

## MiFID – Investor questionnaire – for Professional clients

### PERSONAL DATA

Name of the Client	
Headquarter	
Tax ID	
Client ID	

Based on the obligation to give preliminary information as provided for by Act CXXXVIII of 2007 on *Investment Firms and Commodity Dealers*, and on the *Regulations Governing their Activities (hereinafter referred as "Act")*, Raiffeisen Bank Zrt. (hereinafter referred as Bank) compiled the following questionnaire for its clients. According to Section 45 § (6) of the Act the Bank considers as fulfilled the Appropriateness Test in case of Professional clients regarding the knowledge and experience relating to the transaction in concern, to the specific type of financial instrument, and to risks involved. Thus the fulfillment of the present questionnaire only applies to the Suitability Test, and the Bank treats the Professional client as in capacity of sufficient knowledge and experience in case of every financial instruments, for appropriateness assessment purpose.

Within the framework of the Suitability Test the Bank shall assess whether or not the offered services and products are suitable for the achievement of your investment goals and if the degree of risk related to the offered services and products is in accordance with your company's/organization's financial capacities. After the completion of the questionnaire we will evaluate your answers and deliver you the related results, which will be stored and taken into account by us when your company/organization seeks investment opportunities for savings. We inform you that if you fail to provide answers to all of the questions and, as a result, our Bank cannot receive all the information necessary for conducting the Suitability Test, or if, based on the assessment methodology worked out by our Bank the information leads to a result that makes it impossible to provide the service to your company/organization in terms of the financial product concerned, our Bank will refuse to provide investment advisory or to perform portfolio management activities based on Section 54 (1) point d) and e) of the Act.

We hereby draw your attention, that if you do not answer all the questions in the Suitability and Appropriateness Test, the Bank cannot give you assessment and not able to provide you investment services.

However we would like to call your attention to the fact that under Section 48 § of the Act you have the opportunity to ask for equal handling as Retail clients in written form. Based on such request, the Bank will subsequently fully treat you as a Retail client.

### SUITABILITY TEST

Please, mark with an "X" as appropriate.

#### I. Characteristics of the investment concepts

**A.1.** Most typical investment objectives — you must select one from answers b), c) and d), and besides independently of these you can mark answer a) as well

- ☐ a) Only and exclusively to hedge and manage the risks related to the operation of the company/entity through the conclusion of currency futures, FX options, interest rate swaps (IRS, CCIRS) or commodity futures or to enter into means of payment in order to facilitate payment for identifiable goods, services or direct investment through the conclusion of FX forwards. If subsequently the customer decides to conclude any transaction belonging to the above product group for other purposes different from hedging or entering into means of payment in order to facilitate identifiable goods, services or direct investments, the authorised dealer of the company/entity shall inform the Bank to this effect when placing the order\*.
- ☐ b) Primarily to ensure short term liquidity
- ☐ c) To ensure long term resources (e.g. investment project)
- ☐ d) To make high profit even at the risk of losing the principal amount.

**A.2.** Investment term (without term deposits) – more answers can be chosen

- ☐ a) Expectably I will use the majority of my financial assets within the next 1 year.
- ☐ b) Expectably I will use the majority of my financial assets within the next 1-3 years.
- ☐ c) Expectably I will use the majority of my financial assets within the next 3-5 years.
- ☐ d) Expectably I will use the majority of my financial assets after a period of 5 years.
- ☐ e) Expectably I will use a part of my financial assets in the short term, for speculative purposes.

\* Since I chose option d) in question A.1., I hereby state that I used those products that are suitable only for high risk customers only for hedging purposes, and I also state that I am fully aware of the risk of hedging products and I am ready to take these risks.

**II. Financial situation (Please, mark only one answer for each question, with the exception of question A.10. and A.12.!)**

