

WHAT YOU NEED TO KNOW

# Flexible Forward Convertible



## Product Disclosure Statement

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**Issued by:**

Commonwealth Bank of Australia ABN 48 123 123 124  
AFSL 234945

You should read all sections of this Product Disclosure Statement before making a decision to acquire this financial product.

**Commonwealth**Bank





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## General Information

### Features at a glance

<b>Significant benefits</b>	Provides protection against adverse <i>exchange rate</i> movements whilst also providing the potential to benefit from favourable <i>exchange rate</i> movements.
<b>Significant risks</b>	You may not receive the benefit of favourable <i>exchange rate</i> movements.
<b>Minimum transaction amount</b>	Australian dollars (AUD) 50,000.00 or equivalent foreign currency.
<b>Terms</b>	3 days to 2 years. Longer terms may be available on request.
<b>Costs</b>	See “What are the costs involved in FFC transactions?” on page 11 of this PDS.
<b>Settlement</b>	<i>Settlement date</i> , once agreed, cannot be varied.
<b>Early termination</b>	An amount may be payable by or to you depending on the <i>mark-to-market value</i> of the transaction upon termination.

This is a sophisticated financial product which involves dealing in foreign exchange. The information in this Product Disclosure Statement (PDS) does not take into account your personal objectives, financial situation and needs. Before transacting in this product you should be satisfied that this product is suitable for you in view of those objectives, and your financial situation and needs, and we recommend that you consult your investment advisor or obtain other independent advice. Unless you are familiar with foreign exchange dealings and products of this type, the product may not be suitable for you.

The information in this PDS is subject to change from time to time and is up to date as at the date stated on the cover. Where the new information is materially adverse information the Bank will either issue a new PDS or a supplementary PDS setting out the updated information. Where the new information is not materially adverse information we will not issue a new PDS or supplementary PDS to you, but you will be able to find the updated information on our web site [commbank.com.au](http://commbank.com.au) or you can call **13 2221**. If you ask us to, we will send you a paper copy of the information.

## Purpose of a Product Disclosure Statement (PDS)

A PDS aims to provide you with enough information to help you decide whether the product will meet your needs. It also helps you to compare the product with others you may be considering.

This PDS provides information about a **Flexible Forward Convertible** (FFC). If you decide to enter a FFC transaction, you should keep this PDS and all other documentation relating to your FFC transaction for future reference.

If you have any questions or wish to contact us call **13 2221** between 8am and 8pm, Monday to Friday, visit our web site at **commbank.com.au**, or call into any branch of Commonwealth Bank of Australia (the Bank).

To assist you in understanding this PDS, the definitions of some words are provided in the "Definitions" section on page 14 at the end of this PDS. When used in this PDS, these words usually appear in italics.

## What is a Flexible Forward Convertible (FFC) transaction?

A FFC transaction is an agreement between you and the Bank to exchange one currency for another at an agreed *contract rate* on an agreed future date that is more than 2 *business days* (but not more than 2 years) after the *trade date*.

If, however, the *market spot exchange rate* does not reach the *trigger rate* (see "Determining FFC exchange rates" on page 4 of this PDS), at any time during the *trigger period*, and at the *expiration time* on the *expiration date*, the *market spot exchange rate* is more favourable to you than the *contract rate*, you and the Bank will have no further obligations to each other under the FFC transaction. This means that you will be able to exchange currencies at a *spot exchange rate* that is more favourable to you than the *contract rate*.

At the *settlement date* of a FFC transaction:

- If the *market spot exchange rate* has reached the *trigger rate* during the *trigger period*, the currencies must be exchanged between you and the Bank at the *contract rate*;
- If the *market spot exchange rate* did not reach the *trigger rate* during the *trigger period*:
  - and at the *expiration time* on the *expiration date*, the *market spot exchange rate* is equal to or less favourable to you than the *contract rate*, the currencies must be exchanged between you and the Bank at the *contract rate*; and
  - at the *expiration time* on the *expiration date*, the *market spot exchange rate* is more favourable to you than the *contract rate*, you will be able to exchange currencies at the more favourable *spot exchange rate*.

FFC transactions are available only in some currencies (see Appendix A).

