CCGM Pension Administrators Ltd.
Ewropa Business Centre,
Triq Dun Karm, Birkirkara,
BKR9034, Malta
T: +356 25 688 788
W: www.ccgm.com.mt

# Retirement Risk Profiling Questionnaire

All financial investments involve some element of risk. It is therefore, important that you fully understand the investment strategy you would like to proceed with. Kindly complete the following questionnaire in order to determine you risk profile.

The three risk profiles available are as follows:

**Conservative** – *The Conservative strategy seeks to preserve an investment portfolio's value over the long-term by having a relatively higher allocation to lower risk securities such as Investment grade fixed-income throughout the lifetime of the product. The strategy starts with a relatively smaller allocation to blue chip equities, which is allocated to fixed income over the time in order to protect capital as the product approaches maturity.*

**Balanced** – *The Balanced investment strategy aims to balance the growth potential, but higher volatility, of equity markets with the stability of fixed income markets over the long term. This strategy focuses on optimising the risk-return balance over the lifetime of the product.*

**Aggressive** – *The Aggressive Strategy aims to maximize capital appreciation over the lifetime of the product. The strategy starts with a relatively high allocation to equity markets and shifts to more stable fixed income securities as the maturity of the product approaches. Relatively higher volatility balanced with higher returns over the long-term lifetime of the product is expected.*

**I hereby confirm I would like to proceed with the Conservative/Balanced/Aggressive Strategy. I confirm I fully understand the strategy I have chosen and the investment risks involved.**

Name……………………………………… Signed……………………….. Date………………….

Singed on behalf of CCIS/GMFS……………………………………………….. Score…………………

CCGM Pension Administrators Ltd.
Ewropa Business Centre,
Triq Dun Karm, Birkirkara,
BKR9034, Malta
T: +356 25 688 788
W: www.ccgm.com.mt

1. When do you expect to retire?

   1. Less than 6 years. ☐
   2. Between 6 & 10 years. ☐
   3. Between 11 & 15 years ☐
   4. Between 16 & 20 years. ☐
   5. More than 20 years. ☐

2. What is your expectation of your future earnings up to retirement?

   1. I expect my earnings to increase. ☐
   2. I expect to retire shortly. ☐
   3. I expect my earnings to fluctuate. ☐
   4. I expect my earnings to keep in line with inflation. ☐
   5. I expect my earnings to increase somewhat ahead of inflation ☐

3. Which of the following statements best describes your other retirement provisions?

   1. No other income expected. ☐
   2. Only State pension benefits. ☐
   3. Modest amount of other private/occupational pension. ☐
   4. Other private/occupational pension will cover my basic needs. ☐
   5. Substantial amount of other private/occupational pension. ☐

4. How would you rate your family's overall financial situation?

   1. We have no savings and large debts. ☐
   2. We have few savings and a fair amount of debt. ☐
   3. We have some savings but also some debts. ☐
   4. We save quite regularly and have paid off most debts. ☐
   5. We have few debts and are quite secure. ☐

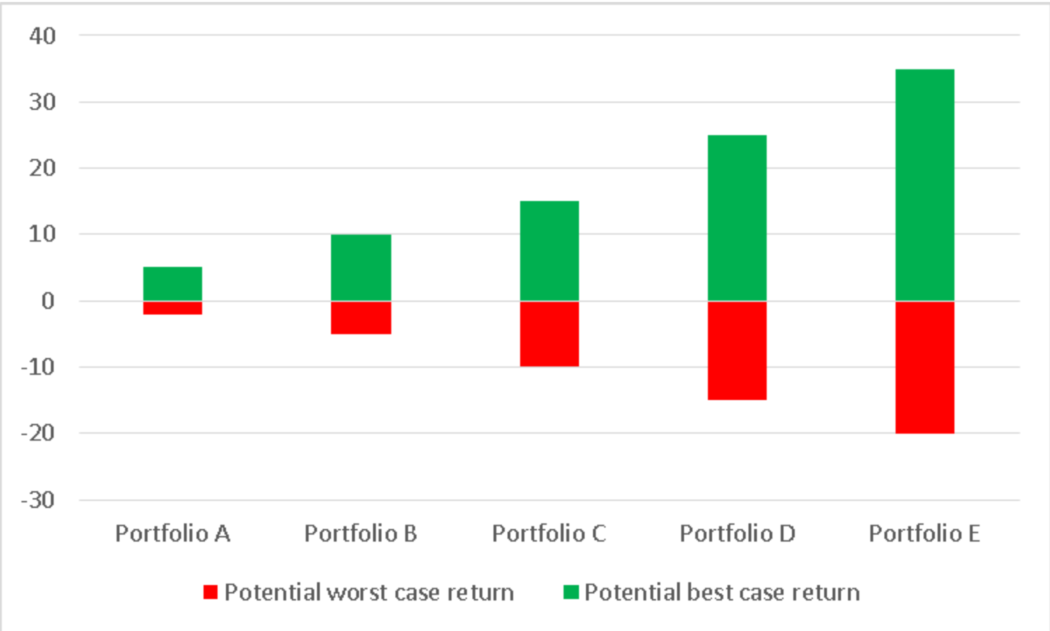
CCGM Pension Administrators Ltd.
Ewropa Business Centre,
Triq Dun Karm, Birkirkara,
BKR9034, Malta
T: +356 25 688 788
W: www.ccgm.com.mt

