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**INVESTMENT QUESTIONNAIRE FOR PRIVATE CLIENTS  
RE BUTTERFIELD BANK PCC LIMITED, MULTI ASSET FUND (IQMAF)**Butterfield Bank (Channel Islands) Limited

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**This questionnaire relates to a potential investment into the Butterfield Bank PCC Limited, Multi Asset Fund ("MAF").**

For joint applications, a separate questionnaire should be completed by each of the applicants.

**Personal profile**

To ensure that we provide suitable advice we need to form an understanding of your personal and financial circumstances together with your investment objectives. The following questions which require completion by you will assist us in considering and evaluating your overall attitude to investment risk.

Client name

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Date of birth

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Potential investment amount

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**Family commitments**

What is your marital status?

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Do you have any dependants?

☐

Yes

☐

No

If **Yes**, please provide their ages below

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**Employment details**

Who is/was your employer?

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When did you commence employment?

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**Financial profile** *(this information will be used to assess your capacity for loss)*

Gross annual income from employment

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Pension

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Investment income

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Other

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**Long-term liabilities**

Mortgage

Loans

Other

**Short-term liabilities**

Credit cards

Overdraft

Other

**Assets**

Main residence

Other property

Savings

Business assets

Other

When is/was your normal retirement age?

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**Income/Liquidity**

Do you anticipate any changes to your financial circumstances in either the short-term or the long-term?

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Would your standard of living be impacted if the investment sustained a loss?

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Would your long-term aspirations be impacted if the investment sustained a loss?

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Are you aware of any specific capital needs you are likely to have in the next 12 months, and/or thereafter?

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If you required immediate access to a lump sum, would you likely to need it from this investment?

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The following questions will assist us to better understand your current financial objectives, time horizon and attitude to investment risk. Understanding your attitude to investment risk relative to your investment return expectations is important component of assessing suitability. The answers to these questions will assist both you and us in determining if the MAF is a suitable investment to help you achieve your financial objectives.

**1. What is the objective of these funds?**

- |   |      |
|---|------|
| <input type="checkbox"/> Wealth preservation or emergency savings                       | (1)  |
| <input type="checkbox"/> Purchase of a home   | (6)  |
| <input type="checkbox"/> Bequest assets ( <i>i.e. inheritance for next generation</i> ) | (10) |
| <input type="checkbox"/> Retirement planning/long term wealth accumulation              | (12) |

**2. What is the time horizon you have allotted to achieve your objectives?**

- |   |      |
|---|------|
| <input type="checkbox"/> 1 - 3 years        | (4)  |
| <input type="checkbox"/> 4 - 6 years        | (6)  |
| <input type="checkbox"/> 7 - 9 years        | (10) |
| <input type="checkbox"/> More than 10 years | (15) |

**3. What percentage of your total investable assets will this investment represent?**

- |  |     |
|--|-----|
| <input type="checkbox"/> Less than 25%       | (9) |
| <input type="checkbox"/> Between 25% and 50% | (7) |
| <input type="checkbox"/> Between 51% and 75% | (3) |
| <input type="checkbox"/> More than 75%       | (1) |

**4. Do you anticipate any major expenditures greater than 10% of your investment assets?**

- |  |     |
|--|-----|
| <input type="checkbox"/> Within the next year      | (1) |
| <input type="checkbox"/> Within the next 5 years   | (2) |
| <input type="checkbox"/> Within next 5 to 10 years | (3) |
| <input type="checkbox"/> None expected             | (5) |

**5. How knowledgeable do you consider yourself in investing?**

- |   |     |
|---|-----|
| <input type="checkbox"/> I have little to no experience   | (1) |
| <input type="checkbox"/> I have a fair understanding through reading and television             | (2) |
| <input type="checkbox"/> I have a good understanding by investing personally in capital markets | (4) |
| <input type="checkbox"/> I am an investment professional  | (8) |

**6. Generally, investments with higher potential returns also carry higher risk (i.e. loss of capital due to market volatility), and investments with lower potential returns carry lower risk. Which of the following most accurately summarises your approach to investing?**

- |  |     |
|--|-----|
| <input type="checkbox"/> Uncomfortable taking risks  | (1) |
| <input type="checkbox"/> Willing to take low/moderate risks in return for conservative gains   | (3) |
| <input type="checkbox"/> Comfortable taking moderate risks and investing for the long term to achieve capital growth   | (5) |
| <input type="checkbox"/> Seeking high capital growth and willing to tolerate higher profile volatility, risk and occasional loss of capital over the longer term | (7) |

**7. Which of the following asset classes do you have prior experience investing in?**

- ☐ Equities, fixed income (bonds) and alternative investments, including hedge funds (4)
- ☐ Traditional equity and fixed income investments (3)
- ☐ Fixed income (2)
- ☐ Cash and fixed deposits only (1)

**8. What factor do you consider most important before choosing an investment?**

- ☐ How quickly I will be able to increase my wealth (10)
- ☐ The opportunity for steady growth (7)
- ☐ Maintain wealth after allowing for inflation (4)
- ☐ The safety of my investment principal (1)

**9. Which of the following investment's hypothetical performance would you be most comfortable investing in over the course of a year, if you began with £100,000.00 as your starting principal?**

- ☐ A portfolio that would likely return in the range of £98,000 to £102,000 (*i.e. investment returns between -1.5% and +2%*) (1)
- ☐ A portfolio that would likely return in the range of £97,000 to £105,000 (*i.e. investment returns between -3% and +5%*) (3)
- ☐ A portfolio that would likely return in the range of £90,000 to £115,000 (*i.e. investment returns between -10% and +15%*) (5)
- ☐ A portfolio that would likely return in the range of £84,000 to £125,000 (*i.e. investment returns between -16% and +25%*) (9)

**10. Which of the following best describes your reaction if the value of your investment suddenly declined 15%?**

- ☐ I would be very concerned because I cannot accept fluctuations in the value of my portfolio (1)
- ☐ I invest for long term growth, but would be concerned about even a temporary decline (3)
- ☐ If the amount of income I received was unaffected, it would not bother me (6)
- ☐ I invest for long term growth and accept fluctuations due to market influences (9)

Un-Suitable for MAF	Suitable for MAF
0 - 39	40+

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We acknowledge that I/we have answered the preceding questions to the best of my/our ability and accept that as a result of these answers, the Relationship Manager / Investment Manager, Butterfield Bank (Channel Islands) Limited, has evaluated my/our investment objectives and risk tolerances, which may lead to an investment in the Butterfield Multi Asset Balanced Fund and that this is deemed a suitable investment as indicated by this questionnaire. I/we recognise and accept, subject to the Relationship Manager / Investment Manager having evaluated my/our overall situation, investment objectives, risk tolerances and prior investment experiences, that I/we may invest in the Butterfield Multi Asset Balanced Fund despite the different outcome as indicated by the investment questionnaire. I/we undertake to notify Butterfield promptly, if there is any material change to the information provided.

I/We confirm that this reflects the needs of the individuals below:

Full name (PRINT)

Signature

Date

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