

## FOR LEGAL PERSONS AND ORGANISATIONS WITHOUT LEGAL PERSONALITY (APPROPRIATENESS TEST)

Customer's name, headquarters, tax number	Customer number
Representative's name (family name, surname, title)	Customer number of representative (if applicable)

The purpose of this questionnaire is to enable UniCredit Bank Hungary Zrt. (1054 Budapest, Szabadság tér 5-6., comp. reg. 01-10-04134801-10-041348, tax number: 10325737-4-44) 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 the client represented by you when you act as an authorised representative.

The Bank may give custom-made investment advice only and exclusively if the represented client answered all questions in the Suitability test and you answer all questions in the Appropriateness test. Please be informed that in case either the represented client, or you – as representative of the client – 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 the represented client, the Bank is not allowed to provide investment consultancy services in accordance with the AIFCD. The Bank can recommend the most appropriate products to the represented client only in case the given answers reflect the true and fair view of the real situation.

Please note that the Bank will only use the information provided in the questionnaire to evaluate and review the suitability of investment products to the represented client.

### As regards the issues covered by the questionnaire

- I wish to provide information all-inclusively regarding my investment knowledge and experience
- I 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.

## I. KNOWLEDGE AND EXPERIENCE (APPROPRIATENESS TEST)

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 <sup>1</sup>	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			
FX options	<input type="checkbox"/> Yes			

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.

<sup>1</sup> For a detailed description and content of each financial instrument, see the Bank's Investment Brochure.

**Structured products – 1<sup>st</sup> 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 – 2<sup>nd</sup> 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 – 1<sup>st</sup> 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 – 2<sup>nd</sup> 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.

**2. Please provide some information on your educational level and professional experience:**

Highest school qualification:

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

**3. Have you held any position related to financial instruments or requiring financial expertise over the past 5 years?**

- yes
- no

I hereby declare that I have understood all questions of the Appropriateness questionnaire and all pieces of information provided in the questionnaire were given by me and are true and correct.

Place, date	Officer's name
Representative's signature	Officer's signature