

DATE COMPLETED

Grid for date completion, showing '2' in the month and '0' in the day.

CLIENT INVESTMENT PROFILE QUESTIONNAIRE (CIP)

PERSONAL PARTICULARS

FULL NAME (AS IN SECURITIES TRADING ACCOUNT)

Form for full name, consisting of two rows of 20 columns each.

ADDRESS

Form for address, consisting of two rows of 20 columns each.

EMAIL

Form for email, consisting of one row of 20 columns.

EXISTING TRADING ACCOUNT NUMBER / TR CODE

Form for trading account number, consisting of two rows of 8 columns each, separated by a slash.

NRIC / PASSPORT NO.

Form for NRIC/passport number, consisting of one row of 10 columns.

DATE OF BIRTH

Form for date of birth, consisting of two rows of 2 columns each, separated by slashes.

CONTACT NO.

Form for contact number, consisting of one row of 10 columns.

Introduction

Your investment objectives and the risks you are willing and able to take with respect to your investments/trades through your account with us, are fundamental to what we need to know to be able to determine the suitability of any investment/trading advice we may provide to you.

Generally, to hope to achieve higher returns, you will have to be both prepared and able to accept a higher risk of financial loss. This is because investments that offer potentially higher returns are generally more volatile and riskier than those offering potentially lower returns. This is what is called the 'risk/return' trade off. A higher risk of financial loss means a greater likelihood of loss and/or a greater amount of loss.

We will also need to be informed of your investment objectives for the investments/trades you intend to make through your account with us to ensure a match between your investment objectives and the risks you are willing and able to take.

This questionnaire will help us to understand what type of investor you are, and will enable us to ensure any investment/trading advice we may give you is suitable for you, i.e., the advice matches the risks you are willing and able to take as well as your investment objectives.

Please particularly note (when completing this questionnaire) that you should inform us of your specific investment objectives and the risks you are willing and able to take with respect to your investments/trades through your account with us as a stock broking firm, and NOT your overall investment objectives or risks you are generally willing and able to take with other forms of investment. Generally, the money you put with a bank in fixed or savings deposit have different risk and investment returns reasons from the money you will use or put with us for investment/trading. Providing us with information on your overall risk and investment objective profile where it is different from your specific risk and investment objective profile for the investment/trading through your account with us may result in us drawing the wrong suitability conclusion if and when we do provide any investment/trading advice to you.

**IMPORTANT.** The information in this document describing the risks you are willing and able to take **AND** your investment objectives is intended to remain valid for a period of at least one year from the date of original completion as specified on this page. Should your circumstances change significantly before the expiration of the one year period or before an update of your investment profile is done, please contact us immediately to effect relevant revisions to ensure your risk and investment objectives profile and any investment/trading advice we may give remain aligned.

Full answers to all the questions is necessary for a proper and holistic determination of your risk and investment objective profile. Where you believe that the specific questions asked and information requested may not provide us with enough or proper information for us to know your investment objectives, financial situation and particular needs, you must **on your own initiative** provide us with the relevant and necessary information in the "Reviewing Your Investment Profile" section for a proper determination of your investment profile. The types of information we will need will of course include such information as you yourself will require to make any decision on whether any trading/investing with or through us is suitable.

The Monetary Authority of Singapore has also provided a list of useful key questions that you should ask yourself in determining the suitability of trading/investing in any relevant investment product, which you should go through to ensure that you have indeed provided us all relevant information we will need for the same purpose.

Please take care in answering the questions asked and in providing the information requested. Please take particular care to ensure that your answers and the information provided are complete and accurate. Where an answer and/or information is ambiguous or contradicting, you acknowledge and accept that the ambiguity will be resolved against you. For example if your answers may indicate an ambiguous level of risk tolerance, you will be deemed to have communicated to us the highest level of risk tolerance as we may have assumed in good faith when in making any suitability determination with respect to you.

**WARNING:**

You are also formally warned that if you fail or refuse to provide us with the information and answers we need, then you will also be taken as having acknowledged (and we will be regarding and materially relying on you having acknowledged) that:

- we cannot identify with any certainty your investment objectives, financial circumstances and particular needs; and
- you agree that any advice or recommendation provided in respect to your account with us by any of ourselves, our duly authorised representatives or officers shall be treated at best as only general advice or recommendation; and
- any recommendation made to you does not take into account your investment objectives, financial situation and particular needs and you are aware and accept that the suitability of such advice and/or recommendation has not been determined by us.

