

## What is your attitude to risk?

The table shows an indication only of suitable products for an individual's attitude to risk. Attitude to risk may vary from one investment area to another, to certain portions of investments or based on the investment term or objective. This table is for guidance only and should be used in conjunction with the full personal and financial information; it does not represent a recommendation. Risk is defined as the risk to the capital or original investment (based on a 5 year investment or longer).

<b>H I G H</b>	<b>10</b>	Spread betting Options / warrants	You have a speculative nature and welcome a degree of gamble in your approach using the highest risk investments.
	<b>9</b>	Single smaller company shares Capital shares Highly geared stock market investments	This very high risk strategy is suitable for only a few investors, or a <i>small part of a portfolio</i> , accepting exposure to, for example, specialist areas. Funds with a more aggressive approach may be included and, as with venture capital, could show no capital return. You realise that data for valuing such investments may be restricted. Investors at this level enjoy the highest returns that are possible but are able to withstand major losses.
	<b>8</b>	Single country unit trust / OEIC (except UK and US) Single country investment trust and offshore fund Technology fund / Gold mining / commodity unit trust / OEIC Emerging markets / East European unit trust / OEIC Large company stocks and shares Europe / North America smaller companies unit trust / OEIC Japanese/Far Eastern unit trust / OEIC	You are willing to take a high risk with your investment. You accept that at this level losses are common on these types of investments in return for potential higher growth. You understand that some investments in this category may not be readily realisable or may have to be held long term.
<b>M E D I U M</b>	<b>7</b>	UK smaller company unit trust / OEIC North American unit trust / OEIC European unit trust / OEIC International investment trust / managed fund	You are approaching the higher risk categories and are prepared to take medium to high risk with your investment. You aim is a higher potential growth while accepting that losses of capital do occur. You understand that there may be the additional risk of currency fluctuations. You are able to handle all fluctuations and are in a position to be flexible in the timing of encashments.
	<b>6</b>	Equity linked offshore bond UK investment trust UK equity growth unit trust / OEIC	You are prepared to accept a higher than average degree of risk with the aim of potentially higher return over the long term. You accept that this strategy requires a greater exposure to equity investments with the associate volatility.
	<b>5</b>	UK equity income fund Unit linked managed fund (equity content 60% plus) PIBS International bond fund UK high yield corporate bond Currency fund	You are a balanced investor and accept a degree of risk whilst including some security of capital within your investment. You accept that the overall investment could show losses but you are accepting the risk in return for a potentially higher return over the long term
	<b>4</b>	Distribution bond UK equity & bond unit trust / OEIC UK investment grade corporate bond Unit linked managed fund (equity content below 60%) UK distribution fund (equity content below 60%) Commercial property funds	You are keen to keep some degree of capital security but accept that part of your investment is exposed to a degree of risk with the aim of higher potential growth. Some loss of your capital is possible over some periods
<b>L O W</b>	<b>3</b>	Gilts and fixed interest unit trust / OEIC	You are attracted to the lower risk investments but are prepared to accept a degree of risk and fluctuations in the value of your capital. Whilst there is an inflation risk, the risk of fluctuation of capital is restricted to a small portion of your investment. You could not handle any significant loss.
	<b>2</b>	Gilts / Index linked gilts fund Some National Savings and Investment products Money market fund Capital secure ISA / PEP	You are cautious and attracted to the lower risk investments probably away from equity investments. You prefer any loss to be small and unlikely. You accept the lower potential growth in return for a high degree of security and understand that inflation could erode your capital over time.
	<b>1</b>	Deposit account Guaranteed capital, income and growth products	You have a cautious attitude and would not be prepared to accept any fluctuations or small loss of your original investment, albeit over only short periods. You understand that this may result in low rates of return and that inflation could erode capital value over time.