

# Guinness Sustainable Infrastructure Service

INVESTING IN SUSTAINABLE ENERGY COMPANIES

*Investor Application Form*

Please return the completed application  
form to:

**Guinness Asset Management Limited**  
c/o Investment Operations Team,  
Mainspring Fund Services,  
27 Furnival Street,  
London EC4A 1JQ

## APPLICATION PROCEDURES

## NOTES

### In order to subscribe to Guinness Sustainable Infrastructure Service certain documentation and confirmations are required.

The following notes should assist:

Have you completed the Application Form and signed the Declaration in Section 6?

Have you enclosed a Bank Statement and Utility Bill (see note 3 below)?

Have you arranged for payment of your subscription by (please tick one):

#### Cheque

Please enclose a cheque from your personal account, made payable to 'GAM MNL Client Account'.

We do not accept cheques from business accounts or bank drafts.

#### Bank Transfer

Account name: Mainspring Nominees Limited

Sort Code 16-01-09

Account Number 00667898

Prior to making a transfer, please request a **Unique Customer Reference** from Guinness which must be used when making the transfer. Payments need to come from your personal account.

Please return the completed application form to:

**Guinness Asset Management Limited**  
**c/o Investment Operations Team,**  
**Mainspring Fund Services,**  
**27 Furnival Street,**  
**London EC4A 1JQ**

### 1 Complete the Application Form in full

Further application forms are available on request from Guinness Asset Management on 020 7222 3475 or [www.guinnessfunds.com](http://www.guinnessfunds.com). The Investment Manager reserves the right to reject an Application Form if it has reasonable cause to do so, for example, if relevant information is not included.

The Investment Manager is required by the FCA to obtain sufficient information from Investors to enable it to ensure that this Service is suitable for them. If your financial adviser has not completed Section 3, then please ensure that you complete the Suitability Questionnaire to confirm that you are eligible to invest in the Service.

### 2 Enclose your cheque

Your cheque should be made payable to "GAM MNL Client Account". Your cheque should be drawn on an account in the name of the Applicant at a UK Clearing Bank in order to comply with Money Laundering Regulations 2007. Third party cheques cannot be accepted including those drawn from business accounts.

### 4 Enclose your Money Laundering verification

Guinness Asset Management is required to confirm both your identity and proof of address in order to comply with the Money Laundering Regulations 2007. Failure to provide the necessary evidence of identity may result in your Application Form being treated as invalid or result in a delay.

Please provide a utility bill and bank statement, which must be less than six months old and which confirms your name and address. The bank statement must be for the account from which funds are drawn.

### ANY QUESTIONS?

#### Please contact us:

 020 7222 3475\*

 [iht@guinnessfunds.com](mailto:iht@guinnessfunds.com)

 [www.guinnessfunds.com](http://www.guinnessfunds.com)

\* Phone calls will be recorded.

# 1 · PERSONAL DETAILS

Before completing this Application Form you should read the Investor Agreement and the Application Procedures.

Title      Mr.       Mrs.       Miss.       Other

Surname

Forename(s)

Current Address

Postcode       Time at Address (mm/yy)

Previous Address (if less than 3 years at current address)

Postcode

Date of Birth (dd/mm/yy)

Email

Telephone

Nationality

Country of Birth

National Insurance Number

Tax Residence      UK       Other       If other please specify

Unique Tax Reference       Tax District

# 2 · SUBSCRIPTION

£  (minimum £25,000)



### 3 · SUITABILITY QUESTIONNAIRE

To be completed by all investors

#### PART A: KNOWLEDGE & EXPERIENCE

In order to invest in the Service, we need to obtain a certain amount of information from you. The purpose of the questions in this section is for us to be able to confirm that the types of investments we invest in are appropriate to your knowledge, experience and understanding of the risks of such investments.

#### Private Company Investments

a. Please confirm which and how many of the investments listed below you have made in the last two years. (NB. Private companies are companies not listed on any stock exchange.)

	0	1	2 - 4	5+
Private companies through a direct investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Private companies through a network or syndicate of business angels	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Private companies through a fund or service including Enterprise Investment Schemes and Business Relief services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

b. On average, how much do you invest into the above types of investments each year?