Without prejudice to any of the preceding, please also specifically note that until and unless you return to us this Client Investment Profile Questionnaire completed in full together with all other requested information and supporting documents, we are in no position to properly make any suitability determination. Therefore, any recommendation made to you in the interim will not and does not take into account your investment objectives, financial situation and particular needs and you are aware and accept that the suitability of such advice and/or recommendation has not been determined by us.

## Exemptions

### Non-resident Investor Exemption Notice

If you are an overseas investor, who is not a citizen of Singapore or permanent resident of Singapore and not wholly or partly dependent on citizen of Singapore or permanent resident of Singapore, for the purposes of the Financial Advisers Act, then we and/or our representatives are, pursuant to Regulation 36 of the Financial Advisers Regulations, exempted from certain compliance requirements set out in the Financial Advisers Act, including those setting out the obligations relating to product disclosure and recommendations made to you. It is therefore your sole responsibility to ensure your suitability in investing or trading in any investment product with or through us.

### Accredited and Expert Investor Exemption Notice

Please also note and be reminded that we are expressly exempted from assuming and will not assume (short of an express agreement otherwise) any suitability obligation under the Financial Advisers Act (Cap. 110) or any obligation to provide product information under the Financial Advisers Act (Cap. 110) to any person who is either an accredited investor or an expert investor for the purposes of the Financial Advisers Act (Cap. 110).

Therefore if you are any of an accredited or expert investor or a non-resident investor, **you need not and should not answer the questions below.**

With respect to an accredited or expert investor or a non-resident investor we are willing and will only provide you execution only broker services. You will be solely responsible for any and all suitability and reasonableness decisions on your investments including the suitability and reasonableness of any and all opinions that you may receive from us or our representatives.

The foregoing will apply even if you purport to or in fact do complete the questions below.

If you are not an accredited or expert investor or a non-resident investor now but do become one subsequently, you are obliged to let us know forthwith and thereafter and so long as you remain an accredited or expert investor or a non-resident investor, you will be solely responsible for any and all suitability and reasonableness decisions on your investments including the suitability and reasonableness of any and all opinions that you may receive from us or our representatives. This is regardless of the fact that you may erstwhile have provided us answers to the questions below. We repeat that with respect to an accredited or expert investor or a non-resident investor we are willing and will only provide you execution only broker services.

## Important Investment Information to Consider

This booklet will help us understand: (i) your willingness and ability to tolerate risk to determine an appropriate risk profile; and (ii) your investment objectives to ensure it is consistent with your risk profile.

By asking certain questions, we are seeking to infer from your answers whether you are an **(A) Aggressive**, **(B) Balanced**, or **(C) Conservative** investor. These three types of investors are defined in a later section of this booklet.

Understanding, identifying and agreeing on your risk profile is a critical step in allowing us to be able to provide suitability advice/recommendation in line with your stated investment/trading objectives. Please therefore make sure you understand and agree with the investor type we finally identify you as, or if you disagree, kindly let us know by indicating in the "Reviewing Your Investment Profile" section of this booklet.

## Risks Associated with Investing

There are various risks associated with all investments. These include, but are not limited to: inflation, volatility and market risk, specific risk, foreign exchange risk and legislative risk.

### Inflation Risk

The real purchasing power of your money may not keep pace with inflation. Inflation is an important consideration for all investors. If the after tax return on your investments is less than the rate of inflation, then the buying power of your money will decline with the passing of time.

### Volatility and Market Risk

Movements in the market mean that the price and therefore effective value of your investment can go down as well as up, sometimes suddenly (volatility). Different types of investments experience different levels of volatility. Volatility becomes a problem if you do not have the timeframe to withstand the rough patches when the price of your investment has gone down and has not moved back up.

### Specific Risk

Specific risk refers to those risks related to a specific investment. For example, a fall in the profit performance of a company may impact adversely on its share price. This in turn, is likely to affect the value of its securities.

