

Ethical Enquiry Questionnaire

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|-------------------------|--|---------------------|--|
| Client Name(s): | | | |
| Model Portfolio: | | Date Issued: | |

Socially Responsible Investing (SRI) and Ethical Investing

Ethical Investing starts with your ideas and principles – what you believe to be important. Views vary from person to person, as do the approach of most “ethical” funds. Some funds have very strict criteria and will screen out any companies who do not meet these, whereas other funds have less strict criteria and may select the best company from a group, even if it does not meet all of the set criteria. Some funds are Socially Responsible Investments, some Ethical, some Sustainable and some are Climate Change.

These screens have led to a perception that many ethical funds can underperform as they tend not to include larger companies in industries such as Tobacco, Pharmaceuticals and Mining (which have historically delivered strong performance). Whilst there is a narrower stock universe than their unconstrained counterparts, there is no evidence that following your conscience will lead to poor returns on your investments.

Faith-Based Concerns

Please use this space to note any faith based concerns (for example, investment only in Shariah compliant funds).

Socially Responsible Investments (Positive Screens)

| Some funds actively seek to support companies investing in Socially Responsible activities. Please indicate which of these are of interest: | Strongly Like to Support | Support If Possible | Of No Interest |
|---------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|---------------------|----------------|
| Alternative Energy - (excluding Nuclear) | | | |
| Environmental Protection | | | |
| Ethical Employment Practices | | | |
| Healthcare, Healthy Lifestyle, Benefit To Society | | | |
| Development and Supply of Educational Products and Services | | | |
| Development of Social Housing | | | |
| Environmental Management and Reporting | | | |
| Human Rights and Labour Policies | | | |
| Pollution Control | | | |
| Recycling | | | |
| Sustainable Timber | | | |
| Water | | | |

| Ethical Criteria (Negative Screens) | | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|--------------------------|-----------------------|
| Some funds apply screens to avoid investing in unethical areas. The strictness of these screens can vary. For example, a fund that states that it avoids Tobacco <u>will</u> avoid investing in Tobacco companies, but may (when it comes to investing in supermarkets where Tobacco products are sold) flout this! A fund with a strict view will avoid investing, but a fund with a more balanced approach may invest as it is not a core business area. | | | |
| | Strict Avoidance | Balanced Approach | Of No Interest |
| Alcohol – Production and Retailing | | | |
| Animal Testing – Medical Products, Drugs or Cosmetics, Chemicals etc. | | | |
| Animals – Factory Farming | | | |
| Armaments – Weapons, Strategic and Non-Strategic Products | | | |
| Banks - Financing of Environmentally and Socially Controversial Projects | | | |
| Environmental Damage - Companies with Poor Records on Waste or Pollution | | | |
| Gambling - Retail Issues and Services | | | |
| Genetic Modification - Firms Involved in Genetic Research | | | |
| Human Rights Abuse - Avoiding Companies who do not treat Employees fairly | | | |
| Nuclear Power - Production and Sales | | | |
| Oppressive Regimes - Companies who have dealings with Oppressive Regimes | | | |
| Pornography - Production and Sales | | | |
| “Sanctity of Life” Issues - Abortifacient drugs and Embryonic Stem Cell Research | | | |
| Tobacco - Production and Sales | | | |

Other Asset Classes

Property - There are currently no Ethically Screened Property funds available in the UK. Whilst buildings themselves are unlikely to break ethical criteria, the tenants of these buildings may engage in activities which go against your principles. We prefer to have Property as an option for diversification, but need your agreement.

Are you happy to invest in Property Funds? YES NO

Absolute Return – Due to the nature of Absolute Return funds, it is difficult to tell if the assets meet your criteria. Some won't. Absolute Return funds help provide diversification in portfolios and spread risk.

Are you happy to invest in Absolute Return Funds? YES NO

Other Concerns

If you have any other specific criteria, please use the space below to note this.

Your Signature

Signed: _____ Date: _____