

# ASSESSMENT OF APPROPRIATENESS OF THE SELECTION OF RISK CLASS

## Policy Data

Policy holder (surname, first name, company) \_\_\_\_\_  
\_\_\_\_\_  
Date of birth (for natural person) \_\_\_\_\_ Legal form (for legal entity) \_\_\_\_\_  
Policy number \_\_\_\_\_  
Street \_\_\_\_\_ Number \_\_\_\_\_  
Post code \_\_\_\_\_ City \_\_\_\_\_

**The purpose of this appropriate assessment is to determine whether the investment strategy selected for your insurance product is suitable for you. The assessment does not constitute legal, tax or investment advice. It is recommended to obtain the necessary legal, tax and investment advice from proficient advisors.**

**The data requested is treated confidentially and used solely for the above-mentioned assessment and for documentation.**

**If circumstances occur which have an impact on the accuracy of the information given, you have to notify us immediately.**

**It may take up to 30 days to implement any resulting changes.**

## YOUR PROFILE

### Qualification as professional investor

Please tick as appropriate:

The size of your financial portfolio, including the life policy, exceeds Euro 500'000.  Yes  No

Over the last four quarters, you have personally carried out an average of ten transactions on the financial markets.  Yes  No

You work or have worked in the financial sector for at least one year in a professional position, performing functions that require knowledge of investments in financial instruments.  Yes  No

**If you have answered two questions with «yes» we will classify you as a «professional investor». This relieves us from the obligation to subject your choice of risk class to an assessment of appropriateness and suitability.**

In this case, please skip the next chapter and go directly to section «**Portfolio Selection**».

### **Information for privat clients – «non-professional investors»**

**The following information is needed in order to assess the appropriateness and suitability of your selected risk class with regards to your financial situation, risk tolerance and investment objectives. However, this does not relieve your broker from his or her responsibility to inform and advise you on the suitability or appropriateness of the respective risk class.**

**If you select the risk class without the help of an advisor, please note that Youplus Assurance AG shall consider your choice as a «non-advisory» transaction and will thus treat this selection as a direct client order. Youplus Assurance AG does not assume any liability for the risk class chosen by you.**

**This assessment of appropriateness** mainly relates to (i) the expected duration of the policy, (ii) the relevant risk profile and (iii) anticipated returns. If the intended duration is relatively short, the investment strategy's risk should also be restricted, as in the event of loss recovery would be difficult within a short period of time. If the intended duration is relatively long, it may make sense to select an investment strategy with greater risk, provided that it is compatible with your risk profile. Your risk profile gives us an indication of the extent to which you prepared to accept losses resulting from negative fluctuations on the financial markets, which also have an impact on the asset portfolio linked to the policy. This allows us to assess whether you should select riskier investment strategies with higher expected returns (and, of course, larger potential losses), or whether investment strategies with a lower risk (and, of course, smaller potential losses) suit you better. The third section, anticipated returns, mainly relates to your risk profile and the fact that your risk of losses increases with an increase of expected returns.

### **Personal information**

Please tick as appropriate:

- By ticking this box, you confirm that you refuse to provide us with the information requested in this document. You thereby expressly acknowledge that although it has been made clear to you that this information is collected solely in your best interest, you have nonetheless chosen not to provide any information about your financial situation and your expectations of the life insurance contract in terms of cover, duration and the financial risks connected with it. You expressly acknowledge and recognise that your refusal to provide the information requested makes it impossible for us to verify whether the selected investment strategy is appropriate or suited to your particular needs.

In this case, please skip the next chapter and go directly to section **«Portfolio Selection»**.

