

Hedging Advice Suitability Questionnaire

Company name and ID

Name and title of representative who will make hedging decision

Financial details according to the latest annual report

Accounting currency	
Net turnover	
Profit	
Total debt	
Total assets	
EBITDA	
Net debt/EBITDA	
Are there any changes in the company currently known to occur within the following years that may significantly affect its financial situation? Please describe.	

Hedging objectives and risk assessment

Question	Answer options
What is the objective of hedging the uncertainty in prices?	
Is the profit of the company affected by changes in certain prices?	
Do you have a risk policy within your organization?	
If yes, please describe your risk policy main requirements.	
How would you assess your risk tolerance regarding the exposures that may impact your business?	
How important is it for you to know for certain the future value of your exposure regardless of the actual outcome?	
How much would you accept the exposure to impact your result?	
How important is it for you to reduce the market exposure of your business?	
Does your company use price lists, contractual clauses or hedge instruments to reduce risks? Please describe.	
How would you assess your risk tolerance regarding fluctuation in derivative product value?	

Enter details of exposure that you would like to hedge:

Fields below per exposure:
 Type of exposure
 Nominal amount
 Currency
 FX direction / Type of interest
 Risk horizon in months
 Credibility of forecast

Exposure1

Exposure2

Exposure3

Exposure4

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I confirm that:

- I have received, read and understood the Terms and Conditions of Hedging Advisory Services and agree with them
- the provided data is accurate and complete and I am informed that provided data is used for provision of advisory services to find suitable solutions
- I am informed that the bank will process all the data in accordance with the requirements laid down in the laws and regulations and pursuant to the objectives, scope and terms of the Privacy Policy of AS SEB banka and I confirm that I was provided with opportunity to familiarize with this document by the time of submitting personal data
- I am aware that the bank's recommendation is not an obligation to buy or use the specific products and services or conclude agreements or transactions
- I am aware that AS SEB banka is not an independent advisor and considers only its own products when providing recommendation.

The scope of available derivative products regarding your exposure for hedging advice are: FX Outright Forward, FX Swap, FX Put Option, FX Call Option, FX Non-Deliverable Forward, Interest Rate Swap, Interest Rate Cap and Interest Rate Floor. Detailed derivative product description including related risk is provided in the relevant [Key Information Document \(KID\)](#).

The personal data of the Client's representative in this questionnaire will be used for identification purposes. More detailed information on how personal data is processed in the bank can be found in the SEB Privacy Policy, which is published at www.seb.lv.

Terminology

Derivatives – financial instruments whose value depends on the price of an underlying asset (typically interest rates, currencies, commodities or etc.). Derivatives are typically complex and could more volatile than their underlying asset and are used for hedging purposes or speculation.

Exposure – current or projected incoming or outgoing cash flows, loans or similar debt liabilities that could be denoted in various currencies and which pose a financial risk to the company.

Derivative product value – the value at which the derivative contract could be executed with counterparty. Derivative product value depends on both the price change of underlying asset and the time remaining to the contract expiration. The derivative product value could also increase or decrease, sometimes you may be required additional funding as the derivative product value may changes by several times differently compared with underlying asset.

Representative of the company signature
Date

AS SEB Banka representative signature
Date
