



Trust Services Division

**Client Suitability Assessment Form and
Risk Disclosure**

CLIENT SUITABILITY ASSESSMENT FORM

The investment mix that is right for your account is a product of many factors. Your investment goals, time horizon, attitude towards risk, investment experience and cash flow requirements influence your investment decision process.

To allow us to fully assist you in achieving your investment objectives, please answer all the questions below and select one answer that best describes your investment goals. This will assist us in selecting the right investment options for the subject funds. The answers are assigned numerical points. The total score is used to

help us identify the above account's investment profile. The answers given must reflect the agreement of all accountholders with respect to the funds under the above account.

FOR INDIVIDUAL ACCOUNTHOLDERS:

PLEASE ANSWER THE QUESTIONNAIRE BASED ON YOUR OWN PERSONAL INVESTMENT EXPERIENCE AND ASSESSMENT OF YOUR PERSONAL RISK TOLERANCE..

FOR INDIVIDUAL ACCOUNTHOLDERS - PERSONAL PROFILE

| | | | |
|---------------------------------|---------------------|--------------------------|--|
| Mr. / Mrs. / Ms. | | | |
| | Last Name | First Name | Middle Name |
| Present Address | | | |
| Date of Birth (MM/DD/YY) | | Civil Status | <input type="checkbox"/> Single <input type="checkbox"/> Married <input type="checkbox"/> Widowed <input type="checkbox"/> Separated |
| Occupation | Company Name | | |
| Office Tel. No/s. | | Best Time to Call | E-mail Address |

FOR JOINT ACCOUNTHOLDERS:

YOU ARE ONLY REQUIRED TO FILL OUT ONLY ONE QUESTIONNAIRE FOR YOUR JOINT ACCOUNT. IN ACCOMPLISHING THE FORM, PLEASE CONSIDER THE COMMON INVESTMENT GOAL OF ALL THE ACCOUNTHOLDERS. THIS PROFILE WILL BE USED FOR PURPOSES OF DETERMINING THE INVESTMENTS SUITABLE FOR THE FUNDS MAINTAINED IN THE SUBJECT ACCOUNT WHICH ARE JOINTLY HELD BY SEVERAL INDIVIDUALS.

FOR "OR" ACCOUNTS, ANYONE OF THE JOINT ACCOUNTHOLDERS MAY ACCOMPLISH THE FORM. FOR "AND" ACCOUNTS, WE REQUIRE ALL ACCOUNTHOLDERS TO SIGN OFF ON THE ACCOMPLISHED QUESTIONNAIRE.

FOR JOINT ACCOUNTS - ACCOUNT PROFILE

| | | | | |
|----------------------------------|--|--------------------------|--|-----------------------|
| Account Name: | | | | |
| Present Address : | | | | |
| Primary Contact Person: | | | | |
| Tel. No/s. | | Best Time to Call | | E-mail Address |
| Secondary Contact Person: | | | | |
| Tel. No/s. | | Best Time to Call | | E-mail Address |

FOR CORPORATE ACCOUNTS:

IN ACCOMPLISHING THE FORM, PLEASE CONSIDER YOUR CORPORATION'S INVESTMENT GOAL FOR THE FUNDS COVERED BY THE ABOVE ACCOUNT. THIS PROFILE WILL BE USED FOR PURPOSES OF DETERMINING THE INVESTMENTS SUITABLE FOR YOUR CORPORATION'S FUNDS WHICH ARE AND WILL BE MAINTAINED IN THE ABOVE ACCOUNT. THE ANSWERS GIVEN MUST REFLECT THE CORPORATION'S VIEW WITH RESPECT TO THE FUNDS UNDER THE ABOVE ACCOUNT.

