

Suitability assessment questionnaire

The purpose of this questionnaire is to provide Abu Dhabi Commercial Bank PJSC (the "Bank"), ADCB Asset Management Ltd ("AAML") or any of their affiliates with a better understanding of your investment knowledge, experience and risk tolerance.

Your name:

CID:

Investment account number: Date:

I. APPROPRIATENESS QUESTIONNAIRE (Knowledge and Experience)

		Investment Knowledge			Trading Experience			
		Source	Yes	No	Yes*	No	Number of Years	Number of Transactions
Non-Complex Products	Equities	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
	Bonds with no embedded derivatives	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
	Mutual Funds excluding hedge funds	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
	Simple Exchange Traded Funds (ETFs) - non- leveraged, non- derivative based	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
Complex Products	Structured products (structured bonds, notes, deposits)	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
	Bonds with embedded derivatives (puttable, callable, convertible) or with caveats	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
	Derivatives (options, forwards, swaps)	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
	Hedge funds	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year
	Derivative based ETPs (Exchange traded products based on derivatives)	a) Experience b) Education c) Self- obtained					a) Less than 1 year b) 1 year - 3 years c) More than 3 years	a) Less than 10 in a year b) 10 - 50 in a year c) More than 50 in a year

* Test is only applicable if you have knowledge.

II. YOUR FINANCIAL SITUATION

Employment status: Salaried Self-Employed Retired

NET WORTH = (TOTAL ASSETS - TOTAL LIABILITIES) AED:

III. RISK PROFILE QUESTIONNAIRE

How losing money would affect you:

1. What impact would it have on your standard of living if you were to lose money on this investment?

Quick tip (Losing money here refers to the value of your investment portfolio falling below the amount you originally invested because of a drop in the market. For example, if you gave ADCB \$500,000 to invest and later the value of your investments fell to \$475,000.)

- A. It wouldn't have an impact on my standard of living and I wouldn't need to use any additional resources (for example, savings) as a result.
- B. I have other resources I could fall back on.
- C. It would have an impact on my immediate standard of living.

Time frame:

2. When do you want to start spending the money you will save in this account?

- A. Immediately or within the next three years.
- B. Within three to four years.
- C. Within five to six years.
- D. Within seven to ten years.
- E. Not within the next ten years.

3. Once you start spending your money, how long do you expect to continue to withdraw funds from your investment portfolio?

Quick tip (Do you want to spend all your money at once, for example to buy a house? Or do you plan to make the money last over a longer period, for example by paying yourself a yearly income once you retire?)

- A. I plan to withdraw all of my money at once.
- B. I will make withdrawals over two to five years.
- C. I will make withdrawals over six to ten years.
- D. I will make withdrawals over ten years or more.
- E. I don't intend to withdraw the money.

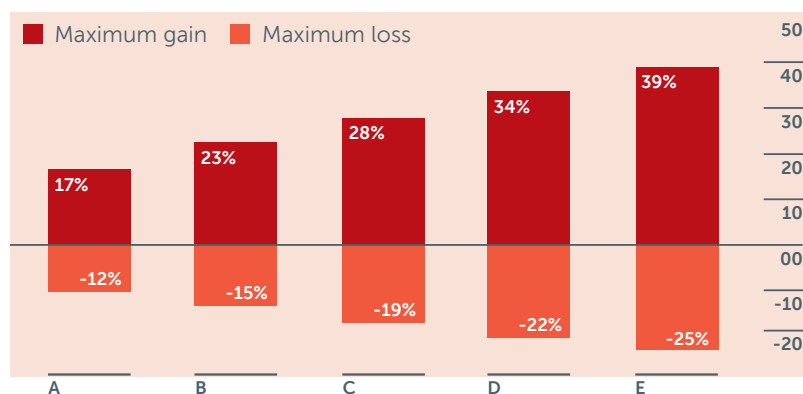
4. Once you start to spend the money in your investment portfolio, how much do you plan to withdraw?

Quick tip (If your investments are worth \$1,000,000 and you want to withdraw a yearly income of 4%, you will need to take out \$40,000 each year.)

- A. I do not intend to take withdrawals.
- B. I plan to withdraw between 0% and 4% of the value of my investments each year.
- C. I plan to withdraw between 4% and 8% of the value of my investments each year.
- D. I plan to withdraw more than half of the value of my investments within three to ten years.
- E. I plan to withdraw all of my investments at once.

Your attitude to risk:

5. Some investments offer the opportunity for a greater gain but with the risk of a greater potential loss. Look at the five scenarios represented in the chart below. Which one would you put your money in?



- Scenario A.
- Scenario B.
- Scenario C.
- Scenario D.
- Scenario E.

6. Imagine you have invested \$1,000,000. Which of the five scenarios below would you want for your investment portfolio?

	Best-case increase (\$)	Most likely result (\$)	Worst-case losses (\$)
<input type="checkbox"/> Scenario A	170,000	45,000	-110,000
<input type="checkbox"/> Scenario B	230,000	60,000	-150,000
<input type="checkbox"/> Scenario C	280,000	70,000	-190,000
<input type="checkbox"/> Scenario D	340,000	80,000	-220,000
<input type="checkbox"/> Scenario E	390,000	90,000	-250,000

7. Investing involves a trade-off between risk and returns. In the past, investments with higher returns have been associated with greater risk and chance of loss. Whereas cautious investments that have had a lower chance of loss also have achieved lower returns. Which of the following statements best describes your attitude to risk?

