

## CLIENT SUITABILITY ASSESSMENT FORM (FOR DIRECT AGENCY)

This Client Suitability Assessment (CSA) Form will guide you in choosing investment outlets that are best suited to your investment objectives, preference, experience, and risk appetite. It is important to provide accurate and complete information to ensure appropriate solutions are discussed. The information you will provide will be the basis of our recommendations. For all questions below, each choice has a corresponding score as indicated by the number enclosed in the parenthesis. Kindly tick off the box that best corresponds to your answer and sum up your scores at the end. Only one (1) answer to be selected per question. You will know your risk profile by referring to the scoring guide found at the back. Thank you.

### PERSONAL DATA

|             |                   |                      |  |
|-------------|-------------------|----------------------|--|
| <b>NAME</b> | <b>DATE TAKEN</b> | <b>POLICY NUMBER</b> | <b>HOW OLD ARE YOU ON YOUR NEXT BIRTHDAY? *</b><br><input type="checkbox"/> [1] 61 and above <input type="checkbox"/> [2] 41 to 60 <input type="checkbox"/> [3] 40 and below |
|-------------|-------------------|----------------------|--|

### FINANCIAL AND INVESTMENT PROFILE

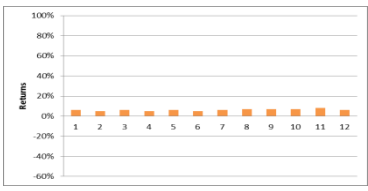
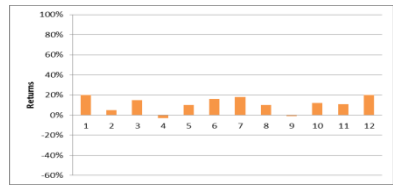
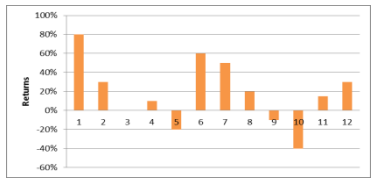
|  |  |
|--|--|
| <b>1. APPROXIMATE ANNUAL INCOME</b><br><input type="checkbox"/> [1] Php 100k to Php 500k <input type="checkbox"/> [2] Php 500k to Php 1M <input type="checkbox"/> [3] Greater than Php 1M                            | <b>2. APPROXIMATE LIQUID FUNDS</b><br><input type="checkbox"/> [1] Php 100k to Php 500k <input type="checkbox"/> [2] Php 500k to Php 1M <input type="checkbox"/> [3] Greater than Php 1M   |
| <b>3. How do you perceive your level of investment experience?</b><br><input type="checkbox"/> [1] No experience<br><input type="checkbox"/> [2] Fairly experienced<br><input type="checkbox"/> [3] Very experienced | <b>4. In what investment/saving instruments have you put your money into?</b><br><input type="checkbox"/> [1] In bank deposits, BSP SDAs, and money market placements<br><input type="checkbox"/> [2] In medium-to-long term government securities<br><input type="checkbox"/> [3] In mutual funds, UITFs, and corporate bonds<br><input type="checkbox"/> [4] In domestic and global stocks and in foreign currency |

### INVESTMENT OBJECTIVES

|  |   |
|--|---|
| <b>5. What statement best defines your investment objectives?</b><br><input type="checkbox"/> [1] To prevent loss of principal of my investments and generate interest income. Low but positive returns are preferred. Losses should be avoided.<br><input type="checkbox"/> [2] To preserve the real value of my investment and generate interest income. Minimal risk can be taken in order to earn higher returns than regular deposits.<br><input type="checkbox"/> [3] To grow my investments from a combination of interest income and capital appreciation. Moderate risk can be tolerated in exchange for some capital appreciation.<br><input type="checkbox"/> [4] To grow my investments with significant capital appreciation. There is tolerance for large negative returns, for higher volatility and for possible loss of investment. | <b>6. How would you describe your investment horizon and liquidity requirements?</b><br><input type="checkbox"/> [1] Less than 5 years – the funds are the main source of liquidity<br><input type="checkbox"/> [2] 5 to 10 years – the funds may be used in the medium term<br><input type="checkbox"/> [3] Greater than 10 years – the funds are for long-term investment |
|--|---|

### RISK APPETITE

7. What set of portfolio returns would you be most comfortable with? (Returns on the graphs are for illustration only. They are neither actual nor expected returns.)

|  |   |   |
|--|---|---|
| <input type="checkbox"/> [1] Conservative<br> <p>There are relatively minimal fluctuations in the portfolio's returns. The portfolio produces steady yields.</p> | <input type="checkbox"/> [2] Moderate<br> <p>There are moderate fluctuations in the portfolio's returns. The portfolio produces modest interest income and capital appreciation.</p> | <input type="checkbox"/> [3] Aggressive<br> <p>There are large fluctuations in the portfolio's returns. The portfolio may achieve substantial gains but with risk of potential loss.</p> |
|--|---|---|

8. What would be your preferred asset allocation?

|   |   |
|---|---|
| <input type="checkbox"/> [1] 100% in liquid investments withdrawable anytime<br><input type="checkbox"/> [2] 100% in fixed-income securities<br><input type="checkbox"/> [3] A large portion in fixed-income securities and a portion in equities | <input type="checkbox"/> [4] A balanced portion in fixed-income securities and equities<br><input type="checkbox"/> [5] A small portion in fixed-income securities and a large portion in equities<br><input type="checkbox"/> [6] 100% in equities |
|---|---|

### CLIENT CONFORME

My signature below indicates that:

- I understand that this Client Suitability Assessment is used as a guide for the Financial Advisor to present or recommend variable unit-linked life (VUL) investment funds.
- I understand that VUL products are neither deposit accounts, nor are their performance or returns guaranteed by Insular Life, I acknowledge that these are not insured or governed by PDIC.
- I will formally notify the Financial Advisor of changes to my personal and/or financial situation that would change my risk profile. I acknowledge that the Client Suitability Assessment is subject to review at least every three (3) years.
- The Financial Advisor has explained and discussed with me in detail the results of my Client Suitability Assessment, the basis of the Financial Advisor's recommendation, and the terms and conditions of the recommended investment outlet.