### Foreign Exchange Risk

Foreign exchange risk refers to the probability of a loss in your investment capital occurring from an adverse movement in foreign exchange rates. For example, if you invested in shares listed on an exchange in the USA, a decline in the value of the US dollar relative to the Singapore dollar would mean a loss in value of your investment capital if you intend to convert the money invested back into Singapore currency.

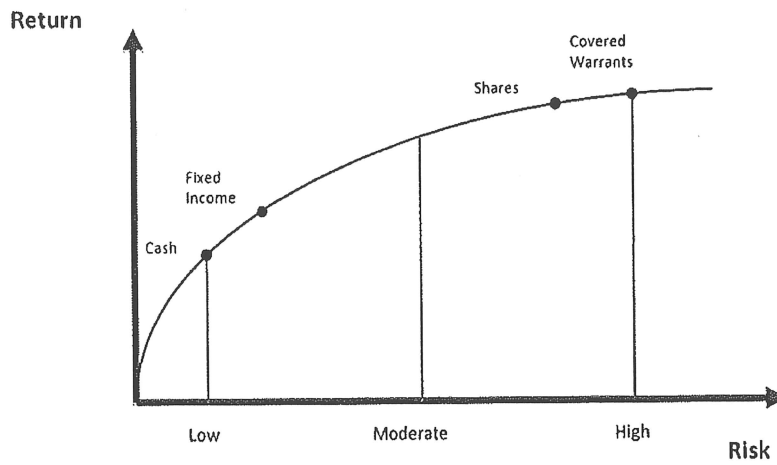
### Legislative Risk

Your investment strategy could be affected by changes in the current laws and regulations. For example if you invested previously in Malaysian shares through CLOB, the imposition of Malaysian exchange controls would have adversely affected your investment.

### What is the Relationship between Risk and Return?

Risk and return are positively correlated. In real terms this means, the higher the risk associated with an investment, the higher the expected return and vice versa. This relationship is called the "Risk vs Return ratio" or Risk/Return trade off (see chart below) and is a factor that is taken into consideration in defining your tolerance to risk. Investments such as shares may offer higher returns over the longer term, but there is a greater inherent risk. In contrast, cash and fixed interest investments are considered to be less risky, but offer lower returns.

The relationship between risk and return in different asset classes is illustrated in this graph.



## Investor Profile Questionnaire

Please select only **ONE** of the available options of each question by placing a tick in the box  that you think best describes yourself. Kindly complete the questionnaire fully by completing all questions.

If you are a single account holder, please complete only the column under the heading of "Principal".

If you are completing this questionnaire as joint account holders, both persons of the joint account must complete this questionnaire **independently**. In such a case, please complete both columns under the headings of "Principal" and "Joint".

1.	Which of the following do you think best describes your investment objectives?	Score	Principal	Joint
A.	Your primary focus is on capital growth. You are prepared to accept a high level of short term volatility and possible capital losses in order to generate potentially higher levels of capital growth over the long term. You are well placed to recover from unforeseen market downturns either because you have time on your side or access to capital reserves.	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	You require your investments to be a balance between capital growth and income generating assets. Calculated risks will be acceptable as you are prepared to accept <u>short term levels of volatility in order to outperform inflation.</u>	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	Generating a regular income stream is a priority over capital growth. As a result, you are <u>prepared to sacrifice higher returns in favour of preservation of capital.</u>	5 pts	<input type="checkbox"/>	<input type="checkbox"/>

2.	What percentage of your risk capital will be put at risk using our services as your broker? (NB: Risk capital means funds and assets which if lost would not materially change your lifestyle or your family's lifestyle)	Score	Principal	Joint
A.	Greater than 70%	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	35% to 70%	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	Less than 35%	5 pts	<input type="checkbox"/>	<input type="checkbox"/>

3.	Once investments have been placed, how long would it be before you would need to access your capital?	Score	Principal	Joint
A.	Longer than 2 years	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	Between 6 months and 2 years	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	Less than 6 months	5 pts	<input type="checkbox"/>	<input type="checkbox"/>

