

Customer's name	
Registered office	
Tax number	Customer number

The purpose of this questionnaire is to enable UniCredit Bank Hungary Zrt. to assess—in accordance with its obligation to obtain customer related information in advance as set out in Act CXXXVIII of 2007 on Investment Firms and Commodity Dealers, and on the Regulations Governing their Activities (the "AIFCD")—your investment experience, risk appetite, financial situation and investment goals so that the Bank may recommend the products that are most appropriate for you. We shall evaluate your answers to this questionnaire and the result of the evaluation shall be provided to you in writing.

The Bank may give you custom-made investment advice only and exclusively if you answered all questions in the Suitability test. Please be informed that in case you do not answer all the questions, i.e. the Bank does not get all information which is required for an evaluation, or if based on the result of the evaluation the Bank may not recommend financial instruments to you, the Bank is not allowed to provide you investment consultancy services in accordance with the AIFCD. The Bank can recommend the most appropriate products to you only in case the given answers reflect the true and fair view of the real situation.

If you provide information regarding only your investment knowledge and experience i.e. you fill in the first, Appropriateness test part of the questionnaire, then in accordance with the AIFCD and in cases specified in the AIFCD the Bank can examine the appropriateness of the investment and take into consideration. This information does not entitle the Bank to offer you investment consultancy service in accordance with your personal investment purposes.

The Investors' questionnaire is accepted only in a duly signed form (as appropriate for the organisation).

As regards the issues covered by the questionnaire

- we wish to provide information all-inclusively
- we wish to provide information only regarding our investment knowledge and experience so that the Bank can examine the appropriateness of the complex financial instruments and other financial instruments specified in an agreement or in an order personally concluded by us
- we do not wish to provide any information, and at the same time, acknowledge that in the absence of information the Bank is not allowed to offer investment consultancy services and is not able to determine the appropriateness of the financial instruments.

I. I. KNOWLEDGE AND EXPERIENCE (APPROPRIATENESS TEST)¹

The purpose of the appropriateness test is to enable the Bank to identify the services, transactions and financial instruments known to you, and examine whether you have any relevant qualification or experience.

1. Please check in the table below the products whose features and risks you are aware of, and also provide some information about your experience with each financial instrument.

Financial instrument type ²	Product knowledge	Experience (since your first investment)		
		Date of first investment	Invested amount (HUF million)	Number of transactions
Government securities, corporate/bank bonds, mortgage bonds	<input type="checkbox"/> Yes			
Shares	<input type="checkbox"/> Yes			
Investment funds	<input type="checkbox"/> Yes			
Real estate funds	<input type="checkbox"/> Yes			
Structured products	<input type="checkbox"/> Yes			
Futures and options on listed shares	<input type="checkbox"/> Yes			
FX forwards and swaps	<input type="checkbox"/> Yes			
FX options	<input type="checkbox"/> Yes			
Forward rate agreements (FRA)	<input type="checkbox"/> Yes			
Interest rate swaps (IRS)	<input type="checkbox"/> Yes			
Cross currency swaps (CCS, CIRS)	<input type="checkbox"/> Yes			
Interest rate options	<input type="checkbox"/> Yes			
Commodity derivatives	<input type="checkbox"/> Yes			

¹ If your company is a legal entity regarded as a professional client based on the agreement concluded with the Bank, then the investment knowledge and expertise indicated herein should refer to the investment knowledge and expertise of the representative acting on behalf of you.

² For a detailed description and content of each financial instrument, see the Bank's Investment Brochure.

Please choose the correct answer from the statements below, if you declared in the table above, that You have the relevant product knowledge!

Government securities, corporate / bank bonds, mortgage bonds

- Registered marketable securities with a nominal value and membership rights.
- Debt securities; usually interest-bearing securities, the nominal value of which is paid at maturity.
- Collective investment with legal personality and with a published investment policy at the time of their issue.

Shares

- Registered marketable securities with a nominal value and membership rights.
- Debt securities; usually interest-bearing securities, the nominal value of which is paid at maturity.
- A body of assets with legal personality with a published investment policy at the time of their issue.

Investment funds

- Registered marketable securities with a nominal value and membership rights.
- Debt securities; usually interest-bearing securities, the nominal value of which is paid at maturity.
- A body of assets with legal personality with a published investment policy at the time of their issue.

Real estate funds

- They are less risky than government securities.
- They are typically less liquid than other investment funds and may therefore be subject to restrictions on redemption.
- Properties may be won with them in draws organised by fund managers.

Structured products – 1st question (Please answer both questions regarding structured products!)

- In each case, they offer the opportunity to purchase several different securities in "bundles".
- They are all capital guaranteed products.
- The returns and/or repayments are generally not predetermined. Return depends on certain future events or changes in the exchange rate of pre-defined financial assets.

Structured products – 2nd question

- The payoff from structured products happens on the predefined final payment date in all cases.
- Certificates are structured products.
- Structured products must always be listed on a stock exchange.

Futures and options on listed shares

- Stock exchange futures and options are used to hedge against exchange rate risk.
- Stock exchange futures and options are used to hedge interest rate risk.
- Stock exchange futures and options are suitable for hedging commodity market risk.

FX forwards and swaps

- Foreign exchange futures and swaps are used to hedge exchange rate risk.
- Foreign exchange futures and swaps are used to hedge interest rate risk.
- Foreign exchange futures and swaps are used to hedge commodity market risk.

FX options – 1st question (Please answer both questions regarding FX options!)

- The value of options depends on the connection between the strike price and the spot market rate at maturity (or, in the case of American options, at the time when the option is exercised).
- Currency options are not leveraged products.
- The recommended holding time of currency options is at least 3 years.

