

Financial Circumstances and Risk Questionnaire (Charity Clients)

(for use where Standard Life Wealth are responsible for assessing suitability)

SLW1532CH 0518

Part 1 – Charity information

Charity name	
Registered charity number	
HMRC tax reference	

Registered charity address

Building name or number	
Street	
City/Town	
County	
Postcode	

Main correspondence contact

Capacity (eg Trustee, Director, Administrator)		
Title (Mr/Mrs/Miss/Ms/ Other eg Dr/Rev)	Date of birth (DD/MM/YYYY)	
Surname		
First name(s) in full		
Address		
Building name or number		
Street		
City/Town		
County		
Postcode		

For internal use only

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Telephone	<input type="text"/>	Preferred number <input type="checkbox"/>
Mobile telephone	<input type="text"/>	Preferred number <input type="checkbox"/>
E-mail address	<input type="text"/>	

The charity
What type of legal entity is it and what is the purpose of the charity?
What is the long-term nature and purpose of the portfolio?

Part 2 – Assets, liabilities and income		
What is the value of the charity's assets?		£ <input type="text"/>
Are we managing all of the charity's assets?		Yes <input type="checkbox"/> No <input type="checkbox"/>
Value of assets within the charity:		
Investment type	Approximate value	Approximate annual income
Equities	£ <input type="text"/>	£ <input type="text"/>
Bonds	£ <input type="text"/>	£ <input type="text"/>
Cash	£ <input type="text"/>	£ <input type="text"/>
Hedge Funds	£ <input type="text"/>	£ <input type="text"/>
Property	£ <input type="text"/>	£ <input type="text"/>
Private Equity	£ <input type="text"/>	£ <input type="text"/>
Other	£ <input type="text"/>	£ <input type="text"/>
If other, please specify:		
Liabilities		
Please advise of any current or anticipated liabilities or regular financial commitments.		

Part 3 – Financial information

Investment restrictions

Can the portfolio own non-distributor funds?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Can the portfolio own UK situs assets?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Can the portfolio own Irish situs assets?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Are US citizens or US tax residents involved with the account?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
If yes, can the portfolio invest in Passive Foreign Investment Companies?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
If yes, please provide details of who is involved and what their involvement is.		

If any of the previous questions are answered no, these will be included as investment restrictions. Please provide details below of other investment restrictions on the portfolio eg ethical.

Source of wealth

It is a regulatory requirement that you provide details of the charity's source of wealth. Please provide sufficient information in relation to where and how the assets of the charity were derived eg charitable donations.

What is the specific source of funds for this portfolio? For example, sale of an asset, legacy

If evidence of source of wealth/funds has been provided please cross this box.

☐

Part 4 – Adviser information (where applicable)

Please cross the box if a copy of the Quarterly Report is required.



Please note that by completing this section the charity are giving Standard Life Wealth the authority to discuss the charity's portfolio with the person or firm named as an adviser.

Financial adviser

Title
(Mr/Mrs/Miss/Ms/
Other eg Dr/Rev)

Surname

First name(s)
in full

Company
name

Position

Address

Building name
or number

Street

City/Town

County

Postcode

Telephone

E-mail
address

Part 5 – Risk Profiling Questionnaire

Please note this questionnaire is designed to help us understand which, if any, of the Standard Life Wealth portfolios are suited to the charity's attitude to risk and preferences regarding investments. It is not intended to assess the charity's attitude to risk and preferences regarding the entire investment marketplace.

If you require further information regarding the content or purpose of this questionnaire, please contact your Standard Life Wealth Client Portfolio Manager.

Q1: Is the account profiled by Standard Life or by a Third Party?

The trustees confirm that the charity has a professional adviser and agree that Standard Life Wealth will assess investment suitability using the responses to this questionnaire and other information in accordance with the charity's investment objectives. The charity's professional adviser is responsible for suitability checks with regard to the charity's wider financial circumstances. (Please complete the full questionnaire)



The trustees confirm that the charity does not have a professional adviser and understand that Standard Life Wealth will assess investment suitability in line with the charity's investment objectives, based upon the information the charity provides in this questionnaire and elsewhere. The trustees understand Standard Life Wealth will not provide a full financial planning service and will not carry out suitability checks with regard to the charity's wider financial circumstances. The trustees have decided not to take financial advice despite Standard Life Wealth's recommendation to do so. (Please complete the full questionnaire).