TOTAL SCORE: \_\_\_\_\_ RISK PROFILE: \_\_\_\_\_

\_\_\_\_\_  
 CLIENT  
 Signature over Printed Name

\_\_\_\_\_  
 DATE

I have explained to you in detail and discussed with you the following:

- [1] results of Client Suitability Assessment    [2] basis of my recommendation    [3] terms and conditions of the recommended investment outlet

\_\_\_\_\_  
 FINANCIAL ADVISOR  
 Signature over Printed Name

\_\_\_\_\_  
 DATE

\*Younger respondents are assumed to have a longer time horizon for their financial assets to grow

We shall keep this CSA form and the information herein strictly confidential. In case the circumstances or preferences of the client changes, the client should request that another CSA form be accomplished to evaluate client's risk profile given the changes in risk appetite, investment objectives, and in any financial circumstance that would have significant effect in client's ability or willingness to take risk.

# Client Suitability Assessment Scoring Guide

| Score                       | Type of Investor   | Recommended VUL Fund(s)  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
|-----------------------------|--|--|------|-----------|-------------|----|-------------|----|-------------------------|----|----------|----|-----------------------------|----|-------------------------|----|---------------|----|----------------------|----|----------------------|----|
| 9-16                        | <p><u>Conservative</u></p> <p>You seek to protect your capital and are somewhat concerned when this does not occur. You have a very basic understanding of the financial markets and their operations. When you think of the term risk, you think it means “danger”. When you make an investment decision, you would be very comfortable taking very low risks and you are not very comfortable with the concept of risk.</p>  | <ul style="list-style-type: none"> <li>○ Peso/Dollar Money Market Fund</li> </ul>  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| 17-20                       | <p><u>Moderately Conservative</u></p> <p>You are prepared to establish a diversified portfolio to partially protect you from inflation. You have a general understanding, but would like to have a broader understanding of investment products, to explore the the potential for financial returns and the risks involved. When you think of the term risk, you think it means, “uncertainty”. You are prepared to accept a moderate level of risk (and therefore volatility) in the overall capital value of your investments.</p>   | <ul style="list-style-type: none"> <li>○ Peso/Dollar Fixed Income Fund</li> </ul>  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| 21-26                       | <p><u>Moderately Aggressive</u></p> <p>You understand that financial markets can and will fluctuate and that different market sectors offer different levels of risks, income, and growth. When you think of the term risk, you think it means “possibilities”. You are high risk taker and can accept moderate to high levels of investment risk.</p>   | <ul style="list-style-type: none"> <li>○ Balanced Fund</li> </ul>  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| 27 and up                   | <p><u>Aggressive</u></p> <p>You are interested in capital growth and accumulating wealth and are willing to accept higher risk to achieve your long term financial goals. You understand the cyclical nature of investments and accept that there will be a very high level of volatility in the value of your investments. When you think of the term risk, you think it means “thrill”. When you make investment decision, you always focus on the possible gains. You can accept very high levels of variability in returns, as you understand that the higher risks associated with investments, potentially the higher level of returns expected.</p> | <table border="1"> <thead> <tr> <th>Fund</th> <th>Min Score</th> </tr> </thead> <tbody> <tr> <td>Equity Fund</td> <td>27</td> </tr> <tr> <td>Growth Fund</td> <td>27</td> </tr> <tr> <td>Peso Global Equity Fund</td> <td>27</td> </tr> <tr> <td>ONE Fund</td> <td>29</td> </tr> <tr> <td>Peso Global Technology Fund</td> <td>29</td> </tr> <tr> <td>Dollar Opportunity Fund</td> <td>31</td> </tr> <tr> <td>Guardian Fund</td> <td>31</td> </tr> <tr> <td>Select Equities Fund</td> <td>31</td> </tr> <tr> <td>Recovery Equity Fund</td> <td>31</td> </tr> </tbody> </table> | Fund | Min Score | Equity Fund | 27 | Growth Fund | 27 | Peso Global Equity Fund | 27 | ONE Fund | 29 | Peso Global Technology Fund | 29 | Dollar Opportunity Fund | 31 | Guardian Fund | 31 | Select Equities Fund | 31 | Recovery Equity Fund | 31 |
| Fund                        | Min Score  |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Equity Fund                 | 27   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Growth Fund                 | 27   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Peso Global Equity Fund     | 27   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| ONE Fund                    | 29   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Peso Global Technology Fund | 29   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Dollar Opportunity Fund     | 31   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Guardian Fund               | 31   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Select Equities Fund        | 31   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |
| Recovery Equity Fund        | 31   |  |      |           |             |    |             |    |                         |    |          |    |                             |    |                         |    |               |    |                      |    |                      |    |