

Client Name

Date

WHAT KIND OF INVESTOR ARE YOU?

Before making investment decisions, it's important to first understand your own investor profile. This means considering your **investment knowledge, investment time horizon, financial objectives**, and your **willingness and ability to take risks**. The Investor Risk Questionnaire is designed to provide insights into these factors — including your comfort with risk and the length of time you expect to invest. While the questionnaire provides a useful foundation, your portfolio manager will review your responses with you as part of a comprehensive risk assessment.

INVESTMENT KNOWLEDGE:

1. Which statement best describes your knowledge of investments?

I have very little knowledge of investments and financial markets.

I have a moderate level of knowledge of investments and financial markets.

I have extensive investment knowledge; understand different investment products and follow financial markets closely.

INVESTMENT TIME HORIZON:

2. When do you expect to withdraw a significant portion (1/3 or more) of the money in your investment portfolio?

Less than 1 year

1-3 years

4-6 years

7-9 years

10 years or more

3. What is your age group?

Under 40

50 to 60 years

41-50

40 to 50 years

51-60

30 to 40 years

61-70

20 to 30 years

71-80

10 to 20 years

81 or older

5 to 10 years

INVESTMENT OBJECTIVES:**4. What is your primary goal for this portfolio?**

I want to keep the money I have invested safe from short-term losses or readily available for short-term needs. (Safety – Investments that will satisfy this objective include GICs and money market funds)

I want to generate a steady stream of income from my investments, and I am less concerned about growing the value of my investments. (Income – Investments that will satisfy this objective include fixed income investments such as funds that invest in bonds)

I want to generate some income with some opportunity for the investments to grow in value. (Balanced – A balanced fund or a portfolio that includes at least 40% in fixed income investments and no more than 60% in equity funds will satisfy this objective)

I want to generate long-term growth for most of my investments with some income stream from fixed income. (Growth – A portfolio that includes at least 75% in equity funds and the balance in fixed income).

I want to generate long-term growth from my investments. (Aggressive Growth – A portfolio with a relatively high proportion of funds that invest in 90 – 100% equities will satisfy this objective if you also have a long-time horizon and are willing and able to accept more risk)

RISK CAPACITY**5. What is your annual income (from all sources)?**

Less than \$25,000

\$25,000 – \$50,000

\$50,000 – \$100,000

\$100,000 – \$200,000

\$200,000 – \$300,000

\$300,000 or more

6. Your current and future income sources are:

Stable

Somewhat stable

Unstable

7. How would you classify your overall financial situation?

No savings and significant debt

Little savings and a fair amount of debt

Some savings and some debt

Some savings and little or no debt

Significant savings and little or no debt

8. What is your estimated net worth?

Less than \$500,000

\$500,000 – \$1,000,000

\$1,000,000 - \$2,000,000

\$2,000,000 - \$5,000,000

\$5,000,000 or more

RISK TOLERANCE:**9. In making financial and investment decisions you are:**

- Very conservative and try to minimize risk and avoid the possibility of any portfolio volatility
- Conservative but willing to accept a small amount of risk
- Willing to accept a moderate level of risk and tolerate losses to achieve potentially higher returns
- Aggressive and typically take on significant risk and are willing to tolerate large losses for the potential of achieving higher returns

10. The value of an investment portfolio will generally go up and down over time. If you invested \$1,000,000, how much of a decline in your investment portfolio could you tolerate in a 12-month period?

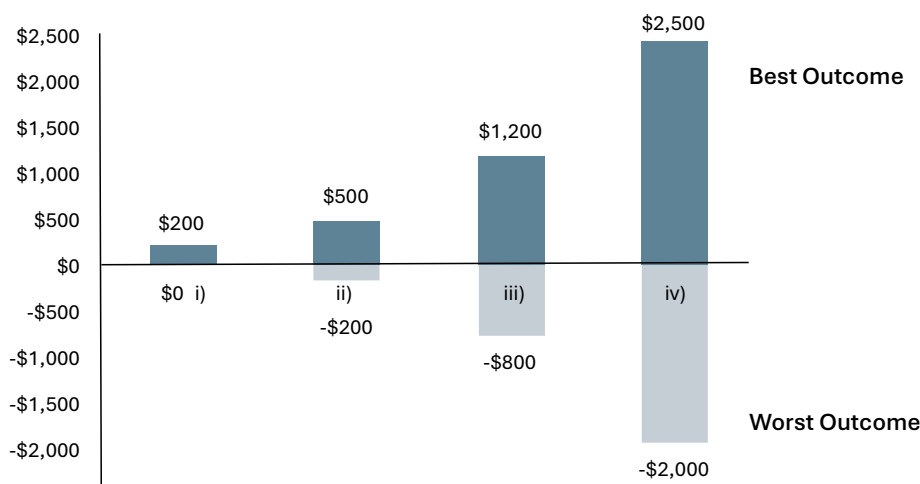
- I could not tolerate any loss
- \$30,000 (-3%)
- \$100,000 (-10%)
- \$200,000 (-20%)
- More than -\$200,000 (more than -20%)

11. When you are faced with a major financial decision, are you more concerned about the possible losses or the possible gains?

- Always the possible losses
- Usually the possible losses
- Usually the possible gains
- Always the possible gains

12. The chart below shows the greatest one-year portfolio decline and the highest one-year gain on four different investments of \$10,000. Given the potential gain or decline in any one year, which investment would you likely invest your money in:

- EITHER a loss of \$0 OR a gain of \$200
- EITHER a loss of \$200 OR a gain of \$500
- EITHER a loss of \$800 OR a gain of \$1,200
- EITHER a loss of \$2,000 OR a gain of \$2,500



- 13. From September 2008 through November 2008 (credit Crisis) or from February 2020 to March 2020 (Covid 19), North American diversified equity markets declined over 30%. If you currently have a diversified equity investment that has declined by over 30% in 3 months, you would:**

Sell all the remaining investment to avoid further losses
 Sell a portion of the remaining investment to protect some of your capital
 Hold onto the investment and not sell any of the investment in the hopes of higher future returns
 Buy more of the investment now that prices are lower

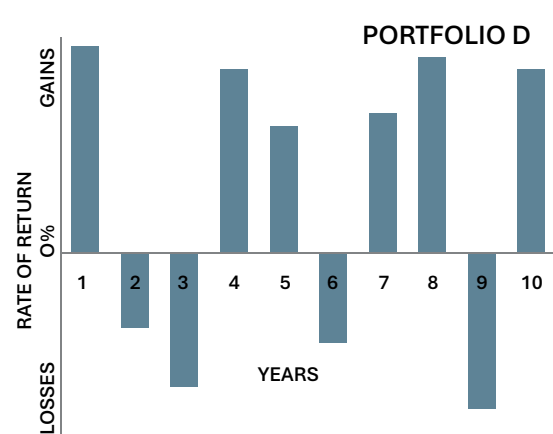
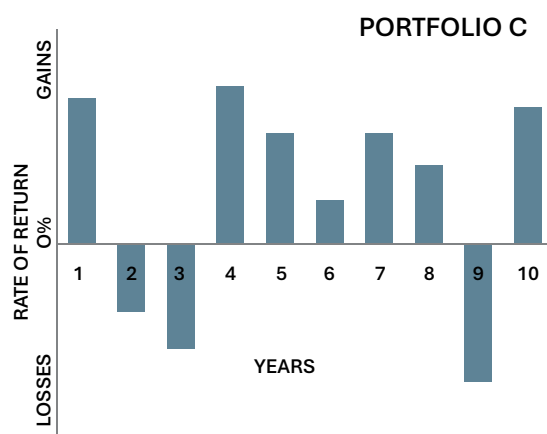
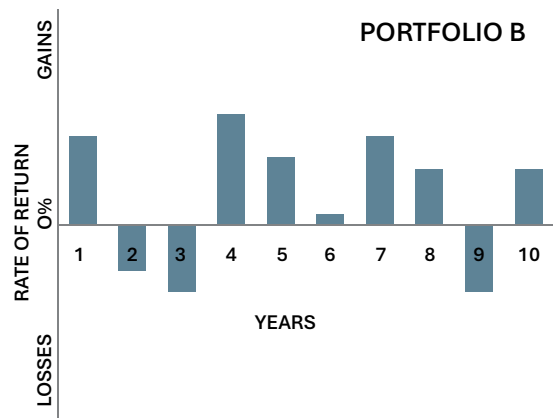
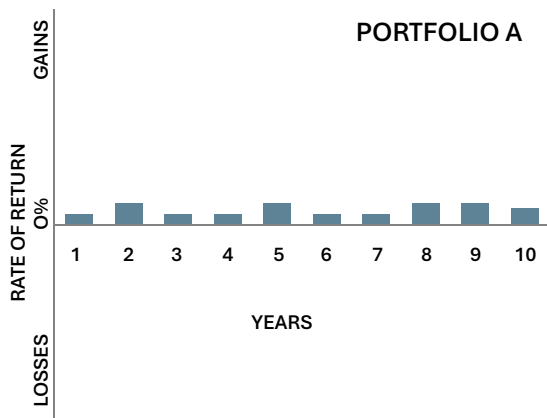
- 14. Investments with higher returns typically involve greater risk. The charts below show hypothetical annual returns (annual gains and losses) for four different investment portfolios over a 10-year period. Keeping in mind how the returns fluctuate, which investment portfolio would you be most comfortable holding?**

Portfolio A: High-interest savings or GIC returns - Over the long-term will most likely not keep up with inflation (on an after-tax basis).

Portfolio B: Balanced portfolio returns – Over the long-term will most likely match or be slightly higher (1 to 2%) than inflation (on an after-tax basis).

Portfolio C: Growth portfolio returns – Over the long-term will most likely be higher (2 to 3%) than inflation (on an after-tax basis).

Portfolio D: Aggressive growth portfolio returns – Over the long-term will most likely be higher (4 to 6%) than inflation (on an after-tax basis).



YOUR ANSWERS:

Time Horizon: _____

Investment Knowledge: _____

Investment Objectives: _____

Your Risk Capacity Score is: _____

Your Risk Tolerance Score is: _____

Questions	1 Very Conservative	2 Conservative	3 Balanced	4 Growth	5 Aggressive Growth
Investment Knowledge			i	ii	iii
Time Horizon	i	ii		iii, iv	v
Investment Objectives	i	ii	iii	iv	v
Risk Capacity		<15	15-25	26-40	>40
Risk Tolerance	<20	20-24	25-30	31-45	>45

INVESTMENT OBJECTIVES & RISK PROFILES:

15. Please select the portfolio below that you feel best reflects your investment objectives while taking into consideration your risk capacity and your risk tolerance. Your selection below must align with how you responded to the above questions. Please see Appendix 1 for historical returns, inflation and volatility for various portfolio allocations.

A. Capital Preservation (0% Equity / 100% Fixed Income)

- Emphasis is on protecting the original investment by holding primarily lower-risk, fixed-income securities.
- I prefer very low-risk investments and am not comfortable with market ups and downs.
- I understand that my investment may not keep up with inflation over time.
- No equity exposure is taken.

B. Conservative (30% Equity / 70% Fixed Income)

- Emphasis on capital protection while allowing modest allocation to equities for growth.
- Suitable for investors with lower risk tolerance but a willingness to accept limited equity market exposure.

C. Balanced Income (40% Equity / 60% Fixed Income)

- Focus on generating income with moderate equity exposure for some growth.
- Appropriate for investors prioritizing stability while seeking a balance between income and modest growth.

D. Balanced (50% Equity / 50% Fixed Income)

- I'm looking for a mix of growth and safety.
- I'm comfortable seeing my portfolio go up and down moderately.
- Stock exposure: around 50%

E. Balanced (60% Equity / 40% Fixed Income)

- Provides a balanced approach to growth and income.
- Suitable for investors with a moderate risk tolerance seeking a long-term blend of equity and fixed-income exposure.

F. Moderate Growth (70% Equity / 30% Fixed Income)

- I want to grow my investments more over time and can accept more short-term ups and downs.
- I have an average to slightly above-average comfort with risk.
- Stock exposure: around 70%.

G. Growth (80% Equity / 20% Fixed Income)

- Emphasis on capital growth with limited fixed-income allocation for stability.
- Appropriate for investors with higher risk tolerance and a long-term investment horizon.

H. Aggressive Growth (90% Equity / 10% Fixed Income)

- Seeks maximum long-term capital growth with minimal fixed-income exposure.
- Designed for investors comfortable with significant volatility and a long-term commitment to equity markets.

I. Aggressive Growth (100% Equity / 0% Fixed Income)

- I want to maximize long-term growth, and I'm okay with large short-term market swings.
- I don't need regular income or easy access to my money.
- Stock exposure: 100%.

PORTFOLIO SELECTED: _____