

CLIENT SUITABILITY ASSESSMENT FORM (FOR BANCASSURANCE)

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

NAME	DATE TAKEN	POLICY NUMBER	HOW OLD ARE YOU ON YOUR NEXT BIRTHDAY? *
			[1] 61 and above [2] 41 to 60 [3] 40 and below

FINANCIAL AND INVESTMENT PROFILE

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

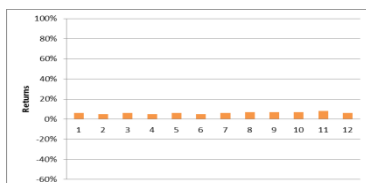
INVESTMENT OBJECTIVES

5. What statement best defines your investment objectives? [1] To prevent loss of principal of my investments and generate interest income. Low but positive returns are preferred. Losses should be avoided. [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. [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. [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.	6. How would you describe your investment horizon and liquidity requirements? [1] Less than 5 years – the funds are the main source of liquidity [2] 5 to 10 years – the funds may be used in the medium term [3] Greater than 10 years – the funds are for long-term investment
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RISK APPETITE

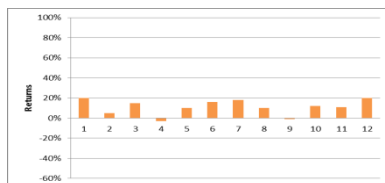
7. What set of portfolio returns would you be most comfortable with? (Returns on the graphs are for illustration only. They are neither actual nor expected returns.)

[1] Conservative



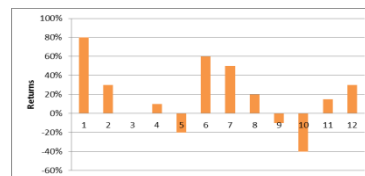
There are relatively minimal fluctuations in the portfolio's returns. The portfolio produces steady yields.

[2] Moderate



There are moderate fluctuations in the portfolio's returns. The portfolio produces modest interest income and capital appreciation.

[3] Aggressive



There are large fluctuations in the portfolio's returns. The portfolio may achieve substantial gains but with risk of potential loss.

8. What would be your preferred asset allocation?

- [1] 100% in liquid investments withdrawable anytime
 [2] 100% in fixed-income securities
 [3] A large portion in fixed-income securities and a portion in equities

- [4] A balanced portion in fixed-income securities and equities
 [5] A small portion in fixed-income securities and a large portion in equities
 [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 not deposit accounts, or an obligation of, or guaranteed, or insured by the Union Bank of the Philippines or its affiliates or subsidiaries. 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	<u>Conservative</u> 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.	<ul style="list-style-type: none">○ Peso/Dollar Money Market Fund																				
17-20	<u>Moderately Conservative</u> 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.	<ul style="list-style-type: none">○ Peso/Dollar Fixed Income Fund																				
21-26	<u>Moderately Aggressive</u> 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.	<ul style="list-style-type: none">○ Balanced Fund																				
27 and up	<u>Aggressive</u> 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.	<table><tr><th>Fund</th><th>Min Score</th></tr><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></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
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