4.	Inflation can reduce your spending power. How much risk are you prepared to take to counteract the effects of inflation?	Score	Principal	Joint
A.	I am comfortable with short to medium term losses in order to beat inflation over the longer term	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	I am conscious of the effects of inflation, and am prepared to take moderate risks in order to stay ahead of inflation	5 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	Inflation may erode my savings over the long term, but am only willing to take limited risk to attempt to counter the effects of inflation	10 pts	<input type="checkbox"/>	<input type="checkbox"/>

5.	How much money have you set aside (outside of your pension / Central Provident Fund savings) to handle emergencies?	Score	Principal	Joint
A.	More than six months of living expenses	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	Between one and six months of living expenses	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	Less than one month of living expenses	5 pts	<input type="checkbox"/>	<input type="checkbox"/>

You possess \$100,000 and wish to invest the funds for the future. Which of the asset mixes would you choose to invest in?

		Score	Principal	Joint
6.	Investment A has a potential return of 30% but the possibility of losing up to 40% in any year.  Investment B has an average return of 3% with the possibility of losing up to 5% in any year.			
A.	80% in Investment A and 20% in Investment B	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	50% in Investment A and 50% in Investment B	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	20% in Investment A and 80% in Investment B	5 pts	<input type="checkbox"/>	<input type="checkbox"/>

		Score	Principal	Joint
7.	Over the longer term, what return do you reasonably expect to achieve from your investment portfolio?			
A.	More than 9% per annum above the prevailing fixed deposit rate	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	Prevailing fixed deposit rate plus 3-9% per annum	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	Less than 3% per annum above the prevailing fixed deposit rate	5 pts	<input type="checkbox"/>	<input type="checkbox"/>



8.	Most investments can fluctuate both up and down (i.e. volatility). How much could your investment fall in value over a 12 month period before you begin to feel concerned and anxious?	Score	Principal	Joint
A.	More than 25%	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	Up to 25%	5 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	Up to 5%	10 pts	<input type="checkbox"/>	<input type="checkbox"/>

9.	What would your reaction be if six months after placing your investment you discover that your portfolio had decreased in value by 20%?	Score	Principal	Joint
A.	I would invest more funds to lower my average investment price, expecting future growth	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	This was a calculated risk and I would leave the investment in place, expecting future growth	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	I would cut my losses	5 pts	<input type="checkbox"/>	<input type="checkbox"/>

10.	To what extent are you concerned about preservation of your capital?	Score	Principal	Joint
A.	A high degree of risk would be acceptable given longer term capital growth objectives	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	A moderate degree of risk would be acceptable given the potential for increased returns	5 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	A minimal degree of risk would be acceptable for a slight increase in potential returns	10 pts	<input type="checkbox"/>	<input type="checkbox"/>

11.	What are your current income requirements from your investments?	Score	Principal	Joint
A.	I require a small amount of investment income as I am mainly focused on capital growth	1 pts	<input type="checkbox"/>	<input type="checkbox"/>
B.	I require an equal combination of investment income and capital growth	3 pts	<input type="checkbox"/>	<input type="checkbox"/>
C.	I require substantial investment income with only some capital growth	5 pts	<input type="checkbox"/>	<input type="checkbox"/>

Please add the scores indicated next to your selected options for every question and indicate your total score in the appropriate box below:

	Principal	Joint
Total Points (Questions 1-11)		

## Confirmation Questions

**IMPORTANT:**

If your answer is yes to any of the questions below, then you will automatically be regarded as a "**Conservative**" Investor, regardless of your risk profile score determined in the previous section of this questionnaire.

Are you dependent on the assets/cash that you will be using for investments/trades through your trading account with us to meet any current or anticipated payment requirements in the **immediate future**?

Yes

No

Is your primary investment concern to protect your investment capital, and you are unable to accept **ANY** loss in value in your investment capital?

