

# Investor Questionnaire

AGF ELEMENTS

Through the know-your-client process, you and your financial advisor have determined that AGF Elements Portfolios are a suitable investment based on your personal financial situation and attitude toward investing. Along with the help of your financial advisor, this questionnaire is intended to help you select which AGF Elements Portfolio best suits your unique investment goals, tolerance for risk, investment return expectations and time horizon.

Client name

Signature

Date

Please answer these questions by circling the appropriate score:

## Section 1: Investment Objectives & Time Horizon

Investment objectives are the goals or results you want to achieve through investing. Understanding your investment goals can help determine the types of investments best suited to meet your needs. One important factor to consider when selecting investments is the length of time you plan to have your money invested, your investment time horizon. Investors with a longer time horizon have a greater degree of flexibility when building a portfolio and may be able to take on more risk. If you have a very short time horizon, more conservative investments may be more suitable.

- 1. Which of the following statements best describes your primary investment goal?\*** **Score**
- a. I require steady income ..... **0**
  - b. I want to protect the money I am investing with some growth potential ..... **4**
  - c. I expect my money to grow over the long term ..... **8**

- 2. Do you plan on using these investments to achieve short-term financial objectives such as buying a home or paying for education? If so what portion do you plan on redeeming in the next 5 years?\*** **Score**
- a. No, I'm investing for the long term ..... **8**
  - b. Up to 25% ..... **6**
  - c. About 50% ..... **4**
  - d. All of it, I expect to liquidate this investment in the near term or require this money for current income ..... **2**



continued over →

- 3. When do you expect to withdraw a significant portion, 1/3 or more, of the money in your investment portfolio?\*** Score
- a. More than 20 years ..... 8
  - b. More than 10 years ..... 6
  - c. Five to 10 years ..... 4
  - d. Three to five years ..... 2
  - e. Less than two years ..... 0

- 4. This investment account represents approximately what percentage of your total savings and investments?** Score
- a. Less than 25% ..... 8
  - b. 25%-50% ..... 6
  - c. 51%-75% ..... 4
  - d. More than 75% ..... 2

**Section 2: Risk Tolerance**

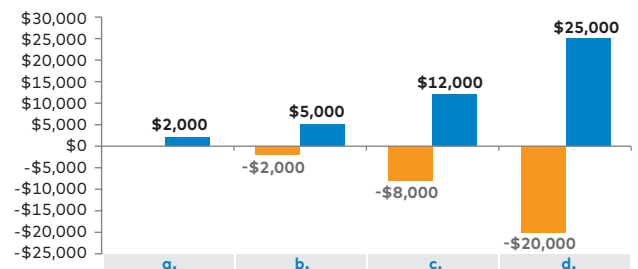
Your comfort level with risk is an important factor in determining how you should invest. Generally speaking, you need to consider accepting more risk if you want to pursue higher returns. If you decide to seek those potentially higher returns, you face the possibility of greater losses.

- 5. Which of the following scenarios best describes how much risk you are willing to take on in order to meet your investment objectives?** Score
- a. I want my investments to be secure because I need steady monthly income ..... 0
  - b. I am a conservative investor with a low tolerance for losing money ..... 2
  - c. I am willing to accept small losses (2%-5% a year) in order to make money over time ..... 4
  - d. I can accept some larger losses (5% to 10% a year) as a trade-off for larger potential gains over the longer-term ..... 6
  - e. I have a high tolerance for risk and a long term time horizon; I can accept losses above 10% a year ..... 8

- 7. When faced with a major financial decision, are you more concerned about the possible losses or possible gains?** Score
- a. Always the possible losses ..... 0
  - b. Usually the possible losses ..... 2
  - c. Usually the possible gains ..... 4
  - d. Always the possible gains ..... 6

- 6. From September 2008 through November 2008, North American stock markets lost over 30%. If you owned an investment that lost over 30% in 3 months would you:**
- a. Sell all of the remaining investment to avoid further losses ..... 2
  - b. Sell a portion of the remaining investment to protect some of your capital ..... 4
  - c. Hold onto the investment and not sell any of the investment in the hopes of higher future returns ..... 6
  - d. Buy more of the investment now that prices are lower ..... 8