FOR CORPORATE ACCOUNTS - CORPORATE PROFILE

| | | | | |
|----------------------------------|--|--------------------------|--|-----------------------|
| Account Name: | | | | |
| Present Address : | | | | |
| Primary Contact Person: | | | | |
| Tel. No/s. | | Best Time to Call | | E-mail Address |
| Secondary Contact Person: | | | | |
| Tel. No/s. | | Best Time to Call | | E-mail Address |

CLIENT SUITABILITY ASSESSMENT FORM

YOUR INVESTMENT GOALS

| | | | | |
|---|--|---|---|--|
| What is your primary objective when investing your funds? | The safety of my /our capital is my/our priority. I/We prefer investments that are low risk even if the returns are lower than the inflation rate. | I/We want my investment to grow steadily and avoid sharp ups and downs. | To meet my/our investment goals, my/our investments must grow at a high rate of return. | I am/We are investing for the long-term. I/We always choose investments with the highest possible returns. |
| | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 |

YOUR TIME HORIZON

| | | | | |
|---|---|---|--|--|
| You plan to use the funds you are investing in the next: | 1 – 3 years <input type="radio"/> 1 | 4 – 5 years <input type="radio"/> 2 | 6 – 10 years <input type="radio"/> 3 | More than 10 years <input type="radio"/> 4 |
| I/We do not foresee any major expenses that might cause me/us to make withdrawals before that time. | Strongly Disagree <input type="radio"/> 1 | Disagree <input type="radio"/> 2 | Agree <input type="radio"/> 3 | Strongly Agree <input type="radio"/> 4 |

FOR INDIVIDUAL ACCOUNTHOLDERS ONLY

| | | | | |
|--------------|---------------------------------------|---------------------------------------|---------------------------------------|--|
| Your age is: | Over 65 <input type="radio"/> 1 | 45 - 65 <input type="radio"/> 2 | 30 - 44 <input type="radio"/> 3 | Less than 30 years old <input type="radio"/> 4 |
|--------------|---------------------------------------|---------------------------------------|---------------------------------------|--|

FOR JOINT ACCOUNTHOLDERS ONLY

| | | | | |
|---|---------------------------------------|---------------------------------------|---------------------------------------|--|
| Your age is: | Over 65 <input type="radio"/> 1 | 45 - 65 <input type="radio"/> 2 | 30 - 44 <input type="radio"/> 3 | Less than 30 years old <input type="radio"/> 4 |
| The average age of ALL ACCOUNTHOLDERS is: | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 |

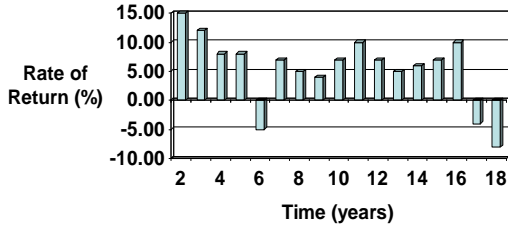
YOUR ATTITUDE TOWARDS RISK

| | | | | |
|--|--|---|---|--|
| You just received a substantial sum of money. How would you invest it? | In something that is very safe even if it offers low current income. <input type="radio"/> 1 | In something that can offer higher current income but with moderate risk. <input type="radio"/> 2 | In something that offers high total return even if it has moderately high risk. <input type="radio"/> 3 | In something that offers substantial capital appreciation even though it is high risk. <input type="radio"/> 4 |
| Which of the following statements best describes your approach to inflation? | I am/ We are satisfied with achieving returns equal to the inflation rate. <input type="radio"/> 1 | I am/We are willing to accept moderate risks with my/our investments to achieve returns moderately higher than inflation. <input type="radio"/> 3 | I am/We are willing to accept significant risk with my investments so that I can achieve returns significantly higher than inflation. <input type="radio"/> 5 | |

CLIENT NAME :

This graph shows the returns of a hypothetical portfolio over time. Over the past 18 years, the portfolio has been earning between 4-15% p.a. In year six, the portfolio was down -5% p.a. and in years 17 and 18, the portfolio yield was down -4% and -8%, respectively.

If you owned the portfolio, given its historical and current returns, which answer best describes the action you would take.



