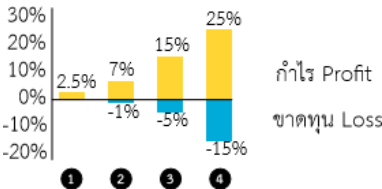


# Suitability test for Individual Investor

First Name-Surname \_\_\_\_\_ ID Number \_\_\_\_\_

Questions 1-10 are used to assess the suitability of your Investment

1. Please indicate your age
  - A. 60 years old or older
  - B. 45-59 years
  - C. 35-44 years
  - D. Under 35 years
2. What is the proportion of your total expenses at present such as mortgage, cars, personal and family expenses?
  - A. More than 75% of total income
  - B. More than 50% to 75% of total income
  - C. 25% to 50% of the income
  - D. Less than 25% of total income
3. What is your current financial status?
  - A. Less assets than liabilities
  - B. Assets equal liabilities
  - C. More assets than liabilities
  - D. Having financial freedom for retirement life
4. Do you have any investment experience or knowledge in the following types of investment Products?  
(You can choose more than 1 item)
  - A. Bank Deposit
  - B. Government Bond or Government Bond Funds
  - C. Debentures or Mutual Funds
  - D. Common Stocks or Mutual Funds or other high-risk assets
5. What is your investment period target?
  - A. Less than 1 year
  - B. 1 to less than 3 years
  - C. 3 to 5 years
  - D. More than 5 years
6. What is your risk tolerance?
  - A. Focus on opportunity in preserving original investment safely and receiving small consistent return
  - B. Focus on opportunity in receiving consistent return but may take risk of losing some original investment
  - C. Focus on opportunity in receiving higher return but may take risk of losing more original investment
  - D. Focus on the highest long-term return but may take risk of losing most of the original investment
7. When considering sample picture below showing the potential returns of different investment portfolio, which investment portfolio are you most willing to invest in?



Portfolio	Profit (%)	Loss (%)
1	2.5%	0%
2	7%	1%
3	15%	5%
4	25%	15%

- A. Investment portfolio 1 (has chance to receive 2.5% return without any loss)
  - B. Investment portfolio 2 (has chance to receive 7% highest return but may lose up to 1%)
  - C. Investment portfolio 3 (has chance to receive 15% highest return but may lose up to 5%)
  - D. Investment portfolio 4 (has chance to receive 25% highest return but may lose up to 15%)
8. If you invest in assets that have chances to receive high return but also have chances to receive high loss, how would you feel?
  - A. Worried and afraid of loss
  - B. Uneasy but somehow understand
  - C. Understand and accept the fluctuations
  - D. Not concerned about the large potential loss and expect that the return may increase
9. In which proportion will you be anxious or unacceptable when the value of your investment has decreased ?
  - A. 5% or less
  - B. More than 5%-10%
  - C. More than 10%-20%
  - D. More than 20%
10. Last year, you invest 100,000 Baht. This year, the value of your investment decreased to 85,000 baht. What will you do?
  - A. Panic and want to sell the remaining investment
  - B. Worried and will change some investment into less risky assets
  - C. Continue holding the investment and wait until the investment rebounds
  - D. Remain confident since it is long-term investment and will invest more to average cost

Questions 11-12 are used as additional information for guidance (Scores will NOT be counted)

**Apply only to investment in derivatives and structure note**

11. Successful derivatives and structure notes investment has high return. On the other hand, investors can lose all of their investment and must increase more capital. Are you able to accept this?

A. No

B. Yes

**Apply only to offshore investment.**

12. In addition to investment risk, are you able to accept foreign exchange rate risk?

A. No

B. Yes



Signed (.....) Customer

Date ...../...../.....

## For Individual Investor

**Terms and Conditions**

- The purpose of this Suitability test is to assess the client's investment risk level, which will be the information for the marketing officer to provide fund recommendations that are suitable to his/her investment risk profile.
- Providing accurate and up-to-date information will be beneficial in making investment recommendations to clients.
- The Company/Marketing officer will inform the suitable risk level to the client, the investor type of client and provide fund recommendation as appropriate given his/her investment risk level.



Signed (.....) Customer

Date ...../...../.....

## For Staff

### Part 1 : Assessment Scores

Answer A. = 1 Point   Answer B. = 2 Point   Answer C. = 3 Point   Answer D. = 4 Point

For Suitability Assessment No.4, If Selected more than one answer, the highest score of the answer will be selected

### Part 2 : Assessment Result

Group	Total Score	Investor Type of Risk	Suitable Type for Mutual Fund	Suitable Type for Private Fund
1	Below 15	Low	Fund Risk Level 1	Invest in bond only
2	15-21	Low to Moderate	Fund Risk Level 1-4	Invest in risky assets* not over than 25%
3	22-29	Moderate to High	Fund Risk Level 1-5	Invest in risky assets* not over than 50%
4	30-36	High	Fund Risk Level 1-7	Invest in risky assets* not over than 75%
5	Over 37 Scores	Very High	Fund Risk Level 1-8	Invest in risky assets* not over than 100%

\* Risky assets means Equity, Collective Investment Scheme, Alternative Investment Asset or others Specified by the SEC

### Part 3 : Basic Asset Allocation

Investor Type of risk	Asset Allocation				
	Deposits and Short-Term Fixed Income Funds	Long-Term Fixed Income Funds	Debenture	Equity Fund	Other Options*
Low	>60%		<20%	<10%	<5%
Low to Moderate	<20%	<70%		<20%	<10%
Moderate to High	<10%	<60%		<30%	<10%
High	<10%	<40%		<40%	<20%
Very High	<5%	<30%		>60%	<30%

\* Including consumer products and Derivatives product

Total Scores

Signed (.....) Appraiser

Signed (.....) Approver

Date ...../...../.....

