

PART III -A: FINANCIAL SOPHISTICATION					
GROUP A: Answer which best suit the company					
With reference to the financials of the company, what is the estimated Market Capitalization of the Company?	<input type="checkbox"/> Less than P1,000 MM	<input type="checkbox"/> Above P1,000 MM to less than P5,000 MM	<input type="checkbox"/> Above P5,000 MM to less than P25,000 MM	<input type="checkbox"/> Above P25,000 MM	
What is the company's Annual Gross Revenue for the past 2 years?	<input type="checkbox"/> Less than P100 MM for 1 year	<input type="checkbox"/> Above P100 MM up to less than P250 MM in 1 to 2 years	<input type="checkbox"/> At least P250 MM for 1 to 2 years	<input type="checkbox"/> Above P250 MM for at least 2 consecutive years	
GROUP - B : Given the different types of products enumerated below, kindly provide your level of knowledge and experience of each of the products					
PRODUCT	LEVEL OF KNOWLEDGE AND EXPERIENCE				
	NONE	SOME	MODERATE	GOOD	EXTENSIVE
		'(Familiar with concept; not encountered the investment in last 5 years)	'(1-2 year investment experience; encountered product in last 5 years)	'(2-5 year investment experience; encountered product in last 5 years)	'(more than 5 year investment experience; encountered product in last 5 years)
Special Savings Account (SSA)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Government Securities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SEC Registered Bonds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Equities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Trust Funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Real Estate Funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Private Equity Funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commodities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Structured Products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foreign Exchange Products					
FX Spot	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FX Forwards and/or FX Swaps	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-Deliverable Forwards	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Plain Vanilla Derivatives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Credit Default Swaps	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vanilla Interest Rate Options	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bond Forward Options	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bond Options	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-Vanilla or Complex Derivatives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commodity Derivatives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other Alternative Investments Specify: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
GROUP C :					
Does the company have a System for Monitoring Risk/Exposures?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
PART III-B : RISK TOLERANCE					
Question	1 point	2 points	3 points	4 points	
Investment Objective/goal	<input type="checkbox"/> Emergency / Operational Fund	<input type="checkbox"/> To safeguard value of capital or amount invested	<input type="checkbox"/> To provide funds with current income	<input type="checkbox"/> To achieve capital preservation or growth	
What is the company's Liquidity Requirement?	<input type="checkbox"/> Anytime	<input type="checkbox"/> Requires Regular Withdrawal	<input type="checkbox"/> Does not require regular withdrawal only when necessary.	<input type="checkbox"/> Does not require withdrawal until investment horizon.	
Loss Tolerance	<input type="checkbox"/> 0%	<input type="checkbox"/> 1% to 10%	<input type="checkbox"/> 11% to 25%	<input type="checkbox"/> Above 25%	
Based on interview with an authorized representative of the company, the company's policies and/or Articles of Incorporation, what is the company's level of RISK TOLERANCE?	<input type="checkbox"/> Principal must be safe and insured	<input type="checkbox"/> Prevent loss of principal at all times even if the return is modest i.e. that of average traditional deposits only	<input type="checkbox"/> Can tolerate the possibility of moderate loss on principal in the interim in exchange for returns higher than traditional deposits	<input type="checkbox"/> Can tolerate the possibility of substantial loss or a write off or principal in the interim in exchange or a conversion to common equity for higher long-term capital growth.	
What is the company's Transaction Horizon?	<input type="checkbox"/> Less than 30 days	<input type="checkbox"/> 30 days to less than 1 year	<input type="checkbox"/> 1 year to less than 5 years	<input type="checkbox"/> More than 5 years	
TOTAL SCORE – RISK TOLERANCE					
REMARKS (if applicable)					

PART III-C : ADDITIONAL INFORMATION ON DERIVATIVES INVESTMENT EXPERIENCE [] APPLICABLE [] NOT APPLICABLE

If you choose DERIVATIVES in III-A Question #5 and #8, check the products you have dealt and indicate tenor, volume and months/years of transacting in such products. Please also indicate frequency of transactions and number of contracts per year