I/We would immediately pull out of the portfolio and cut my/our recent losses.

1

I/We would endure the current losses and hope for higher future returns.

3

I/We would invest more in the portfolio now that the price is low.

5

YOUR INVESTMENT EXPERIENCE

You would best describe your knowledge about investments as:

Very little knowledge.

1

Some moderate amount of knowledge.

2

Good working knowledge.

3

Extensive knowledge.

4

In the past, you have invested a MAJORITY of your funds in:
(Choose only one)

Time Deposit Accounts

1

Mutual Funds investing in bonds and some stocks

2

Mutual Funds investing primarily in stocks

3

Individual stocks and bonds

4

YOUR CASH FLOW REQUIREMENTS

In the event of a financial emergency, which one best describes your situation?

I/We do not have funds outside of this investment portfolio to meet any unexpected needs.

1

I/We have funds outside of this investment portfolio to meet any unexpected needs.

3

I/We hereby declare that I/we have read, understood and personally accomplished the attached CSA Form and that the answers I /we have given therein are accurate and complete. I/We understand that it is my/our duty to formally notify RCBC Savings Bank of any changes to my/our personal/corporate financial situation and/or preferences that would affect my/our investor profile and investment goals. My/Our failure to do so will mean that the latest CSA Form which I/we accomplished is still valid.

I/We understand that the above CSA Form will be used by RSB Trust to determine my/our Investor Profile. Based on the foregoing, RSB Trust will ensure that all relevant factors have been considered to recommend an appropriate investment portfolio for me/us. The results of the CSA Form, as well as a recommended investment portfolio will be discussed with me/us in a separate Investment Policy Statement. The recommended portfolio may further be customized based on my/our own unique and changing circumstances. I/We may also choose to direct RSB Trust in the investment disposition that I/we want to make with my funds.

READ BY:

CLIENT SIGNATURE/S



ASSISTED BY:

DATE

EVALUATED BY: (FOR RSB TRUST PERSONNEL ONLY)

| | |
|-------------------|---------------------------|
| CLIENT NAME _____ | YOUR INVESTOR SCORE _____ |
|-------------------|---------------------------|

YOUR INVESTOR PROFILE IS:

| | |
|--|--|
| <p>The Income Investor (less than 14 points)</p> <ul style="list-style-type: none"> ❖ You are most comfortable with investments that ensure the safety of the funds that you invest even if they generate relatively lower current income. ❖ You will only accept low fluctuations in the value of your investment. | <p>The Capital Growth Investor (24-35 points)</p> <ul style="list-style-type: none"> ❖ Your priority is growth in your investment. ❖ You are prepared to accept considerable fluctuation in the value of your investments in the near term in exchange for greater long-term growth potential. ❖ You do not need the amount you invest for short-term needs, and you do not require income from these investments. |
| <p>The Moderate Growth Investor (15-23 points)</p> <ul style="list-style-type: none"> ❖ You can accept moderate fluctuations in the value of your capital. ❖ You want a combination of modest income and growth resulting in higher earning potential. You are unlikely to need the amount you invest for short-term needs. | <p>The Aggressive Growth Investor (36+ points)</p> <ul style="list-style-type: none"> ❖ You want maximum growth opportunities for your investment. ❖ You know that your capital will undergo significant fluctuations but are not worried because you are investing for the long-term. |

GENERAL RISK DISCLOSURE STATEMENT

Risk and risk-taking are an essential part of investing. The assumption of risk of loss also gives rise to the opportunity to profit. Different market instruments carry different types and degrees of risk and it is important for you, as an investor, to familiarize yourself with the risks involved in the particular securities that you intend to invest in.

Your investment in any security through RCBC Savings Bank Trust Services Division, exposes you to any of the different types of risks defined hereunder:

INTEREST RATE RISK

Interest rate risk is the risk of the changes in the market interest rates having an unfavorable effect on the profit or the value of the instrument. The changes in the interest rate levels may endanger the financial instruments owners with the risk of capital loss. The impact of the risk is different for the respective financial instruments.

