

Investor Profile Questionnaire

Name _____ Date _____

These questions are designed to help determine whether a BMO Guaranteed Investment Fund option may be suitable for you. The questions pertain to your current financial situation, investment goals and objectives and your attitude towards risk. The questions are meant as a guide only.

Part 1 – You and Your Current Financial Situation

1. How old are you?

<input type="checkbox"/> Under 30	[5]
<input type="checkbox"/> 30 - 39	[4]
<input type="checkbox"/> 40 - 49	[3]
<input type="checkbox"/> 50 - 59	[2]
<input type="checkbox"/> 60 and older	[0]

► your score

Record your score here ► SCORE _____

2. What is your family situation?

<input type="checkbox"/> I'm single and earning an income	[4]
<input type="checkbox"/> We are a two-income household	[3]
<input type="checkbox"/> We are a single-income household	[2]
<input type="checkbox"/> I am/We are retired	[1]

SCORE _____

3. Do you have any dependants?

<input type="checkbox"/> No children or dependent family members	[4]
<input type="checkbox"/> 1 child or dependent family member	[2]
<input type="checkbox"/> 2 or more children and/or dependent family members	[1]

SCORE _____

4. What is your annual income, before taxes? Please include your income from all sources. (salary, commissions, investment income and other sources of income)

Individual Income

or

Household Income

<input type="checkbox"/> Under \$25,000	[1]
<input type="checkbox"/> \$25,000 to \$49,999	[2]
<input type="checkbox"/> \$50,000 to \$74,999	[3]
<input type="checkbox"/> \$75,000 to \$99,999	[4]
<input type="checkbox"/> \$100,000 and above	[5]

<input type="checkbox"/> under \$50,000	[1]
<input type="checkbox"/> \$50,000 to \$99,999	[2]
<input type="checkbox"/> \$100,000 to \$149,999	[3]
<input type="checkbox"/> \$150,000 to \$199,999	[4]
<input type="checkbox"/> \$200,000 and above	[5]

SCORE _____

5. What is your estimated net worth?

If you don't know, you can calculate this amount by taking the value of everything you own, including real estate, and subtracting anything that you owe, such as loans and mortgages or ask your advisor for assistance.

<input type="checkbox"/> Under \$50,000	[1]
<input type="checkbox"/> \$50,000 - \$99,999	[2]
<input type="checkbox"/> \$100,000 - \$149,999	[3]
<input type="checkbox"/> \$150,000 - \$199,999	[4]
<input type="checkbox"/> \$200,000 and over	[5]

SCORE _____

Part 2 – Assessing Your Investment Goals and Objectives

6. What is the intent of your portfolio?

- Generate income for today [0]
- Generate income at a later date [2]
- Provide for my dependants (I do not anticipate using these funds) [3]
- Fund a large purchase in the future [4]

SCORE _____

7. What is the major goal for your portfolio?

- To ensure that my portfolio remains secure [1]
- To see my portfolio grow and to avoid fluctuating returns [2]
- To balance growth and security, and to keep pace with inflation [3]
- To provide growth potential, and to accept some fluctuation in returns [4]
- To provide the sole objective of potential long-term growth [5]

SCORE _____

Part 3 – Your Investment Horizons

8. When will you need access to all or a portion of this investment portfolio?

- 5 years or less [0]
- 6 - 10 years [1]
- 11 - 15 years [2]
- 16 - 20 years [3]
- 21 - 25 years [4]
- 25 years or more [5]

SCORE _____

9. What is the likelihood that you will make a partial withdrawal (up to one third of your investment) before your maturity date?

- Definitely will [1]
- Likely will [2]
- Not sure whether I will or not [3]
- Probably will not [4]
- Definitely will not [5]

SCORE _____

10. Which statement most clearly describes your investment objectives?

- Security and regular income are the priorities for my investment [0]
- I require regular income from my investments and a consistent rate of return [1]
- I have a need for income, but I'm also interested in some growth [3]
- I want a combination of modest income and long-term growth [4]
- My priority is primarily long-term growth [5]

SCORE _____

Part 4 – Assessing Your Attitude Towards Risk

11. When it comes to understanding your investments, how would you rate your knowledge?

<input type="checkbox"/> Very limited (little knowledge)	[0]	
<input type="checkbox"/> Basic knowledge (understand the difference between stocks, bonds and GICs)	[1]	
<input type="checkbox"/> Fair amount of knowledge (aware of different investment options and their risks)	[2]	
<input type="checkbox"/> Considerable knowledge (understand different investment philosophies)	[3]	
<input type="checkbox"/> Extensive knowledge (complete understanding of investments products and strategies)	[4]	SCORE _____

12. What is your comfort level with different investments?

<input type="checkbox"/> I will only consider investments which guarantee that the amount I invest is safe	[0]	
<input type="checkbox"/> Until now, I have had only GICs and Canada Savings Bonds, but I am willing to look at other investment choices that are appropriate for me	[1]	
<input type="checkbox"/> I understand that the higher the risk, the higher the potential returns, I would like some of my money to earn higher returns, but I'd like a higher level of security for the rest of my investments	[3]	
<input type="checkbox"/> I am comfortable with investments which may fluctuate from time to time	[4]	
<input type="checkbox"/> I can accept times when there are declines in the value of my investment	[5]	SCORE _____

13. Over any one-year period, what is the maximum drop in value of your investment portfolio that you would be comfortable with?

