

# INVESTMENT PROFILE AND SUITABILITY ASSESSMENT

## GIBRALTAR

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Policy Number

### INVESTMENT PROFILE AND SUITABILITY ASSESSMENT

#### Policyholder(s)

Surname(s)	<input type="text"/>	First name(s)	<input type="text"/>
Surname(s)	<input type="text"/>	First name(s)	<input type="text"/>
Surname(s)	<input type="text"/>	First name(s)	<input type="text"/>
Surname(s)	<input type="text"/>	First name(s)	<input type="text"/>

The aim of this Questionnaire is to analyse the requirements of the Policyholder, his financial position, his investment horizon, his investment objective and his knowledge and experience of financial investments. This information is compiled in the interests of the Policyholder in order to draw up his Investment Profile and to assess suitability for the purposes of providing advice on an insurance-based investment product in particular in accordance with the Policyholder's risk tolerance and ability to bear losses. The reason for assessing suitability is to enable the distributor to act in the Policyholder's best interests. As such, it is vital that the information provided is complete, correct, accurate, up to date, and honest. If the Distributor does not obtain the information required, it will not be able to provide advice on insurance-based investment products for the Policyholder. This Questionnaire must be completed by the Policyholder\* before subscribing the Policy or in other situations such as a change in his situation which might have an influence on his Investment Profile and on the suitability assessment.

\* In the case of multiple Policyholders/Directors, they opt for a common Investment Profile which reflects the potential impact of investment decisions on their individual financial situations and the investment objectives of each investor.

I. SUITABILITY QUESTIONNAIRE

Please select the tick box best reflecting your answer to the questions.

A. KNOWLEDGE AND EXPERIENCE	POINTS				
1. Which of the following options best describes your experience of the financial markets?	1	2	3	4	5
None	<input type="checkbox"/>				
Less than 5 years		<input type="checkbox"/>			
5 to 10 years			<input type="checkbox"/>		
More than 10 years				<input type="checkbox"/>	
2. What is your experience in life assurance investments?	1	2	3	4	5
None	<input type="checkbox"/>				
I have already invested in life assurance products with capital guarantee.		<input type="checkbox"/>			
I have already invested in life assurance products without capital guarantee.			<input type="checkbox"/>		

3. How many of the following statements do you know about unit-linked life assurance products?	1	2	3	4	5
a) There is no guarantee on return nor on capital.					
b) The financial risk related to the investment is fully supported by the Policyholder.					
c) The life insurance product is invested in one or several investment funds.					
d) The insurance product includes fees and sometimes exit fees in case of early withdrawal.					
e) The investment funds are subject to their own costs and applicable taxes on its underlying financial instruments.					
I know only 1 statement.	<input type="checkbox"/>				
I know 2 statements.		<input type="checkbox"/>			
I know 3 statements.			<input type="checkbox"/>		
I know 4 statements.				<input type="checkbox"/>	
I know the 5 statements.					<input type="checkbox"/>
4. Which products do you know? (for this question the highest score must be ticked)	1	2	3	4	5
Cash deposits	<input type="checkbox"/>				
Bonds		<input type="checkbox"/>			
Equities			<input type="checkbox"/>		
Other higher risk investments (eg.: hedge funds, private equity, derivatives, structured products)				<input type="checkbox"/>	
5. How many unit-linked life assurance products have you taken out during the last five years?	1	2	3	4	5
None	<input type="checkbox"/>				
One			<input type="checkbox"/>		
More than one				<input type="checkbox"/>	

6. Do you have relevant education and/or (former) professional experience related to the financial markets (e.g. asset manager, certified auditor)?	1	2	3	4	5
No	<input type="checkbox"/>				
Yes - relevant education		<input type="checkbox"/>			
Yes - relevant profession			<input type="checkbox"/>		
Yes - relevant education and profession					<input type="checkbox"/>
7. How do you inform yourself on economic and financial matters?	1	2	3	4	5
I don't seek information.	<input type="checkbox"/>				
I read the financial press and actively seek relevant financial information.		<input type="checkbox"/>			
I consult experts on a regular basis (e.g. banker).			<input type="checkbox"/>		
I read the financial press and actively seek relevant financial information and I consult experts on a regular basis (e.g. banker).					<input type="checkbox"/>
<b>Result A:</b> (total points for the questions under A)					