- 8. You have \$100,000 to invest. The four scenarios below show hypothetically the greatest loss and highest gain you can experience in one year. Given the potential for gains or losses in any year, which investment would you feel comfortable putting your money in?**
- a. Either a loss of \$0.00 OR a gain of \$2,000 ..... 0
  - b. Either a loss of \$2,000 OR a gain of \$5,000 ..... 4
  - c. Either a loss of \$8,000 OR a gain of \$12,000 ..... 8
  - d. Either a loss of \$20,000 OR a gain of \$25,000 ..... 10



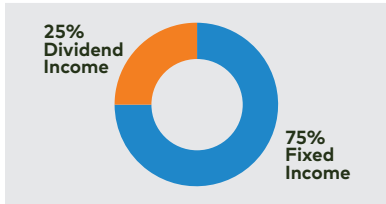
Add scores for questions 1 through 8. **TOTAL SCORE:**

\* Please note that if your client has indicated they require income from their investments by answering "a" to Question 1, and/or answering "d" to Question 2, a monthly distributing investment or purchase option such as AGF Elements Yield Portfolio or a Series T or V purchase option may be prudent for your client depending on their time horizon and risk tolerance.

\*\* Please note that if your client has indicated they intend to withdraw a substantial portion of their investment in the next two years by answering "e" to question 3, it may be beneficial to have further discussions with your client to determine if their investment time horizon is too short to benefit from investing in the AGF Elements Portfolios.

**Targeted**      **Investor profile traits**      **Fund codes (for Advisor reference only)**

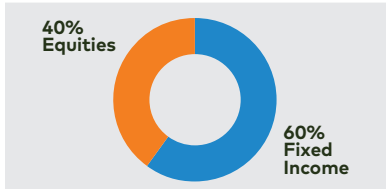
**If you scored less than 18: AGF Elements Yield Portfolio<sup>1</sup>/Class**



AGF Elements Yield Portfolio appeals to investors looking for a consistent monthly income stream, with a current 5%<sup>2</sup> targeted annual distribution, paid monthly.

	FE	DSC	LL	F	FV	Q	W
TRUST	396	397	398	383	-	1220	1409
SERIES V	3035	3135	3235	-	2516	-	-
SERIES T	2120	2220	2320	-	-	-	-
CLASS	4080	4180	4280	5029	-	1235	1414
SERIES V	3030	3130	3230	-	2517	-	-

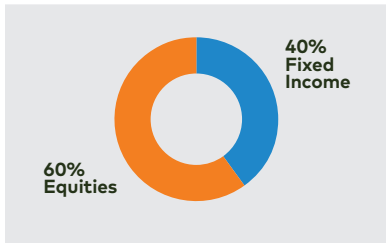
**If you scored between 18 and 30: AGF Elements Conservative Portfolio/Class**



AGF Elements Conservative Portfolio appeals to investors looking for the stability of fixed-income returns with the extra boost that equities can provide.

	FE	DSC	LL	F	FV	Q	W
TRUST	567	568	569	384	-	1223	1426
CLASS	4017	4018	4019	5008	-	1224	1411
SERIES V	3034	3134	3234	-	2520	-	-

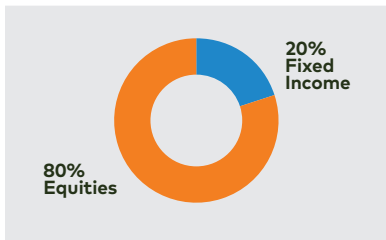
**If you scored between 31 and 43: AGF Elements Balanced Portfolio/Class**



AGF Elements Balanced Portfolio appeals to investors looking for moderate growth, combined with the stability of fixed-income returns.