Yes

No

## Your Investment Profile

Based on the scores from the questions you have answered in the previous section of this questionnaire, you have been determined to be the following type of investor:

Score	Description
30 points or less	<p><b>Aggressive</b> (Please indicate as an "A" in the "Investment Profile Acknowledgement" below)</p> <p>An Aggressive Investor is prepared to accept <u>higher risks in order to obtain greater investment returns</u> with a potential to <u>lose all or more of his capital</u>. An Aggressive Investor is comfortable with investments that are <u>more volatile and bear a higher risk of loss of capital</u>. An Aggressive Investor has a high appetite for speculative trading.</p>
31- 47 points	<p><b>Balanced</b> (Please indicate as a "B" in the " Investment Profile Acknowledgement" below)</p> <p>A Balanced Investor seeks a mixture of capital growth and regular income from his investments. A Balanced Investor is therefore prepared to accept <u>moderate amounts of risk to earn moderate potential returns</u>. A Balanced Investor accepts that there is a <u>real potential to lose at least part of his capital in seeking moderate returns</u>. A Balanced Investor appreciates that there will be, even in times of stability, <u>occasional periods of volatility and risk of loss of capital</u>. A Balanced Investor may engage in speculative trading from time to time and particularly accepts that when times are uncertain, trading is more likely to be regarded as more inherently speculative.</p>
48 points or more	<p><b>Conservative</b> (Please indicate as a "C" in the " Investment Profile Acknowledgement" below)</p> <p>You are a Conservative Investor. You seek capital preservation and a safe regular income is a priority over capital growth. You should seriously consider whether you should be investing other than in fixed deposit.</p> <p>A Conservative Investor seeks primarily capital preservation. A Conservative Investor seeks principally a safe and regular income as a priority over capital growth. A Conservative investor should seriously consider whether he should be putting his money in investments other than in fixed deposit. <b>A Conservative Investor will not be allowed to trade Specified Investment Products ("SIPs")* with us as there are currently no SIPs which bears little or no risk of capital loss.</b></p>

\*The definition of SIPs can be found in MAS Notice No. SFA 04-N12.

NB: Statistical estimates of your investment profile may change with time due to changing risk attitudes and investment objectives. This questionnaire and its investment profile scoring methodology are subject to change without further notice to you.

Investment Profile Acknowledgement (Please indicate in the left column if you are determined to be an "A", "B" or "C" type of investor)	
	<p><b>Principal Account Holder</b></p> <p>I agree with the category assigned above and understand that this profile will be considered in the advice or recommendation process.</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No (Please tick as appropriate)</p>
	<p><b>Joint Account Holder</b></p> <p>I agree with the category assigned above and understand that this profile will be considered in the advice or recommendation process.</p> <p><input type="checkbox"/> Yes      <input type="checkbox"/> No (Please tick as appropriate)</p>

**If you have indicated "No" above, please proceed to and complete the next section.**

## Reviewing Your Investment Profile

Investment Profile Revision	
<p>I/We disagree with the investment profile determined/inferred from my answers to your specific questions and the scores allocated to my answers. Instead I believe I should be regarded as bearing the following investment profile.</p>	
Principal Account Holder <i>(Please indicate with a tick in the appropriate box below)</i>	Joint Account Holder <i>(Please indicate with a tick in the appropriate box below)</i>
<input type="checkbox"/> Aggressive	<input type="checkbox"/> Aggressive
<input type="checkbox"/> Balanced	<input type="checkbox"/> Balanced
<input type="checkbox"/> Conservative	<input type="checkbox"/> Conservative
Reasons for proposed variation by client(s)	

# Investment Profile Acknowledgement

I/We confirm that the details recorded in the Client Investment Profile Questionnaire are correct and are a true reflection of my/our attitude and capacity towards risks and my/our investment objectives for the trading/investing intended.

I/We further confirm that I/we understand that this profile will be considered in the advisory process of KGI Fraser Securities Pte. Ltd.

## Principal Account Holder

\_\_\_\_\_  
FULL NAME OF JOINT ACCOUNT HOLDER

\_\_\_\_\_  
SIGNATURE

\_\_\_\_\_  
DATE

## Joint Account Holder

\_\_\_\_\_  
FULL NAME OF JOINT ACCOUNT HOLDER

\_\_\_\_\_  
SIGNATURE

\_\_\_\_\_  
DATE

<u>For Office Use Only</u>		
<b>Trading Representative Acknowledgment</b>		
_____ TR NAME / CODE	_____ SIGNATURE	_____ DATE
_____ REVIEWED BY / DATE	_____ DATA ENTRY BY / DATE	