LANDBANK

CLIENT SUITABILITY ASSESSMENT - INDIVIDUAL

Fixed Income - Treasury

OBJECTIVE:

This Client Suitability Assessment (CSA) is being conducted by the Bank to: (1) determine your investment objectives, (2) profile your risk-return orientation, and (3) provide investment guidelines and/or constraints. On the basis of the information you provide, we present to you the investment which may be suited to your needs. It is important that your responses are accurate and complete. There is no right or wrong answer.

The CSA is accomplished before placement and may be subsequently updated at any time given changes in your circumstances or preferences. In case of revision, please request any of our LANDBANK salesman for a new assessment/ profiling process so that appropriate changes may be made immediately as applicable.

New ◯	Update/Existing ◯	Client Type ◯ Individual ◯ Joint	**Date Accomplished: (mm/dd/yyyy)**
		For ***Joint Account***, the primary client (investment decision market of joint account) shall be the respondent to the questions on this form	

I. CLIENT INFORMATION (To be accomplished by the Client)

Client/ Account Name *(Last Name, First Name, Middle Name)*	**Email Address**
Present Address (Number, Street, Barangay, Town/ City, Province)	**ZIP Code**

Investments legally allowed to maintain (Choose all that apply)

- ☐ Savings/ Time Deposits (TD)
- ☐ Unit Investment Trust Funds (UITF)
- ☐ Mutual Funds
- ☐ Repurchase Agreement
- ☐ Government Securities (RTB, FXTN, T-Bills, ROP Bonds)
- ☐ Promissory Notes/ Corporate Bonds (CB)
- ☐ Financial Derivatives
- ☐ Others, specify ______________________________
- ☐ Stocks

II. FINANCIAL CAPACITY (To be accomplished by the Client)

Approximate amount for investment

- ◯ Less than P1M
- ◯ P1M to less than P5M
- ◯ P5M to less than P10M
- ◯ P10M to less than P50M
- ◯ P50M to less than P100M
- ◯ P100M and above

III. SUITABILITY REVIEW (To be accomplished by the Client)

A. CLIENT'S INVESTMENT KNOWLEDGE (Check one)

Which would you consider as the most sophisticated investment that you have invested in or are familiar with?

- ◯ Savings/ Time Deposits (TD)
- ◯ Government Securities (RTB, FXTN, T-Bills, ROP Bonds)
- ◯ Promissory Notes/ Corporate Bonds (CB)
- ◯ Unit Investment Trust Funds (UITF)
- ◯ Mutual Funds
- ◯ Financial Derivatives
- ◯ Stocks
- ◯ Repurchase Agreement

B. CLIENT'S INVESTMENT EXPERIENCE (Check one)

When it comes to investing, you would describe yourself as?

- ◯ Inexperienced
- ◯ Have little experience
- ◯ Have some experience
- ◯ Very experienced

C. CLIENT'S INVESTMENT OBJECTIVE (Check one)

1. What is your primary purpose for investing the money?
   - Cash management
   - Dependent's Education Fund
   - Future purchase of property
   - Retirement Fund
   - Excess funds/savings
   - Others

2. What do you want to achieve from your investment?
   - To save for a future expense/ acquisition
   - To preserve my capital with low opportunity for capital growth
   - To generate an income stream
   - To achieve a balance between income and capital growth
   - To achieve capital growth despite potential to incur loss in pursuit of potential significant gains

3. How often will you need to withdraw from/ redeem from your investment?
   - Within 1 year
   - In 2-3 years
   - In 4-5 years
   - After 5 years

4. Do you have savings set aside for major expense?
   - I have no major upcoming expenses other than my normal living expenses
   - Yes, I have savings set aside to meet major expenses
   - I have a minimal amount of savings set aside to meet major expenses and I have an available credit limit in my card for emergencies
   - No, I do not have any savings apart from this potential significant gains

D. CLIENT'S PREFERENCE AND RISK TOLERANCE (Check one)

1. Which of the following best describes the result you would like to earn from your investment?
   - My investment perspective is short term in nature and I am willing to put all my money only in TDs or instruments with government/ bank risk only. I am willing to forego higher long term returns generated by riskier investments.
   - I am willing to invest in other Fixed Income (FI) instruments such as Government Securities (GS), CB, etc. I am willing to accept some amount of risk on principal and earnings, with unlimited upside and downside on yields. I want to exceed the returns of a TD over the long term, and I am willing to accept the returns that are from time to time lower than TDs.
   - I am looking at medium to long term perspective, and am willing to accept a moderate to high level of risk (i.e., equity portion between 10-15% total investible portfolio) and volatility. I want to achieve income and capital growth and I understand that the return on, as well as the value of the investment will fluctuate over time.
   - I am looking at a medium to long term perspective with a high level of return and corresponding risk on an equity portfolio. I understand that there will be fluctuations and volatility in rates and prices and capital may be at risk in this situation. I want to achieve the high level of returns that equities have produced when held for long term.

