### Investor Details

<table>
<thead>
<tr>
<th>Surname</th>
<th>Other names</th>
<th>Gender</th>
<th>Mobile No.</th>
<th>Email address</th>
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</thead>
</table>

1. **What is your current age bracket?**
   - a. 18 - 30 years
   - b. 31 - 45 years
   - c. Over 45 years

2. **How long do you want to invest?**
   - a. Above 3 years
   - b. 1-3 years
   - c. 0 -1 years

3. **Have you ever invested in any of the investments below?**
   - (Please tick where applicable)
     - a. More than 3 investments categories
     - b. More than 1 - 3 investments categories
     - c. None of the above
     - d. Other (please state)

4. **What type of savings or investments do you currently hold?**
   - (Please tick where applicable)
     - a. More than 3 of the above
     - b. More than 1 - 3 of the above
     - c. Other e.g. Business, Bank savings
     - d. Other (please state)

5. **What do you expect of your income in the next one to three years?**
   - a. Increase
   - b. Stay about the same
   - c. Decline / stop

6. **Approximately what percentage of your total assets (excluding your house) will this investment represent?**
   - a. Less than 10%
   - b. 10% to 25%
   - c. 26% to 50%
   - d. 51% and above

7. **Would you say you have?**
   - a. A sound and good understanding of investments and financial markets
   - b. A basic understanding of investments and financial markets
   - c. Very little knowledge of investments but have an interest
   - d. No interest or knowledge of any investments

8. **If your investment fell by 20% over the course of three months, how would you react?**
   - a. Buy more of the same as it must be a cheap time to buy
   - b. Concerned, but remain invested to see if it improves in the near future before taking any action
   - c. Disappointed and cut my losses and transfer immediately to a more stable investment

9. **What attracts you to an investment?**
   - a. Its good return, regardless of the risk
   - b. A combination of security and income
   - c. Purely security
10. Do you have other source savings you can access immediately?
   a. Yes I have an adequate fund to last me more than 1 year
   b. Yes, but less than 6 months worth
   c. No

11. When do you expect to need most of your money from this investment?
   a. Above 3 years
   b. 1 to 2 years
   c. Less than one year

**Key**

a = 3  b = 2  c = 1  D = 0

Kindly ADD all your scores and divide the total by 11.
(Note: Your score should fall within the risk rating column)

<table>
<thead>
<tr>
<th>Risk Rating</th>
<th>Fund</th>
<th>Description</th>
<th>Fund Objectives</th>
</tr>
</thead>
</table>
| 0-1.6       | Sanlam Money Market Fund  | Low            | • Above inflation level of current income  
              | (Pesa+)        |                             | • Low risk  
              |                |                             | • Ideal for preserving capital and liquidity while earning  
              |                |                             |   a competitive return relative to comparative products |
| 1.68 -2.35  | Sanlam Dividend Plus Fund | Low - Medium   | • Stable income stream  
              | (Pata+)        |                             | • Low to Medium risk  
              |                |                             | • Ideal for growing assets while earning a periodic and  
              |                |                             |   stable income |
| 2.36 - 3    | Sanlam Balanced Fund      | Medium         | • Moderate to high level of current income  
              | (Chama+)       |                             | • Moderate risk  
              |                |                             | • Ideal for medium to longterm investors seeking a  
              |                |                             |   competitive income return and capital appreciation |

I understand my risk level and I have chosen to invest the following funds.

Pesa+: Kshs

Pata+: Kshs

Chama+: Kshs

Signature: ____________________________  Date: ____________________________