

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

Date of birth

Potential investment amount

Family commitments

What is your marital status?

Do you have any dependants?

Yes

No

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

Employment details

Who is/was your employer?

When did you commence employment?

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

Gross annual income from employment

Pension

Investment income

Other

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?

Income/Liquidity

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

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

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

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

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

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?

- Wealth preservation or emergency savings (1)
- Purchase of a home (6)
- Bequest assets (*i.e. inheritance for next generation*) (10)
- Retirement planning/long term wealth accumulation (12)

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

- 1 - 3 years (4)
- 4 - 6 years (6)
- 7 - 9 years (10)
- More than 10 years (15)

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

- Less than 25% (9)
- Between 25% and 50% (7)
- Between 51% and 75% (3)
- More than 75% (1)

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

- Within the next year (1)
- Within the next 5 years (2)
- Within next 5 to 10 years (3)
- None expected (5)

5. How knowledgeable do you consider yourself in investing?

- I have little to no experience (1)
- I have a fair understanding through reading and television (2)
- I have a good understanding by investing personally in capital markets (4)
- 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?

- Uncomfortable taking risks (1)
- Willing to take low/moderate risks in return for conservative gains (3)
- Comfortable taking moderate risks and investing for the long term to achieve capital growth (5)
- 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+

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

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 (Guernsey) 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

Butterfield Bank (Guernsey) Limited ("BBGL") is licensed and regulated by the Guernsey Financial Services Commission under The Banking Supervision (Bailiwick of Guernsey) Law, 1994 and The Protection of Investors (Bailiwick of Guernsey) Law, 1987, each as amended from time to time, under registration number 85. BBGL is a participant in the Guernsey Banking Deposit Compensation Scheme (the "Scheme") established by The Banking Deposit Compensation Scheme (Bailiwick of Guernsey) Ordinance, 2008 (the "Ordinance"). The Scheme offers protection only in respect of 'qualifying deposits' (as that term is used in the Ordinance) of up to £50,000, subject to certain limitations as set out in the Ordinance. The maximum total amount of compensation is capped at £100,000,000 in any 5 year period. Full details are available on the Scheme's website www.dcs.gg or upon request. Deposits are not covered by the UK Financial Services Compensation Scheme under the Financial Services and Markets Act 2000, nor are deposits covered by any equivalent scheme outside of the Bailiwick of Guernsey. BBGL is registered under the Data Protection (Bailiwick of Guernsey) Law 2017, under registration number 11160 and with the Guernsey Registry under registration number 21061. BBGL's registered office address is P.O. Box 25, Regency Court, Glategny Esplanade, St. Peter Port, Guernsey GY1 3AP. BBGL's products and services are available in Guernsey and only in those other jurisdictions where they may be legally offered or obtained. BBGL is a wholly-owned subsidiary of The Bank of N.T. Butterfield & Son Limited.