Details of current *exchange rates*, including the currencies in which the Bank offers FFC transactions, are available on request through your relationship manager or any branch of the Bank.

FFC transactions are subject to the standard credit approval process employed by the Bank.

## Uses of FFC transactions

Commercial activities for which FFC transactions may be useful include:

- importing where the invoice is quoted in foreign currencies;
- exporting where the invoice is quoted in foreign currencies;
- foreign currency borrowing;
- foreign currency investing;
- repatriation of overseas profit or interest in foreign currencies back to Australia; and
- other foreign currency payments and receipts.

## Determining FFC exchange rates

FFC *exchange rates* include a *contract rate* and a *trigger rate*.

You will specify to the Bank the *contract rate* you require, being your level of *exchange rate* protection, the transaction amount, the *settlement date* and the *trigger period* (See “Entering into and settling FFC transactions” on page 9 and “Trigger periods” on page 10 of this PDS).

The Bank will calculate the *trigger rate* by taking the following factors into account:

- the *market spot exchange rate*;
- the *forward points*;
- the *contract rate*;
- a *volatility factor*;
- the *transaction period*;
- the *trigger period*;
- an allowance for the Bank’s costs, both fixed and variable; and
- the Bank’s profit margin.

## Example of how a FFC transaction works

### Example 1: You are making a payment in a foreign currency

You will be making a payment of USD100,000.00 to an offshore party in 93 days. You will need to sell AUD and buy USD to make this payment.

The *market spot exchange rate* is AUD/USD0.6500. A fall in the AUD/USD *market spot exchange rate* would mean you would have to pay more AUD for your USD so you are seeking protection against a fall in the AUD/USD *market spot exchange rate*. You would also like the potential to benefit if the AUD/USD *market spot exchange rate* rises.

The 93 day *forward exchange rate* is AUD/USD0.6440 after allowing for a *forward points* adjustment of 0.0060 to the *market spot exchange rate*. To enter a FFC transaction you are required to set a *contract rate* that is below the 93 day *forward exchange rate*. This is in consideration for receiving *exchange rate* protection and the potential to benefit if the AUD/USD *market spot exchange rate* rises above the contract rate.

You would like to set a *contract rate* at AUD/USD0.6350 to protect against any fall in the AUD/USD *market spot exchange rate* below 0.6350. During the next 93 days you believe that the AUD/USD *market spot exchange rate* will rise from its current level of 0.6500 but will not reach 0.6900. You would like a *trigger period* for the full 93 day period.

#### Assume the following for Example 1

USD amount	100,000.00
AUD/USD <i>market spot exchange rate</i>	0.6500
AUD/USD <i>forward points</i>	0.0060
AUD/USD 93 day <i>forward exchange rate</i>	0.6440
AUD/USD <i>contract rate</i> (specified by you and always below the 93 day <i>forward exchange rate</i> if you are making a payment in a foreign currency)	0.6350
AUD/USD <i>trigger rate</i> (calculated by the Bank and always above the <i>market spot exchange rate</i> if you are making a payment in a foreign currency)	0.6900
<i>Transaction period</i>	93 days
<i>Trigger period</i>	93 days

Possible outcomes at the <i>expiration time</i> on the <i>expiration date</i>	Possible exchange rate achieved*
<p>Whether or not the <i>trigger rate</i> is reached during the <i>trigger period</i>, if the <i>market spot exchange rate</i> is equal to or lower than the <i>contract rate</i>, on the <i>settlement date</i> you must buy USD100,000.00 from the Bank in exchange for AUD at the <i>contract rate</i>. You will pay:</p> $\text{USD100,000.00} \div 0.6350 = \text{AUD157,480.32}$	0.6350
<p>If the <i>trigger rate</i> is not reached during the <i>trigger period</i> and the <i>market spot exchange rate</i> is higher than the <i>contract rate</i>, on the <i>settlement date</i> the applicable <i>exchange rate</i> will be based on the <i>market spot exchange rate</i>.</p> <p>The result will be that you can buy USD100,000.00 in exchange for AUD at the <i>spot exchange rate</i>. For example, if you buy USD100,000.00 from the Bank and the <i>spot exchange rate</i> is 0.6800 you will pay:</p> $\text{USD100,000.00} \div 0.6800 = \text{AUD147,058.82}$	Higher than 0.6350 but lower than 0.6900
<p>If the <i>trigger rate</i> is reached during the <i>trigger period</i> on the <i>settlement date</i> you must buy USD100,000.00 from the Bank at the <i>contract rate</i>. You will pay:</p> $\text{USD100,000.00} \div 0.6350 = \text{AUD157,480.32}$	0.6350

