

Investment risk profile questionnaire

Private and confidential

A confidential analysis of your risk profile.

Client 1

Title (Dr/Mr/Mrs/Ms/Miss)	<input type="text"/>	Surname	<input type="text"/>
Given name(s)	<input type="text"/>		
Date completed	<input type="text"/> <input type="text"/>	/	<input type="text"/> <input type="text"/> / <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

Client 2

Title (Dr/Mr/Mrs/Ms/Miss)	<input type="text"/>	Surname	<input type="text"/>
Given name(s)	<input type="text"/>		
Date completed	<input type="text"/> <input type="text"/>	/	<input type="text"/> <input type="text"/> / <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

Adviser details

Adviser name

Adviser profile
version date

FSG version date

Date FSG supplied
to client

 / / / / / /

Important notice

The Corporations Act requires that an adviser act in the best interest of their clients and provide appropriate advice. As such, advisers must make reasonable inquiries to determine a client's objectives, needs and circumstances. The information requested in this Investment Risk Profile and/or on any subsequent occasion(s) is necessary to ensure the recommendations made or advice provided to you is appropriate to your objectives, needs and circumstances.

Your investment risk profile

Note to clients

This section of the fact find should be completed with the assistance of your financial adviser to ensure you fully understand the outcome from this section. Your financial adviser will educate you on the investment risk and return functions and their relationship with each other; the various asset classes and their potential risks and features.

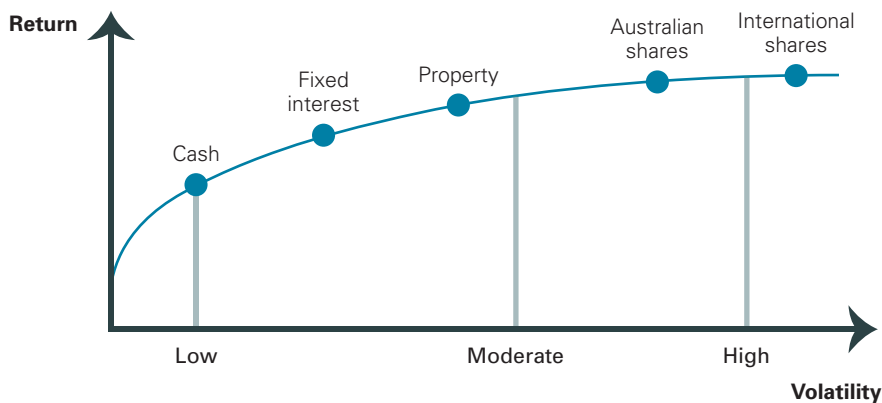
The investment risk and return relationship

The concept of risk and return says that where a lower level of risk is taken, a lower return and chance of loss can be expected and vice-versa. Over the long-term, the greater the volatility – the higher the risk, but also the higher the likely returns may be.

The risk return chart

The relationship between long term risk (volatility) and return in different asset classes is illustrated below.

Risk return trade-off



Please complete the questionnaire in full

It is important that you answer each question accurately and honestly, otherwise it may result in an investment risk profile that is not suitable for your investment portfolio or that does not adequately reflect your current attitude towards investing.

Your risk tolerance level

Investment risk refers to the level of volatility or fluctuation that a person is prepared to accept in investment returns – including the potential risk of loss of some capital in the short-term, and the potential risk that retirement goals may not be met in the longer term. Volatility refers to the unpredictable upward and downward movements in investment values over a period of time.

How long would you expect to invest before you would need access to funds?

Please ✓ tick appropriate option below.

		Client 1	Client 2
A	Very short-term	<input type="checkbox"/>	<input type="checkbox"/>
B	Short-term	<input type="checkbox"/>	<input type="checkbox"/>
C	Short to medium-term	<input type="checkbox"/>	<input type="checkbox"/>
D	Medium-term	<input type="checkbox"/>	<input type="checkbox"/>
E	Medium to long-term	<input type="checkbox"/>	<input type="checkbox"/>
F	Long-term	<input type="checkbox"/>	<input type="checkbox"/>

Your risk tolerance level (cont)

What types of investments have your previous (or current) investments been?