Q2: Account Name

1

2

3

4

Q3. We seek to understand the trustees' knowledge of the main asset classes and experience in investing in them:

	Equity	Bond	Cash
The trustees consider themselves to have the following level of knowledge with respect to each asset class (tick one per asset class)			
The trustees know very little about this type of asset or investing in them	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have a basic understanding of this type of asset	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have general knowledge of this type of asset and its markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees consider themselves knowledgeable and have an in depth understanding of this type of asset	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have invested in each asset class as follows: (tick all that apply)			
The trustees have not previously invested in this type of asset	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have indirectly invested in this type of asset through a pension, insurance policy or other vehicle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have held unit trusts or other forms of collective investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have held their own portfolio including individual securities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have traded this type of asset on their own behalf	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q3. Continued: We seek to understand the trustees' knowledge of the main asset classes and experience in investing in them:

	Equity	Bond	Cash
The charity's investments in each asset class have been primarily managed as follows: (tick one)			
The trustees have no previous experience of holding this type of asset	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indirectly by a pension scheme or other manager outside the trustees direct control	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
By a discretionary manager	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
By an advisory manager, seeking the trustees' approval	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
At the trustees' instigation, with an advisory manager	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
On an execution only basis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have invested in each asset class in these ways for:			
Under 3 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3-5 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5-10 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10 years plus	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The trustees have investment experience in other asset classes as detailed below.			

Q4: How would you define the charity's primary investment objective?		Charity Accounts				
Please select a primary objective for each account.		1	2	3	4	All
Growth (Aims to achieve capital growth within the charity's agreed risk level)		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yield (A series of payments from the natural income that is generated by the charity's portfolio, with the potential for growth in the underlying invested capital)		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Preservation (Aims to protect the current level of the charity's assets)		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Decumulation (A series of payments paid out of the total returns (i.e capital gains and re-invested income) and/or capital of the charity's portfolio)		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q4a: Start date					
1	DDMMYYYY	2	DDMMYYYY	3	DDMMYYYY
4	DDMMYYYY	All	DDMMYYYY		

Q4b: Time horizon: this is the number of years for which the majority of the portfolio is expected to be invested. The time horizon will be regularly reviewed with the trustees.						Charity Accounts					
	1	2	3	4	All		1	2	3	4	All
0 - 3 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5 - 10 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3 - 5 years	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	10 years plus	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



We now ask that a series of questions be completed relating specifically to the charity's primary investment objective.

Please follow the colour-coding and question headings on the following pages.

Objective: Growth (Aims to achieve capital growth within the charity's agreed risk level)

If Growth was chosen as the primary investment objective, please answer the following questions.

QG4c: Growth objective: does the charity have a Capital Target Value?

Yes ☒

No ☐

If yes, what is the percentage target return per annum OR what is the target future capital value in £?

Charity Accounts																				
1	Percentage Target Return				%	OR	Future Capital Value	£												
2	Percentage Target Return				%	OR	Future Capital Value	£												
3	Percentage Target Return				%	OR	Future Capital Value	£												
4	Percentage Target Return				%	OR	Future Capital Value	£												
All	Percentage Target Return				%	OR	Future Capital Value	£												

QG4d: There will be a trade-off between the risk taken on the charity's portfolio, the initial investment and the possibility of achieving your objective. Please select the most applicable statement.

Charity Accounts

	1	2	3	4	All
A: Regardless of the objective, the trustees want to preserve the charity's capital in absolute terms	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
B: Regardless of the objective, the trustees want to preserve the charity's capital in real terms	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
C: The trustees want to have the highest likelihood of achieving the charity's objective, accepting a lower chance of exceeding it or achieving it sooner	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
D: The trustees will accept the possibility of losses in return for the chance that the charity might exceed its goal or realise it sooner	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
E: The trustees will accept a possibility of larger losses in return for the chance that the charity might exceed its goal significantly or realise it sooner	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
F: The trustees have not specified a target value	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

! Unless the charity has another objective, please now complete Question 5 onwards.

Objective: Yield (A series of payments from the natural income that is generated by the portfolio, with the potential for growth in the underlying invested capital)

If Yield was chosen as the primary investment objective, please answer the following questions.

QY4c: Yield objective: Yield Requirement

Client Accounts																				
1	Income generated to be distributed	<input checked="" type="checkbox"/>	OR	% Annual Income Target	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Target in £	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2	Income generated to be distributed	<input checked="" type="checkbox"/>	OR	% Annual Income Target	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Target in £	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3	Income generated to be distributed	<input checked="" type="checkbox"/>	OR	% Annual Income Target	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Target in £	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4	Income generated to be distributed	<input checked="" type="checkbox"/>	OR	% Annual Income Target	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Target in £	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
All	Income generated to be distributed	<input checked="" type="checkbox"/>	OR	% Annual Income Target	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Target in £	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

! Unless the charity has another objective, please now complete Question 5 onwards.