## YOUR FINANCIAL CIRCUMSTANCES

	<b>Income (p.a.)</b>	
1	Income from professional activities	
2	Income from capital assets	
3	Income from letting and leasing	
4	Other income	
	<b>Total of annual income</b>	
	<b>Expenses (p.a.)</b>	
5	Expenses for housing and living	
6	Installments from liabilities (credits, loans)	
7	Expenses for child support, alimony payment (if applicable)	
8	Other expenses	
9	<b>Total of annual expenses</b>	
10	<b>Total annual revenue</b>	
	<b>Assets</b>	
11	Value of liquid assets (account balance, securities and investments eligible for short-term sale)	
12	Property assets	
13	Investments unavailable for short-term sale	
14	Other assets (art, gold, jewellery)	
	<b>Credit</b>	
15	Short-/medium term credit liabilities	
16	Loan liabilities	
17	Other liabilities	
18	Liabilities	
19	<b>Total assets</b>	

## YOUR PROFESSIONAL SITUATION

20 What is your current occupation? \_\_\_\_\_

21 When do you plan to retire? \_\_\_\_\_

## YOUR EDUCATION

22 What is your educational qualification?

University or equivalent

No answer

Additional training in financial sector (e.g. CFA)

Other (please specify): \_\_\_\_\_

### YOUR RISK TOLERANCE AND RISK-BEARING CAPACITY

- 23 With regard to your life insurance, which annual fluctuation in value are you prepared to accept?
- Very low (loss of 5% p.a.)
  - Low (loss of 15% p.a.)
  - Medium (loss of 20% p.a.)
  - Average (loss of 25% p.a.)
  - High (loss of 50% p.a.)
  - VERY HIGH (total loss possible)

### YOUR INVESTMENT OBJECTIVES

- 24 Which are your main reasons for taking out a life insurance. More than one answer possible:
- Succession planning
  - Savings/investments
  - Retirement planing/pension/provision
  - Risk protection (in case of death etc.)
  - No answer
  - Other (please specify): \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

### YOUR KNOWLEDGE AND EXPERIENCE WITH INVESTMENTS

- 25 What are your experiences with investments in financial instruments?
- Limited (superficial knowledge of some low-risk instruments and the financial markets, e.g., short-term government bonds, etc.)
  - Average (fairly superficial knowledge of financial instruments and financial markets, e.g., mid-term government bonds, quoted bonds and shares, bond and monetary funds, strong currencies, etc.)
  - Extensive (in-depth knowledge of investments and financial markets, e.g., foreign bonds and shares, at-risk issuers, ratings, weak currencies, interest rate curve, economic cycles, unquoted securities, Italian and foreign shares and balanced funds, derivative products, etc.)

- 26 Experiences with investments in the following financial instruments:

Fixed income investments such as bonds, pension funds	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Shares, share funds	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Real estate, real estate funds Shares, share funds	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Investments/funds	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Private equity	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Derivatives (certificates, structured products, options)	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Commodities (e.g., oil, natural gas, etc.)	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Precious metals (e.g., gold, silver, etc.)	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive
Alternative investments (e.g., derivatives, hedge funds)	<input type="radio"/> none	<input type="radio"/> limited	<input type="radio"/> extensive

- 27 What is your main reason for taking out a policy?
- Diversification
  - Asset protection
  - Asset planning
  - Other (please specify): \_\_\_\_\_  
 \_\_\_\_\_
  - Freedom of investment
  - Retirement provisions
  - Providing for family

28 Your investment horizon

2 – 3 years

3 – 5 years

5 – 10 years

>10 years

## PORTFOLIO SELECTION

**The information given below is provided solely to facilitate our selection and the appointment of a custodian as well as a portfolio manager.**

Are you aware that your investments may incur considerable losses, including the total loss of the entire

policy-linked portfolio if invested in shares, bonds or alternative investments?

Yes  No

Are you aware that none of the investment strategies offered by Youplus include a premium or interest guarantee?