Please ✓ tick appropriate option below.

		Client 1	Client 2
A	I have investment experience in basic banking products and term deposits and I have never invested in outside bank accounts and term deposits.	<input type="checkbox"/>	<input type="checkbox"/>
B	I have had minimal exposure to investment products outside the basic banking products, such as bonds and property.	<input type="checkbox"/>	<input type="checkbox"/>
C	I have had some investment experience and have had some exposure to property and equities in the past.	<input type="checkbox"/>	<input type="checkbox"/>
D	I have had some experience in all the major asset classes, including Australian shares and have had minimal experience with international shares	<input type="checkbox"/>	<input type="checkbox"/>
E	I have had a lot of experience in all asset classes, with particular focus on Australian and International equities.	<input type="checkbox"/>	<input type="checkbox"/>
F	I have had a great deal of experience in all the asset classes including the overseas share markets and 'exotic' investment products.	<input type="checkbox"/>	<input type="checkbox"/>

Which of the following best describes your investment objectives?

Please ✓ tick appropriate option below.

		Client 1	Client 2
A	To generate income.	<input type="checkbox"/>	<input type="checkbox"/>
B	To generate income and a small amount of growth.	<input type="checkbox"/>	<input type="checkbox"/>
C	To generate an equal amount of income and growth.	<input type="checkbox"/>	<input type="checkbox"/>
D	To generate a small amount of income and to have substantial growth.	<input type="checkbox"/>	<input type="checkbox"/>
E	To generate growth with little or no income.	<input type="checkbox"/>	<input type="checkbox"/>
F	To generate growth with no income.	<input type="checkbox"/>	<input type="checkbox"/>

If your investment strategy was for the long-term (minimum seven years), how would you react if in six months time your investment portfolio decreased in value by 20%?

Please ✓ tick appropriate option below.

		Client 1	Client 2
A	I will not accept any declines in the value of my investment portfolio.	<input type="checkbox"/>	<input type="checkbox"/>
B	I would transfer my investments to more stable investment markets.	<input type="checkbox"/>	<input type="checkbox"/>
C	I would be somewhat concerned but can accept very short-term volatility in the markets however if markets did continue to fall in the short-term, I would discuss my investments with my adviser and ask for guidance.	<input type="checkbox"/>	<input type="checkbox"/>
D	Primarily, I would adopt a 'wait and see' approach to see if the investments improve before making a decision.	<input type="checkbox"/>	<input type="checkbox"/>
E	I knew the risks and volatility levels were higher and I would leave the original long-term strategy in place to let it run its course.	<input type="checkbox"/>	<input type="checkbox"/>
F	As I expect long-term growth, I would intend on investing more money given the current market conditions to take advantage of the lower average investment prices.	<input type="checkbox"/>	<input type="checkbox"/>

Your investment return preferences

In consideration of your investment objectives and the level of volatility you could tolerate – hypothetically, which of the below annual return scenarios (with a 10-year compound return) would you feel most comfortable with over the long-term? Please ✓ tick appropriate option below.

