

Investment Risk Questionnaire

Linked Investments

QUESTIONS	
Options (Please select one option per question)	X
Initial Questions	
1. What is your main investment goal?	
<i>Think about what you are saving for. For example, retirement, a child's education, to increase your money or leave an inheritance, or to add to your income immediately.</i>	
1. Income	
2. Growth	
2. What impact would it have on your standard of living if you were to lose money on this investment?	
<i>Losing money here refers to the value of your investment portfolio falling below the amount you originally invested because of a drop in the market. For example, if you gave your adviser R50,000 to invest and later the value of your investments fell to R47,500.</i>	
1. It wouldn't have an impact on my standard of living and I wouldn't need to use any additional resources (for example, savings) as a result.	
2. It would have an impact on my immediate standard of living.	
3. I have other resources I could fall back on.	
Time Frame	
3. WHEN DO YOU WANT TO START SPENDING THE MONEY YOU WILL SAVE IN THIS ACCOUNT?	
1. Immediately	
2. In the next two years	
3. Within two to five years	
4. Within six to 10 years	
5. Not within the next 11 years	
4. ONCE YOU START SPENDING YOUR MONEY, HOW LONG DO YOU EXPECT TO CONTINUE TO WITHDRAW FUNDS FROM YOUR INVESTMENT PORTFOLIO?	
1. I plan to withdraw all of my money at once.	
2. I will make withdrawals over two to five years.	
3. I will make withdrawals over six to 10 years.	
4. I will make withdrawals over 11 years or more.	
5. I don't intend to withdraw the money.	
5. ONCE YOU START TO SPEND THE MONEY IN YOUR INVESTMENT PORTFOLIO, HOW MUCH DO YOU PLAN TO WITHDRAW?	
1. I do not intend to take withdrawals.	
2. I plan to withdraw between 0% and 4% of the value of my investments each year.	
3. I plan to withdraw between 4% and 8% of the value of my investments each year.	
4. I plan to withdraw more than half of the value of my investments within six years.	

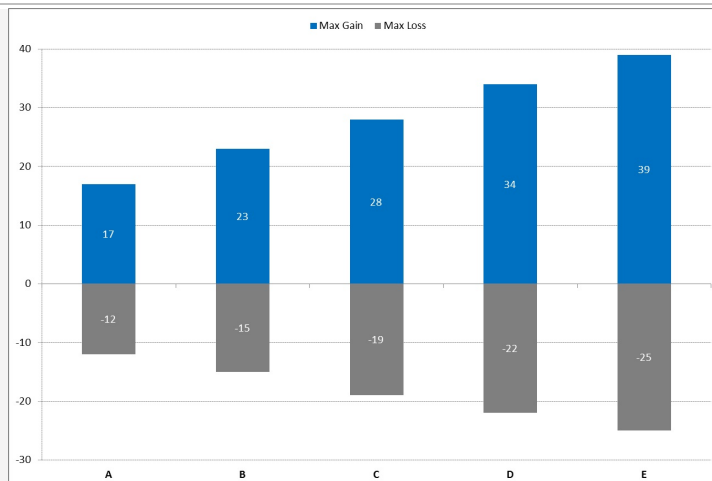


5. I plan to withdraw all of my investments at once.

Your Attitude to Risk

6. SOME INVESTMENTS OFFER THE OPPORTUNITY FOR A GREATER GAIN BUT WITH THE RISK OF A GREATER POTENTIAL LOSS. LOOK AT THE FIVE SCENARIOS REPRESENTED IN THE CHART BELOW. WHICH ONE WOULD YOU PUT YOUR MONEY IN?

