

This Risk Profile Questionnaire has been designed for KiwiSaver schemes (multi-asset-class) managed by ANZ New Zealand Investments Limited.

If you can't decide which fund to invest in, this quick questionnaire may help you make your choice.

This questionnaire has five questions with multiple-choice answers, and relies on the accuracy of your answers.

Please take your time to understand each question and provide realistic and honest answers. The questionnaire is designed as a guide only to help you determine your tolerance for risk and the investment option that most closely corresponds to the risk profile associated with the answers you provide. The outcome of the questionnaire should not be treated as personalised financial advice or a personal financial plan. The questionnaire relates to funds in the KiwiSaver schemes managed by ANZ New Zealand Investments Limited.

Your investment timeframe is the number of years until you withdraw from your investment.

- Q1** You can generally withdraw from your KiwiSaver account from age 65 (as long as you have been a member for five years). Or, you can withdraw early if you are eligible for a first home withdrawal. When are you likely to make a withdrawal? Tick one
- a. Immediately  1
  - b. Not now, but within 3 years  2
  - c. Not now, but within 4 - 9 years  3
  - d. In 10 - 20 years  4
  - e. More than 20 years  5

The next two questions ask about your long-term attitude towards risk and expectations for this investment. Please be realistic about your objectives and your attitude to investing.

- Q2** What is your attitude towards your investment balance? Tick one
- a. I do not want to see my investment balance fall at any time.  1
  - b. I do not like seeing my investment balance fall, but accept there will be small ups and downs.  2
  - c. I am ok with my investment balance falling for a short period, provided my balance is at least equal to the amount I have invested over the longer term.  3
  - d. I am ok with my investment balance falling, provided it's likely my investment balance will be higher than the amount I invested, over the longer term.  4
  - e. I expect to see my investment balance rise and fall frequently. My expectation is for a superior investment balance above the amount I invested over the longer term.  5

- Q3** Investing involves taking some risk. The level of risk will vary depending on the fund your savings are invested in. If you are seeking higher returns, you need to be willing to accept more risk (i.e. chance of loss). If you are seeking lower risk, you need to be willing to accept lower returns. What is your attitude to risk? Tick one
- a. I am willing to accept lower returns to limit my chance of loss.  1
  - b. I am willing to accept some risk and chance of loss to achieve higher returns, but prefer investments with low risk and return.  2
  - c. I am willing to accept moderate risk to achieve higher returns. Minimising risk and maximising return are equally important to me.  3
  - d. I am willing to accept high risk to achieve high returns.  4
  - e. I want to maximise my returns. I am not concerned with risk or seeing my investment balance fall. I accept there will be significant fluctuations in my investment balance.  5

The next two questions concern your reaction to negative returns and thoughts about shorter-term results. Again, answer as honestly as possible.

- Q4** The following graph shows the results of five hypothetical funds over a one-year period. The light blue bars show the potential returns, while the dark blue bars show the potential loss each fund could experience. (Note: the fund with the best potential return also has the largest potential loss.)



- Which of these funds would you prefer to hold? Tick one
- a. Fund A  1
  - b. Fund B  2
  - c. Fund C  3
  - d. Fund D  4
  - e. Fund E  5

- Q5** Your balance will move up and down regularly. Suppose you had \$10,000 in a fund (and made no other contributions) with the intention of holding it for ten years. If your \$10,000 balance fell during the first year, at what stage would you transfer to a lower risk fund? Tick one
- a. I would not be comfortable with any loss.  1
  - b. I would be comfortable with a loss of up to \$500 (5%) on my \$10,000 investment.  2
  - c. I would be comfortable with a loss of up to \$1,000 (10%) on my \$10,000 investment.  3
  - d. I would be comfortable with a loss of up to \$1,500 (15%) on my \$10,000 investment.  4
  - e. I would be comfortable with a loss of up to \$2,000 (20%) on my \$10,000 investment.  5

Total score

If you have provided inconsistent answers in this questionnaire your authorised financial adviser will discuss this with you.

## Important information

These questions have been prepared to assist your authorised financial adviser in determining the fund that most closely corresponds to the risk profile associated with the responses that you have provided.

To the extent permitted by law, ANZ Bank New Zealand Limited ("ANZ") and ANZ New Zealand Investments Limited ("ANZ Investments") disclaim liability or responsibility to any person for any direct or indirect loss or damage that may result from any act or omission by any person in relation to, or in reliance on, the information supplied in this questionnaire.

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For further information and a copy of the investment statement for the KiwiSaver schemes managed by ANZ Investments call us on 0800 736 034. Your authorised financial adviser's Disclosure Statement, prepared under the Financial Advisers Act 2008, is available on request, free of charge by contacting your authorised financial adviser.

## Scores and corresponding fund

<b>Cash</b> 5-6	The Cash Fund invests in cash assets.
<b>Conservative</b> 7-8	The Conservative Fund invests mainly in cash and fixed interest assets, with a smaller exposure to share and listed property assets. It may also invest in alternative assets.
<b>Conservative Balanced</b> 9-13	The Conservative Balanced Fund invests mainly in cash and fixed interest assets, with some exposure to share and listed property assets. It may also invest in alternative assets.
<b>Balanced</b> 14-18	The Balanced Fund invests in cash and fixed interest assets with similar amounts of share and listed property assets. It may also invest in alternative assets.
<b>Balanced Growth</b> 19-22	The Balanced Growth Fund invests mainly in share and listed property assets, with some exposure to cash and fixed interest assets. It may also invest in alternative assets.
<b>Growth</b> 23-25	The Growth Fund invests mainly in share and listed property assets, with a smaller exposure to cash and fixed interest assets. It may also invest in alternative assets.

## Client agreement

I have completed this Risk Profile Questionnaire and agree, after discussing the results with my authorised financial adviser, with the risk profile score and corresponding fund allocated as a result of my answers to the questions. I agree with and acknowledge my allocation as the following type of investor:

(Select as appropriate)  Cash  Conservative  Conservative Balanced  Balanced  Balanced Growth  Growth

I accept and acknowledge that:

- any investment in the corresponding fund is no guarantee of future returns
- markets go up and down
- an investment in a KiwiSaver scheme involves risks.

Name

Adviser name

Signature

Adviser signature

Date

FSP number

Date