Business Account Opening Form

Account Number				Date	
Account to be opened at					Branch.
Entity Details					
Registered name of the entity					
'Trading As' or 'Doing Business As' name (if any)				
Former name of the entity (if any)					
Date of registration/incorporation/ establishment			Country of incorporation		
Are your Primary locations/trade areas, custo	mer/supplie	r domiciled in any of th	e below mentioned list of U.S. S	anctioned Co	ountries? Yes No
Comprehensive U.S. Sanctions countries: (Please tick as applicable)	☐ Iran	Syria Cuba		ea Region I I	
Permanent Account Number (PAN)			Date of Business commence	ement LL	
Note : It is mandatory for all the applicants to provide within 30 days of this application failing which the B					
Legal Entity Identification (LEI) Code *			Expiry Date of LEI	Code	
Networth (in Crs) as on <u>DDMMYYY</u> :					
Nature of Business (in detail)					
	☐ NBFC ☐ Private	☐ Mone Fund ☐ Micro	Finance Institute Pr	ock broker ivate Equity	· · ·
Purpose of Customer Relationship	∐ Ventur	e Capital	cial Advisor	ners (pis spe	cify)
rulpose of Customer helationship					
Please select the most appropriate description of the applicant entity Please indicate number of employees	Stand-a	Parent _ Country or countries w	Subsidiary Branch/Liaison Office of an en where the business is	tity outside In	
		subject to tax resider			
Please indicate the nature of your customer base (select all that apply)	☐ Individ	_	Businesses B Non-Profit Organisations C		er Financial Institutions
Is the applicant entity incorporated	□ No	Interitari dibile decitor	Yes (please specify the initial s		
within the last 3 years			_ 100 (pleade apoemy the initial o	ouroo or woo	1611)
☐ Intra-group financing☐ Transfer from other HSBC Account☐ Investment by Ultimate Beneficial Owner/	'Partner	Business loan	e (accumulated profit/retained ear	0 /	☐ Sale of property ☐ External investment
What is the ongoing source of wealth for the	husiness?				
☐ Intra-group financing ☐ Transfer from other HSBC Account ☐ Investment by Ultimate Beneficial Owner.		Business loan	e (accumulated profit/retained ear	0 .	☐ Sale of property ☐ External investment
Key financial data for the business (please include currency)	_		ancial year. (If your entity is a star		•
		imate size of assets un	der management		
Please advise the name of the business audit or accounting firm					
Is the entity/IO/BO** capable of issuing Bearer Shares?	□ No □	Yes (please specify)	Yes, Bearer Shares have been issued and deposited with custodian	d	Yes, Bearer Shares have been issued and not deposited with custodian
Is the entity listed on Stock Exchange	∏No [Yes (please specify)	Name of Stock Exchange		'
Is the business a regulated financial institution?	□ No □	Yes (please specify)	Name of the Regulatory body	Cour	ntry
*As per RBI requirements, it is mandatory for non-in	ndividual entit	ies undertaking transaction	ns involving value equal to or exceed	ing USD 1 milli	on or equivalent thereof in

*As per RBI requirements, it is mandatory for non-individual entities undertaking transactions involving value equal to or exceeding USD 1 million or equivalent thereof in other currencies in the RBI regulated markets.

