

Dear (future) investor,

Could you please take a few minutes to answer the questionnaire below ?

Your answers will enable us to establish your level of risk tolerance and create (or update) your investor profile, from which we can determine the financial products suited to your financial position, investment horizon and objectives¹.

Please check that the information provided is accurate and up to date. In the case of significant changes to any of the information, contact your Relationship Manager.

For all questions or assistance, contact us directly at (+352) 44 99 1.

- **Are there more than one portfolio holder ?** Please agree on a joint answer as only one questionnaire is required. **Only the least experienced joint holder fills in the « knowledge and experience » section.**

- **Are you filling in this questionnaire on behalf of an association or individual company ?** The information entered into the questionnaire must correspond to that of the structure, except for the knowledge and experience, which must reflect those of the ordering party.

- **If the account holder is a minor or under an adult legal protection scheme,** the information entered into the questionnaire must be that of the account holder, except for the knowledge and experience, which must reflect those of the ordering party.

Thank you,

Your ING team

The information and personal data communicated to the bank will be processed in accordance with our General Terms and Conditions and the Privacy Statement available at ing.lu.

¹in accordance with European regulation under MiFID 2014/65/EU.

Surname : _____

First name : _____

Surname : _____

First name : _____

Investor profile questionnaire (MIFID)

Client number : _____

Securities account number or Invest Plan (IBAN) : _____

Investing involves risks: by seeking to increase the performance of their portfolio, investors also increase their exposure to risk.

Therefore, which of the following statements reflects your situation best :

- I won't accept any loss of capital.
- I would accept to be exposed to a potential loss of capital, which is the risk in all investments.

If you would not accept any loss of capital, please contact your Relationship Manager directly before completing the questionnaire.

YOUR INVESTMENT GOALS

1. What is your investment objective ?

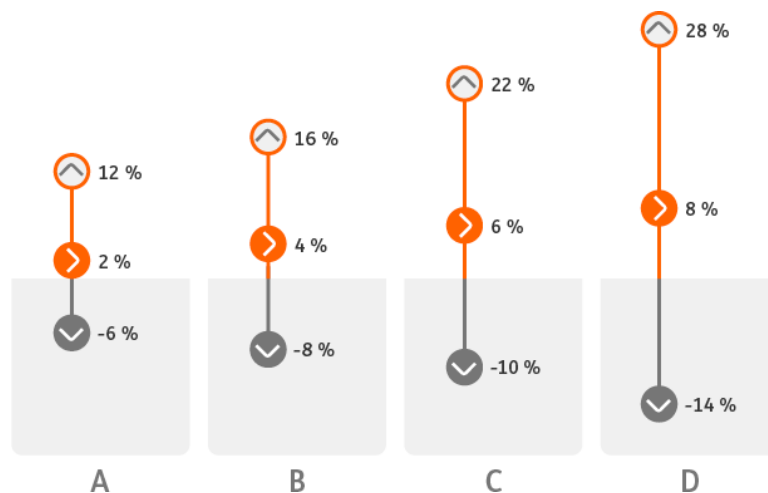
- I want to protect my capital and I'm willing to accept a relatively low return.
- I want to protect my capital, but I would like to increase the return on my investments.
- I want a high return on my investments.
- My main objective is to find the best-performing investments.

2. What is your investment horizon (the period for which you want to invest your capital, when you won't need it) ?

- Less than 3 years.
- 3 to 5 years.
- 5 to 10 years.
- Over 10 years.

3. Which of the scenarios in this chart are you most comfortable with ?

Theoretical losses and gains based on the different portfolio management types, provided for illustration only with no relationship to actual data.



- Scenario A.
- Scenario B.
- Scenario C.
- Scenario D.

4. How would you define your risk tolerance ?

- An investment must first and foremost guarantee a certain degree of security even if it won't provide substantial gains.
- Although I want security, I'm willing to take on limited risk to increase the performance of my portfolio.
- I'm willing to add riskier investments to my portfolio to obtain a better performance.
- I'm looking first and foremost for the best-performing investments even if I have to take substantial risks.

5. How would you react if your portfolio decreases by 10% over a quarter ?

- I would liquidate my investment portfolio and deposit everything in my current / savings account.
- I would sell off part of my investment portfolio and implement a less risky investment strategy.
- I wait and accept short term fluctuations.
- I'll increase my positions, taking advantage of favourable prices.

6. At what point will the decrease of your portfolio value no longer be financially bearable ?

- starting at 1%.
- starting at 5%.
- starting at 10%.
- starting at 20%.
- starting at 30%.

YOUR FINANCIAL SITUATION

7. What is your average annual income ?

- < 50,000 EUR
- Between 50,000 EUR and 100,000 EUR
- Between 100,000 EUR and 250,000 EUR
- > 250,000 EUR

8. What is your average annual savings capacity (taking into account your financial commitments) ?

- < 5%
- Between 5% and 10%
- Between 10% and 25%
- > 25%

9. Do you have any of these types of investments ? (Several answers possible) :

- Another investment portfolio.
- Property with a loan you're repaying.
- Property without related loan.