With this FFC transaction, the maximum amount of AUD that you will pay is \$157,480.32. At the same time you will be able to reduce the amount of AUD you will need to pay if the AUD/USD *market spot exchange rate* does not trade to 0.6900 during the *trigger period* and is trading above 0.6350 at the *expiration time* on the *expiration date*.

\* Examples are for illustrative purposes only and do not reflect current market prices and outcomes.

### Issues to consider

In setting your *contract rate* and *trigger period* and agreeing to the *trigger rate* there are various issues you need to consider. Using Example 1, these can be summarised as follows:

1. A higher *contract rate* means your exposure to a falling AUD is reduced, however, it also means the resultant *trigger rate* will be lower;
2. A lower *contract rate* means your exposure to a-falling AUD is increased, however, it also means the resultant *trigger rate* will be higher;
3. A lower *trigger rate* means there is more chance of-it being reached, however, it also means the resultant *contract rate* will be higher;
4. A higher *trigger rate* means there is less chance of-it being reached, however, it also means the resultant *contract rate* will be lower;
5. A longer *trigger period* means there is more chance of the *trigger rate* being reached, however, it also means the resultant *contract rate* and/or *trigger rate* may be higher; and
6. A shorter *trigger period* means there is less chance of the *trigger rate* being reached, however, it also means the resultant *contract rate* and/or *trigger rate* may be lower.

### Example 2: You are receiving a payment in a foreign currency

You will be receiving a payment of USD100,000.00 from an offshore party in 93 days. When the USD is received you would like to sell it and buy AUD.

The *market spot exchange rate* is AUD/USD0.6500. A rise in the AUD/USD *market spot exchange rate* would mean you get fewer AUD for your USD so you are seeking protection against a rise in the AUD/USD *market spot exchange rate*. You would also like the potential to benefit if the AUD/USD *market spot exchange rate* falls.

The 93 day *forward exchange rate* is AUD/USD0.6445 after allowing for a *forward points* adjustment of 0.0055 to the *market spot exchange rate*. To enter a FFC transaction you are required to set a *contract rate* that is above the 93 day *forward exchange rate*. This is in consideration for receiving exchange rate protection and the potential to benefit if the AUD/USD *market spot exchange rate* falls below the contract rate.

You would like to set a *contract rate* at AUD/USD0.6550 to protect against any rise in the AUD/USD *market spot exchange rate* above 0.6550. During the next 93 days you believe that the AUD/USD *market spot exchange rate* will fall from its current level of 0.6500 but will not reach 0.6000. You would like a *trigger period* for the full 93 day period.

### Assume the following for Example 2

USD amount	100,000.00
AUD/USD <i>market spot exchange rate</i>	0.6500
AUD/USD <i>forward points</i>	0.0055
AUD/USD 93 day <i>forward exchange rate</i>	0.6445
AUD/USD <i>contract rate</i> (specified by you and always above the 93 day <i>forward exchange rate</i> if you are receiving a payment in a foreign currency)	0.6550
AUD/USD <i>trigger rate</i> (calculated by the Bank and always below the <i>market spot exchange rate</i> if you are receiving a payment in a foreign currency)	0.6000
<i>Transaction period</i>	93 days
<i>Trigger period</i>	93 days

**Possible outcomes at the *expiration time* on the *expiration date***

**Possible exchange rate achieved\***

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Whether or not the *trigger rate* is reached during the *trigger period*, if the *market spot exchange rate* is equal to or higher than the *contract rate*, on the *settlement date* you must sell USD100,000.00 to the Bank in exchange for AUD at the *contract rate*. You will receive:

**0.6550**

$$\text{USD100,000.00} \div 0.6550 = \text{AUD152,671.76}$$

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If the *trigger rate* is not reached during the *trigger period* and the *market spot exchange rate* is lower than the *contract rate*, on the *settlement date* the applicable *exchange rate* will be based on the *market spot exchange rate*.

