



RISK PROFILER

The Risk Profiler is a decision making tool to help you decide your personal Risk Profile.

The Risk Profiler will help you to reach a decision on the level of financial risk that you can accept. Once you have completed the task and totaled your score, refer to the Risk Profile Interpreter to see your personal Risk Profile.

Instructions:

To complete the Risk Profile, just answer each question by circling the number that best matches your personal situation. Then add the scores and enter the results in the Total boxes for each Section.

Client Name _____

Equity Account Number _____

YOUR PERSONAL TIME HORIZON

Circle your score for each section:

1. What is the time frame for your financial goals?		Score
0 – 5 Years		1
5 – 10 years		2
10 – 15 years		3
15 – 20 years		4
20 years or more		5

2. What is your age?		Score
65 years or more		1
55 – 64 years		2
45 – 54 years		3
33 – 44 years		4
Below 33 years		5

3. What is your primary financial goal? (Choos only one)		Score
Capital protection	Protection against a decline in market values	1
Current Income	To generate interest	2
Consistency	A high degree of stability and predictability of your investment over time	3
Long term inflation hedge	To have a high degree of protection of the purchasing power of your investment	4
Speculative	To achieve growth in investment capital employing a wide range of investment strategies such as short sales and gearing	5

Total

YOUR PERSONAL RISK TOLERANCE

Score each statement and enter the result in the right hand column:

	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree	Score
1. I would like to get as much long term growth from my investment as possible, even if it means dramatic ups and downs on a year-to-year or month-to-month basis in my investment returns.	5	4	3	2	1	
2. I believe that I will have enough money to reach my goal; therefore I must protect what I have.	1	2	3	4	5	
3. I believe that I will not have enough money to reach my goals; therefore I must take a risk to get ahead.	5	4	3	2	1	
4. I would like to protect the money that I invest, even if it means getting very little long term growth.	1	2	3	4	5	
5. I believe that I will have enough money to reach my goal; therefore I can afford to take some risk.	5	4	3	2	1	
6. I believe that I will not have enough money to reach my goal; therefore I cannot afford to risk what I have.	1	2	3	4	5	
7. I would be very concerned if the value of my investment declined, because I cannot accept fluctuations in its value.	5	4	3	2	1	
	Fixed Deposits	Govt Stock	Shares in older established companies	International Investments	Shares in emerging Markets	Score
8. Which of these investments would you feel more comfortable owning?		2	3	4	5	

Total

YOUR PERSONAL INVESTMENT OBJECTIVES

Your Personal Tolerance.

Score each statement and enter the result in the right hand column:

	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree	Score
1. It is important for me to earn the highest possible return on my investment, even if I must take some risk to do so.	5	4	3	2	1	
2. I prefer my investment to grow steadily and avoid sharp ups and downs, even if it lowers my long-term returns.	1	2	3	4	5	
3. I will accept short-term losses if I believe the long-term returns will be good.	5	4	3	2	1	
4. Protecting my savings is more important than making them grow.	1	2	3	4	5	
5. If I inherited a large sum of money, I would put it in the bank rather than invest it.	1	2	3	4	5	
6. For the right opportunity, I would resign my present job and start my own business.	5	4	3	2	1	
7. Assets that I own, such as a pension, or personal savings form a substantial portion of my net assets.	5	4	3	2	1	
8. I expect my earnings to increase in real terms over the next five years.	5	4	3	2	1	
9. I have adequate emergency fund that will cover most emergencies.	5	4	3	2	1	

Total

Now add up your score

Objective	Score
Time Horizon	
Risk tolerance	
Investment Objectives	
Grand Total	

Use the risk Profile Interpreter on to next page to determine your personal Risk Profile.

RISK PROFILE INTERPRETER

Score	Profile	Description
20-45	Conservative	For investors who seek stability and are more concerned with protecting their current investments than increasing their real value. (Money Market investment or SA Asset Management BCI Cautious Fund A)
46-58	Moderately conservative	For investors who wish to protect their capital, with the prospect of some real increase in the value of their investment. (SA Asset Management BCI Cautious Fund A)
59-70	Moderate	For longer-term investors who want reasonable but relatively stable growth. Some fluctuations are tolerable, but these investors are comfortable with less risk than attributable to full equity exposure. (SA Asset Management BCI Moderate Fund A)
71-82	Moderately aggressive	For longer-term investors who are seeking good levels of real growth. A reasonable level of risk is acceptable in return for higher expected returns in the medium to long-term. (SA Asset Management BCI Managed Fund A)
83+	Aggressive	For long-term investors who desire high growth. Substantial year to year fluctuations in value are acceptable in exchange for a potentially high long-term return. (SA Asset Management BCI Managed Fund A or The Stock Market)

SUMMARY

Score	Profile

Please delete the option you prefer NOT to exercise:

Option 1:

I/We, _____ hereby accept the risk category assigned to me above and acknowledge that whether I choose a Discretionary or a non-Discretionary account, I will trade within the scope of the above score.

OR

Option 2:

I/We, _____ have taken cognisance of the above score but prefer from time to time to determine my own risk levels. I/we would like to choose the following risk profile:

Conservative	Moderately conservative	Moderate	Moderately aggressive	Aggressive
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SIGNED at _____ on this the _____ day of _____ in the year _____
AS WITNESS

1. _____

2. _____

For Client's Signature

Name _____