B. INVESTMENT OBJECTIVES	POINTS				
1. What are your main investment objectives?	1	2	3	4	5
To manage my short term liquidity needs.	<input type="checkbox"/>				
To maintain the real value of my assets.		<input type="checkbox"/>			
To have a constant stream of income.			<input type="checkbox"/>		
To obtain moderate growth of my capital.				<input type="checkbox"/>	
To maximise the growth of my capital.					<input type="checkbox"/>

2. What is the investment horizon of your financial investments?	1	2	3	4	5
Less than 1 year	<input type="checkbox"/>				
Between 1 and 3 years		<input type="checkbox"/>			
Between 3 and 5 years			<input type="checkbox"/>		
Between 5 and 10 years				<input type="checkbox"/>	
More than 10 years					<input type="checkbox"/>
3. Which statement best reflects your understanding of risk and returns?	1	2	3	4	5
I am risk-averse. I want to avoid market fluctuations even if it means lower long-term returns.	<input type="checkbox"/>				
I prefer to invest in lower risk assets although I understand that some risk must be taken to achieve higher long-term returns.		<input type="checkbox"/>			
I am comfortable with moderate market fluctuations in order to generate higher long-term returns.			<input type="checkbox"/>		
I accept short term volatility in order to generate higher long-term returns.				<input type="checkbox"/>	
I want to maximise my long-term return and I accept significant fluctuations.					<input type="checkbox"/>
4. What is your risk tolerance relating to negative performance?	1	2	3	4	5
I will accept a loss of less than 5%.	<input type="checkbox"/>				
I will accept a loss between 5% and 10%.		<input type="checkbox"/>			
I will accept a loss between 10% and 15%.			<input type="checkbox"/>		
I will accept a loss between 15% and 20%.				<input type="checkbox"/>	
I will accept a loss of more than 20%.					<input type="checkbox"/>
<b>Result B:</b> (total points for the questions under B)					

C. FINANCIAL SITUATION	POINTS				
1. What is your total wealth?	1	2	3	4	5
Less than EUR 500,000	<input type="checkbox"/>				
Between EUR 500,000 and EUR 1,000,000		<input type="checkbox"/>			
Between EUR 1,000,000 and EUR 5,000,000			<input type="checkbox"/>		
Between EUR 5,000,000 and EUR 10,000,000				<input type="checkbox"/>	
Above EUR 10,000,000					<input type="checkbox"/>
2. What is your annual income (salary, interest, rental income)?	1	2	3	4	5
Less than EUR 60,000	<input type="checkbox"/>				
Between EUR 60,000 and EUR 120,000		<input type="checkbox"/>			
Between EUR 120,000 and EUR 500,000			<input type="checkbox"/>		
Between EUR 500,000 and EUR 1,000,000				<input type="checkbox"/>	
Above EUR 1,000,000					<input type="checkbox"/>
3. What is your annual expenditure?	1	2	3	4	5
Above EUR 1,000,000	<input type="checkbox"/>				
Between EUR 500,000 and EUR 1,000,000		<input type="checkbox"/>			
Between EUR 120,000 and EUR 500,000			<input type="checkbox"/>		
Between EUR 60,000 and EUR 120,000				<input type="checkbox"/>	
Less than EUR 60,000					<input type="checkbox"/>

4. Do you expect to require access to your capital and/or income generated by your investment?	1	2	3	4	5
Yes - to both capital and income	<input type="checkbox"/>				
Yes - to capital		<input type="checkbox"/>			
Yes - to income			<input type="checkbox"/>		
No					<input type="checkbox"/>

**Result C:** (total points for the questions under C)

**RESULT / TOTAL**

TOTAL POINTS				
BETWEEN 15 AND 25 POINTS	BETWEEN 26 AND 37 POINTS	BETWEEN 38 AND 50 POINTS	BETWEEN 51 AND 60 POINTS	BETWEEN 61 AND 70 POINTS
Cautious or defensive investor	Moderate investor	Balanced investor	Active investor	Aggressive investor