<input type="radio"/> <u>FX FORWARD / NDF / FX SWAPS</u> No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	<input type="radio"/> <u>CROSS CURRENCY SWAP / ASSET SWAP</u> No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	<input type="radio"/> <u>FX OPTIONS</u> No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10
<input type="radio"/> <u>FORWARD RATE AGREEMENT INTEREST RATE SWAPS</u> No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	<input type="radio"/> <u>CAPS / FLOORS</u> No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	<input type="radio"/> <u>CREDIT DEFAULT SWAPS / CREDIT LINKED INVESTMENT (SINGLE NAME)</u> No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10
<input type="radio"/> <u>BOND OPTION / BOND LINKED INVESTMENT</u> No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	<input type="radio"/> <u>OTHER DERIVATIVES</u> Please state: _____ No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10	<input type="radio"/> <u>OTHER STRUCTURED INVESTMENTS</u> Please state: _____ No of _____ mo/s _____ year Tenor _____ Volume _____ Frequency of Transactions per year <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10 Number of Contracts: <input type="checkbox"/> 1-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> > 10

What is your role in the Derivative Contract?

- Fixed Rate Player
 Fixed Rate Receiver
 Option Seller
 Option Buyer
 Others (Please Specify): _____

UNDERTAKING

We acknowledge that the answers we indicated in this Customer Suitability Assessment Form (CSAF) are true, accurate, and complete and can be relied upon by the Sales/Marketing Officer. We understand that this CSAF shall be used as a guide for Sales/Marketing Officer to present and/or recommend investment alternatives, and that any false and insufficient information herein may result to inappropriate and inaccurate recommendation of products/services. The CSAF does not provide any form of guarantee against possible losses as to the income or principal of our account(s) and/or investment(s). We are obliged to immediately notify Robinsons Bank Corporation (the "Bank") in writing of changes to our financial situation/circumstances as indicated hereto that would change our client investment profile; and,

We acknowledge and agree that the Bank may share/disclose, for the purpose of suitability assessment, the information/data in this questionnaire to its subsidiaries, affiliates, agents and other persons or entities which may reasonably select, with corresponding duty to keep such information confidential. We will notify the Bank in writing if we do not consent to the sharing of the said information with its parent bank, subsidiaries, affiliates, representative offices and agents or other persons or entities that we may reasonably select.

 Signature of Authorized Signatory
 Printed Name & Date

 Signature of Authorized Signatory
 Printed Name & Date



 Signature of Authorized Signatory
 Printed Name & Date

 Signature of Authorized Signatory
 Printed Name & Date



CONDUCTED BY: _____
SEC Licensed Broker Bank Officer
 Signature over Printed Name

Reviewed by: _____
SEC License Broker Supervising Officer
 Signature over Printed Name

FOR BANK'S USE ONLY

PART IV – ASSESSMENT RESULT AND CLIENT CONFORME

CSA RESULTS:

Client Classification according to FINANCIAL SOPHISTICATION (Part III-A)	<input type="radio"/> Sophisticated Institutional/ Corporate Client	All other institutional clients: <i>(Group A and B should be met)</i> <input type="checkbox"/> Group A: Market Capitalization selected fall in the shaded area. <input type="checkbox"/> Group B: at least 2 answers in the shaded area. <input type="checkbox"/> If "APPLICABLE" is selected or ticked off for Part III-C
	<input type="radio"/> Non-Sophisticated Institutional/Corporate Client	If the criteria in the "Non-Sophisticated Institutional/Corporate Client" has not been met.
Client Classification according to RISK TOLERANCE (Part III-B)	<input type="radio"/> Conservative	Primary goal in investment or hedging is to preserve principal at all times <ul style="list-style-type: none"> Chose any of the answers in the shaded area Total of 5-10 points in III-B
	<input type="radio"/> Moderate	Willing and able to take on certain level of risk in consideration of higher returns or meet objectives (better hedge rate, cost reduction, etc.) <ul style="list-style-type: none"> Total of 11-15 points in III-B
	<input type="radio"/> Aggressive	Willing and able to take on higher risks involving potential for significant loss or volatility of investment in return for higher long term results. <ul style="list-style-type: none"> Total of 16-20 points in III-B
INVESTMENT PROFILE	Recommended Products	General Description of Recommended Product
<input type="checkbox"/> Non-Sophisticated Corporate – Conservative	<ul style="list-style-type: none"> Special Savings Account (Peso & USD) Peso Government Securities ROPs or any Foreign Currency denominated Government Securities issued by the Philippines Highly liquid corporate bonds and commercial papers rated at least "Aaa" or its equivalent by a reputable credit rating agency 	Includes products that provide higher returns than money market instruments. Client is exposed to sovereign and currency risk and with possibility of capital gains/losses if not held until maturity
<input type="checkbox"/> Non-Sophisticated Corporate – Moderate	<ul style="list-style-type: none"> Special Savings Account (Peso & USD) Peso Government Securities ROPs or any Foreign Currency denominated Government Securities issued by the Philippines Corporate bonds/notes and commercial papers Sovereign bonds, corporate bonds and commercial papers issued offshore 	Includes products that provide higher returns than money market instruments or government securities. Client is exposed to issuer or credit risk and to capital gains/losses if not held until maturity
<input type="checkbox"/> Non-Sophisticated Corporate – Aggressive	<ul style="list-style-type: none"> Special Savings Account (Peso & USD) Peso Government Securities ROPs or any Foreign Currency denominated Government Securities issued by the Philippines Corporate bonds/notes and commercial papers Sovereign bonds, corporate bonds and commercial papers issued offshore Trust Funds Equities (SEC and PSE-Listed) 	Includes products that provide highest returns and maximum capital growth. Client is exposed to higher degree of risk involving volatility of returns and even possible loss of principal arising from credit, market and regulatory risks.
<input type="checkbox"/> Sophisticated Corporate – Conservative	<ul style="list-style-type: none"> Special Savings Account (Peso & USD) Peso Government Securities ROPs or any Foreign Currency denominated Government Securities issued by the Philippines Highly liquid corporate bonds and commercial papers rated at least "Aaa" rated or its equivalent by a reputable credit rating agency Highly liquid sovereign, corporate bonds and commercial papers issued offshore rated at least "AA-" or its equivalent by a reputable credit rating agency 	Includes products that provide higher returns than money market instruments with possibility of capital gains/losses if not held until maturity. With higher level of financial sophistication, client may be exposed to the credit risk or highly rated corporate in addition to government securities and shall have access to vanilla foreign exchange hedges.
<input type="checkbox"/> Sophisticated Corporate – Moderate	<ul style="list-style-type: none"> Special Savings Account (Peso & USD) Peso Government Securities ROPs or any Foreign Currency denominated Government Securities issued by the Philippines Corporate bonds/notes and commercial papers Sovereign bonds, corporate bonds and commercial papers issued offshore Trust Funds Equities (SEC and PSE-Listed) 	Includes products that provide higher returns than government securities/ money market instruments. Client is exposed to the credit risk of the issuer, and to capital gains and losses if not held until maturity. Foreign exchange and/or interest rate exposure from such products may be hedged using Derivatives.
<input type="checkbox"/> Sophisticated Corporate – Aggressive	<ul style="list-style-type: none"> Special Savings Account (Peso & USD) Peso Government Securities ROPs or any Foreign Currency denominated Government Securities issued by the Philippines Corporate bonds/notes and commercial papers Sovereign bonds, corporate bonds and commercial papers issued offshore Trust Funds Equities (SEC and PSE-Listed) Structured Investments / Receivables 	Includes products that provide highest returns and maximum capital growth. Client is exposed to higher degree of risk involving volatility of returns and even possible loss of principal arising from credit, market and regulatory risk.