**Lower than 0.6550  
but higher than 0.6000**

The result will be that you can sell USD100,000.00 in exchange for AUD at the *spot exchange rate*. For example, if you sell USD100,000.00 to the Bank and the *spot exchange rate* is 0.6200 you will receive:

$$\text{USD100,000.00} \div 0.6200 = \text{AUD161,290.32}$$

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If the *trigger rate* is reached during the *trigger period* on the *settlement date* you must sell USD100,000.00 to the Bank in exchange for AUD at the *contract rate*. You will receive:

**0.6550**

$$\text{USD100,000.00} \div 0.6550 = \text{AUD152,671.76}$$

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With this FFC transaction, the minimum amount of AUD you will receive is \$152,671.76. At the same time you will be able to increase the amount of AUD you will receive if the AUD/USD *market spot exchange rate* does not trade to 0.6000 during the *trigger period* and is trading below 0.6550 at the *expiration time* on the *expiration date*.

\* Examples are for illustrative purposes only and do not reflect current market prices and outcomes.

**Issues to consider**

In setting your *contract rate* and *trigger period* and agreeing to the *trigger rate* there are various issues you need to consider. Using Example 2, these can be-summarised as follows:

1. A lower *contract rate* means your exposure to a rising AUD is reduced, however, it also means the resultant *trigger rate* will be higher;
2. A higher *contract rate* means your exposure to a rising AUD is increased, however, it also means the resultant *trigger rate* will be lower;
3. A higher *trigger rate* means there is more chance of it being reached, however, it also means the resultant *contract rate* will be lower;
4. A lower *trigger rate* means there is less chance of-it being reached, however, it also means the resultant *contract rate* will be higher;
5. A longer *trigger period* means there is more chance of the *trigger rate* being reached, however, it also means the resultant *contract rate* and/or *trigger rate* may be lower; and
6. A shorter *trigger period* means there is less chance of the *trigger rate* being reached, however, it also means the resultant *contract rate* and/or *trigger rate* may be higher.

## What are the significant benefits of a FFC transaction?

Benefits include:

- provides *exchange rate* protection via a *contract rate*; and
- the potential to benefit from favourable *exchange rate* movements if a *trigger rate* is not reached during the *trigger period*.

## What are the significant disadvantages of a FFC-transaction?

Disadvantages include:

- the *contract rate* will be less favourable than the *forward exchange rate*;
- if the *trigger rate* is reached during the *trigger period* you must exchange the currencies at the *contract rate* even if the *spot exchange rate* is more favourable to you; and
- there may be a cost if the FFC is terminated before the *settlement date*. See “Terminating a FFC transaction” on page 10.

## What are the significant risks of a FFC transaction?

Risks derive from factors that are beyond your control. Starting from the time at which you enter a FFC transaction with the Bank, risk factors may lead to changes in the financial outcomes that are unfavourable to you. Monitoring of any risks associated with this product is your responsibility (subject to the responsibility of the Bank for its own operational processes under “Operational risk”, see-opposite).

### Market risk

The FFC guarantees that your least favourable outcome will be to transact at the *contract rate*.

In FFC transactions, there is an opportunity risk that the benefits received under the FFC are not as great as if you had entered into a forward foreign exchange contract or if no other transaction had been entered into at all.

This will occur if you must exchange at the *contract rate* either because the *trigger rate* is reached or if the *trigger rate* is not reached but the relevant *spot exchange rate* moves unfavourably at the *expiration date*.

### Credit risk

Credit risk is common to all financial markets products that you may hold with the Bank. In all cases, you are reliant on the ability of the Bank to meet its obligations to you under the terms of each transaction. This risk is sometimes described as “counterparty risk”.

## Operational risk

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems or external events.

You are reliant on the ability of the Bank to price and settle your transaction in a timely and accurate manner. The Bank in turn is dependent on the reliability of its own operational processes that include communications, computers and computer networks. Disruptions in the Bank's processes may lead to delays in the execution and settlement of your transaction. Such disruptions may result in contractual outcomes that are less favourable to you.

However, once you have entered into the transaction, the management of risks associated with its own operational processes is the responsibility of the Bank.