Profile

## II. YOUR INVESTMENT PROFILE

INVESTMENT PROFILE	DESCRIPTION
Cautious or defensive investor	The investor seeks a conservative return taking a limited risk. The objective of the investor is to achieve progressive capital growth while undertaking limited risk in normal economic and market conditions. The investor accepts that risk hedging strategies will be applied to reduce the volatility of the portfolio and an investment horizon of at least 3 years.
Moderate investor	The investor seeks a moderate increase in capital in the medium term while undertaking limited risk under normal economic and market conditions. The investor accepts relatively weak portfolio volatility and an investment horizon of at least 5 years. The investor is ready occasionally to give up certain measures of investment security and invest in more volatile financial instruments such as shares. The investor accepts that risk hedging strategies can reduce the volatility of the portfolio. The investor accepts that part of the investment may be invested in alternative investments.
Balanced investor	The investor seeks a moderate growth in capital in the medium/long term through a balance between security and performance. The level of risk is average. The investor accepts that risk hedging strategies can reduce the volatility of the portfolio and an investment horizon of at least 7 years. The investor accepts that part of the investment may be invested in alternative investments.
Active investor	The investor seeks a capital appreciation over the years. The investor accepts that the capital invested can rise or fall and that portfolio volatility includes the risk of considerable losses. The risk level of the investor is high. The investor accepts that risk hedging strategies can reduce the volatility of the portfolio and an investment horizon of at least 9 years. The investor accepts that part of the investment may be invested in alternative investments.

Aggressive investor	The investor seeks a high performance in the long term and is ready to undertake substantial capital risk in exchange for this. The investor accepts that the volatility of his/her portfolio is elevated. The investment horizon of the investor is more than 10 years. The risk level of the investor is very high. The investor accepts that risk hedging strategies can reduce the volatility of the portfolio. The investor accepts that part of the investment may be invested in alternative investments.
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**What % of your total wealth does the investment into this product represent?**

%

### III. ALIGNMENT WITH THE INVESTMENT STRATEGY

The Investment Profile identified above is necessary to ensure that it matches the Policyholder's Investment Strategy (which term includes the selected Fund allocation, investment strategy of an Internal Dedicated Fund and/or asset allocation of a Specialised Assurance Fund).

The Policyholder understands that his/her personal situation may change and thus the answers provided in the Questionnaire may also change. The Policyholder undertakes to inform the Insurer immediately about such change(s), which might affect the Investment Profile.

The Policyholder declares that the information was obtained using clear, precise and fully comprehensible questions and that the Insurer has provided him with all the information needed to give informed answers to the questions asked.

The Policyholder acknowledges the content of the Investment Profile defined by the Distributor or by the Insurer. The Insurer advises him to select an Investment Strategy corresponding to his Investment Profile.

The Policyholder may choose an Investment Strategy entailing exposure to a different level of risk than that described in his Investment Profile. An Investment Strategy with a higher risk level than that described in the Investment Profile could entail a greater risk of investment loss. An investment strategy with a lower risk level than that described in the Investment Profile remains capable of generating loss for the Policyholder. Such loss could take the form of investment loss but could equally consist of a failure to achieve desired investment gains or other objectives.

Should the Policyholder choose an Investment Strategy with a risk level that deviates from that described in his Investment Profile then he does so at his own risk and will bear any and all loss of any nature resulting therefrom.

Should the risk level of the chosen Investment Strategy be higher than the risk level of the Investment Profile, the Policyholder must complete the following section, giving the reasons for this choice.

**Reason why** for deviation from the Investment Profile (if applicable):

- The Policyholder acknowledges and understands that the selected Strategy is not in line with his Investment Profile. He agrees to select a more aggressive Strategy because this insurance policy only represents part of his overall invested wealth.
- The Policyholder acknowledges and expressly agrees that the selected Strategy will be more aggressive than his Investment Profile. He seeks higher returns and assumes risks of capital loss in pursuit of this return objective.
- Other reason, please explain:

The Policyholder acknowledges the potential risks relating to the chosen Investment Strategy.

The Policyholder has taken this decision on his own initiative, based on personal reasons and specific circumstances, at his own risk. He has had the opportunity to consult all relevant documentation prior to making this decision.

Consequently, the Policyholder asks the Insurer to execute his request.

The Insurer reserves the right not to carry out any transaction until the Policyholder has opted for an Investment Strategy corresponding to his Investment Profile or until the Policyholder has provided the Insurer with a completed and signed deviation request.

