

P R I V A T E C L I E N T

Portfolio Service

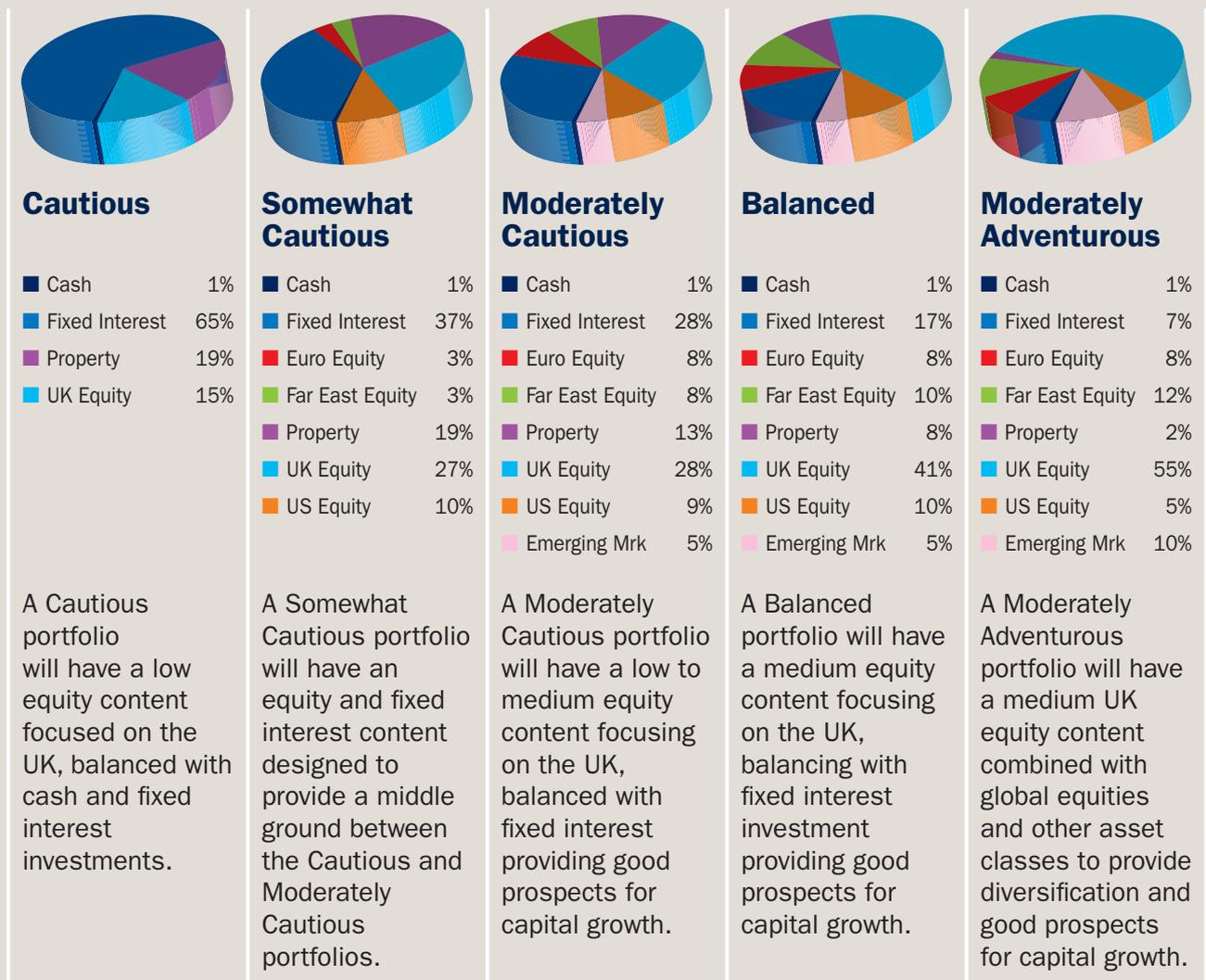
Attitudes to Investment Risk questionnaire

The Main Asset Classes

Most investments are made into one (or more) of four differing asset classes. These are:

- Cash** Normally into a Bank or Building Society type of account.
- Fixed Interest** These are loans to companies or Governments. You typically access these by investing into a 'Corporate Bond' or a 'Gilt' investment fund.
- Property** Residential and commercial property are often used for investment purposes. Some individuals own the investment property outright (the so called 'buy to let' market) others invest via 'investment funds'.
- Equities** More commonly know as 'shares'. You might own shares directly by buying them through a Stockbroker, inheriting shares or through various schemes run by employers. Alternatively, many people invest in shares through investment funds that contain shares.

Typical Model Portfolios



Please be aware that these portfolios are for guidance purposes only.



The purpose of this document is to help us ascertain your attitude to, and capacity for, investment risk.

