

# HSBC Investment Account - Investor Profile Questionnaire

The first step in constructing an investment portfolio is to consider your personal circumstances and tolerance for risk.

The answers you give to the following questions will be instrumental in structuring an investment portfolio that helps meet your personal investment goals:

- ▶ investment objective(s)
- ▶ investment return expectations
- ▶ tolerance for risk
- ▶ personal financial position
- ▶ investment philosophy

## Client information

Name

Age range

- 18 - 40  41 - 65  66 - 85\*  85+\*\*

Daytime Contact number(s)

E-mail

## Additional account holder information

Name

Age range

- 18 - 40  41 - 65  66 - 85\*  85+\*\*

Relationship to First Account Holder

Daytime Contact number (s)

## Dependant(s)

Name(s) and Age(s)

Relationship to First Account Holder

## What is your primary goal for the funds in your HSBC Investment Account?

- Current income  
 Accumulation of funds for future use  
 Retirement  
 Financing education  
 Estate planning  
 Major purchase  
 Other (please specify)

### 1. Investment objective

**Income** refers to the distribution of interest, dividends and capital gains generated from your investment, which you may choose to receive or re-invest. Typically income generating investments offer less fluctuation in the value of your investment in the short-term than growth oriented investments.

**Long term growth** refers to the appreciation of your investment, primarily attributed to capital growth over ten years.

**Aggressive growth** refers to your preference to accept more risk, in an attempt to obtain higher appreciation of your investment, primarily attributed to capital growth over ten years.

Using the definitions above, which statement best describes your main objective for this investment?

- To preserve capital and generate income *0 pts*  
 To generate moderate capital growth with some income *2 pts*  
 To generate long-term capital growth *6 pts*  
 To generate aggressive capital growth over the long-term *10 pts*

### 2. Investment time horizon

I plan on using these funds in the next:

- Less than 1 year *0 pts*  
 1 to 3 years *1 pts*  
 4 to 9 years *4 pts*  
 10+ years *7 pts*

\* Your risk profile will default to 'Cautious Investor' if you have never invested in a risk-based product.

\*\* We do not advise clients over the age of 85 to add to risk based or fixed term structured products except where certain conditions are met.

### 3. Withdrawal of investment

Once you begin withdrawing money from your account, over how long of a period do you plan to withdraw funds?

- I plan to withdraw my entire balance in one lump sum 0 pts
- I plan to withdraw my entire balance over a 1 to 3 year period 2 pts
- I plan to withdraw my entire balance over a 4 to 9 year period 3 pts
- I plan to withdraw from my account for over 10 years 4 pts

### 4. Investment experience

Information on your previous investment experience can help us understand your attitude toward investment risk.

Which of the following investments have you invested in?

- Money market instruments (including fixed deposits and treasuries) 0 pts
- Bonds or bond funds 1 pts
- Equity funds 2 pts
- Alternative investments 3 pts
- International stocks 4 pts

### 5. Tolerance for risk/volatility

Risk assessment and investment preferences provide the foundation for determining which asset classes are most appropriate for your portfolio. The following set of questions addresses your attitude toward asset classes, inflation, risk-return tradeoff, and loss aversion.

Which of the following statements best describes your approach to inflation?

- I am satisfied with maintaining the purchasing power of my investments (achieving returns equal to the inflation rate) 0 pts
- I am willing to accept moderate risk with my investments in an effort to achieve returns moderately higher than the inflation rate 3 pts
- I am willing to accept significant risk with my investments in an effort to achieve returns substantially higher than the inflation rate 5 pts

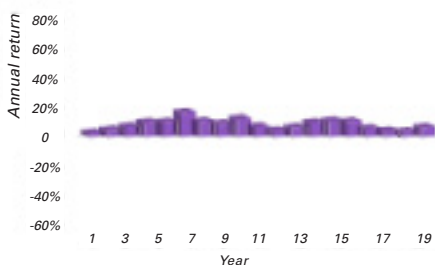
The graph below shows the returns of a hypothetical portfolio over time. If you owned this portfolio, given its historical and current returns, which answer best describes the action would you take?



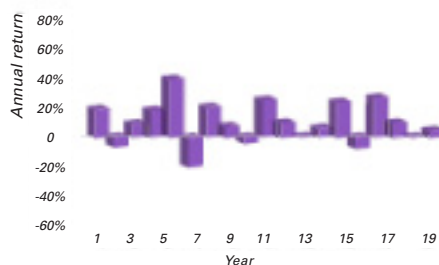
- I would immediately pull out of the portfolio and cut my recent losses 0 pts
- I would endure the current loss and hope for higher future returns 2 pts
- I would invest more in the portfolio now that the price is lower 5 pts

The following graphs show the historical returns of three hypothetical investments. This question is designed to assess your tolerance for risk (volatility) relative to a given level of return. Given the fluctuations in the returns of each investment, if your time horizon was long-term (greater than 10 years), which investment would you choose?