If Preservation was chosen as the primary investment objective, please answer the following questions.

Yes ☐

No [illegible]

Charity Accounts

	1	2	3	4	All
A: Regardless of the charity's objective, the trustees want to preserve the charity's capital in absolute terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: Regardless of the charity's objective, the trustees want to preserve the charity's capital in real terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: The trustees want to have the highest likelihood of achieving the charity's objective, accepting a lower chance of exceeding it or achieving it sooner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: The trustees will accept the possibility of losses in return for the chance that the charity might exceed its goal or realise it sooner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: The trustees will accept a possibility of larger losses in return for the chance that the charity might exceed its goal significantly or realise it sooner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
F: The trustees have not specified a target value	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



Objective: Decumulation (A series of payments paid out of the total returns (i.e capital gains and re-invested income) and/or capital of the charity's portfolio.

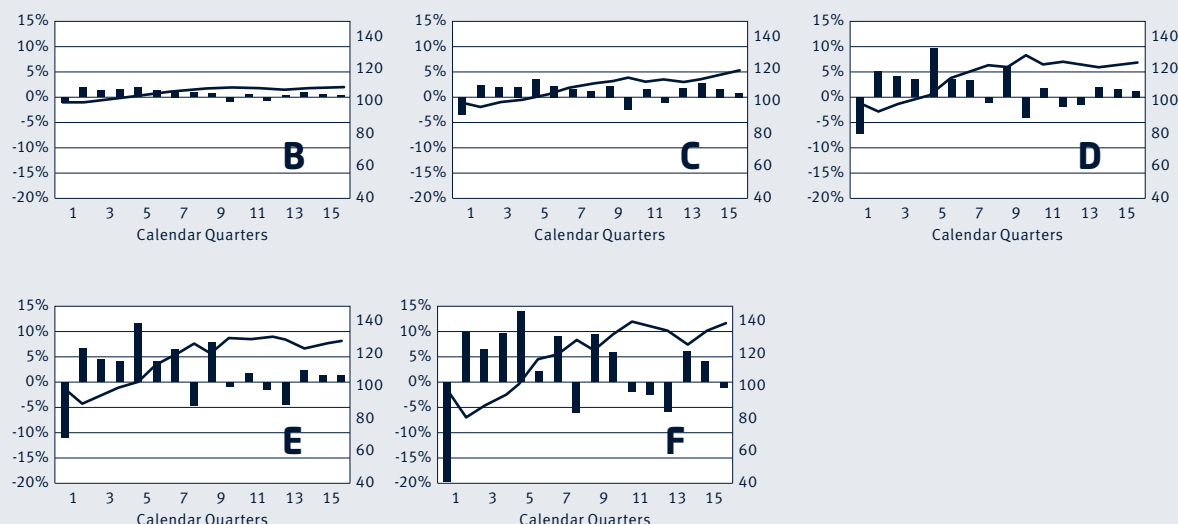
If Decumulation was chosen as the primary investment objective, please answer the following questions.

QD4c: Decumulation objective: Total Target Income Required

Client Accounts													
1	% Annual Income Withdrawal	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Withdrawal in £	£	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2	% Annual Income Withdrawal	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Withdrawal in £	£	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3	% Annual Income Withdrawal	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Withdrawal in £	£	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4	% Annual Income Withdrawal	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Withdrawal in £	£	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
All	% Annual Income Withdrawal	<input type="text"/>	<input type="text"/>	<input type="text"/>	%	OR	Annual Income Withdrawal in £	£	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

ⓘ Unless the charity has another objective, please now complete Question 5 onwards.

Q5: There is a trade-off between long term return and risk. The graphs below illustrate quarterly returns over four years for five portfolios, with their long term annual returns stated in the options below. Please select the level of risk and return with which the trustees would be most comfortable.



Note: Examples are for illustrative purposes only and are not intended to be an indication of how the charity's portfolio will perform.

In the charts above the left hand vertical axis represents the bar values, for the return each quarter over 16 quarters/four years.

The right hand vertical axis represents the line and cumulative value over the period.

A: The trustees would not be prepared to accept any loss to the charity's initial capital investment

B: Overall annual return of 2%, 3 quarters of minor loss up to 1%

C: Overall annual return of 5%, 3 quarters of small loss up to 3.5%

D: Overall annual return of 6%, 5 quarters of loss up to 7%

E: Overall annual return of 7%, 5 quarters of larger loss up to 11%

F: Overall annual return of 8%, 6 quarters of greater loss up to 20%

Charity Accounts

1	2	3	4	All
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q6: If one holding in a portfolio suddenly fell significantly compared to the others, in the absence of further information, what would the trustees' instinctive reaction be?

