



Classification of the Client

Clients are classified only in three categories low risk, medium risk and high risk clients with respective scores 10-15, 16-25, 26 and more and accordingly product is recommended to them.

Name	
Mobile	
PAN	
DATE OF BIRTH	
Services	OFFICIAL USE
Risk Appetite	OFFICIAL USE
Total Score	OFFICIAL USE

Investors are categorized on the basis of this questionnaire and weights allotted

Questions		Weight Allotted / Answer	Score
1	What is your current age?		
	18 to 30 years old	<input type="checkbox"/>	
	31 to 40 years old	<input type="checkbox"/>	
	41 to 50 years old	<input type="checkbox"/>	
	51 to 60 years old	<input type="checkbox"/>	
	60+	<input type="checkbox"/>	
2	Investment Goal		
	Capital Appreciation	<input type="checkbox"/>	
	Regular Income	<input type="checkbox"/>	
	Capital Appreciation and Regular Income	<input type="checkbox"/>	
3	Proposed Investment Amount		
	<1 lacs	<input type="checkbox"/>	
	1-2 lacs	<input type="checkbox"/>	
	2-5 lacs	<input type="checkbox"/>	
	> 5 lacs	<input type="checkbox"/>	
4	Preferred Investment type		
	Short term Positional	<input type="checkbox"/>	
	Long term Positional	<input type="checkbox"/>	
	Intraday	<input type="checkbox"/>	
5	Gross Annual Income details:-		
	Below 2 lac,	<input type="checkbox"/>	
	2-5 lac,	<input type="checkbox"/>	
	5-10 lac,	<input type="checkbox"/>	
	10-25 lac,	<input type="checkbox"/>	
	>25 lac	<input type="checkbox"/>	
6	Sources of Income		
	A. Primary Source		
	Salary	<input type="checkbox"/>	
	Business	<input type="checkbox"/>	

6	B. Secondary Source			
	Royalties	<input type="checkbox"/>		
	Rental	<input type="checkbox"/>		
	Dividend	<input type="checkbox"/>		
	Others Specify _____	<input type="checkbox"/>		
7	Market Value of portfolio held			
	<1 lacs	<input type="checkbox"/>		
	1-2 lacs	<input type="checkbox"/>		
	2-5 lacs	<input type="checkbox"/>		
	> 5 lacs	<input type="checkbox"/>		
8	Investment Experience			
	< 2 years	<input type="checkbox"/>		
	2-5 years	<input type="checkbox"/>		
	>5 years	<input type="checkbox"/>		
9	Experience in Market Products		For Selection of Product	
	Commodity	<input type="checkbox"/>		
	Stock	<input type="checkbox"/>		
	Derivatives Stocks	<input type="checkbox"/>		
	Forex	<input type="checkbox"/>		
	All	<input type="checkbox"/>		
10	How many dependents do you financially support ?			
	None	<input type="checkbox"/>		
	Between 1-3	<input type="checkbox"/>		
	4+	<input type="checkbox"/>		
11	What is the size of your emergency fund ?			
	do not have	<input type="checkbox"/>		
	< 1 month income	<input type="checkbox"/>		
	1-3 months income	<input type="checkbox"/>		
	3-6 months income	<input type="checkbox"/>		
	> 6 months income	<input type="checkbox"/>		
12	How long do you wish to stay invested in the market ?			
	0-6 months	<input type="checkbox"/>		
	6-12 momnths	<input type="checkbox"/>		
	1-3 years	<input type="checkbox"/>		
	>3 years	<input type="checkbox"/>		
13	What if due to any happening of an event your investment portfolio falls down, what would be your reaction?			
	Invest more funds to reduce the loss	<input type="checkbox"/>		
	Hold the position as it is	<input type="checkbox"/>		
	Sell a portion of your investment	<input type="checkbox"/>		
	Sell all the investments	<input type="checkbox"/>		

14	How well do you understand investing in the markets?		
	I am a novice and don't understand the markets at all	<input type="checkbox"/>	
	I have basic understanding of investing	<input type="checkbox"/>	
	I have an amateur interest in investing and have invested earlier on my own and I also understand how the markets fluctuate	<input type="checkbox"/>	
	I am an experienced investor and have invested in different markets and understand different market strategies	<input type="checkbox"/>	
15	How was your experience with investments in past ?		
	Very Good	<input type="checkbox"/>	
	Good	<input type="checkbox"/>	
	Moderate	<input type="checkbox"/>	
	Bad	<input type="checkbox"/>	
	Very Bad	<input type="checkbox"/>	
16	In order to achieve high returns I am willing to choose high risk investments.		Direct Questions to ascertain Risk Appetite
	Strongly agree	<input type="checkbox"/>	
	Agree	<input type="checkbox"/>	
	Neutral	<input type="checkbox"/>	
	Disagree	<input type="checkbox"/>	
	Strongly disagree	<input type="checkbox"/>	
17	When market is not performing well do you prefer to buy risky investments and sell less risky investments?		Direct Questions to ascertain Risk Appetite
	Strongly prefer	<input type="checkbox"/>	
	Prefer	<input type="checkbox"/>	
	Indifferent	<input type="checkbox"/>	
	Do not prefer	<input type="checkbox"/>	
	Strongly do not prefer	<input type="checkbox"/>	
18	Risk Tolerance		Direct Questions to ascertain risk appetite
	High	<input type="checkbox"/>	
	Medium	<input type="checkbox"/>	
	Low	<input type="checkbox"/>	
19	What percentage of monthly income is allocated to pay off debt [all EMIs]?		
	None	<input type="checkbox"/>	
	Between 0% -20%	<input type="checkbox"/>	
	Between 20% - 35%	<input type="checkbox"/>	
	Between 35% - 50%	<input type="checkbox"/>	
	> 50%	<input type="checkbox"/>	
20	Occupation (please select the appropriate)		
	Private sector service, Public sector	<input type="checkbox"/>	
	Government sector, Business	<input type="checkbox"/>	
	Professional, Agriculturist	<input type="checkbox"/>	
	Retired, Housewife, Student	<input type="checkbox"/>	
	Dealer	<input type="checkbox"/>	

	Others	<input type="checkbox"/>	
21	Are you any of the following, or are directly or indirectly related to any of the following		
	Civil Servant	<input type="checkbox"/>	
	Politician	<input type="checkbox"/>	
	Current or former head of state	<input type="checkbox"/>	
	Bureaucrat (Tax authorities, Foreign Services, IAS etc)	<input type="checkbox"/>	
	Current or former MP/MLA/MLC	<input type="checkbox"/>	
	Connected to Media	<input type="checkbox"/>	
	Connected to any company/promoter group/ group of companies listed on any stock exchange	<input type="checkbox"/>	

*Investment Options offered to various categories of investors
All the questions which are related to risk profiling have been assigned weight and based on the total score of a client product is recommended using following guideline; however special focus is made on any special requirements discussed with the client.

DECLARATION - Here by I declare that, I have provided information with transparency, if any query arises in near future regarding information provided by me, then I will be responsible only

IDENTITY PROOF	(SIGNATURE)
----------------	---------------