

**RISK ANALYSIS FOR INVESTMENT PRODUCTS
(TO BE COMPLETED BY CLIENT IN OWN HANDWRITING)**

Client:..... ID:.....

Advisor:

Question 1:

A younger person can usually afford to take more risk. What is your age?

- | | |
|----------|----------|
| 1. 20-30 | (20 pts) |
| 2. 31-40 | (15 pts) |
| 3. 41-50 | (10 pts) |
| 4. 51-60 | (5 pts) |
| 5. 60+ | (0 pts) |

Question 2:

How many years away from your planned retirement date are you?

- | | |
|-------------------------|----------|
| 1. Already retired | (0 pts) |
| 2. Less than five years | (5 pts) |
| 3. 5-15 years | (10 pts) |
| 4. 15 years or more | (15 pts) |

Question 3:

A healthier person can on average take more risk than a person with a health problem. How would you assess your health against the average health of your group?

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|------------|----------|
| 1. Average | (5 pts) |
| 2. Better | (10 pts) |
| 3. Worse | (0 pts) |

Question 4:

Which of the following investments would you be most comfortable with?

- | | |
|---|----------|
| 1. An investment that is guaranteed not to lose money. | (0 pts) |
| 2. An investment that is unlikely to lose money, but will only show a small amount of growth. | (5 pts) |
| 3. An investment that has potential of higher returns, but has a higher risk of losing money. | (10 pts) |
| 4. An aggressive investment that has potential for very high returns, but with much greater risk of losing money. | (15 pts) |

Question 5:

Have you invested in shares, or equity unit trust, before? And, are you comfortable with the idea?

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|--|----------|
| 1. No, I am uncomfortable with the risk of losing money with shares / equity unit trusts. | (0 pts) |
| 2. No, but I am not uncomfortable with the risk of losing money with shares / equity unit trusts, Since I think that they offer high returns | (10 pts) |
| 3. Yes, I am not uncomfortable with the risk of losing money with shares / equity unit trusts, since I think that they offer high returns. | (15 pts) |
| 4. Yes, however, I am uncomfortable with the risk of losing money with shares / equity unit trusts. | (5 pts) |

Question 6:

Which of the following best describes your reaction should your investment(s) decline significantly in value in the short term?

1. I would be extremely disappointed and consider dis-investing. (0 pts)
2. I would be very concerned as I do not like short-term losses in value. (5 pts)
3. I would not be too concerned, as I am investing for the long term. (15 pts)
4. I am focused on long-term growth and accept short-term fluctuations as a matter of course. (20 pts)

Question 7:

What is the primary goal of this investment?

1. Retirement saving (5 pts)
2. Wealth preservation (0 pts)
3. Wealth creation (15 pts)

Question 8:

What is the level of income required from this investment?

1. 0-5% (20 pts)
2. 6-10% (15 pts)
3. 11-15% (10 pts)
4. Above 15% (0 pts)

Question 9:

What is the time horizon before the starting date of the income needed?

1. 0 to 3 years (0 pts)
2. 3 to 5 years (10 pts)
3. 5 to 10 years (15 pts)
4. More than 10 years (20 pts)

Question 10:

What percentage of your overall savings does this constitute?

1. Less than 25% (15 pts)
2. 25% to 50% (10 pts)
3. 50% to 75% (5 pts)
4. More than 75% (0 pts)

Question 11:

Except for the income, do you foresee any other major expense? If so will this be substantial (e.g. greater than 25% of this investment?)

1. No, I do not foresee any other major expenses. (15 pts)
2. Yes. However, I have separate savings to cover this. (10 pts)
3. Yes. However, this will be less than 25% of these savings. (5 pts)
4. Yes. This will be substantial and should be covered by this investment. (0 pts)

TOTAL (Questions 1 – 11)

INTERPRETATION OF RESULTS AND SELECTION

Number of points	Risk Classification
0 – 40	Very Conservative
45 – 90	Conservative
95 - 130	Moderate
135 - 155	Cautiously Aggressive
160 - 180	Aggressive

❖ This is only a guideline

The responsibility is still on you, the client to inform your investment advisor of any changes of your risk profile, investment preferences and circumstances.

Signature (Client):

Date.....