

## INVESTOR RISK PROFILER

Investing involves risk. Risk is the chance that an investment will not give you the returns you hoped for or that you will lose money. Almost all investments involve risk, but some have more risk than others.

Generally, investments that are expected to pay higher returns involve more risk. While these investments are likely to produce higher returns over time than more conservative investments, over short periods they can fall in value and lose money. Even conservative investments involve risk.

Everyone has a different risk tolerance and investments equally have different risk characteristics. You need to understand your risk-and-return comfort level before deciding on an investment strategy.

All investments have some degree of volatility, which is simply how much an investment's value rises and falls over time. Understanding the risk and return for different asset classes (types of investments) helps you choose the right investments for you. For example, you can't have high returns with low risk, because there is always a trade-off—low-risk investments usually give you low returns. If you want higher returns, you usually have to accept higher risk. Generally short-term investors, who invest for say 3 years, are concerned with protecting their capital and consequently tend to invest in products with minimal risk. Longer term investors, who invest for say more than 7 years, tend to be focused on capital growth. And retirees tend to relying on their investments to provide them with reliable income payments.

An investment portfolio should be constructed to deliver the results you need or want to achieve; but it also needs to suit your approach to investing; your tolerance to risk and your vulnerability to volatility. This involves a trade off as you need to be comfortable with the returns and be able to bear the changes in value.

**The following questions are intended to help develop a profile of you as an investor. Your responses will assist us in determining an investment strategy most likely to suit you.**

These questions will assist in determining the approach we can take with your investments based on your personal preferences and life situation. You may find that the investor profile indicates that because of your life situation, you can afford to take a more aggressive approach with your investments. It is essential you are comfortable with the profile recommended for you.

When you have completed all the sections, we will discuss your scores. With this and other information you provide, we will be better equipped to develop a plan that is right for you.

### 1. DETERMINING YOUR INVESTMENT PROFILE

At the end of the questionnaire total your points and compare this score to the investor profile summaries following.

1. Time Horizon	Client 1	Client 2	Score
<b>How long do you intend to invest your savings?</b>			
(a) Parking (less than 1 year)	<input type="checkbox"/>	<input type="checkbox"/>	0
(b) Short term (1-2 years)	<input type="checkbox"/>	<input type="checkbox"/>	5
(c) Medium term (2-5 years)	<input type="checkbox"/>	<input type="checkbox"/>	10
(d) Medium-long term (5-7 years)	<input type="checkbox"/>	<input type="checkbox"/>	22
(e) Long term (more than 7 years)	<input type="checkbox"/>	<input type="checkbox"/>	30
2. Access	Client 1	Client 2	Score
<b>Will you need to access any of the funds to be invested during the term of the investment?</b>			
(a) Yes	<input type="checkbox"/>	<input type="checkbox"/>	-8
(b) No	<input type="checkbox"/>	<input type="checkbox"/>	0

