



INVESTMENT QUESTIONNAIRE FOR INVESTMENT ADVISORY - NATURAL PERSON

Client

Name and surname	
Date of birth	
CIF	

Client's address

Street name and number	
City	
Postcode	

(hereinafter "**the Client**")

UniCredit Bank Czech Republic and Slovakia, a.s., with registered seat in Prague 4 - Michle, Želetavská 1525/1, Postcode: 140 92, Company ID: 649 48 242, registered in the Commercial Register maintained by the Municipal Court in Prague, Section B, Insert no. 3608 (hereinafter "**the Bank**") is obliged under the provision of the Act no. 256/2004 Coll., on capital market undertakings, as amended (hereinafter "**the Act**"), in particular Article 15h and 15i of the Act, to obtain necessary information on professional knowledge and experience of the Client in the area of investment (or Client's financial background and investment objectives). In doing so, the Bank shall base itself on this Investment Questionnaire. Information required by the Bank from the Client in this Investment Questionnaire is needed so that the Bank can provide investment services while acting in the best qualified, honest and fair manner and in the Client's best interest. The Bank will further use information obtained from the Investment Questionnaire for the purpose of evaluating compatibility of instruments with the needs, characteristics and objectives of the Client.

Questions of the Investment Questionnaire

The Bank requests hereby, in connection with the above stated reasons, complete, accurate and true answers on following questions. If the Client does not quite understand some question or he is not sure about its meaning or formulation, he asks the Bank for explanation before he answers the question, whereas the Bank shall provide him all necessary explanation.

APPROPRIATENESS

Knowledge and experience - General questions

1	Do you have any education or qualification in relation to trading financial instruments?	
	a. No.	<input type="checkbox"/>
	b. Yes, university degree with focus, apart from other, on financial markets and financial instruments.	<input type="checkbox"/>
	c. Yes, I have passed professional examination or I have attended professional course focused on financial instruments (broker exam, professional education for registration of an investment broker, tied agent etc.).	<input type="checkbox"/>
2	Does your current or previous occupation have a relation to trading financial instruments?	
	a. No.	<input type="checkbox"/>
	b. Partially – I work or I used to work for more than one year in financial sector, but I do not occupy a position directly connected to trading financial instruments.	<input type="checkbox"/>
	c. Yes, I occupy, or I used to occupy for more than one year a position directly connected to trading financial instruments (e.g. broker, portfolio manager, investment consultant etc.).	<input type="checkbox"/>
3	What is the nature of trade and services regarding financial instruments that you are experienced with?	
	a. I don't have experience with any investment service.	<input type="checkbox"/>
	b. I usually trade at my own discretion.	<input type="checkbox"/>
	c. I use investment advisory.	<input type="checkbox"/>
	d. I delegate decision making to others (portfolio management).	<input type="checkbox"/>
4	Return on each asset is connected with certain level of risk. Mark true statement base on your knowledge.	
	a. Return on investment is completely independent from the level of risk.	<input type="checkbox"/>
	b. Lower return on investment is always linked to higher level of risk.	<input type="checkbox"/>
	c. High expected return on investment is usually linked to comparably high level of risk.	<input type="checkbox"/>
	d. I don't know.	<input type="checkbox"/>
5	What kind of impact does insolvency or bankruptcy of the issuer have on invested financial funds of an investor?	
	a. The investor may lose up to all financial funds invested into the financial instruments of the issuer.	<input type="checkbox"/>
	b. Insolvency has never any impact on financial funds invested by the investor to the financial instruments of the issuer.	<input type="checkbox"/>
	c. The investor has an obligation to pay fixed and variable payments instead of the issuer.	<input type="checkbox"/>
	d. I don't know.	<input type="checkbox"/>

Knowledge and experience

Which of the following financial instruments do you have experience with?

Mutual funds

6.1 Do you have knowledge and/or experience with these financial instruments?

Yes
No

6.2 What is the level of your knowledge in relation to these financial instruments?

a. I know them very well.
b. I know them.
c. I don't know them.