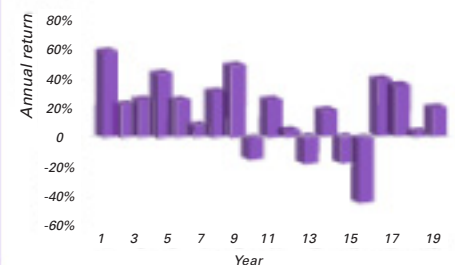
Annual returns for investment A 0 pts  
Average annual return of 6%



Annual returns for investment B 2 pts  
Average annual return of 8%



Annual returns for investment C 4 pts  
Average annual return of 12%



**6. In the event of a financial emergency, which one of the following would best describe your financial situation?**

- I have funds outside of my HSBC Investment Account that I may access to meet any unexpected needs 3 pts
- I do not have funds outside of my HSBC Investment Account to meet any unexpected needs 0 pts

Enter your total score

### Your Investor Profile is:

**The Cautious Investor (0-10 points)**

- You are most comfortable with investments that emphasize the reasonable safety of the amount you invest.
- You prefer income generating investments with some growth.
- You will only accept low to moderate fluctuations in the value of your investment.

**The Balanced Investor (11-20 points)**

- You can accept moderate fluctuations in the value of your capital.
- You want a combination of modest income and growth resulting in higher potential returns.
- You are unlikely to need the amount you invest for short-term needs.

**The Dynamic Investor (21-33 points)**

- Your priority is growth in your investment.
- You are prepared to accept considerable fluctuation in the value of your investments in exchange for greater long-term growth potential.
- You do not need the amount you invest for short term needs.
- You do not require an income from these investments.

**The Strategic Equity Investor (34+ points)**

- You want maximum growth opportunities for your investment.
- You know that your capital will undergo significant fluctuations.
- You are investing for the long-term.

### Investment Matrix

		Investor profile			
		The Cautious Investor	The Balanced Investor	The Dynamic Investor	The Strategic Equity Investor
Core	HSBC Managed Portfolios	World Selection - Cautious	World Selection - Balanced	World Selection - Dynamic	All
	HSBC Fund of Funds	Bond	Alternative	Equity	All
Specialist	HSBC Global Investment Funds and other global ranges	US Bond	Other Bond	US Equity	Other Equity and Global Emerging Markets Equity

For any profile, HSBC Corporate Money Funds is the default for cash holdings or emergency funds.

Information on the funds offered are available at [www.hsbc.bm/1/2/personal/investments](http://www.hsbc.bm/1/2/personal/investments) or from the HSBC Investment Centre.

HSBC Global Asset Management (Bermuda) Limited of 6 Front Street, Hamilton, Bermuda, is a wholly owned subsidiary of HSBC Bank Bermuda Limited. Both HSBC Global Asset Management (Bermuda) Limited and HSBC Bank Bermuda Limited are licensed to conduct investment business by the Bermuda Monetary Authority.

Funds managed by HSBC Global Asset Management (Bermuda) Limited are offered by Prospectus only in those jurisdictions where they are permitted by law. Persons are required to inform themselves and observe any relevant restrictions. HSBC Global Asset Management (Bermuda) Limited makes no representation as to the suitability of the funds for investors.

Investors should be aware that performance returns are affected by market fluctuations. Investing entails risks, including possible loss of principal. Past performance is no guarantee of future performance. Investors should note that the use of derivatives and investments involving a currency other than their own will create foreign exchange exposure, which involves special risks. It is the aim of the Company to preserve capital and, where applicable, to maintain a stable net asset value per share; these aims are not guaranteed. Additionally, investors should consider their investment objectives, whether or not they can assume these risks and should undertake their own appropriate professional advice.

### How much are you planning to invest?

How much money are you currently saving on an annual basis?

\$

Total value of wealth goal

\$

Annual income target

\$

### Your financial profile

To help us understand your financial profile more clearly please answer the following for your household:

What is your annual household income?

- Less than \$100,000
- Between \$100,000 and \$200,000
- Between \$200,000 and \$500,000
- Over \$500,000

What is your current net worth (excluding primary residence)?

- Between \$50,000 and \$200,000
- Between \$200,000 and \$500,000
- Between \$500,000 and \$1 million
- Over \$1million

### Net worth details

Personal residence(s)

\$

Stocks or Equity Funds

\$

Money market / liquid assets

\$

Investment real estate

\$

Bonds or bond Funds

\$

Illiquid investments / Alternative investments

\$

Other

\$

**Total**

\$

### Client Signature

Date