5. How would you react if your **long term investments** declined by 10% in one year?

1. I cannot accept any declines. ☐
2. I would transfer to a more stable investment market. ☐
3. I would sit tight and expect my portfolio to recover. ☐
4. As I expect long-term growth, I would put more money in the same portfolio to take advantage of the lower average investment prices. ☐
5. Sell the portfolio and invest in something riskier to recoup my losses. ☐

6. At the beginning of the year, you have a significant amount of money to invest. The chart and options below show the performance of four possible investments. Each bar gives a range of possible returns over the next year. Which investment would you prefer?

1. Portfolio A. ☐
2. Portfolio B. ☐
3. Portfolio C. ☐
4. Portfolio D. ☐
5. Portfolio E. ☐



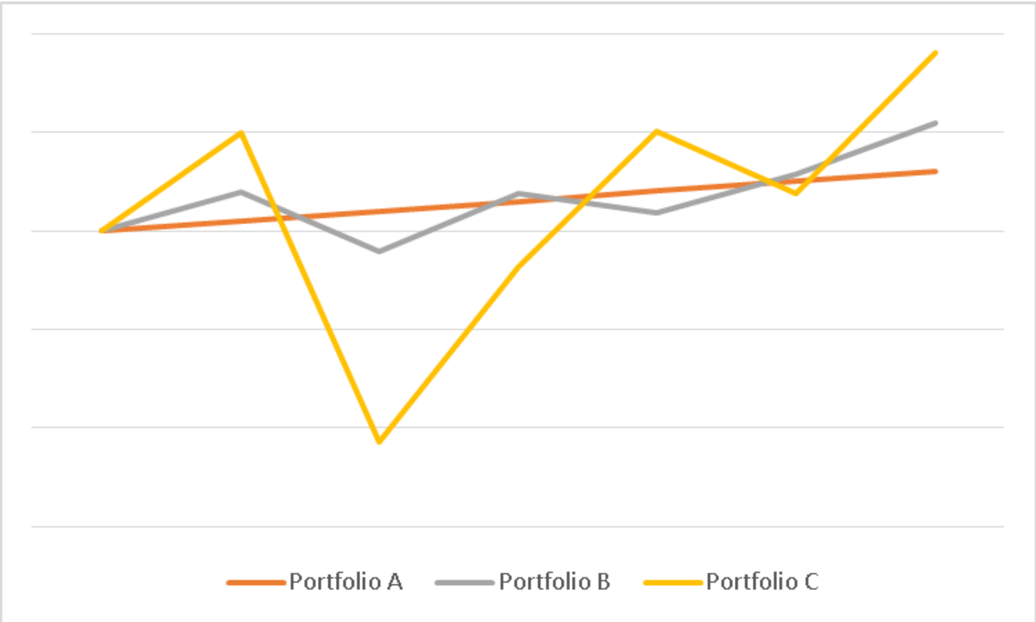
CCGM Pension Administrators Ltd.
Ewropa Business Centre,
Triq Dun Karm, Birkirkara,
BKR9034, Malta
T: +356 25 688 788
W: www.ccgm.com.mt

7. You invested €100,000 and your portfolio has now fallen to €85,000. How long a recovery period could you tolerate until your portfolio regained its value?

   1. Less than 3 months. ☐
   2. Between 3 & 6 months. ☐
   3. Between 6 months to 1 year. ☐
   4. Between 1 & 2 years. ☐
   5. More than 2 years. ☐

8. Which portfolio would you prefer?

   1. A. ☐
   2. B. ☐
   3. C. ☐




9. Bearing in mind that investment in equities requires a long-term view, what level of fall in value of this portfolio over a one-year period would concern you?

   1. More than 5%. ☐
   2. More than 10%. ☐
   3. More than 15%. ☐
   4. More than 20%. ☐
   5. I am not concerned about falls in value as I expect to recover any falls by the time I retire. ☐