

Client Questionnaire: Financial Experience And Understanding

Approximately, what is the value and composition of your existing portfolio?	Portfolio holdings	\$ Millions	%
	Cash and money market instruments		
	Government bonds		
	Convertible debt securities		
	CDOs and ABSs		
	Other corporate bonds		
	Common stocks and equities		
	Capital-protected and other structured products		
	Currencies		
	Commodities		
	Options, futures and contracts for differences		
	Other <i>(please specify)</i>		

On what basis has your portfolio been managed? <i>(Please tick as appropriate)</i>	<input type="checkbox"/> Self-managed
	<input type="checkbox"/> Advisory
	<input type="checkbox"/> Discretionary
	<input type="checkbox"/> Other <i>(please specify)</i>

For how many years have you been active in financial markets? <i>(Please tick as appropriate)</i>	<input type="checkbox"/> Between 1 and 3
	<input type="checkbox"/> Between 3 and 7
	<input type="checkbox"/> Between 7 and 14
	<input type="checkbox"/> More than 14

With what frequency have you dealt in financial markets?	
	<i>Please state the approximate average number of transactions per annum</i>

<p>What types of transaction have you undertaken? <i>(Please tick as appropriate)</i></p>	<input type="checkbox"/> Margined transactions
	<input type="checkbox"/> Repurchase agreements/Stock lending
	<input type="checkbox"/> Derivative strategies, e.g. option writing, swaps, etc.
	<input type="checkbox"/> Specific strategies, e.g. risk arbitrage, merger arbitrage
	<input type="checkbox"/> Emerging markets
	<input type="checkbox"/> Structured products
	<input type="checkbox"/> Hedge funds, private equity funds and other alternative investments
	<input type="checkbox"/> Domestic funds
	<input type="checkbox"/> Foreign funds
	<input type="checkbox"/> New issues
	<input type="checkbox"/> Private placements
<input type="checkbox"/> Other <i>(please specify)</i>	

<p>What is the typical size of your investment transactions?</p>	<input type="checkbox"/> More than \$10,000
	<input type="checkbox"/> More than \$50,000
	<input type="checkbox"/> More than \$1,00,000
	<input type="checkbox"/> More than \$5,00,000

<p>What is your understanding of markets, investment and risk?</p>	<input type="checkbox"/> Company risk: management; earnings; possibility of bankruptcy
	<input type="checkbox"/> Country risk: political; economic; demographic factors
	<input type="checkbox"/> Credit risk: failure to pay interest or capital on time or at all
	<input type="checkbox"/> Currency risk: adverse currency fluctuations
	<input type="checkbox"/> Inflation risk: erosion of asset values and investment returns
	<input type="checkbox"/> Interest rate risk: erosion of income and capital when interest rates rise
	<input type="checkbox"/> Liquidity risk: the inability to readily liquidate an investment
	<input type="checkbox"/> Volatility risk: the variability of asset values and investment returns
	<input type="checkbox"/> Market risk: risks applicable to an entire asset class, e.g. recession
	<i>(In each case, please indicate G – Good, M – Moderate or L – Low)</i>

RELEVANT ACADEMIC QUALIFICATIONS

<p>Do you hold a relevant financial market or investment qualification?</p>	<input type="checkbox"/> Chartered Financial Analyst
	<input type="checkbox"/> Member of Securities & Investments Institute
	<input type="checkbox"/> Other (<i>please specify</i>)

<p>What other knowledge or experience do you have that may be relevant?</p>	
	<p><i>(Please specify)</i></p>

Client Signature

We understand your world

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Comments:

Reviewed by: (Relationship Manager)	(Name)	(Signature)	(Date)
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Reviewed by: (Compliance Officer)	(Name)	(Signature)	(Date)
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