<b>A.3. Equity capital</b>	<input type="checkbox"/> a) Negative <input type="checkbox"/> b) HUF 0-50 million <input type="checkbox"/> c) HUF 50-100 million <input type="checkbox"/> d) Over HUF 100 million
<b>A.4. Annual net sales revenue / operating income</b>	<input type="checkbox"/> a) HUF 0-250 million <input type="checkbox"/> b) HUF 250-1250 million <input type="checkbox"/> c) Over HUF 1250 million
<b>A.5. EBIT / operating profit</b>	<input type="checkbox"/> a) Loss-making <input type="checkbox"/> b) HUF 0-10 million <input type="checkbox"/> c) HUF 10-50 million <input type="checkbox"/> d) Over HUF 50 million
<b>A.6. Balance sheet asset value / Total budget</b>	<input type="checkbox"/> a) HUF 0-100 million <input type="checkbox"/> b) HUF 100-400 million <input type="checkbox"/> c) HUF 400-750 million <input type="checkbox"/> d) Over 750 million
<b>A.7. Liquid investments</b>  <i>(Financial assets currently available - bank deposits, securities, investment certificate -, total, with any financial institution)</i>	<input type="checkbox"/> a) None <input type="checkbox"/> b) HUF 0-10 million <input type="checkbox"/> c) HUF 10-50 million <input type="checkbox"/> d) Over 50 million
<b>A.8. Fixed Financial Assets</b>	<input type="checkbox"/> a) None <input type="checkbox"/> b) HUF 0-10 million <input type="checkbox"/> c) HUF 10-50 million <input type="checkbox"/> d) Over HUF 50 million
<b>A.9. Real estates</b>	<input type="checkbox"/> a) None <input type="checkbox"/> b) HUF 0-10 million <input type="checkbox"/> c) HUF 10-50 million <input type="checkbox"/> d) Over HUF 50 million
<b>A.10. Source of regular income</b> <i>(If the company's / organisation's main source of income comes from financial operations, then please mark it as "income from core activity".)</i>	<input type="checkbox"/> a) income from core activities <input type="checkbox"/> b) profit/loss from financial operations <input type="checkbox"/> c) sale of tangible assets <input type="checkbox"/> d) other
<b>A.11. Amount of regular monthly liabilities</b>	<input type="checkbox"/> a) HUF 0-20 million <input type="checkbox"/> b) HUF 20-100 million <input type="checkbox"/> c) Over HUF 100 million
<b>A.12. Composition of liabilities</b>	<input type="checkbox"/> a) taxes, contributions <input type="checkbox"/> b) wages, utilities <input type="checkbox"/> c) trade accounts payable <input type="checkbox"/> d) loan repayment <input type="checkbox"/> e) other

### III. Risk appetite related to investments *(Please, mark only one answer for each question!)*

**A.13.** Please select one from the following statements that is the most characteristic in terms of your willingness to take risks (only one answer is to be given)

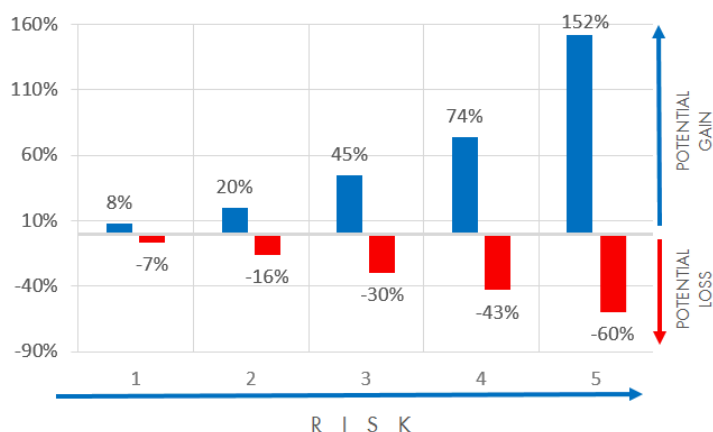
- ☐ a) Low risk appetite: I only take risks that do not jeopardise my principal under ordinary market conditions, but where my invested capital may slightly decrease under extreme circumstances (examples include government securities, bonds, money market and liquidity funds).
- ☐ b) Average risk appetite: In order to reach a higher than average return I am ready to risk a part of my principal (examples include, beside the products mentioned in point a, other investment funds, foreign bonds, equities).
- ☐ c) High risk appetite: In the hope of high returns I am willing to take the risk of losing the invested amount in whole or in part even under ordinary market conditions. I am aware that I might sustain a loss higher than the original invested amount on certain investments, upon the occurrence of which I shall be able to provide additional coverage upon the Bank's request, if I should hold such a product (examples include, beside the products mentioned points a and b, options and futures).

**A.14.** As regards your risk bearing, which of the following statements is most characteristic of you?

- ☐ a) The safety of my capital is the most important for me, and in order to avoid risks I am ready to give up the possibility of higher returns; I am aware, however, that the price of financial instruments may fluctuate, therefore I am willing to accept minor capital losses.
- ☐ b) Hoping for higher returns I accept taking higher risks, and I am even ready to accept the possibility of a higher decrease of my capital.
- ☐ c) Hoping for outstanding returns I am ready to take high risks even if a considerable part of my capital might be at risk as a result; also I am aware that if I invest in a derivative product the loss may exceed the amount invested in the product concerned.

**A.15.** As regards the following 5 years, considering the potential loss belonging to the target profit, which investment option is most characteristic of you? The numbers shown in the diagram only and exclusively illustrate possible yield/risk relations, and do not reflect historical or future performance.

- ☐ a) 1
- ☐ b) 2
- ☐ c) 3
- ☐ d) 4
- ☐ e) 5



I the undersigned do hereby acknowledge that the above Investor questionnaire contains my answers on behalf of the Company / Organization.

Dated:

Client's signature