CLIENT RISK PROFILE QUESTIONNAIRE

It is important that you answer all the questions yourself

☐ **Self-Assessment Option**

However if you feel you are sure of investment profile best suited to you and do not wish to fill in the questionnaire, you can directly refer to the last page which list out five profiles with model allocation

Personal Details

Name - ______________________________

Date of Birth - ________________________

Contact Number(s) – Mobile__________________ Home ______________ Office_______________

Email ID - _______________________________________

Family Members / Related Entities

Sl. No.	Name	Age	Relationship With First Account
1.			
2.			
3.			
4.			
5.			

1. What is your primary goal for your investments?

- ☐ Periodic Income
- ☐ Long Term capital appreciation
- ☐ Retirement
- ☐ Funding education
- ☐ Major purchase
- ☐ Other (please specify)

2. Income Objective: Which statement best describes your main objective for this investment?

- ☐ To preserve capital and generate income
- ☐ To generate moderate capital growth with your income
- ☐ To generate long term capital growth, no need regular Income
- ☐ To generate aggressive capital growth over the long – term no need regular Income

3. **What is your investment horizon? How long can you keep your money invested in the market before needing access to it?**

- □ Up to two years
- □ Two and three years
- □ Three and five years
- □ Five and ten years
- □ Ten years and more

4. **The age group you belong to it?**

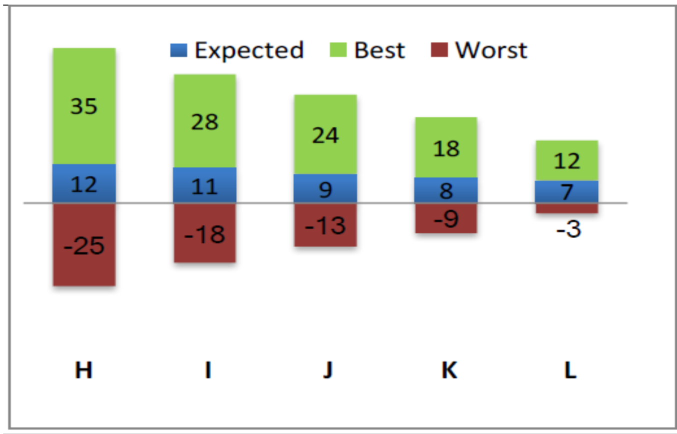
- □ 51 years & above
- □ 36 - 50 years
- □ 25 - 35 years
- □ Less than 25 years

5. **How well do you understand investing in the markets?**

- □ I am a novice. I don't understand the markets at all.
- □ I have basic understanding of investing. I understand the risks and basic investment concepts like diversification.
- □ I have an amateur interest in investing. I have invested earlier on my own. I understand how markets fluctuate and the pros and cons of different investment classes.
- □ I am an experienced investor. I have invested in different markets and understand different investment strategies. I have my own investment philosophy.

6. **Tolerance for Risk and Volatility:**

The Following graph shows hypothetical results of five sample portfolios over one year holding period. The best potential gain, expected potential returns and worst potential losses are presented. Note that the portfolio with best potential gains also has largest potential losses.



Which of the portfolios would you prefer to hold?

- ☐ **Portfolio H**
- ☐ **Portfolio I**
- ☐ **Portfolio J**
- ☐ **Portfolio K**
- ☐ **Portfolio L**

7. **Is there a near term (less than 3 years) need for any part of this portfolio for other purposes/obligations? If yes, what percentage of this portfolio do you expect to withdraw within the next 3 years?**

□0% □ 1% to 10% □11% to 25% □25% to 50% □51% to 75%

8. **From the following 5 possible investment scenario, please select the option which defines your investment objective?**

□ I cannot consider any Loss
□ I can consider Loss of 4% if the possible Gains are of 10%
□ I can consider Loss of 8% if the possible Gains are of 22%
□ I can consider Loss of 14% if the possible Gains are of 30%
□ I can consider Loss of 25% if the possible Gains are of 50%

9. **If your investment outlook is long-term (more than five years), how long will you hold on to a poorly performing portfolio before cashing in?**

□ Not hold & cash in immediately if there is an erosion of my capital
□ I'd hold for 3 months
□ I'd hold for 6 months
□ I'd hold for one year
□ I'd hold for up to two years
□ I'd hold for more than two years

10. **Volatile investments usually provide higher returns and tax efficiency. What is your desired balance?**

□ Preferably guaranteed returns, before tax efficiency
□ Stable, reliable returns, minimal tax efficiency
□ Some variability in returns, some tax efficiency
□ Moderate variability in returns, reasonable tax efficiency.
□ Unstable, but potentially higher returns, maximizing tax efficiency.

11. **If a few months after investing, the value of your investments declines by 20%, what would you do?**

□ Cut losses immediately and liquidate all investments. Capital preservation is paramount.
□ Cut your losses and transfer investments to safer asset classes.
□ You would be worried, but would give your investments a little more time.
□ You are ok with volatility and accept decline in portfolio value as a part of investing. You would keep your investments as they are.
□You would add to your investments to bring the average buying price lower. You are confident about your investments and are not perturbed by notional losses.

