

Risk profile

Your attitude to investment risk is a crucial factor in determining an appropriate investment strategy to meet your needs. Investing is considered risky because there is uncertainty about how the investment will perform over the short and long term. Different types of investments experience different levels of volatility. Negative returns can happen at any time, so during periods of poor performance, remaining invested for the minimum investment term will provide an opportunity for your portfolio to recover.

Here are the main approaches to investing, otherwise known as investment risk profiles.

Risk profile	Description
Short Duration (100% Cash)	Protection of capital or certainty of income is your only objective. You do not wish to attain higher returns if your capital is at risk. There is no minimum investment time frame for this risk profile.
Conservative (25% Growth)	You are a defensive investor. You are willing to consider less risky assets; mainly cash only and some fixed interest investments. You are prepared to accept lower returns to protect the value of your capital. The recommended minimum investment term is 3 years.
Cautious (40% Growth)	You are a cautious investor seeking a combination of income and growth, but risk must continue to be low. Therefore, you will maintain a greater weighting to defensive assets within your portfolio, but, will consider the inclusion of some of the less aggressive growth investments. Generally you are willing to chase improved short-term returns while accepting some, limited short-term volatility. The recommended minimum investment term is 3 years.
Moderately Conservative (55% Growth)	You are an investor seeking a combination of income and growth from your investment portfolio. Generally, you are willing to pursue medium to long-term goals while accepting the risk of short to medium term negative returns. Your investment mix is likely to have a marginal bias to growth assets such as equities and property. The recommended minimum investment term is 3 years.
Balanced (70% Growth)	You are a growth investor. You are willing to consider assets with higher volatility in the short-term (such as equities and property) to achieve capital growth over the medium to longer term. Your investment mix will comprise a greater share of growth assets. The recommended minimum investment term is 5 years.
Moderately Aggressive (85% Growth)	You are a Growth investor. Prepared to accept higher volatility in the short to medium term, your primary concern is to accumulate growth assets over the long term. Your investment mix will spread across all asset sectors but will mainly consist of more aggressive investments. The minimum investment term is 6 years.
Aggressive (100% Growth)	You are willing to accept higher levels of risk. Fluctuation in capital is acceptable in the short-medium term for the greater potential for wealth accumulation. With the exception of a minimal level of cash for liquidity purposes, your investment mix will only consist of growth assets such as international and domestic equities. The minimum investment term is 7 years.

From the descriptions above please circle the risk profile you believe best reflects your attitude to investment risk.

Client 1 name:_____ **Signature:**_____

Client 2 name:_____ **Signature:**_____