

## Investment Strategy Questionnaire

Your first step towards securing financial security in retirement is to set goals. It is important to know where you are going and what action you need to take now to get there.

Your next step is to identify the time you have to achieve them and your comfort level with various investment options. This questionnaire will help determine which investment strategy may be best suited to your financial needs and risk profile.

### Instructions:

Answer each question by checking the appropriate box. Total your scores in the box at the end of the questionnaire, then compare your "score" to the corresponding fund on the Managed Investment Option sheet.

### A. Personal Information

#### 1. Current Age

(10) Up to 30

(6) 31-40

(4) 41-54

(2) 55+ over

#### 2. Do you have other sources of income? (e.g. Government pension, rental income, dividends, savings)

(1) Not a lot

(2) Some

(3) Substantial

(4) Very Substantial

#### 3. How many years remain to retirement?

(0) Less than 5 years

(10) 5 to 15 years

(20) 16 to 25 years

(30) 26 years or more

#### 4. Which statement most closely reflects your current financial situation?

(10) I am completely debt free.

(6) I am mortgage free but have a few other debt obligations.

(4) I have a reasonable mortgage but no other debts.

(2) I have a mortgage and a few other debt obligations.

(0) I have a lot of financial obligations.

Total Section A

## B. Investment Experience

5. Which statement best describes your current investment knowledge and/or experience:

- (1) I have very little investment knowledge.
- (2) I know that there are risks associated with investing, but do not have much experience.
- (3) I have invested some money into stocks, bonds or mutual funds.
- (4) I invest my long-term savings primarily in mutual funds.
- (5) I am an avid market-watcher and regularly monitor investment performance.

6. Indicate which statement reflects your overall investment objective:

- (0) I want stable returns. I am risk averse and not prepared to expose my investments to any volatility in order to earn higher long-term returns.
- (15) I want to achieve a higher long-term return and am prepared to experience moderate levels of volatility.
- (20) I want to maximise my long-term returns and am not concerned about short-term market movements.

Total Section B

## C. Risk Tolerance

7. For each of the statements below, check the box that most closely represents your views towards investing.

I am interested in superior returns regardless of the annual gains or losses.

- (0) Strongly Disagree       (4) Disagree
- (8) Agree       (12) Strongly Agree

A loss of 10 to 15% in any one year does not concern me because I invest for the long term.

- (0) Strongly Disagree       (4) Disagree
- (8) Agree       (12) Strongly Agree

I am willing to accept more risk to get higher growth.

- (0) Strongly Disagree       (1) Disagree
- (3) Agree       (4) Strongly Agree

When the market goes down, I am tempted to change to a more conservative strategy.

- (0) Strongly Agree       (2) Agree
- (4) Disagree       (6) Strongly Disagree

8. Indicate how you feel about the financial markets.

- (0) Very Uncertain       (3) Quite Certain
- (1) Slightly Uncertain       (5) Absolutely Certain
- (2) Not Sure

Total Section C

Section A  + Section B  + Section C  = Your Total Score

Match your total score with one of the Argus Select Funds Managed Options available.

Changes in your financial circumstances may necessitate a review of your retirement plan and a change in your investment strategy.

## Argus Pensions Investment Options

Argus Pensions provides its members with access to a broad range of investment solutions. Our unique product offerings, including the Argus Select Funds and Guaranteed Account, comprise a comprehensive selection of investment strategies that are designed to meet the investment objectives and risk profiles of our clients.