6.3 If you know these financial instruments, please, select correct answer out of following statements.

- a. Money-market funds invest to instruments with high market risk and low liquidity.
b. The value of purchased mutual funds may fall below the value of the invested amount.
c. Bond funds are always of higher risk than equity funds.
d. I don't know.

6.4 How long have you been investing into these financial instruments?

- a. I have not invested so far.
b. Less than one year.
c. More than one year and less than three years.
d. More than three years.

6.5 How often do you invest into these financial instruments?

- a. I don't invest into these financial instruments.
b. Once a year or exceptionally.
c. Once in three months.
d. Once a month.
e. More than once a month.

6.6 How much did you invest into these financial instruments in the last year?

- a. I did not invest in the last year.
b. Up to CZK 50,000.
c. More than CZK 50,000.

Bonds

7.1 Do you have knowledge and/or experience with these financial instruments?

Yes
No

7.2 What is the level of your knowledge in relation to these financial instruments?

a. I know them very well.
b. I know them.
c. I don't know them.

7.3 If you know these financial instruments, please, select correct answer out of following statements.

- a. Investment into government bonds is risk-free (they don't bear any credit risk).
b. Rise in interest rates usually causes decrease in bond prices.
c. Corporate bonds are considered risk-free alternative to term deposits.
d. I don't know.

7.4 How long have you been investing into these financial instruments?

- a. I have not invested so far.
b. Less than one year.
c. More than one year and less than three years.
d. More than three years.

7.5 How often do you invest into these financial instruments?

- a. I don't invest into these financial instruments.
b. Once a year or exceptionally.
c. Once in three months.
d. Once a month.
e. More than once a month.

7.6 How much did you invest into these financial instruments in the last year?

- a. I did not invest in the last year.
b. Up to CZK 50,000.
c. More than CZK 50,000.

Equities

8.1 Do you have knowledge and/or experience with these financial instruments?

Yes
No

8.2 What is the level of your knowledge in relation to these financial instruments?

a. I know them very well.
b. I know them.
c. I don't know them.

8.3 If you know these financial instruments, please, select correct answer out of following statements.

- a. An equity fund is more diversified investment than an individual equity.
b. Equities are securities that pay out fixed payments to investors.
c. An equity holder is usually not entitled to a share in the profit of a company.
d. I don't know.

8.4 How long have you been investing into these financial instruments?

- a. I have not invested so far.
b. Less than one year.
c. More than one year and less than three years.
d. More than three years.

8.5 How often do you invest into these financial instruments?

- a. I don't invest into these financial instruments.
b. Once a year or exceptionally.
c. Once in three months.
d. Once a month.
e. More than once a month.

8.6 How much did you invest into these financial instruments in the last year?

- a. I did not invest in the last year.
b. Up to CZK 50,000.
c. More than CZK 50,000.

Structured financial instruments with 100 % capital protection

9.1 Do you have knowledge and/or experience with these financial instruments? **9.2 What is the level of your knowledge in relation to these financial instruments?**

Yes
No

a. I know them very well.
b. I know them.
c. I don't know them.

9.3 If you know these financial instruments, please, select correct answer out of following statements.

- a. The structured financial instrument is not subject to the issuer's credit risk (issuer default risk).
b. Guaranteed financial instrument can never be sold before maturity.
c. The structured financial instrument combines the protection of the invested amount (investment in a conservative bond) in conjunction with the participation in the development of the price of the underlying asset (such as an equity index).
d. I don't know.

9.4 If you know these financial instruments, please, select correct answer out of following statements.

- a. Return on the guaranteed structured bond is completely independent from development of the underlying asset.
b. Guaranteed investments protect invested capital when the value of the underlying asset decreases.
c. Guaranteed investments always pay out fixed coupon.
d. I don't know.

9.5 How long have you been investing into these financial instruments? **9.6 How often do you invest into these financial instruments?** **9.7 How much did you invest into these financial instruments in the last year?**

- a. I have not invested so far.
b. Less than one year.
c. More than one year and less than three years.
d. More than three years.