							Client 1	Client 2
A	Year 1 2.4% pa	Year 2 4.1% pa	Year 3 3.5% pa	Year 5 3.0% pa	Year 7 2.5% pa	Year 10 2.9% pa	<input type="checkbox"/>	<input type="checkbox"/>
B	Year 1 4.0% pa	Year 2 4.5% pa	Year 3 3.8% pa	Year 5 4.0% pa	Year 7 5.0% pa	Year 10 4.1% pa	<input type="checkbox"/>	<input type="checkbox"/>
C	Year 1 5.0% pa	Year 2 4.8% pa	Year 3 5.2% pa	Year 5 5.9% pa	Year 7 6.1% pa	Year 10 5.4% pa	<input type="checkbox"/>	<input type="checkbox"/>
D	Year 1 6.9% pa	Year 2 2.0% pa	Year 3 9.9% pa	Year 5 5.2% pa	Year 7 -2.9% pa	Year 10 6.8% pa	<input type="checkbox"/>	<input type="checkbox"/>
E	Year 1 -2.8% pa	Year 2 4.5% pa	Year 3 11.5% pa	Year 5 8.2% pa	Year 7 -5.5% pa	Year 10 7.9% pa	<input type="checkbox"/>	<input type="checkbox"/>
F	Year 1 9.4% pa	Year 2 -3.7% pa	Year 3 14.8% pa	Year 5 -13.0% pa	Year 7 10.5% pa	Year 10 9.1% pa	<input type="checkbox"/>	<input type="checkbox"/>

Notes

[illegible]

Please ensure you read and understand the 'investment risk profile types' at the end of this document to help you better understand the risk profile outcomes from this questionnaire before deciding on your risk profile.

Your risk tolerance and risk returns preference scorecard

Your risk tolerance and risk returns preference profile

Score	Risk profile
Type A	Capital stable
Type B	Conservative
Type C	Moderately conservative
Type D	Moderate growth
Type E	Growth
Type F	High growth

Notes

[illegible]

Confirmation of risk profile

Where your investment risk profile outcome conflicts – please complete the following:

After having read the 'investment risk profile types' (on the following pages) and in consideration of your investment objectives, do you wish to:

Please ✓ tick (only one) appropriate option below.

		Client 1	Client 2
A	Accept the more aggressive investment risk profile and accept the possibility that there may be a higher level of investment risk associated with this profile;	<input type="checkbox"/>	<input type="checkbox"/>
OR			
B	Accept the more conservative investment risk profile and accept the possibility that over the long-term, your return objectives may not be met by taking this approach.	<input type="checkbox"/>	<input type="checkbox"/>

This means that you are an investor
(insert risk profile name)

Do you agree with this risk profile?

If NO, please state why

If you disagree with the risk profile outcome, please state which Risk Profile you believe to be more suitable

In consideration of the investment time-frame, would you be happy to have the agreed risk profile applied to your superannuation investments?

If NO, please indicate which risk profile you would like applied to your superannuation funds

Are there any investments that you wish to avoid within your portfolio?

If YES, please state

Are there any investments that you prefer to invest in within your portfolio?

If YES, please state

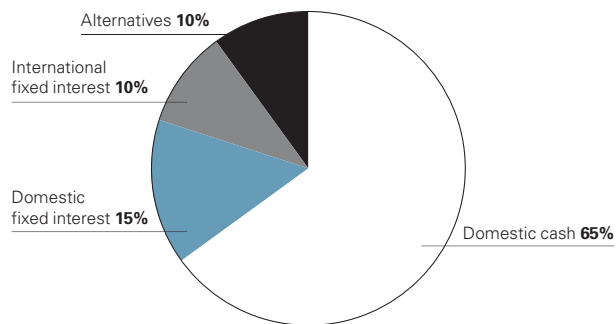
Client 1	Client 2
<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

Which 'investment risk profile type' are you?

Type A investor – capital stable

Investment objective

- You have little or no understanding of the investment markets and their operation.
- When you think of the term risk, you think it means 'very high danger'.
- When you make a financial decision, you always focus on the possible losses.
- You seek basic returns and wish to take on a very low level of risk.
- With your present investment monies, you would prefer minimum exposure to risk.