CLIENT'S CONFORME

We understand and agree on the explanation of the Customer Suitability Assessment results by the Marketing Officer and the bank products or investment products suitable to our needs. We also understand that in case of joint accounts with varying investment profiles per co-investor, the investment profile of the primary client shall prevail, and that in case of changes to the primary client, the new primary client shall be requested to undergo a separate Customer Suitability Assessment or the completion of a new and separate CSAF. We are also aware that investment products are not bank deposits or other obligations of or guaranteed or insured by the Bank or insured by the Philippine Deposit Insurance Corporation (PDIC). Based on the results of our suitability assessment or the suitability assessment of the primary client in case of joint accounts, the bank or investment products most suitable for us are those indicated under our resulting client investment profile;

(PLEASE CHOOSE ONLY ONE ANSWER)

- We agree to the Resulting Customer Investment Profile and the recommended investment products.
 - We do not agree to the Resulting Customer Investment Profile (CIP) and/or the recommended investment products.
- Please proceed in answering the "Waiver of Client Suitability Assessment" found in page 6.

We Agree to be bound by the general terms and conditions and policies of the bank applicable and governing our account/s and/or investment/s which appear in separate brochure/manual/handout/document as well as separate documents relative to the said account/s and/or investment/s. We acknowledge that any informed decision to invest or participate in a specified product shall only be made after we have read and understood the general features of such product including risk disclosures, if any, in a separate manual/brochure/handouts provided by the Bank's Marketing Officer.

We also acknowledge and agree that the Bank may share/disclose, for the purpose of suitability assessment, the information/data in this questionnaire to its subsidiaries, affiliates, agents and other persons or entities which the Bank may reasonably select, with corresponding duty to keep such information confidential. We will notify the Bank in writing if we do not consent to the sharing of the said information with its subsidiaries, affiliates, representative offices and agents or other persons or entities that it may reasonably select.

_____ Signature of Authorized Signatory Printed Name & Date	_____ Signature of Authorized Signatory Printed Name & Date
_____ Signature of Authorized Signatory Printed Name & Date	_____ Signature of Authorized Signatory Printed Name & Date



ROBINSONS BANK ACKNOWLEDGEMENT

We have explained to you in detail and discussed with you the: (1) Results of the Customer Suitability Assessment; (2) Basis of our recommendation, and; (3) Terms and Conditions of the recommended investment product/portfolio/strategy

ASSESSED BY: _____
SEC Licensed Broker Bank Officer
Signature over Printed Name

Reviewed by: _____
SEC License Broker Supervising Officer
Signature over Printed Name

Date: _____

Name:
Address:

Dear Client:

In compliance with BSP Circular No. 891, series of 2015, dated November 9, 2015, you confirm that the Bank has conducted the required suitability assessment on you.

Based on the information and/or responses you personally supplied to the Bank's Client Suitability Assessment Form including those found in publicly disclosed information and/or relevant documents you provided to us, the Bank's general assessment of your risk appetite is _____ thereby qualifying you to invest only in _____ *(enumerated in the Client Suitability Form)* as fully explained to you by your Account Officer.

Your intention to invest in _____ is classified under _____
(Identify the Product Name) *(Indicate: Moderate or Aggressive)*

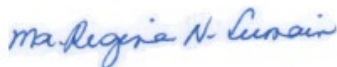
Risk. Conformably with the requirements of the above-mentioned BSP Circular, you confirm the following:

- *Your Account Officer has explained and provided you sufficient, accurate, and comprehensive information about the product, including the protections that you may lose as well as the inherent risks thereof, in a clear and balanced manner to enable you to make the financial decision;*
- *You fully understand the nature of the transaction and you are willing to take the risks involved and wish to proceed with the investment notwithstanding our assessment of your risk appetite; and*
- *Your investment in _____ meets your financial objective and is aligned with your risk tolerance.*
(Name of Treasury Product)

To signify your conformity, please affix your signature in the space provided below.

Thank you.

Very truly yours,



Ma. Regina N. Lumain
Executive Vice President & Treasurer

CONFORME':

_____ Signature of Authorized Signatory Printed Name & Date		_____ Signature of Authorized Signatory Printed Name & Date	
_____ Signature of Authorized Signatory Printed Name & Date		_____ Signature of Authorized Signatory Printed Name & Date	