

## QUESTIONNAIRE FOR ASSESSMENT OF SUITABILITY AND APPROPRIATENESS

**Question 1:** Offered product is designed in Euro currency, thus provides protection in case of devaluation of Icelandic Krona.

**Question 2:** The answer selected by the client indicates his/her objectives and expectations in relation to the conclusion of the contract:

**Answer a:** Client has predominantly investment needs. The answer is compatible with a significant investment allocation in internal funds that do not provide any capital or yield guarantee.

**Answer b:** Client has investment needs and, at the same time, needs to protect his/her capital. **None of the offered funds includes any guarantee or protection of capital, therefore, the product is not adequate.** See also „What if the product is not suitable but the client demands it anyway?“.

**Answer c:** Client is in no case willing to invest in funds that include investment risk; therefore, the product is not adequate. See also „What if the product is not suitable but the client demands it anyway?“.

**Answer d:** Client needs to opt for supplementary insurance coverage or to provide a sum insured for death higher than the basic minimum. The choice of answer d) is compatible with the choice of answer a).

**Answer e:** Similar to answer a), this answer is consistent with a significant distribution of investments in internal funds. The closer the client is to retirement, the more conservative allocation shall be chosen.

**Question 3:** In case of answer a), b) or c), our product is not suitable for the client and a recommendation for the sale of our product cannot be provided. In case of answer a) or b), the product falls into the negative target market and therefore, it is not possible to conclude the contract. In case of answer c), please see „What if the product is not suitable but the client demands it anyway?“. In case of answer d) or e), the product is suitable from the investment horizon perspective.

**Question 4:** By answering this question, the combination of risk tolerance and tolerance of possible losses (hereinafter referred to as „risk profile“) of the client is as follows:  
A - Very conservative  
B - Conservative  
C - Balanced  
D - Risk taking

**Question 5:** Question 5a:  
In case the disposable income is less than 200 Eur (clients below 40 years old) or under 333 Eur (clients with age 40 or more), the product is not suitable as it falls into the negative target market. Therefore, it is not possible to conclude the contract.

Question 5b:  
If the client does not have financial resources to cover his/her obligations if losing a regular income, he/she shall only invest a limited part of his/her disposable income. Even in case of very high financial reserves, the share of the disposable income to be invested into a single product has to be limited. See the following table:

Option	Regular premium
a	Max. 10 % of free usable monthly income.
b	Max. 30 % of free usable monthly income.
c	Max. 40 % of free usable monthly income.
d	Max. 50 % of free usable monthly income.
e	Max. 60 % of free usable monthly income.

For example, if the client has chosen option c) in question 5a (501 - 1500 Eur) and option d) in question 5b (6-8 months), then the maximum for regular premium is 50 % of 1500 Eur - 750 Eur.

**Questions 6 - 8:** For the evaluation of questions 6-8, points in the marked answers are added together.

### No knowledge and experience (0-3 points):

The product is not suitable. See also „What if the product is not suitable but the client demands it anyway?“

### Basic knowledge and experience (4-5 points)

### Good knowledge and experience (6-9 points)

### Very good knowledge and experience (10 or more points)

### Additional requirements based on knowledge and experience for specific internal funds

#### NOVIS Fixed Income Insurance Fund

- Minimum 4 points required based on knowledge and experience of bond related products (Question 7, options A. and C.; Question 8, options A. and C.)

#### NOVIS Global Select Insurance Fund

- Minimum 4 points required based on knowledge and experience of shares related products (Question 7, options B. and D.; Question 8, options B. and D.)

#### NOVIS Sustainability Insurance Fund

- Minimum 4 points required based on knowledge and experience of bond related products (Question 7, options A. and C.; Question 8, options A. and C.) and at the same time,  
- Minimum 4 points required based on knowledge and experience of shares related products (Question 7, options B. and D.; Question 8, options B. and D.) and at the same time,  
- Minimum 1 point required based on knowledge of sustainable investments (Question 9)

Client has to fulfill at least the criteria set above for the funds, which he/she intends to use.

## SUITABILITY STATEMENT

- 1) Recommended product/s:** Please, mark the checkbox „We recommend...“ or „Our products are not suitable...“.  
Please, mark the checkbox that there is no suitable product for the client in the following cases:
- Result of risk profile is: VERY CONSERVATIVE.
  - Disposable income is less than 200 Eur (clients up to 40 years old) or less than 333 Eur (clients 41 years old or older).
  - Desired investment period is less than 20 years.
  - The entry age is over 60 years (in case of regular premium). If the age of the policyholder is over 60 years, the product can only be recommended by choosing Single Premium.
  - Client has no knowledge and experience (less than 4 points)  
In this case, please see also „What if product is not suitable but the client demands it anyway?“.
- 2) Appropriate holding period:** The appropriate duration of the contract based on age, the General Terms and Conditions and the preferred investment horizon of the client.
- 3) Maximum premium:** Please, fill in according to the table in instructions for question 5b. The actual premium of the insurance contract can only be less than or equal to this amount (but not higher) and must be suitable for the client as stated.
- 4) Recommended allocation:** Please, mark the allocation according to the risk profile and the level of experience, which you can set based on the table below and please, do not forget to take into consideration the shift to more or less conservative allocation based on instructions for question 5a. At the same time, please make sure that the client meets additional requirements based on knowledge and experience for every fund that he/she intends to use.

		Knowledge and Experience			
		No knowledge and experience	Basic knowledge and experience	Good knowledge and experience	Very good knowledge and experience
Risk Profile	Very conservative	Product is not suitable	Product is not suitable	Product is not suitable	Product is not suitable
	Conservative	Product is not suitable	Conservative	Conservative	Conservative
	Balanced	Product is not suitable	Conservative	Balanced	Balanced
	Risk Taking	Product is not suitable	Conservative	Balanced	Risk taking

In principle, only insurance funds from this pre-selection may be recommended to the client. However, not every insurance fund, originally included in the pre-selection, will prove to be suitable and appropriate. The insurance funds included in the pre-selection must be matched with specific answers of the client in order to make a recommendation. In particular, what also must be considered with regard to which products the client already has knowledge and experience of (see „Additional requirements based on knowledge and experience!“).

## REFUSAL TO PROVIDE INFORMATION AND INADEQUACY FORM

If the client is not willing to answer questions in the questionnaire but the client is anyway interested in our product/s, he/she has to read, understand, mark the checkbox and sign the **DECLARATION OF REFUSAL TO PROVIDE THE REQUIRED INFORMATION**. We require both marking the checkbox and signing this declaration.

*Please be aware that abundant use of either of these two declarations may lead to actions from the Insurer to make sure that the offered product is in line with the set target market.*