- a. I don't invest into these financial instruments.
b. Once a year or exceptionally.
c. Once in three months.
d. Once a month.
e. More than once a month.

- a. I did not invest in the last year.
b. Up to CZK 100,000.
c. More than CZK 100,000.

Structured financial instruments without 100 % capital protection

10.1 Do you have knowledge and/or experience with these financial instruments? **10.2 What is the level of your knowledge in relation to these financial instruments?**

Yes
No

a. I know them very well.
b. I know them.
c. I don't know them.

10.3 If you know these financial instruments, please, select correct answer out of following statements.

- a. Maximum loss from the structured financial instruments without leverage effect is limited by the invested capital.
b. Structured financial instruments are assets with undefined maturity.
c. Structured financial instruments pay out invested capital in any case regardless of development of the underlying asset.
d. I don't know.

10.4 If you know these financial instruments, please, select correct answer out of following statements.

- a. Structured financial instruments are never traded on public markets.
b. Structured financial instruments yield regular dividend to investors.
c. Guaranteed financial instrument can be considered as less risky than a leverage certificate based on its risk profile.
d. I don't know.

10.5 How long have you been investing into these financial instruments? **10.6 How often do you invest into these financial instruments?** **10.7 How much did you invest into these financial instruments in the last year?**

- a. I have not invested so far.
b. Less than one year.
c. More than one year and less than three years.
d. More than three years.

- a. I don't invest into these financial instruments.
b. Once a year or exceptionally.
c. Once in three months.
d. Once a month.
e. More than once a month.

- a. I did not invest in the last year.
b. Up to CZK 100,000.
c. More than CZK 100,000.

Special alternative investment, real estate, commodity funds (excluding UCITS) and private equity

11.1 Do you have knowledge and/or experience with these financial instruments? **11.2 What is the level of your knowledge in relation to these financial instruments?**

Yes
No

a. I know them very well.
b. I know them.
c. I don't know them.

11.3 If you know these financial instruments, please, select correct answer out of following statements.

- a. Investment into private equity funds is characterised by high liquidity.
b. Number of investors and minimum amount of investment are never limited for the funds of qualified investors.
c. Private equity funds usually invest entrusted capital into companies that are not publicly traded.
d. I don't know.

11.4 If you know these financial instruments, please, select correct answer out of following statements.

- a. ETF abbreviation refers to exchange-traded fund.
b. Shareholder of a closed-end mutual fund must not sell his shares to another shareholder.
c. The advantage of ETF compared to equity funds is that they steadily outperform the S&P500 market index.
d. I don't know.

- 11.5 How long have you been investing into these financial instruments?**
- a. I have not invested so far.
- b. Less than one year.
- c. More than one year and less than three years.
- d. More than three years.
- 11.6 How often do you invest into these financial instruments?**
- a. I don't invest into these financial instruments.
- b. Once a year or exceptionally.
- c. Once in three months.
- d. Once a month.
- e. More than once a month.
- 11.7 How much did you invest into these financial instruments in the last year?**
- a. I did not invest in the last year.
- b. Up to CZK 100,000.
- c. More than CZK 100,000.

Treasury products for individuals

- 12.1 Do you have knowledge and/or experience with these financial instruments?**
- Yes
- No
- 12.2 What is the level of your knowledge in relation to these financial instruments?**
- a. I know them very well.
- b. I know them.
- c. I don't know them.
- 12.3 If you know these financial instruments, please, select correct answer out of following statements.**
- a. A buyer and a seller of an FX forward have an obligation to carry out the conversion on the maturity date at previously agreed exchange rate.
- b. A buyer has the right not to exercise an FX forward and to carry out the conversion at the current market exchange rate.
- c. FX forward serves to secure interest rates.
- d. I don't know.
- 12.4 If you know these financial instruments, please, select correct answer out of following statements.**
- a. A buyer of an option has the right to choose the trade direction (buying or selling).
- b. A seller of an option has an unlimited potential of gain and at the same time, a limited loss.
- c. If an FX option is exercised, the seller of the option has an obligation to carry out exchange under agreed conditions.
- d. I don't know.
- 12.5 How long have you been investing into these financial instruments?**
- a. I have not invested so far.
- b. Less than one year.
- c. More than one year and less than three years.
- d. More than three years.
- 12.6 How often do you invest into these financial instruments?**
- a. I don't invest into these financial instruments.
- b. Once a year or exceptionally.
- c. Once in three months.
- d. Once a month.
- e. More than once a month.
- 12.7 How much did you invest into these financial instruments in the last year?**
- a. I did not invest in the last year.
- b. Up to CZK 100,000.
- c. More than CZK 100,000.