The risks described here may not include all risk considerations that may be relevant to you when transacting FFC. Please also refer to "What are the significant disadvantages of a FFC transaction?" on page 8. Before transacting in this product you should be satisfied that this product is suitable for you. We recommend that you consult your investment advisor or obtain other independent advice

## Legal risk

Australia, as a member state of the United Nations, is obliged to implement United Nations Security Council sanctions. Australia also may be required to implement other international sanctions and sometimes imposes unilateral sanctions. Sanctions can cover various subject matters including financial restrictions. Consequently, the Bank may be prohibited from dealing with certain persons or entities.

This means that if the Bank is aware that you are a proscribed person or entity, then the Bank may be required to suspend, cancel or refuse you services or close or terminate any account, facility, transaction, arrangement or agreement with you. We may also be required to freeze your assets. You could incur significant costs as a result of these actions.

## Entering into and settling FFC transactions

### Entering into a FFC transaction

Following credit approval by the Bank and your entering into the *master agreement and transactions addendum* (being part of the FFC documentation, see "FFC documentation" below) you may enter into-FFC transactions with the Bank.

The next steps are:

1. You contact the Bank and ask for a FFC transaction for a *currency pair* for a specified *settlement date*. You will specify to the Bank the *contract rate*, transaction amount, the *settlement date* and *trigger period* you require before the Bank can offer you a FFC transaction.
2. The Bank will calculate the *trigger rate*. If the Bank offers you a FFC transaction, and if you accept the offer (which can be done verbally), a FFC transaction is entered into between you and the Bank. All telephone conversations between you and the Bank will be recorded.
3. The Bank will send you a *confirmation letter* setting out the details of your FFC transaction. You must sign and return this *confirmation letter* to the Bank.

### FFC documentation

The FFC documentation comprises a *master agreement and transactions addendum* and a *confirmation letter*. The FFC documentation sets out in full the terms and conditions of the FFC transaction. Samples of the FFC documentation can be obtained through your relationship manager or any branch of the Bank on request.

### Settling a FFC transaction

Subject to the terms and conditions of the FFC documentation, on the *settlement date* the *currency pair* is exchanged. You must ensure that you have sufficient *cleared funds* accessible to the Bank.

## Trigger periods

There are four *trigger periods* available.

### Continuous

The *trigger period* starts on the *trade date* and ends at the *expiration time* on the *expiration date*.

### Late start

The *trigger period* starts at a date and time after the *trade date* but ends at the *expiration time* on the *expiration date*.

### Window

The *trigger period* starts at a date and time after the *trade date* but ends at a date and time before the *expiration time* on the *expiration date*.

### Early end

The *trigger period* starts on the *trade date* but ends at a date and time before the *expiration time* on the *expiration date*.

## Trigger notice

If the *trigger rate* is reached during the *trigger period* the Bank will as soon as practicable thereafter issue to you a *trigger notice*.

A *trigger rate* is deemed to have been reached if the Bank is satisfied that a *market parcel* of the bought currency has traded against a *market parcel* of the sold currency at the *trigger rate* between two accepted *market participants* in the foreign exchange market during the *trigger period*.

## Variations to settlement dates

Variations to the *settlement date* are not available after the FFC transaction has been entered into.

## Terminating a FFC transaction

A FFC transaction may be terminated before the *settlement date* either:

- by agreement between you and the Bank; or
- as set out in the FFC documentation.

At termination, the Bank will calculate the *mark-to-market value* of the FFC transaction in AUD, as at the *termination date*, using prevailing market rates chosen by the Bank in good faith. The Bank calculates the *mark-to-market value* having regard to what a person would pay the Bank, expressed as a negative number, or what the Bank would have to pay another person, expressed as a positive number, in order to take over your rights and obligations under the terminated FFC transaction.

If more than one FFC transaction is terminated, the sum of all positive *mark-to-market values* of those FFC transactions and any other transactions also terminated under the *master agreement and transactions addendum* governing the FFC transactions will be set-off against the sum of all negative *mark-to-market values*. If, as a result of this calculation, the overall sum is positive, you must pay the Bank an amount equal to the total positive sum. Alternatively, if as a result of this calculation, the overall sum is negative then the Bank must pay you an amount equal to the total negative sum. The Bank will notify you as soon as practicable after making these calculations.