^{**}IO - Intermediary Owner, BO - Beneficial Owner



Account Details		
Account Proposition Business Vantage Business Select	Average Quarterly Balance (AQB) ₹100,000 per quarter Others ₹500,000 per quarter (please specify)	(please specify)
Type of Account Current Account Branch/Liaison/Project Office Account Non-Resident Ordinary Rupee (NRO) Account	☐ Exchange Earners Foreign Currency According☐ Foreign Contributions Regulation Act According☐ Others (if any, please specify)	count Special Foreign Currency Account
Cheque book requirement	☐ Yes ☐ No	
Mode of funding ☐ Cash ☐ Cheque/RTGS/NEFT/Transfer	Foreign Ii	count with
(Please specify name and branch address) Cheque/RTGS/NEFT/Transfer (Pls specify name and branch address) Amount	from other Ad	count with HSBC OR Other Bank
Expected source of funds		
☐ Intra-group financing ☐ Transfer from other HSBC Account ☐ External investment	 ☐ Business income (accumulated profit/retained ☐ Investment by Ultimate Beneficial Owner/Par ☐ Others (please advise) 	tner Sale of property
Country of source of funds		
Please advise the top 10 currencies expected	to flow through the account?	
Please advise the top 10 countries you would	I receive and send money?	
Expected value of annual cash transactions to	hrough the account(s)?	
Expected annual value of inbound and outbo	und cross border wire transfers through the account(s))?
Debit Card Yes No (If yes,	please complete the applicable forms) please fill the alternate channel section) please fill the alternate channel section)	
Customer Contact Details		
Registered office address (in country of inco Name of contact person Registered Office Address	orporation/registration)	
Post Code		City
State		Country
E-mail address		Mobile No
Landline No. Website URL		Fax No
Business address (if different from registere Name of contact person Business Address	d office address)	
D 10 1		
Post Code State		City Country
E-mail address		Mobile No
Landline No. Website URL		Fax No
Correspondence address (if different from r Name of contact person Correspondence Address	egistered/business address) [No Yes
Post Code		City
State		City Country
E-mail address		Mobile No
Landline No.		Fax No

The correspondence address mentioned above will be used by the Bank for overall customer relationship. Submit original documents for verification against each photocopy submitted where requested by the Bank and where applicable.

Connected Party - Individu	ıal			
Connected Party - Individual Please provide details within this section as p Full name		nected Party definition		
Former/ Other name				
Capacity of Connected Party (Please select al	ll which apply)			
Ultimate Beneficial Owner (Ownership	%) 🔲 Member	of Beneficial Owner Family Gr	oup (Ownership	_%)
☐ Sole Authorised Signatory	☐ Partner	Authorised Signatory	Trustee	☐ Karta
☐ Sole Proprietor	☐ Director	Other Related Party (please define)		Key Controller
Power of Attorney		(prodeo derinie)		Settlor
Designation		Date of birth	Natio	onality
Proof of Identity	Document Type _		_ Document Number	
Permanent Account Number (PAN)				
Please provide HSBC Account number, if any				
Residential address				
			Post (Code
City		State	Country	/
Please provide the below details for Ultime	ate Beneficial Owr	er/Settlor/Founder/Donor		
Jurisdiction of Tax Residency				
Sole Traders details (Please note that thes Country of birth		atory for Sole proprietors)	At current addr	ess since
Previous Address (if resident at current address for less than 3 years)	City		Country	
Taxpayer Identification Number				
Jurisdiction of Tax Residency 'In case of multiple please mention all				
Connected Party - Individual				
Full name				
Former/ Other name				
Capacity of Connected Party (Please select al	Il which apply)			
☐ Ultimate Beneficial Owner (Ownership	%) 🔲 Member	of Beneficial Owner Family Gr	oup (Ownership	_%)
☐ Sole Authorised Signatory	☐ Partner	Authorised Signatory	Trustee	☐ Karta
☐ Sole Proprietor	☐ Director	Other Related Party (please define)		Key Controller
☐ Power of Attorney				Settlor
Designation		Date of birth	Natio	onality
Proof of Identity	Document Type _		_ Document Number	
Permanent Account Number (PAN)				
Please provide HSBC Account number, if any				
Residential address				
			Po	ost Code
City			Country	·
Please provide the below details for Ultima	ate Beneficial Own	er/Settlor/Founder/Donor		

Jurisdiction of Tax Residency

Connected Party - Individual Full name			
Former/ Other name			
Capacity of Connected Party (Please select al			
☐ Ultimate Beneficial Owner (Ownership ☐ Sole Authorised Signatory ☐ Sole Proprietor ☐ Power of Attorney		d Signatory	_%) Karta Key Controller Settlor
Designation	Date of bi	irth Nati	onality
Proof of Identity	Document Type	Document Numbe	r
Permanent Account Number (PAN)			
Please provide HSBC Account number, if any			
Residential Address			
			Post Code
City	State	Count	ry
Please provide the below details for Ultima	ate Beneficial Owner/Settlor/Found	der/Donor	
Jurisdiction of Tax Residency			
Connected Party - Individual Full name Former/ Other name Capacity of Connected Party (Please select al			
 ☐ Ultimate Beneficial Owner (Ownership ☐ Sole Authorised Signatory ☐ Sole Proprietor ☐ Power of Attorney Designation 	Partner Authorised	d Signatory Trustee In the state of the st	☐ Karta
Proof of Identity	Document Type		r
Permanent Account Number (PAN)			
Please provide HSBC Account number, if any			
Residential address			
			Post Code
City	State	Count	ry
Please provide the below details for Ultima Jurisdiction of Tax Residency	ate Beneficial Owner/Settlor/Found	der/Donor	
For the Directors, not identified in the al	pove tables, please provide the fol	lowing details:	
Name	2.2.2.7, p. 2.3.5 p. 3.1.40 101	Date of birth	Country of Residence

