LIFESPAN
Financial Planning

Risk Profile Questionnaire

Client _____

Adviser _____

Date of Interview _____

Privacy Policy: At Lifespan Financial Planning, we recognise that your privacy is very important. Our business is governed by legislation protecting your personal information, including the Privacy Act 1988 and National Privacy Principles established under the Privacy Amendment (Private Sector) Act 2000. We have adopted the Privacy Policy developed by Lifespan Financial Planning, a copy of which is on our website or available upon request.

Important Notice to Clients: The Corporations Act requires that, in order to make an investment or insurance recommendation, the adviser must have reasonable grounds for making a recommendation. This means the adviser must conduct a reasonable investigation into the investment objectives, financial situation, and particular needs of the person concerned. The information requested in this form is necessary to enable a recommendation to be made on a reasonable basis and will be used for that purpose.

Risk Profiler: Your Attitude to Investing

The Risk Profiler is a tool that can assist you in determining your tolerance to risk and how that relates to particular investments. Your risk profile is **not** the only information you should take into account before making an investment decision. These tools do not take into account your individual investment objectives, financial situation or particular needs.

Because of this, before making any investment decision, you should consider whether the funds matched to your risk profile are appropriate in light of your individual investment objectives, financial circumstances and needs. This may include your need to access funds, any pre-existing financial commitments you may have and any other financial assets you own.

This Risk Profiler questionnaire poses a series of questions and assigns a weighting (score) based on your responses. Your overall score will reflect your approximate Risk profile based on certain industry standards.

Question 1: **Accessibility of your Funds - Desired Liquidity.** *Based on your stated goals, how long do you envisage these funds can be invested before you require access to them?*

1. ☐ Less than one year **2.** ☐ 1 – 3 years **3.** ☐ 3 to 5 years **4.** ☐ more than 5 years

Question 2: **Your desired rate of return.** *What annual rate of return do you expect your investments to achieve in order to satisfy your previously stated goals?*

1. ☐ Less than 5% **2.** ☐ 5% – 10% **3.** ☐ more than 10%

Question 3: **Your attitude to Capital Risk.** *Which response best describes your attitude toward investing?*

1. ☐ The safety of my capital is of primary importance to me. I am happier to achieve a lower rate of return rather than risk any significant loss of my capital
2. ☐ I would like the value of my capital to remain relatively stable, but it is important that my investments meet my income requirements
3. ☐ I understand that the value of my investments may fluctuate, and I am willing to accept this variation in my capital value as a necessary price for the potential of achieving higher returns over the longer term
4. ☐ I am willing to accept a high degree of risk for the potential of achieving a higher rate of return.

Question 4: **Your concerns about inflation.** *How concerned are you that the purchasing power of your investments and savings may be eroded by the effects of inflation?*

1. ☐ Not concerned **2.** ☐ Slightly concerned **3.** ☐ Moderately concerned **4.** ☐ Very concerned
5. ☐ Highly concerned

Question 5: **Your concerns about Legislative Risk.** *Investors often aim to qualify for government benefits or achieve tax advantages and arrange their financial affairs specifically to meet these goals. However, there is a risk that legislation may change, and investors could be faced with a situation in which they may have been better off if they had not made these changes.* ***Taking this into consideration, would you take the risk of rearranging your investments and circumstances to qualify for government benefits or to obtain tax advantages?***

1. ☐ Not if there is any chance I would be worse off.
2. ☐ I would only if there is a small chance I would be worse off.
3. ☐ Where changes to legislation are being considered, I would be willing to rearrange my affairs in order to safeguard my financial circumstances.
4. ☐ If I can be better off now, I would be willing to rearrange my investments and financial circumstances regardless of any future legislative changes that may or may not occur.

Question 6: **Your investment knowledge & experience.** *How familiar are you with Investment Markets?*

1. ☐ No experience at all
2. ☐ Not very familiar
3. ☐ I understand that markets fluctuate and that different market sectors have different income, growth and taxation characteristics. I recognise the importance of diversification to smooth the investment journey.
4. ☐ Experienced with all investment sectors and understand the various factors that may influence investment performance.

