



## Important Information

The entities applying for the Global Markets Exchange Traded Options Account must be identical with those on the Global Markets Share Trading Account application. An entity cannot have an Exchange Traded Options trading account without a Global Markets Share Trading account in place.

- Options trading entails significant risks and is not suitable for all investors.
- Please note the leveraged nature of Options trading can accelerate your losses should the market move against you (for example, the underlying security moving against you resulting in total or substantial loss of premium paid or losses incurred following the exercise or assignment of your option).
- Please ensure you stay on top of the markets and actively monitor and manage your Options portfolio during periods of high market volatility.

If you do not have a Global Markets share trading account, download an application form from [westpac.com.au/sharetrading](https://westpac.com.au/sharetrading) or call 1300 757 319.

## Before you start

By submitting this application you agree that you have read the following:

- The Financial Services Guide (FSG)
- The US ETO Product Disclosure Statement (PDS)
- The 'Option Agreement' included in this application form.
- Global Markets US ETO Target Market Determination
- Pershing FSG
- The Global Markets ETO Target Market Determination
- Global Markets US ETO PDS
- Global Markets Trading Terms and Conditions

## Account Details

Carefully read the Option Agreement and make certain that all the information is completed, as appropriate.

### Account Information

An entity cannot have an Exchange Traded Options trading account without a Share Trading account in the same name.

Account name	Account number		
<input type="text"/>	<input type="text" value="NCU"/>		
Street address			
<input type="text"/>			
Suburb	State	Postcode	Country – If not Australia
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

## Employment Information

<input type="radio"/> Self Employed	<input type="radio"/> Retired	<input type="radio"/> Employed	Position	<input type="text"/>
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**Investment Profile** – Any information not completed shall be deemed to have been refused by the client.

**Investment Objective** – Check all that apply

<input type="checkbox"/> Income	<input type="checkbox"/> Income and appreciation	<input type="checkbox"/> Speculation
<input type="checkbox"/> Growth	<input type="checkbox"/> Hedging	<input type="checkbox"/> Preservation of capital

## Personal Information

Age	Number of dependents	Marital status
<input type="text"/>	<input type="text"/>	<input type="text"/>

☐ For Individual and Joint Accounts**Investment Experience**

	No. Of Years	Size and Frequency
Options		
Stock/Bonds		
Commodities		
Other – <i>Specify source</i>		

**Approx. Annual Income**

Amount	\$
Other – <i>Specify source</i>	\$
	\$
Total Annual Income	\$

**Approx. Net Worth**

Marketable Securities	\$
Other Liquid Assets	\$
Real Estate – <i>Exclusive of family residence</i>	\$
Other – <i>Specify</i>	\$
	\$
Total Net Worth	\$

☐ For Corporations, Partnerships, Trusts or Estates**Investment Experience**

	No. Of Years	Size and Frequency
Options		
Stock/Bonds		
Commodities		
Other – <i>Specify source</i>		

**Approx. Annual Income**

Amount	\$
Other – <i>Specify source</i>	\$
	\$
Total Annual Income	\$

**Approx. Net Worth**

Marketable Securities	\$
Other Liquid Assets	\$
Real Estate – <i>Exclusive of family residence</i>	\$
Other – <i>Specify</i>	\$
	\$
Total Net Worth	\$

**Suitability Questionnaire Details**

- i**
- This Suitability Questionnaire is to be completed and submitted in circumstances where more than one Applicant is required to complete a Suitability Questionnaire.
  - For Joint and Company/Trust accounts, we require up to 3 account holders to complete and satisfactorily pass our Global Markets ETO Suitability Questionnaires. Suitability Questionnaire 1 is below while Questionnaires 2 and 3 are found on the Global Markets forms section of our website.
  - For Self-Managed Super Fund (SMSF) accounts, we require ALL account holders to complete and satisfactorily pass our Global Markets ETO Suitability Questionnaires. Where there are more than 3 account holders, please repeat one of the additional Suitability Questionnaires found on the Global Markets forms section of our website.

