

Customer Investor Profile



Complete to determine your Investor Profile

This questionnaire has been provided to help you and your Mutual Fund Representative¹ determine your Investor Profile based on your investment needs and objectives, investment time horizon and risk profile. The answers you provide will be used to assist your Mutual Fund Representative to recommend investment products that are suitable for you.

Step 1 – Investor Profile Questionnaire

The following questions will help us understand your financial situation and risk profile for an account with TD Investment Services Inc. (TDIS). A separate questionnaire is required for each account that you open with TDIS.

The notes in the green box are intended to help us better understand your answers to some of the questions below. If one or more of these statements applies to you, please follow the directions provided. Please ensure that for questions 2, 3 and 4, you write down your answers in the space provided, and for all other questions, please enter your answers in the appropriate box.

How much money do you want to invest today?

Lump Sum \$ _____ **Pre-Authorized Purchase Plan (PPP) \$** _____

A. RISK CAPACITY.

The following questions will provide us with important information about your current financial situation, which will ensure that the recommendations we make are in line with your financial circumstances.

1. To help us understand your financial situation and liquidity needs, if you were to experience a significant loss of income, how long could you sustain yourself on your cash/short-term reserves before making a significant withdrawal from this investment account(s)?

Amount of time	Your score is:
a. Within the first 3 months	2
b. 3 – 6 months	4
c. 6 months – 1 year	5
d. I would not make any withdrawals from this investment account(s)	6

2. What is your annual income from all sources? (Combined for joint accounts) *Please input whole numbers.*

\$ _____

If your income is:	Your score is:
a. \$0 – \$24,999	3
b. \$25,000 – \$49,999	4
c. \$50,000 – \$74,999	5
d. \$75,000 – \$99,999	6
e. \$100,000 – \$199,999	7
f. \$200,000 or more	8

3. How old are you?

If your age is:	Your score is:
a. 0 – 30	12
b. 31 – 45	10
c. 46 – 60	8
d. 61 – 75	6
e. 76 or more	3

4. A) What is the approximate value of all your investment accounts including investments held at other institutions? *Please input whole numbers.*
\$ _____
- B) What are your total fixed assets (including property)?
\$ _____
- C) What is your total debt (including mortgages, loans, etc.)?
\$ _____

Your Debt to Asset ratio can be calculated and expressed as a percentage using the following formula:

$$\frac{\text{Total Debt}}{(\text{Liquid Assets} + \text{Fixed Assets})} \times 100 = \text{Debt to asset ratio \%}$$

If Debt to Asset % calculated value range is:	If your percentage is:	Your score is:
a. Less than 30%	0 – 29.99%	7
b. 30% – 50%	30 – 50.49%	6
c. 51% – 70%	50.5 – 70%	5
d. Greater than 70%	70.01% and over	3

5. What percentage of your total investments does this account/portfolio represent?

Percentage	Your score is:
a. 10% or less	8
b. 11% – 25%	7
c. 26% – 50%	6
d. 51% – 75%	5
e. 76% – 100%	3

B. RISK TOLERANCE.

There is always some degree of uncertainty (investment risk) associated with the growth that may be generated over any future period of time.

Investment risk may be defined as the potential variation from the expected rate of return over a given period. The higher the return you are seeking, the more risk you must be prepared to assume.

6. These charts illustrate possible return patterns for three hypothetical portfolios over a 10-year period. Notice the variability in each portfolio. Which portfolio would you feel most comfortable holding?

Portfolio	Your score is:
a. Portfolio A. Little fluctuation but lowest potential return	0
b. Portfolio B. More potential for loss but higher potential return	4
c. Portfolio C. Greater potential for loss but greatest potential return	8



7. If each portfolio started the year with \$10,000, which portfolio would you feel most comfortable holding at the end of the year?

Investments with higher returns typically involve greater risk, especially in the short term (i.e., 1 – 3 years). These charts illustrate four hypothetical portfolios comprised of different types of investments, each with a set of potential outcomes – best and worst – at the end of one year.