The results of the risk assessment and an explanation of risk level

Investor Types	Risk Level	Description of the types of securities corresponding to the level of risk		
		Mutual Fund	Bond	Private Fund
Low	1	Money Market Fund invested purely in domestic country • Zero exchange rate risk, investing only in deposit or deposit-equivalent financial instruments, or bonds, or securities or other assets or gains from other investments as specified by the SEC of which repayment on demand or due payment date is no longer than 397 days from the investing date or the agreement-signing date, and portfolio duration at any time must not exceed 92 days.	• Government bond • Bonds with a long-term credit rating of AAA, maturity not over 1 year	Invest in bond only
Low to Moderate	2	Money Market Fund • Invest partially overseas but not more than 50% of NAV in deposit or deposit-equivalent financial instruments, bonds, securities or other assets or gains from other investments as specified by the SEC of which repayment on demand or due payment date is no longer than 397 days from the investing date or the agreement-signing date, and portfolio duration at any time must not exceed 92 days.	• Bonds with a long-term credit rating of AAA, a remaining maturity is more than 1 year • Bonds with a long-term credit rating of AA, a remaining maturity is not more than 5 years • Bonds with a long-term credit rating of A, a remaining maturity is not more than 1 year • Bonds with short-term credit ratings T1+, T1 / F1+, F1	Invest in risky assets* not over than 25%
	3	Government Bond Fund • Maintaining net exposure in government bonds on average in each accounting year not less than 80% of NAV.	• Bonds with a long-term credit rating of AA, a remaining maturity is more than 5 years • Bonds with a long-term credit rating of A, a remaining maturity is more than 1 year	
	4	Fixed Income Fund • Maintaining net exposure at least 80% of NAV in deposit or deposit-equivalent financial instruments or debt instruments at any time. • Fixed income funds with policy to invest in non-investment grade/unrated instruments not more than 20% of NAV.	• Bonds with a long-term credit rating of BBB, a remaining maturity is not more than 1 year • Bonds with short-term credit ratings T2, T3 / F2, F3 • Bonds with embedded derivatives with a credit rating of AAA	
Moderate to High	5	Mixed Fund • A mutual fund with net exposure of both equities and bonds or alternative assets. • Fixed income fund with net exposure in non-investment grade/unrated instruments exceeding 20% but less than 80% of NAV.	• Bonds with a long-term credit rating of BBB a remaining maturity is more than 1 year • Bonds with embedded derivatives with AAA, AA ratings	Invest in risky assets* not over than 50%
High	6	Equity Fund • A mutual fund with net exposure in equity on average in each accounting year not less than 80% of NAV. • Fixed income fund with a net exposure in non-investment grade/unrated instruments on average in each accounting year not less than 80% of NAV.	• Bonds with a long-term credit rating of BB, a remaining maturity is not more than 1 year • Bonds with short-term credit ratings T4, B • Bonds with embedded derivatives with credit ratings of AA, A	Invest in risky assets* not over than 75%
	7	Sector Fund • A mutual fund with net exposure in a specific sector in the stock market on average in each accounting year not less than 80% of NAV.	• Bonds with a long-term credit rating of BB, a remaining maturity is 1-5 years • Bonds with embedded derivatives with a credit ratings of A, BBB • Perpetual bond Basel III, insurance capital bond. with a credit rating at the level that can be invested	
Very High	8	Fund with Alternative Investment • A mutual fund with net exposure in alternative investments such as REITs/infrastructure fund/property fund/commodity fund like gold and oil on average in each accounting year not less than 80% of NAV, including funds investing in unsecured structured notes.	• Bonds with a long-term credit rating of BB, a remaining maturity is more than 5 years • Bonds with long-term credit ratings level B, CCC / CC / C • Bonds with a short-term credit rating level C • Unrated bonds • Bonds with embedded derivatives with a credit rating of BBB • Bonds with embedded derivatives with a credit rating below investment grade and no credit rating • Perpetual bond, Basel III, insurance capital bond with a credit rating below investment grade and no credit rating	Invest in risky assets* not over than 100%
	8+	Fund with Significant Investment Risk • A mutual fund that investing or short-selling significantly in credit derivatives/investment repurchase. “Significant investment” here refers to the extra investment in the assets on top of the specified levels for mutual funds in general, which is not more than 100% of NAV (based on commitment approach) or not more than 200% of relative VaR (relative VaR approach), or no more than 20% of NAV (absolute VaR approach).		

\*Risky assets means equity, collective investment scheme, alternative investment asset or others specified by the SEC.