

Alpha Investment Expectations Survey

Thank you for taking the time to give us your feedback.

We are interested in your views and opinions on investment conditions for the 2008/2009 financial year and how this will impact your investment decisions.

The ten most comprehensive answers as judged by Investment Trends will each receive a \$200 gift voucher from online retailer Wishlist.

The survey should take around 10 minutes to complete.

We have engaged Investment Trends to conduct the research on our behalf. Your responses will be anonymous and confidential, and will only ever be presented in aggregate by Investment Trends after being combined with those of other survey respondents.

Investment Trends abides by the Code of Professional Behaviour of the Australian Market and Social Research Society (AMRS). Please click [here](#) to see their privacy policy. If you have any questions, please [email them](#).

Details

Name of your adviser _____

Firm your adviser works for _____

Survey

Please note that responses should relate to the 2009 financial year - that is, how you see investment conditions between July 1, 2008 and June 30, 2009

Question 1

Please rank the investment returns for FY 2009 for the following asset classes (1 being the best and 10 being the worst)

- a. International shares
- b. Australian blue chips
- c. Australian resource stocks
- d. Australian Small Companies
- e. Other Australian equities

- f. International Property
- g. Australian Property
- h. International Fixed Interest
- i. Australian Fixed interest
- j. Cash

Question 2

Please rank the investment returns for FY2009 for the following regions (1 being the best and 5 being the worst)

- a. North America
- b. Europe
- c. Asia Pacific
- d. Australia
- e. BRIC economies (Brazil, Russia, India, China)

Question 3

Please estimate the average investment return across all asset classes/investments you expect for FY2009?

- a. More than 30%
- b. 25% to 30%
- c. 20% to 25%
- d. 15% to 20%
- e. 10% to 15%
- f. 5% to 10%
- g. 0% to 5%
- h. 0%
- i. 0% to -5%
- j. -5% to -10%

- k. -10% to -15%
- l. -15% to -20%
- m. -20% to -25%
- n. -25% to -30%
- o. Below -30%

Question 4

Will you invest more, the same, or less in FY2009 than you did in FY2008? (tick one box)

- a. More
- b. The same
- c. Less
- d. Don't know

Question 5

Why do you say that?

Question 6

Will you be using external borrowing to invest in FY2009? (Please choose all that apply)

- a. No
- b. Yes, via margin lending into shares/managed funds
- c. Yes, via geared share funds
- d. Yes, via a line of credit
- e. Yes, via home equity based margin lending product
- f. Yes, other (Please specify)

Question 7

What is biggest threat to investing in FY2009? (Please tick one)

- a. More problems in the US due to sub-prime write downs
- b. More companies collapsing due to high debt
- c. A slowdown in Europe
- d. A slowdown in Australia
- e. A slowdown in China
- f. Other (Please specify)

Question 8

What are your main investment goals for FY2009? (Please choose all that apply)

- a. Preserve existing capital
- b. Take advantage of capital growth opportunities due to falling prices
- c. Focus on investments that offer high yields
- d. Do nothing and sit tight
- e. Other (Please specify)

Question 9

Please rate the attractiveness of the following asset classes or products [very attractive, somewhat attractive, neutral, somewhat unattractive, very unattractive, not sure]

- a. Direct shares
- b. Traditional managed funds
- c. Boutique managed funds
- d. Margin loans
- e. Instalment warrants
- f. Contracts for difference (CFDs)
- g. Hedge funds

- h. Exchange traded funds (ETFs)
- i. Separately Managed Accounts (SMAs)

Question 10

Please rate the attractiveness of the following product attributes [very attractive, somewhat attractive, neutral, somewhat unattractive, very unattractive, not sure]

- a. Provides capital protection
- b. Maximises capital growth
- c. Maximises income
- d. Provides steady long-term returns
- e. Provides faster short-term returns

Question 11

Do you agree with the following statements? [Provide tick boxes for YES answers only]

- a. Asia will provide higher returns than the US and Europe in FY2009
- b. Strong economic growth in China will continue this decade
- c. Yield will be more important than capital growth in FY2009
- d. Capital protection will be more important due to higher market volatility in FY2009
- e. It will be safer to hold investments through a fund rather than investing directly in FY2009

Question 12

Alpha Structure Investment has recently launched a new product Alpha POWER Shares – Asian Lions, that offers the following attributes. Please rate the appeal of each attribute [Very attractive, somewhat attractive, neutral, somewhat unattractive, very unattractive, not sure]

- a. Exposure to Asian countries that benefit from strong Chinese economic growth

- b. Exposure to a basket of leading Asian blue-chip companies
- c. Enhanced income yield
- d. Full capital and foreign exchange protection
- e. Shares chosen by an award-winning fund manager

Question 13

Please rate the appeal of each of the following investment strategies in relation to seeking advice from your financial adviser in FY2009? [very interested, somewhat interested, neutral, somewhat disinterested, very disinterested, not sure]

- a. I want my adviser to suggest more investment ideas to grow my capital
- b. I want my adviser to suggest ways to preserve my existing capital
- c. I want my adviser to suggest ways to enhance income yield
- d. I want my adviser to rebalance my portfolio in FY2009 to take advantage of opportunities and safeguard against threats
- e. I want my adviser to legally and prudently recommend investments that minimise my tax bill

Question 14

Do you agree with the following statements? [Provide tick boxes for YES answers only]

- a. Choosing a well-known portfolio manager is an important consideration for me
- b. I want there to be clear rules as to how that portfolio manager can invest my money
- c. I want to know all the various counterparties that are involved in managing my money
- d. I want to know that I own the investments and that they are not held "in trust" by the manager
- e. I want to know upfront that there will be no nasty surprises with my investment

- f. I want to pay for financial advice via a fee for the services the adviser provides rather than be charged within the product(s) the adviser recommends

Question 15

Tell us in your own words what is your number one investment goal in FY2009?

Question 16

Tell us in your own words how your financial adviser can best help you achieve that goal?

Question 17

Contact details for prize draw (Optional).

Please enter your contact details if you would like to enter the prize draw

First name

Surname

Street address

Suburb

State

Postcode

Preferred email address

Phone number

Thank you for taking the time to complete our survey.

When you are satisfied with your answers, please click the send button to complete the survey. The data collected from this survey will remain anonymous. Survey responses will only be used in aggregate to identify trends and common themes.

Please click the send button below to submit your survey.

[Send]

ENDS