**1. Assuming no public holidays, if you buy an options contract on Monday the 1st, what day will the funds be debited from the linked account?**

- ☐ Monday the 1st
- ☐ Tuesday the 2nd
- ☐ Wednesday the 3rd
- ☐ Thursday the 4th

**2. You hold a European call and wish to acquire the stock before the expiry date. Are you able to exercise your call before the expiry date?**

- ☐ No - European options can only be exercised on the expiry date
- ☐ Yes - European options can be exercised at any time



3. What will happen if your long call over ABC stock expires in the money and you take no-action?

- ☐ Your position will be cash settled
- ☐ Your call will be auto-exercised, you will receive stock and will be required to pay the strike price
- ☐ Nothing, your option will just expire
- ☐ You will need to buy additional ABC stock

4. On Monday ABC stock is trading at \$9.00. You buy a \$10.00 ABC call for \$0.25 expiring on Thursday. On Thursday the price of ABC closes at \$9.95. How much have you made or lost?

- ☐ Gain: \$0.95 per contract (the amount ABC has appreciated)
- ☐ Loss: \$0.05 per contract (the difference between the ABC option strike price and ABC stock price)
- ☐ Loss: \$0.25 per contract (the call has expired worthless as the stock price of ABC is less than the strike price)
- ☐ Gain: \$1.00 per contract (the difference between ABC stock on Monday and the strike price)

5. You buy an ABC put though do not hold ABC stock. On the day of expiry the stock price of ABC closed below the strike price of the put and is exercised. You are advised by your broker that your position has been exercised and as such you need to deliver ABC stock. What action do you need to take?

- ☐ You must sell ABC the stock - As you have been assigned you must sell the stock on market (this will not happen automatically)
- ☐ You must buy the stock - As you do not hold the stock and are required to deliver ABC stock, you will need to buy stock on market
- ☐ No need to take any action

6. 1 Australian Dollar (AUD) is buying \$0.80 USD. Similarly 1 US Dollar (USD) is buying \$1.25 AUD. You convert \$10,000 AUD at \$0.80 USD/AUD into \$8,000 USD before buying a US Dow Jones call. One month later you sell their call for \$8,200 USD. In the month since buying, the option exchange rates have changed: 1 AUD is buying \$0.90. Similarly 1 USD is buying \$1.11 AUD. You then convert your USD back into AUD. What is your gain or loss in AUD on this position?

- ☐ Gain \$200
- ☐ Break even, no loss or gain
- ☐ Loss \$898
- ☐ Not enough information to tell

## Signature and Declaration

**To financial organisation and Pershing:** In order to induce you to open or continue to maintain accounts for the undersigned for transactions in option contracts, however designated, including, without limitation, purchase, sale, transfer, exercise, and endorsement ("Option Transaction"), the undersigned ("Client") hereby warrants and represents that the above information is true and correct and agrees with you as set forth on the reverse side hereof.

I agree that this agreement contains a predispute arbitration clause, which is located in paragraphs 15 and 16 in this agreement.

### For Individual and Joint Accounts

#### Account Owner 1

Full name \_\_\_\_\_ Date signed – DD / MM / YYYY  
\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

Signature – Must be signed pen to paper

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

#### Account Owner 2 – if applicable

Full name \_\_\_\_\_ Date signed – DD / MM / YYYY  
\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

Signature – Must be signed pen to paper

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### For Corporations, Partnerships, Trusts, or Estates

#### General Partner or Trustee

Full name \_\_\_\_\_ Date signed – DD / MM / YYYY  
\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

Signature – Must be signed pen to paper

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

#### Corporate Secretary, General Partner, or Trustee

Full name \_\_\_\_\_ Date signed – DD / MM / YYYY  
\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

Signature – Must be signed pen to paper

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**Please do not write in this space – For financial organisation use only**

## Product approvals

<input type="radio"/> Stock options	<input type="radio"/> Index options	<input type="radio"/> Debt instrument options	<input type="radio"/> Foreign currency options
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## Type of options trading

<input type="radio"/> Covered writing	<input type="radio"/> Buying	<input type="radio"/> Spreading	<input type="radio"/> Uncovered writing
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Routing	Initials	Date – DD / MM / YYYY	Routing	Initials	Date – DD / MM / YYYY
A/C control		/ /	Commodities		/ /
Compliance		/ /	Cust. Files		/ /

**Approvals:** I have reviewed the information herein concerning the client's investment objective/s, investment experience, and financial condition.

