



## Client Risk Profiler (Individuals)

Name \_\_\_\_\_

First name

Middle name

Last name

Date of Birth

Phone No. \_\_\_\_\_

Occupation (Please tick):  Service  Business/ Self-employed  Student/ Homemaker/ Retired

This questionnaire is designed to help you in identifying an investment approach that could generally suit you. The answers define your capacity/ tolerance towards the level of risk you may accept on your investments. It attempts to measure your appetite to market volatility, weigh the importance of your financial goals and uncover your personal investment preferences. It has two parts to identify/ evaluate your 1) Risk Capacity, and 2) Risk Tolerance.

**Risk Capacity:** It is the level of risk that the investor may take in order to achieve financial goals. It is largely dependent on the investor's age, profession, income and financial goals. For example, if you need a retirement corpus of around ₹50 lakhs after 10 years, with current savings of ₹ 5 lakhs and monthly additions of ₹20,000, you will need a portfolio return of approximately 10% per year. This need comes with a certain level of risk, which is your risk capacity. In other words, it is the amount of 'risk you NEED to take to reach your financial objectives'.

### 1) Your present job or business is:

- |   |                            |   |                            |
|---|----------------------------|---|----------------------------|
| a. Less secure/ Not Applicable                      | <input type="checkbox"/> 0 | b. Relatively secure  | <input type="checkbox"/> 1 |
| c. Secure   | <input type="checkbox"/> 3 | d. Doesn't matter as you can easily find a good new job/ career | <input type="checkbox"/> 3 |
| e. Doesn't matter as you already have enough wealth | <input type="checkbox"/> 4 |   |                            |

### 2) The number of years you have until retirement is:

- |   |                            |                       |                            |
|---|----------------------------|-----------------------|----------------------------|
| a. Less than 5 years/ retired/ not applicable | <input type="checkbox"/> 0 | b. About 5 - 15 years | <input type="checkbox"/> 2 |
| c. About 15 - 25 years                        | <input type="checkbox"/> 4 | d. More than 25 years | <input type="checkbox"/> 6 |

### 3) If your current source of income were to stop today, for how long will your present savings support you?

- |                       |                            |                     |                            |
|-----------------------|----------------------------|---------------------|----------------------------|
| a. Less than 3 months | <input type="checkbox"/> 0 | b. 3 - 6 months     | <input type="checkbox"/> 1 |
| c. 6 months to 1 year | <input type="checkbox"/> 2 | d. More than 1 year | <input type="checkbox"/> 3 |

### 4) You have to financially support:

- |                                   |                            |   |                            |
|-----------------------------------|----------------------------|---|----------------------------|
| a. Only myself                    | <input type="checkbox"/> 3 | b. Two people including myself          | <input type="checkbox"/> 2 |
| c. 3 - 4 people other than myself | <input type="checkbox"/> 1 | d. More than 4 people other than myself | <input type="checkbox"/> 0 |

### 5) Your current annual family\* savings (income less expenses) are:

- |                                     |                            |                                    |                            |
|-------------------------------------|----------------------------|------------------------------------|----------------------------|
| a. Under ₹2,00,000                  | <input type="checkbox"/> 1 | b. Between ₹2,00,000 and ₹5,00,000 | <input type="checkbox"/> 2 |
| c. Between ₹5,00,000 and ₹10,00,000 | <input type="checkbox"/> 3 | d. Over ₹10,00,000                 | <input type="checkbox"/> 4 |

(\*Family to include members whose income you can fall upon. In general, include spouse if married and parents if not.)

### 6) Which of these objectives is the most important to you from an investment perspective?

- |  |                            |   |                            |
|--|----------------------------|---|----------------------------|
| a. Preserving wealth                           | <input type="checkbox"/> 1 | b. Generating regular income to meet current requirements | <input type="checkbox"/> 2 |
| c. Balance current income and long-term growth | <input type="checkbox"/> 3 | d. Long-term growth                                       | <input type="checkbox"/> 4 |

Total your scores for question 1 to 6, to identify your investment risk capacity.