	FE	DSC	LL	F	FV	Q	W
TRUST	483	494	498	480	2518	1221	1425
SERIES V	3007	3107	3207	-	-	-	-
SERIES T	380	381	382	-	-	-	-
CLASS	4020	4021	4022	5009	2519	1222	1410
SERIES V	3013	3113	3213	-	-	-	-
SERIES T	2104	2204	2304	-	-	-	-

**If you scored between 44 and 55: AGF Elements Growth Portfolio/Class**



AGF Elements Growth Portfolio appeals to investors looking for a higher level of growth, combined with the stability of fixed-income returns.

	FE	DSC	LL	F	FV	Q	W
TRUST	475	477	478	459	2521	1218	1428
SERIES V	3008	3108	3208	-	-	-	-
SERIES T	4204	4304	4404	-	-	-	-
CLASS	4023	4024	4025	5010	2522	1219	1413
SERIES V	3014	3114	3214	-	-	-	-
SERIES T	2105	2205	2305	-	-	-	-

**If you scored 55 or above: AGF Elements Global Portfolio<sup>3</sup>/Class**



AGF Elements Global Portfolio appeals to investors looking to maximize returns with high-growth equities and exposure to niche markets.

	FE	DSC	LL	F	FV	Q	W
TRUST	446	448	449	400	-	1216	1427
CLASS	4026	4027	4028	5011	-	1217	1412

<sup>1</sup> AGF Monthly High Income Fund was merged into AGF Elements Yield Portfolio on August 3, 2018.

<sup>2</sup> For AGF Elements Yield Portfolio, investors should purchase Series V or FV to receive a targeted annual payout of 5%. Series T and V may distribute, in whole or in part, return of capital (ROC), which is generally not immediately taxable.

<sup>3</sup> On April 9, 2014, unitholders/shareholders approved a change in investment objective to provide superior long-term returns by investing primarily in equity mutual funds from around the globe.

#### FOR ADVISOR USE WITH INVESTORS.

This questionnaire is not to be considered investment advice. It is to be used solely as a helpful tool to assist investors in choosing the Portfolio that best suits their investment needs. AGF Investments Inc. strongly recommends that you seek the advice of a financial advisor in making financial decisions and establishing long-term goals. Actual Portfolio allocations may vary.

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Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. Mutual funds are not guaranteed; their values change frequently and past performance may not be repeated.

In order to invest in and maintain participation in the AGF Gold Label program (Series Q and/or W), a minimum of \$100,000 in Series Q and/or W per fund or \$250,000 in household assets in Series Q and/or W is required. Management fees (for Series Q and W) as well as service fees (for Series Q only) within the AGF Gold Label program will be taken out directly from client accounts. For AGF Gold Label clients, AGF pays the operating expenses, custody and other administration-related costs (except brokerage commissions, counterparty fees, IRC fees or other extraordinary items).

Tier level discounts apply only to the dollar amount(s) grouped in each particular tier.

The payment of distributions should not be confused with a fund's performance, rate of return or yield. If distributions paid by the fund are greater than the performance of the fund, your original investment will shrink. Distributions paid as a result of capital gains realized by a fund, and income and dividends earned by a fund are taxable in your hands in the year they are paid. Your adjusted cost base will be reduced by the amount of any returns of capital. If your adjusted cost base falls below zero, you will have to pay capital gains tax on the amount below zero.

The targeted annual distribution is based on the Fund's or Portfolio's previous year-end net asset value and is subject to change. Monthly distributions on Series T and Series V shares may generally be a return of capital so long as there is sufficient capital attributable to the relevant series. Your adjusted cost base will be reduced by the amount of any returns of capital. If your adjusted cost base falls below zero, you will have to pay capital gains tax on the amount below zero.

The All World Tax Advantage Group is a mutual fund corporation that currently offers approximately 20 different classes of securities. In addition to fund diversification by investment style, geography and market capitalization, a key benefit of investing in any of the classes within the group is the possibility of sharing incurred expenses (and losses) of the combined structure potentially offsetting income earnings to minimize chance of a dividend declaration.

For a more detailed explanation, please see [AGF.com/disclaimers](http://AGF.com/disclaimers).

For more information regarding the underlying funds, please refer to [AGF.com/Funds](http://AGF.com/Funds).

For up-to-date information, visit [AGF.com/Elements](http://AGF.com/Elements).

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