### Investment Professional

Full name

Date – DD / MM / YYYY

 /  / 

Option disclosure mailed to client

<input type="radio"/> Yes	<input type="radio"/> No
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### Branch Manager

Full name

Date – DD / MM / YYYY

 /  / 

Date – DD / MM / YYYY

 /  / 

### Registered Options principal

Full name

Date – DD / MM / YYYY

 /  / 

## Options Agreement

Meaning of terms in the Agreement: "Client" refers to the person/s who signed this Options Agreement and Approval Form. "Pershing" refers to Pershing LLC. "Financial Organization" refers to the broker, bank, or other financial organization that has introduced my (our) account to Pershing. The word "you" refers to Pershing and/or the Financial Organization, as appropriate.

- The Client acknowledges receipt of the notice pursuant to Rule 382(c) of the New York Stock Exchange, which explains the contractual relationship between Pershing and the Financial Organization. The Client understands that this notice also appears on each of the Client's account statements. The Client understands that the Financial Organization is not acting as the agent of Pershing. The Client understands that Pershing merely accepts from the Financial Organization orders for the purchase and sale of securities and instructions relating to other property in the Client's account and that Pershing is not in a position, nor undertakes any responsibility, to give advice, make suitability determinations, supervise, or oversee the Financial Organization's handling of the responsibilities undertaken by the Financial Organization pursuant to any agreement the Client may have with the Financial Organization.
- The Client understands and is well aware that options trading may be highly speculative in nature. The Client is also aware that on certain days, option trading may cease and this could result in a financial loss to the Client. The Client agrees to hold you harmless for such loss.
- The Client recognizes that by writing or selling an option contract (such as a call, put, or straddle) without depositing the underlying security, the Client's risk of loss is potentially unlimited. The Client agrees to honor all assignments and deliver the underlying security or the required funds in the prescribed time to you and upon the Client's failure to do so in the proper time, you are hereby authorized to act as agent for the Client and to buy in or sell out such securities at the current market price or otherwise act to properly margin or complete the Client's obligation. The Client agrees to pay you a fee for such service and to reimburse you for any loss incurred in connection therewith and you are authorized to debit the Client's account for all such amounts.
- The Client agrees that the Client is responsible for making all final decisions as to transactions effected in any account of the Client at your firm. The Client understands that each order the Client enters (to buy or to sell) must be complete as to security, quantity, price, and duration of the order.
- The Client is willing and able to assume the financial risks and hazards of option trading, and the Client agrees that the Client will in no way hold Pershing responsible for such losses whether incurred through following the Financial Organization's trading recommendations or suggestions offered to the Client in good faith by the Financial Organization or through the Client's own decisions however arrived at by the Client.
- The Client understands that any Option Transaction made for any account of the Client is subject to the rules, regulations, customs, and usages of The Options Clearing Corporation (OCC) and of the registered national securities exchange, national securities association, clearing organization, or market where such





transaction was executed. The Client agrees to abide by such rules, regulations, and usages and the Client agrees that, acting individually or in concert with others, the Client will not exceed any applicable position or exercise limits imposed by such exchange, association, clearing organization, or other market with respect to option trading.

7. If the Client does not satisfy, on a timely basis, your money or security calls, you are authorized in your sole discretion, and without notification, to take any and all steps you deem necessary to protect yourself (for any reason) in connection with options transactions for the Client's account, including the right to buy and/or sell (including short or short exempt) for the Client's account and risk any part or all of the shares represented by options handled, purchased, sold, and/or endorsed by you for the Client's account or to buy for the Client's account and risk any option as you may deem necessary or appropriate. Any and all expenses or losses incurred in this connection will be reimbursed by the Client.
8. The Client bears full responsibility for taking action to exercise an option contract; provided, however, that with respect to certain expiring options, you are authorized to permit exercise by exception to take place automatically pursuant to the rules of the OCC as in effect from time to time unless the Client specifically advises you to the contrary in writing. This procedure affects options which are in the money by a predetermined amount as set forth in the rules of the OCC. Additional information regarding this procedure is available upon your written request.
9. In addition to the terms and conditions hereof, the Client's options account will be subject to all of the terms and conditions of all other agreements heretofore or hereafter at any time entered into with you relating to the purchase and sale of securities except to the extent that such other agreements are contrary to or inconsistent herewith.
10. This agreement shall apply to all puts or calls which you may have executed, purchased, sold, or handled for any account of the Client and also shall apply to all puts or calls which you may hereafter purchase, sell, handle, or execute for any account of the Client.
11. The Client agrees to advise the Financial Organization of any changes in the Client's financial situation or investment objective insofar as the Client deems such changes material to the Client's option transactions.
12. The Client has received from the Financial Organization the most recent Options Risk Disclosure Document. The Client has read and understands the information contained in this document.
13. The Client has read the ETO Target Market Determination and is satisfied they match the target market criteria for this product.
14. The Client understands that you assign exercise notices on a random basis except that, with respect to options on certain debt instruments (Treasury bonds, Treasury notes, Treasury bills, and GNMA's), you may preferentially assign exercises of block-size (for instance, covering \$1 million or more of the underlying securities) to block-size writing positions and you may preferentially assign smaller exercises to smaller writing positions. The Client understands that upon the Client's request, you will provide the Client with further information regarding the procedure used to assign exercise notices.
15. **Arbitration Disclosures:**

