



CLIENT SUITABILITY ASSESSMENT

OBJECTIVE: The Client Suitability Assessment (CSA) is being conducted to help our UITF Certified Marketing Personnel determine your understanding of the risks related to investing. Our UITF Certified Marketing Personnel shall:

- 1) Make a reasonable inquiry as to your financial situation, investment experience and investment objectives prior to making any investment recommendations, and shall update this information as necessary;
- 2) Consider the appropriateness and suitability of investment recommendations or actions for you;
- 3) Make a recommendation only if he/she reasonably believes that the recommendation is suitable to your financial situation, investment experience, and investment objectives.

WARNING: The client is hereby informed that if the client does not provide sufficient information required in the CSA more particularly, the client's financial knowledge and experience, BPI Asset Management and Trust Corporation (BPI AMTC) is not in a position to accurately determine whether the recommended product is appropriate to the client given the limited information available.

PART I: Basic Information

A. Client Name _____

- New client (no CSA)
- Existing client (with existing CSA; for update)

Reference: FDS Customer No.* _____

** To be filled-out by the UITF Certified Marketing Personnel*

B. Composition of Client's Total Investments

1. By Type of Investment	Percentage to Total Investment
a. Bank Deposits, T-Bills	
b. Short Term Fund / Money Market Funds	
c. Government Bonds, Retail Treasury Bonds, T-Notes	
d. Long-term Negotiable Certificates of Deposit (LTNCDs), Corporate Bonds and Notes, Tier 2 Capital	
e. Fixed Income / Bond Funds (M2M Unit Investment Trust Funds (UITFs) / Mutual Funds (MFs)	
f. Balanced Funds (M2M UITFs / MFs)	
g. Equity Funds (M2M UITFs / MFs)	
h. Listed Stocks	
i. Alternative Investments (Derivatives, Linked / Structured Securities)	
j. Private Equities	
TOTAL	100%
By Currency	
<input type="checkbox"/> PHP	
<input type="checkbox"/> USD	
<input type="checkbox"/> Other Currencies (Please specify)	
TOTAL	100%

PART II: General Assessment (Please choose only one answer.)

A. Investment Needs

1. Investment Objective: What is your/ the company's key investment objective?

- (a) To protect principal amount of investments and earn steady stream of interest income.
- (b) To preserve capital or real value of investments.
- (c) To achieve growth through a balance between interest income and capital gain over a medium term period.
- (d) To achieve significant growth or capital appreciation over the medium to long term period.

2. Investment Horizon: What portion of your/ the company's investment can be placed in medium or long term investments, i.e., more than 3 years?

- (a) 10% to 30%
- (b) 40% to 60%
- (c) 70% to 80%
- (d) 90% to 100%

3. Liquidity: Do you / Does the company have regular liquidity requirements?

- (a) I/ The company need/s to draw regular income from my/ its investments and may use a portion of the principal in the short term.
- (b) I/ The company do not need to draw regular income from my/ its investments nor do I/ the company see the immediate need to use any portion of the principal in the short term.
- (c) I/ The company have other sources of liquidity and do not see a real need to use funds for the next 5 to 10 years.
- (d) I/ The company have other sources of liquidity and do not see a real need to use funds for the next 10 years.

B. Risk Appetite

1. Investment Knowledge and Experience

a. What is your/ the company's knowledge and experience on investments?

- (a) Minimal. I/ The company know bank deposits, T-bills and money market placements.
- (b) Low. Outside deposits and short term government securities, I/ the company have experience investing in money market funds, corporate bonds and fixed income bonds.

- (c) Medium. I/ The company have experience investing in mutual funds, UITFs, foreign currencies and direct investment in listed stocks and bonds.
- (d) High. I/ The company have an extensive experience in investing and have a broad understanding of the domestic and global capital markets in general.

b. How many years of experience have you/ the company had investing in securities, either directly or through a fund manager?

- (a) 1 year or less
- (b) More than 1 year up to 5 years
- (c) More than 5 years up to 10 years
- (d) More than 10 years

2. Risk Tolerance

a. What is your/ the company's tolerance for risk?

- (a) I/ The company accept steady and minimal returns without any fluctuation in the principal amount of my/its investments.
- (b) I/ The company accept minimal fluctuations in the principal amounts of my/its investments for commensurate returns.
- (c) I/ The company accept a fair amount of fluctuation in the principal amount of my/its investments in order to achieve above average returns and capital growth over the medium term.
- (d) I am/ The company is prepared for a high degree of volatility and possibly losses in the principal amount of my/ its investment for certain periods in order to achieve high returns or capital growth over a period of 5 years or more.

b. If the value of your portfolio decreased by 20% in one year, how would you react?

- (a) I/ The company will be very concerned and will immediately put my/ its investment back to cash (i.e. in the form of deposits and/or short term government securities).
- (b) I/ The company will be very concerned and will find safer investment outlets, which are not necessarily cash.
- (c) I/ The company will be concerned and will review the aggressiveness of my/ its portfolio.
- (d) I/ The company will NOT be concerned about the short-term fluctuation of certain investments in my/ its portfolio.

c. What is your/ the company's average net worth for the last 2 years?

- (a) P5M (USD100,000) and below
- (b) Over P5M (USD100,000) up to P 30 M (USD600,000)
- (c) Over P30M up to P60M (USD1.2M)
- (d) Over P60M

Part III: Risk Rating (To be accomplished by the UITF Certified Marketing Personnel)

Total Risk Score: _____ where,

Answer	No. of Answers	x Points	= Total Score per Answer
(a)		5	
(b)		10	
(c)		15	
(d)		20	
Total Risk Score			

Client Suitability Results - Risk Profile

Risk Profile: _____

- **Up to 70 points: Conservative** - an investor who, when faced with two investments with a similar expected return (but different risks), will prefer the one with lower risk. He dislikes risk and would settle for lower but fixed returns. His overriding concern is to protect principal amount of investments and earn a steady stream of interest income.
- **75 to 100 points: Moderately Conservative** - an investor who seeks a relatively stable return on investment that is slightly higher than traditional term deposit and who is willing to take minor negative fluctuations in returns. Moderately conservative investors usually have to settle for modest investment growth which might make it difficult to meet long-term goals.
- **105 to 130 points: Moderately Aggressive** - an investor who seeks a balance between growth in capital and income and who is willing to take negative fluctuations in returns. Moderately aggressive investors want to increase the value of their portfolios while protecting their assets from the risk of minor losses.
- **Over 130 points: Aggressive** - growth and earning the highest returns are the main concerns of this investor. He is willing to take negative fluctuations in return including possible loss of initial investment.

Notice to Clients Investing in Products with Lower Risks: At any time, clients may independently / directly invest in any one or more of the investment / trust products falling within or below one's stated personal investment risk profile. All such investments made shall be understood as duly implemented out of the client's personal investment preference and/or direction. Any claim, suit, action, loss, damage or expense, including loss of possible profit, shall be understood to be the result of the client's decision to invest in products with lower risks.

Reminder: The CSA shall be subject to review every three (3) years or earlier should there be any change in your personal / financial circumstance or preferences prior to 3 years.

CLIENT ACKNOWLEDGMENT

Client's Signature over Printed Name

Date Signed

BPI PERSONNEL ACKNOWLEDGMENT

Signature over Printed Name
Certified UITF Marketing Personnel

Date Signed

Signature over Printed Name
Certified UITF Marketing Officer

Date Signed