- 1. Scenario A
- 2. Scenario B
- 3. Scenario C
- 4. Scenario D
- 5. Scenario E



7. IMAGINE YOU HAVE INVESTED R100,000. WHICH OF THE FIVE SCENARIOS BELOW WOULD YOU WANT FOR YOUR INVESTMENT PORTFOLIO?

- 1. Scenario 1
- 2. Scenario 2
- 3. Scenario 3
- 4. Scenario 4
- 5. Scenario 5

	Potential Best Case Gains (R)	Expected Gain (R)	Potential Worst Case Losses (R)
Scenario 1	17,000	4,500	-11,000
Scenario 2	23,000	6,000	-15,000
Scenario 3	28,000	7,000	-19,000
Scenario 4	34,000	8,000	-22,000
Scenario 5	39,000	9,000	-25,000

8. INVESTING INVOLVES A TRADE-OFF BETWEEN RISK AND RETURNS. IN THE PAST, INVESTMENTS WITH HIGHER RETURNS HAVE BEEN ASSOCIATED WITH GREATER RISK AND CHANCE OF LOSS. WHEREAS CAUTIOUS INVESTMENTS THAT HAVE HAD A LOWER CHANCE OF LOSS ALSO HAVE ACHIEVED LOWER RETURNS. WHICH OF THE FOLLOWING STATEMENTS BEST DESCRIBES YOUR ATTITUDE TO RISK?

- 1. I am most concerned with risk. I am willing to accept lower returns in order to limit the risk of loss.
- 2. I am willing to accept some risk and chance of loss in an effort to achieve modest but somewhat higher returns.
- 3. I am willing to accept moderate risk in order to achieve higher returns. Reducing risk and increasing returns are equally important to me.
- 4. I want to achieve strong returns on my investments. I am willing to accept somewhat higher risk and chance of loss.
- 5. I am mainly concerned with getting the highest possible returns on my investments. I am willing to accept significant rises and falls in the value of my investment and significant chance of loss.



9. IMAGINE YOUR ADVISER HAS INVESTED R100,000 OF YOUR MONEY AND IT'S FALLEN IN VALUE TO R80,000. ASSUMING THAT THIS HAPPENS AT AN EARLY STAGE OF YOUR INTENDED INVESTMENT PERIOD, HOW WOULD YOU REACT TO THIS R20,000 LOSS?

1. I would not change my investment plan.

2. I would wait at least one year before changing to investment options that are more stable.

3. I would wait at least six months before changing to investment options that are more stable.

4. I would immediately change to investment options that are more stable.

10. THE VALUE OF INVESTMENTS VARY FROM YEAR TO YEAR. SUPPOSE YOU INVESTED R100,000. HOW MUCH MONEY WOULD YOU NEED TO LOSE BEFORE YOU WANTED TO MOVE YOUR MONEY INTO A MORE STABLE INVESTMENT?

1. R5000 or less

2. R10,000

3. R15,000

4. R20,000

5. I would not move my money in the first year even if my investment lost value.

11. HOW DOES YOUR CONCERN ABOUT LOSING MONEY MANIFEST ITSELF IN RELATION TO YOUR INVESTMENT?

1. I would sell my investments.

2. I would be worried but not uncomfortable enough to sell my investments immediately. If my investments suffered losses over several months, I would probably sell.

3. I would wait a full year before making changes to my investments - short-term losses in the value of my investments do not bother me.

4. I would not make changes - I understand that investments can have occasional negative yearly returns. However, I have a higher chance of reaching my investment goals if I stick with my investment over the long term.

12. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR VIEW ON INVESTING?

1. My investments don't have to grow, I just want my money to be safe.

2. I can accept lower growth for greater certainty.

3. I am more concerned about the possible losses than the possible gains.

4. I can accept possible losses for long-term investment growth.

5. To achieve high levels of growth, it is necessary to take risk.

RESULTS

In order to obtain your result, please login on STANLIB online and load an investment proposal and select the option to 'complete the risk questionnaire'. Visit www.stanlib.com to login.

DISCLAIMER

The investment risk profile questionnaire is designed to assist you in identifying the type of investor you are. It may help you to understand the issues that need to be considered in determining the investment plan or plans suitable to you. However, the questionnaire does not constitute investment advice. You will be solely responsible for the investment plan or plans you choose. We recommend that you consult a qualified financial planner who will take into account your personal financial position.

SIGNATURE OF INVESTOR

DATE

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D		D		M	M	Y	Y

SIGNED AT

SIGNATURE OF FINANCIAL ADVISER

DATE

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