3. Inflation	Client 1	Client 2	Score
<b>Inflation erodes the value of your savings. Growth investing can counter the eroding effect of inflation but will also expose you to the risk of short-term volatility</b>			
(a) I am comfortable with this trade off to beat inflation.	<input type="checkbox"/>	<input type="checkbox"/>	10
(b) I am conscious of the risks inflation presents, but would prefer a middle ground.	<input type="checkbox"/>	<input type="checkbox"/>	5
(c) Inflation may erode my savings but I have no tolerance for loss.	<input type="checkbox"/>	<input type="checkbox"/>	0
4. Risk and Return	Client 1	Client 2	Score
<b>Which of the following risk/return scenarios would you be most comfortable with?</b>			
(a) Low risk/return (maximum return 6% pa, minimum return 3% pa)	<input type="checkbox"/>	<input type="checkbox"/>	0
(b) Moderate risk/return (maximum return 8% pa, minimum return -5% pa)	<input type="checkbox"/>	<input type="checkbox"/>	5
(c) Above average risk/return (maximum return 12% pa, minimum return -10% pa)	<input type="checkbox"/>	<input type="checkbox"/>	10
(d) High risk/return (maximum return 20% pa, minimum return -25% pa)	<input type="checkbox"/>	<input type="checkbox"/>	15
5. Investment Attitude	Client 1	Client 2	Score
<b>What would you do if your investment dropped in value from an initial \$100,000 to \$85,000?</b>			
(a) Move the entire investment to cash	<input type="checkbox"/>	<input type="checkbox"/>	0
(b) Move some of the investment to cash	<input type="checkbox"/>	<input type="checkbox"/>	5
(c) Do nothing	<input type="checkbox"/>	<input type="checkbox"/>	10
(d) Buy more of the investment	<input type="checkbox"/>	<input type="checkbox"/>	15
6. Investment Experience	Client 1	Client 2	Score
<b>What is the most aggressive investment you've ever made?</b>			
(a) Shares, technology fund, smaller companies fund	<input type="checkbox"/>	<input type="checkbox"/>	8
(b) Managed funds	<input type="checkbox"/>	<input type="checkbox"/>	6
(c) Investment property	<input type="checkbox"/>	<input type="checkbox"/>	4
(d) Own home	<input type="checkbox"/>	<input type="checkbox"/>	2
(e) Cash management fund	<input type="checkbox"/>	<input type="checkbox"/>	0
7. Portfolio Preference	Client 1	Client 2	Score
<b>If you were investing in a share portfolio, which of the following would suit you best?</b>			
(a) A portfolio of potentially high-returning shares whose value could rise or fall dramatically	<input type="checkbox"/>	<input type="checkbox"/>	10
(b) A blue chip portfolio that pays regular dividends	<input type="checkbox"/>	<input type="checkbox"/>	4
(c) A mixture of the above two options	<input type="checkbox"/>	<input type="checkbox"/>	7
(d) I am not interested in shares	<input type="checkbox"/>	<input type="checkbox"/>	0
<b>TOTAL INVESTOR PROFILE SCORE</b>			

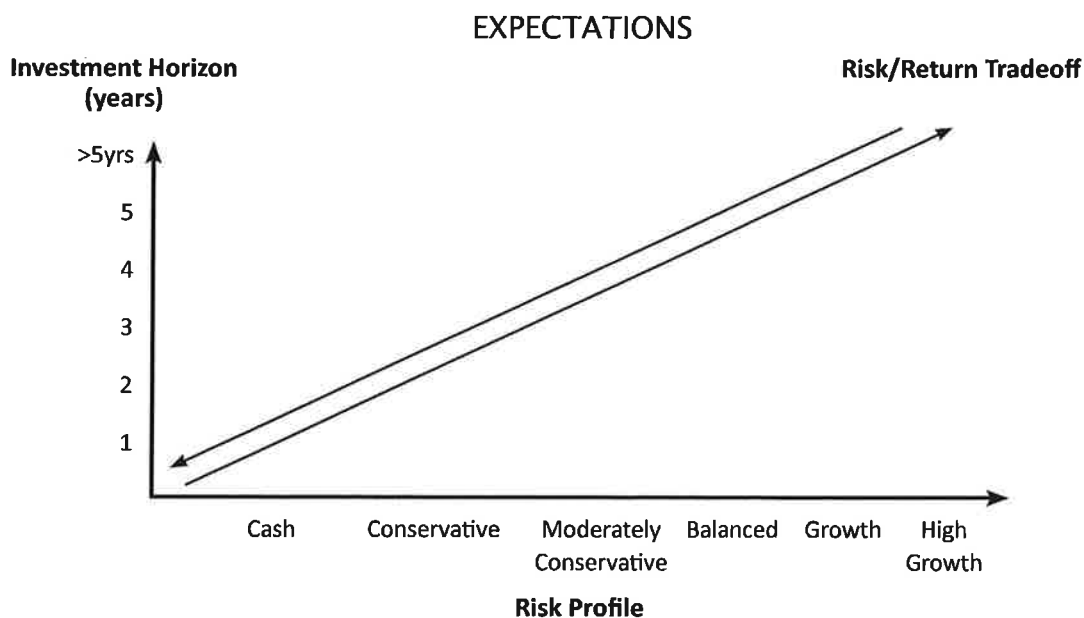
Total Points	Strategy
Less than 30	Conservative
31 – 50	Moderately Conservative
51 – 60	Balanced
61 – 70	Growth
71 – 88	High Growth