## Payments netting

In accordance with the FFC documentation, if you have more than one transaction under the FFC documentation (including any FFC transaction), with the same *settlement date* and for the same *currency pair*, payments and receipts may be “net settled”. This means that all settlements are combined to a single net payment between you and the Bank.

## What are the costs involved in-FFC transactions?

### Fees and charges

There are no fees and charges for entering into a FFC transaction.

Your FFC transaction may also be subject to government taxes and duties (if any). These may vary from State to State.

## Are there any tax implications I should be aware of?

FFC transactions may have tax implications. These can be complex and are invariably specific to your circumstances. Therefore, you should discuss any taxation issues with your independent tax adviser before entering into a FFC transaction.

## What if I have a complaint?

Please contact your relationship manager or the manager of the department that handled the matter and explain the problem.

Our staff will review the situation and, if possible, resolve it immediately. If the matter has not been resolved to your satisfaction, please contact our Customer Relations team via:

- our web site at:  
**[commbank.com.au/contactus/comment.asp](http://commbank.com.au/contactus/comment.asp)**;
- telephone **1800 805 605**;
- facsimile **1800 028 542**; or
- writing to:  
Customer Relations  
Commonwealth Bank  
Reply Paid 41  
Sydney NSW 2001

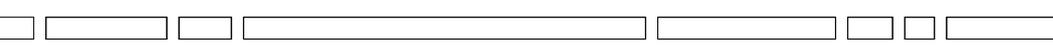
If after giving us the opportunity to resolve your complaint, you feel we have not resolved it satisfactorily, you may also lodge a written complaint with the Financial Ombudsman Service at:

Financial Ombudsman Service Limited  
GPO Box 3  
Melbourne VIC 3001

Phone **1300 780 808**

Fax **03 9613 6399**

Internet **[www.fos.org.au](http://www.fos.org.au)**



## Customer information and privacy

### What information we collect

In this clause 'you' includes our customer and any person who holds office in an entity which is a customer. We collect information about you (such as your name, address and contact details), and information about your interactions with us, such as transactions on your account. We may also collect publicly available information about you.

### Why we collect your information and what we use it for

We collect your information because we are required to identify you in accordance with the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 and in order to comply with taxation laws, such as the Taxation Administration Act 1953 and the Income Tax Assessment Act 1936. We also collect it to administer our customer relationships and internal processes including risk management and pricing, to meet our obligations in relation to external payment systems and under our arrangements with government agencies, and to identify and tell you about products and services that may interest you (unless you tell us not to). If you don't want to receive marketing information you can tell us by calling 13 2221, or speak to your relationship manager.

If you give us your electronic and telephone details, you agree we may use this to communicate with you electronically, by phone or SMS, including providing updates, reminders and (unless you tell us not to) marketing information.

You must give us accurate and complete information; otherwise you may be breaking the law and we may not be able to provide you with the products and services that you require.

If you change your personal details (e.g. address, name or email address) you must tell us straight away.

### Who we may exchange your information with

We may exchange your information with other members of the Group who may use your information for any of the purposes we can.

We may also exchange your information with others outside the Group, for example, your representatives, our service providers, other financial institutions (for example, in relation to a mistaken payment claim), enforcement and government authorities, relevant public registers and payment system operators (for example, BPAY Pty Ltd).

Sometimes it may be necessary to send your information overseas – for example, where we outsource functions overseas, send information to Group members overseas, where we need to complete a transaction on your behalf or where this is required by laws and regulations in Australia or in another country. See our Group Privacy Policy for more information.

## **Our Group Privacy Policy**

Our Group Privacy Policy is available on our website at [commbank.com.au](http://commbank.com.au) (follow the Privacy Policy link) or upon request from any branch of the Bank and should be read in conjunction with the above. It contains further details about our information collection and handling practices including information about:

- other ways we may collect, use or exchange your information;
- how you may access and seek correction of the information; and
- how to make a complaint about a breach of your privacy rights, and our complaint handling procedures.

We encourage you to check our website regularly for any updates to the Policy.

