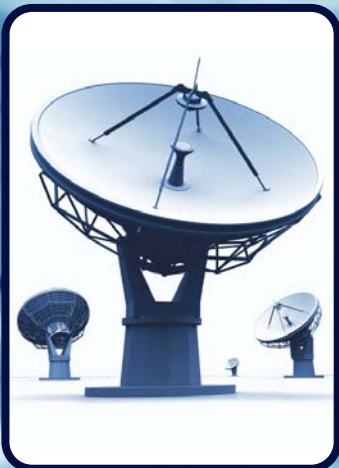




# Investment Strategy Assessment Tool



# Your Investment Strategy

## About You and Your Investments

Should you select our Managed Discretionary or Advisory Portfolio Service as the service level of your portfolio, we have a responsibility to ensure that our recommendations are suitable for you.

This strategy assessment tool allows us to gather the information about your circumstances that we need, and to work with you to determine your investment objectives and attitude towards investment risk so that we can provide you with suitable recommendations. It also contains some important information about the characteristics of various types of investment, which you should read carefully.

We will use the information that you give us in this strategy assessment about your investment objectives, time horizon and risk attitude as the basis for our advice or management for you. Please contact your Investment Manager if you want to make any changes to these instructions without delay, or have any questions or concerns about any of these points.

## How to complete this form

Please complete all sections electronically or in **BLOCK** capitals using blue or black ink. The definitions in the form depend on the type of account that you have:

If your account is a **personal account**, "you", "your" and "I" relate to all of the individuals who are a party to the account. In the case of joint accounts, please insert combined information for all parties.

If your account is a **trust**, "you", "your" and "I" relate to the trust itself, and not the settlor, trustees or beneficiaries. In addition to completing this document, please also attach a copy of the trust's principal aims.

If the account is a **corporate account**, "you", "your" and "I" relate to the company itself, and not its directors or officers.

In the case of **Offshore Portfolio Bonds**, **Onshore Bonds** and **Self-Invested Personal Pensions (SIPPs)** please insert information relating to the beneficial owner(s).

## ACCOUNT DETAILS

Account Title

Name of main contact (Corporate Accounts Only)

Name of 1st and 2nd Trustees (Trust Accounts Only)

## Please complete the following, and do not leave any sections blank. If you do not answer the questions set out below we will not be able to give you investment advice or manage investments on your behalf

Occupation(s) or former occupation(s) of account holders: (Not applicable for trust accounts)

Gross Annual Income of the account holder(s)

£

Source of income (e.g. salary, pension)

Regular financial commitments (per month)

£

Net value of liquid investments (e.g. cash deposits, share portfolios)

£

Net value of real property (e.g. your primary residence, investment properties, business assets)

£

Expected size of portfolio:

£

Source of investments: (e.g. inheritance, accumulated earnings, property sale)

Origin of funds: Please state the origin and means of transfer for the funds/investments that you will be transferring to RJIS. (e.g. the name of the bank or investment company)

## NOTES

**Please indicate whether you have, or have ever held, any of the following:**

Unit trust/OEIC/other collective investment <input type="checkbox"/>	Large company shares (e.g. FTSE 100 stock) <input type="checkbox"/>	Small company shares (e.g. AIM) <input type="checkbox"/>	Government bonds (e.g. Gilts) <input type="checkbox"/>
Corporate Bonds <input type="checkbox"/>	Non-UK shares or bonds <input type="checkbox"/>	Exchange Traded Funds <input type="checkbox"/>	Futures and Options <input type="checkbox"/>
PEP/ISA <input type="checkbox"/>	Insurance bond <input type="checkbox"/>	Self Directed Personal Pension <input type="checkbox"/>	"Wider-range" investments (e.g. hedge funds, structured products) <input type="checkbox"/>

**Please tick the statement that best describes you:**

I am an experienced investor. I trade regularly and keep myself fully abreast of market intelligence	<input type="checkbox"/>
I have investments, but I do not take an active interest in them, or deal in them regularly	<input type="checkbox"/>
I have previously held investments, but do not currently have any	<input type="checkbox"/>
I do not have any investments, but I take an active interest in financial markets	<input type="checkbox"/>
I have never had any investments before	<input type="checkbox"/>

**Further notes about your circumstances or investment experience**

**About your objectives**

The objective of the Investment Strategy Assessment Tool (Strategy Assessment) is to develop an investment strategy that will be suitable for your needs and to allow us to determine the benchmark against which we will measure the performance of your portfolio. This investment strategy will form the long term Strategic Asset Allocation for the Account. In order to achieve this, you need to have a clear understanding of the Time Horizon, Attitude to Risk and Investment Objective. Please note that this Strategy Assessment forms part of the formal agreement between you and Mercater Capital Management Limited. It is also a tool to facilitate the discussions between you and us. As such, you should be aware that the initial conclusions of this Strategy Assessment may not reflect the actual investment strategy adopted for the Account. Any change to the investment strategy originally selected in this Strategy Assessment should be reflected in the Agreed Investment Strategy section of this form.