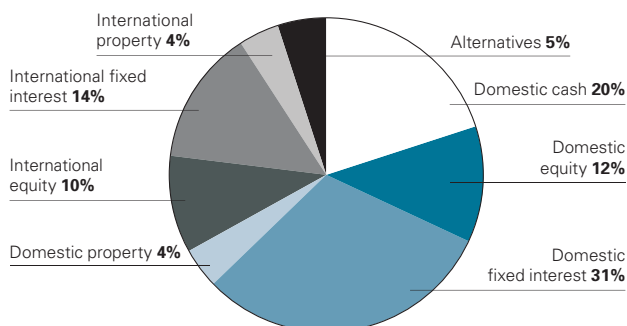
Investment strategy and time-frame

- Recommended investment time-frame is from 1 to 3 years.
- Investment returns over the long-term should be safe from market volatility.
- This investment portfolio is made up of around 100% defensive assets and 0% growth assets.

Type B investor – conservative

Investment objective

- You seek to protect your capital and are somewhat concerned when this does not occur.
- You have a very basic understanding of the investment markets and their operations.
- When you think of the term risk, you think it means 'danger'.
- When you make a financial decision, you usually focus on the possible losses.
- You seek moderate returns and do not wish to take on more than a low level of risk.
- With your present investment monies, you would be comfortable taking very low risks and you are not very comfortable with the concept of risk.



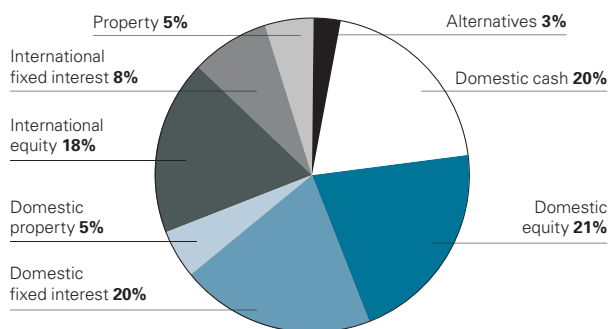
Investment strategy and time-frame

- Historically, the probability of a negative return in any one year is 12%.
- Recommended investment time-frame is from 3 to 5 years.
- Investment returns over the long-term aim to be better than the CPI.
- This investment portfolio is made up of around 70% defensive assets and 30% growth assets.

Type C investor – moderately conservative

Investment objective

- You are prepared to establish a diversified portfolio to partially protect you from inflation and tax.
- You have a general understanding of the investment markets, but would like to have a broader understanding in order to explore the possibilities.
- When you think of the term risk, you think it means 'uncertainty'.
- When you make a financial decision, you are more focused on the possible losses, but also keep in the mind the possible gains.
- You are prepared to accept a moderate level of risk volatility in the overall capital value of your investments.
- You are generally a low risk taker and are somewhat comfortable with the concept of risk.



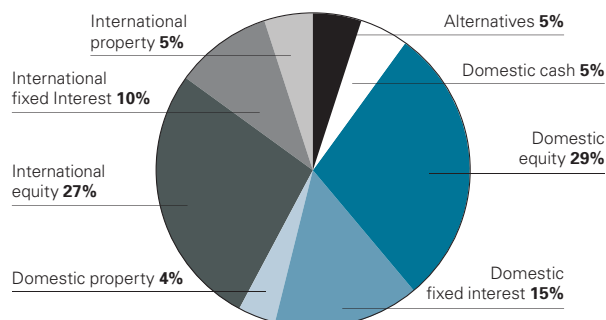
Investment strategy and time-frame

- Historically, the probability of a negative return in any one year is 22%.
- Recommended investment time-frame is from 3 to 5 years.
- Investment returns over the long-term aim to be CPI plus 2-3% pa.
- This investment portfolio is made up of around 50% defensive assets and 50% growth assets.

Type D investor – moderate growth

Investment objective

- You wish to adopt a diversified portfolio to somewhat protect you from inflation and tax.
- You have a reasonable understanding of the investment markets and their operation.
- When you think of the term risk, you think it means 'possibilities'.
- When you make a financial decision, you are more focussed on the possible gains, but also keep in mind the possible losses.
- You can accept that there will be some level of volatility in the value of your investments.
- You are a moderate risk taker and can accept some moderate levels of investment risk.



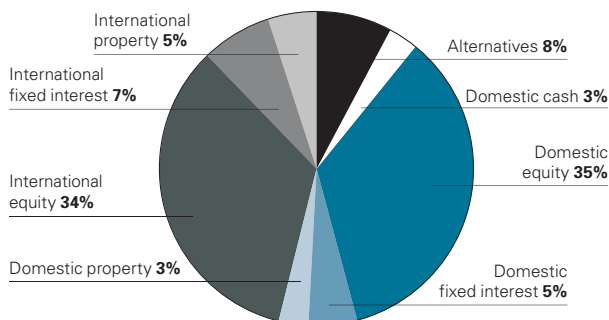
Investment strategy and time-frame

- Historically, the probability of a negative return in any one year is 25%.
- Recommended investment time-frame is from 5 to 7 years.
- Investment returns over the long-term aim to be CPI plus 3-4% pa.
- This investment portfolio is made up of around 30% defensive assets and 70% growth assets.

Type E investor – growth

Investment objective

- You desire to invest in a broad spread of quality investments, but predominantly in growth assets to achieve higher growth.
- You understand that investment markets can and will fluctuate and that different market sectors offer different levels of risks, income and growth.
- Your investment time horizon is for the long-term of seven or more years.
- When you think of the term risk, you think it means 'opportunity'.
- When you make a financial decision, you usually focus on the possible gains.
- You are a high risk taker and can accept higher levels of investment risks.
- You are seeking to achieve a reasonably high rate of growth on the capital invested.



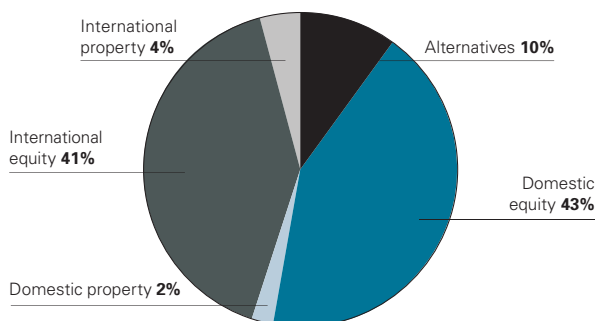
Investment strategy and time-frame

- Historically, the probability of a negative return in any one year is 28%.
- Recommended investment time-frame is 7 years plus.
- Investment returns over the long-term aim to be CPI plus 4-5% pa.
- This investment portfolio is made up of around 15% defensive assets and 85% growth assets.

Type F investor – high growth

Investment objective

- You are interested in capital growth and accumulating wealth more quickly relative to your investment time-frame.
- You understand the cyclical nature of investments and accept that there will be a very high level of volatility in the value of your investments.
- You are experienced in all major investment markets and have a very good understanding of the investment markets. You are aware of the factors that may affect investment performance in investment markets.
- Your investment time horizon is for the long-term of seven or more years.
- When you think of the term risk, you think it means 'thrill'.
- When you make a financial decision, you always focus on the possible gains.
- You can accept very high levels of variability in investment returns, as you understand that the higher the risks associated with investments, potentially the higher level of returns expected.



Investment strategy and time-frame

- Historically, probability of a negative return in any one year is 30%.
- Recommended investment time-frame is 7 years plus.
- Investment returns over the long-term aim to be CPI plus 5% or more pa.
- This investment portfolio is made up of around 0% defensive assets and 100% growth assets.

Investment risk profile acceptance declaration

I/We confirm that the details recorded in the 'Risk profile determination questionnaire' are correct and reflect my/our true financial position and understanding and investment risk profile.

I/We confirm that I/we have read and understood my/our agreed risk profile selection and would like this profile applied to my/our funds available for investment.

Client 1 signature

Date

Print name

Client 2 signature

Date

Print name