FX options – 2nd question

- In the case of a put option, the option buyer obtains protection against a fall in the price.
- In the case of a put option, the option buyer obtains protection against a rise in the price.

Forward rate agreements (FRA)

- As a borrower, you obtain protection against an increase in interest rates when buying FRA.
- As a borrower, you obtain protection against a fall in interest rates when buying FRA.

Interest rate swaps (IRS)

- With an interest rate swap, you can swap your existing variable rate loan for a fixed rate, or vice versa.
- In an interest rate swap, only a HUF-based variable interest rate can be fixed.
- An interest rate swap is used to eliminate exchange rate risk.

Cross currency swaps (CCS, CIRS)

- A dual currency swap can provide effective help if the currency of your loan is different from the currency of your income.
- A dual currency interest rate swap can only be used to fix short-term (duration within a year) loans.
- A dual currency interest rate swap is used to hedge commodity risk.

Interest rate options

- When a CAP (Interest Rate Ceiling) option is purchased, the buyer of the option obtains protection against rising interest rates above the interest rate ceiling.
- When a CAP (Interest Rate Ceiling) option is purchased, the buyer of the option obtains protection against a reduction in interest rate.
- When purchasing the CAP (Interest Rate Ceiling) option, the buyer of the option cannot choose the level of the interest rate ceiling.

Commodity derivatives

- Aluminum is an industrial metal.
- Gold is an industrial metal.
- Silver is an industrial metal.

Please provide some information on the educational level and professional experience of the person at your company/organisation entitled to make investment related decisions:

2. Highest school qualification:

- economic secondary
- economic tertiary
- non-economic tertiary
- other

3. Professional experience requiring financial expertise:

- less than 5 years
- more than 5 years

II. FINANCIAL SITUATION

1. Please describe the financial situation of your company / organisation by providing the following data.

Financial data (in the last closed full business year)		Data in million HUF
1.	Equity	
2.	Balance sheet total	
3.	Operating profit	
4.	Depreciation	
5.	Net sales revenue	
6.	Capitalised own performance	

II. FINANCIAL SITUATION – continued

2. Value and breakdown of the assets owned by the company / organisation

Owned by the company / organisation		None	Between HUF 0-10 million	Between HUF 10-50 million	Higher than HUF 50 million
7.	Liquid assets (cash, deposits) and securities				
8.	Real estates				
9.	Other:				

3. Value and breakdown of current financial liabilities:

Composition of financial liabilities (mark as many as appropriate):		Data in million HUF
10.	Liabilities to banks (loans, guarantees, factoring)	
11.	Leases	
12.	Guarantees	
13.	Other:	

III. RISK SENSITIVITY

From the risk appetite and loss tolerance statements below please check those that fit you the most. Please check one answer only. Our objective is to assess your attitude towards risks in order to help us identify the product group(s) that are most appropriate for you.

Please choose that statement from the list below, which fits You the most. Please choose one answer only!

- Our primary goal is to protect capital. We would not like to lose any of the value of our investments, but wish to achieve some solid yield. We are aware that low-risk products (e.g. deposits, savings deposits) usually have lower yields.
- We are aware that buying financial instruments might entail some degree of risk. However, in the hope of higher profits we are willing to assume some risk and tolerate a slight decrease in the value of our portfolio (e.g. money market and fixed income investment funds, Hungarian government securities and mortgage bonds (under 5 years)).
- We are aware that buying financial instruments might entail some degree of risk. However, in the hope of higher profits we are willing to assume proportional risk and tolerate a decrease in the value of a part of our portfolio (e.g. individual equities, equity funds, mixed and real estate investment funds, Hungarian government securities and mortgage bonds (over 5 years), principal guaranteed structured products).
- As for investments, in the hope of higher long-term yields we are willing to risk the total amount invested. In the case of the option transactions purchased for hedging purposes (e.g. purchased FX option, interest rate option, commodity option) we assume the risk that the option may lose its value and we may lose the full option fee paid for it.
- As for investments, in the hope of a higher long-term yield we take the risk that in adverse cases, in addition to losing the total amount invested, we might be obliged to pay further amounts. In the case of derivative transactions concluded for hedging purposes (e.g. FX forward and swap transactions, interest rate swap transactions, commodity futures) we assume the risk that if the underlying transaction or exposure intended to be hedged ceases, the hedging transaction will become a non-hedged speculative deal which may generate even a significant loss for us.

IV. INVESTMENT GOALS

In this section please provide information on your goals that you wish to achieve with the investment, and the planned time perspective of your investment.

1. What is the typical goal of your investments?

- Investments necessary for general operation
- To save money for major future projects
- To eliminate exchange rate and interest rate risks
- Speculative transactions
- Regular dividend payment

2. What time perspective do you envisage?

- We are planning to withdraw from our investments and use much of the invested amount within maximum 1 year
- We wish to keep much of the invested amount in the medium term, that is we want to withdraw them from our investments within 1 to 3 years
- We are planning to invest in the long term, for more than 3 years

We hereby declare that we have understood all questions of the Suitability questionnaire and all pieces of information provided in the questionnaire were given by us and are true and correct. We shall inform the bank or our advisor as soon as any change occurs in our situation that makes it reasonable or necessary to change our answers given in the questionnaire. We have understood that in case our answers do not reflect the actual situation or if we fail to inform the bank or our investment advisor of any change in our situation, we might expose ourselves to risks that might exceed our risk tolerance or financial capabilities.

Place, date	Officer's name
Customer's due signature	Officer's signature