Less than £10,000	<input type="checkbox"/>	£10,000 to £25,000	<input type="checkbox"/>
£25,000 to £50,000	<input type="checkbox"/>	£50,000 to £100,000	<input type="checkbox"/>
£100,000 to £200,000	<input type="checkbox"/>	More than £200,000	<input type="checkbox"/>

#### Your profession

c. Please provide the following professional details:

Current employment status  
(e.g. employed/self-employed/retired)

Current occupation/profession

Employment sector (e.g. Financial Services, Technology)

Please provide details below if you hold, or have previously held, a position that provides you with experience of this type of investing.

Please also provide relevant details of your level of education, especially any professional qualifications that could be relevant to your understanding of the risks involved in this investment (e.g. ACA, ACCA, CTA, Securities Institute Cert/Diploma).

**Wider experience**

**d.** Are you a member of a business angel network or have been during the last six month period?

Yes  No

**e.** Are you currently working in a professional capacity within either the private equity sector or in the provision of finance to SMEs, or have been within the last two years?

Yes  No

**f.** Are you currently a director of a company with an annual turnover of at least £1 million, or have been within the last two years?

Yes  No

**g.** Is there any further information about your knowledge and experience that would support your application? (Please include details in the box below.)

**Understanding of risks**

**h.** Given the unlisted nature of investments made through the Service, are you aware that these are long-term investments, that you may not be able to sell your investment when you want to, and that this could impact your ability to access income in the future?

Yes  No

**i.** Do you understand that unlisted investments are higher risk and that, while this could mean higher returns, you may get back less than you invested or lose all of the capital invested?

Yes  No

**j.** Do you understand that past performance of investments made by Guinness Asset Management, and any projections of potential financial success, is no guarantee that the portfolio will perform well in future?

Yes  No

**k.** Are you aware that the availability of tax reliefs offered on investments through the Service, are subject to your personal circumstances, the ability of the manager to secure Business Relief qualifying deal flow, the companies' abilities to retain their qualifying status, and any changes to applicable tax rules?

Yes  No

**l.** Are you aware that the Service is appropriate for people who already have their main financial needs met, and who do not have significant or pressing debts and other liabilities?

Yes  No

**m.** Do you understand the need to maintain other investments outside of this Service, such that you benefit from diversification across your wider investment portfolio?

Yes  No

**n.** Are you aware that Guinness Asset Management will be solely focussed on unlisted companies which are expected to qualify for Business Relief when making investment decisions on your behalf and therefore will not consider your wider portfolio needs?

Yes  No

**o.** Are you aware that you must update Guinness Asset Management of any change to the information we hold on file about you including changes to your financial circumstances, objectives and risk appetite?

Yes  No

**PART B: OBJECTIVES AND NEEDS**

The Service has been designed to meet a specific investment need (i.e. providing exposure to unlisted stocks which are expected to qualify for Business Relief from Inheritance Tax) and, as such, does not consider your wider financial needs or objectives. If you are in any doubt about whether an investment meets your financial needs, objectives and circumstances, we recommend that you seek a full independent financial review.

**Objectives**

**a.** Investment objectives are often described in terms of ‘growth’, ‘preservation’ and ‘income’. Which of these objectives best describe what you are looking to achieve through this Service?

- Preservation – seeks to avoid the risk of capital loss
- Income – looks to generate a steady stream of income
- Growth – seeks to maximise capital gains

**b.** Is Business Relief from Inheritance Tax relevant to your circumstances?

- Yes  No

**c.** Will the amount subscribed be more than 10% of your investment portfolio?

- Yes  No

If yes, please set out the details and why you are comfortable that this is the right decision for your circumstances.

**d.** How long are you prepared to hold your investment in the Service for if necessary?

- Up to 2 years
- 2 - 5 years
- Over 5 years

**e.** Within the scope of the investment which will be covered by the Service, do you have any investment preferences? (e.g. Technology, Consumer Services)

**f.** Is there anything else that you are looking to achieve from the proportion of your portfolio that you will invest through this Service?

**Risk appetite**

The investments made through the Service will typically be classed as higher risk investments because they are not liquid and are harder to value. Typically, the more risk you are willing to take with your investments, the higher the potential return, but also the greater chance of capital loss.

**g.** Please select the most appropriate answer for each of the following questions to confirm your appetite for risk in relation to any investments you make through the Service:

In relation to my investments in the Service...

