

INVESTOR RISK PROFILE QUESTIONNAIRE



What kind of investor are you?

Answer this questionnaire to find out.

Allianz PNB Life Insurance, Inc. is committed to respecting the privacy of your personal information in the accomplishment of this questionnaire. We gather this information strictly for our own use. We will not provide or sell any information contained herein to any third party. No sales person will call you unless you specifically request it.

This questionnaire helps you and your Allianz PNB Life Insurance, Inc.'s Financial Advisor determine your personal investment style that goes along with your protection needs. There are no right and wrong answers. It measures your investment time frame, stage of life, financial situation, priorities, and goals.

The questionnaire will translate your needs into an asset allocation designed to take where you want to go over the long term. Please accomplish this questionnaire together with your Allianz PNB Life Insurance, Inc.'s Financial Advisor who will answer any questions you have and help you choose the appropriate investment to meet your financial needs.

As your personal circumstances change, we recommend you repeat this on a yearly basis.

GENERAL INFORMATION

Approximate Net Worth	<input type="radio"/> Below P1 Million	<input type="radio"/> P1M to 3M	<input type="radio"/> P3.01M to 5M	<input type="radio"/> P5.01M to 10M	<input type="radio"/> Over P10M
Approximate Annual Income	<input type="radio"/> Below P500,000	<input type="radio"/> P500,001 to 1M	<input type="radio"/> P1.01M to 2M	<input type="radio"/> Over P2M	
Most Important Investment Objective	<input type="radio"/> Retirement	<input type="radio"/> Education	<input type="radio"/> Buying Home	<input type="radio"/> Leisure	<input type="radio"/> Others, pls. specify _____
Investment Knowledge	<input type="radio"/> None	<input type="radio"/> Little	<input type="radio"/> Average	<input type="radio"/> High	

Please check all that apply	I currently have	I used to have
Life Insurance	<input type="radio"/>	<input type="radio"/>
Time Deposit	<input type="radio"/>	<input type="radio"/>
Foreign Currency Bank Deposit	<input type="radio"/>	<input type="radio"/>
Mutual Funds	<input type="radio"/>	<input type="radio"/>
Stocks	<input type="radio"/>	<input type="radio"/>
Your own business	<input type="radio"/>	<input type="radio"/>

Please check all that apply	I currently have	I used to have
Pre-need Plan	<input type="radio"/>	<input type="radio"/>
Gov't Securities	<input type="radio"/>	<input type="radio"/>
Common or Private Truist Funds	<input type="radio"/>	<input type="radio"/>
Corporate Bonds	<input type="radio"/>	<input type="radio"/>
Commodities/Futures/Options	<input type="radio"/>	<input type="radio"/>
Real Estate	<input type="radio"/>	<input type="radio"/>

Do you have a plan for saving regularly? Please choose one.

- No
 Yes, I save a part of my income every month/quarter/year.

- Yes, I only save regularly if I have a specific project to accomplish.
 Yes, I save a part of my income whenever I can.

YOUR PROFILE

To complete this questionnaire, please choose the statement that most closely defines your needs or best describes your situation. Check the square in the left-hand margin that corresponds to your choice.

Part 1 – Financial Objectives

1. What is your primary goal in making this investment?

- [0] *I am saving to buy a car, to make a downpayment on a house, or to achieve some other goal within the next 7 years.
 [3] I am investing for the long-term (more than 7 years) but I need this investment to generate cash flow to supplement income.
 [7] I want an investment that will generate both income and long-term capital growth, without specific emphasis on either.
 [9] I am looking primarily for a long-term growth. Although I have no need for income from this investment now or over the next 10 years, I might appreciate that a small portion be invested in fixed-income securities for stability.
 [12] I am looking for long-term growth only. I want to maximize my potential return.

2. What percentage of this investment do you plan to spend in the next 7 years?

- [0] *More than 50% [3] 30% to 50% [5] Less than 30% [7] I don't plan to spend any of it

3. In how many years will you withdraw all or majority of this investment?

- [0] *Less than 7 years [5] Between 7 & 10 years [8] Between 11 & 20 years [10] More than 20 years

Please add your score for this part.

IMPORTANT: If some of your choices bear an asterisk (*), note that a Unit-linked policy may not be the appropriate investment for you as they are designed for long-term investing.

Part 2 – Background Information

4. How old are you?

- [3] Over 65 [5] 51 to 65 [7] 36 to 50 [12] 20 to 35

5. When are you planning to retire?

- [3] I am retired [5] In less than 7 years [7] In 7 to 10 years [9] In 11 to 20 years [12] More than 20 years

6. Which of the following statements best describes your employment situation?

- [3] My employment situation is somewhat unstable.
 [3] I am either a homemaker, retired, or unemployed and I will depend on this investment for current income and emergency cash needs.
 [5] My employment situation is currently stable, but this could change.
 [5] I am either a homemaker, retired, unemployed and I have other sources of income that are enough to meet my normal requirements.
 [7] My employment situation is stable and I don't expect this change in the near future.
 [12] My employment situation is completely secure.

7. Which of the following statements best describes your financial situation? Please consider your regular expenses and your ability to repay outstanding debts as well as savings for retirement and emergencies.