Alternate Channel Delegates Delegate 1 Full name Previous/Former name PAN Date of birth Nationality Proof of Identity Document Type _ Document Number _ Please provide HSBC Account number, if any E-mail address Mobile No. Residential address Correspondence address (deliverables for delegates will be dispatched on this address) **Business Debit Card** ☐ No ☐ Yes (If Yes, Please tick the access required) ☐ International Access ☐ Domestic Access Mobile Alerts ☐ No ☐ Yes (If Yes, fill amount in space provided) 1. Credit > Amount (eg. If you fill in ₹5,000 you shall receive an alert every time your account is credited with an amount of ₹5,000 or more) 2. Debit > Amount (eg. If you fill in ₹5,000 you shall receive an alert every time an amount of ₹5,000 or more is debited from your account) 3. Balance > Amount (eg. If you fill in ₹75,000 you shall receive an alert every time your account balance goes above ₹75,000) 4. Balance < Amount (eg. If you fill in ₹75,000 you shall receive an alert every time your account balance falls below ₹75,000) Delegate 2 Full name Previous/Former name PAN _____ Date of birth Nationality Proof of Identity Document Type . Document Number _ Please provide HSBC Account number, if any E-mail address Mobile No. Residential address Correspondence address (deliverables for delegates will be dispatched on this address) **Business Debit Card** □ No □ Yes (If Yes, Please tick the access required) ☐ International Access ☐ Domestic Access Mobile Alerts ☐ No ☐ Yes (If Yes, fill amount in space provided) 1. Credit > Amount (eg. If you fill in ₹5,000 you shall receive an alert every time your account is credited with an amount of ₹5,000 or more) 2. Debit > Amount (eg. If you fill in ₹5,000 you shall receive an alert every time an amount of ₹5,000 or more is debited from your account) 3. Balance > Amount

4. Balance < Amount

(eg. If you fill in ₹75,000 you shall receive an alert every time your account balance goes above ₹75,000)

(eg. If you fill in ₹75,000 you shall receive an alert every time your account balance falls below ₹75,000)

Authorised Signatories

I/we agree shall also serve as my/our specimen signature(s) for the selected account to be held in the Bank's record.

Name	Name
Contact Number	Contact Number
Signature (as per mandate/Board Resolution)	Signature (as per mandate/Board Resolution)
With entity stamp/seal (non-mandatory)	With entity stamp/seal (non-mandatory)
Name	Name
Contact Number	Contact Number
Signature (as per mandate/Board Resolution)	Signature (as per mandate/Board Resolution)
With entity stamp/seal (non-mandatory)	With entity stamp/seal (non-mandatory)
Name	Name
Contact Number	Contact Number
Signature (as per mandate/Board Resolution)	Signature (as per mandate/Board Resolution)
With entity stamp/seal (non-mandatory)	With entity stamp/seal (non-mandatory)
Name	Name
Contact Number	Contact Number
Signature (as per mandate/Board Resolution)	Signature (as per mandate/Board Resolution)
With entity stamp/seal (non-mandatory)	With entity stamp/seal (non-mandatory)

- Notes: (1) For Sole Proprietorship, Single Holder (Individual) and HUF account, please provide specific Power of Attorney (POA) favouring Authorised Signatory (if any).

 (2) All payment instructions above a threshold amount (to be communicated by the Bank from time to time) shall be validated by HSBC with one of the authorised signatory mentioned above through telephone. In case any person other than the above list of authorised signatories is to be nominated as designated person for payment transaction authorisation, please provide the details in 'Call Back Contact Detail Form' which is available on our website www.hsbc.co.in (Application Forms section).