PRODUCT GOVERNANCE

Financial situation taking into account the loss-bearing capacity

- 13 What is the maximum loss you are able to bear without it causing you severe financial disturbance?**
- a. I am not able to bear any loss.
- b. I am able to bear maximum of 10 % loss on invested amount.
- c. I am able to bear maximum of 25 % loss on invested amount.
- d. I am able to bear maximum of 50 % loss on invested amount.
- e. I am able to bear maximum of 100 % loss on invested amount.
- f. I am able to bear maximum of 100 % loss on invested amount including requirements for additional payments.

Risk tolerance and expected return

- 14 What volatility of the investment value are you willing to accept in relation to the expected return on investment?**
- a. Low, I am willing to accept only a low level of risk and volatility of the investment value even if the return on investment is low.
- b. Moderate, I am willing to accept balanced risk and volatility of the investment value with a possibility of higher return on investment in the long term.
- c. High, I am willing to accept substantial risk and short-term volatility in the value of the investment in return for substantial appreciation in the long term.
- d. Aggressive, I am willing to accept high risk and significant volatility in value of the investment in return for a possibility to maximise return on investment.

Investment objectives

- 15 What is the objective of your investment?**
- a. I invest in order to preserve the value of money.
- b. I invest with the purpose of increase in portfolio value.
- c. I invest in order to gain the highest possible appreciation.
- d. I invest with other purpose than stated here, or I have more investment objectives.

Investment horizon

- 16 At what point in time do you intend to use the invested funds?**
- a. I expect to use most of the invested funds within 3 years.
- b. I expect to use most of the invested funds in 3 to 5 years.
- c. I expect to use most of the invested funds in more than 5 years.

ADDITIONAL QUESTIONS FOR ASSESSMENT OF SUITABILITY

Financial situation

17.1 What is the overall value of your assets (financial assets, immovable property, movable property and other assets) after deducting liabilities?

- a. Less than CZK 500,000.
- b. Ranging from CZK 500,001 to 3,000,000.
- c. Ranging from CZK 3,000,001 to 10,000,000.
- d. More than CZK 10,000,000.

17.2 What is the share of the following categories on your overall assets in %? (The sum must equal 100 %.)

- a. Cash.
- b. Securities.
- c. Immovable property.
- d. Others.

17.3 What is the main source of your income?

- a. Wage-earning income.
- b. Pension (retirement, disability...).
- c. Income from investment activity and rental income.
- d. Income from self-employment.
- e. Other income.

17.4 What is your regular monthly disposable income?

(Wage + income from capital + other regular income – liabilities repayment – costs of living – other fixed expenses)

- a. Less than CZK 20,000.
- b. Ranging from CZK 20,001 to CZK 40,000.
- c. Ranging from CZK 40,001 to CZK 80,000.
- d. More than CZK 80,000.

17.5 What is your main source of expenses?

- a. Investment loans or mortgages instalments.
- b. Regular costs of living.
- c. Other expenses.

Risk tolerance and expected return on investment

18.1 Which of the following three options corresponds the best with your ideal portfolio?

- a. It will result in stable return on investment at around 1-2% p.a.
- b. Return on investment may fluctuate in the coming years ranging from -3 to +10%.
- c. It may create return on investment between -15 and + 30% in the coming years with a possible loss reaching the values of originally invested capital under extreme circumstances.

18.2 How much of your assets would you invest into portfolio described in point c. of the question 18.1?

- a. Less than 10 %.
- b. Between 10 and 25 %.
- c. More than 25 %.
