significant risks.

Before entering into any investment, you should carefully consider whether the transaction is appropriate for you in light of your financial objectives and resources, investment experience, attitude to risk and other relevant circumstances. Moreover, you should ensure that you fully understand the nature and extend of your exposure to risk and loss.

In general, all investment activities involve risks which include, among others, unanticipated adverse market developments (financial, economic or political), credit and enforcement risks (counterparty/issuer default or changes in legislature), and liquidity risk.

As in any financial transaction, you should ensure that you understand the inherent risks and investor requirements applicable to you. You should also consider the legal and tax implications before you invest.

In entering into any investment activity with, or arranged by, us or any of our subsidiaries/affiliates, you should also understand that **HSBC** is acting solely in the capacity of an arm's length contractual counterparty and not in the capacity of your financial adviser or fiduciary unless **HSBC** has so agreed in writing and then only to the extent so provided.

**THIS BRIEF STATEMENT DOES NOT PURPORT TO DISCLOSE ALL OF THE RISKS OR OTHER RELEVANT CONSIDERATIONS OF ENTERING INTO BOND INVESTMENT ACTIVITIES. YOU SHOULD REFRAIN FROM ENTERING INTO ANY SUCH ACTIVITY UNLESS YOU FULLY UNDERSTAND ALL SUCH RISKS AND HAVE INDEPENDENTLY DETERMINED THAT THE ACTIVITY IS APPROPRIATE FOR YOU.**

**The Hongkong and Shanghai Banking Corporation Limited**

## LETTER of APPOINTMENT

### THE HONGKONG AND SHANGHAI BANKING CORPORATION LIMITED – Philippine Branch

<b>Customer Number</b>		<b>Date (dd-mmm-yy)</b>	
<b>Account Name</b>			

Gentlemen:

I / We hereby appoint The Hongkong and Shanghai Banking Corporation Limited (HSBC) – Philippine Branch as my / our authorised / accredited broker to buy or sell securities on my / our behalf.

Yours sincerely,

\_\_\_\_\_  
Customer Signature over Printed Name



\_\_\_\_\_  
Customer Signature over Printed Name



\_\_\_\_\_  
Customer Signature over Printed Name



\_\_\_\_\_  
Customer Signature over Printed Name



LIMITED SPECIAL POWER of ATTORNEY

I/We, \_\_\_\_\_, (account name), of legal age with principal address at \_\_\_\_\_ (the "Client") have appointed The Hongkong and Shanghai Banking Corporation Limited – Philippine Branch (HSBC), to be the Client's true and lawful attorney,

- A. to act for the Client and in its name, place and stead, in appointing and transacting business, subject to the limitations under item 1 on "Power and Authority" with Citibank N.A. (hereinafter referred to as "Custodian") duly accredited or authorized by the Bangko Sentral ng Pilipinas ("BSP") in accordance with existing regulations of the BSP in reference to corporate and government securities, bonds, bills of exchange, certificates of deposit, convertible bonds, debentures, promissory notes, shares of stock, certificates of participations in any fund, and such other commercial paper, documents, and instruments of any kind or nature, now or hereafter held by the Client in its name (the "Securities").
B. to act as a settlement bank in respect to transactions involving said Securities.

1. Power and Authority as Agent Bank. HSBC is hereby authorized to do and perform the following acts:

- (a) to open on the Client's behalf, account/s with the Custodian, and to deliver the Securities to the Custodian for the latter's safekeeping;
(b) upon receipt of our instructions, to sell any or all of the Securities now or hereafter in the account/s with the Custodian and in relation to the foregoing, to give the necessary instructions to the Custodian to implement any such sale;
(c) to relay the Client's instructions and/or queries in connection with the account/s under the Custodian through any means acceptable to said Custodian, and in carrying out this power, HSBC shall have the right to rely on any instructions, notices and communications regarding the securities account/s which HSBC believes to have originated from the Client;
(d) to disclose information to the Custodian information regarding the Client in the possession of HSBC or authorize the Custodian to disclose information regarding any of the account/s when such disclosure is required under applicable law or regulation and notwithstanding the provisions of Republic Act 1405, Republic Act 6426, as amended, Section 55 of Republic Act 8791 and any and all other laws or regulations relating to the confidentiality of information or account/s; and
(e) to disclose the execution of this special power of attorney to the Custodian.

