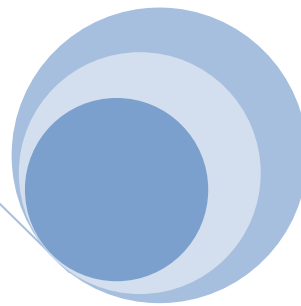


*None of us plan to fail,
yet many of us fail to plan.*



Risk Profiling Questionnaire



Identifying your Investment Profile

Please answer questions 1 - 10

1. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR CURRENT STAGE OF LIFE?	
a) Single with few financial burdens. Ready to accumulate wealth for future short term and long term goals.	5 points
b) A couple without children. Preparing for the future by establishing a home. Expecting to have or already have a high purchase rate of household and consumer items.	4 points
c) Young family with a home. You have a mortgage and childcare costs and maintain only small cash balances.	3 points
d) Mature family. You are in your peak earning years and your mortgage is under control. You both work and you may or may not have children that are growing up or have left home. You're ready to start thinking about your retirement years.	5 points
e) Preparing for retirement. You own your home and have few financial burdens; you want to ensure you can afford a comfortable retirement.	2 points
f) Retired. You rely on existing funds and investments to maintain your lifestyle in retirement. You may already be receiving a Government pension and/or Superannuation pension.	1 point
TOTAL	

2. HOW FAMILIAR ARE YOU WITH INVESTMENT MATTERS?	
a) Not familiar at all with investments and feel uncomfortable with complexity.	0 points
b) Not very familiar when it comes to investments.	1 point
c) Somewhat familiar. I don't fully understand investments, including the share market.	2 points
d) Fairly familiar. I understand the various factors which influence investment performance.	3 points
e) Very familiar. I use research and other investment information to make investment decisions. I understand the various factors which influence investment performance.	7 points
TOTAL	

3. HOW LONG HAVE YOU BEEN INVESTING, NOT COUNTING YOUR OWN HOME OR BANK TYPE DEPOSITS?	
a) 3 years or more	5 points
b) Up to 3 years	2 points
c) This is my/our first investment.	1 point
TOTAL	

Identifying your Investment Profile

Please answer questions 1 – 10 continued

4. HOW LONG WOULD YOU INVEST THE MAJORITY OF YOUR MONEY BEFORE YOU THINK YOU WOULD NEED ACCESS TO IT? (ASSUMING YOU ALREADY HAVE PLANS IN PLACE TO MEET SHORT TERM CASHFLOW AND/OR EMERGENCIES)

a) In 2 years or less.	1 point
b) Within 3-5 years.	3 points
c) Within 6-10 years.	7 points
d) Not for 10+ years.	10 points
TOTAL	

5. ONCE YOU START USING YOUR INVESTED MONEY, HOW LONG WOULD YOU NEED IT TO LAST?

a) Over a period of 2 years or less	0 points
b) Over a period of 3-5 years	1 point
c) Over a period of 6-10 years	3 points
d) More than 10 years/retirement	5 points
TOTAL	

6. IN OCTOBER 1987, THE AUSTRALIAN SHARE MARKET FELL MORE THAN 40% DURING THE MONTH. IF THE SHARE COMPONENT OF YOUR PORTFOLIO FELL BY 40% OVER A SHORT PERIOD, SUCH AS A MONTH, WOULD YOU:

a) Sell all the investments. You do not intend to take risks.	1 point
b) Sell a portion of your portfolio to cut your losses and reinvest into more speculative investment sectors.	3 points
c) Hold the investments and sell nothing, expecting performance to improve.	5 points
d) Invest more funds to lower your average investment price.	7 points
If you have experienced a fall like this, choose the answer that corresponds to your actual behaviour	
TOTAL	

7. IF YOUR INVESTMENTS FELL BY MORE THAN 6% OVER A SHORT PERIOD WOULD YOU?

a) Sell all of the remaining investments.	1 point
b) Sell a portion of the remaining investment	3 points
c) Hold your investments and sell nothing	5 points
d) Invest more funds. You can tolerate short term losses in expectation of future growth.	6 points
If your portfolio has experienced a drop like this, choose the answer that corresponds with your actual behaviour.	
TOTAL	

