



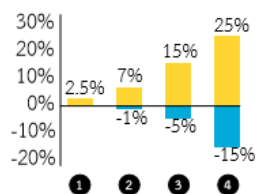
## Suitability test for Individual Investor

Date .....

Name ..... ID Card No./Passport No. ....

### Part 1 : Assessment of suitable risk profile

- Please indicate your age
  - 60 years or older
  - 45 – 59 years
  - 35 – 44 years
  - Under 35 years
- What is the proportion of your total expenses as the percentage such as mortgage, cars, personal and family expenses?
  - More than 75% of total income
  - Between 50% and 75% of total income
  - Between 25% and 50% of total income
  - Less than 25% of total income
- What is your current financial status?
  - Less assets than liabilities
  - Assets equal liabilities
  - More assets than liabilities
  - Having financial freedom for retirement life
- Do you have any investment experience or knowledge in the following types of investment products? (You can choose more than 1 item)
  - Bank Deposits
  - Government Bond or Government Bond Funds
  - Debentures or Fixed Income funds
  - Common Stocks or Equity funds or other high-risk assets
- The estimated period that you will not need to use your invested funds.
  - Less than 1 year
  - 1 to 3 years
  - 3 to 5 years
  - More than 5 years
- What is your risk tolerance?
  - To get regular, although lower returns, with secure investment
  - To increase opportunity in getting regular returns despite risk of partial investment loss
  - To increase opportunity in getting higher returns despite higher risk of investment loss
  - To increase opportunity in getting the maximum returns over the long term despite highest risk of investment loss
- When considering sample picture below showing the potential returns of different investment portfolio, which investment portfolio are you most willing to invest in?



- กำไร Profit      ขาดทุน Loss
- Investment portfolio 1 (has chance to receive 2.5% return without any loss)
  - Investment portfolio 2 (has chance to receive 7% highest return but may lose up to 1%)
  - Investment portfolio 3 (has chance to receive 15% highest return but may lose up to 5%)
  - Investment portfolio 4 (has chance to receive 25% highest return but may lose up to 15%)

- If you invest in assets that have chances to receive high return but also have chances to receive high loss, how would you feel?
  - Worried and afraid of loss
  - Uneasy but somehow understand
  - Understand and accept the fluctuations
  - Unconcerned of potential loss and looking forward to higher returns
- In which proportion will you be anxious or unacceptable when the value of your investment has decreased?
  - 5% or less
  - More than 5%-10%
  - More than 10%-20%
  - More than 20%
- What would you do if you invested 100,000 Baht last year , but the value of your investment declines to 85,000 Baht this year?
  - Panic and demand to sell all investments
  - Worried and shift some investments to lower-risk assets
  - Be patient and hold investments until the investments rebounds
  - Remain confident in long-term investment and invest more to average cost

### Part 2 : Derivatives and Structured note Investment

- 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?
 

No       Yes

**Part 3 : Foreign Investment**

12. In addition to investment risk, are you able to accept foreign exchange rate risk?

No  Yes

**Part 4: Knowledge / Experience in high risk or complex product**

13. Do you have obtained a certificate degree from studying in finance ? (e.g. Finance, Banking, Financial Risk Management / CFA,CISA,CFP)

No  Yes

14. Do you have work experience involve in capital market ? (e.g. Fund Manager, Securities Analyst, Investment Consultant)

No  Yes

15. Do you have experience in investing in high risk or complex product ? (eg. oil fund, hedge fund , complex return product)

No  Yes

**Terms and Conditions**

- The purpose of this Suitability test is to assess the client's investment risk level, which will be the information for the marketing officer to provide fund recommendations that are suitable to his/her investment risk profile.
- Providing accurate and up-to-date information will be beneficial in making investment recommendations to clients.
- The Marketing officer will inform the suitable risk level to the client and provide fund recommendation as appropriate given his/her investment risk level.

.....  
 (.....)  
 Applicant/Unitholder's signature

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Total Scores

**Assessment Scores**

Answer 1 = 1 point      Answer 2 = 2 points  
 Answer 3 = 3 points      Answer 4 = 4 points

For Suitability Assessment No. 4, if selected more than one answer, the highest score of the answers will be selected.

Assessor Name ..... Date .....

Inspector Name ..... Date .....

**Assessment Result & Suitable Type for Investor**

Level	Total Scores	Investor Type of Risk	Suitable Type for Mutual Fund	Suitable Type for Private Fund
1	Below 15	Low	Fund Risk Level 1	Invest in bond only
2	15-21	Low to Moderate	Fund Risk Level 1-4	invest in risky assets* not over than 25%
3	22-29	Moderate to High	Fund Risk Level 1-5	invest in risky assets* not over than 50%
4	30-36	High	Fund Risk Level 1-7	invest in risky assets* not over than 75%
5	37 and above	Very High	Fund Risk Level 1-8	invest in risky assets* not over than 100%

*\*Risky assets means Equity, Collective Investment Scheme, Alternative Investment Asset or others Specified by the SEC*

**Basic Asset Allocation**

Investor Types	Asset Allocation				
	Deposit and Short-term Fixed Income instruments	Government Bond with Maturity > 1 year	Debenture	Equity Fund	Other Options**
Low Risk	>60%		<20%	<10%	<5%
Low to Moderate Risk	<20%	<70%		<20%	<10%
Moderate to High Risk	<10%	<60%		<30%	<10%
High Risk	<10%	<40%		<40%	<20%
Very High Risk	<5%	<30%		>60%	<30%

*\*\*including Commodities and Derivatives*

The results of the risk assessment and an explanation of the mutual fund's risk level