Charity Accounts

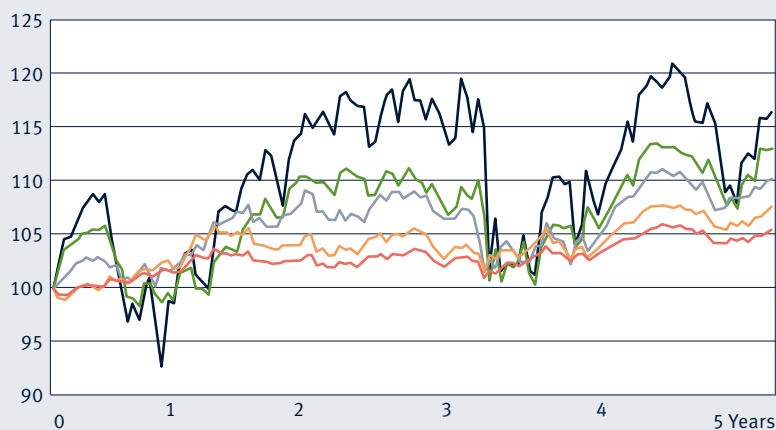
	1	2	3	4	All
A: The charity would not hold such volatile investments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: Sell part or all of the investment to protect against further falls	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: Do nothing immediately but make sales on any further fall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: See this as part of the risk of investing in a diversified portfolio and take no immediate action	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: See this as a possible opportunity to invest more in the market at a lower cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q7: Five portfolios invest £500,000 on the same date. One year later, their valuations could have been within the respective ranges illustrated below. Depending on market movements, with which trade-off between potential gain and loss would the trustees feel most comfortable?

Charity Accounts

	1	2	3	4	All
A: £495,000 to £515,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: £485,000 to £525,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: £460,000 to £575,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: £425,000 to £600,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: £380,000 to £650,000	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q8: Over the course of five years, five portfolios performed quite differently. Depending on when the charity had invested, it may have achieved a gain, or if the charity had invested at the peak there was potential of a loss. For each portfolio the maximum possible gain and loss is given below. Please select one of the following portfolios that the trustees would be comfortable with:



Note: Examples are for illustrative purposes only and are not intended to be an indication of how your portfolio will perform.

■ A ■ B ■ C ■ D ■ E

A: Maximum gain 29%, maximum loss 16%

B: Maximum gain 13%, maximum loss 10%

C: Maximum gain 11%, maximum loss 8.5%

D: Maximum gain 7%, maximum loss 5.5%

E: Maximum gain 5.5%, maximum loss 3%

F: The trustees would not be prepared to invest in any of these as there would be the possibility of a loss of some of the charity's initial capital investment

Charity Accounts

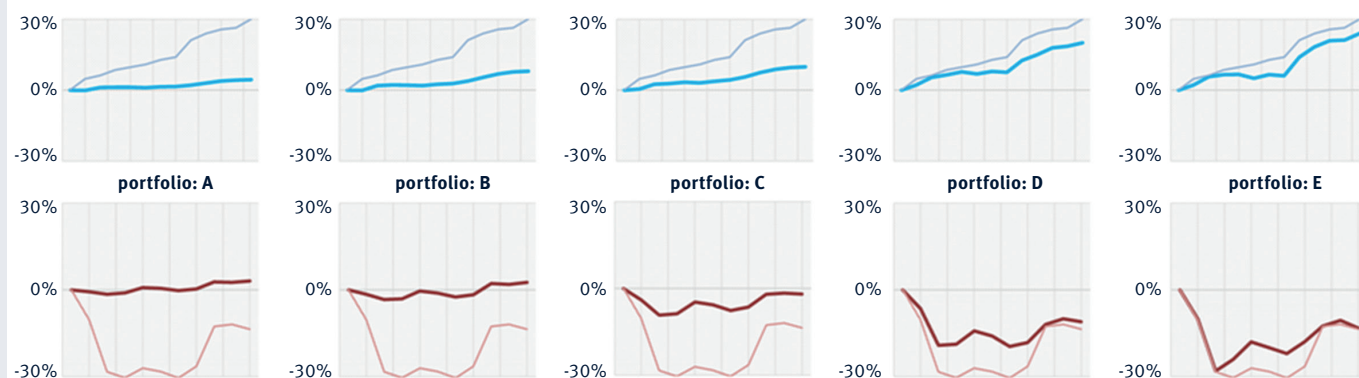
1	2	3	4	All
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q9: Assuming a 10 year time horizon, if early in that period, the charity's investment provided disappointing returns for 1 to 2 years would the trustees:

Charity Accounts

	1	2	3	4	All
A: Accept this was a short term fluctuation in long term returns	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: Choose to accept a higher level of risk in the charity's portfolio	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: Choose to reduce the level of risk in the charity's portfolio, accepting this will likely mean it will take longer to achieve the charity's objective	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: Look to invest more capital	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: Sell investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q10: The charts below illustrate two periods of time for each portfolio. The top charts shows a rising market (pale line) and the portfolio (dark line). The bottom charts show a period of market fall and partial recovery – again, the thin line is the market and the dark the portfolio. While Portfolios A,B,C do not rise as quickly as the market in the top charts, they do not fall as much in the bottom charts and therefore do not have as far to recover. Which portfolio would the trustees choose?



In the charts above, the light line represents the equity market and the dark line, the portfolio.

Note: Examples are for illustrative purposes only and are not intended to be an indication of how your portfolio will perform.

Note: Examples are for illustrative purposes only and are not intended to be an indication of how your portfolio will perform.	Client Accounts				
	1	2	3	4	All
A: In the falling market: low point down by -1.5%. In the rising market: up by 4.4%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: In the falling market: low point down by -3.3%. In the rising market: up by 8%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: In the falling market: low point down by -9.2%. In the rising market: up by 10%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: In the falling market: low point down by -19%. In the rising market: up by 18%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: In the falling market: low point down by -23%. In the rising market: up by 24%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
F: None of the above, I would not want to put my capital at risk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q11: In the event of the charity's investment portfolio performing behind expectations, which of the following would the trustees prefer to do?

Charity Accounts

	1	2	3	4	All
A: Reassess whether or not to increase portfolio risk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: Reassess whether or not to decrease portfolio risk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: Invest more money in the charity's portfolio	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q12: We seek to understand the charity's capacity for loss with respect to this portfolio as well as the trustees' attitude to risk. What proportion of this portfolio could the charity afford to lose, before it has a material impact?

Charity Accounts

	1	2	3	4	All
A: 0-5%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: 5-10%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: 10-15%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: 15-20%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: More than 20%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q13: We need to understand how important the income withdrawn from this portfolio is to the charity. How far could it fall before it has a material impact on the charity's financial circumstances? (If there is no income withdrawal requirement, please answer E)

Client Accounts

	1	2	3	4	All
A: 0-5%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: 5-10%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: 10-15%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: 15-20%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: More than 20%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q14: What, if any, proportion of this investment might the trustees need to withdraw at short notice to meet unexpected expenses?

	1	2	3	4	All
A: None, the charity has other contingency funds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: Up to 10% of the initial investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: Up to 20% of the initial investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: Up to 50% of the initial investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q15: What proportion of the charity's overall investible assets does this portfolio form?

Charity Accounts

	1	2	3	4	All
A: All	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B: 60%-100%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
C: 40%-60%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D: 20%-40%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
E: Less than 20%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Thank you for completing this questionnaire.

Data protection notice - important, please read

All parties named on this form have a right to know that the Standard Life Aberdeen group holds personal data about them and the purposes for which it will be used. Please give them an opportunity to read this notice.

We will collect and use personal information about you and other individuals named in this form in order to provide our services to you.

The information collected may be shared with other parts of the Standard Life Aberdeen group and other companies we work with to support us in the provision of the product or service held with us. We may also share information with our regulators and HM Revenue & Customs, where necessary and lawful to do so. Whenever we share personal information, we will do so in line with our obligations to keep the information safe and secure.

For more information on how Standard Life Wealth processes personal information, please read our Privacy Policy <http://www.standardlifewealth.com/slw/privacy-policy.page> or write to the Data Protection Officer c/o Aberdeen Standard Investments, 6, St Andrew Square, Edinburgh, EH2 2BD. If you do not have access to the internet and would like more information on how we handle data, please contact your Client Portfolio Manager.

Signature(s)

We declare that the information provided on this form is, to the best of our knowledge and belief, accurate and complete. We agree to notify Standard Life Wealth Limited immediately in the event that information on this form changes.

We are aware that any incorrect or incomplete information provided could result in an inaccurate assessment of the charity’s investment requirements.

Print name

Signing capacity

Signature

Date

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MM

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Print name

Signing capacity

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