

Personal Profiling for Investment

Different investors have different attitude toward risk, and objectives for investments, foreign currency and structured deposits. It is important to understand "Objective" and "Risk Tolerance" before investing in investment products, foreign currency and structured deposits. SMBC Trust Bank analyzes investors' objective and evaluates their risk tolerance through Assessment Questions ("Personal Profiling"). Personal Profiling lets SMBC Trust Bank propose a product portfolio tailored to your needs. In addition to this profiling, please note that there may be other conditions associated with transactions for specific products.

What are the implications of Personal Profiling?

Personal Profiling is required before the purchase of investment products including foreign currency time deposit, structured deposit and specified insurance products. Based on the suitability principle, this is to help SMBC Trust Bank understand your investment knowledge, investment experience, financial assets and investment objective to suggest products that fit those factors.

Generic explanation of questions

Purpose of using SMBC Trust Bank account

Option "A" is for the use of Yen savings account (including the use of cash card both domestically and overseas) and Yen time deposits.
Option "B" is for the use of investment products such as foreign currency time deposits, mutual funds, etc.

Your risk score will be determined by the most conservative answer you provide to questions **Q2, Q3, Q4, Q7, Q8, and Q9** if you chose B.

- Q1** Investment Goal
The purpose of this question is for us to advise more suitable products based on your general goal.
- Q2** Time Horizon
The purpose of this question is for us to advise more suitable products based on your investment term.
- Q3** Investment Objective
Your answer to this question helps us understand the range of returns and investment method that you may expect and helps us determine which products would be best for you to meet your expected returns.
- Q4** Risk Tolerance
This question is to understand your views on risk. Prices of investment products generally fluctuate based on market movements, economic conditions, etc. (price volatility risk); and in some cases it may not be possible to sell them (liquidity risk). For high-risk high-return products, these fluctuations become more prominent. The "price volatility risk" stated here refers to the risk of loss measured in the invested currency; if you are investing in foreign currency, there are also foreign exchange risks. Investments have both price volatility risk and liquidity risk.
- Q5 – Q6** Financial Asset and Income
Based on the suitability principle, the information about your total financial assets, annual income and other information collected through "Personal Profiling" helps us understand your investment objectives. Also, it will be a basis for determining the suitability of financial products you wish to purchase. For example, if you desire to invest a higher percentage of your total assets, we may not be able to accept the transaction, because the risk is too high. Thus, proper suggestions or advice require information about your financial assets.
- Q7** Liquid Net Worth
The purpose of this question is to enable us to suggest an investment strategy that is suitable for you based on the percentage of your liquid net worth you are investing through your account(s) in this relationship with SMBC Trust Bank. Liquid Net Worth means (a) your investment assets (including current accounts, savings and investments held within or outside SMBC Trust Bank but excluding your home(s) and businesses that you own) minus (b) the total of any loans that you have.
- Q8** Your Account(s) with SMBC Trust Bank
The purpose of this question is for us to advise more suitable products based on your expected financial plans. We are asking you to choose what best matches your plan for the extent to which you expect to rely on the holdings in your SMBC Trust Bank account(s) to fund expenditures in the next year.

- Q9** General Knowledge and Experience
The purpose of this question is for us to understand your general knowledge and experience regarding investment.
- Q10 – Q25** Product Specific Knowledge & Experience
"Investment Knowledge" refers to knowledge of product structure, risks and fees associated with financial products. Additionally, this also refers to knowledge of how the price of these products moves in response to market circumstances. "Investment Experience" refers to actual prior investment in financial products. If you don't answer to these questions, it means "No".

What are the implications of Personal Profiling for Investment to renew?

Your Risk Score will be valid for a period of one year. Please bear in mind that over a period of time, depending upon your objectives and knowledge, your Personal Profile may change. Hence, we request you to complete Personal Profiling for Investment at least annually.

What are the implications of Risk Score?

Your Personal Profile answers allow SMBC Trust Bank to create a "Risk Score", based on your views on wealth management and risk tolerance. The Risk Score will be used as a guideline for SMBC Trust Bank to suggest suitable products for your wealth management. The Risk Score will be set at the level implied by the most conservative response among the profiling questions. Please note that based on your Personal Profiling we may not be able to offer you products for which the Risk Level of the product does not match your Risk Score.

Based on your answers to all the risk capacity and risk attitude questions, you have been assigned to the following Investor Rating:
*Customer risk scores and investment product risk level are assigned by SMBC Trust Bank and are not a guarantee of future investment performance.

	Customer Risk Score	Risk Tolerance	Investment Objective
<div style="display: flex; flex-direction: column; align-items: center;"> <div style="margin-bottom: 10px;">Risk Low</div> <div style="margin-top: 10px;">Risk High</div> </div>	0 Yen Deposits Type	Seek investments with high liquidity and try to avoid any price movements. Aim to protect Yen capital and generate Yen interest income.	
	1 Safety Oriented	Based on your responses to the profiling questions, it appears that you should be limited to investments with no or negligible price movements, which can be sold at short notice (less than a week in normal circumstances) or promise to repay what you invest within a year.	This investor rating is compatible with investments or investment strategies that aim to protect capital and generate interest income in line with money market rates.
	2 Conservative	Based on your responses to the profiling questions, it appears that you can follow investment strategies with a risk of limited negative price movements and that you can buy investments that can be sold at short notice (less than a week in normal circumstances) for a price that is certain and close to the recent market average.	This investor rating is compatible with investments or investment strategies that aim primarily to provide regular income returns and may provide some capital appreciation as a secondary consideration.
	3 Moderate	Based on your responses to the profiling questions, it appears that you can follow investment strategies with a risk of moderate negative price movements and that you can buy investments that can be sold at short notice (less than a week in normal circumstances) for a price that is certain and close to the recent market average.	This investor rating is compatible with investments or investment strategies that aim to provide both regular income returns and capital appreciation.
	4 Aggressive	Based on your responses to the profiling questions, it appears that you can follow investment strategies with a risk of substantial negative price movements and that you can buy investments that have a small risk of losing their entire value, may be difficult to sell or have an uncertain price at any given time, such that they may only be sold at a price below the recent market average.	This investor rating is compatible with investments or investment strategies that typically aim to provide only capital appreciation and no or little regular income returns.
	5 Very Aggressive	Based on your responses to the profiling questions, it appears that you can buy investments or enter financial contracts with a risk of substantial negative price movements, that have a significant risk of losing their entire value, that may be difficult to sell or have an uncertain value at any given time, or it may not be allowable to sell them over an extended period.	This investor rating is compatible with specialist investments or investment strategies that may require an extended period to liquidate and which seek to provide aggressive capital appreciation over time.
	6 Specialized Investing	Based on your responses to the profiling questions, it appears that you can buy investments or enter financial contracts that may have a high risk of losing their entire value or may even lose you more than your initial investment. They may also be very difficult to sell or have a highly uncertain value at any given time, or it may not be allowable to sell them over an extended period.	This investor rating is compatible with long term specialist investments or investment strategies that may not be liquidated before maturity and which aim to provide very aggressive capital appreciation over time.

The Profiling service is also accepted by phone. [24 hours a day, 365 days a year]

In Japan **0120-110-330** From overseas (charges apply) **81-46-401-2100**

The Profiling service is also available at Internet Banking "PRESTIA Online".

www.smbctb.co.jp/en/online PRESTIA Online Helpdesk at **0120-41-0956**
From overseas (charges apply) **81-46-401-2106**