



PORTFOLIO PLANNING RISK QUESTIONNAIRE

Client Name

Adviser Name

Adviser Company

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To use this questionnaire, answer the fifteen questions and add up the scores to indicate tolerance to risk. Then use the five risk capacity factors to assess whether the risk tolerance fits the individual's circumstances.
 (Please use a separate form for each person when planning on behalf of two people)

RISK QUESTIONNAIRE

| | SCORE | STRONGLY AGREE | AGREE | NEITHER DISAGREE NOR AGREE | DISAGREE | STRONGLY DISAGREE |
|---|-----------------------|-------------------------|-------------------------|----------------------------|-------------------------|-------------------------|
| I do not feel comfortable with the prospect of losing money even in the short term | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| I want to see high gains from my portfolio and I am happy to take the higher risks associated with this | <input type="radio"/> | <input type="radio"/> 5 | <input type="radio"/> 4 | <input type="radio"/> 3 | <input type="radio"/> 2 | <input type="radio"/> 1 |
| I am not interested in financial affairs | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| If I believe that the investment is sound I do not worry too much about conflicting information that is published | <input type="radio"/> | <input type="radio"/> 5 | <input type="radio"/> 4 | <input type="radio"/> 3 | <input type="radio"/> 2 | <input type="radio"/> 1 |
| I do not get worried if the value of my investment fluctuates rapidly over time | <input type="radio"/> | <input type="radio"/> 5 | <input type="radio"/> 4 | <input type="radio"/> 3 | <input type="radio"/> 2 | <input type="radio"/> 1 |
| I do not have much experience in investing money | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| I do not have a good understanding of financial terms and phraseology | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| I do not regularly review my investment portfolio | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| I have a good grasp of financial concepts which I use to steer my investment decisions | <input type="radio"/> | <input type="radio"/> 5 | <input type="radio"/> 4 | <input type="radio"/> 3 | <input type="radio"/> 2 | <input type="radio"/> 1 |
| I am comfortable taking risks with my investments | <input type="radio"/> | <input type="radio"/> 5 | <input type="radio"/> 4 | <input type="radio"/> 3 | <input type="radio"/> 2 | <input type="radio"/> 1 |

| | SCORE | STRONGLY AGREE | AGREE | NEITHER DISAGREE NOR AGREE | DISAGREE | STRONGLY DISAGREE |
|---|-----------------------|-------------------------|-------------------------|----------------------------|-------------------------|-------------------------|
| In relation to big financial decisions, it is the possible losses that I concentrate more on than the potential gains | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| I feel more comfortable when investing in cash accounts rather than the stock market | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| I am interested in more adventurous alternative investment opportunities rather than traditional proven strategies | <input type="radio"/> | <input type="radio"/> 5 | <input type="radio"/> 4 | <input type="radio"/> 3 | <input type="radio"/> 2 | <input type="radio"/> 1 |
| I would prefer to have a small pay rise and more job security rather than a large pay rise with less job security | <input type="radio"/> | <input type="radio"/> 1 | <input type="radio"/> 2 | <input type="radio"/> 3 | <input type="radio"/> 4 | <input type="radio"/> 5 |
| I am happy with fluctuations in my deposited capital as long as the returns remain steady | <input type="radio"/> | <input type="radio"/> 5 | <input type="radio"/> 4 | <input type="radio"/> 3 | <input type="radio"/> 2 | <input type="radio"/> 1 |

YOUR SCORE



CALCULATE

RESET

| RISK | PORTFOLIO | LOWER | UPPER |
|------|----------------|-------|-------|
| 2 | Liquidity Plus | 20 | 27 |
| 3 | Defensive | 28 | 34 |
| 4 | Cautious | 35 | 41 |
| 5 | Balanced | 42 | 48 |
| 6 | Growth | 49 | 55 |
| 7 | Adventurous | 56 | 62 |
| 8 | Speculative | 63 | 70 |

If your score falls outside the range displayed then our services may not be suitable for your needs. Please discuss with your adviser before proceeding.

This risk questionnaire above looks at client Tolerance to risk, but it is also important to ensure that the client has the capacity to take this level of risk with their investment. The Capacity to accept risk with an investment is a complex matter that can only be fully understood by knowing the client in some depth.

The key factors relating to capacity for risk are as follows:

| RISK CAPACITY FACTOR | REDUCED CAPACITY | INCREASED CAPACITY |
|---|--|--|
| Term of investment | Where the term of investment is 5 years or less, it may be that a lower risk profile should be adopted than indicated by the risk tolerance questionnaire. | Where "Risk Tolerance" is low, but other factors are favourable and the term to investment is significant, it is important to take into account the effects of inflation. There may be circumstances where a recommendation for a slightly higher risk approach may be appropriate to maintain the "real" value of the assets. |
| Investment as a proportion of total wealth and/or investable assets | Where the investment represents a large proportion of assets it may be appropriate to consider a lower risk profile than indicated by the tolerance questionnaire to offset the reduced diversification. | |
| Ability to replace investment sum | Where an individual has a low income or earning capacity and may not be in a position to replace the investable assets, consideration should be given to using a lower risk profile than indicated by the risk tolerance questionnaire. | |
| Age of client | Where an individual is above retirement age a number of factors come into play, such as a reduced capacity to replace investments and the fact that an investment term may be related to life expectancy. In this case consideration should be given to using a lower risk profile than indicated by the risk tolerance questionnaire. | |
| Preference | In some circumstances clients will specifically seek to invest money using a lower risk profile than indicated by the risk questionnaire. It is important that this matter is discussed, documented and resolved with the client. | |

We are not in a position to evaluate how these factors might affect the stated Tolerance to risk. By signing this document you the adviser confirm that you have considered these issues and discussed them with your client or that you have used a risk profiling questionnaire that takes into account "capacity for risk" in addition to this one. If there is a subsequent change in risk profile due to capacity this needs to be detailed and explained in a separate covering letter.

By signing below you confirm that you have answered the above questions to the best of your ability and agree with the risk profile outlined.

Client Signature _____ Date _____

Adviser Signature _____ Date _____