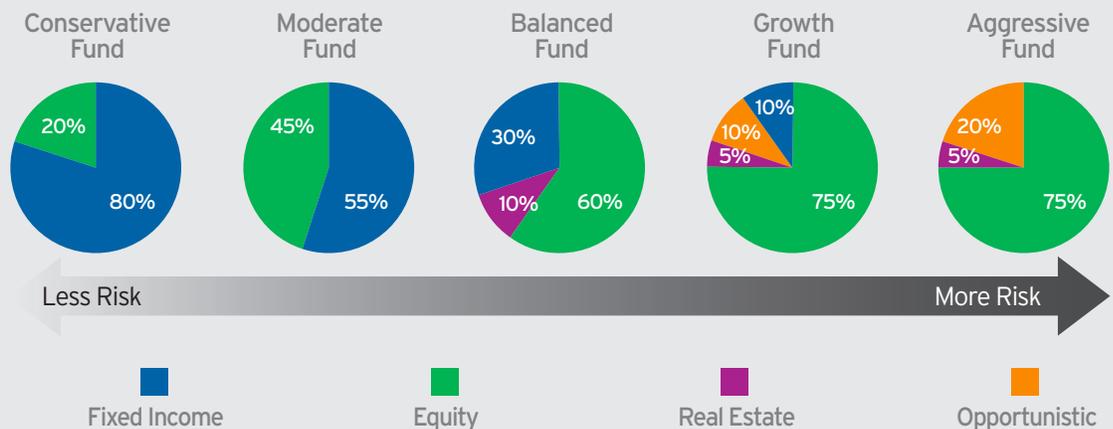
Our deep knowledge of local legislative requirements and the collaboration of our investment advisor, AFL Investments Limited, with 'best-of-breed' globally recognized expertise like "The Bogdahn Group" allows us to deliver market leading pension performance and products. The Bogdahn Group has a singular focus on institutional investment consulting.

We encourage you to complete our investment strategy questionnaire to help determine your risk tolerance. The score from the questionnaire will indicate investment strategies and suggested Argus investment products that match your risk profile. Carefully review the objective and description for each suitable profile in order to choose the investment strategy that is most appropriate for you. Should you have any questions, please contact Argus Pensions and one of our Investment and Pension Specialists would be pleased to assist.

### Guaranteed



### Argus Select Funds



# Fund Objectives and Risk Profiles

## Guaranteed Account

Objective & Description	Suitable Profile
<b>Guaranteed Account (Score: 0 - 15)</b>	
The objective of this account, is complete security of principle. It invests in short term bonds with a guaranteed interest component.	<ul style="list-style-type: none"> <li>• Retirement is imminent</li> <li>• Prefer security of capital</li> <li>• Uncomfortable with investments that fluctuate in value</li> </ul>

## Argus Select Funds

Objective & Description	Suitable Profile
<b>Conservative (Score: 16 - 30)</b>	
The objective is on the preservation of capital with significant exposure to fixed income. There will be some exposure to equities to reduce overall portfolio risk and to provide a modest growth of capital.	<ul style="list-style-type: none"> <li>• Retiring soon and want to ensure that the loss of capital is minimized</li> <li>• Willing to accept minimum return to protect capital</li> </ul>
<b>Moderate (Score: 31 - 55)</b>	
The objective is to provide moderate growth of capital with lower volatility. Primary exposure will be to fixed income, with a meaningful exposure to equities to support growth of capital.	<ul style="list-style-type: none"> <li>• Retirement is approaching but would like to experience some growth in their investment</li> <li>• Willing to accept modest losses during challenging phases in a full market cycle</li> </ul>
<b>Balanced (Score: 56 - 85)</b>	
The objective is to provide growth of capital with a primary exposure to equities, while reducing risk and volatility through fixed income and real estate exposure.	<ul style="list-style-type: none"> <li>• Retirement is at least 5 to 10 years away</li> <li>• Looking for growth of capital but not prepared to experience significant losses</li> </ul>
<b>Growth (Score: 86 - 105)</b>	
The objective is to provide growth of capital over complete market cycles with significant exposure to equities and some modification of risk through fixed income and real estate exposure.	<ul style="list-style-type: none"> <li>• Retirement is at least 10 years away</li> <li>• Interested in high growth of capital over the long run</li> </ul>
<b>Aggressive (105+)</b>	
The objective is to provide growth of capital over complete market cycles with full exposure to equity markets and risk based assets.	<ul style="list-style-type: none"> <li>• Retirement is over 20 years away</li> <li>• Desire aggressive growth of capital and willing to accept substantial negative fluctuations during down markets</li> </ul>

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