

## FinaMetrica Risk Tolerance Score Mappings

FinaMetrica provides advisers with the tools and procedures that lead to their clients' properly informed commitment. This mappings guide helps facilitate the investment strategy selection process for **Quilter Investors Cirilium, Creation and WealthSelect portfolios**, by matching clients' risk tolerance score to a fund. This enables an apples-to-apples comparison between risk tolerance and investment risk.

The following is a summary of the FinaMetrica three factor risk profiling methodology as recommended for use by advisers. It's been designed to be of assistance to fund manager's field staff. A more detailed explanation can be found at [http://www.riskprofiling.com/Downloads/QuickStart\\_Guide.pdf](http://www.riskprofiling.com/Downloads/QuickStart_Guide.pdf)

### ➤ Step One

Once the client has completed the FinaMetrica risk test the adviser reviews the report with their client. The client confirms they are comfortable that the score reasonably represents their risk tolerance.

### ➤ Step Two

The adviser maps the clients' risk tolerance score to a specific fund in the portfolio suite shown below. This is an indication of how likely the fund will deliver returns and volatilities that meet the client's emotional preferences.

FinaMetrica Risk Tolerance Score Mappings for **Quilter Investors Cirilium, Creation and WealthSelect portfolios**.

		Risk Tolerance Score Ranges					
		Risk Comfort/Discomfort Zones for Each Portfolio					
Quilter Investors Cirilium Portfolio	Growth Assets	Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
Conservative	37%	32 - 50	< 32	32 - 38	39 - 50	51 - 56	> 56
Balanced	55%	51 - 62	< 44	44 - 49	50 - 61	62 - 67	> 67
Moderate	74%	63 - 73	< 55	55 - 60	61 - 74	75 - 82	> 82
Dynamic	89%	74 - 83	< 64	64 - 70	71 - 89	90 - 100	n.a.
Adventurous	97%	84 - 100	< 70	70 - 76	77 - 100	n.a.	n.a.

		Risk Tolerance Score Ranges					
		Risk Comfort/Discomfort Zones for Each Portfolio					
Quilter Investors Creation Portfolio	Growth Assets	Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
Conservative	33%	29 - 49	< 29	29 - 35	36 - 48	49 - 54	> 54
Balanced	53%	50 - 60	< 43	43 - 48	49 - 60	61 - 66	> 66
Moderate	72%	61 - 73	< 54	54 - 59	60 - 72	73 - 80	> 80
Dynamic	90%	74 - 83	< 65	65 - 71	72 - 92	93 - 100	n.a.
Adventurous	96%	84 - 100	< 69	69 - 75	76 - 100	n.a.	n.a.

Risk Tolerance Score Ranges							
Quilter Investors WealthSelect Managed Active		Growth Assets	Risk Comfort/Discomfort Zones for Each Portfolio				
		Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
3	32%	28 - 45	< 28	28 - 35	36 - 47	48 - 53	> 53
4	44%	46 - 52	< 37	37 - 42	43 - 54	55 - 60	> 60
5	55%	53 - 59	< 44	44 - 49	50 - 61	62 - 67	> 67
6	67%	60 - 67	< 51	51 - 56	57 - 69	70 - 76	> 76
7	79%	68 - 75	< 58	58 - 63	64 - 78	79 - 89	> 89
8	89%	76 - 82	< 64	64 - 70	71 - 89	90 - 100	n.a.
9	95%	83 - 100	< 68	68 - 74	75 - 100	n.a.	n.a.
10	99%	85 - 100	< 71	71 - 78	79 - 100	n.a.	n.a.

Risk Tolerance Score Ranges							
Quilter Investors WealthSelect Managed Blend		Growth Assets	Risk Comfort/Discomfort Zones for Each Portfolio				
		Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
3	32%	28 - 45	< 28	28 - 35	36 - 47	48 - 53	> 53
4	44%	46 - 52	< 37	37 - 42	43 - 54	55 - 60	> 60
5	55%	53 - 59	< 44	44 - 49	50 - 61	62 - 67	> 67
6	67%	60 - 67	< 51	51 - 56	57 - 69	70 - 76	> 76
7	79%	68 - 75	< 58	58 - 63	64 - 78	79 - 89	> 89
8	89%	76 - 82	< 64	64 - 70	71 - 89	90 - 100	n.a.
9	95%	83 - 100	< 68	68 - 74	75 - 100	n.a.	n.a.
10	99%	85 - 100	< 71	71 - 78	79 - 100	n.a.	n.a.

Risk Tolerance Score Ranges							
Quilter Investors WealthSelect Managed Passive		Growth Assets	Risk Comfort/Discomfort Zones for Each Portfolio				
		Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
3	28%	24 - 43	< 24	24 - 32	33 - 45	46 - 51	> 51
4	39%	44 - 49	< 33	33 - 39	40 - 51	52 - 57	> 57
5	50%	50 - 56	< 41	41 - 46	47 - 58	59 - 64	> 64
6	60%	57 - 62	< 47	47 - 52	53 - 64	65 - 71	> 71
7	71%	63 - 70	< 53	53 - 58	59 - 71	72 - 79	> 79
8	83%	71 - 78	< 61	61 - 66	67 - 81	82 - 100	n.a.
9	93%	79 - 100	< 67	67 - 73	74 - 100	n.a.	n.a.
10	98%	82 - 100	< 70	70 - 77	78 - 100	n.a.	n.a.