Question 7: **Your concern about volatility - the variability of your investment's rate of return and, indeed, the risk of a negative return on investment.** *What would be your maximum tolerance to a reduction in your investment value in any given 12-month period? (For example: If you start the year with $100,000 and suffer a 20% reduction during the year, you would end the year with an investment worth $80,000); with this in mind, consider the responses below*

1. ☐ 0% 2. ☐ 1% to 15% 3. ☐ 16% to 20% 4. ☐ More than 20%

Question 8: **Your investment preferences – Asset allocation.** *Which of the following statements best describes your attitude towards investing?*

2. ☐ I would only select investments that have a low degree of risk.
4. ☐ I would prefer a diversified mix of low-risk investments, but am willing to invest a small portion of my overall portfolio with a higher degree of risk, in order to potentially achieve a slightly higher return. I am prepared to accept a negative investment return approximately once every nine years.
6. ☐ I would prefer to have a spread of investments in a balanced portfolio. I am prepared to accept a negative investment return approximately once every seven years.
8. ☐ I would prefer a diversified investment portfolio with an emphasis on higher returns, but still maintain a small number of low-risk investments. I am prepared to accept a negative investment return approximately once every five years.
10. ☐ I would only select investments that have a higher degree of risk with the potential to earn a higher rate of return. I am prepared to accept a negative investment return approximately once every three years to achieve this goal.

Result (Your Score): _____

Total the numbered answers you have given to the questions above and record the total. This score will give us a starting point from which to consider your Risk Profile.

Risk Profiler Results

Score

9 to 13 ☐ **Cash Management** - Your responses indicate an extremely low tolerance to investment risk or, alternatively, you have a short investment time frame. The only appropriate investment for this risk profile or time frame is a cash-based investment such as bank accounts, cash management trusts and term deposits.

14 to 18 ☐ **Conservative** - As a Conservative investor, you really don't like risk. Your risk profile suggests you are most concerned with keeping what you have. As a result, you are prepared to accept lower returns to reduce the risk of losing capital. Based on your risk profile, you would generally prefer an investment mix that is positioned defensively to produce a stable return with a higher proportion invested in bonds and cash and a smaller proportion of money in shares and property investments. *Minimum Investment Term: 2 years*

19 to 23 ☐ **Moderately Conservative** - As a Moderately Conservative investor, you seek consistent returns using a steady growth strategy. Your risk profile suggests you want some potential for capital growth, but prefer not to have large fluctuations in short term performance. Based on your risk profile, you would generally prefer a diversified portfolio with a balance of defensive assets, such as bonds and cash and growth assets such as shares and property. *Minimum Investment Term: 3 years*

24 to 28 ☐ **Balanced** - As a Balanced investor, you seek a portfolio that will give you the best opportunity to achieve your medium to long term financial goals. Your risk profile suggests you are prepared to experience short-term fluctuations in performance for potentially higher returns over the long term. Based on your risk profile, you would generally prefer a diversified portfolio with a bias towards growth assets such as shares and property. *Minimum Investment Term: 5 years*

29 to 33 ☐ **Growth** - As a Growth investor, you focus on assets with greater growth potential. Your risk profile suggests you are prepared to accept short-term fluctuations in performance for potentially greater returns over the longer term. Based on your risk profile, you would generally prefer a diversified portfolio with a strong bias towards growth investments such as shares and property. *Minimum Investment Term: 5 years*

34 and over ☐ **High Growth** - As a High Growth investor, you are prepared to compromise portfolio balance to pursue potential long-term gains. Your risk profile suggests you acknowledge there will be short-term fluctuations in performance and are comfortable investing in high-risk investments. Based on your risk profile, you would generally prefer a portfolio comprising solely growth assets such as shares and property. *Minimum Investment Term: 7 years*

Strategic Asset Allocation Benchmark - Investor Profile (Please tick the appropriate Investor Profile)

Asset Class	Risk Profile – Core Portfolios					
	☐ Cash %	☐ Conservative %	☐ Moderately Conservative %	☐ Balanced %	☐ Growth %	☐ High Growth %
Australian Equities	0.00	13.0	22.5	31.5	39.0	45
International Equities	0.00	13.0	22.5	31.5	39.0	45
Property & Infrastructure	0.00	4.0	5.0	7.0	7.0	8.0
Alternatives	0.00	0.0	0.0	0.0	0.0	0.0
Growth Exposure	**0.00**	**30.0**	**50.0**	**70.0**	**85.0**	**98.0**
Australian Fixed Interest	0.00	35.0	25.0	14.0	7.5	0.0
International Fixed Interest	0.00	15.0	10.0	7.0	4.5	0.0
Cash	100.00	20.0	15.0	9.0	3.0	2.0
Defensive Exposure	**100.00**	**70.0**	**50.0**	**30.0**	**15.00**	**2.00**

Asset Class	Risk Profile - Portfolios with Alternatives				
	☐ Conservative %	☐ Moderately Conservative %	☐ Balanced %	☐ Growth %	☐ High Growth %
Australian Equities	10.5	18.0	25.0	32.0	38.0
International Equities	10.5	18.0	25.0	32.0	38.0
Property & Infrastructure	3.5	4.5	6.0	6.5	7.0
Alternatives	5.5	9.5	14.0	14.5	15.0
Growth Exposure	**30.0**	**50.0**	**70.0**	**85.0**	**98.0**
Australian Fixed Interest	35.0	25.0	14.0	7.5	0.0
International Fixed Interest	15.0	10.0	7.0	4.5	0.0
Cash	20.0	15.0	9.0	3.0	2.0
Defensive Exposure	**70.00**	**50.00**	**30.00**	**15.00**	**2.00**

The returns on this page should be used as a guide only and should not be considered a definitive representation of long-term historical performances.

Portfolios Historical Returns / Period: 31 December 2005 to 31 December 2025

	Cash	Conservative	Moderately Conservative	Balanced	Growth	High Growth
Annual Return	3.2%	5.4%	6.4%	7.2%	7.9%	8.3%
Annual Average Real Return	0.4%	2.7%	3.6%	4.5%	5.1%	5.6%
Worst 1 year Return	0.1%	-7.5%	-14.7%	-23.7%	-29.8%	-34.9%
Best 1 Year Return	7.0%	11.2%	15.0%	20.2%	24.5%	28.3%
Chance of negative return	0	1 in 9.2 years	1 in 6.9 years	1 in 5.1 years	1 in 4.8 years	1 in 4.5 years
Probability of negative return	0.0%	10.9%	14.4%	19.7%	21.0%	22.3%

The above table shows historical annual returns and other information of Strategic Asset Allocation portfolios in line with Lifespan's Strategic Asset Allocation Benchmarks.

Asset Classes – Historical Returns / Period: 31 December 2005 to 31 December 2025

	Australian Shares	Unhedged Global Shares	Hedged Global Shares	AREITS	Global Listed Infrastructure	Australian Fixed Interest	Global Fixed Interest	Cash	CPI
Annual Return	7.5%	9.1%	9.3%	5.0%	8.6%	4.1%	4.7%	3.3%	2.7%
Annual Average Real Return	4.7%	6.4%	6.5%	2.3%	5.8%	1.3%	1.9%	0.4%	0.0%
Worst 1 year Return	-38.4%	-24.7%	-39.5%	-55.3%	-19.5%	-9.7%	-12.3%	0.1%	0.85%
Best 1 Year Return	37.0%	48.1%	32.2%	34.0%	26.0%	15.0%	10.5%	7.0%	6.62%
Chance of negative return	1 in 4.2 years	1 in 4.2 years	1 in 5.0 years	1 in 6.3 years	1 in 4.5 years	1 in 7.9 years	1 in 8.2 years	-	-
Probability of negative return	24.0%	24.0%	20.1%	27.5%	22.3%	12.7%	12.2%	-	-

The above table shows the actual historical annual returns by Asset Classes.

Client Comments

Adviser Comments

Preferred Investor Profile

Risk Profile – Core Portfolios					
☐	☐	☐	☐	☐	☐
Cash	**Conservative**	**Moderately Conservative**	**Balanced**	**Growth**	**High Growth**

Risk Profile - Portfolios with Alternatives				
☐	☐	☐	☐	☐
Conservative	**Moderately Conservative**	**Balanced**	**Growth**	**High Growth**

Client Declaration

I understand that the agreed Investor Profile and Portfolio will be used as the basis for recommendations made by my financial planner.

Signed _____ Date _____