Investor Types	Fund Risk Level	Description of the types of securities corresponding to the level of risk		
		Mutual Fund	Bond	Private Fund
Low	1	<p>Money Market Fund invested purely in domestic country</p> <ul style="list-style-type: none"> <li>• Zero exchange rate 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.</li> </ul>	<ul style="list-style-type: none"> <li>• Government Bond.</li> <li>• Bonds with a long-term credit rating of AAA, maturity not over 1 year.</li> </ul>	Invest in bond only
Low to Moderate	2	<p>Money Market Fund</p> <ul style="list-style-type: none"> <li>• Invest partially overseas but not more than 50% of NAV in deposit or deposit-like 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 portfolio duration at any time must not exceed 92 days.</li> </ul>	<ul style="list-style-type: none"> <li>• Bonds with long-term credit rating of AAA, a remaining maturity is more than 1 year.</li> <li>• Bonds with long-term credit rating of AA, a remaining maturity is not more than 5 years.</li> <li>• Bonds with a long-term credit rating of A, a remaining maturity is not more than 1 year.</li> <li>• Bonds with short-term credit ratings T1+, T1 / F1+, F1</li> </ul>	Invest in risky assets* not over than 25%
	3	<p>Government Bond Fund</p> <ul style="list-style-type: none"> <li>• Maintaining net exposure in government bonds on average in each accounting year at no less than 80% of NAV.</li> </ul>	<ul style="list-style-type: none"> <li>• Bonds with long-term credit rating of AA, a remaining maturity is more than 5 years.</li> <li>• Bonds with long-term credit rating of A, a remaining maturity is more than 1 year.</li> </ul>	
	4	<p>Fixed Income Fund</p> <ul style="list-style-type: none"> <li>• Maintaining net exposure at least 80% of NAV in deposit or deposit-equivalent financial instruments or debt instruments at any time.</li> <li>• Fixed income funds which can invest in government bond policy may invest in non-investment grade/unrated instruments not more than 20% of NAV.</li> </ul>	<ul style="list-style-type: none"> <li>• Bonds with a long-term credit rating of BBB, a remaining maturity is not more than 1 year.</li> <li>• Bonds with short-term credit ratings T2, T3 / F2, F3</li> <li>• Bonds with embedded derivatives with a credit rating of AAA.</li> </ul>	
Moderate to High	5	<p>Mixed Fund</p> <ul style="list-style-type: none"> <li>• A mutual fund with net exposure of both equities and bonds. or alternative assets.</li> <li>• A fixed income fund with net exposure in non-investment grade/unrated instruments exceeding 20% but less than 80% of NAV.</li> </ul>	<ul style="list-style-type: none"> <li>• Bonds with a long-term credit rating of BBB a remaining maturity is more than 1 year.</li> <li>• Bonds with embedded derivatives with AAA, AA ratings.</li> </ul>	Invest in risky assets* not over than 50%
High	6	<p>Equity Fund</p> <ul style="list-style-type: none"> <li>• A mutual fund with net exposure in equity not less than 80% of NAV on average in each accounting year.</li> <li>• It is a fixed income fund with a net exposure in non-investment grade/unrated instruments. On average, the fiscal year is not less than 80% of NAV.</li> </ul>	<ul style="list-style-type: none"> <li>• Bonds with a long-term credit rating of BB, a remaining maturity is not more than 1 year.</li> <li>• Bonds with short-term credit ratings T4, B</li> <li>• Bonds with embedded derivatives with credit ratings of AA, A</li> </ul>	Invest in risky assets* not over than 75%
	7	<p>Sector Fund</p> <ul style="list-style-type: none"> <li>• A mutual fund with net exposure in a specific sector in the stock marked on average in each accounting year not less than 80% of NAV.</li> </ul>	<ul style="list-style-type: none"> <li>• Bonds with a long-term credit rating of BB, a remaining maturity is 1-5 years.</li> <li>• Bonds with embedded derivatives with a credit ratings of A, BBB.</li> <li>• Perpetual bond Besel III, Insurance capital bond. with a credit rating at the level that can be invested.</li> </ul>	
Very High	8	<p>Fund with Alternative Investment</p> <ul style="list-style-type: none"> <li>• A mutual fund with net exposure in alternative investments such as REITs/infrastructure fund/property fund/commodity fund like gold and oil is not less than 80% of NAV on average in each accounting year, including funds investing in unsecured structured notes.</li> </ul>	<ul style="list-style-type: none"> <li>• Bonds with a long-term credit rating of BB, a remaining maturity is more than 5 years.</li> <li>• Bonds with long-term credit ratings level B, CCC / CC / C</li> <li>• Bonds with a short-term credit rating level C</li> <li>• Unrated bonds.</li> <li>• Bonds with embedded derivatives with a credit rating of BBB.</li> <li>• Bonds with embedded derivatives with credit rating lower lthan investment grade or no credit rating.</li> <li>• Perpetual bond, Basel III, Insurance capital bond with credit rating is below the investmentable level and No reliability rating.</li> </ul>	Invest in risky assets* not over than 100%
	8+	<p>Fund with Significant Investment Risk</p> <ul style="list-style-type: none"> <li>• A mutual fund that investing or short-selling significantly in credit derivatives/investment repurchase. "Significant investment" here refers to the extra investment in the assets on top of the specified levels for mutual funds in general, which is not more than 100% of NAV (based on commitment approach) or not more than 200% of relative VaR (relative VaR approach) , or no more than 20% of NAV (absolute VaR approach)</li> </ul>		

\*Risky assets means Equity, Collective Investment Scheme, Alternative Investment Asset or others Specified by the SEC