

To provide guidance to independent financial advisors and clients in determining which Model Portfolio might be best suited to their individual needs, Hansard has partnered with Fidelity International ("Fidelity") and designed a risk appetite questionnaire specific to the Model Portfolio range.

The risk score provided by the questionnaire is a rough indication of a client's risk appetite based on the expected responses.

This questionnaire is not intended to serve as the primary basis for investment recommendations and should not be considered investment advice.

**Step 1:** The client should complete the following questions and the scores indicated should be used to determine the questionnaire score.

QUESTIONS		ANSWERS			
		AGREE		DISAGREE	
1	I am prepared to accept risks to my capital and/or income if there is the possibility of higher returns than cash.	200		0	
		ABSOLUTELY AGREE	AGREE	DISAGREE	ABSOLUTELY DISAGREE
2	If the value of my investments fell below what I paid for them, my immediate reaction would be to sell the investments.	0	5	15	20
3	Prefiero la seguridad del capital y /o ingresos en lugar del potencial de mayores retornos.	0	5	15	20
4	I tend to make riskier investment decisions than my family or friends.	0	5	15	20
5	Losing money on an investment would worry me.	0	5	15	20
6	I am attracted to the idea of investing in riskier assets, such as emerging markets, for potentially higher returns than developed equity markets as a whole.	0	5	15	20
7	I am not concerned about significant short-term changes in the value of my investment.	0	5	15	20
8	I am more concerned about the idea of losing money than the potential for higher returns.	0	5	15	20
9	I would prefer to know that my capital is safe for the long term, even if it means I miss out on investment opportunities.	0	5	15	20
10	I prefer investments with a known return to those with a variable return.	0	5	15	20

Questionnaire Score	Suggested Model Portfolio Questionnaire	Final objective of the Portfolio Model

**Step 2: Using the questionnaire score from step 1, the following table should be used to determine which Model Portfolio best suits the client's risk appetite.**

## Score and descriptions

SCORE	RESULT	DESCRIPTION
0-244	Cash	Clients who have scored in this group have indicated that they do not accept any risk to their capital or income. As such, they cannot be assigned to a Model Portfolio.
245-294	HIL Fidelity Defensive USD	It aims to provide some long-term capital growth, but focuses on capital preservation. This portfolio is mainly invested in bonds and is managed with a conservative approach. It will appeal to investors who seek a better return than cash but still require an emphasis on capital preservation.
295-339	HIL Fidelity Strategic USD	It aims to provide long-term capital growth through investment in a combination of bonds and equities This portfolio will appeal to investors comfortable with a broadly balanced portfolio between growth and more defensive assets such as bonds and cash..
340-364	HIL Fidelity Growth USD	It focuses on providing long-term capital growth primarily through investment in a combination of equities and bonds. This portfolio will appeal to investors who are looking for a diversified portfolio and who are prepared to accept fluctuations in the value of their investment due to increased equity exposure..
365-369	HIL Fidelity Adventurous USD	Its objective is to provide long-term capital growth primarily through equity investment. The portfolio will suit those investors who seek the potential rewards of long-term investment and are prepared to accept the higher risk associated with this type of investment..
370-380	HIL Fidelity World USD	It aims to provide long-term capital growth through investment in global equities. The portfolio will suit investors who are comfortable with considerable investment risk, while aiming for high long-term returns and are prepared to accept significant fluctuations in the value of their investment..

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Hansard and Fidelity only provide information on products and services and do not provide investment advice based on individual circumstances.

Hansard accepts no responsibility for any advice given by financial advisors, nor for any future agreements entered into.

### Hansard International Limited

Harbour Court, Lord Street, Box 192, Douglas, Isle of Man IM99 1QL, British Isles

Telephone: +44 1624 688000 Website: [hansard.com](http://hansard.com)

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