

Highlight Investment Research

Risk Profiling Form:

Name: -----

Phone: -----

Date: -----

Time: -----

PAN NO: -----

City: -----

Gender:

Male

Female

Age Range:

18 – 25

26 – 35

35 – 45

45 – 55

55 – 60

Trading Exp:

0 Years

1 – 2 Yrs

3 – 5 Yrs

5 Years +

Financial Market knowledge:

Beginner

Fair

Good

Expert

Product Interest:

Equity

Commodity

Currency

Cash

Future

Options

Investment Objective:

Long Term Investment

Short Term Investment

Speculative Trading

Arbitrage

Hedging

Occupation:

Salaried

Self - Employed

Income:

Below 5 Lac p.a.

Above 5 Lac p.a.

Product risk disclosure:

Equity:HIGH Risk, Commodity Futures: HIGH Risk, Currency Futures: HIGH Risk.

Risk Assessing Questionnaire (Risk Quotient):

Q. 1. What is the first thought to cross your mind, when you invest your money?

Option 1 I should not lose my money 1 Mark

Option 2 This should not turn out to be a bad investment 2 Mark

Option 3 This should turn out to be a good investment 3 Mark

Option 4 I know this is a good decision 4 Mark

Q.2. What do you normally associate with the word 'risk'?

- | | | |
|----------|-------------|--------|
| Option 1 | Danger | 1 Mark |
| Option 2 | Thrill | 2 Mark |
| Option 3 | Uncertainty | 3 Mark |
| Option 4 | Opportunity | 4 Mark |

Q.3. Would you prefer to run your own business or be a salaried employee?

- | | | |
|----------|--|--------|
| Option 1 | Being a salaried employee | 1 Mark |
| Option 2 | Being a salaried employee + Part time business | 2 Mark |
| Option 3 | Running a partnership business | 3 Mark |
| Option 4 | Running my own business | 4 Mark |

Q.4. To what extent would you expose your investments to risk, to earn higher returns?

- | | | |
|----------|---------------|--------|
| Option 1 | Not at all | 1 Mark |
| Option 2 | About 20% | 2 Mark |
| Option 3 | About 40% | 3 Mark |
| Option 4 | More than 50% | 4 Mark |

Q.5. How would you feel if the performances of your recent investments are below expectations?

- | | | |
|----------|--|--------|
| Option 1 | Very upset | 1 Mark |
| Option 2 | Somewhat upset, but hope that it will improve in future | 2 Mark |
| Option 3 | Uneasy but willing to take it in my stride | 3 Mark |
| Option 4 | Not upset because I know that all investments carry risk | 4 Mark |

Q.6. Would you invest in a company that underperformed in the past and caused you losses?

- | | | |
|----------|---------------------------|--------|
| Option 1 | Definitely not | 1 Mark |
| Option 2 | May be, but I am not sure | 2 Mark |
| Option 3 | Perhaps I will | 3 Mark |
| Option 4 | Definitely yes | 4 Mark |

Risk Assessment:

After Risk Profiling and Questionnaire response we can assess clients risk appetite in mainly five different categories:

Very Cautious Investor

Marks 4 - 7

As a very defensive investor, client's objective may be to protect capital. He/she may not be well versed with capital markets and would prefer to avoid the heartaches associated with market volatility. He/she willing to take minimal risk, and recognize that your returns track the rate of inflation.

Cautious Investor

Marks 8 - 11

As a moderate investor, client's objective may be to maintain a steady flow of income and fight inflation. While client's knowledge of investments may be limited, he/she would be willing to take on calculated amounts of risk to try and earn a little extra. Although market volatility makes him/her uncomfortable, he/she would probably be able to see it through by staying invested for the medium to long-term.

Moderate Investor

Marks 12 - 15

As a balanced investor, client's aim may be to balance regular income and growth. He/she will be willing to accept higher risks for potentially higher returns, but he/she would not want to endure large swings in the value of his/her investments. As he/she may have a fair idea of how to go about planning his/her investments, he/she would accept the possibility of getting back less than what he/she initially invested.

Aggressive Investor

Marks 16 - 21

As a growth investor, client's primary objective would be to grow his/her capital over the medium to long term. He/she may understand the intricacies of equity markets and their potential to outperform in the long run, and are willing to take on added the added risk. He/she would be aware that he/she may get back less than what he/she invested.

Very Aggressive Investor

Marks 21+

As a growth investor, client's primary objective would be to grow his/her capital very aggressively, over the medium to long term. He/she may have the experience and wherewithal to take on added risks, would not be affected by short term volatility, and would take very aggressive calls based on the market environment. He/she would be aware that he/she may get back substantially less than what he/she invested.

SIGNATURE :