Total Score: \_\_\_\_\_ Risk Capacity: \_\_\_\_\_

**Risk Tolerance:** It is the amount of risk that an investor is 'comfortable' taking, or the degree of uncertainty that an investor may be able to handle. This is what most investors usually think and read about 'the risk you WANT to take'. It is crucial because it can greatly influence your emotional reaction to your portfolio. Investing too far out of your comfort zone (appropriate risk tolerance) may result into buying-selling for wrong reasons or react improperly to wild swings in the markets that could hurt your portfolio.

7) Which of the following best describes your understanding of the investment market?

- a. An experienced investor, constantly keeps up to date with the investment market. Have exposure to various asset classes and fully aware of the risks involved to gain high returns  3
- b. Awareness of the financial market is limited to information passed on by broker or financial planner. Rely on professionals to keep me updated  2
- c. Little awareness of the investment market. However, want to build my knowledge and understanding  1

8) Given below is a listing of investment choices from least risky to most risky. Which is the riskiest option you have invested in?

- a. Savings Account, Fixed Deposit or Money Market Funds  0
- b. Bonds or Debt Mutual Funds  1
- c. Equity Mutual Funds  2
- d. Real Estate Funds/ Commodity linked Products  3
- e. Equity Shares/ Structured Products  4
- f. Private Equity/ Venture Capital Funds  5

9) Your preferred strategy for managing investment risk is:

- a. Do not want to reduce it as investment risk leads to higher returns over the long-term.  3
- b. To have a diversified investment portfolio across a range of asset classes to minimise risk.  2
- c. To invest mainly in capital stable investments.  1

10) Over a three-month period, an investment you owned lost 20% and the overall stock market lost 20%. With the economic climate ambiguous, it could plummet further or bounce right back up, how would you react?

- a. Sell all of my investments. (The preservation of capital is extremely important to me and I would rather not take the risk)  1
- b. Sell some of the investment. (The climate is risky, and I would rather transfer my funds into more secure investments)  2
- c. Do nothing with the investment. (This was a calculated risk, and I will leave the investments in place, expecting performance to improve)  3
- d. Buy more of the investment. (I am a long-term investor and consider this sudden market correction as an opportunity to purchase additional shares at a lower cost basis)  4

11) An investment portfolio with high exposure to growth assets tends to generate higher returns, albeit with some volatility (fluctuations in value). To what extent are you willing to experience shorter-term losses/ volatility to generate higher returns?

- a. Very comfortable. I understand higher returns may come with risk or fluctuation in the short term. However, over the long-term, there is a low risk of capital loss  3
- b. Somewhat comfortable, assuming there is a limit to the volatility  2
- c. Little uncomfortable seeing my investments fluctuate  1
- d. More comfortable with investments that have minimal volatility  0

12) How would you describe yourself as a risk-taker?

- a. Willing to take risks for higher return  3
- b. Can take calculated risks  2
- c. Low risk taking capability  1
- d. Extremely averse to risk  0

Total your scores for question 7 to 12, to identify your investment risk tolerance level.

Total Score: \_\_\_\_\_ Risk Tolerance: \_\_\_\_\_

Grand Total of Risk Capacity + Risk Tolerance (i.e. All the questions) Score: \_\_\_\_\_

Overall Risk Profile: \_\_\_\_\_

Note: More often than not, investors have a lower risk tolerance for their required risk capacity. You may want to evaluate your investment objectives and constraints regularly and see them in alignment. We suggest that it should be done at least once in 3 years. In case, the risk capacity is higher than the tolerance level, investors should try to build their comfort level by enhancing knowledge on the markets and products. On the other hand, with a healthy tolerance for risk, a lower capacity suggests a moderate or low risk investment strategy.