2. Power and Authority as Settlement Bank. HSBC is hereby authorized to receive such proceeds, income, interest, dividends, profits, payments and all other sums accruing to and due to the Securities as the Client's Settlement Bank specially designated for the purpose.

3. Limitation of Liability. All actions that HSBC takes as the Client's duly constituted attorney-in-fact pursuant to this authority shall be for the Client's account and risk. HSBC may refuse to act and shall have no liability for such refusal to act on any instructions given by the Client if it believes, in good faith, that such instructions are contrary to any law, rule, or regulatory requirement.

The Client will not hold HSBC responsible nor liable for any failure or delay in the performance of its obligations as its attorney-in-act, or for any loss, impairment or damage, arising out of or caused directly by circumstance beyond its control such as but not limited to acts of God, earthquake, fires, floods, civil or military disturbances, sabotage / loss / interruption / malfunction of power/ communication utilities or computer hardware or software, labor disputes, or acts of civil/military/government authorities that effectively prevent or delay the performance of specific obligations stipulated herein. The Client shall hold HSBC free and harmless and shall indemnify it for any claim, liability, or loss incurred in the performance of its functions as attorney-in-fact, except for those due to its gross negligence or fraud.

The Client will not hold HSBC or its affiliates responsible for the acts, omissions, defaults or insolvency of any third party including, but not limited to, any registry, custodian, broker, counterparty, or issuer of securities. HSBC Savings Bank has no responsibility for the selection or monitoring of any registry, custodian, or third party.

The Client shall not hold HSBC nor any of its affiliates, or parent companies, and their head offices and other branches, liable for unavailability of foreign currency funds or legal tender funds which may be owed by the issuer to the Client, whether the unavailability be due to restrictions on convertibility or transferability, moratoria, requisitions, involuntary transfers, distraints of any character, exercise of military or usurped powers, acts of war or civil strife, or other similar causes beyond its control.

4. Funds. HSBC shall have the option, but not the obligation, to advance the necessary funds to carry out its authority granted hereunder. Immediately upon HSBC's demand, the Client shall reimburse HSBC for such advances. All sums due to HSBC shall be payable on demand and shall draw interest at the applicable auction average of the 91-day Treasury Bill rate on the last business day immediately preceding the demand, computed from the date of demand until date of full payment.

5. Transfer of Information. The Client authorizes the transfer, disclosure and communication of any information relating to its securities account/s or any information thereon, to any of the offices, affiliates, agents and representatives of HSBC and third parties selected by any of them, wherever situated, for use in connection with the provision of any service or product relating to the Client's account/s (including data processing and storage, anti-money laundering monitoring, review and reporting, statistical and risk analysis purposes).

The foregoing constitutes the Client's written consent for any transfer and disclosure of information relating to the Client's account/s for the purposes indicated above and under applicable laws, rules and regulations.

The Client agrees to hold HSBC free and harmless from any liability that may arise from any transfer, disclosure or storage of information relating to the Client's account/s.

6. Effectivity. The Client agrees that this Special Power of Attorney shall take effect immediately upon its execution, and supersedes any previous Special Power of Attorney that the Client may have executed on the same matter.

7. Termination. This Special Power of Attorney may be terminated upon written notice to HSBC, and with the copy of such written notice of termination given to the Custodian. Such termination shall not prejudice transactions entered into and obligations incurred pursuant to Sections 1 and 2 hereof, prior to the date of termination.

8. Governing Law & Jurisdiction. This Special Power of Attorney and Undertaking shall be governed by the laws of the Republic of the Philippines, and any court case with respect thereto shall be filed exclusively in the proper courts sitting in Makati City.

9. Undertaking. The Client undertakes that all securities it has purchased or will purchase from banks and non-bank financial institutions have been delivered or will be delivered to the Custodian. Should the Client fail to deliver to the Custodian all securities outstanding as of the date stipulated by local regulations, HSBC may be constrained by regulations from further selling securities to the Client.