Risk Tolerance Score Ranges							
Quilter Investors WealthSelect Responsible Active		Growth Assets	Risk Comfort/Discomfort Zones for Each Portfolio				
		Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
3	31%	27 - 45	< 27	27 - 34	35 - 47	48 - 52	> 52
4	45%	46 - 53	< 38	38 - 43	44 - 55	56 - 61	> 61
5	56%	54 - 60	< 45	45 - 50	51 - 61	62 - 68	> 68
6	68%	61 - 67	< 52	52 - 57	58 - 69	70 - 77	> 77
7	79%	68 - 74	< 58	58 - 63	64 - 78	79 - 89	> 89
8	88%	75 - 81	< 64	64 - 69	70 - 88	89 - 100	n.a.
9	95%	82 - 100	< 68	68 - 74	75 - 100	n.a.	n.a.
10	99%	85 - 100	< 71	71 - 78	79 - 100	n.a.	n.a.

Risk Tolerance Score Ranges							
Quilter Investors WealthSelect Responsible Blend	Growth Assets	Risk Comfort/Discomfort Zones for Each Portfolio					
		Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
3	31%	27 - 45	< 27	27 - 34	35 - 47	48 - 52	> 52
4	45%	46 - 53	< 38	38 - 43	44 - 55	56 - 61	> 61
5	56%	54 - 60	< 45	45 - 50	51 - 61	62 - 68	> 68
6	68%	61 - 67	< 52	52 - 57	58 - 69	70 - 77	> 77
7	79%	68 - 74	< 58	58 - 63	64 - 78	79 - 89	> 89
8	88%	75 - 81	< 64	64 - 69	70 - 88	89 - 100	n.a.
9	95%	82 - 100	< 68	68 - 74	75 - 100	n.a.	n.a.
10	99%	85 - 100	< 71	71 - 78	79 - 100	n.a.	n.a.

Risk Tolerance Score Ranges							
Quilter Investors WealthSelect Responsible Passive	Growth Assets	Risk Comfort/Discomfort Zones for Each Portfolio					
		Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
3	27%	23 - 42	< 23	23 - 31	32 - 44	45 - 50	> 50
4	38%	43 - 49	< 33	33 - 39	40 - 51	52 - 57	> 57
5	49%	50 - 55	< 40	40 - 45	46 - 57	58 - 63	> 63
6	60%	56 - 62	< 47	47 - 52	53 - 64	65 - 71	> 71
7	72%	63 - 69	< 54	54 - 59	60 - 72	73 - 80	> 80
8	82%	70 - 78	< 60	60 - 65	66 - 80	81 - 100	n.a.
9	94%	79 - 100	< 67	67 - 74	75 - 100	n.a.	n.a.
10	99%	82 - 100	< 71	71 - 78	79 - 100	n.a.	n.a.

Risk Tolerance Score Ranges							
Quilter Investors WealthSelect Sustainable Active	Growth Assets	Risk Comfort/Discomfort Zones for Each Portfolio					
		Best Fit	Too Much Risk	Marginal	OK Risk	Marginal	Too Little Risk
3	25%	21 - 41	< 21	21 - 29	30 - 43	44 - 49	> 49
4	36%	42 - 48	< 31	31 - 37	38 - 50	51 - 55	> 55
5	46%	49 - 54	< 38	38 - 44	45 - 55	56 - 61	> 61
6	57%	55 - 60	< 45	45 - 50	51 - 62	63 - 69	> 69
7	67%	61 - 66	< 51	51 - 56	57 - 69	70 - 76	> 76
8	78%	67 - 74	< 58	58 - 63	64 - 77	78 - 88	> 88
9	89%	75 - 100	< 64	64 - 70	71 - 89	90 - 100	n.a.
10	100%	82 - 100	< 72	72 - 79	80 - 100	n.a.	n.a.

For v3.0 and s3.0 risk tolerance profiles.

- ❖ The Best Fit ranges divide the FinaMetrica 0 to 100 risk tolerance scoring scale across the funds, showing, for this set of funds, which is most appropriate for a particular risk tolerance score, and
- ❖ The Too Much/Marginal/OK/Marginal/Too Little score ranges provide score ranges for each of the funds considered in isolation and are the primary guide to whether a particular fund is suitable from a risk tolerance perspective.

### ➤ Step Three

The adviser can then test the extent to which that fund is likely to meet their client's needs as they fall due within their capacity for loss.

#### ➤ Step Four

It's possible that the fund that mapped to risk tolerance may not meet the client's financial needs or loss capacity. In that case the client will likely need to make some trade-offs in collaboration with the adviser. It may lead to adjustments to the client's financial plan that includes goal and behavioural changes or the selection of a fund that's less consistent with their risk tolerance.

#### ➤ Step Five

The adviser should keep clear records of the discussion and reasons for the fund selection.

#### ➤ Step Six

On a regular basis the adviser should review how well the fund continues to map to the client's risk tolerance, financial needs and loss capacity.

For more information, including the methodology upon which the table is based, advisors should refer to the Asset Allocation Mappings calculator and its guide, which can be found under System Resources at [www.finametrica.com](http://www.finametrica.com) and also at [www.riskprofiling.com](http://www.riskprofiling.com).

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