12. **My past investment includes, and for how many years I am investing in theses**

Investment Head	Years of Experience
Bank Fixed Deposits and postal savings	
Bonds, and Bond Mutual Funds	
Equity Mutual Funds & Direct Equity	
Private Equity, Real Estate	
International Equity, bonds and Alternate investments	

13. **What is your Annual Income;**

□ Less than 5 lakhs □ Between 5 lakhs to 10 lakhs □ Over 10 lakhs
□ I Do not want to disclose my annual income

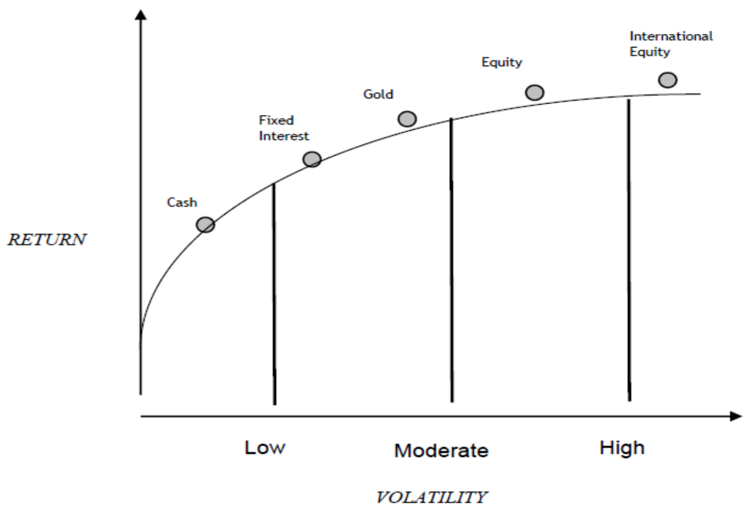
14. Which of these scenarios best describes your "Risk Range"? What level of losses and profits would be comfortable with?

Select	Choice	Worst Year	Best Year
a)	Investment A	1%	15%
b)	Investment B	-5%	20%
c)	Investment C	-10%	25%
d)	Investment D	-14%	30%
e)	Investment E	-18%	35%
f)	Investment F	-21%	40%

THE INVESTMENT RISK AND INVESTMENT RETURN RELATIONSHIP

THE RISK- RETURN CHART

The relationship between long term risk (volatility) and return in different asset classes is illustrated below



SELF ASSESSMENT BY INVESTOR

Category Code	Category Details
A	**Up to 0% Growth–Ultra Conservative Debt Allocation** Protection of capital or certainty of income is my/ our only objective. I do not wish to attain higher returns if my capital is at risk. This Allocation is suitable for me as my investment term is less than 1 year and/ or I am seeking income for specified time duration. I would like to stick to Short term debt instruments and /or Debt Mutual Funds.
B	**Up to 25% Growth – Conservative Allocation** I am a defensive investor. Risk is low and I am willing to accept lower returns. This allocation is suitable for me as I am looking to invest for 1- 3 years of horizon. I would like to manage volatility of my portfolio returns by allocating major portion to Fixed income generating investments such as Bonds and Debt Mutual Funds. I am not much concerned about negative impact of inflation on real returns of my portfolio.

C	**Up to 50% Growth – Balanced Allocation** I am an investor seeking better than debt returns, but risk continue to be reasonable. Therefore, I will maintain equal weighting to defensive assets within my portfolio, but, will consider the inclusion of some of the aggressive growth investments. Generally I am willing improve Portfolio returns while accepting some volatility. My minimum investment term is 3 years. (If you are investing for less than 3 years, you should consider the up to 25% Growth Allocation)
D	**Up to 75% Growth–Enterprising Allocation** I am a growth investor. I am willing to consider assets with higher volatility in the short-term (such as shares, Domestic and International Equity Mutual funds and property) to achieve capital growth over the medium-longer term. My investment mix will comprise a greater share of growth assets; allowing it to cope with the negative impacts of tax and inflation over time. My investment term is 5 years plus. (If you are investing for less than 5 years, you should consider the up to 50% Growth– Balanced Allocation)
E	**Up to 100%Growth–Wealth Builder Allocation** My primary objective is capital growth. I am an aggressive growth investor and prepared to compromise my portfolio to pursue greater long-term returns. I am willing to accept higher levels of risk. Fluctuation in capital is acceptable in the short – medium term for the greater potential for wealth accumulation. With the exception of a minimal level of cash for liquidity purposes, my investment mix will only consist of growth assets such as domestic & International shares/ Equity Mutual funds and property. My Investment horizon is 5 years plus. (If you are investing for less than 5 years, you should consider the up to 50% Growth–Balanced Allocation)

Client Name : ___________________________

Date : ___________________________

Signature : ___________________________