The results revealed are for general consideration only and in no way constitute investment advice or a recommendation from the bank.

First time profiling  or  Profile Renewal (If yes, your earlier profile was \_\_\_\_\_)

What percentage of your total Net Assets\*\* will you wish to invest through Deutsche Bank?

Less than 25%     25% - 50%     Greater than 50%

\*\* "Total net assets" means: the amount of Assets available for Investment (including current income, savings, other existing investments, property or securities, with other banks or brokerages); less your Total Liabilities (i.e. rental, loans, mortgages and general living and educational expenses). Do not include in any calculation of assets or liabilities, the value of or debt owed on any self-occupied property or businesses you own.

\_\_\_\_\_  
Customer Signature:

\_\_\_\_\_  
Place:

D	D	M	M	Y	Y	Y	Y
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Date:

Deutsche Bank states:

This risk profiler is intended for use by the customers as a tool for assessing the customer's risk appetite/ capacity and risk taking ability/ tolerance. Deutsche Bank AG does not assure the correctness or accuracy of the risk assessment by means of the risk profiler. The risk profiler is not designed to assure or guarantee any returns or success of any particular investment alternative. Neither Deutsche Bank AG nor any members of Deutsche Bank group nor other respective directors, officers or employees shall be responsible for the contents of the risk profiler or the outcome of risk assessment. Investment in securities are subject to market risks. All decisions to sell or purchase units/ securities shall be on the basis of own personal judgment of the customer after consulting his/ her/ their own external investment consultant. Deutsche Bank AG does not in any manner guarantee any returns on any of the investment products.

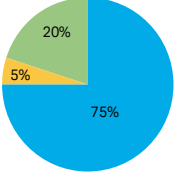
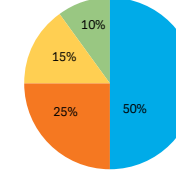
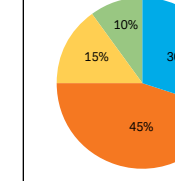
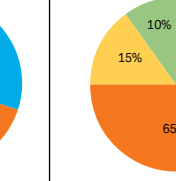
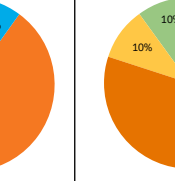
## Risk Capacity and Risk Tolerance Scoring

Risk Capacity	Low	Medium	High
Score	2-9	10-17	18-24
Description	Your risk-taking capacity is Low as your earnings and/ or wealth minimally matches your current liabilities and lifestyle and/ or you have little time left to retire. In order to achieve your financial goals, you have low scope for risky investments, as the capital loss scenario in quest of high returns does not match your risk capacity.	Your risk-taking capacity is Medium as either you have a medium level of earning and wealth and/ or have little time left to retire; any loss on risky investments may have an effect on your current status. Therefore, you have the capacity to take low to medium risks on your investments for low to medium returns or losses.	Your risk-taking capacity is High due to your earnings/ wealth and the financial goals and/ or time available to fulfill them. You may withstand losses on risky investments without a very significant effect on your current status. Therefore, you have capacity to take high risks on your investments for equally high returns or losses.

Risk Tolerance	Conservative	Moderate	Aggressive
Score	3-7	8-14	15-21
Description	You are a Conservative investor. Risk should be low, and you are prepared to accept lower returns to protect capital. The negative effects of inflation may not concern you, provided your initial investment is protected.	You are a Balanced investor who wants a diversified portfolio to work towards medium to long-term financial goals. You require an Investment strategy that may cope with the effects of inflation. Calculated risks may be acceptable to you to achieve good returns.	You are an Aggressive investor prepared to compromise portfolio balance to pursue potentially greater long-term returns. Security of capital is secondary to the potential for wealth accumulation.

## Overall Risk Profile Scoring and Classification

The following table gives you a brief description of each Risk Profile along with the Recommended Asset allocation and a list of suitable products.

