
8. If you invest in assets that have chances to receive high return but also have chances to receive high loss, how would you feel?
$\square$ [1] Worried and afraid of loss
$\square$ [2] Uneasy but somehow understand
$\square$ [3] Understand and accept the fluctuations
$\square$ [4] Not concerned about the large potential loss and expect that the return may increase
9. In which proportion will you be anxious or unacceptable when the value of your investment has decreased?
$\square$ [1] $5 \%$ or less
[2] More than $5 \%-10 \%$
[3] More than $10 \%-20 \%$
[4] More than 20\%
10. Last year, you invest 100,000 Baht. This year, the value of your investment decreased to 85,000 Baht. What will you do?
$\square$ [1] Panic and want to sell the remaining investment
$\square$ [2] Worried and will change some investment into less risky assets
$\square$ [3] Continue holding the investment and wait until the investment rebounds[4] Remain confident since it is long-term investment and will invest more to average cost
11. Successful derivatives and structure notes investment has high return. On the other hand, investors can lose all of their investment and must increase more capital. Are you able to accept this? (Scores will NOT be counted.)
$\square$ [1] No
$\square$ [2] Yes
12. In addition to investment risk, are you able to accept foreign exchange rate risk? (Scores will NOT be counted.) $\square$ [1] No $\quad \square$ [2] Yes

| Step 2 : Knowledge / Experience Assessment Please select the most appropriate answer. |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 13. You have obtained a cerrificate of degree from studying in finance, investment, commerce, eco | mics or financial planning. | $\square$ | Yes | $\square$ | No |
| 14. You have one of the following financial licenses or qualifications. <br> - IC Plain or IC Complex <br> - CFP - Certified Financial Planner <br> - CISA - Certified Investment and Securities Analyst Program | - Investment Planner <br> - CFA - Chartered Financial Analyst <br> - FRM - Financial Risk Manager | $\square$ |  | $\square$ | No |
| 15. You have work experience in the field of finance and investment. |  | $\square$ |  | $\square$ | No |
| 16. You are interested in and study about financial investment on a regular basis. |  | $\square$ | Yes | $\square$ | No |
| Step 3 : Evaluation Score from Question \#1-10 (\#11-16 will not be counted) | Total score |  |  |  |  |

## Please see fund types and sign your name in the next page

Step 4 : Assessment of Investor Type

| Your investor type | A | B | C | D | E |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Acceptable Risk Profile $^{*}$ |  |  |  |  |  |
| 1 |  |  |  |  |  |
| $1-4$ |  |  |  |  |  |
| $1-5$ |  |  |  |  |  |
| $1-7$ |  |  |  |  |  |
| $1-8+$ |  |  |  |  |  |

Step 5 : Recommended Basic Asset Allocation

| Investor Type | Investment Proportion |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Deposit and short term debt instrument | Government bond having term more than one year | Corporate debt instrument | Equity instrument | Alternative investment** |
| A | >60\% |  | <70\% <20\% | <10\% | <5\% |
| B | <20\% |  |  | <20\% | <10\% |
| C | <10\% | <60\% |  | <30\% | <10\% |
| D | <10\% | <40\% |  | <40\% | <20\% |
| E | <5\% | <30\% |  | >60\% | <30\% |

** Including commodity and future contracts

## Sample

In case your score is 23 , you will be categorized in Investor Type $\mathbf{C}$ who takes a Moderate to high risk. The most appropriate asset allocation is a maximum of $10 \%$ invested in deposit and short-term fixed income a maximum of $60 \%$ invested in government bonds maturing in more than 1 year and corporate bonds, a maximum of $30 \%$ allocated to equity, and a maximum of $10 \%$ invested in alternative investment.