Yes  No

**Please note:** In order to secure short-term liquidity, 5% of the policy-linked assets are generally held in cash or cash-like investments (including liquid, bankable assets)

**Please define your risk tolerance:**

Risk tolerance	Risk profile and investment goal	Related investment strategy	Asset allocation (maximum exposure per asset class)
<input type="radio"/> 1) VERY LOW Portfolio management includes a loss tolerance of up to 5% p.a. of the investment. This percentage, however, is not guaranteed.	You are very reluctant to take risks and do not wish to expose your assets to any unnecessary risks. You therefore prefer «safe» investments. Price fluctuations can be expected in the event of interest rate changes.	Fixed income (very conservative): The main objective of a fixed income portfolio is the safeguard of assets in each individual year and the realisation of regular interest income.	Cash 100% Money market 20% Bonds 100% Alt. investments* 5%**
<input type="radio"/> 2) LOW / CONSERVATIVE Portfolio management includes a loss tolerance of up to 15% p.a. of the investment. This percentage, however, is not guaranteed.	You are fairly risk adverse but willing to take a limited risk in order to achieve a higher long-term yield on your assets. Price fluctuations can be expected in the event of interest rate changes.	Income (conservative): The aim of an income-oriented portfolio is to maintain the value of assets in the long term, with minor price fluctuations. Regular interest income is optimised by dividends and capital gains.	Cash 100% Money market 20% Bonds 90% Equities 20% Alt. investments 10%**
<input type="radio"/> 3) MODERATE / DEFENSIVE Portfolio management includes a loss tolerance of up to 20% p.a. of the investment. This percentage, however, is not guaranteed.	You have a cautious attitude towards risks but are willing to take a calculable risk in order to achieve additional return from long-term capital gains. Price fluctuations can be expected in the event of interest rate changes.	Yield (moderate): The yield-driven portfolio seeks to achieve real long-term asset growth with moderate price fluctuations. Interest and dividend income are the primary sources of return, supplemented by capital gains.	Cash 100% Money market 20% Bonds 75% Equities 35% Alt. investments 10%**
<input type="radio"/> 4) AVERAGE / BALANCED Portfolio management includes a loss tolerance of up to 25% p.a. of the investment. This percentage, however, is not guaranteed.	You regard risks as an opportunity to achieve an attractive longer-term return. You are therefore willing to accept substantial short-term price fluctuations.	Balanced (liberal): The emphasis in a balanced portfolio is on long-term asset growth, whereby moderate price fluctuations are to be expected. Returns are generated in the form of interest and dividends as well as capital gains.	Cash 100% Money market 20% Bonds 60% Equities 65% Alt. investments 10%**
<input type="radio"/> 5) HIGH / DYNAMIC Portfolio management includes a loss tolerance of up to 50% p.a. of the investment. This percentage, however, is not guaranteed.	You want to benefit considerably from the potential of stock markets. In return, you are willing to accept substantial price fluctuations and losses.	Growth (dynamic): The investment objective in a growth-oriented portfolio is the realisation of substantial long-term asset growth, whereby the investor must be willing to accept substantial price fluctuations. Returns are generated in the form of capital gains, supplemented by interest payments and dividends.	Cash 100% Money market 25% Bonds 40% Equities 80% Alt. investments 10%**