## 2. INVESTOR RISK PROFILE SUMMARY

Risk Profile Description	Long Term Objective	Minimum Timeframe
<p><b>Conservative</b></p> <p>Your risk profile suggests you are most concerned with keeping what you have, you really don't like risk. As a result, you are prepared to accept lower returns to reduce the risk of losing capital.</p>	CPI + 2.0	3 years
<p><b>Moderately Conservative</b></p> <p>Your risk profile suggests you want some potential for capital growth, but prefer not to have large fluctuations in short term performance; you seek consistent returns using a steady growth strategy.</p>	CPI + 2.5	4 years
<p><b>Balanced</b></p> <p>Your risk profile suggests you are prepared to experience short term fluctuations in performance for potentially higher returns over the long term, you seek a balanced portfolio to achieve medium to long term financial goals.</p>	CPI + 3.0	5 Years
<p><b>Growth</b></p> <p>Your risk profile suggests you are prepared to accept short term fluctuations in performance for potentially greater returns over the longer term, you focus on assets with greater growth potential.</p>	CPI + 3.5	6 Years
<p><b>High Growth</b></p> <p>Your risk profile suggests you acknowledge there will be short term fluctuations in performance and are comfortable to invest in high risk investments, you are prepared to compromise portfolio balance to pursue potential long term gains.</p>	CPI + 4.0	7 Years

Please review the selected investor profile carefully to ensure it reflects your situation.

If you are not comfortable with the recommended portfolio (or you and your partner have different profiles) we can start with a lower risk profile and review it over time as you become more comfortable with investment markets. But please be aware that risk and return are closely related, so by choosing a lower risk profile, you are also choosing to reduce your longer-term expectations of returns.

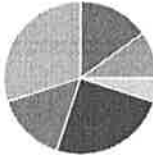


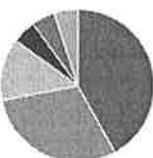
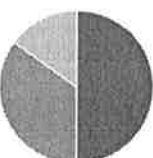


In all cases, a variance within a particular asset class is allowed to cater for individual circumstances, economic events and fund manager asset allocation decisions.

### 3. ASSET ALLOCATION

The approach we take with the investor profiles is to set recommended asset allocations for each profile, along with a suitable time-frame of investment. The suggested time-frame of investment is ideal to minimise risk and maximise returns for each of the profiles. The recommended asset allocations and other information following are constructed from van Eyk Research.

Your recommended portfolio may vary to that listed below in order to meet your specific goals and circumstances or take into account existing investments you may have. In addition, your portfolio may include other investments that do not fit into one of the investment categories listed below, such as private infrastructure.