| Step 6 : Fund types with acceptable risk levels |  |  |  |
| :---: | :---: | :---: | :---: |
| Fund Risk profile | *Fund Risk Level | Fund types | Majority of investable securities |
| Low | 1 | Money Market Fund invested purely in domestic country | - With zero forex risk, investing only in deposit or deposit-like financial instruments, or bonds, or securities or other assets or gains from other investments as specified by the SEC of which repayment on demand or due payment date is no longer than 397 days from the investing date or the agreement-signing date, and portfolio duration at any time must not exceed 92 days |
| Low to moderate | 2 | Money Market Fund | - To invest partially overseas but no more than $50 \%$ of NAV by investing only in deposit or deposi-l-ike financial instruments, bonds, securities or other assets or gains from other investments as specified by the SEC of which repayment on demand or due payment date is no longer than 397 days from the investing date or the agreement-signing date, and porffolio duration at any time must not exceed 92 days. |
|  | 3 | Government Bond Fund | - To maintain net exposure in government bonds on average in each accounting year at no less than $80 \%$ of NAV. |
|  | 4 | Fixed Income Fund | - To maintain net exposure at least $80 \%$ of NAV in deposit or deposit-equivalent financial instruments or debt instruments at any time. <br> - Fixed income funds with policy to invest in non-investment grade/unrated instruments not more than $20 \%$ of NAV. |
| Moderate to high | 5 | Fixed Income Fund | - Fixed income funds with investment policy to invest in non-investment grade/unrated instruments above $20 \%$ but less than $60 \%$ of NAV. |
|  |  | Mixed Fund | - Have net exposure in equity and debt instruments or alternative investments. |
| High | 6 | Fixed Income Fund | - Fixed income funds with investment policy to invest at least $60 \%$ of NAV in non-investment grade/unrated instruments |
|  |  | Mixed Fund | - Mixed funds emphasizing investment in equity instruments with net exposure in equity instruments of no less than $80 \%$ of NAV. <br> - Mixed funds with net exposure in alternative investments greater than 60\% of NAV but not exceeding $80 \%$ of NAV. |
|  |  | Equity Fund | - Have net exposure in equity at no less than $80 \%$ of NAV on average in each accounting year. |
|  |  | Long term Equity Fund | - LTF with net exposure in equity at no less than 65\% of NAV on average in each accounting year |
|  | 7 | Sector Fund | - Net exposure in a specific sector in the stock market on average in each accounting year is no less than $80 \%$ of NAV. |
| Very high | 8 | Fund with Alternative Investment | - Net exposure in alternative investments like REITs/infrastructure fund/property fund/commodity indices like gold and oil of not less than $80 \%$ of NAV on average in each accounting year, including funds investing in unsecured structured notes. |
|  |  | Mixed Fund | - Net exposure in alternative investments of not less than 80\% of NAV on average in each accounting year. |
| Significantly high | 8+ | Fund with Significant Investment Risk | - Invest and short-sell significantly in credit derivatives/investment repurchase <br> "Significant investment" here refers to the extra investment in the assets on top of the specified levels for mutual funds in general, which is no more than $100 \%$ of NAV (based on commitment approach)or no more than $200 \%$ of relative VaR (relative VaR approach), or no more than $20 \%$ of NAV (absolute VaR approach). |

- I hereby certify that information provided herein is accurate. I further acknowledge and agree that I am truly bound by Terms \& Conditions stated in the fund prospectus of the Company and/ or the Company's announcement that may be made in the near future. In case of any changes to the information, I will inform the Company immediately.
- When the Management Company's officer or the Selling Agent conducts the suitability test and informs the result of the suitability test and my acceptable risk level including provide primary recommendation for my understanding on the importance of basic asset allocation assessed from my information given to the Management Company's officer or the Selling Agent, it shall be deemed that I acknowledge the result of suitability test and my acceptable risk level. I further acknowledge that my investment may not be in accordance with the recommended basic asset allocation.
$\qquad$

| Investment Consultant: <br> License No. : | Recorded by: <br> Employee ID: |  |
| :--- | :--- | :--- |
| Referred by: |  | Authorized by: |
| Employee ID: |  | Employee ID: |

