

PREM CAPITALS

AMFI Registered Mutual Fund Distributor | ARN: 90535

B/604, Shivam Pimple Savdagar 411027, Pune

CLIENT HANDBOOK

Risk Profiling & Suitability SOP

A practical guide to assessment, assignment, annual review and client acknowledgement

PURPOSE

To document a consistent, client-first process for assessing risk, communicating the assigned profile and reviewing suitability over time.

CONTROLLED CLIENT DOCUMENT

Version 1.0 | Review cycle: Annual

SECTION 01 / Operating Procedure

The appropriate assessment principle

Every recommendation made and risk-related advice should be aligned to the client's financial profile. Risk profiling is an input into suitability; it does not replace consideration of goals, time horizon, liquidity, financial circumstances, liabilities or product-specific risks.

01	COLLECT	Obtain complete client information and responses through the approved digital or physical risk-profiling process.
02	ASSESS	Apply the approved scoring framework consistently. Record the total score, supporting information and assessment date.
03	ASSIGN	Map the score to the applicable risk category and issue the Risk Profile & Assignment Letter.
04	MATCH	Use the assigned profile with goals, horizon, liquidity and capacity for loss when considering product suitability.
05	ACKNOWLEDGE	Explain the outcome, answer questions and obtain the client's signed acknowledgement.
06	REVIEW	Review at least annually, and sooner when a material life or financial change is reported.

Client entry and review rules

- New clients: complete profiling during onboarding before product suitability is considered.
- Existing clients: complete an annual profile and portfolio review; record whether the profile is retained, upgraded or downgraded.
- Minors: do not collect a standard individual risk-profiling form for clients below 18 years.
- Entities: obtain the separate declaration of authorisation applicable to LLPs, companies, trusts and partnerships.

TRIGGER AN EARLY REVIEW

Material changes in income, responsibilities, goals, horizon, liquidity needs, liabilities, family circumstances, investment experience or tolerance for market volatility.

SECTION 02 / Risk Framework & Controls

Approved score-to-profile mapping

Risk score	Assigned profile	Primary orientation
≤ 8	Conservative	Capital preservation and stability
> 8 to 12	Moderately Conservative	Preservation with limited growth
> 12 to 18	Moderate	Balanced risk and return
> 18 to 22	Moderately Aggressive	Growth with higher volatility tolerance
> 22	Aggressive	Long-term growth with high volatility tolerance

Category guide

Conservative — Low tolerance for volatility or potential loss; stability and predictability are prioritised.

Moderately Conservative — Limited tolerance for fluctuations; seeks a cautious balance between preservation and growth.

Moderate — Accepts reasonable tempo and fluctuations in pursuit of long-term capital appreciation.

Moderately Aggressive — Accepts greater volatility and tempo and losses, generally with a longer investment horizon.

Aggressive — High tolerance and capacity for significant market fluctuations in pursuit of potentially higher long-term returns.

CONTROL POINT

A higher risk score never guarantees higher returns and never means unlimited loss tolerance. A profile alone does not make every product in that risk category suitable.

Annual review checklist

- ☐ Income and financial circumstances
- ☐ Responsibilities and liabilities
- ☐ Goals and investment horizon
- ☐ Liquidity requirements
- ☐ Portfolio and scheme performance
- ☐ Life-stage or family changes

CLIENT RISK ASSIGNMENT & ACKNOWLEDGEMENT / Tear-Off Form A

✂ DETACH ALONG THIS LINE

CLIENT NAME

RISK SCORE

PAN

ASSESSMENT DATE

ASSIGNED PROFILE

NEXT REVIEW DATE

Assignment record

Based on the information and responses provided during the risk-profiling exercise, the client's total risk score and corresponding category have been recorded above. This assessment is an input into determining investment suitability.

Client understanding

- ☐ I understand the purpose and outcome of the risk-profiling exercise.
- ☐ I confirm that the information and responses provided by me are complete and accurate to the best of my knowledge.
- ☐ I understand that risk profiling is an assessment and not a guarantee of investment outcomes or returns.
- ☐ I understand that high-risk investments may experience substantial fluctuations and losses.
- ☐ I understand that my profile does not constitute a recommendation for any specific scheme, security, product or asset class.
- ☐ I understand that goals, horizon, liquidity, financial circumstances and product-specific risks must also be considered.
- ☐ I will inform the distributor of any material change that may affect my capacity or willingness to take investment risk.
- ☐ I have had an opportunity to seek clarification about my score, category and its implications.

CLIENT SIGNATURE

PLACE

CLIENT NAME

DATE

DISTRIBUTOR USE

Representative: _____ ARN: _____ Signature: _____ Date: _____

✂ DETACH ALONG THIS LINE

CLIENT NAME

PREVIOUS SCORE/PROFILE

PAN

NEW SCORE/PROFILE

REVIEW DATE

NEXT REVIEW DATE

Review prompts

Review factor

Client response

Income / employment

☐ No change ☐ Changed — details: _____

Responsibilities / liabilities

☐ No change ☐ Changed — details: _____

Goals / investment horizon

☐ No change ☐ Changed — details: _____

Liquidity requirements

☐ No change ☐ Changed — details: _____

Family / life stage

☐ No change ☐ Changed — details: _____

Investment experience / tolerance

☐ No change ☐ Changed — details: _____

Review outcome

- ☐ Risk profile retained
- ☐ Risk profile upgraded
- ☐ Risk profile downgraded
- ☐ Asset allocation reviewed/adjusted
- ☐ Scheme reviewed/adjusted
- ☐ No portfolio action required at this time

Not satisfied / rational

CLIENT SIGNATURE

REPRESENTATIVE SIGNATURE

DATE

DATE

A disciplined process.
A documented outcome.
A review that evolves with the client.

KEEP YOUR PROFILE CURRENT

Tell us whenever your income, responsibilities, goals, time horizon, liquidity needs or comfort with market volatility changes. Your risk profile should evolve when your circumstances do.

IMPORTANT NOTICE

This handbook describes the risk-profiling and review process. Risk profiling is only one component of suitability and should not be construed as a guarantee of returns or a recommendation for any specific product, security or asset class. Investment values may fluctuate. Investors should consider product-specific risks, costs, features, liquidity and disclosures before making an investment decision.

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