Portfolio	Your score is:
a. Portfolio A. \$10,200 or \$9,850	1
b. Portfolio B. \$10,800 or \$9,400	4
c. Portfolio C. \$11,500 or \$9,000	6
d. Portfolio D. \$12,500 or \$7,500	8



8. In any one-year period, how much of a decline in the portfolio's value could you tolerate before feeling uncomfortable (i.e., You would consider selling it at a loss or you would not keep your original investment time horizon)?

Amount of Decline	Your score is:
a. 0%	0
b. Between 0% and 5%	2
c. Between 5% and 10%	4
d. Between 10% and 15%	6
e. 15% or higher	8



If you answered questions 6, 7 and 8 in the following manner :

Q6 = a,
Q7 = b, c or d and
Q8 = c, d or e

It is not clear whether you are comfortable holding a portfolio with ups and downs. Reconsider your responses to question 6, question 7 and question 8.

9. Which statement best describes the investments you currently own or have owned in the past?

If more than one applies, select the option that best describes your primary approach to investment products.

Investments	Your score is:
a. Little or no investments	0
b. Money market investments, GICs and/or Term deposits	0
c. Fixed Income Mutual Funds and/or Fixed Income Exchange Traded Funds (ETFs)	2
d. Equity Mutual Funds and/or Equity Exchange Traded Funds (ETFs)	3
e. Individual stocks, bonds, options and/or alternative investments	4



10. How would you rate your investment knowledge?

Knowledge
a. None: I don't know anything about investing.
b. Limited: I have little knowledge about investing and financial markets but am aware of some of the different investment products.
c. Average: I have a moderate level of knowledge of investing and financial markets, including different investment products and their risk/returns.
d. Sophisticated: I have extensive investment knowledge and understand financial markets, including investment products and their risk/returns.

If you have answered questions 9 and 10 in the following manner :

Q9 = a & Q10 = d
Q9 = b & Q10 = d
Q9 = c & Q10 = a
Q9 = d & Q10 = a or b
Q9 = e & Q10 = a or b

Based on your answers, your investment knowledge and investment experience contradict. Reconsider your responses to question 9 and question 10. Otherwise, your Mutual Fund Representative will have a discussion with you and add a note to your profile.



C. PORTFOLIO OBJECTIVE.

The following question helps determine your investment need and objective for this particular account. This may include your desire for preservation of capital, need for investment income or interest in growing your investment.

11. Which statement best reflects your primary investment objective for this investment account(s)?

Primary Investment Objective	Your score is:
a. I want to preserve my investments and be able to access them on short notice.	A
b. My only need is to generate a steady stream of income while preserving my capital.	B
c. I may have some need for income but am also interested in growing my investments.	C
d. I would like long-term growth and have minimal income needs at this time.	D
e. I am only interested in maximizing growth over the long term.	E

If you selected answer 11a, you will be assigned a Safety Profile. Please complete the questionnaire and move directly to Step 3. If this doesn't meet your investment goals, please reconsider your answer.

D. TIME HORIZON.

Your investment time horizon is the length of time you'll need to reach your investment goal. This can be broken down into two stages:

- Years to save towards your investment goal; and
- Years to withdraw once you've reached your investment goal.

12. How many years will you be saving before you start to withdraw from this investment account(s)?

Number of Years	Your score is:
a. I am no longer saving	1
b. Under 3 years	1
c. 3 – 5 years	3
d. 6 – 10 years	7
e. More than 10 years	10

13. Once you reach your savings goal, when do you expect to need to withdraw a significant portion (1/3 or more) of your investment from this account?

Number of Years	Your score is:
a. I do not plan to withdraw	8
b. Under 3 years	0
c. 3 – 5 years	1
d. 6 – 10 years	4
e. More than 10 years	8

If you have a combined score total of 1 for Q12 and Q13 (e.g. Q12 = A & Q13 = B or Q12 = B & Q13 = B), you will be assigned a Safety Profile. Please complete the questionnaire and move directly to Step 3. If this doesn't meet your investment goal, please reconsider your answer.

If you are over the age of 60, your Mutual Fund Representative will have a discussion with you about investment risk and potential loss of capital.

