

Investment questionnaire

The information collected with the Investment Questionnaire will be used by your advisor to help identify an asset mix that best suits your tolerance for risk. Please complete the following three simple steps with the help of your advisor.

Client name _____ Date _____

Client address _____

Client phone number (H) _____ (W) _____ Client email _____

Step 1 – Complete the investment questionnaire

Financial objectives and time horizon

1. Which of the following statements best describes your objective for the money you are investing?

- | | | |
|---|------------|----------------------|
| a) Preservation of capital | = 0 points | # of Points |
| b) Growth through a balance of capital gains and income | = 3 points | <input type="text"/> |
| c) Growth through capital gains and some income | = 4 points | |
| d) Growth primarily through capital gains | = 8 points | |

2. How long do you plan to leave this money invested?

- | | | |
|------------------|-------------|----------------------|
| a) Under 2 years | = 0 points | # of Points |
| b) 2 – 5 years | = 3 points | <input type="text"/> |
| c) 6 – 10 years | = 6 points | |
| d) 11 – 15 years | = 8 points | |
| e) Over 15 years | = 10 points | |

Note: If you have selected "Under 2 Years" as the time horizon for this investment, regardless of your score, a 100% fixed-income product may be the most suitable investment option. Please discuss with your advisor.

3. What is the chance that you may wish to cash in a significant portion of this investment earlier than anticipated?

- | | | |
|---------------------------------|------------|----------------------|
| a) Low (less than 10%) | = 5 points | # of Points |
| b) Medium (between 10% and 25%) | = 3 points | <input type="text"/> |
| c) High (over 25%) | = 0 points | |

Investment experience and knowledge

4. Which of the following best describes your level of investment knowledge?

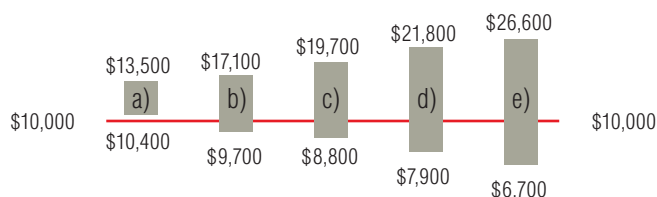
- | | | |
|-----------------------------|------------|----------------------|
| a) Novice | = 0 points | # of Points |
| b) Some familiarity | = 1 point | <input type="text"/> |
| c) Reasonably knowledgeable | = 2 points | |
| d) Quite knowledgeable | = 4 points | |
| e) Very knowledgeable | = 5 points | |

Attitude toward risk

5. Typically, investments which are more volatile (i.e., tend to go up and down in value) will, over the long term, have greater potential for return. With regards to this investment, how much of a drop in value over one year could you tolerate before becoming uncomfortable?

- | | | |
|------------------|------------|----------------------|
| a) Less than 1% | = 0 points | # of Points |
| b) 1% to 3% | = 1 point | <input type="text"/> |
| c) 4% to 6% | = 3 points | |
| d) 7% to 10% | = 4 points | |
| e) More than 10% | = 5 points | |

6. Investments that offer the highest potential returns typically have the greatest variability of returns. Given this statement, assuming you had a \$10,000 investment, please select one of the following gain/loss scenarios that you would be most comfortable with after a five-year investment time period. The gain/loss scenarios below show the range of the potential value of the \$10,000 investment at the end of the five-year period.



- | | | |
|---------------|---------------|----------------------|
| a) = 0 points | d) = 3 points | # of Points |
| b) = 1 point | e) = 5 points | <input type="text"/> |
| c) = 2 points | | |

Personal information

7. Which of the following best describes your employment circumstances?

- | | | |
|------------------|------------|----------------------|
| a) Full-time | = 5 points | # of Points |
| b) Self-employed | = 3 points | <input type="text"/> |
| c) Part-time | = 2 points | |
| d) Retired | = 0 points | |
| e) Other | = 1 point | |

8. Your personal income, before taxes, is in which of the following ranges:

- | | | |
|-------------------------|------------|----------------------|
| a) Under \$25,000 | = 0 points | # of Points |
| b) \$25,001 – \$50,000 | = 1 point | <input type="text"/> |
| c) \$50,001 – \$80,000 | = 2 points | |
| d) \$80,001 – \$125,000 | = 4 points | |
| e) Over \$125,000 | = 5 points | |

9. The current value of your investments (e.g., registered, non-registered, mutual funds, segregated funds, chequing/savings accounts), excluding real estate, is:

- | | | |
|--------------------------|------------|----------------------|
| a) Under \$25,000 | = 0 points | # of Points |
| b) \$25,001 – \$50,000 | = 1 point | <input type="text"/> |
| c) \$50,001 – \$100,000 | = 2 points | |
| d) \$100,001 – \$250,000 | = 4 points | |
| e) Over \$250,000 | = 5 points | |

10. Your current age is within which of the following categories:

- | | | |
|-------------|------------|----------------------|
| a) Under 30 | = 4 points | # of Points |
| b) 30 – 39 | = 5 points | <input type="text"/> |
| c) 40 – 54 | = 3 points | |
| d) 55 – 71 | = 1 point | |
| e) Over 71 | = 0 points | |

Step 2 – Total your score

Simply add up your total points from the 10 questions above to determine your investment risk profile score.

Total points

Step 3 – Determine your investment risk profile

Using your total score from Step Two, please refer below to the corresponding recommendations. Once you have determined your investment risk profile, your advisor can work with you to determine appropriate investments.

Score	Investment risk profile	Target asset mix	Product offerings – Segregated funds
11 or less	Very conservative	100% income	Transamerica Canadian Money Market GIF
Between 12 and 20	Conservative	60% income & 40% equity	Transamerica CI Conservative GIP
Between 21 and 33	Moderate	40% income & 60% equity	Transamerica CI Balanced GIP*
Between 34 and 46	Aggressive	25% income & 75% equity	Transamerica CI Growth GIP
47 and greater	Very aggressive	100% equity	Transamerica CI Maximum Growth GIP

* An alternative is Transamerica CI Canadian Balanced GIP (50% income & 50% equity).

I understand that the results of this questionnaire do not constitute a recommendation by Transamerica Life Canada, or any of its affiliates or subsidiaries.

Client signature

Date

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