

risk profile questionnaire

for trustees July 2007



1 Trustee details

Title

Mr Mrs Miss Other (Please specify)

Surname

Full forename(s)

Title

Mr Mrs Miss Other (Please specify)

Surname

Full forename(s)

Title

Mr Mrs Miss Other (Please specify)

Surname

Full forename(s)

2 Risk profile questions

1. How many years are the trustees prepared to invest this money or how long do they intend to hold on to the existing investment?

► Enter a number of years from 1 to 30. This time period is very important in the risk assessment process.

2. Do the trustees have an emergency fund to provide for unexpected distributions, so as to avoid drawing on medium- to long-term savings to meet immediate needs? ► Please tick (✓)

- No
- Yes - but very small
- Less than six months' capital and income requirements
- Around one year's capital and income requirements
- More than two years' capital and income requirements

2 Risk profile questions *(continued)*

3. What is the trustees' expectation of the trust's income over the next five years? ► *Please tick (✓)*

- We expect the income of the trust fund to decrease
- We expect the income of the trust fund to keep pace with inflation
- We expect the income of the trust fund to increase somewhat ahead of inflation
- We expect the income of the trust fund to far outstrip inflation
- We expect the income of the trust fund to fluctuate

4. What percentage of the trust's total assets are the trustees proposing to invest now? ► *Please tick (✓)*

- Less than 25%
- 25% to less than 50%
- 50% to less than 75%
- 75% or more

5. Which statement most closely reflects the trust's current financial situation? ► *Please tick (✓)*

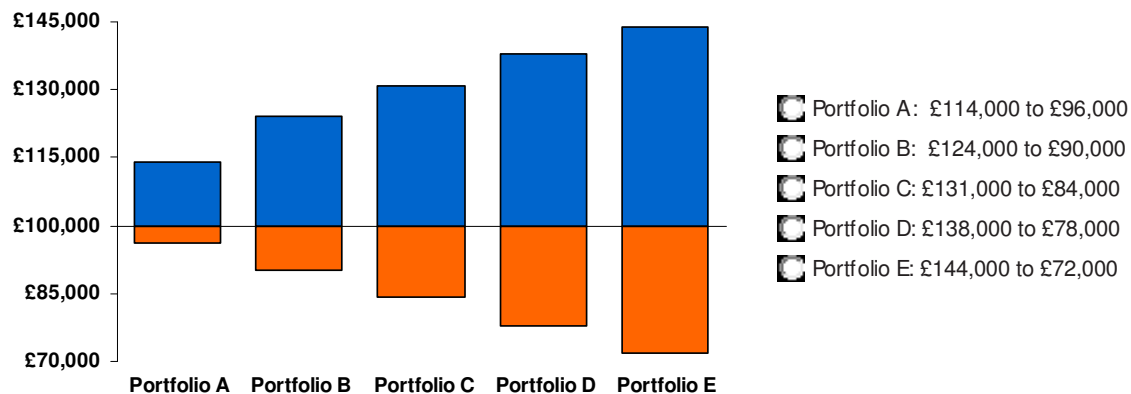
- The trust is completely loan free
- The trust is loan free but has a few other obligations
- The trust has a reasonable loan (or loans) but no other obligations
- The trust has a loan (or loans) and a few other obligations
- The trust has a lot of obligations

6. Which statement most closely reflects the trustee's objectives for this investment? ► *Please tick (✓)*

- Risk averse and not prepared to expose my investments to high volatility to earn higher long-term returns. Stable annual returns are desired.
- To achieve higher long-term returns; prepared to tolerate reasonable levels of volatility.
- To maximise my long-term returns and spend little time worrying about short-term market movements.

7. At the beginning of the year the trust has £100,000 invested. The chart and options below show the performance of five different hypothetical investments. Each bar gives a range of possible values at the end of the same year. Which investment are the trustees most happy with? ► *Please tick (✓)*

Potential best and worst case end values *(This chart is for illustrative purposes only and does not reflect the performance of a specific index or fund.)*



continued

2 Risk profile questions (continued)

8. What level of fall in the value of this portfolio over a one-year period would concern the trustees, bearing in mind that equity investment requires a long-term view? ► Please tick (✓)

- 0% to just under 5%
- 5% to just under 10%
- 10% to just under 15%
- 15% to just under 20%
- None of the above concern me

9. Suppose one year ago the trust invested £100,000 in a portfolio. The market value has gone down during the period and the investment is worth £87,000. Would the trustees: ► Please tick (✓)

- sell the portfolio and invest the proceeds in a less volatile investment?
- sell part of the portfolio and invest the proceeds in a less volatile investment?
- sit tight expecting the portfolio to recover?
- sell the portfolio and invest the proceeds in something riskier to try to recoup their losses?
- invest more money in the same portfolio?

10. The trustees are more concerned that the investments grow faster than inflation than about returns over any one-year period.

► Please tick (✓)

- Strongly agree
- Agree
- Neutral
- Disagree
- Strongly Disagree

11. If the trust could increase the chances of improving the returns by taking more risk, would the trustees be: ► Please tick (✓)

- willing to take a lot more risk with all of the money?
- willing to take a lot more risk with some of the money?
- willing to take a little more risk with all of the money?
- willing to take a little more risk with some of the money?
- unlikely to take much more risk?

3 Your investment objectives

How much do you wish to invest? ► Enter amount in pounds sterling

£

(a) If you are investing for growth (eg optimised portfolio)

Is there a target amount you wish to achieve? If so, what is it? ► In deciding upon your target, please allow for the effects of inflation, investment risk and your tax position

£

When do you need this money or how long do you want to hold onto this investment? ►
Enter a number of years from 3 to 25

years

(b) If you are investing for income (eg yield portfolio)

What is your expected tax rate? ► Please tick (✓)

Starting Basic Higher

What annual yield do you require (after allowing for the specified tax rate)?

%

Investors should assess the acceptable inflation and investment risk of not meeting a given target (after allowing for personal tax), particularly for periods under 10 years for volatile investments.

4 Signature

Your financial adviser will input your answers on the Selestia Investment Solutions Online Risk Profiler, which will compute a suggested risk score and asset allocation. The risk score gives an indication of the level of risk you may be prepared to take with this investment on a range from 1 (low risk) to 10 (high risk).

As mentioned earlier, the risk score is only a guide, and you can decide, with the help of your financial adviser, to invest more conservatively or more aggressively.

We do not provide advice on selecting investments. Investors should consult their financial adviser on the merits of any particular investment.

Signature

Date questionnaire completed

Date (dd mm yyyy)

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Signature

Date questionnaire completed

Date (dd mm yyyy)

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