- [3] My financial situation is somewhat unstable.
 [3] I need this investment to supplement my income.
 [5] I do not currently need this investment to supplement my income, however this could change.
 [7] I don't expect to use this investment to meet current income requirements. However, should an unexpected situation arise, I may need to access these funds.
 [7] My financial situation is stable and I have sufficient cash flow to meet most of my requirements.
 [12] My financial situation is completely secure and I can meet emergency requirements without withdrawing these funds.

8. Which of the following statements best describes your investment situation? (If you don't currently have any investments, choose the response that best describes how you think you would manage your investments.)

- [3] All of my investments to date have been in Treasury Bills because I need the assurance of a secured capital.
 [5] Most of my investment were made to generate income and preserve capital, but I do need some capital growth.
 [7] Most of my investments tend to be mutual funds or common trust funds, however they are not aggressive funds.
 [9] Most of my investments tend to be moderately aggressive. My objectives are long-term, so I don't often make changes unless my reasons for investing have changed.
 [12] I am inclined to choose aggressive funds for long-term growth.

Please add your score for this part.

Part 3 – Risk Tolerance

9. Which of the following statements best describes your attitude towards the level of risk or volatility that you are prepared to live with during the time these assets will be invested?

- [3] I am aware that the value of an investment fund fluctuates daily and to varying degrees depending on the type of fund. I would feel most comfortable investing in funds that tend to generate a more stable return year-to-year, as opposed to funds that fluctuate widely.
 [5] I am comfortable with the fact that the value of my investment might fluctuate daily, but I would prefer that roughly half of my assets be invested in less volatile fixed-income securities and that the balance be invested in equities, which tend to be more volatile.
 [9] I am comfortable with volatility and seek more aggressive investments knowing that in the short-term, this strategy may result in declines in value, but that in the long-term, I have a better chance of realizing capital gains. Nevertheless, I do worry when the stock market drops significantly.
 [10] I fully accept volatility and seek more aggressive investments knowing that in the short-term, this strategy may result in declines in value, but in the long-term, I have a better chance of realizing capital gains.

10. How much of a temporary decline (i.e. one year) in the value of your investment could you tolerate?

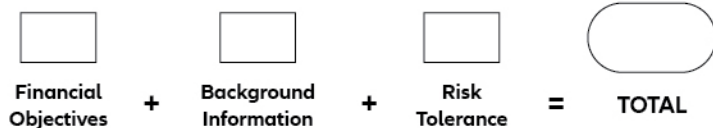
- [0] *No decline [3] 5% decline [5] 5.01% to 10% decline [9] 10.01% to 15% decline [12] More than 15%

11. Which of the following statements best describes your investment philosophy?

- [3] I am not comfortable taking risks with my capital, but I am prepared to do so with only a small portion of my assets as I need some capital appreciation to offset inflation.
 [5] I understand that the opportunity for greater returns comes with taking greater risks, but I am only prepared to do so with less than half of my assets.
 [7] I understand that the opportunity for greater returns comes with taking greater risks, and I am prepared to do so with more than half of my assets.
 [12] I have an aggressive investment philosophy and I am investing for the long-term. Therefore, I want to invest the majority or even all of my assets in the stock markets, as this is the best way to ensure higher returns over the long-term.

Please add your score for this part.

UNDERSTANDING YOUR SCORE



Your Total Score	Your Profile	Recommended Fund
Less than 61	CONSERVATIVE	Bond Fund
61 to 84	MODERATE	Balanced Fund
85 or more	GROWTH-ORIENTED	Equity Fund

CONSERVATIVE – A score of 60 points and less indicates that you are comfortable having your assets managed conservatively with an emphasis on the stability that comes from fixed-income investments, while generating some capital appreciation over time. Your investment horizons is short to moderate and your tolerance towards volatility is moderate. You seek capital preservation.

MODERATE – Scoring between 61 and 84 points indicates that you are seeking long term capital appreciation and to a lesser extent, the stability that comes from fixed-income investments. You are most comfortable with relatively stable year-to-year returns but will accept some volatility as you understand that the capital growth you require cannot be achieved without some element of risk.

GROWTH-ORIENTED – Scoring between 85 and 120 points indicates that you are seeking long-term capital appreciation with little or no requirement from additional income. You can tolerate greater year-to-year volatility, as well as some moderate to strong fluctuations in the capital value of your investment. You realize that overtime, equity markets usually outperform other investments.

I hereby acknowledge that the above investment risk stance is consistent with my investment risk requirements and profile.
 I have had the concept of Investment risk explained to me and am happy to proceed on this basis.

OR

The above investment risk stance is not consistent with my risk profile which I hereby nominate to be _____ Please proceed on this basis. (in cases where investor appears to be Conservative but wants to put his money in Equity)

I authorize **Allianz PNB Life Insurance, Inc.** to use this information about me as necessary to the conduct of performing investment-related services on my behalf.

Name of Prospective Investor _____

Signature of the Prospective Investor _____

Date (mm/dd/yyyy) _____

To be accomplished by the Servicing Financial Advisor

I have explained to the abovementioned Prospective Investor in detail the results of this questionnaire as well as the investment risk of his/her chosen fund.

Name of Financial Advisor _____

Signature of Financial Advisor _____

Date (mm/dd/yyyy) _____