

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: 40px; border: 1px solid black;" 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: 40px; border: 1px solid black;" 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: 40px; border: 1px solid black;" 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?

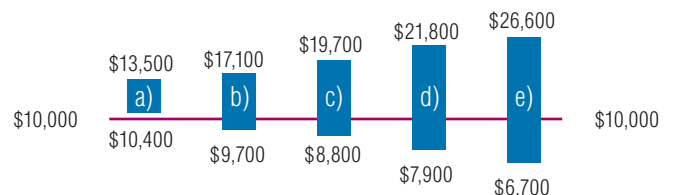
- | | | |
|-----------------------------|------------|---|
| a) Novice | = 0 points | # of Points
<input style="width: 40px; height: 40px; border: 1px solid black;" type="text"/> |
| b) Some familiarity | = 1 point | |
| c) Reasonably knowledgeable | = 2 points | |
| d) Quite knowledgeable | = 4 points | |
| 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: 40px; border: 1px solid black;" 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: 40px; border: 1px solid black;" 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: 40px; border: 1px solid black;" 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
- 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
- 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
- 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	ivari Canadian Money Market GIF
Between 12 and 20	Conservative	60% income & 40% equity	ivari CI Conservative GIP
Between 21 and 33	Moderate	40% income & 60% equity	ivari CI Balanced GIP*
Between 34 and 46	Aggressive	25% income & 75% equity	ivari CI Growth GIP
47 and greater	Very aggressive	100% equity	ivari CI Maximum Growth GIP

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

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

Client signature _____

Date _____

ivari CI Portfolios are available as Guaranteed Investment Portfolios within select ivari segregated funds contracts.

Any amount that is allocated to a segregated fund is invested at the risk of the contract holder(s) and may increase or decrease in value.

ivari CI Portfolios' securities are not insured by the Canadian Deposit Insurance Corporation (CDIC) or by any other government deposit insurer.

ivari developed this questionnaire to assist you in developing guidelines for your investment strategy. This questionnaire does not form part of a contract and should be completed with the assistance of an advisor. All calculations are based on assumptions believed to be reasonable at the time of development.

ivari is not acting in the capacity of an advisor to the individual investor and is not responsible for any damages resulting from the use of this questionnaire by you or any other person.

® CI Investments and the CI Investments design are registered trademarks of CI Investments Inc.

™ ivari and the ivari logos are trademarks of ivari Canada ULC. ivari is licensed to use such marks.

Published October 2015.

