Appropriateness Questionnaire

When The Cyprus Investment and Securities Corporation Ltd ('CISCO') provides you with the investment services of reception, transmission and execution of orders and you decide to invest in complex[1] financial instruments, it has to consider your **knowledge and experience** as an investor, in order to assess whether the complex financial instrument is **appropriate** for you.

Knowledge and Experience: This is an evaluation of your investment knowledge and experience regarding various financial instruments. Understanding your level of knowledge of investments helps CISCO to ensure that you are provided with sufficient explanation of the features and potential risks of the various financial instruments' features before trading.

The Appropriateness Questionnaire for the collection of information regarding your Knowledge and experience should be completed by **ALL** clients. It is essential to provide complete and accurate information so that CISCO can determine whether complex financial instruments are appropriate for you and therefore to act in your best interest.

Where CISCO assesses, based on the information received, that a financial instrument is not appropriate for you, it shall warn you accordingly. However, you may still invest in the financial instrument if you wish.

KNOWLEDGE AND EXPERIENCE

Note: This Section should be completed by the person signing the Investment Services Agreement. In case of a joint portfolio account, then EACH co-owner of the joint portfolio should SEPARATELY complete this Section based on their OWN INDIVIDUAL knowledge and experience circumstances. In case of a legal entity the authorized person/s, as stated on the Board Resolution, should SEPARATELY complete this Section based on their OWN INDIVIDUAL knowledge and experience circumstances.

1. What is your age?

    A. Up to 35
    B. 36 to 50
    C. 51 to 65
    D. Over 65

2. What is your education level?

    A. Primary / Secondary
    B. College / University
    C. Postgraduate / Professional

3. What is your profession (or past profession if retired)?

☐ Businessman / Merchant
☐ Accountant / Economist
☐ Academic / Public Servant
☐ Banker
☐ Medical Doctor Officer
☐ Lawyer
☐ Stockbroker / Asset Manager / Financial Analyst
☐ Other (fill in your profession) …………………………………

4. Knowledge and experience

CISCO requires certain information regarding your knowledge and experience in specific classes of financial instruments. With respect to each of the financial instruments listed below:

- **Knowledge** means you understand the distinctive characteristics and the major underlying risks of the relevant financial instruments.

- **Experience** means you have conducted at least 5 trades within the last 5 years in a financial instrument.

- **Value** means that the average annual value of the transactions performed over the last 5 years exceeded €20,000.

Please mark with an ☒ or ☑ all that apply below with regards to your *knowledge, experience* and or *value* for different categories of financial instruments (complex and non-complex).

For instance, in accordance to the definitions for knowledge, experience and value provided earlier:
- *In one category of financial instruments, you may have knowledge only*
- *In another category of financial instruments, you may have knowledge and experience but not value etc.*

Financial Instrument	Knowledge	Experience	Value
Equities (Shares) ETF'S or Depositary Receipts	☐	☐	☐
Convertible Shares	☐	☐	☐
Bonds with no special features	☐	☐	☐
Bonds with special features, such as: - Convertible and exchangeable bonds - Contingent convertible bonds - Callable or puttable bonds - Credit-linked notes	☐	☐	☐
Bonds or other debt instruments with special features, such as: - Asset backed securities - Subordinated debt instruments - Perpetual bonds - With leverage features	☐	☐	☐
Money market instruments, such as: - Certificates of Deposit - Commercial Paper	☐	☐	☐
Shares or units in UCITS, such as: - Equity Funds - Bond Funds - Money Market Funds - Asset Allocation Funds - Alternative Funds	☐	☐	☐
Shares or units in non-UCITS collective investment undertakings	☐	☐	☐
Shares or units in structured UCITS	☐	☐	☐
Commodities and precious metals	☐	☐	☐
Options, forwards, futures, swaps or other derivative products	☐	☐	☐
Contracts for difference (CFDs)	☐	☐	☐
Hedge Funds or other similar funds	☐	☐	☐
Private Equity	☐	☐	☐
Spot Foreign Exchange	☐	☐	☐
Structured Products, such as: - Dual Currency Investments - Double No Touch Investments - Reverse Convertible Notes - Index-linked Notes	☐	☐	☐

4a: Are you comfortable with the level of risk of investing in complex products and the fact that although higher risk investments could mean higher returns, there is no guarantee of this, and you may get back less than you invested?

    A. Yes

    B. No

4b: Have you been in a position in a financial services firm or other relevant entities/organisation which requires financial knowledge relevant to trading complex products?

    A. Yes

    B. No

If the above answer is Yes, please specify the below:

    A. Position title
- ☐ Business Owner
- ☐ Executive
- ☐ Employee

    B. Time spent in the above position
- ☐ 0-1 year
- ☐ 1-5 years
- ☐ 6+ years

DECLARATION

I confirm that I have read carefully the content of this questionnaire and that I have provided all the required information which concerns me and I hereby declare and confirm that this is true and correct and that I have not withheld any relevant or substantial information. Further, I undertake to inform CISCO immediately in writing of any change of this information.

_____   _____

Name   Company's Name

_____   _____

Signature   Date

IMPORTANT DISCLOSURES AND DISCLAIMER

Please note completion of this questionnaire does not constitute acceptance by the CISCO to provide any investment services. In order to commence investment, the relevant agreement will need to be executed.

Potential clients should note that the value of investments and the income paid on them can fall as well as rise. All investments involve risk and you may not get back the full amount of your investment and your investment may fail altogether, resulting in an entire loss. Past performance is not necessarily a guide to future performance.