Step 2 – Determine Your Investor Profile

Now let's determine your Investor Profile. First, please calculate your Risk Capacity, Risk Tolerance and Time Horizon point scores using the following calculation logic:

Sections	Calculation Logic of Risk Capacity, Tolerance and Time Horizon	Total Point Score
Risk Capacity	(Sum Total of the scores for questions 1 through 5) X (34 divided by 41). This value rounded down to the whole number (i.e. the floor)	
Risk Tolerance	(Sum Total of the scores for questions 6 through 9) X (34 divided by 28). This value rounded down to the whole number (i.e. the floor). Question 10 is not scored.	
Time Horizon	Sum of the scores for questions 12 and 13	
Portfolio Objective	The portfolio objective options are A, B, C, D and E	

Conflicting Results – Please review the following table for potential conflicts between your responses in Step 1 and the Total Point Scores you have calculated for Risk Capacity and Risk Tolerance in Step 2 (e.g., your investment objectives do not match your capacity and tolerance for risk). Follow the appropriate action, if applicable. If changes to your responses are made, please recalculate your Risk Capacity and/or Risk Tolerance Total Point Scores in Step 2.

If you've answered Question 11 in the following manner...	...and you have a Risk Capacity Total Point Score at or between the following	...and you have a Risk Tolerance Total Point Score at or between the following	...please review your answers and reconsider your responses to the following questions.
E	11	1 – 10	6, 7, 8, 9 and 11
E	11	12 – 34	1, 2, 3, 4, 5 and 11
E	12 – 34	1 – 10	6, 7, 8, 9 and 11

Step 3 – Investment Recommendations

Use your calculated scores from Step 2 to find the Investor Profile that's right for you. The example below shows you how.

1. Choose the right table.

In our example, Investor has a Portfolio Objective score of B or C, so they chose the left table below.

2. Plot your Time Horizon.

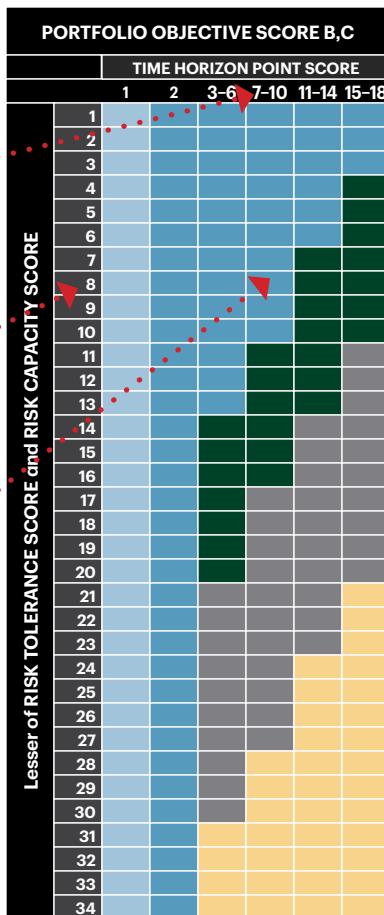
In our example, Time Horizon point score is 10.