10. Authority to Pay/Set-off. HSBC is authorized to debit and set-off from any amount otherwise payable to the Client, the applicable fees of the securities registry and Custodian, as well as all costs, expenses and charges incurred in connection with the Securities, including the applicable administrative and warehousing fees, and such other amounts, costs, fees and expenses incurred or advanced by HSBC as the Client's attorney-in-fact or in the discharge of HSBC obligations under this special power of attorney, as well as any taxes or deductions required by law. HSBC is likewise authorized to immediately apply and compensate or set-off toward the partial or full liquidation of any amount or amounts advanced by HSBC to the Client or on behalf of the Client, including borrowings or overdrafts, against any of the deposit, fund, security or other property or accounts of the Client with HSBC or any of its affiliates, without prejudice to the adoption by HSBC of any other step or action, which in its sole discretion, is needed to protect its rights and interests.

Customer Signature over Printed Name [Signature] [HSBC Certified]

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Customer Signature over Printed Name [Signature] [HSBC Certified]

Date (dd-mmm-yy) : \_\_\_\_\_

For Bank Use Only:
Citibank Safekeeping Account Number:
HSBC Securities Account Number:

LETTER of AUTHORISATION

Citibank N.A., Philippines  
10F Citibank Tower  
8741 Paseo de Roxas  
Makati City 1200 Philippines

Gentlemen:

Further to Bangko Sentral ng Pilipinas (BSP) Circular No. 524 issued on 31 March 2006, of which I / we have been duly apprised, and notwithstanding contrary advise of the BSP, I / we hereby inform you that I / we have appointed The Hongkong and Shanghai Banking Corporation Limited – Philippine Branch (HSBC), as my / our agent with full power and authority to receive on my / our behalf any and all reports, confirmations, notices, and other communications (the “Communications”) pertaining to my / our securities held in custody by Citibank N.A., Philippines.

In view thereof, I / we hereby instruct you to deliver any and all such Communications directly to HSBC c/o NSC Communications and Control Services (NSC -CCS) at the 5/F HSBC Center, 3058 Fifth Avenue, West Bonifacio, Global City, which I / we hereby designate as my / our address of record. HSBC shall then arrange to send these Communications to me / us through the regular mode of delivery of my / our communications originating from HSBC.

Date (dd-mmm-yy) : \_\_\_\_\_

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Customer Signature over Printed Name 

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**For Bank Use Only:**  
Citibank Safekeeping Account Number : \_\_\_\_\_  
HSBC Account Number : \_\_\_\_\_

LIMITED SPECIAL POWER of ATTORNEY

I/We, \_\_\_\_\_, (account name), of legal age with principal address at \_\_\_\_\_ (the "Client") have appointed The Hongkong and Shanghai Banking Corporation Limited – Philippine Branch (HSBC), to be the Client's true and lawful attorney,

- A. to act for the Client and in its name, place and stead, in appointing and transacting business, subject to the limitations under item 1 on "Power and Authority" with Citibank N.A. (hereinafter referred to as "Custodian") duly accredited or authorized by the Bangko Sentral ng Pilipinas ("BSP") in accordance with existing regulations of the BSP in reference to corporate and government securities, bonds, bills of exchange, certificates of deposit, convertible bonds, debentures, promissory notes, shares of stock, certificates of participations in any fund, and such other commercial paper, documents, and instruments of any kind or nature, now or hereafter held by the Client in its name (the "Securities").
B. to act as a settlement bank in respect to transactions involving said Securities.

1. Power and Authority as Agent Bank. HSBC is hereby authorized to do and perform the following acts:

- (a) to open on the Client's behalf, account/s with the Custodian, and to deliver the Securities to the Custodian for the latter's safekeeping;
(b) upon receipt of our instructions, to sell any or all of the Securities now or hereafter in the account/s with the Custodian and in relation to the foregoing, to give the necessary instructions to the Custodian to implement any such sale;
(c) to relay the Client's instructions and/or queries in connection with the account/s under the Custodian through any means acceptable to said Custodian, and in carrying out this power, HSBC shall have the right to rely on any instructions, notices and communications regarding the securities account/s which HSBC believes to have originated from the Client;
(d) to disclose information to the Custodian information regarding the Client in the possession of HSBC or authorize the Custodian to disclose information regarding any of the account/s when such disclosure is required under applicable law or regulation and notwithstanding the provisions of Republic Act 1405, Republic Act 6426, as amended, Section 55 of Republic Act 8791 and any and all other laws or regulations relating to the confidentiality of information or account/s; and
(e) to disclose the execution of this special power of attorney to the Custodian.

