

Bespoke Portfolio Service

Change of Investment Profile

Suitability Responsibility: Professional Adviser



BROOKS MACDONALD

Change of Investment Profile

Please use this form to instruct Brooks Macdonald Asset Management Limited (Brooks Macdonald) to change your Bespoke Portfolio Service (BPS) investment profile. Brooks Macdonald is responsible for creating and managing your BPS portfolio on a discretionary basis based in accordance with your Investment Objectives and Risk Profile.

Any changes to your investment profile must be confirmed by your Professional Adviser. It is important to note that changes will not be made to your investment profile by Brooks Macdonald until your Professional Adviser has confirmed that it is suitable for your circumstances.

Where you have originally selected your Accounts to be managed on a combined basis, Brooks Macdonald will take the instructions given in this form as covering all of these Accounts unless otherwise instructed by you.

Please note that if this change of investment profile relates to a Combined Account, all parties to that Combined Account must sign the declaration on page 6.

The investment profile you choose in this Change of Investment Profile form will be applied to the Combined Account which will be managed as a whole. Accounts that participate in the Combined Account do not have any investment profile of their own.

Where you have multiple Accounts with differing investment profiles, a separate Change of Investment Profile form will be needed for each Account.

Please refer to the Client Investing Guide provided to you previously for more information on choosing your investment profile.

Please note that we require both you and your Professional Adviser to sign this form on pages 6 and 7.

Investor details (including all Combined Accounts)

Name:

Account number(s):

Investment Objectives

Please tick **one** box below to indicate the outcome that you wish the portfolio to achieve:

Income

You want an investment portfolio designed to produce a regular income. Growing the value of your portfolio is less important to you than achieving a steady income.

Growth

You want to grow the value of your investment portfolio over time. Producing a level of income is less important than increasing the value of the investment portfolio.

Income & Growth

You want your portfolio to produce a level of income and to increase in value over time.

Time horizon

The time horizon defines the period of time over which you wish us to invest.

Some investment types are more suitable if held for a period of years; a typical Brooks Macdonald portfolio is intended for clients who plan to invest for at least five years. It is therefore important for us to understand how long you intend to keep your investment portfolio.

Please note, for new Accounts, if you have a time horizon of less than 3 years, then you will need to seek advice from a Professional Adviser who is authorised to give advice as none of the products and services offered by Brooks Macdonald will be suitable for your needs.

A number of different factors may be relevant in choosing your time horizon, including your overall financial situation and your retirement date. You should consider how likely it is that you will want to sell some of your portfolio in order to cover a particular financial commitment in the future.

Please indicate your time horizon below by ticking **one** box:

3 – 5 years

5 – 10 years

More than 10 years

Understanding risk

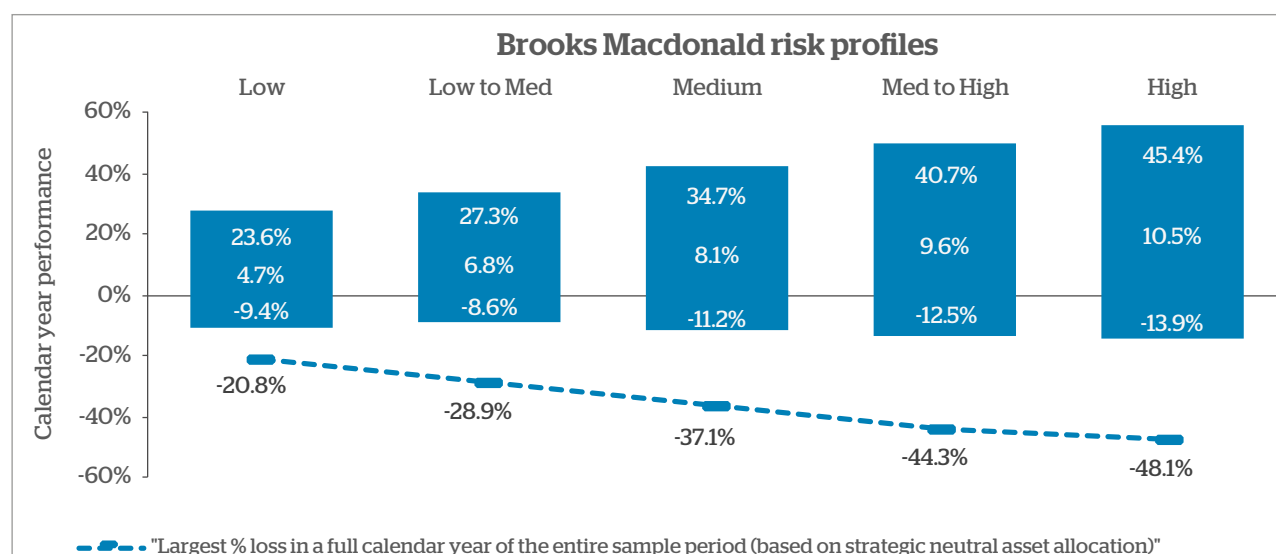
All investments involve a degree of risk. Investments which provide higher returns typically have higher risks. Taking more risks increases both the possibility that you might lose money and the amount of money that you might lose. You should never accept more risk than you are comfortable with.

To determine the level of risk you are prepared to accept you should consider your ability to absorb investment losses. Your Brooks Macdonald Investment Manager will help you to understand how your portfolio might be affected in difficult economic conditions.

Portfolios managed by Brooks Macdonald may include investments that are not able to be sold immediately for cash (these investments are known as illiquid). Owning illiquid investments may increase the risk in your portfolio. The higher the Risk Profile of any given portfolio, the greater the likelihood that it will contain some illiquid investments. The chart below is designed to help you choose your Risk Profile. The chart records the range of investment outcomes over a calendar year of the five Risk Profiles we offer.

We have used the Barclays Equity Gilt Study (an authoritative survey of annual investment returns going back to 1900) to estimate how each Risk Profile would have performed over each calendar year if the asset allocation was unchanged throughout the period 1900 to 2020. We excluded the most extreme annual investment gains and losses to avoid distorting the results. Please refer to the Client Investing Guide for more information as to how we calculated the results.

Calendar year returns from 1900 to 2020



The indicative returns shown above are all based on a portfolio designed to produce income and growth, aside from the Low Risk portfolio, which is an income-focused portfolio. The performance of a portfolio with different investment objectives will not be the same. Calculated returns are gross of fees.

The chart also records the average annual investment return for each risk profile using the full sample (with the most extreme results included). For a medium-risk portfolio, this would have been 8.1% per annum.

The chart provides only an estimate. Some types of investments are relatively new and did not exist throughout the period; as such, we have had to estimate their performance using investments that did exist that we consider similar.

The sole purpose of the chart is to help you to determine your risk profile. It is important to realise that the returns shown are not a record of our actual investment performance, while the figures do not provide a guarantee of future investment performance. Your investments might perform better than or worse than the figures shown.

Risk Profile

Please indicate the level of risk you have chosen to accept by ticking **one** appropriate box below.

Please refer to the 'Investment Profile' section of the Client Investing Guide for more information about the different types of investments that a Brooks Macdonald portfolio might own.

Please note, if you are a no risk investor, i.e. someone who is not prepared to risk losing any money, then you need to seek advice from a Professional Adviser who is authorised to give financial advice as none of the products and services offered by Brooks Macdonald will be suitable for your needs.

1. Low Risk

minimum 3-year time horizon

- you are a cautious investor seeking to protect your wealth
- you are more interested in avoiding losing money than in maximising potential investment gains
- you are prepared to tolerate small fluctuations in the value of the portfolio in order to achieve greater investment returns than a bank or building society deposit
- equity exposure is likely to range between 0-30%

2. Low/Medium Risk

minimum 5-year time horizon

- you are a conservative investor seeking to maintain your capital
- you are prepared to accept a lower investment return than equity markets over the longer term in exchange for trying to minimise potential losses
- you accept that the portfolio will be subject to fluctuations in value to achieve above inflation investment returns over the longer term
- equity exposure is likely to range between 30-55%

3. Medium Risk

minimum 5-year time horizon

- you aim to achieve a greater investment return from the portfolio
- you are prepared to own a significant proportion of higher risk investments in order to try to produce a higher investment return
- you are prepared to accept that the value of the portfolio may fluctuate significantly in order to achieve potentially greater investment returns over the longer term
- equity exposure is likely to range between 55-75%

4. Medium/High Risk

minimum 5-year time horizon

- you aim to achieve large investment gains
- you are prepared to own a very significant proportion of higher risk investments in order to try and achieve large investment gains. Most of your portfolio will be invested in risky investments
- you are willing (and can afford) to sustain significant investment losses over a prolonged period of time in order to achieve better long term investment returns
- equity exposure is likely to range between 75-95%

5. High Risk

minimum 5-year time horizon

- you aim to maximise your investment returns over the long term
- you are prepared to be fully invested in equities or other higher risk investments to achieve the highest possible investment returns
- you are willing to sustain and can afford substantial investment losses over a prolonged period of time

Investment profile confirmation

We will now ask that you re-confirm the investment profile selections that you have made on the previous pages.

The table below records the different possible investment profile outcomes, for Risk Profile, Investment Objectives and Time Horizon. Please tick **one** box in each column, checking that you have made the same selection for each element as before.

Please speak to your Professional Adviser if your investment profile is not available.

Risk Profile	Investment Objectives	Time Horizon
Low	Income	3 – 5 years
Low/Medium	Growth	5 – 10 years
Medium	Income & Growth	10 years+
Medium/High		
High		

Investment requirements

When you opened your Account with Brooks Macdonald you were asked to confirm whether you had any specific investment requirements or investment preferences. If these have changed, please specify the changes in the box below. Please note, your Professional Adviser and Investment Manager will discuss these further with you.

Declarations and authority

It is important that you understand the BPS, and the Terms and Conditions applicable to the BPS.

Therefore, please read these declarations and consents carefully. They are important and if inaccurate may affect Brooks Macdonald's ability to provide the Service requested or any Service at all.

To see the latest versions of our Terms and Conditions and Client Investing Guide, please visit the 'Bespoke Portfolio Service' page of our website, www.brooksmacdonald.com/am.

I/We acknowledge that:

1. Brooks Macdonald is required to provide the BPS only on and subject to the Terms
2. Brooks Macdonald relies on the information provided in this Change of Investment Profile form being full and accurate and failure to provide full and accurate information may adversely affect the ability of Brooks Macdonald to perform its Services and may mean that it could cease to provide Services (in whole or part)
3. when Brooks Macdonald is providing the BPS it is not acting as a Tax Adviser, Financial Planner or Pensions Adviser.
4. where specific consents in relation to Instructions by Email or Electronic Communication have been given there are risks associated with such means of communication (see section 14.2 of the Terms)

Please can we remind you that the Order Execution Policy was previously provided as part of the Client Agreement and, in particular, to the explicit disclosure that orders may, in certain circumstances, not be executed through a regulated market, exchange or multilateral trading facility.

Please check that all required boxes are completed before signing below.

First applicant

Signature:

Date:

Full name:

Second applicant

Signature:

Date:

Full name:

First joint account applicant

Signature:

Date:

Full name:

Second joint account applicant

Signature:

Date:

Full name:

Declarations and authority

The Professional Adviser is required, as part of the legal agreement between Brooks Macdonald and the Professional Adviser to confirm the following:

- I have carried out anti-money laundering identification and verification to the standards required by the Money Laundering Regulations 2017
- I have been appointed by the client as their Professional Adviser
- I have carried out an assessment of the Suitability of the BPS for the client in accordance with applicable requirements
- I have discussed the BPS with the client and advised them based on their Investment Objectives and Risk Profile
- I have full and continuing authority from the client in respect of any Instructions given by me in the context of my agreement with the client

Signature:

Date:

Full name:

FCA reference number:

(TC874.6-R)