Identifying your Investment Profile

Please answer questions 1 – 10 continued

8. THE TABLE BELOW SHOWS THE HIGHEST ONE YEAR GAIN AND HIGHEST ONE YEAR LOSS ON THREE HYPOTHETICAL INVESTMENTS OF \$10,000. GIVEN THE POTENTIAL GAIN OR LOSS IN ANY ONE YEAR, WHERE WOULD YOU INVEST YOUR MONEY?

a) Fund A	1 point	Fund	A	B	C
b) Fund B	3 points	Highest Gain	\$593	\$1,921	\$4,229
c) Fund C	5 points	Highest Loss	-\$164	-\$1,020	-\$3,639
TOTAL					

9. WHICH ONE OF THE FOLLOWING STATEMENTS DESCRIBES YOUR FEELINGS TOWARDS CHOOSING AN INVESTMENT?

a) I would prefer investments with little or no fluctuations in value and have a low degree of risk associated with them. I am willing to accept the lower return associated with these investments.	1 point
b) I prefer to diversify with a mix of investments that have an emphasis on low risk. I am happy to have a small proportion of the portfolio invested in assets that have a higher degree of risk in order to achieve a slightly higher return. I am prepared to accept a negative investment return of 1 in 10 years.	2 points
c) I prefer to have a spread of investments in a balanced portfolio. I am happy to have a negative return 1 in 7 years.	4 points
d) I prefer to diversify my investments with an emphasis on more investments that have higher returns, but still having a small amount of low risk investments. I am prepared to accept a negative return of 1 in 5 years.	7 points
e) I would only select investments that have a higher degree of investment price fluctuation so that I can earn higher long term returns. I am happy to accept a negative return of 1 in 3 years in order to achieve this goal.	12 points
TOTAL	

10. HOW SECURE IS YOUR CURRENT AND FUTURE INCOME FROM SOURCES SUCH AS SALARY, PENSION OR OTHER INVESTMENTS?

a) Not secure	2 points
b) Somewhat secure	3 points
c) Fairly secure	4 points
d) Very secure	5 points
TOTAL	

Additional Questions

Please answer the following questions to help determine possible strategies that reflect your investment profile (no points awarded)

APART FROM YOUR HOME, HAVE YOU EVER BORROWED MONEY TO MAKE AN INVESTMENT?

a) Yes b) No

WOULD YOU CONSIDER BORROWING MONEY TO MAKE AN INVESTMENT?

b) Yes b) No

Your Total Score

Add up the points you scored for each answer. Based on the total points, you can compare your score with the range of profiles described below.

TOTAL POINTS:

YOU

&

PARTNER

Risk Profiles

INVESTOR PROFILES	SCORE	DESCRIPTION
Conservative	0 – 13 points	You are a conservative investor who does not wish to take any investment risk. Your priorities are the safeguarding of your capital. You are prepared to sacrifice higher returns for peace of mind.
Moderately Conservative	14 – 20 points	You are a moderately conservative investor who is prepared to accept a small amount of risk. Your priority remains the preservation of capital over the medium to long term. You may have some understanding of investment markets, however you cannot afford to take any chances with you capital.
Balanced	21 – 30 points	You are a balanced investor with some understanding of investment market behaviour and can accept some short term risk to your capital. You do not wish to see all of your capital eroded by tax and inflation and are prepared to take a small short term risk in order to gain longer term capital growth.
Growth	31 – 45 points	You are a growth style investor who understands the movement of investment markets. You are most interested in maximising long term capital growth, although you do not wish to make unbalanced investment decisions. You are happy to sacrifice short term safety in order to maximise long term capital growth.
High Growth	56+ points	You are a high growth investor. You are prepared to sacrifice your investment capital in pursuit of the highest long term capital growth investment. You are most interested in reducing your taxable income and have an understanding of the behaviour of investment markets.

Signed

I hereby acknowledge that the above investment stance is consistent with my investment risk requirements and profile. I have had the concept of investment risk explained to me and am happy to proceed on this basis.

OR

The above investment risk stance is not consistent with my risk requirements and profile which I hereby nominate to be [REDACTED]. Please proceed on this basis.

1. Signature of Client

Name of Client

Date

2. Signature of Client

Name of Client

Date

Accepted for and on behalf of InterPrac Financial Planning Pty Ltd by:

Signature of Adviser

Name of Adviser

Date