2. Power and Authority as Settlement Bank. HSBC is hereby authorized to receive such proceeds, income, interest, dividends, profits, payments and all other sums accruing to and due to the Securities as the Client's Settlement Bank specially designated for the purpose.

3. Limitation of Liability. All actions that HSBC takes as the Client's duly constituted attorney-in-fact pursuant to this authority shall be for the Client's account and risk. HSBC may refuse to act and shall have no liability for such refusal to act on any instructions given by the Client if it believes, in good faith, that such instructions are contrary to any law, rule, or regulatory requirement.

The Client will not hold HSBC responsible nor liable for any failure or delay in the performance of its obligations as its attorney-in-act, or for any loss, impairment or damage, arising out of or caused directly by circumstance beyond its control such as but not limited to acts of God, earthquake, fires, floods, civil or military disturbances, sabotage / loss / interruption / malfunction of power/ communication utilities or computer hardware or software, labor disputes, or acts of civil/military/government authorities that effectively prevent or delay the performance of specific obligations stipulated herein. The Client shall hold HSBC free and harmless and shall indemnify it for any claim, liability, or loss incurred in the performance of its functions as attorney-in-fact, except for those due to its gross negligence or fraud.

The Client will not hold HSBC or its affiliates responsible for the acts, omissions, defaults or insolvency of any third party including, but not limited to, any registry, custodian, broker, counterparty, or issuer of securities. HSBC Savings Bank has no responsibility for the selection or monitoring of any registry, custodian, or third party.

The Client shall not hold HSBC nor any of its affiliates, or parent companies, and their head offices and other branches, liable for unavailability of foreign currency funds or legal tender funds which may be owed by the issuer to the Client, whether the unavailability be due to restrictions on convertibility or transferability, moratoria, requisitions, involuntary transfers, distraints of any character, exercise of military or usurped powers, acts of war or civil strife, or other similar causes beyond its control.

4. Funds. HSBC shall have the option, but not the obligation, to advance the necessary funds to carry out its authority granted hereunder. Immediately upon HSBC's demand, the Client shall reimburse HSBC for such advances. All sums due to HSBC shall be payable on demand and shall draw interest at the applicable auction average of the 91-day Treasury Bill rate on the last business day immediately preceding the demand, computed from the date of demand until date of full payment.

5. Transfer of Information. The Client authorizes the transfer, disclosure and communication of any information relating to its securities account/s or any information thereon, to any of the offices, affiliates, agents and representatives of HSBC and third parties selected by any of them, wherever situated, for use in connection with the provision of any service or product relating to the Client's account/s (including data processing and storage, anti-money laundering monitoring, review and reporting, statistical and risk analysis purposes).

The foregoing constitutes the Client's written consent for any transfer and disclosure of information relating to the Client's account/s for the purposes indicated above and under applicable laws, rules and regulations.

The Client agrees to hold HSBC free and harmless from any liability that may arise from any transfer, disclosure or storage of information relating to the Client's account/s.

6. Effectivity. The Client agrees that this Special Power of Attorney shall take effect immediately upon its execution, and supersedes any previous Special Power of Attorney that the Client may have executed on the same matter.

7. Termination. This Special Power of Attorney may be terminated upon written notice to HSBC, and with the copy of such written notice of termination given to the Custodian. Such termination shall not prejudice transactions entered into and obligations incurred pursuant to Sections 1 and 2 hereof, prior to the date of termination.

8. Governing Law & Jurisdiction. This Special Power of Attorney and Undertaking shall be governed by the laws of the Republic of the Philippines, and any court case with respect thereto shall be filed exclusively in the proper courts sitting in Makati City.

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Date (dd-mmm-yy) : \_\_\_\_\_

For Bank Use Only: Citibank Safekeeping Account Number: \_\_\_\_\_ HSBC Securities Account Number: \_\_\_\_\_

LETTER of AUTHORISATION

Citibank N.A., Philippines  
10F Citibank Tower  
8741 Paseo de Roxas  
Makati City 1200 Philippines

Gentlemen:

Further to Bangko Sentral ng Pilipinas (BSP) Circular No. 524 issued on 31 March 2006, of which I / we have been duly apprised, and notwithstanding contrary advise of the BSP, I / we hereby inform you that I / we have appointed The Hongkong and Shanghai Banking Corporation Limited – Philippine Branch (HSBC), as my / our agent with full power and authority to receive on my / our behalf any and all reports, confirmations, notices, and other communications (the “Communications”) pertaining to my / our securities held in custody by Citibank N.A., Philippines.

In view thereof, I / we hereby instruct you to deliver any and all such Communications directly to HSBC c/o NSC Communications and Control Services (NSC -CCS) at the 5/F HSBC Center, 3058 Fifth Avenue, West Bonifacio, Global City, which I / we hereby designate as my / our address of record. HSBC shall then arrange to send these Communications to me / us through the regular mode of delivery of my / our communications originating from HSBC.

Date (dd-mmm-yy) : \_\_\_\_\_

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Customer Signature over Printed Name 

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Customer Signature over Printed Name 

**For Bank Use Only:**  
Citibank Safekeeping Account Number : \_\_\_\_\_  
HSBC Account Number : \_\_\_\_\_

***PSALM Bonds (the “Bonds”)***

I/we understand and accept the following related to the above named investment :

1. There are differences between a regular time deposit and investments to corporate bonds.
2. The benefits, risks and investor commitment associated with the Bonds.
3. The regulatory framework in which these Bonds are traded and operate in.
4. The fees associated with my/our Bonds investment.
5. I/We fully understand the explanations given by the Relationship Manager or Marketing Officer.
6. My/Our queries and concerns have all been addressed satisfactorily.
7. I am/We are aware of or have been offered appropriate alternative products that may meet my/our needs.
8. I am/We are comfortable on placing my/our funds for the entire duration of the Bonds, if necessary.
9. I am/We are confident that I/we will not need access to the amount invested during the entire term of the Bonds and that I/we have sufficient liquid emergency funds to meet unforeseen circumstances.
10. I/We have made the decision to place my/our funds in the Bonds based on my/our own independent analysis and judgment without relying on any representation or advice, which may be considered to be given by the bank or its affiliates.
11. A Risk Profiling Questionnaire was presented to me/us to complete to determine my/our general and specific risk attitude. I/We shall indemnify HSBC from any liabilities which will arise from non-signing of said document or if there is a mismatch in risk tolerance against the suggested product risk category.

**CUSTOMER ACKNOWLEDGEMENT**  
**Power Sector Assets & Liabilities Management Corporation (PSALM) Bonds due 2019**

**The Hongkong and Shanghai Banking Corporation Limited**

<b>Customer Number</b>		<b>Date (dd-mmm-yyyy)</b>	
<b>Account Name</b>			

Gentlemen:

I / We hereby acknowledge that I / we have received, read and fully understand the All-in-One Document relating to the **Power Sector Assets & Liabilities Management Corporation (PSALM) Bonds**, which HSBC has provided me/us.

I / We further acknowledge that I / we have made a decision to invest in the above investment after having thoroughly read, understood and independently evaluated the following:

1. Key Features Document containing the following information:
  - Product Details, which includes explanation on the following bond features:
    - a. Coupon
    - b. Bond Yield
    - c. Maturity Date
    - d. Net Settlement Price
    - e. Taxation
  - Risk Disclosure
  - Investor Commitment
2. Important Information on BSP Circular 392 and its Related Regulations
3. Important Information on SEC Memorandum Circular 14
4. Risk Disclosure Statement
5. Letter of Appointment
6. Limited Special Power of Attorney
7. Letter of Autorisation
8. Customer Declaration
9. Buy-Order Form

Yours sincerely,

\_\_\_\_\_  
**Customer Signature over Printed Name**



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**Customer Signature over Printed Name**



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**Customer Signature over Printed Name**



**BUY-ORDER FORM :  
FOREIGN CURRENCY FIXED INCOME INSTRUMENTS**

**CUSTOMER DETAILS**

<b>Account Name</b>			
<b>Customer Number</b>		<b>Order Date (dd-mmm-yyyy)</b>	

**APPLICATION**

I/We request you to place the following **BUY-ORDER** (the "ORDER") with your Treasury Department:

<b>Type of Securities</b>	<input type="checkbox"/> Republic of the Philippines Eurobonds ; <input type="checkbox"/> PSALM Bonds due 2019 ; <input type="checkbox"/> Others : _____			
<b>ISIN</b>	<b>Currency</b>	<input type="checkbox"/> USD <input type="checkbox"/> EUR	<b>Volume</b>	
<b>Ceiling Bond Price</b>	<b>Yield to Maturity</b>		<b>Net Settlement Price / Amount</b>	
<b>Settlement Date (dd-mmm-yyyy)</b>	<b>Coupon Rate</b>		<b>Maturity Date (dd-mmm-yyyy)</b>	
<b>SOURCE of FUNDS: Debit Account Number</b>		<b>COUPON PAYMENT / MATURITY INSTRUCTIONS: Credit Account Number</b>		

**For Orders via Bookbuilding: Please tick one of the following:**

This ORDER is good until fulfilled.  This ORDER is good until \_\_\_\_\_  
(specify a date : dd-mmm-yyyy)

**CUSTOMER DECLARATION**

**I/We hereby declare that the documents indicated in the Customer Acknowledgment have been provided and that I/we have been advised to read, understand the same and to take independent advice if I/we wish. Further, I/We understand and agree that the execution of this BUY ORDER (the "ORDER") shall be subject to the following terms and conditions:**

1. HSBC shall execute the ORDER based on the Ceiling Bond Price quoted above or at a better price on the Order Date or, if subject to a bookbuilding process, within the period mentioned above.
2. For orders that meet the minimum trading size, if HSBC is unable to execute the ORDER at the price quoted above on the Order Date, the ORDER will be deemed cancelled and I/we will need to submit to HSBC a new BUY-ORDER.
3. If I/we have instructed HSBC to include the ORDER in a bookbuilding process, I/we understand and agree that the ORDER will be executed only if the minimum booking size based on the total orders received is reached.
4. Once I/we have submitted the ORDER to HSBC, I/we cannot withdraw or cancel it.
5. Should the ORDER be accommodated, I/we authorize HSBC to debit the net settlement amount from my/our Debit Account identified above to serve as payment for the purchase price for the securities.
6. Upon execution of the ORDER, I/we will receive from HSBC a written confirmation stating the final terms of my/our investment.
7. For Issues with tenors or remaining tenors of more than two (2) years, a USD50 (for USD-denominated bonds) or EUR40 (for EUR-denominated bonds) annual service fee shall be levied on my/our investment and will be charged on the 1<sup>st</sup> coupon payment date if the next coupon payment date is at least 2 weeks from now; otherwise, the fee will be debited on the 2<sup>nd</sup> coupon payment date, and every year thereafter. The fee will be debited from the credit account number quoted above.

\_\_\_\_\_  
**Customer Signature over Printed Name**



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**Customer Signature over Printed Name**



\_\_\_\_\_  
**Customer Signature over Printed Name**



\_\_\_\_\_  
**Customer Signature over Printed Name**



**FOR BANK USE ONLY:**

I hereby declare that this document, including the option to be included in the bookbuilding process, has been explained to the customer; and that the customer has been advised to read the same, ask questions and to take independent advice if he so wishes. For PVC/HRS, I confirm that I offered the customer the opportunity to be accompanied by a responsible relative or close friend. Customer/s was/were accompanied by \_\_\_\_\_, \_\_\_\_\_, to assist them in their investment decision on this product.  
Naame of Relative / Friend Relationship to the Customer

Subject PVC/HRS has declined the opportunity to be accompanied by someone close to him/her for the following reason/s --->			
Name of Sales Staff:	Signature of Sales Staff	Branch	Date (dd-mmm-yyyy)
For PVC / HRS : TL or RBH or ARM to complete cells to the right --->	TL / RBH / ARM Name and Signature:		