You will always need to be prepared to take some 'risk' with your money if you are aiming to beat inflation and give yourself the potential to achieve greater growth than you would achieve via Bank or Building Society savings.

You must be aware and, indeed, comfortable that the value of the investments you will need to choose to achieve this 'extra' return will rise and fall and you cannot be certain what the value of your investment will be at any point in the future.

Saving or investing successfully is about balancing the risk you are prepared to take with your money to try and achieve the return you want, whilst at the same time feeling comfortable with what you are doing.

The questionnaire is designed to give us a broad indication of your general tolerance to investment risk.

The score provided by your answers is indicative of your risk 'rating' but other factors may make an alternative risk assessment appropriate for any specific investment.

1. The investment I am now considering represents the following percentage of my total investment portfolio.	80-100% 1	60-80% 2	40-60% 3	20-40% 4	20% > 5
2. In how many years do you expect to start spending the money you are investing?	1 Year 1	2-5 Years 2	6-10 Years 3	11-20 Years 4	21+ Years 5
3. I do not foresee any major expenses that might cause me to make withdrawals from this investment before this time.	Strongly Agree 5	Agree 4	Neutral 3	Disagree 2	Strongly Disagree 1
4. When I start making withdrawals from this investment, they will be used to fund my living expenses.	Strongly Agree 1	Agree 2	Neutral 3	Disagree 4	Strongly Disagree 5
5. When it comes to investing, protecting the money I have is my highest priority.	Strongly Agree 1	Agree 2	Neutral 3	Disagree 4	Strongly Disagree 5
6. I always choose investments with the highest possible return	Strongly Agree 5	Agree 4	Neutral 3	Disagree 2	Strongly Disagree 1
7. I prefer an investment strategy designed to grow steadily and avoid sharp ups and downs.	Strongly Agree 1	Agree 2	Neutral 3	Disagree 4	Strongly Disagree 5
8. To meet my financial goals, my investments must grow at a high rate of return.	Strongly Agree 5	Agree 4	Neutral 3	Disagree 2	Strongly Disagree 1
9. I am unwilling to wait several years to recover from losses I incur in an extended down market.	Strongly Agree 1	Agree 2	Neutral 3	Disagree 4	Strongly Disagree 5
10. I prefer investments that are low risk, even if returns are lower than the rate of inflation.	Strongly Agree 1	Agree 2	Neutral 3	Disagree 4	Strongly Disagree 5

Total:

10-14

Extremely Cautious

As an Extremely Cautious investor you want security for your money and you are not prepared to risk any reduction in the amount you invest. You may want a secure income, but you accept that the amount may be variable. You accept the potential for growth is low and that the value of your savings may not keep pace with inflation.

15-19

Very Cautious

As a Very Cautious investor you want a high degree of security and you are prepared to accept a very limited amount of risk to the amount you have invested and the income from it. You may want a secure income, but you accept that the amount may be variable. You accept the potential for growth is low and that the value of your savings may not keep pace with inflation.

20-22

Cautious

As a Cautious investor, you are prepared to accept some risk to the value of your investment and/or income you receive. You are looking for the potential of longer terms returns higher than those available from cash deposits. You prefer to spread your investments across a range of different types of assets to reduce the overall risk to your capital and/or income.

23-26

Somewhat Cautious

As a Somewhat Cautious investor, you are prepared to accept some risk to the value of your investment and/or income you receive. You are looking for the potential of good long term returns. You are happy to invest a proportion of your money in equities in the UK and a small proportion of your money in overseas equities.

27-29

Moderately Cautious

As a Moderately Cautious investor, you are prepared to accept some risk to the value of your investment and/or income you receive. You are looking for the potential of good long term returns. You are happy to invest a proportion of your money in equities in the UK and a small proportion of your money in overseas equities.

30-33

Balanced

As a Balanced investor you are prepared to accept a significant risk to the value of your investment and/or income you receive. You are looking for the potential of longer terms returns higher than those available from low risk portfolios. You are happy to invest in UK and overseas equities as part of your portfolio.

34-36

Moderately Adventurous

As a Moderately Adventurous investor, you are prepared to accept a significant risk to the value of your investment and/or income you receive. You are looking for the potential of longer terms returns higher than those available from either low or medium risk portfolios. You are happy to invest in UK and overseas equities including more volatile emerging markets as part of your portfolio.

37-40

Adventurous

As an Adventurous investor, you are prepared to accept a substantial risk to the value of your investment and/or income you receive. You are looking for the potential of high longer term returns. You are happy to invest in UK and overseas equities including more volatile emerging markets as part of your portfolio.

I confirm that I have completed this questionnaire of my own accord and I have discussed the outcome and typical model portfolios with my advisor.

Name:

Signature:

Date: