

Risk profiling Questionnaire

This risk profiling questionnaire is developed by eValue.

eValue are a market leading company in the risk profiling market in the financial industry.

About eValue

- They have nearly twenty years of experience helping people understand investment risk - more experience than anybody else in the market.
- They provide powerful analysis, financial planning, forecasting and reporting solutions for the financial services industry.
- They are used by more than 80% of UK financial institutions and their software is accessed by over 50% of the adviser market.

About the questionnaire

This questionnaire helps identify the amount of risk you are prepared to take. This type of risk profiling works by establishing your attitude towards common investment risk such as:

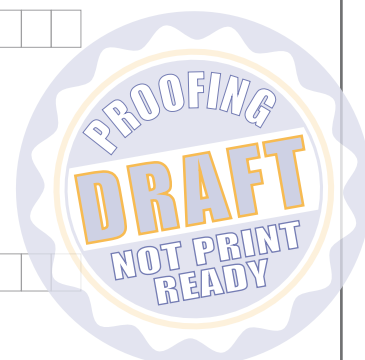
- capital loss;
- not meeting a desired investment objective; and
- investment volatility (the potential ups and downs that a fund may experience over time).

By completing the 11 questions in this questionnaire your financial broker is able to identify your attitude to risk. Therefore, this recommendation is personal to you based on your answers to the questionnaire.

The questions ask about your thoughts, attitudes and experiences when making financial investments and decisions. There are no right or wrong answers. Don't spend too much time considering – your first response is probably best and answer every question even if you feel it doesn't really apply to you. Also, please give only one answer to each question.

Finally, if your circumstances change in the future you may need to complete this questionnaire again to see if your attitude to risk has also changed.

Client's Name	<input type="text"/>
Date of birth	<input type="text" value="dd"/> / <input type="text" value="mm"/> / <input type="text" value="yyyy"/>
Client's Signature	<input type="text" value="X"/>
Date	<input type="text" value="dd"/> / <input type="text" value="mm"/> / <input type="text" value="yyyy"/>
Financial Broker's Name	<input type="text"/>
Financial Broker's Signature	<input type="text" value="X"/>



Risk Questionnaire

Q1. If I had picked an investment with potential for large gains but also the risk of large losses I would feel

- Very uncomfortable.
- Quite uneasy.
- Accepting of the possible highs and lows.
- Excited by the potential for gain.

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Q2. Imagine that six months after making a long term investment the financial markets start to perform badly. In line with this, your own investment goes down by a significant amount. What would your reaction be?

- Withdraw my money and put it in a bank deposit account to prevent any further losses.
- Transfer my money to a more secure investment.
- Monitor the investment and wait to see if it improves before deciding what to do.
- Invest more funds to take advantage of the lower price, expecting future growth.
- Transfer my money to a riskier investment, with possible higher return, to try recoup my losses.

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Q3. When I make a financial investment I normally feel

- Very optimistic.
- Generally optimistic.
- Sometimes optimistic and sometimes a bit concerned.
- Generally concerned.
- Very concerned.
- I have never made an investment other than a savings account.

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Q4. Which of these statements best applies to you?

- I have a portfolio of shares that I actively manage.
- I own, or owned, a small number of shares and have found it a good financial experience.
- I owned shares in the past but felt uncomfortable with the movement up and down in their value.
- I have never owned shares but would like to if I had spare cash.
- I have never owned shares and would not want to.

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Q5. How would a close friend describe your attitude to taking financial risks?

- Daring.
- A thoughtful risk taker.
- Careful
- Very cautious and risk adverse.

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Q6. Investment X has the potential to make a lot of money but also has a higher chance of losing money. If you had money to invest, how much would you be willing to put in an investment like this?

- All of it.
- More than half of it.
- Half of it.
- Less than half of it.
- None of it.

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Q7. If you were making an investment, what amount of risk would you be prepared to take with your financial investments in order to see potential gain?

- A very small amount, if any.
- A small amount.
- A medium amount.
- A large amount.

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Q8. Which of these statements best applies to you?

- I own, or owned, an investment property that I rent out and found it a good financial experience.
- I owned investment properties in the past but felt uncomfortable with the risk of rent not being paid or unexpected expenses.
- I have never owned an investment property but would like to if I had spare cash.
- I have never owned an investment property and would not want to.

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Q9. I find it interesting to explore investment opportunities for my money.

- I strongly agree with this statement.
- I tend to agree with this statement.
- I neither agree nor disagree with this statement.
- I tend to disagree with this statement.
- I strongly disagree with this statement.

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Q10. I want my investment money to be safe even if it means lower returns in the long run.

- I strongly agree with this statement.
- I tend to agree with this statement.
- I neither agree nor disagree with this statement.
- I strongly disagree with this statement.

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Q11. Have you ever invested a sum of money which you needed, for the excitement of seeing how it would perform over time?

- No, I would not take that kind of risk.
- No, but I would have if I would had the money.
- Yes, once or twice.
- Yes, quite often.

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