 (3) Information about HSBC's Terms of Dealing for Global Markets across FX, Metals, Fixed Income and Equities including electronic copies and future updates can be found here: https://www.absh.bcs.com/call.trips/projects/trans.org/call.trips

 - here: https://www.gbm.hsbc.com/solutions/markets/terms-of-dealing

 (4) For HSBCnet, you can appoint/cancel authorized users directly via HSBCnet User Management Tool. For further enquiries, please contact your Relationship Manager or contact HSBCnet Service Hotline at Toll free Number- 1800 120 2210; From Overseas- +91-022-50323533

Submit original documents for verification against each photocopy submitted where requested by the Bank and where applicable.

ustomer Declaration

	I/We confirm having read and understood the the Terms and Conditions governing the relev guidelines, Account Rules, Tariff Guide, Terms Account on its website www.hsbc.co.in. All the Conditions that may be formulated and establing govern the Current Account.	ant Account(s). The Hongkon s and Conditions (and the am ne details mentioned herein, t	g and Shanghai Banking Corpo endments/supplements thereto) he declarations, along with all t	ration Limited (HSBC) shall publish the which are applicable to the Current he guidelines, Tariff Guide, Terms and
	For further details about Service Charges and	Fees applicable to the Accou	nt, please visit www.hsbc.co.in	
2.	☐ I/We hereby confirm, The Entity is not avail soon as any Cash Credit / Overdraft facility	9 ,		dertakes to inform HSBC in writing as
3.	I/We hereby confirm (please tick as applicable	e)		
	☐ Entities with Zero Credit facilities - The writing as soon as total credit facility availed	, , , , , , , , , , , , , , , , , , , ,		ank and undertakes to inform HSBC in
	☐ Entities with Credit facilities less than I inform HSBC in writing as soon as total cre	•	,	
	☐ Entities with Credit facilities from INR undertakes to inform HSBC in writing as so			
	I/We hereby confirm, The Entity is availing cre	edit facility (exposure) with oth	ner banks as per details given be	elow:
	Bank Name	CC/OD facility (YES/NO)	CC/ OD exposure (INR)	Total Credit Exposure (fund based and NON fund based) INR
ļ.	I/We declare that only the above individuals a provide HSBC with the latest details of such in		nd when there is a change in th	e ownership pattern of the Entity, we will
).	I/We confirm that I/we am/are complying with Contribution (Regulation) Act, 2010 (FCRA), a			
6.	I/We will intimate the Bank of any change in c	our 'residential status' from tir	me to time in terms of FEMA.	
7.	I/We hereby declare that all foreign exchange designed for the purpose of any contravention	•	•	ne to time will not involve and will not be
3.	For FCRA Accounts:			
	☐ I/We declare that the Entity will be accepti	ng/receiving Foreign Contribu	utions as defined under FCRA in	this Account.
).	For Deposit Accounts:			
	I/We understand and acknowledge that deposit in India where the deposit is placed and that the HSBC Group entity worldwide.	•	•	
	I/We understand and acknowledge that change	ges in laws and rules in India	may affect the liability of HSBC	to repay any depositor outside India.

I/We understand that all deposits and lending against such deposit(s) shall be subject to the laws of India (including FEMA, wherever applicable), as amended from time to time.

10. For NRO Accounts:

I/We declare that the Entity will not make available to any person resident in India any foreign exchange against reimbursement in India in Rupees or in any other manner.

I/We undertake that in cases of debits to the NRO Account for the purpose of investment in India and credits representing sale proceeds of investments, will be in accordance with applicable RBI regulations in this regard.

- 11. I/We also hereby agree and undertake to give such information/documents as will reasonably satisfy you about the transaction in terms of the above declarations.
- 12. I/We also understand that if I refuse to comply with any such requirement or make only unsatisfactory compliance therewith the Bank shall refuse in writing to undertake the transaction and shall if it has reason to believe that any contravention/evasion is contemplated by me/us report the matter to RBI.
- 13. I/We acknowledge that the Bank may disclose information about me/us to credit information companies or as permitted by any law, rule or regulation or at the request of any public or regulatory authority or if such disclosure is required for the purposes of preventing fraud, without any further specific consent or authorisation from me/us.
- 14. I/We further understand that credit information companies: may use, process and furnish for consideration the said information and data disclosed by the Bank in the manner as deemed fit by them as may be specified by RBI in this behalf.