This agreement contains a predispute arbitration clause. By signing an arbitration agreement the parties agree as follows:

  - All parties to this agreement are giving up the right to sue each other in court, including the right to a trial by jury, except as provided by the rules of the arbitration forum in which a claim is filed.
  - Arbitration awards are generally final and binding; a party's ability to have a court reverse or modify an arbitration award is very limited.
  - The ability of the parties to obtain documents, witness statements and other discovery is generally more limited in arbitration than in court proceedings.
  - The arbitrators do not have to explain the reason/s for their award.
  - The panel of arbitrators will typically include a minority of arbitrators who were or are affiliated with the securities industry.
  - The rules of some arbitration forums may impose time limits for bringing a claim in arbitration. In some cases, a claim that is ineligible for arbitration may be brought in court.
  - The rules of the arbitration forum in which the claim is filed, and any amendments thereto, shall be incorporated into this agreement.
16. Arbitration agreement any controversy between you and us shall be submitted to arbitration before the New York Stock Exchange, Inc., Any other national securities exchange on which a transaction giving rise to the claim took place (and only before such exchange), or the national association of securities dealers, inc.

No person shall bring a putative or certified class action to arbitration, nor seek to enforce any predispute arbitration agreement against any person who has initiated in court a putative class action; or who is a member of a putative class who has not opted out of the class with respect to any claims encompassed by the putative class action until; (i) the class certification is denied; (ii) the class is decertified; or (iii) the customer is excluded from the class by the court. Such forbearance to enforce an agreement to arbitrate shall not constitute a waiver of any rights under this agreement except to the extent stated herein.

The laws of the State of New York govern.



The Issuer of the Exchange Traded Options (ETO) products is Australian Investment Exchange Limited ABN 71 076 515 930, AFSL 241400 ("AUSIEX"), Reply Paid 85157, Australia Square NSW 1214, a wholly owned subsidiary of Nomura Research Institute, Ltd ("NRI"). AUSIEX is a Market Participant of ASX Limited ("ASX") and Cboe Australia Pty Ltd ("Cboe"), a Clearing Participant of ASX Clear Pty Limited and a Settlement Participant of ASX Settlement Pty Limited. AUSIEX is not authorised to carry on business in any jurisdiction other than Australia. Accordingly, the information contained in this document is directed to and available for Australian residents only.

International securities trading and custody through Global Markets is provided by Pershing LLC, ARBN 108 110 149, AFSL 271837, member FINRA, NYSE, SIPC, a BNY Mellon company through Australian Investment Exchange Limited ABN 71 076 515 930, AFSL 241400 ("AUSIEX"), a wholly owned subsidiary of Nomura Research Institute, Ltd ("NRI"). Your trading in US Exchange Traded Options is offered by AUSIEX in association with Pershing LLC.

Trading Exchange Traded Options (i.e., ETOs, Options) can involve considerable risks. You should only trade Options if you understand the nature of the product (especially your rights and obligations) and the extent of the risks you are exposed to. Before trading in ETO's, you should carefully assess your experience, investment objectives, financial resources, and other relevant issues and carefully consider the PDS.

## How to submit your documents

Once completed and signed, please scan and email or post the form to

✉ [applications@sharetrading.westpac.com.au](mailto:applications@sharetrading.westpac.com.au)

📍 **Westpac Share Trading**  
Reply Paid 85157  
Australia Square NSW 1214

📞 13 13 31  
🌐 [sharetrading.westpac.com.au](http://sharetrading.westpac.com.au)