



Knowledge and Experience

Before making a recommendation it is incumbent on our firm to determine that you have the necessary level of experience and knowledge in order to understand the risks involved in any transaction we may arrange for you or in the management of your portfolio. Therefore, please complete the following assessment accurately.

1. What type of investment planning have you received advice on, or what types of products have you purchased in the last 10 years?

Types of Product	Advice Received	Product Purchased
Building Society deposit/savings accounts	Y/N	Y/N
Regular savings vehicles incl. endowments, friendly society bonds	Y/N	Y/N
Lump sum investment bonds	Y/N	Y/N
Unit trust / OEIC / stocks & shares ISA	Y/N	Y/N
Regular and/or single premium personal pension contracts	Y/N	Y/N
Complex pension arrangements such as SIPP, SSAS, Unsecured Pension	Y/N	Y/N
Shares, Gilts, Corporate Bonds	Y/N	Y/N
Warrants, derivatives, commodities, spread betting	Y/N	Y/N
Tax planning	Y/N	Y/N
IHT planning	Y/N	Y/N
Structured investment products	Y/N	Y/N
Non-mainstream pooled investments (NMPI) (including UCIS)	Y/N	Y/N
Investment portfolios such as advised / discretionary portfolios	Y/N	Y/N

2. In past dealings, would you normally receive advice?

Yes No Not Applicable

3. Do you have any experience requesting transactions on an Execution Only basis?

Yes No

4. Which of the following descriptions best describes your knowledge and experience of investments?

- This would be my first investment – I have no previous knowledge or experience of investments.
- This would be my first investment – although I have some knowledge of how investments work.
- I have previously invested in investment or pension products – I have reasonable knowledge of investments and how they work.
- I have previously invested in a range of investment or pension products, take an active interest in following investment markets and reviewing my financial plans - I have a strong knowledge of investments and how they work

Capacity for Loss

All investments carry the risk of falls in value, and the higher the potential gains, the larger the possible falls.

To illustrate the link between risk and potential reward, which of the following scenarios is closest to what you believe your attitude to risk to be?

If you invested £10,000 over 10 years:

Tick Relevant Box	Maximum Fall in Value	Indicative Lowest Value at Any Time over the Period	Indicative Potential Return
<input type="checkbox"/>	None	£10,000	£10,300
<input type="checkbox"/>	Very little	£9,400	£15,900
<input type="checkbox"/>	Around a tenth	£8,800	£17,000
<input type="checkbox"/>	Around a fifth	£8,100	£18,900
<input type="checkbox"/>	Up to a third	£7,000	£21,500
<input type="checkbox"/>	Nearly a half	£5,900	£23,200

Please note the above figures are based on historic performance and maximum drawdown figures of the HWIFM Model Portfolio Benchmark, from 30/06/2006.

Client Warning – these scenarios are intended to allow you to indicate the amount of risk you are prepared to consider, taking into account the potential return that might be achieved. These are not guarantees. The maximum fall in value of a portfolio may exceed the amount shown. The return on a portfolio is not guaranteed. These examples are only intended to be used as part of determining your attitude to risk.

Estimated Average Returns Per Year

Risk Level	Estimated Average Return %	Expected Volatility %
No Market Risk	0.35	0.26
Cautious	4.67	3.94
Cautious to Moderate	5.43	5.03
Moderate	6.56	7.34
Moderate to Adventurous	7.95	10.56
Adventurous	8.80	15.23

These estimates are based on historic performance and volatility and are not guaranteed. Any platform charges, fund charges, advice charges, or any other charges are not included in this estimate.

Risk Tolerance

Results of Tolerance questionnaire

Tick	Result
<input type="checkbox"/>	No Market Risk
<input type="checkbox"/>	Cautious
<input type="checkbox"/>	Cautious to Moderate
<input type="checkbox"/>	Moderate
<input type="checkbox"/>	Moderate to Adventurous
<input type="checkbox"/>	Adventurous

Risk Capacity

Results of Capacity questionnaire

Risk Level	Estimated Average Return %	Expected Volatility %
<input type="checkbox"/>	None	No Market Risk
<input type="checkbox"/>	Very little	Cautious
<input type="checkbox"/>	Around a tenth	Cautious to Moderate
<input type="checkbox"/>	Around a fifth	Moderate
<input type="checkbox"/>	Up to a third	Moderate to Adventurous
<input type="checkbox"/>	Nearly a half	Adventurous

Agreed Attitude to Risk

Term