MARKET / PRICE RISK

Market risk is the potential for an investor to experience losses due to change in market prices of securities. It is the exposure to the uncertain market value of a fund's asset due to price fluctuations.

The market prices of investments may vary due to changes in the economic and market environment, the monetary policies of the BSP and the business activities of the issuer.

It is called market risk because it is a risk only if an investor wishes to sell a security before its maturity in the secondary market.

LIQUIDITY RISK

Liquidity risk is the financial risk due to inability to sell or convert assets in cash quickly or, in instances when conversion to cash is possible, where such conversion might result in losses. It is caused by different reasons such as trading in securities with small or few outstanding issues, absence of buyers, limited buy/sell activity or underdeveloped capital markets.

CREDIT RISK

Credit risk, also known as default risk, is the risk of loss due to a borrower's failure to repay principal and/or interest in a timely manner on instruments such as bonds, loans or other forms of security which a borrower may issue. This inability of the borrower to make good on its financial obligations may have resulted from adverse changes in its financial condition thus, lowering the credit quality of the security. This also results in a lower price for these securities and difficulty in selling them.

REINVESTMENT RISK

Reinvestment risk is based on the assumption that cash flows from different securities are reinvested so that the interest can earn interest. There is risk that the reinvested money will not earn at the same rate as the original investment.

FOREIGN EXCHANGE RISK

For funds invested in any currency other than the Philippine Peso, foreign exchange risk is the possibility that the foreign currency will depreciate against the domestic currency. The exchange rate depends on various global and domestic factors such as economic performance and political issues. Of course, if the foreign currency appreciates, then this will result in greater profits.

COUNTRY RISK

This risk is connected with the location of the market where a particular security originated from. This risk is associated with events occurring in the particular location such as changes in laws (ex: nationalization of certain industries and increase in taxes) and in economic or political conditions.

FOR EVERY INVESTMENT DISPOSITION, RSB TRUST WILL PROVIDE YOU WITH A RISK DISCLOSURE STATEMENT SPECIFIC TO THE PARTICULAR INVESTMENT INSTRUMENT YOU ARE INVESTING IN.

I have: (1) advised the client to read this Risk Disclosure Statement; (2) encouraged the client to ask questions on matters contained in this Risk Disclosure Statement; and (3) fully explained the same to the client.

I hereby declare that I have read and understood the entire risk disclosure statement and that the same has been personally explained to me by marketing personnel of RCBC Savings Bank.

RSB Trust Personnel: _____
DATE : _____
(For RSB Trust Personnel Only)

READ AND APPROVED BY: _____
CLIENT'S SIGNATURE _____ DATE : _____



UITF Risk Disclosure

The RSB Peso Money Market UITF is suitable for investors whose profile is at least a Moderate Growth Investor.

You should not invest in this Fund if you do not understand or are not comfortable with the accompanying risks.