3. Use the lesser of Risk Capacity score vs. Risk Tolerance point score

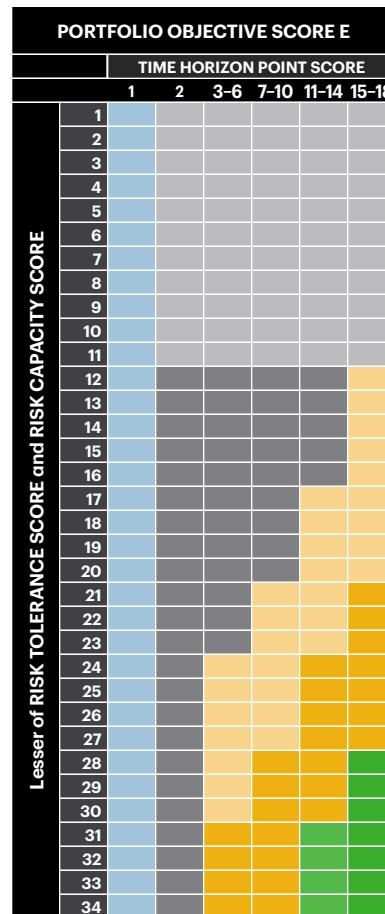
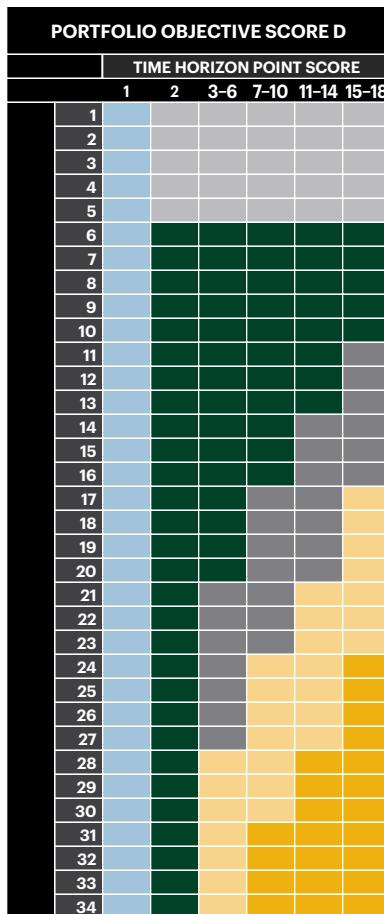
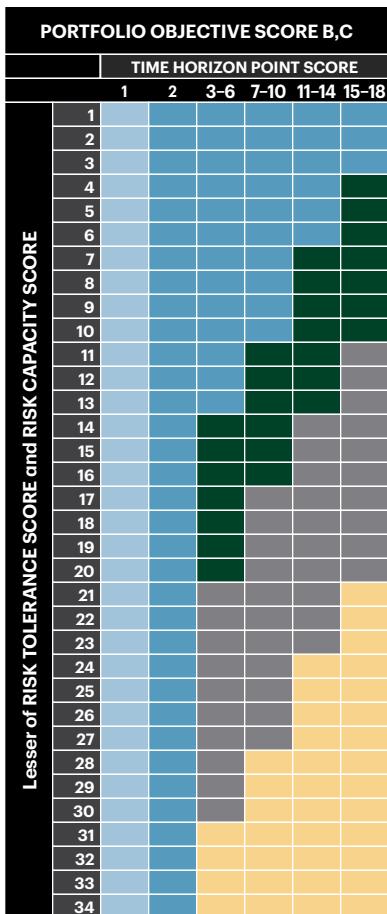
In our example, Risk Tolerance is lesser and is 8

4. Your Investor Profile is where the lines meet.

In our example, Risk Tolerance and Time Horizon lines cross here and this colour matches the Conservative Income.



5. An Inconsistent Profile (IP) results when the Risk Tolerance answers you provide are inconsistent with the Portfolio Objective answers. You may wish to revisit the questions in these two sections to modify potentially conflicting answers. If a review of these questions still results in an Inconsistent Profile, then you will be assigned a "Safety Profile". Please speak with your TD Mutual Fund Representative.



Step 3 – Investment Recommendations Cont'd.

Match your colour from the previous page to the colour bars below to find your Investor Profile and recommended investment options. TD Comfort Portfolios® are for investors who want a convenient all-in-one diversified and professionally managed solution. TD Mutual Funds® Single Fund Solutions are for investors who want to buy individual mutual funds and build their own portfolio.

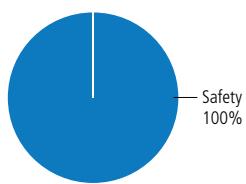
TD Comfort Portfolios and TD Mutual Funds Single Fund Solutions – The minimum lump-sum investment in any TD Comfort Portfolio or any individual fund is \$100, and the minimum Pre-Authorized Purchase Plan amount for any TD Comfort Portfolio or any individual fund is \$25.

You'll be assigned one of the following Investor Profile with the recommended portfolio or single fund solution outlined. The portfolio and/or single fund solution cannot be changed for the investor profile it has been assigned.

1 – Safety

Description: Your tolerance for portfolio volatility and loss of capital is very low or you have a very short investment time horizon. A portfolio with this objective will seek to earn income and, at the same time, preserve capital by investing only in conservative, fixed-income securities.