You can find more answer options on the following page

Risk tolerance	Risk profile and investment goal	Related investment strategy	Asset allocation (maximum exposure per asset class)										
<input type="radio"/> 6) VERY HIGH / GROWTH total loss possible	<p>You have a high risk tolerance. Opportunities for long-term gains are seen as a decisive factor for your investment. You are willing to accept above average fluctuations in value as well as potential substantial losses in return for the opportunity to achieve above-average long-term returns.</p>	<p>Equities (offensive): An equity-oriented portfolio is based on the highest-risk investment strategy. This strategy aims to achieve high real long-term asset growth. Investments are made primarily in equities, which may result in substantial price fluctuations. Capital gains and currency movements account for the bulk of the returns; they are supplemented by interest and dividend income.</p>	<table> <tr><td>Cash</td><td>100%</td></tr> <tr><td>Money market</td><td>25%</td></tr> <tr><td>Bonds</td><td>25%</td></tr> <tr><td>Equities</td><td>50 - 100%</td></tr> <tr><td>Alt. investments</td><td>20%</td></tr> </table>	Cash	100%	Money market	25%	Bonds	25%	Equities	50 - 100%	Alt. investments	20%
Cash	100%												
Money market	25%												
Bonds	25%												
Equities	50 - 100%												
Alt. investments	20%												
<input type="radio"/> 7) VERY HIGH / AGGRESSIVE total loss possible	<p>You have a high risk tolerance and aim to combine traditional investments and alternative investments in order to achieve long-term gains. The type of these investments are decisive for your investment. In return for the opportunity to achieve above-average long-term returns, you are willing to accept above-average fluctuations in value. You are aware that substantial losses may occur.</p>	<p>Multi-Asset (offensive): The investment portfolio can be invested in different asset classes, including alternative asset classes (e.g., precious metals, commodities, real estate, private equities, hedge funds, hybrid instruments, etc.). If a large part of the assets (more than 5%) is invested in a single type of investment, the scope of the diversification of the underlying portfolio is not subject to regulation (bulb risk). Lack of or restricted liquidity of the investment (long minimum holding period), increased transaction costs; other risks such as domicile risk, counterparty risk, settlement risk, credit risk/default risk, market risk, currency risk.</p>	<table> <tr><td>Cash</td><td>100%</td></tr> <tr><td>Money market</td><td>70%</td></tr> <tr><td>Bonds</td><td>80%</td></tr> <tr><td>Equities</td><td>90%</td></tr> <tr><td>Alt. investments</td><td>100%</td></tr> </table>	Cash	100%	Money market	70%	Bonds	80%	Equities	90%	Alt. investments	100%
Cash	100%												
Money market	70%												
Bonds	80%												
Equities	90%												
Alt. investments	100%												

\* «Alt. investments» = alternative investments.

\*\* Alternative investments in risk class 1–5 will only be carried out in order to hedge risks within the portfolio (e.g. currencies).

**Optional:** Subject to my personal risk tolerance profile laid out in Option A, the policy-linked portfolio of assets is to be invested solely in investment funds..

**Option A: The linked portfolio of asset shall be invested according to my risk tolerance**

**Preferred investment manager**

**Please note:** If permitted by the laws and regulations in your country of residence, you may name your preferred investment manager provided he or she has been approved by us and manages the risk class you have selected\*:

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\* **Please note:** Only complete this part if you are permitted to select an investment manager under the laws and regulations applicable to you. If you are unsure, please leave this part blank.

**Option B: Your personal selection of funds**

**Please note:** This option may be restricted/excluded depending on your country of residence.

The premium is to be invested in the following investment funds:

ISIN	Fund name	Currency	Units (or/ Amount)

**Option C: Defined investment strategy**

**Please note:** This option may be restricted/excluded depending on your country of residence.

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**Option D: Unquoted or non-bankable financial instruments**

**Please note:** This option may be restricted/excluded depending on your country of residence.

Please complete our Investment Instructions for Illiquid/ Non-Bankable Assets which your broker has handed out to you along with this assessment form. **You declare to have read and understood this Assessment of Appropriateness. You confirm that the information given here is true, accurate and complete.** Advice provided by your broker relating to the selected risk class are based on the information you have given to said broker.

**You agree with the collection, processing and use of the required personal data for aforementioned audit purposes and documentation according to the provisions laid down in the DSGVO, as well as to automated storage and processing.**

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Place

Date

Signature

company stamp (for legal entity)

**To be filled out by broker (if involved):**

- The broker hereby confirms that he or she has considered all the information provided by you concerning your financial situation, asset management and investment counselling objectives. The broker has informed the investor that the selected risk class **is suitable** and appropriate for him/her.

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Company, broker's surname, first name

Place

Date

Signature

## **DATA PROTECTION**

We take great care to protect your privacy when processing your personal data. We process your personal data in compliance with Regulation EU 2016/679 of the European Parliament and of the Council from 27 April 2016 on the protection of individuals with regard to the processing of personal data and the free movement of such data and repealing Directive 95/46/EC, also referred to as «DSGVO» and, to the extent applicable, the data protection or privacy laws of any other country as well as in accordance with the principles set out in our Data Protection Notice handed out to you by the broker along with this application form.