

Martin Aitken Financial Services Ltd

Risk Profile Questionnaire

for trustees

Dec 2011

How would the trustees rate their investment knowledge?

- Minimal - We consider our knowledge to be fairly limited
- Modest - We've been investing for a few years and we sometimes read the business press
- Moderate - We've been investing for several years within a broad range of different assets
- Good - We've been investing for quite a while & lived through at least one market downturn
- Very good – We are experienced investors & are comfortable with the market ups & downs

1		Trustee details	
Title			
<input type="radio"/> Mr	<input type="radio"/> Mrs	<input type="radio"/> Miss	<input type="radio"/> Other <input type="text"/> <i>please specify</i>
<input type="text"/>			
Surname			
<input type="text"/>			
Full forename(s)			
<input type="text"/>			
Date of birth <input type="text"/> <i>dd mm yyyy</i>		Postcode	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

		Trustee details	
Title			
<input type="radio"/> Mr	<input type="radio"/> Mrs	<input type="radio"/> Miss	<input type="radio"/> Other <input type="text"/> <i>please specify</i>
<input type="text"/>			
Surname			
<input type="text"/>			
Full forename(s)			
<input type="text"/>			
Date of birth <input type="text"/> <i>dd mm yyyy</i>		Postcode	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

2 Risk profile questions

2. How long do the trustees intend to hold on to this investment for the beneficiaries?

Enter a number of years from 3 to 30. This time period is very important in the risk assessment process.

3. Do the trustees have an emergency fund to provide for unexpected distributions, to avoid needing to draw on medium- to long-term savings to meet immediate needs? (This amount should be the equivalent of at least three months net income) Please tick (//)

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

4. 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 to fluctuate

5. 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

6. Which statement most closely reflects the beneficiaries' current financial situation? Please tick (//)

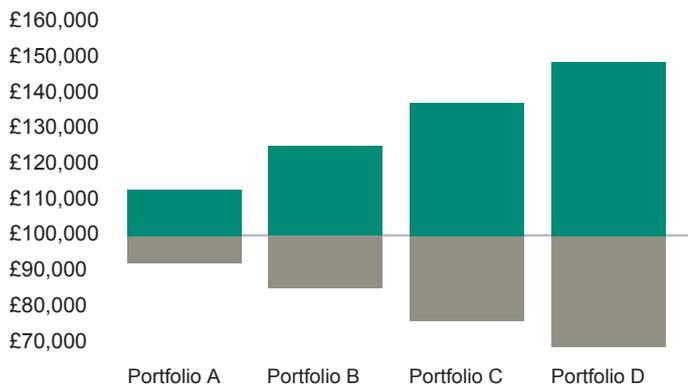
- Completely loan free
- Loan free, but with a few other obligations
- Loans but no other debts that concern them
- Long-term loans and some short-term obligations
- A lot of long-term obligations

7. Which statement most closely reflects the trustees' objectives for this investment? Please tick (//)

- Stability is more important than higher returns
- Want to achieve higher long-term returns than cash. I could cope with infrequent periods where my investments might fall in value
- Want to achieve higher medium-term returns than inflation. I understand there may be occasional extended periods where my investments might fall in value
- Want the best long-term returns I can get. I fully expect periods where the value of my investments might suffer extended falls

8. At the beginning of the year the trust has £100,000 invested. The chart and options below show the performance of four possible investments. Each bar gives a range of possible values at the end of the same year. Which investment would you prefer? 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.

- Portfolio A: It could be worth anywhere between £93,000 and £113,000
- Portfolio B: It could be worth anywhere between £85,000 and £125,000
- Portfolio C: It could be worth anywhere between £77,000 and £137,000
- Portfolio D: It could be worth anywhere between £69,000 and £149,000

2 Risk profile questions *(continued)*

9. **What level of fall in the value of this portfolio over a one-year period would concern the trustees or beneficiary, bearing in mind that investment in shares requires a long-term view?** *Please tick (//)*
- More than 5%
- More than 10%
- More than 15%
- More than 20%
- Not concerned about falls in value as I expect to recover any falls by the time I need to realise my portfolio
10. **Suppose one year ago the trust invested £100,000 in a portfolio. Today you've checked its value and find it is now worth £87,000. Would the beneficiaries expect the trustees to:** *Please tick (//)*
- Sell, and invest the proceeds in Cash
- Sell part of the portfolio, and invest the proceeds in a less volatile investment
- Sit tight, expecting the portfolio to recover
- Move money from Cash to invest in the same portfolio at the lower price
11. **The trustees are more concerned that the investments grow faster than inflation than you are about returns over any one-year period.** *Please tick (//)*
- Strongly agree
- Agree
- Disagree
- Strongly disagree
12. **If the trustees could increase the chances of improving the returns by taking more risk, would the beneficiary wish the trustees to:** *Please tick (//)*
- Take more risk with all of the money?
- Take more risk with half of the money?
- Take more risk with quarter of the money?
- Not 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? *Enter amount in pounds sterling*
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 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)?

%

You should consider how acceptable or otherwise the consequences would be if your investment failed to meet a given target (after allowing for personal tax). For investments subject to sharp rises and falls in price, the risk could be particularly significant, especially if you hold them for periods of less than ten years.

What is your capacity for risk?

The following questions are not part of the psychometric attitude assessment and have no direct impact on the questionnaire results or selected risk level.

However, the answers will help the investor and adviser identify areas that should also be considered when assessing suitability and choosing a risk level.

When do you intend to use the invested money?

- Short term (0 - 5 years)
- Medium term (5 - 10 years)
- Long term (10 + years)
- No fixed term

How much of this investment could you stand to lose without having a significant impact on your future standard of living?

- None or very limited losses (0 – 5%)
- Small/medium losses could be tolerated
- Large losses would have a low impact on future lifestyle

If you needed sudden access to a lump sum, how likely is it that you would need to encash this investment?

- I have other savings and investments, which I can use for most needs
- I may need this investment if I needed access to a significant amount of money quickly
- I would almost certainly need access to this investment

4 Signature

Your financial adviser will input your answers on the Skandia 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.

Signatures

Date questionnaire completed

Date / / 2 0
