**Investment Questionnaire**

Client’s name(s):

Client’s address:

Adviser’s name: Nigel Thompson

Please note the objective of this review is to help us to assess your attitude and ability to take risk.

The questions are designed to allow us to analyse your responses in the context of risk tolerances. The review is a guide only, therefore you should set out any specific objectives separately.

Your attitude to investment risk is central to selecting an investment portfolio, please consider each question carefully and provide the most appropriate answer. The answers you provide may be used by us to recommend a suitable portfolio:-

How much risk on a scale of 1 - 10 do you think that you are able to take? 1 is the lowest risk e.g. cash in a bank or building society and 10 is the highest risk e.g. borrowing to invest in volatile assets such as derivatives. An average risk investor with a balanced portfolio would be 3 - 4.

Self-assessed risk:

**Ability to take risk-**

1. Is this portfolio intended to form part of your savings for retirement? E.g. a pension.

Yes – Please skip question 2a

No – Please go straight to question 2a

1. How would you classify your stage of life?

Retired - I no longer work and I now live off my assets

Nearing retirement - I am within a few years of retirement when I will have to depend on my assets

Established career - I am enjoying my peak earning potential and need to start considering my retirement

Mid career - I have gained several years experience and roughly half way between starting to work and my retirement (typically 35 - 45 years of age)

Early career - I am at the start of my career and many years from being dependent on my assets

2a) How many years do you reasonably expect to hold your portfolio of investments?

1 - 3 years

4 - 7 years

8 - 12 years

13 - 19 years

20 years or longer

1. How much disposable income do you have?

* 1. tend to spend all my income and struggle to find extra cash for unexpected outgoings

My living costs are covered by my income, but I cannot always buy luxuries that I want without borrowing

My living costs are comfortably covered by my income and I often find that I have spare money at the end of the month for savings/investments. I can usually buy things that I want without having to borrow money

I have a high disposable income which allows me to buy most things that I want without worrying about the cost and I can consistently add to my savings/investments

I never need to worry about money at the end of the month. My income is very large compared with my needs, which means that I always have spare cash to spend on things that I want and make savings/investments

1. How wealthy do you feel?

* 1. feel that I have a very low level of wealth compared to my future needs

I do not feel that I have sufficient wealth to fund my future lifestyle

I feel comfortable with the level of wealth I have accumulated compared to my future needs

I would consider myself to be relatively wealthy compared to my future needs

I am independently wealthy and can maintain my current and future lifestyle on my accumulated assets alone

1. Do you need to make any withdrawals from your portfolio?

* 1. am already taking an income from the portfolio

I will need to withdraw a significant part of the portfolio over the next few years or start taking an income

I may need to withdraw a part of my portfolio or start taking an income over the medium term (5-10 years)

I do not foresee a need to make a withdrawal or take an income for the long term (greater than 10 years)

1. What is the objective of this portfolio?

The portfolio is my financial security and will be used to fund my lifestyle and dependants

As well as providing financial security, the portfolio will be used to improve my future lifestyle or build wealth in excess of my needs

Other assets provide my financial security and the only objective of this portfolio is to build wealth or improve my future lifestyle

**Attitude to risk and willingness to take risk**

1. Are you willing to accept that the value of your portfolio may fluctuate?

Yes

No

1. If we said that it is better that the value of your portfolio did not fluctuate by much in any given month, however that this also meant that the return generated over time will be low, would you:-

Strongly agree

Agree

Somewhat agree

Disagree

Strongly disagree

I do not know or I do not understand the question

1. The majority of investments are likely to fluctuate in value. Which hypothetical series of returns would most likely meet your expectations?

**Bad Year Average Year Good Year**

0% 3% 5%

-6% 6% 15%

-9% 8% 20%

-15% 10% 30%

-30% 12% 50%

1. If your portfolio fell in value (paper loss) you would become very concerned once these losses were in the region of:

* 1. – 10%

10 – 15%

15 – 30%

30 – 50%

Over 50%

1. During periods of market volatility it is possible that equity markets will incur sharp losses. If your portfolio fell by 20% or more, what action would you take?

20%, I wouldn't have thought this possible

Hold on, but consider making sales to protect against further losses

Hold on, with the expectation of a future market recovery

Hold on, believing that falls can create opportunities and consider further investment if cash was available

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|  |

Only 20%, why would I be concerned

1. The value of your investment can go down as well as up. After sharp market declines, equity investments may take several years to recover. How long are you prepared to wait to recover these losses?

Less than 6 months

6 months – 18 months

18 months – 3 years

3 – 5 years

* 1. years plus

1. How would your friends or family describe the way you make decisions?

They would say that I don't make decisions easily, focussing on the drawbacks or risks

They would say that I am cautious when making decisions and tend to go with a more conservative option

They wouldn't have a strong opinion and wouldn't say I was either cautious or optimistic

They would say that I tend to be optimistic and favour less conservative options

They would say that I am very optimistic, opting for a gamble if I think the opportunities are good enough

1. What experience in investing in financial markets do you have?

I have no real investment expertise having only ever saved in deposit accounts with banks and building societies

I have some investment experience having held low risk assets such as bonds that pay a fixed rate of return or I have held low risk collective investment schemes (such as OEICs or unit trusts)

In addition to the above, I have invested in equities in my home country either directly or through a collective investment scheme (such as OEICs or unit trusts)

In addition to the above, I have invested in foreign equity markets to gain from the additional risk and returns directly or through collective investment schemes (such as OEICs or unit trusts)

In addition to the above, I have invested in derivatives or commodities and I consider myself to be very knowledgeable about financial instruments