## **How to contact us**

For privacy-related enquiries, please contact us by:

- email at **[CustomerRelations@cba.com.au](mailto:CustomerRelations@cba.com.au)**
- telephone **1800 805 605**, or
- writing to the address in our Group Privacy Policy.

# Definitions

## “AUD”

Australian dollars.

## the “Bank”

Commonwealth Bank of Australia  
ABN 48 123 123 124.

## “business day”

A day in which banks are open for business in Sydney.

## “cleared funds”

Funds that are immediately available to you for settlement of your FFC transaction.

## “confirmation letter”

A letter confirming the details of a particular FFC-transaction.

## “contract rate”

The agreed *exchange rate* at which the *currency pair* may be exchanged on the *settlement date*.

## “currency pair”

The two currencies that are the subject of the FFC transaction.

## “exchange rate”

The expression of the value of one currency in terms of another. For example, in the *exchange rate* AUD/USD0.6500, one Australian dollar is equal to 65 United States cents (AUD1.0000 = USD0.6500).

## “expiration date”

The date at which the outcome of the FFC transaction is calculated which is *2 business days* before the *settlement date*.

## “expiration time”

Usually 3pm Sydney time on the *expiration date*.

## “forward exchange rate”

The expression of the value of one currency in terms of another where the *settlement date* is more than *2 business days* after the *trade date*. A *forward exchange rate* is the *spot exchange rate* of the currencies on the *trade date* adjusted for the *forward points*.

## “forward points”

The value of the *interest rate differential* for the *currency pair* over the period from the *spot settlement date* to the *settlement date*, expressed as an adjustment to the *spot exchange rate*.

## “interest rate differential”

The difference between the interest rates applicable to the *currency pair* for the *transaction period* of a FFC transaction.

## “market parcel”

Normally assumed to be AUD5,000,000.00 or its equivalent in another currency.

## “market spot exchange rate”

The expression of one currency in terms of another for exchange on the *spot settlement date* before an allowance for the Bank’s costs, both fixed and variable; and the Bank’s profit margin.

## “mark-to-market value”

A valuation method where an existing FFC transaction is valued against current market rates to calculate any potential profit or loss on termination.

## “master agreement and transactions addendum”

The Bank’s Derivatives Master Agreement and Flexible Forward Transactions Addendum.

## “parties to the agreement”

The parties to a FFC transaction are you and the Bank.

## “settlement date”

A *business day* on which the *currency pair* subject to-a FFC transaction are exchanged.

**“spot exchange rate”**

The expression of one currency in terms of another for exchange on the *spot settlement date* after an allowance for the Bank's costs, both fixed and variable; and the Bank's profit margin.

**“spot settlement date”**

A *settlement date* that is 2 *business days* after the *trade date* for both currencies.

**“termination date”**

A date on which you or the Bank terminate the FFC transaction.

**“trade date”**

The date on which a FFC transaction is entered into by the *parties to the agreement*.

**“transaction period”**

The period from and including the *trade date* to and including the *settlement date*.

**“trigger notice”**

A notice from the Bank to you advising that a *trigger rate* has been reached.

**“trigger period”**

The nominated period specified as such by the *parties to the agreement*, during which the *trigger rate* may be reached.

**“trigger rate”**

The agreed *exchange rate* that will determine the final *exchange rate* of the FFC transaction at the *expiration time* on the *expiration date*.

**“USD”**

United States dollars.

**“volatility factor”**

The expected degree of fluctuation in the *market spot exchange rate* during the *transaction period* as calculated by the Bank.

**“you”, “your”**

The customer who is one of the *parties to the-agreement*.

# APPENDIX A

## Currencies (FFC)

FFC transactions are available in some currencies. Examples are included below.

<b>Currencies</b>	<b>Day count convention</b>
Australian Dollars (AUD)	365
United States Dollars (USD)	360
Pounds Sterling or Great British Pounds (GBP)	365
Japanese Yen (JPY)	360
New Zealand Dollars (NZD)	365
Euro (EUR)	360
Singapore Dollars (SGD)	360
Hong Kong Dollars (HKD)	360
Canadian Dollars (CAD)	360

Details of current *exchange rates*, including all of the *foreign currencies* in which the Bank offers FFC transactions as well as information on interest rates, are available on request from your relationship manager or any branch of the Bank.



