

## 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. The questionnaire is aimed at assessing your company’s/organization’s experience and goals related to investments. 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. 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, as provided for by the Act, to provide investment advisory or to perform portfolio management activities.

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. In this case the available products are limited according to section 45 § (3) of the Act CXXXVIII of 2007, and the Bank is obliged to refuse the execution of such orders based on Section 54 (1) point d) of the Act CXXXVIII of 2007.

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 handlingas Retail clients in written form. Based on such request, the Bank will subsequently fully treat you as a Retail client.

Highest educational level of the individual completing the questionnaire	<input type="checkbox"/> a) secondary, business <input type="checkbox"/> c) undergraduate or graduate, business major	<input type="checkbox"/> b) undergraduate or graduate, non-business major <input type="checkbox"/> d) other
Is the person completing the questionnaire/has the person completing the questionnaire been employed in the past 5 years in a position requiring financial knowledge?	<input type="checkbox"/> a) yes <input type="checkbox"/> b) no	

The answers given to the above questions will be taken into account when the Suitability Test is assessed.

### A) SUITABILITY TEST

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 and if your company/organization has appropriate experience and knowledge for understanding and assessing the characteristics of said services, products and related risks.

**Please, mark with an “X” as appropriate”.**

I. Characteristics of investment concepts (Please, mark only one answer for each question.)	
<b>A.1.</b> Primary investment goal	<input type="checkbox"/> a) Assuring short term liquidity <input type="checkbox"/> b) Assuring long term resources (e.g.: investment) <input type="checkbox"/> c) Making high profit even at the risk of losing the principal amount <input type="checkbox"/> d) Covering and managing the risks related to the operation of the company/organization*
<b>A.2.</b> Primary investment term (without term deposits)	<input type="checkbox"/> a) less than 1 year <input type="checkbox"/> b) 1-3 years <input type="checkbox"/> c) 3-5 years <input type="checkbox"/> d) over 5 years
<b>A.3.</b> Investment frequency	<input type="checkbox"/> a) The company/organization has not invested in anything or made use of deals aimed at risk management. <input type="checkbox"/> b) Few times a year <input type="checkbox"/> c) Monthly. <input type="checkbox"/> d) I trade several times a month or actively.
<b>A.4.</b> Percentage of your available financial assets you wish to invest in securities or financial instruments other than term deposits	<input type="checkbox"/> a) under 30% <input type="checkbox"/> b) 30-50% <input type="checkbox"/> c) above 50%

\* 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.12. and A.14.)**

<b>A.5.</b> Equity capital	<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.6.</b> Annual net sales revenue / operating income	<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.7.</b> EBIT / operating profit	<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.8.</b> Balance sheet asset value / Total budget	<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 HUF 750 million
<b>A.9.</b> Liquid investments (Financial assets currently available - bank deposits, securities, investment certificate - total, with any financial institution)	<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.</b> Fixed Financial Assets	<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.11.</b> Real estates	<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.12.</b> Source of regular income (If the company's / organisation's main source of income comes from financial operations then please mark it as income from core activity.)	<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.13.</b> Amount of regular monthly liabilities	<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.14.</b> Composition of liabilities	<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
<b>A.15.</b> The operation of the company / organization can be characterized as follows	<input type="checkbox"/> a) Under liquidation, dissolution, bankruptcy proceedings or debt settlement proceedings. <input type="checkbox"/> b) Newly established (within 1 year, including transformation) <input type="checkbox"/> c) Operating for 1-5 years <input type="checkbox"/> d) Operating for more than 5 years
<b>III. Investment experience (Please mark only one answer for each question.)</b>	
<b>A.16.</b> Amount characterizing your investment transactions	<input type="checkbox"/> a) HUF 0-10 million <input type="checkbox"/> b) HUF 10-50 million <input type="checkbox"/> c) Over HUF 50 million
<b>A.17.</b> Period characterizing your investment transactions	<input type="checkbox"/> a) Less than 1 year <input type="checkbox"/> b) Between 1-3 years <input type="checkbox"/> c) Over 3 years

**IV. Propensity to take risks related to investments (Please, mark only one answer for each question.)**

**A.18.** Please select one from the following statements that is the most specific in terms of your company's/organization's willingness to take risks (only one answer is to be given)

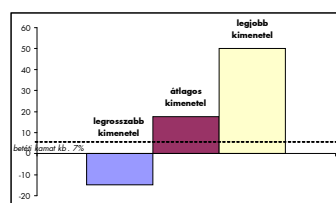
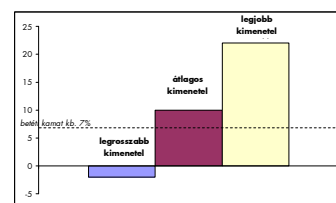
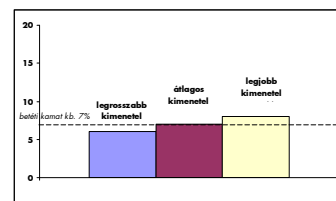
- ☐ a) Taking low risks: I only take risks that do not jeopardize my principal under ordinary market conditions, but my invested capital may decrease under extreme circumstances. (Examples to investments implying low risks: government bonds, bonds, money market and liquidity funds.)
- ☐ b) Taking medium risks: To reach a higher than average return, I am ready to risk a part of my principal. (Examples to investments implying medium risks: investment funds other than the ones under point a), foreign bonds, shares.)
- ☐ c) Taking high risks: Hoping for high returns I risk a part or the entire amount of my investment even under ordinary market conditions. I am aware that a loss higher than the original amount may be incurred for certain investments, in which case I am able to provide additional coverage upon the Bank's request, if I hold such a product. (Examples to investments implying high risks: beside products determined under points a) and b), options, futures, CFD through online trading.)

**A.19.** Which one is the most specific to your company's/organization's from the following statements?

- ☐ a) The safety of my capital is the most important to me, therefore, to prevent risks I am ready to give up reaching high returns.
- ☐ b) Hoping for a higher than average return I accept taking higher risks and I am ready to accept the slight decrease of my capital.
- ☐ c) Hoping for high returns I am ready to take high risks even if a considerable part of my capital is at risk as a result, what is more, if I invest in a derivative product, the loss may exceed even the amount invested in the product concerned.

**A.20.** From the following three opportunities which portfolio is your virtual selection when deposit interests are around 7%?

- ☐ a) The portfolio displayed on this graph which will produce a stable 6-8% return in the next years.
- ☐ b) The portfolio displayed on this graph which will produce returns between -2% and +22% in the next years.
- ☐ c) The portfolio displayed on this graph which is expected to produce returns between -15% and +50% in the next year and may even lead to a loss exceeding the invested amount under extreme conditions.



**A.21.** What percentage of the company's / organization's wealth would you invest in portfolio described under point c) of question A.20?

- ☐ a) Less than 10%
- ☐ b) Between 10%-25%
- ☐ c) Over 25%

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

Dated:

Client's signature