IV. CLASSIFICATION OF THE POLICYHOLDER

In accordance with CAA Circular Letter 15/3, the Policyholder will be assigned a category based on the invested Premium and the Policyholder's transferable wealth.

This classification determines which types of Fund the Policy can invest in and, for Internal Funds, the types of asset the Fund can invest in.

The Policyholder confirms that his Policy shall be subject to the investment rules as defined under CAA Circular Letter 15/3, if not already the case.

Transferable wealth is wealth in the form of transferable securities, equal to the total value of financial instruments held by the Policyholder, plus bank deposits and the value of life insurance and capitalisation contracts, less debts of any nature.

Premium to be invested:

Transferable wealth (EUR):

POLICYHOLDER CATEGORY	MINIMUM PREMIUM; IN CASE OF EXISTING BUSINESS, PLEASE CONSIDER THE POLICY VALUE	TRANSFERABLE WEALTH
<input type="checkbox"/> Type A	EUR 125,000	EUR 250,000
<input type="checkbox"/> Type B	EUR 250,000	EUR 500,000
<input type="checkbox"/> Type C	EUR 250,000	EUR 1,250,000
<input type="checkbox"/> Type D	EUR 1,000,000	EUR 2,500,000

V. ASSESSMENT OF SUSTAINABILITY PREFERENCES

The following must be completed in the case of intermediation by an Utmost Luxembourg S.A. agent.

The aim of this section is to consider the Policyholder's/Holder's sustainability preferences and determine whether and, if so, to what extent, one or more of the following financial products should be integrated into his investment: (please tick the relevant options).

Minimum  % in **Environmentally sustainable investments**: products investing into economic activities which: (i) contribute substantially to environmental objectives (such as climate change mitigation or adaptation, the sustainable use and protection of water and marine resources, the transition to a circular economy, pollution prevention and control or the protection and restoration of biodiversity and ecosystems); (ii) do not significantly harm these environmental objectives; (iii) are carried out in compliance with minimum safeguards; and (iv) comply with technical screening criteria, as applicable.

Please consider that in case of preference selection without any indication of minimum investment, this will be considered as > 0 %.

Minimum  % in **Sustainable investments**: products investing into economic activities that contribute to an environmental objective, as measured, for example, by key resource efficiency indicators on the use of energy, renewable energy, raw materials, water and land, on the production of waste, and greenhouse gas emissions, or on its impact on biodiversity and the circular economy, or an investment in an economic activity that contributes to a social objective, in particular an investment that contributes to tackling inequality or that fosters social cohesion, social integration and labour relations, or an investment in human capital or economically or socially disadvantaged communities, provided that such investments do not significantly harm any of those objectives and that the investee companies follow good governance practices, in particular with respect to sound management structures, employee relations, remuneration of staff and tax compliance.

Please consider that in case of preference selection without any indication of minimum investment, this will be considered as > 0 %.

Products considering **Principal Adverse Impacts (PAI)** on sustainability factors such as environmental, social and employee matters, respect for human rights, anti-corruption and anti-bribery matters.

Further information detailing which PAI should be integrated into his investment:

Please consider that in case of preference selection without any specific PAI indication, any PAI will be considered as acceptable.

The Policyholder/Holder has not expressed any sustainability preferences.

In case the Distributor cannot recommend a product meeting the Policyholder's/Holder's sustainability preferences:

The Policyholder/Holder has decided to adapt his sustainability preferences for the following reasons:

By signing the below, the Policyholder(s) confirm(s) having received and carefully read the entire Application Form and the General Conditions of the Policy in conjunction with this form, and accept(s) this form as an integral part of the Policy.

**Policyholder 1**

**SIGNATURE**

Date

d	d	m	m	y	y	y	y
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Place

**Policyholder 2**

**SIGNATURE**

Date

d	d	m	m	y	y	y	y
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Place

**Policyholder 3**

**SIGNATURE**

Date

d	d	m	m	y	y	y	y
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Place

**Policyholder 4**

**SIGNATURE**

Date

d	d	m	m	y	y	y	y
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Place

A WEALTH *of* DIFFERENCE

[www.utmostinternational.com](http://www.utmostinternational.com)

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