Davy Private Clients

DAVY

Investor Profile

Davy's Advisory Service for Zurich Self-Directed Pension Products

Introduction

The more we know about you, the better positioned we are to deliver a service that helps you achieve your investment goals. This Investor Profile contains questions on your individual circumstances, your investment objectives and your experience of investing.

CONTENTS

A General Information

Account Owner

Contact Details

Title ◯ Mr ◯ Mrs ◯ Ms ◯ Other

Name

Home Address

Employment

Occupation

Business Name

◯ Self-Employed

B Your Financial Information

In order to provide you with advice and develop an investment strategy that is suited to your financial circumstances, we need some information on your financial background. Securing a clear understanding of your current financial position is important to ensure that your investment objectives match your specific financial goals. The questions in this section are designed to provide an overview of your financial position and we recommend that you also provide a detailed net worth statement to help us gain a more comprehensive understanding of your individual financial circumstances. Please note that this information will be treated in the strictest confidence.

Net worth statement also attached ◯ Yes ◯ No

Annual Income Level
(Please include employment, professional, rental and other income)

◯ Less than €100,000
◯ €100,000 to €200,000
◯ €200,000 to 500,000
◯ €500,000 plus
◯ €

Cash & Investments

Asset	Euro Amount	Liquid
Cash Deposits	€	◯ Yes ◯ No
Investment Funds	€	◯ Yes ◯ No
Equities	€	◯ Yes ◯ No
Bonds	€	◯ Yes ◯ No
Other	€	◯ Yes ◯ No

At Davy we view an investment as liquid if it can be converted to cash within a time frame of 45 days.

Additional Comments

continued on next page

B Your Financial Information (contd.)

Property Interests

Principal Private Residence

Current Market Value €

Remaining Borrowings €

Investment Properties (including Syndicated Property Investments)

Description	Current Market Value €	Remaining Borrowings €	% Ownership	Rental Income €
A.				
B.				
C.				
D.				

Please tick if this section is not applicable to you ○

Additional Comments

Business Interests
(Incl. professional partnerships)

Name	Relevant Interest/Shareholding %	Estimated Value of Interest €
A.		
B.		
C.		
D.		

Please tick if this section is not applicable to you ○

Additional Comments

Pension Assets

* Please indicate if the pension amount is the current value of your Scheme assets (for Defined Contribution Schemes) or an estimated value of your annual deferred pension payable from Normal Retirement Date (for Defined Benefit Schemes).

Account Owner's Pension Provider(s)	Amount €	Fund Value	P.A. Payment*	Annual Contribution €	Currently Drawing Pension
		○	○		○ Yes ○ No
		○	○		○ Yes ○ No

In what year do you plan to retire?

Account Owner

C Your Investment Objectives

Identifying Your Income Needs

Do you need current income from this investment?
○ Yes ○ No

If yes, what level of income?

€

Will you need income from this investment in the future?
○ Yes ○ No

If yes, what level of income?

€

And when do you need it to start?

Year

continued on next page

C Your Investment Objectives (contd.)

Other Considerations

Aside from regular income requirements that you may have identified above; do you foresee making any large drawings from your investment in coming years?

◯ Yes ◯ No

If yes, please provide details.

€ ____________________

Year ____________________

Please provide details of any future changes to your circumstances likely to impact on your investment objectives (for example, if you are due to retire in three years time, if you have a material financial obligation to repay in one year's time, etc.) not previously disclosed.

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Investment Time Horizon

Generally, the longer your money remains invested, the greater the potential for growth with market trends and fluctuations tending to smooth out over time. Bearing this in mind, can you please indicate the length of time over which you would like to achieve your investment objective?

◯ Short Term (up to 2 years)

◯ Medium Term (up to 5 years)

◯ Medium to Long Term (up to 10 years)

◯ Long Term (10 years +)

Inflation Priorities

Investment portfolios that are designed to preserve capital may earn a rate of return that is less than the rate of inflation. When an investment earns less than the inflation rate, the purchasing power of that investment is lost. In order to preserve purchasing power investors generally take risk by investing in assets that rise in value in the long term partly as a result of inflation, even though the value of these assets can be volatile. Which of the following statements best describes your attitude towards inflation?

◯ I want a low risk of losing my capital, even at the risk of losing purchasing power to inflation.

◯ I am willing to accept low to moderate risk to mitigate the potential impact of inflation.

◯ I am willing to accept moderate risk in an attempt to earn a rate of return that keeps pace with or exceeds the rate of inflation.

◯ I am willing to accept moderate to high risk as I am seeking to generate a return in excess of inflation over time

◯ Generating a return in excess of inflation is very important to me. In order to generate higher returns I am prepared to take higher levels of investment risk.

Portfolio Risk and Return Preferences

In order to determine an appropriate investment strategy for you it is important to understand your risk and return preferences. Typically a portfolio will comprise a range of investments with different risk profiles, with the overall mix of investments determining the risk profile of the portfolio as a whole. For investors to achieve higher returns over the long term they need to accept higher levels of risk. Which of the following statements best describes your attitude towards the relationship between risk and return over your investment time horizon?

◯ I am concerned about preserving my capital and as a result can tolerate only a low risk of capital loss in order to generate returns.

◯ I want to grow the value of my investments over time, however I am only comfortable taking a low to moderate risk of capital loss.

◯ My objective is to generate a steady and growing income and I can tolerate volatility in the valuation of my investments and a low to moderate risk of capital loss in order to achieve this.

◯ I am seeking a balance between stability of returns and capital appreciation. I am willing to take moderate risk of capital loss in order to generate growth in my investments over time.

◯ I am investing for long term growth and I am comfortable taking moderate to high risk of capital loss to achieve potentially higher returns over the long term.

◯ I want to maximize the growth of my investments and I am willing to accept substantial risk and potential loss of some or all of my capital in pursuit of this goal.

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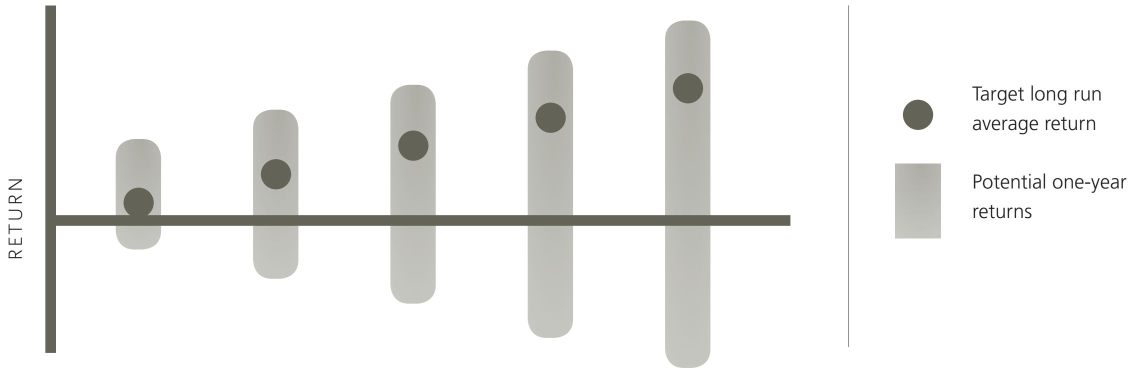
C

Your Investment Objectives (contd.)

Seeking higher returns can expose you to greater volatility and risk of loss of your capital. This graph illustrates the hypothetical performance of five portfolios with increasing target levels of return and corresponding increasing volatility of returns.

Please Note: this chart is for illustration purposes only.

The relationship between risk and return



D

Knowledge and Experience

It is important that we understand your knowledge and experience of investing in order to ensure we provide you with suitable investments.

General

Do you hold any investment qualifications or are you a member of a relevant professional body?

◯ Yes ◯ No

If yes, please give details.

In order to ensure that we only provide advice in relation to investments which are suitable for you, please complete the following table and indicate how you would consider your current overall level of investment knowledge.

		Equities	Bonds	Property	Alternative Investments	Derivatives including CFDs
How frequently have you invested in these instruments?	Frequently	◯	◯	◯	◯	◯
	Sometimes	◯	◯	◯	◯	◯
	Never	◯	◯	◯	◯	◯
On what basis was your investment made?	Discretionary	◯	◯	◯	◯	◯
	Advisory	◯	◯	◯	◯	◯
	Execution Only	◯	◯	◯	◯	◯
What is your average size of transaction?		€	€	€	€	€
How long have you been investing in these instruments?	Never	◯	◯	◯	◯	◯
	Less than 1 year	◯	◯	◯	◯	◯
	1 – 7 years	◯	◯	◯	◯	◯
	More than 7 years	◯	◯	◯	◯	◯

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D

Knowledge and Experience (contd.)

Overall, taking the above into consideration, how would you describe your current knowledge and understanding of investments?

◯ **Limited**
Little prior experience of investments having mainly held money on deposit until now; limited knowledge of investments and the relationship between returns and risk.

◯ **Good**
Some knowledge and experience of investments; understand the different investment types and that the investments that offer higher returns generally bring higher risks.

◯ **Informed**
Knowledge and experience of a broad range of investment types and their risks having actively invested in them over a period of time; or have worked in the financial sector.

E

Declaration

I understand that this Investor Profile is being provided to me because I have selected Davy as the investment partner in relation to my Zurich policy.

I understand that Zurich has granted me a Power of Attorney to make investment decisions in relation to the funds in which I have an economic interest in accordance with the terms of my Zurich policy.

I understand that the Davy service and regulatory obligation to me is limited to advising me on the funds linked to my Zurich policy based on the information I provide on this Investor Profile and the investment restrictions communicated to Davy by Zurich.

I understand that it is important that the Investor Profile form is fully and accurately complete. I understand that if I do not advise Davy in writing of changes to the Investor Profile or do not provide Davy with complete and/or accurate information, Davy shall have no liability if any of the investment decisions are subsequently found to be unsuitable for me.

I understand that under the Power of Attorney granted to me by Zurich, my intermediary is authorised to discuss the funds linked to my Zurich policy with Davy (where applicable).

Name **Date**

Signature

We fully respect your right to privacy, and any information relating to you (including any personal data within the meaning of the Data Protection Acts 1988 and 2003 (collectively the 'DPA')) which we obtain and hold about you ('Information') will be treated in accordance with our standard principles regarding client confidentiality and the DPA (where applicable). We may use the information that you provide to us in this form for the purpose of providing our services to you, including without limitation, managing any of your accounts and the execution of transactions on your account. **By providing us with the information requested, you acknowledge and explicitly consent to the processing of your data for the purpose described**. Full details on our data protection policy are available on request.

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