15. I/We authorise HSBC:

- (a) to submit or make available to other members of the HSBC Group*, or any designated agent of theirs, any application(s) made by me/us to any member(s) of the HSBC Group for availing financial product(s) and services, together with any related documentation or information; and
- (b) to obtain and to give or make available to any member(s) of the HSBC Group*, or their agents, credit information about me/us (including credit scores and reports from credit reference agencies) for the purpose of assessing my/our qualification for the requested financial product(s), and in addition to obtain, give or make available to any member(s) of the HSBC Group credit scores and reports in connection with any update, renewal, extension, collection or review of any of the accounts opened pursuant to my/our application(s);
- (c) in the course of managing our relationship with you and where necessary to comply with our compliance obligation/money laundering prevention obligations, to record, obtain and to give or make available to any member(s) of the HSBC Group, or their agents, information about our directors and employees;
- (d) unless and until I/we direct otherwise, to update information about me/us as provided hereinabove and/or in any such application(s) or related documentation, or obtained in the course of, or for the purpose of, making any application for financial products and services (including but not limited to any credit information), onto a database which may be accessed by the member(s) of the HSBC Group.

I/We am/are aware that full details of the use to which the said information can be put to by HSBC and other members of the HSBC Group are set out in the HSBC's and/or such other HSBC Group member's terms and conditions and/or privacy policy and that nothing contained in this consent shall absolve any member of the HSBC Group of their obligation to comply with their terms and conditions and/or privacy policy.

I/We understand that standards of data/privacy protection laws in the country(ies) in which I/we am/are applying for the requested financial product(s) and services may vary but that my/our information will be protected by a strict code of secrecy and security which all members of the HSBC Group, their staff and any third parties with whom such information is shared, are subject to.

16. I/We, hereby agree and give consent to the Bank, for all transactions, whether domestic or cross-border, received by the Bank through fax or in original, which are above the applicable threshold limit (which threshold shall be defined and updated as per the Bank's security policies from time to time), to validate the transaction details with the below designated personnel through telephone. I/We understand that where the designated personnel are not reachable despite two attempts or where the verification^ is not successful, the request(s) may either be rejected by the Bank or processed on a best effort basis solely at the Bank's discretion without any liability on the part of the Bank, in order to ensure fraud prevention and better security of our account.

Name of the primary designated contact person	(1)	(2)	(3)
Contact Landline number(s) with STD codes)	(1)	(2)	(3)
Mobile	(1)	(2)	(3)

^Verification would be conducted basis a set of 'Static' and 'Dynamic' questions. 'Static' questions would be related to your company itself whereas 'Dynamic' questions would be related to your relationship with the Bank. The designated personnel would be required to correctly answer minimum 3 out of maximum 8 questions asked. The Bank may revise this Call Back and verification procedure time to time and notify the same to the customer. Upon such notification, the customer shall be deemed to have agreed to such amendments to the said process.

- 17. For the applicant (or the Beneficial Owner(s) of the applicant) which is a company incorporated in a country that permits issuance of bearer shares or share warrants We hereby confirm and warrant that neither we nor any of our Beneficial Owner(s) has issued any bearer shares or bearer share warrants. We further undertake that neither we nor any of our Beneficial Owner(s) shall issue or convert any of its existing shares into bearer shares or bearer share warrants without notifying HSBC.
- 18. I/We declare and confirm that the charter documents of the legal entity submitted by us or obtained to the extent available on Registrar of companies/ public domain including but not limited to Memorandum of Association, Articles of Association, Certificate of Incorporation, partnership deed in case of LLP and details in Company Master data are correct and up to date, and any changes to the said charter documents of the legal entity shall be duly informed to the Bank.
- 19. I/We declare that the information given herein by me/us is true and correct, which HSBC is entitled to verify directly or through any third party agent. I/We also agree that, if any such declarations made by me/us are found to be incorrect, HSBC is not bound to pay any interest on the Account(s) opened by me/us and is entitled to terminate the Account relationship.
- 20. I/We understand that paper statements will be made available on monthly basis by default. For an electronic statement, customers need to apply for HSBCnet services and the same can be accessed only by logging into HSBCnet.
- 21. HSBC reserves the right to decline the Account Opening Form without assigning any reason for the same.