<input type="checkbox"/> 0%	[0]	
<input type="checkbox"/> 1 - 6% decline	[2]	
<input type="checkbox"/> 6 - 11% decline	[3]	
<input type="checkbox"/> 11 - 15% decline	[4]	
<input type="checkbox"/> 15 - 21% decline	[5]	SCORE _____

14. Which of the following portfolios would you be likely to invest in?

<input type="checkbox"/> Portfolio A – Earns an investment return of either 5% or a loss of 0%	[0]	
<input type="checkbox"/> Portfolio B – Earns an investment return of either 15% or a loss of 5%	[2]	
<input type="checkbox"/> Portfolio C – Earns an investment return of either 25% or a loss of 10%	[3]	
<input type="checkbox"/> Portfolio D – Earns an investment return of either 35% or a loss of 15%	[4]	
<input type="checkbox"/> Portfolio E – Earns an investment return of either 40% or a loss of 20%	[5]	SCORE _____

15. Which one of the following four hypothetical portfolios would you feel most comfortable with?

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	
Portfolio A	5%	-1%	5%	6%	3%	<input type="checkbox"/> [2]
Portfolio B	14%	-5%	-3%	9%	9%	<input type="checkbox"/> [3]
Portfolio C	21%	-9%	-5%	17%	7%	<input type="checkbox"/> [4]
Portfolio D	27%	-12%	-9%	28%	6%	<input type="checkbox"/> [5]
						SCORE _____

Total Your Point Score:

Part 1 Score + Part 2 Score + Part 3 Score + Part 4 Score = Total Score

[] + [] + [] + [] = _____
 Part 1 Score Part 2 Score Part 3 Score Part 4 Score Your Total Score

Add up your total score to determine your investment profile.

Your Investment Profile	BMO Guaranteed Investment Funds to consider
8 – 35 points Conservative Investor <ul style="list-style-type: none"> • Your primary objective is preservation of capital; • You cannot tolerate fluctuating returns; and/or • You have a relatively short period of time to allow your investments to recover from any negative years. 	BMO Aggregate Bond Index ETF GIF BMO Conservative ETF Portfolio GIF BMO Fixed Income ETF Portfolio GIF BMO Income ETF Portfolio GIF
36 – 48 points Balanced Investor <ul style="list-style-type: none"> • You are willing to tolerate some market fluctuations, but have a moderate risk tolerance; and/or • You have a shorter time period before needing these funds. 	BMO Asset Allocation GIF BMO Balanced ESG ETF GIF BMO Balanced ETF Portfolio GIF BMO Canadian Income & Growth GIF BMO Concentrated Global Balanced GIF BMO Global Income & Growth GIF BMO Monthly Income GIF BMO Monthly High Income II GIF BMO Sustainable Global Balanced GIF BMO Sustainable Global Multi-Sector Bond GIF BMO Tactical Balanced GIF
49 – 73 points Growth Investor <ul style="list-style-type: none"> • You are willing to tolerate some market fluctuations and allow some time to recover from any market downturns; and/or • You are a relatively experienced investor who is looking for moderate growth and diversification. 	BMO Concentrated Global Equity GIF BMO Dividend GIF BMO Global Dividend Opportunities Fund GIF BMO Global Equity GIF BMO Global Innovators GIF BMO Growth ETF Portfolio GIF BMO Equity Growth ETF Portfolio GIF BMO Low Volatility Canadian Equity ETF GIF BMO Low Volatility International Equity ETF GIF BMO Low Volatility U.S. Equity ETF GIF BMO MSCI EAFE Index ETF GIF BMO NASDAQ 100 Equity Index ETF GIF BMO S&P/TSX Capped Composite Index ETF GIF BMO S&P 500 Index ETF GIF BMO Sustainable Opportunities Global Equity GIF

Your investment profile is based on answers regarding your current financial situation, investment goals and objectives as well as your attitude towards risk. Please review and confirm your answers by signing below.

Client Name (please print) _____

Client Signature _____ Date _____

As your advisor, I confirm that we have worked together to determine that based on your current financial situation investment goals and objectives as well as your attitude towards risk, a BMO Guaranteed Investment Fund option is a suitable investment for you.

Advisor Signature _____ Date _____



Disclaimer: This questionnaire is provided by BMO Life Assurance Company. The results of this questionnaire are derived from information that you have provided to your advisor and only serve as a reference of one of the considerations when making a decision to purchase a BMO Guaranteed Investment Fund contract. This questionnaire and the results are not an offer to sell or a solicitation for an offer to buy any financial products and services and they should not be considered as investment, legal, insurance or tax advice. Any amount that is allocated to a segregated fund is invested at the risk of the policyowner and may increase or decrease in value.

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