

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 <input style="width: 40px; height: 30px; border: 1px solid red;" type="text"/> |
| b) Growth through a balance of capital gains and income | = 3 points | |
| 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 <input style="width: 40px; height: 30px; border: 1px solid red;" type="text"/> |
| b) 2 – 5 years | = 3 points | |
| 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 <input style="width: 40px; height: 30px; border: 1px solid red;" type="text"/> |
| b) Medium (between 10% and 25%) | = 3 points | |
| c) High (over 25%) | = 0 points | |

Investment experience and knowledge

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

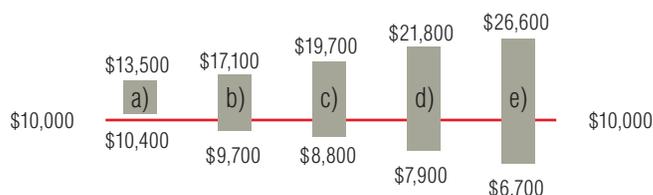
- | | | |
|-----------------------------|------------|---|
| a) Novice | = 0 points | # of Points <input style="width: 40px; height: 30px; border: 1px solid red;" type="text"/> |
| b) Some familiarity | = 1 point | |
| c) Reasonably knowledgeable | = 2 points | |
| d) Quite knowledgeable | = 4 points | |
| 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 <input style="width: 40px; height: 30px; border: 1px solid red;" type="text"/> |
| b) 1% to 3% | = 1 point | |
| 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 <input style="width: 40px; height: 30px; border: 1px solid red;" type="text"/> |
| b) = 1 point | e) = 5 points | |
| c) = 2 points | | |

Personal information

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

- | | | |
|------------------|------------|---|
| a) Full-time | = 5 points | # of Points <input style="width: 40px; height: 30px; border: 1px solid red;" type="text"/> |
| b) Self-employed | = 3 points | |
| 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 | |

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 | |

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 | |

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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