2. Which phrase best describes the amount of risk you are willing to tolerate in order to achieve your investment objective?
   - I want to try to earn the best returns possible with minimal risk to interest and principal.
   - I want to achieve higher than short term deposit rates over the long term. I will only be comfortable with a small degree of risk to principal and earnings.
   - I want to achieve both income and the potential for capital growth, and comfortable accepting the risk that the value of my investment could decline from time to time in order to accomplish this.
   - We want the kind of returns possible with more volatile financial instruments. We are willing to tolerate putting our principal at risk in order to achieve this.

IV. UNDERSTANDING YOUR SCORES (To be accomplished by the Bank)

A. SOPHISTICATION

Your Financial Capacity + Your Investment Knowledge

0 + 0 = 0

PROFILE = 0

TOTAL SCORE	PROFILE
Below 15	UNSOPHISTICATED
15 and Above	SOPHISTICATED

RESULTS

Based on our overall assessment of your response to the foregoing questions, your profile is considered to be:

SOPHISTICATED INDIVIDUAL An individual who has demonstrated that he has the level of net worth, knowledge and experience to deal with financial products.

UNSOPHISTICATED INDIVIDUAL All other individual clients not categorized as sophisticated individual account.

B. RISK PROFILE

Your Objective + Your Experience + Risk Tolerance

0 + 0 + 0 = 0

PROFILE = 0

TOTAL SCORE	PROFILE
Below 18	CONSERVATIVE
18 TO 35	MODERATE
36 and Above	AGGRESSIVE

RESULTS

Based on our overall assessment of your response to the foregoing questions, your profile is considered to be:

CONSERVATIVE

Principal Protection or capital preservation is the main concern; would settle for lower but fixed returns

Suggested Suitable Instruments

1. Peso-denominated GS
2. Foreign currency-denominated GS
3. Highly liquid sovereign bonds, corporate bonds, and commercial papers issued off-shore rated at least "AA-", or it's equivalent by a reputable international credit rating agency
4. Highly liquid domestic corporate bonds and commercial papers rated at least "AAA" or its equivalent by a reputable credit rating agency
5. Foreign exchange derivatives solely for hedging, subject to the results of the suitability review
6. Deposit products
7. Repurchase agreement

MODERATE

Willing and able to expose funds to a moderate level of risk in consideration of higher returns

Suggested Suitable Instruments

1. Deposit products
2. Liquid sovereign bonds, corporate bonds and commercial papers issued off-shore rated at least "A" or its equivalent by a reputable international credit rating agency
3. Liquid domestic corporate bonds/ commercial papers rated at least "AA" or its equivalent by a reputable credit rating agency
4. FX Forward Swaps
5. Preferred Shares of companies listed in the PSE

AGGRESSIVE

Growth and earning the highest returns are the main concern and is willing to accept higher risks involving volatility of returns and even possible loss of initial investment in return for potential higher long term results.

Suggested Suitable Instruments

1. Financial Derivatives

** If the Client is not sophisticated, the account will be classified as a conservative account regardless of the risk profile results.*

I acknowledge that I have:

1. Advised the Client to read and accomplish this CSA;
2. Advised the Client that he/she/they may lose some protection afforded by this CSA should he/she/they decide to disagree with the results of this CSA; and
3. Fully explained the results to the Client and advised him/her/them on the investment outlet suitable to his/her/their objectives and risk profile.

Conducted by:	**Reviewed/Approved by:**
Signature over Printed Name Branch Authorized Personnel/ Officer Date	Signature over Printed Name SEC- Certified Fixed Income Market Salesman Date

V. ACKNOWLEDGEMENT AND UNDERTAKING (To be accomplished by the Client)

I/We declare that I have read, understood and personally and voluntarily accomplished this entire CSA for FI products.
I/We acknowledge that the foregoing answers that I/we have provided in the preceding pages of this CSA are accurate and complete.
I/We will formally notify a LANDBANK Salesman/ Branch Officer/ Broker of changes to my personal financial situation that would change my risk profile.
I/We understand the explanation of the LANDBANK Salesman/ Branch Officer/ Broker on the results of the CSA with regard to the FI transaction suitable to meet my/our needs and is/ are willing to take the risks attendant to the product to be availed of.

I/We agree with the results and the recommendation of the LANDBANK Salesman/ Branch Officer/ Broker on the type of FI product suitable to meet my needs and preferences. I/We further acknowledge to have made an informed decision to enter in the ______________________________ after the explanation and my discussion with the LANDBANK Salesman/ Branch Officer/ Broker.

I/We do not agree with nor accept the recommendation of the LANDBANK Salesman/ Branch Officer/ Broker. Therefore, I/we hereby agree to execute the Letter of Reclassification.

______________________________ ______________
Signature over Printed Name
Client/ Authorized Signatory
Date

______________________________ ______________
Signature over Printed Name
Client/ Authorized Signatory
Date

SAVE