**About the questions**

The questions in this Strategy Assessment have been deliberately phrased in order to provoke thought and elicit meaningful answers. Please take time to consider each question in turn, and to discuss them with your Investment Manager if required.

**About the answers**

Please note that there may be occasions when the answers will conflict. This is normal and might, for example, reflect the desire to achieve a high return with little or no risk. It is important that, where such conflicting answers arise, you discuss them with your Investment Manager. This is because the implied investment strategy may not be suitable for you. If you are in any doubt about any of the answers in this Strategy Assessment please discuss them with your Investment Manager.

## About your investment strategy

The score that is achieved from the completion of the Strategy Assessment is intended to provide the basis for a decision as to which investment strategy is right for the Account. Your Investment Manager will assess how the proposed investment strategy meets your needs, confirm the potential risks and returns and the menu of assets available for the actual investments. It is vital that you understand these issues and that you contact your Investment Manager if you have any questions relating to this Strategy Assessment or to any other aspect of your investments.

## Defining your Time Horizon

Please tick the boxes you feel best describe your attitude to defining your Time Horizon

What is your Time Horizon for wanting to reach your financial goal?

1 year or less	2 to 5 years	6 to 10 years	11 to 15 years	16 years or more
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

*Personal accounts only:* How old are you?

More than 60 years	50 to 59 years	40 to 49 years	30 to 39 years	18 to 29 years
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

*Trust accounts only:* When is the earliest time at which a significant capital withdrawal would be made?

1 year or less	2 to 5 years	6 to 10 years	11 to 15 years	16 years or more
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

*Corporate accounts only:* Over what period can you confidently predict the Company's financial position?

1 year or less	2 to 5 years	6 to 10 years	11 to 15 years	16 years or more
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

What is your overriding financial goal?

I want to make sure that the capital value of my investment is protected	I want to produce income from my investment	I want to produce steady and reliable long term returns	I want to protect the capital value of my investments from the effects of inflation over the long term	I want to increase the capital value of my investments
1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

If you have a specific objective for this Strategy Assessment please specify it here

Time Horizon Subtotal

0

Please add together your scores and insert the total in this box. This subtotal should be carried forward to the Scoring section.

## Investment Risk Attitude

Please tick the boxes you feel best describe your attitude to Investment Risk

	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
I will accept significant upward and downward movements in the capital value of my investments in order to maximise the potential for long term capital growth	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I need to have enough money to meet my goal and so must protect what I have	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
In order to meet my goal, I accept that I may have to take some risks	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I want to protect my investment and accept that this may mean that the opportunity for long term capital growth may be small	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
I am willing to accept some investment risk as I should have sufficient money to achieve my goal	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I cannot afford to risk my investment as I may not have enough money to achieve my goal	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>

If you have a specific preference regarding risk taking, please specify it here

Investment Risk Subtotal

0

Please add together your scores and insert the total in this box. This subtotal should be carried forward to the Scoring section.

## Investment Objective Attitude

Please tick the boxes you feel best describe your attitude to Investment Objectives

	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
I want to achieve the greatest return I can even if I have to take risks to do this	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I want steady, reliable returns without dramatic swings in value and I accept this may mean the long term return may be reduced	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
I will accept short term losses in order to achieve greater returns in the longer term	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I am more concerned about protecting the capital value of my investment than increasing it	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
If I had a large sum of money I would not invest it but would put in on deposit instead	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 <input type="checkbox"/>	4 <input type="checkbox"/>	5 <input type="checkbox"/>
I do not expect to spend any of my capital during the time horizon of my investment	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I have significant other assets such as a pension or savings account	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I expect to have income from other sources than this investment	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
I already have sufficient money to meet unforeseen emergencies	5 <input type="checkbox"/>	4 <input type="checkbox"/>	3 <input type="checkbox"/>	2 <input type="checkbox"/>	1 <input type="checkbox"/>
<b>Investment Objective Total</b>	0		Please add together your scores and insert the total in this box. This subtotal should be carried forward to the Scoring section.		