<p><b>Conservative</b></p> <p>Based on your risk profile you would generally prefer an investment mix that is positioned defensively to produce a stable return with a higher proportion invested in fixed interest and cash and a smaller proportion of money in shares and property investments.</p>		<table border="0"> <tr><td>■ Australian Equities</td><td>15%</td></tr> <tr><td>■ International Equities</td><td>10%</td></tr> <tr><td>■ Listed Property &amp; Infrastructure</td><td>5%</td></tr> <tr><td>■ Australian Fixed Interest</td><td>25%</td></tr> <tr><td>■ International Fixed Interest</td><td>15%</td></tr> <tr><td>■ Cash</td><td>30%</td></tr> <tr><td></td><td>100%</td></tr> </table>	■ Australian Equities	15%	■ International Equities	10%	■ Listed Property & Infrastructure	5%	■ Australian Fixed Interest	25%	■ International Fixed Interest	15%	■ Cash	30%		100%
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<p><b>Moderately conservative</b></p> <p>Based on your risk profile, you would generally prefer a diversified portfolio with a balance of defensive assets, such as fixed interest and cash and growth assets such as shares and property.</p>		<table border="0"> <tr><td>■ Australian Equities</td><td>25%</td></tr> <tr><td>■ International Equities</td><td>17%</td></tr> <tr><td>■ Listed Property &amp; Infrastructure</td><td>8%</td></tr> <tr><td>■ Australian Fixed Interest</td><td>20%</td></tr> <tr><td>■ International Fixed Interest</td><td>10%</td></tr> <tr><td>■ Cash</td><td>20%</td></tr> <tr><td></td><td>100%</td></tr> </table>	■ Australian Equities	25%	■ International Equities	17%	■ Listed Property & Infrastructure	8%	■ Australian Fixed Interest	20%	■ International Fixed Interest	10%	■ Cash	20%		100%
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<p><b>Balanced</b></p> <p>Based on your risk profile, you would generally prefer a diversified portfolio with a bias towards growth assets such as shares and property.</p>		<table border="0"> <tr><td>■ Australian Equities</td><td>35%</td></tr> <tr><td>■ International Equities</td><td>25%</td></tr> <tr><td>■ Listed Property &amp; Infrastructure</td><td>10%</td></tr> <tr><td>■ Australian Fixed Interest</td><td>15%</td></tr> <tr><td>■ International Fixed Interest</td><td>5%</td></tr> <tr><td>■ Cash</td><td>10%</td></tr> <tr><td></td><td>100%</td></tr> </table>	■ Australian Equities	35%	■ International Equities	25%	■ Listed Property & Infrastructure	10%	■ Australian Fixed Interest	15%	■ International Fixed Interest	5%	■ Cash	10%		100%
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<p><b>Growth</b></p> <p>Based on your risk profile, you would generally prefer a diversified portfolio with a strong bias towards growth investments such as shares and property.</p>		<table border="0"> <tr><td>■ Australian Equities</td><td>42%</td></tr> <tr><td>■ International Equities</td><td>30%</td></tr> <tr><td>■ Listed Property &amp; Infrastructure</td><td>13%</td></tr> <tr><td>■ Australian Fixed Interest</td><td>5%</td></tr> <tr><td>■ International Fixed Interest</td><td>5%</td></tr> <tr><td>■ Cash</td><td>5%</td></tr> <tr><td></td><td>100%</td></tr> </table>	■ Australian Equities	42%	■ International Equities	30%	■ Listed Property & Infrastructure	13%	■ Australian Fixed Interest	5%	■ International Fixed Interest	5%	■ Cash	5%		100%
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<p><b>High Growth</b></p> <p>Based on your risk profile you would generally prefer a portfolio comprising solely of growth assets such as shares and property.</p>		<table border="0"> <tr><td>■ Australian Equities</td><td>50%</td></tr> <tr><td>■ International Equities</td><td>35%</td></tr> <tr><td>■ Listed Property &amp; Infrastructure</td><td>15%</td></tr> <tr><td>■ Australian Fixed Interest</td><td>0%</td></tr> <tr><td>■ International Fixed Interest</td><td>0%</td></tr> <tr><td>■ Cash</td><td>0%</td></tr> <tr><td></td><td>100%</td></tr> </table>	■ Australian Equities	50%	■ International Equities	35%	■ Listed Property & Infrastructure	15%	■ Australian Fixed Interest	0%	■ International Fixed Interest	0%	■ Cash	0%		100%
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