Signature of the Sole Proprietor/All Partners/Karta/Trustee/Chairman/Company Secretary/Two Director or Person(s) authorised for account opening as per Board Resolution

| Signature (as per mandate/Board Resolution) |
|---|---|---|---|
| | | | |
| | | | |
| | | | |
| With entity stamp/seal (non-mandatory) |

Full Name and PeopleSoft ID of HSBC Employee in whose presence the account opening form is signed

Name	
PeopleSoft ID	 Signature of interviewing Bank Employee
Date	
Place	

Annexure I

(As referred to in the 'Services to be availed by the Delegate' section of this form)

Business Debit Card Limit

• The default Maximum Daily Debit Card limits are as below. These limits represent the maximum cumulative daily limit on transactions that can be performed by authorised users of the Company/Society/Association/Trust

Maximum Daily Debit Card Limit (INR)	Business Vantage	Business Select	Business Select Account
Cash Withdrawal Limit	75,000	100,000	200,000
Merchant Transaction Limit	40,000	50,000	75,000
Fund Transfer Limit (within HSBC)	75,000	100,000	150,000
Bill Payment Limit	250,000	250,000	250,000

Default Limits for Mobile Alerts for Business

Current account gets credited with amount above ₹5,000

Current account gets debit balance for amount above ₹5,000

Current account balance goes below ₹100,000

Current account balance goes above ₹500,000

Note: Mini statement on every Monday for last 5 entries in the account.

In case you wish to change the above limits, please call the call centre after the account is activated.

Annexure 2 Connected Party - Definitions

Det					
Deta	Details are required within this section on the following individuals within the business:				
1.		 In relation to a corporation (if fulfils any of the following criteria): means an individual who: owns or controls, directly or indirectly, including through a trust or bearer share holding, not less than 10% of the issued share capital of the corporation or, is directly or indirectly, entitled to exercise or control the exercise of not less than 10% of the voting rights at general meetings of the corporation or, exercises ultimate control over the management of the corporation or, if the corporation is acting on behalf of another person, means the other person 			
	Beneficial Owner (BO)	 2. In relation to a partnership (if fulfils any of the following criteria): means an individual who: is entitled to or controls, directly or indirectly, not less than 10% share of the capital or profits of the partnership; or is directly or indirectly, entitled to exercise or control the exercise of not less than 10% of the voting rights in the partnership; or exercises ultimate control over the management of partnership; or if the partnership is acting on behalf of another person, means the other person 			
		 3. In relation to a trust (if fulfils any of the following criteria): means an individual who: is entitled to a vested interest in not less than 10% of the capital of the trust property, whether the interest is in possession or in the remainder or reversion and whether it is defeasible or not; or the settlor of the trust; or a protector or enforcer of the trust; or an individual who has ultimate control over the trust 			
		 4. In relation to a person other than (1) to (3) (if fulfils any of the following criteria): means an individual who: ultimately owns or controls the person; or relevant natural person who holds the position of senior managing official 			
2.	Key Controller (KC)	Key Controller is an individual appointed to exercise direct control over the entity, by participating in the governance or senior/executive activities of the business. Key Controller typically sets the strategic direction of the entity and exercises control jointly with other directors or senior executives. It can be a corporate entity. Someone who is elected or appointed to exercise more direct control over the entity, by participating in the governance or senior executive activities of the business. Key Controllers typically set the strategic direction of the entity. The following roles are considered as Key controller - Executive Directors (which includes the Chairman of the Board), CEO (if he/she is not concurrently the Executive Director), CFO (if he/she is not concurrently the Executive Director), Sole Authorised Signatory, Managing Partner, Any individual who holds a power of attorney to act on behalf of the above roles, Family members controlling the company who are not captured as Beneficial Owners.			
3.	Direct Appointee	Direct Appointee is an individual authorised under an executed instrument of the entity to act on its behalf with respect to the banking relationship, and to appoint authorised signatories or delegate authority to others to represent the business in limited circumstances, e.g. the Company secretary. Direct Appointee is typically appointed by the Board of Directors or Key Controllers. It can be a corporate entity.			
4.	Authorised Signatory	Is a customer's staff member who receives delegated authority to the customer's HSBC products and services.			
5.	Director	A Director is an appointed member of the Board of Directors for the business and may be either an executive or a non-executive. The roles and responsibilities of a Board of Directors will vary according to the type of entity. A Director may or may not be a Key Controller. For entities, certain Directors and managers will be classified as Key Controllers, due to their ability to exercise significant control over an entity and to have a substantial influence over the day-to-day management of the business.			