Profile	Very conservative	Conservative	Moderate	Aggressive	Very Aggressive
Score	5 - 11	12 - 19	20 - 28	29 - 36	37 - 45
Risk Description	<ul style="list-style-type: none"> <li>— Low earning expectation</li> <li>— No investments with heightened risk</li> <li>— Very little willingness to lose capital</li> </ul>	<ul style="list-style-type: none"> <li>— Seeking stable earnings</li> <li>— Partial investments with heightened risks possible</li> <li>— Little willingness to suffer losses</li> </ul>	<ul style="list-style-type: none"> <li>— Seeking earnings above market average</li> <li>— Mixture of investments with low and high risks</li> <li>— Willingness to take risks</li> </ul>	<ul style="list-style-type: none"> <li>— Seeking higher earnings</li> <li>— Large investments with heightened risk</li> <li>— Increased willingness to take higher risks</li> </ul>	<ul style="list-style-type: none"> <li>— Seeking higher earnings</li> <li>— Exclusive investments with heightened risk</li> <li>— High willingness to take risks</li> </ul>
Model Asset Allocation					
Products	<ul style="list-style-type: none"> <li>— Savings/ Fixed Deposits</li> <li>— Liquid/ Money Market/ Arbitrage/ Debt Mutual Funds</li> <li>— Bonds</li> <li>— Gold</li> </ul>	<ul style="list-style-type: none"> <li>— Savings/ Fixed Deposits</li> <li>— Liquid/ Money Market/ Arbitrage / Debt/ Equity Mutual Funds</li> <li>— Bonds</li> <li>— Gold (Commodities)</li> </ul>	<ul style="list-style-type: none"> <li>— Savings/ Fixed Deposits</li> <li>— Liquid/ Money Market/ Arbitrage / Debt/ Equity Mutual Funds</li> <li>— Bonds</li> <li>— Gold (Commodities)</li> <li>— Portfolio Management Services</li> <li>— Structured Products</li> <li>— REIT's (Rental Yield based products)</li> </ul>	<ul style="list-style-type: none"> <li>— Savings/ Fixed Deposits</li> <li>— Liquid/ Money Market/ Arbitrage / Debt/ Equity Mutual Funds</li> <li>— Bonds</li> <li>— Gold (Commodities)</li> <li>— Portfolio Management Services</li> <li>— Structured Products</li> <li>— REIT's/ Real Estate Funds</li> <li>— Alternative Investment Funds</li> </ul>	<ul style="list-style-type: none"> <li>— Savings/ Fixed Deposits</li> <li>— Liquid/ Money Market/ Arbitrage / Debt/ Equity Mutual Funds</li> <li>— Bonds</li> <li>— Gold (Commodities)</li> <li>— Portfolio Management Services</li> <li>— Structured Products</li> <li>— REIT's/ Real Estate Funds</li> <li>— Alternative Investment Funds</li> <li>— Private Equity Funds</li> </ul>
Keys	<p style="text-align: center;"> <span style="color: green;">Money Market/ Liquid</span>     <span style="color: blue;">Debt</span>     <span style="color: orange;">Equity</span>     <span style="color: yellow;">Alternatives</span> </p>				

Deutsche Bank states:

This risk profiler is intended for use by the customers as a tool for assessing the customer's risk appetite/ capacity and risk taking ability/ tolerance. Deutsche Bank AG does not assure the correctness or accuracy of the risk assessment by means of the risk profiler. The risk profiler is not designed to assure or guarantee any returns or success of any particular investment alternative. Neither Deutsche Bank AG nor any members of Deutsche Bank group nor other respective directors, officers or employees shall be responsible for the contents of the risk profiler or the outcome of risk assessment. Investment in securities are subject to market risks. All decisions to sell or purchase units/ securities shall be on the basis of own personal judgment of the customer after consulting his/ her/ their own external investment consultant. Deutsche Bank AG does not in any manner guarantee any returns on any of the investment products.