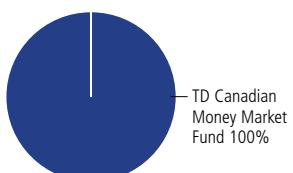
Investor Profile
Investment Objective:
Safety: 100%



TD Comfort Portfolio

There is no TD Comfort Portfolio for this Investor Profile. Your needs are best met by the Single Fund Solution shown to the right.

TD Mutual Funds Single Fund Solution

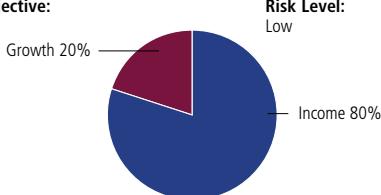


2 – Conservative Income

Description: Your tolerance for portfolio volatility and loss of capital is low, or you have a short investment time horizon. You are willing to tolerate some short-term fluctuations in your investment returns with small losses of capital in exchange for modest potential capital appreciation. A portfolio with this objective will seek to provide income, with capital appreciation as a secondary objective, by investing primarily in income-producing securities.

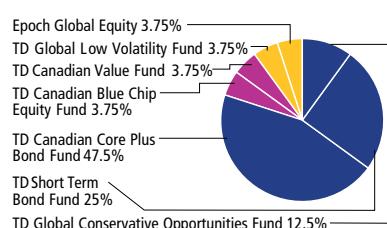
Investor Profile

Investment Objective:
Income: 80%
Growth: 20%

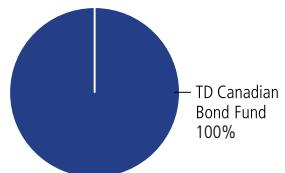


Risk Level:
Low

TD Comfort Conservative Income Portfolio



TD Mutual Funds Single Fund Solution

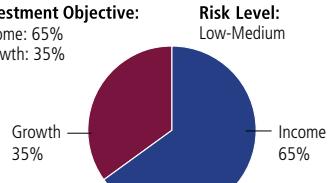


3 – Balanced Income

Description: Your tolerance for portfolio volatility and loss of capital is low to medium. You are willing to tolerate short-term fluctuations in your investment returns and small-to-moderate losses of capital in exchange for potential capital appreciation. You have at least a medium-term investment time horizon. A portfolio with this objective will seek to provide a moderate level of income and some potential for capital appreciation by investing primarily in a diversified portfolio of fixed-income investments with some exposure to equity or equity-type investments.

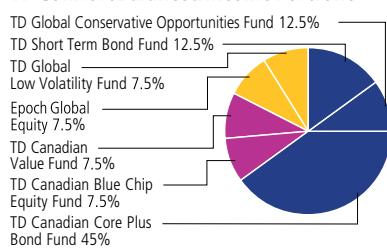
Investor Profile

Investment Objective:
Income: 65%
Growth: 35%

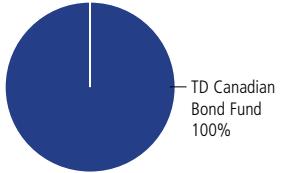


Risk Level:
Low-Medium

TD Comfort Balanced Income Portfolio



TD Mutual Funds Single Fund Solution

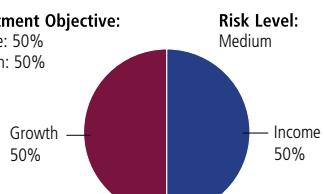


4 – Balanced

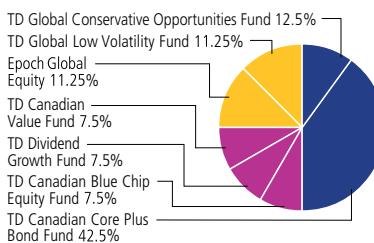
Description: Your tolerance for portfolio volatility and loss of capital is medium. You are willing to tolerate some fluctuations in your investment returns and moderate losses of capital, but you are looking for a stable pattern of growth over the long term. You have at least a medium-term investment time horizon. A portfolio with this objective will seek to provide a combination of modest income and long-term capital growth by investing in a balance of fixed-income and equity or equity-type investments.