- A. I am most concerned with risk. I am willing to accept lower returns in order to limit the risk of loss.
- B. I am willing to accept some risk and chance of loss in an effort to achieve modest but somewhat higher returns.
- C. I am willing to accept moderate risk in order to achieve higher returns. Reducing risk and increasing returns are equally important to me.
- D. I want to achieve strong returns on my investments. I am willing to accept somewhat higher risk and chance of loss.
- E. I am mainly concerned with getting the highest possible returns on my investments. I am willing to accept significant rises and falls in the value of my investments and a significant chance of loss.

8. Suppose ADCB has invested \$1,000,000 of your money and it's fallen in value to \$800,000. Assuming that this happens at an early stage of your intended investment period, how would you react to this \$200,000 loss?

- A. I would not change my investment plan.
- B. I would wait at least one year before changing to investment options that are more stable.
- C. I would wait at least six months before changing to investment options that are more stable.
- D. I would immediately change to investment options that are more stable.

9. The value of investments varies from year to year. Suppose you invested \$1,000,000. How much money would you need to lose before you wanted to move your money into a more stable investment?

- A. \$50,000 or less.
- B. \$100,000.
- C. \$150,000.
- D. \$200,000.
- E. It is unlikely I will move my money even if my investment falls in value.

10. How does your concern about losing money manifest itself in relation to your investment?

- A. I would sell my investments.
- B. I would be worried but not uncomfortable enough to sell my investments immediately. If my investments suffered losses over several months, I would probably sell.
- C. I would wait a full year before making changes to my investments—short-term losses in the value of my investments do not bother me.
- D. I would not make changes—I understand that investments can have occasional negative yearly returns. However, I have a higher chance of reaching my investment goals if I stick with my investment over the long term.

11. Which of the following best describes your view on investing?

- A. My investments don't have to grow, I just want my money to be safe.
- B. I can accept lower growth for greater certainty.
- C. I am more concerned about the possible losses than the possible gains.
- D. I can accept possible losses for long-term investment growth.
- E. To achieve high levels of growth, it is necessary to take risk.

Risk Scoring:

To calculate the risk score of the investor their investment Attitude to Risk and Time Frame scores will need to be factored together.

Question 1 is not scored. Furthermore, if the response to Question 1 indicates that the investor cannot tolerate a fall in the value of their money and therefore has no capacity for loss, the Risk Profiling Questionnaire result will be that there is no suitable investment solution.

The table below provides the scoring for each answer:
















Time Frame Score:

Question	A	B	C	D	E	Score
2.	0	6	10	15	20	
3.	0	2	5	7	10	
4.	10	7	5	2	0	
Total						

Attitude to Risk Score:

Question	A	B	C	D	E	Score
5.	0	4	7	10	14	
6.	0	4	7	10	14	
7.	0	4	7	10	14	
8.	15	10	5	0	—	
9.	0	4	7	10	14	
10.	0	5	10	15	—	
11.	0	4	7	10	14	
Total						

Result and Risk Classification:

Attitude to Risk Score	Time Frame Scores					
	0 to 9		10 to 14		15 to 40	
0 to 15	Conservative		Conservative		Conservative	
16 to 35	Conservative		Moderately Conservative		Moderately Conservative	
36 to 55	Conservative		Moderate Risk		Moderate Risk	
56 to 85	Conservative		Moderate Risk		Moderately Aggressive	
86 to 100	Conservative		Moderate Risk		Aggressive	

Customer Risk Segmentation:

- **Conservative Investor** - You are an investor who wants to preserve your capital but can accept some short-term fluctuations for the possibility of achieving returns which are slightly above bank deposits.
- **Moderately Conservative Investor** – You are an investor willing to accept some volatility in your investment for the possibility of achieving returns which are higher than deposit rates over a 3 to 5 year period.
- **Moderate Risk Investor** – You are an investor willing to accept frequent short-term volatility for the possibility of achieving returns significantly higher than deposit rates over a 3 to 5 year period.
- **Moderately Aggressive Investor** – You are an investor willing to take the risk of experiencing significant short-term volatility or losses for the possibility of above average returns in a 5 to 7 year period.
- **Aggressive Investor** – You are an investor willing to take extreme volatility in your investment for the possibility of substantial returns over a 5 to 7 year period.

By signing below you acknowledge that suitability assessment questionnaire is intended only to provide the Bank, AAML or any of their affiliates (together, the "ADCB Group") with a better understanding of your knowledge, experience and risk tolerance. While your answers to these questions may enable the ADCB Group to draw your attention to investments that may be of interest to you, they do not constitute instructions to the ADCB Group. Unless agreed separately in writing the ADCB Group does not provide investment advice or advise on the appropriateness or suitability of any investment. You will make your own independent decisions as to whether an investment is appropriate or proper for you based on your own judgement or upon advice from such advisers as you deem necessary. You will be responsible for your investments and for monitoring your portfolio and investment goals. Past performance does not guarantee future results. Investment products are not Bank deposits and are not guaranteed by the ADCB Group, they are subject to investment risk including possible loss of principal amount invested. Please refer to the risk warnings included in the relevant Terms and Conditions.

Place

Date

Signature of Client