10. What proportion of your net assets (after deducting your debt / loans) are you thinking of investing ?

- < 10%
- Between 10% and 25%
- Between 25% and 50%
- > 50%

11. Do you have a cash reserve to meet urgent or unexpected expenses (vehicle replacement, unexpected works, etc.) ?

- Yes
- No

YOUR KNOWLEDGE AND EXPERIENCE

12. How long have you been investing in financial instruments ?

- I've never invested.
- < 1 year.
- Between 1 and 5 years.
- > 5 years.

13. For the following financial instruments, please indicate :

(a) Your understanding of their associated functioning and risks.

(b) If applicable, the number of transactions carried out over the last three years for each of financial instrument listed below.

Please answer using the following scale :

- **None** : I don't know the characteristics or the risks associated with this instrument.

- **Basic** : I would need some advice before taking a decision about this instrument.

- **Good** : I understand the characteristics and risks of this instrument and I'm able to take a decision based on the documentation available.

- **Advanced** : Thanks to my professional experience and/or my studies, I have in-depth knowledge of the characteristics and risks of this instrument.

A. Bonds or other forms of debt securities (bonds, government bond , etc.).

- | | | | |
|-------------|--------------------------------|----------------|----------------------------------------|
| KNOWLEDGE : | <input type="radio"/> None | TRANSACTIONS : | <input type="radio"/> None |
| | <input type="radio"/> Basic | | <input type="radio"/> Between 1 and 10 |
| | <input type="radio"/> Good | | <input type="radio"/> Over 10 |
| | <input type="radio"/> Advanced | | |

B. Complex bond instruments and securitised debt (convertible bonds, perpetual bonds, etc.).

- | | | | |
|-------------|--------------------------------|----------------|---------------------------------------|
| KNOWLEDGE : | <input type="radio"/> None | TRANSACTIONS : | <input type="radio"/> None |
| | <input type="radio"/> Basic | | <input type="radio"/> Between 1 and 5 |
| | <input type="radio"/> Good | | <input type="radio"/> Over 5 |
| | <input type="radio"/> Advanced | | |

C. Shares admitted to trading on a regulated market or on an equivalent third-country market

- | | | | |
|-------------|--------------------------------|----------------|----------------------------------------|
| KNOWLEDGE : | <input type="radio"/> None | TRANSACTIONS : | <input type="radio"/> None |
| | <input type="radio"/> Basic | | <input type="radio"/> Between 1 and 10 |
| | <input type="radio"/> Good | | <input type="radio"/> Over 10 |
| | <input type="radio"/> Advanced | | |

D. Classic investment funds

- | | | | |
|-------------|--------------------------------|----------------|----------------------------------------|
| KNOWLEDGE : | <input type="radio"/> None | TRANSACTIONS : | <input type="radio"/> None |
| | <input type="radio"/> Basic | | <input type="radio"/> Between 1 and 10 |
| | <input type="radio"/> Good | | <input type="radio"/> Over 10 |
| | <input type="radio"/> Advanced | | |

E. Alternative investment funds (hedge, property, private equity, SICAR, etc.)

- KNOWLEDGE : None Basic Good Advanced
- TRANSACTIONS : None Between 1 and 5 Over 5

F. ETF (Exchange Traded Funds) and trackers

- KNOWLEDGE : None Basic Good Advanced
- TRANSACTIONS : None Between 1 and 5 Over 5

G. Raw materials and precious metals

- KNOWLEDGE : None Basic Good Advanced
- TRANSACTIONS : None Between 1 and 5 Over 5

H. Structured products

- KNOWLEDGE : None Basic Good Advanced
- TRANSACTIONS : None Between 1 and 5 Over 5

I. Derivative products (options, futures, forward contracts, etc.)

- KNOWLEDGE : None Basic Good Advanced
- TRANSACTIONS : None Between 1 and 5 Over 5

14. (Based on your knowledge), What is the right answer to these questions ?

Only the answers to questions relating to products for which you have at least a « basic » level of knowledge will be taken into account in determining your profile.

A. In the event of the bankruptcy of the bond issuer, I will always be reimbursed my initial investment amount

- True
 False
 I don't know

B. The price of a share can vary based on the revenue outlook of the issuing company.

- True
- False
- I don't know

C. By investing in an equities fund, you can consistently avoid the negative impact of a general decline in the equities market.

- True
- False
- I don't know

D. Gold is considered to be a safe investment. As such, it will never experience a significant price variation in the short term.

- True
- False
- I don't know

E. The market price of a convertible bond can be impacted by the share price of its issuer.

- True
- False
- I don't know

F. The investor always benefits from a protection of his capital when investing in a structured product.

- True
- False
- I don't know

G. A derivative product can imply a loss greater than the amount initially invested.

- True
- False
- I don't know

H. Some Private Equity and real estate funds are less liquid.

- True
- False
- I don't know

I. In a liquid market, an ETF can be sold at any time as long as the markets are open.

- True
- False
- I don't know

This document must be signed by all holders.

US residents are prohibited from trading in securities.

Name :

Name :

First name :

First name :

Done in :

Done in :

Date (JJ/MM/AAAA) :

Date (JJ/MM/AAAA) :

Signature :

Signature :

Part reserved for the Bank : Relationship manager

Name :

First name :

Date :

Signature :