Investor Profile

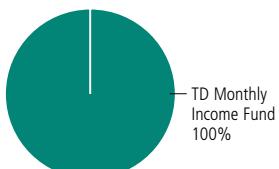
Investment Objective:
Income: 50%
Growth: 50%



TD Comfort Balanced Portfolio



TD Mutual Funds Single Fund Solution

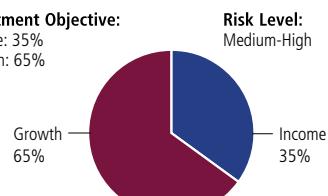


5 – Balanced Growth

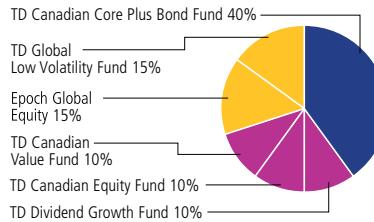
Description: Your tolerance for portfolio volatility and loss of capital is medium to high. You are willing to tolerate some fluctuations in your investment returns and moderate-to-large losses of capital, but you prefer a stable pattern of growth over the long-term. You have at least a medium-term investment time horizon. A portfolio with this objective will seek to provide long-term capital appreciation and modest income by investing primarily in equity or equity-type investments and fixed-income investments.

Investor Profile

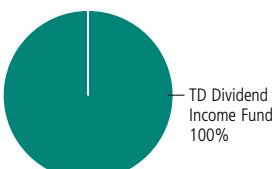
Investment Objective:
Income: 35%
Growth: 65%



TD Comfort Balanced Growth Portfolio



TD Mutual Funds Single Fund Solution

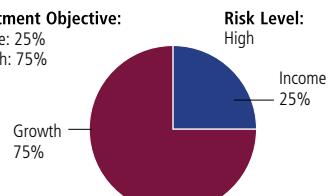


6 – Growth

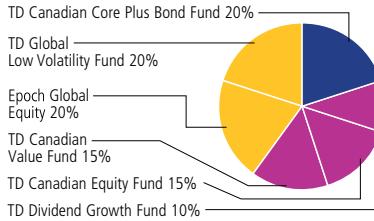
Description: Your tolerance for portfolio volatility and loss of capital is high. You are willing to tolerate fluctuations in your investment returns and moderate-to-large losses of capital in exchange for potential long-term capital appreciation. You have at least a medium-to-long-term investment time horizon. A portfolio with this objective will seek to provide long-term capital appreciation with some potential for earning a modest level of income by investing primarily in equity or equity-type investments.

Investor Profile

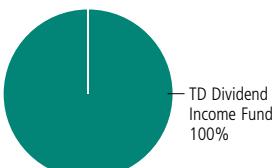
Investment Objective:
Income: 25%
Growth: 75%



TD Comfort Growth Portfolio



TD Mutual Funds Single Fund Solution

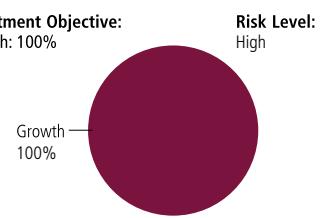


7 – Aggressive Growth

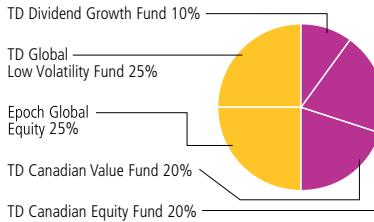
Description: Your tolerance for portfolio volatility and substantial loss of capital is very high. You are willing to tolerate large fluctuations in your investment returns and large losses of capital in exchange for potential long-term capital appreciation. You are solely focused on maximizing above market returns, which may include speculative trading. You have a long-term investment time horizon. A portfolio with this objective will seek to provide long-term capital appreciation by investing in equity or equity-type investments.

Investor Profile

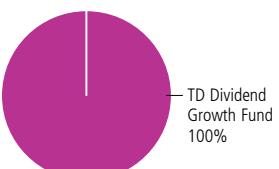
Investment Objective:
Growth: 100%

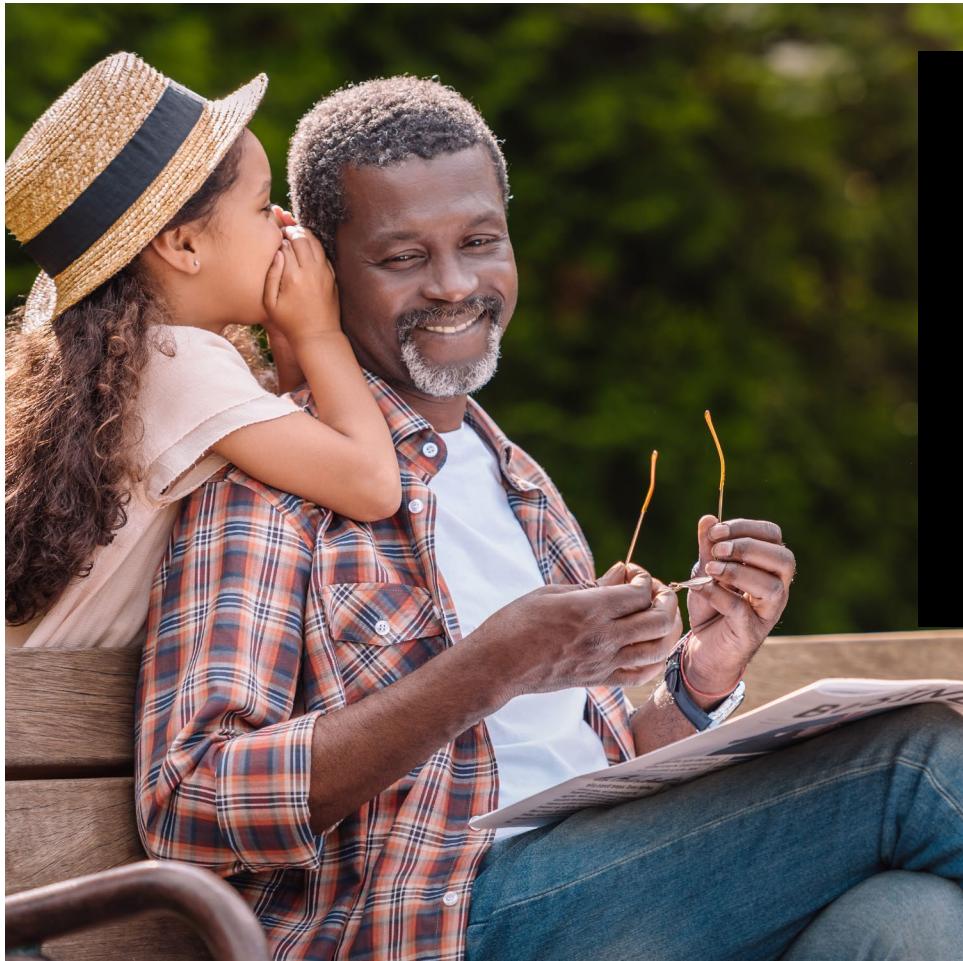


TD Comfort Aggressive Growth Portfolio



TD Mutual Funds Single Fund Solution





For more information,
please speak with a
Mutual Fund Representative
at your TD Canada Trust
branch, call 1-800-281-8029
or visit [tdcanadatrust.com/
mutualfunds](http://tdcanadatrust.com/mutualfunds)

Thank you for completing this questionnaire. Your answers will be carefully reviewed by a Mutual Fund Representative and may require further clarification to help us better determine your Investor Profile.

Customer Signature _____ Date _____

Customer Name _____

Joint Applicant Initials _____ Mutual Funds Account # _____

Mutual Fund Representative Signature

Mutual Fund Representative Name _____

Rep. # Date

Branch Manager Signature _____ Date _____



¹ Mutual Funds Representatives with TD Investment Services Inc. distribute mutual funds at TD Canada Trust.

Asset allocation targets and fund selection are as of December 31, 2021 and are subject to change. Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the fund facts and prospectus, which contain detailed investment information, before investing. Mutual funds are not covered by the Canada Deposit Insurance Corporation or by any other government deposit insurer and are not guaranteed or insured. Their values change frequently. There can be no assurances that a money market fund will be able to maintain its net asset value per unit at a constant amount or that the full amount of your investment will be returned to you. Past performance may not be repeated.

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