- **Market/Price Risk.** This is the possibility for an investor to experience losses due to changes in market prices of securities (e.g., bonds and equities). It is the exposure to the uncertain market value of a portfolio due to price fluctuations. It is the risk of the UITF to lose value due to a decline in securities prices, which may sometimes happen rapidly or unpredictably. The value of investments fluctuates over a given time period because of general market conditions, economic changes or other events that impact large portions of the market such as political events, natural calamities, etc. As a result, the NAVPu may increase to make profit or decrease to incur loss.
- **Liquidity Risk.** This is the possibility for an investor to experience losses due to the inability to sell or convert assets into cash immediately or in instances where conversion to cash is possible but at a loss. These may be caused by different reasons such as trading in securities with small or few outstanding issues, absence of buyers, limited buy/sell activity or underdeveloped capital market. Liquidity risk occurs when certain securities in the UITF portfolio may be difficult or impossible to sell at a particular time which may prevent the redemption of investment in UITF until its assets can be converted to cash. Even government securities which are the most liquid of fixed income securities may be subjected to liquidity risk particularly if a sizeable volume is involved.
- **Credit Risk/Default Risk.** This is the possibility for an investor to experience losses due to a borrower's failure to pay principal and/or interest in a timely manner on instruments such as bonds, loans, or other forms of security which the borrower issued. This inability of the borrower to make good on its financial obligations may have resulted from adverse changes in its financial condition thus, lowering credit quality of the security, and consequently lowering the price (market/price risk) which contributes to the difficulty in selling such security. It also includes risk on a counterparty (a party the UITF Manager trades with) defaulting on a contract to deliver its obligation either in cash or securities. This is the risk of losing value in the UITF portfolio in the event the borrower defaults on his obligation or in the case of a counterparty, when it fails to deliver on the agreed trade. This decline in the value of the UITF happens because the default/failure would make the price of the security go down and may make the security difficult to sell. As these happen, the UITF's NAVPu will be affected by a decline in value.
- **Reinvestment Risks.** This is the risk associated with the possibility of having lower returns or earnings when maturing funds or the interest earnings of funds are reinvested. Investors in the UITF who redeem and realize their gains run the risk of reinvesting their funds in an alternative investment outlet with lower yields. Similarly, the UITF manager is faced with the risk of not being able to find good or better alternative investment outlets as some of the securities in the fund matures. In case of a foreign-currency denominated UITF or a peso denominated UITF allowed to invest in securities denominated in currencies other than its base currency, the UITF is also exposed to the following risks:
- **Country Risk.** This is the possibility for an investor to experience losses arising from investments in securities issued by/in foreign countries due to the political, economic and social structures of such countries. There are risks in foreign investments due to the possible internal and external conflicts, currency devaluations, foreign ownership limitations and tax increases of the foreign country involved which are difficult to predict but must be taken into account in making such investments. Likewise, brokerage commissions and other fees may be higher in foreign securities. Government supervision and regulation of foreign stock exchanges, currency markets, trading systems and brokers may be less than those in the Philippines. The procedures and rules governing foreign transactions and custody of securities may also involve delays in payment, delivery or recovery of investments.
- **Other Risks.** Your participation in the UITFs may be further exposed to the risk of any actual or potential conflicts of interest in the handling of in-house or related party transactions by RCBC Savings Bank. These transactions may include own-bank deposits; purchase of own-institution or affiliate obligations (stock, mortgages); purchase of assets from or sales to own institution, directors, officers, subsidiaries, affiliates or other related interests/parties; or purchases or sales between fiduciary/managed accounts.

THE UIT FUND IS NOT A DEPOSIT AND IS NOT INSURED BY THE PHILIPPINE DEPOSIT INSURANCE CORPORATION (PDIC)
 RETURNS CANNOT BE GUARANTEED AND HISTORICAL NAVPU IS FOR ILLUSTRATION OF NAVPU MOVEMENTS/FLUCTUATIONS ONLY
 WHEN REDEEMING, THE PROCEEDS MAY BE WORTH LESS THAN THE ORIGINAL INVESTMENT AND ANY LOSSES WILL BE SOLELY FOR THE ACCOUNT OF THE CLIENT
 THE TRUSTEE IS NOT LIABLE FOR ANY LOSSES UNLESS UPON WILLFUL DEFAULT, BAD FAITH OR GROSS NEGLIGENCE

I have: (1) advised the client to read this Risk Disclosure Statement; (2) encouraged the client to ask questions on matters contained in this Risk Disclosure Statement; and (3) fully explained the same to the client.

RSB Trust Personnel only: _____
 DATE : _____

We hereby declare that we have read and understood the entire risk disclosure statement and that the same has been personally explained to us by marketing personnel of RCBC Savings Bank.

Read and approved:
 CLIENT'S SIGNATURE _____ DATE : _____
 (Primary and/or Secondary Accountholder)

