



HWIFM RISK PROFILER

Client Name(s)

1. Risk Tolerance

Instructions

Please answer the following questions which ask about your thoughts, attitudes and experiences when making financial investments and decisions. There are no right or wrong answers. They are to help us assess your attitude to risk in making investments

- Read each question and choose the answer that best describes you by selecting the corresponding answer.
- Don't spend too much time considering – your first response is probably best. Answer every question, even if you feel it doesn't really apply to you.

This Risk Profiler is for my:

- Pension
- Investments (ISA, Unit Trust, Bond, etc.)

1. I would enjoy exploring 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

2. I would go for the best possible return even if there were risks involved.

- Always
- Usually
- Sometimes
- Rarely
- Never

3. How would you describe your typical attitude when making important financial decisions?

- Very adventurous
- Fairly adventurous
- Average
- Fairly cautious
- Very cautious

4. What amount of risk do you feel you have taken with your past financial decisions?

- Very large
- Large
- Medium
- Small
- Very small

5. To reach my financial goal I prefer an investment which is safe and grows slowly but steadily, even if it means lower growth overall.

- 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

6. I am looking for high investment growth. I am willing to accept the possibility of greater losses to achieve this.

- 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

7. If you had money to invest, how much would you be willing to place in an investment with possible high returns but a similar chance of losing some of your money?

- All of it
- More than half
- Half
- Less than half
- Very little, if any

8. How do you think that a friend who knows you well would describe your attitude to taking financial risks?

- Daring
- Sometimes daring
- A thoughtful risk taker
- Careful
- Very cautious and risk averse

9. If you had picked an investment with potential for large gains but also the risk of large losses how would you feel:

- Panicked and very uncomfortable
- Quite uneasy
- A little concerned
- Accepting of the possible highs and lows
- Excited by the potential for gain

10. Imagine that you have some money to invest and a choice of two investment products, which option would you choose?

- A product with a low average annual return but almost no risk of loss of the initial investment
- A product with a higher average annual return but some risk of losing part of the initial investment
- A mixture of low average annual return but almost no risk of loss, and high average annual return but some risk of loss

11. I would prefer small certain gains to large uncertain ones.

- 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

12. When considering a major financial decision which statement BEST describes the way you think about the possible losses or the possible gains?

- I'm excited about the possible gains
- I'm optimistic about the possible gains
- I think about both the possible gains and losses
- I'm conscious of the possible losses
- I worry about the possible losses

13. I want my investment money to be safe even if it means lower returns

- 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

What is your investment term?

- 3 to 7 years
- 8 to 15 years
- 15+ years

This Risk Tolerance questionnaire has been prepared by eValue. It has been statistically tested and validated for a broad range of UK investors who were engaged in an investment advice meeting conducted by a financial advisor. The statistical validity of a Risk Tolerance questionnaire is dependent on the socio economic and demographic background of participants and the manner in which the questionnaire is administered. For this reason the results from a questionnaire should not be regarded as the definitive answer but rather as an informed starting point for a discussion with a client on investment risk in the context of that client's objectives and the financial significance of the investment being made. The questionnaire is only suitable for use with an investor who is prepared to take a degree of investment risk and is not designed to identify those investors who are not prepared to take any investment risk.

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
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