



## Client Risk Profile

iInvest Securities Pty Ltd (iInvest Securities) is required by law to make enquiries as to the level of service you are seeking, your investment objectives, financial situation, particular needs and your risk tolerance.

This questionnaire is designed to help you understand the various investment risks and how they potentially impact on your personal circumstances.

You may decline to provide the information but you should note that your advisor's recommendations and obligations will be limited accordingly.

1. How comfortable are you with investments generally?

- Not comfortable and find investing too complex (0 points)
- Not very comfortable (1 point)
- Somewhat comfortable, though don't fully understand investments (2 points)
- Reasonably comfortable and understand the many factors that influence how investments perform (3 points)
- Very comfortable and use research and investment information to make informed investment decisions. I understand the factors affecting the performance of investment products (7 points)

2. How long have you been investing?

- 3 years+ (5 points)
- Up to 3 years (2 points)
- Never, this is my initial investment (1 point)

3. How long are you prepared to invest your money for before you'll need to access it?

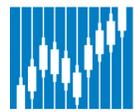
- Within the next 2 years (1 point)
- Within 3 – 5 years (3 point)
- Within 6 – 10 years (7 points)
- Not for 10 or more years (10 points)

4. What is your stage of life?

- Single and ready to accumulate wealth for short term and long term goals (5 points)
- Couple, no children. Setting up a home. Reasonably high rate of purchase of household and consumer items. (4 points)
- Young family with own home. Have a mortgage and childcare costs. Small cash balances. (3 points)
- Mature family (possibly empty nesters) with mortgage under control and at peak earning capacity. Starting to think about preparing for retirement. (5 points)
- Own the family home, few financial burdens and preparing for a comfortable retirement. (2 points)
- Already retired and living off existing funds and investments. May be receiving a Government pension or superannuation pension. (1 point)



5. How long will you need your invested money to last once you start using it?
- 2 years or less (0 points)
  - 3 – 5 years (1 point)
  - 6 – 10 years (3 points)
  - More than 10 years/Retirement (5 points)
6. If the share market fell 40% over a short period (as with the October 1987 fall), what would you do?
- Sell all of your investments because you do not like to take risks. (1 point)
  - Sell some of your investments and re-invest in more secure sectors. (3 points)
  - Sit on your existing investments. Sell nothing (6 points)
  - Invest more money with the expectation that while you may experience short term losses you see the potential for future growth. (8 points)
7. If the share market fell by 5% over the short term, would you:
- Sell all remaining investments (1 point)
  - Sell a portion of remaining assets (3 points)
  - Sit on your investments. Sell nothing. (6 points)
  - Invest more money with the expectation that while you may experience short term losses you see the potential for future growth. (7 points)
8. Which statement describes your feelings towards investing?
- I prefer low risk investments that fluctuate very little. I'm happy to receive lower returns Generally associated with such investments. (1 point)
  - I prefer a diverse mix of investments that overall are low risk. I will accept a small proportion of high risk investments in order to achieve potentially higher returns. I am prepared to accept that I may receive negative returns every one in ten years. (2 points)
  - I prefer a balanced spread of investments. I am prepared to accept a negative return every one in 7 years. (5 points)
  - I prefer a diversity of investments that have an emphasis on higher returns, though with a small proportion of portfolio in low risk investments. I am prepared to accept a negative return every one in 5 years. (7 points)
  - I prefer investments that offer a higher return potential, and accept that large price fluctuations may occur in such investments. I am prepared to accept a negative return every one in three years. (13 points)
9. How secure is the income you receive from salary, pensions and other investments?
- Not Secure (2 points)
  - Somewhat secure (3 point)
  - Reasonably secure (4 points)
  - Very secure (6 points)



**ONLY COMPLETE QUESTIONS 10 -12 IF YOU INTEND TRADING OPTIONS:**

10. Do you intend to sell option positions (writing positions):

- To generate income over stock you already hold. (-3 points)
- Selling puts with a plan to purchasing stock at a later date. (3 points)
- As a strategy to lock in "time decay", while not necessarily holding the stock. (5 points)
- To generate premiums and monitor to retain premiums, without holding the stock and holding only minimal cash balances in your trust account. (7 points)

11. What proportion of collateral use (stock and/or cash) do you deem reasonable to trade options?

- More than 90% (10 points)
- 75% (5 points)
- 50% (3 points)
- Less than 20% (0 points)

12. If you were to experience an unrealised loss on an option position, would you:

- Roll the position to the next series? (5 points)
- Change the position to a more 'in the money' series to gain a greater premium? (10 points)
- Sell a larger number of positions? (15 points)
- Close the position (0 points)



## Total Score

Add the points you scored for each question, then compare your score with the indicative risk profiles below.

Total points: Client \_\_\_\_\_ Partner \_\_\_\_\_

Risk profile	Score	Description
Conservative	0 – 18 points	A conservative investor seeks to preserve the value of an investment portfolio by investing in lower risk financial products. Your priorities are safeguarding your capital. You sacrifice higher returns for low risk investments.
Moderately Conservative	19 – 25 points	As a Moderately Conservative Investor, you have some understanding of investment market behaviour and are prepared to accept a small amount of risk. The preservation of your capital over the medium to longer term is your priority. You cannot afford to take chances with your capital.
Balanced	26 - 44 points	As a balanced investor you have some understanding of investment market behaviour and cannot accept some short term risk to your capital. You are prepared to take some short term risks in order to gain longer term capital growth. You do not want to see your capital eroded by factors such as tax and inflation.
Assertive	45 - 54 points	As an assertive investor you understand the movements of financial markets. You do not wish to make unbalanced investment decisions, though are focused on long term capital growth. So as to maximize long term capital growth you are prepared to sacrifice short term safety.
Aggressive	55+ points	As an Aggressive Investor, you are prepared to sacrifice your capital in search of the highest long term capital growth. You have an understanding of the behaviour of investment markets and are focussed on reducing your taxable income. You are interested in speculative investments.

This Questionnaire may assist you to evaluate your risk profile. The questions are designed to evaluate your risk profile, and depending on your answers, your risk profile may be in the indicted section. If you are comfortable with the analysis, your Advisor may use it to suggest investments which are appropriate to you. If you disagree with the analysis please discuss further with your Advisor.



## Confirmation of Client Risk Profile information

**I/we warrant that the risk profile indicated in the score card above is consistent with my investment risk profile. I/We understand the risk profile allocated to me and confirm that I/we wish proceed on this basis.**

**OR**

**I/We are not satisfied that the risk profile allocated me/us is consistent with our risk requirements and profile. Rather, we wish to declare our profile to be:**

**Please proceed on this basis.**

Investor 1/ Trustee 1/ Director 1	Investor 2/ Trustee 2/ Director 2
Signature:	Signature:
Name:	Name:
Title:	Title:
Date:	Date: