

CUSTOMER INVESTMENT PROFILE

Age ___ yrs

I DESCRIBE MY UNDERSTANDING ABOUT INVESTING AS:

- Limited:** I don't understand much about investing
- Average:** I understand that shares are riskier than bonds and debentures
- Above Average:** I understand the capital markets and the different financial instruments out there.
- Sophisticated:** I have a strong understanding of investing. I understand the risk/return trade-offs associated with investing in the capital market in Sri Lanka.

WHAT IS THE APPROXIMATE VALUE OF YOUR INVESTMENT HOLDINGS (EXCLUDING REAL ESTATE)?

Please include all investment accounts including the ones held at other institutions.

- Under Rs.500,000
- Rs.500,000 - Rs. 1,000,000
- Rs.1,000,000 - Rs. 5,000,000
- Rs.5,000,000 - Rs. 10,000,000
- Over Rs. 10,000,000

WHICH OF THE FOLLOWING BEST DESCRIBES THE TYPE OF INVESTMENTS YOU CURRENTLY OWN, OR HAVE OWNED IN THE PAST?

- Little or no investments
- Mostly Bank Deposits
- Mostly bank deposits and finance company fixed deposits
- A mix of fixed deposits, repos, debentures and shares and/or unit trusts
- Mostly shares and/or equity unit trusts

PERSONAL MONTHLY INCOME

- Under Rs. 50,000
- Rs.50,000 - Rs.100,000
- Rs. 100,000 – Rs. 200,000
- Rs. 200,000 – 350,000
- Over Rs. 350,000

WHICH OF THE FOLLOWING BEST DESCRIBES YOUR INVESTMENT OBJECTIVE FOR THIS ACCOUNT?

- I don't need any investment income at this time. Security of capital and liquidity is my primary concern
- My only need is to generate a steady stream of investment income while preserving my capital
- I may have some need for investment income, but am also interested in growing my investments
- I would like long-term growth and am less concerned about investment income at this time
- I am only interested in maximizing growth over the long term