## Scoring

Time Horizon		Investment Risk		Investment Objective	
Subtotal	0	Subtotal	0	Subtotal	0
<b>OVERALL TOTAL</b>	0	Please add together the sub total scores and insert the overall total in this box.			
Compare the Overall Total figure and its closest corresponding strategy to the descriptions on the last page to get an idea of the strategy that most closely matches your risk and return parameters.					
Result	18 – 27	28 – 45	46 – 63	64 – 81	82 – 90
Strategy	LIQUIDITY	INCOME	BALANCED INCOME	BALANCED GROWTH	GROWTH

## Agreed Investment Strategy

After discussion with my/our Investment Manager, the information in the Strategy Assessment has been agreed. Alternatively, after discussion with my/our Investment Manager the following change to the investment strategy has been agreed, with reasons why the change has been made.

Please confirm agreed Investment Strategy

Strategy					
	LIQUIDITY	INCOME	BALANCED INCOME	BALANCED GROWTH	GROWTH

**You must understand that investing is by nature risky and that you may not get back the amount you have invested or that an investment may fail to achieve our or your expectations.**

We will use our best judgement at the time in providing advice to or management for you. There are different risks which apply to an individual investment and to a portfolio of investments as a whole. Your attitude towards risk is described in this Strategy Assessment. You must notify us in writing if you wish to change your attitude towards risk for future investment advice or management. The value of your investments may fall as well as rise, and past performance is not a guide to future performance.

## Declaration

I/We have read this form and to the best of my/our knowledge the information that I/we have provided is correct. I/We undertake to notify my/our Investment Manager of any significant/material changes. I/We understand that these attitudes should be reviewed regularly. I/We understand that this Strategy Assessment forms part of my/our formal agreement between Mercater Capital Management and me/us.

## First Party *(account owner or person authorised to bind trust/company/partnership to this agreement)*

Full name (please print)														
Signature						Date	D	D	M	M	Y	Y	Y	Y

## Second Party *(account owner or person authorised to bind trust/company/partnership to this agreement)*

Full name (please print)														
Signature						Date	D	D	M	M	Y	Y	Y	Y

## RJIS Adviser

Full name (please print)														
Signature						Date	D	D	M	M	Y	Y	Y	Y

# Appendix 1 – Investment Strategies

Investment objective	Typical description of risks	Minimum time horizon	Liquidity potential	Typical investments
<b>Liquidity</b> To ensure that the assets can be readily realised and to maximise the returns available from them	Low risk – the capital value may fluctuate in the short term but will typically remain stable; is unlikely to show significant capital gains and may decline in real terms.	Not appropriate for investors who have time horizons of less than two months.	Typically can provide up to 100% liquidity.	Cash deposits, money market funds, short dated bonds, individual bonds and bond funds.
<b>Income</b> To maximise returns from dividend income and fixed interest coupons whilst ensuring minimised risk to capital values	Medium to low risk – the capital value will fluctuate in the medium term capital returns may be negative over short time horizons.	Not appropriate for investors who have time horizons of less than five years.	Typically liquidity will not exceed 50%.	UK and International equities, corporate and sovereign bonds and cash.
<b>Balanced Income</b> To balance long term capital growth and current income whilst maintaining a moderate risk	Medium risk – the capital value will fluctuate in the medium term, and capital returns may be negative over short time horizons.	Not appropriate for investors who have time horizons of less than five years.	Typically can provide up to 50% liquidity.	UK and International equities, corporate and sovereign bonds and cash.
<b>Balanced Growth</b> To generate long term capital growth whilst maintaining a moderate risk exposure	Medium risk – the capital value will fluctuate in the medium term, and capital returns may be negative over short time horizons.	Not appropriate for investors who have time horizons of less than five years.	Typically can provide up to 50% liquidity.	UK and International equities, corporate and sovereign bonds and cash.
<b>Growth</b> To increase the capital value of the portfolio in real terms, over the long term	Medium to high risk – the capital value will fluctuate in the medium term, and capital returns may be negative over short time horizons.	Not appropriate for investors who have time horizons of less than five years.	Typically will not exceed 25% liquidity.	UK and International equities, corporate and sovereign bonds and cash.
<b>Highly Personalised Strategy</b> To meet highly personal objectives	There is no typical description of risk for a Highly Personalised Strategy.	Not typically defined by time horizons.	May not typically provide liquidity.	Cash deposits, money market funds, short dated bonds and bond funds, equity funds, exchange traded funds, individual bonds and equities, options, warrants and alternative investments.

Mercater Capital Management Limited is authorised and regulated by the Financial Services Authority