	Strongly Agree	Agree	Disagree	Strongly Disagree
I expect high investment growth and I am willing to accept the resulting possibility of large losses.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For the opportunity to get a good return on my money, I am prepared to risk a portion of my wealth.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I would rather have a predictable investment outcome than one which is potentially higher, but unpredictable.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I feel comfortable with financial uncertainty and the risk of losses.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am tolerant of ups and downs within my portfolio and would not expect to take quick action after a bad valuation.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART C: FINANCIAL CIRCUMSTANCES**

We are unable to provide a full review of your financial circumstance. If you are in any doubt about whether an investment meets your financial needs, objectives and circumstances, we recommend that you seek a full independent financial review.

**a.** Please tick one of the boxes to indicate the value of your net assets, including liquid assets, investments and real estate. When doing so, please exclude (i) the value of your primary residence or

any money raised through a loan secured on that property, (ii) any rights you may have under qualifying contracts of insurance, (iii) any pension, death in service or other benefits payable upon your death and (iv) any withdrawals from pension savings (outside of those obtained directly through income in retirement):

Less than £100,000	<input type="checkbox"/>	£100,000 to £250,000	<input type="checkbox"/>
£250,000 to £1,000,000	<input type="checkbox"/>	More than £1,000,000	<input type="checkbox"/>

**b.** Please tick one of the boxes to indicate your approximate annual income. Please exclude any money drawn from pension savings (outside of those obtained directly through income in retirement):

More than £250,000	<input type="checkbox"/>	£100,000 to £250,000	<input type="checkbox"/>
£50,000 to £100,000	<input type="checkbox"/>	Less than £50,000	<input type="checkbox"/>

**c.** What is your source of this income (e.g. earnings/investment income)?

**d.** What are your approximate regular financial commitments per annum?

£

Before investing in this service you should be confident that you have enough income for foreseeable expenses and for emergencies.

**e.** What level of liquid cash can you access in case of emergency?

£

**f.** Please use the table below to outline your level / type of debts and liabilities:

Mortgages	£
Accounts payable	£
Loans	£
Other obligations	£

## 4 · FINANCIAL ADVISOR

Advisor Name	<input type="text"/>
Name of Firm	<input type="text"/>
Address	<input type="text"/> <input type="text"/> <input type="text"/>
Postcode	<input type="text"/>
Telephone	<input type="text"/>
Email	<input type="text"/>

**I confirm that I have advised the investor as to the suitability of this investment.** NB: Section 3 must still be completed in full by all investors.

Signature of Advisor	<input type="text"/>	Date	<input type="text"/>
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## 5 · FINANCIAL ADVISOR FEES (if applicable)

Please complete the box below if you would like us to pay an initial fee on your behalf to your financial adviser whose details are set out in section 4. Please show the fee inclusive of VAT, if applicable.

Initial Fee	<input type="text"/> £	OR	<input type="text"/> %
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Bank details for Financial Advisor

Account Name	<input type="text"/>		
Account Number	<input type="text"/>	Sort Code	<input type="text"/>

## 6 · DECLARATION

I wish to invest the amount shown in Section 2 in the Service on the terms set out in the Investor Agreement attached to the Investment Memorandum (which Investor Agreement I have received and read) (the “Investor Agreement”). The terms of the Custody Agreement will become applicable to me upon execution of the application form; I consent to the Investment Manager entering into the Custody Agreement with the Custodian; and I acknowledge that my investments will be registered in the name of the Nominee but it will be held on trust by the Nominee and the Investor will remain beneficial owner of the investments. I have accessed the Custody Agreement via <https://systems.mainspringfs.com/documents/guinness/custody-agreement/15p> and have read and understood the terms and confirm my acceptance to the terms of the Custody Agreement.

### I confirm that:

1. I wish to seek BPR Relief.
2. I am applying on my own behalf.
3. I am confirming to Guinness Asset Management Limited the amount of the agreed adviser fees in Section 5 above and I am instructing Guinness Asset Management Limited to pay the adviser fees from my Subscription and to hold sufficient monies in reserve from my Subscription to my order and, unless I give instructions to the contrary, to recover the amount due from that reserve in order to pay such adviser fees. I understand that I may cancel this arrangement at any time by giving notice to Guinness Asset Management Limited whereupon the amount held in reserve shall be repaid to me if I so direct.
4. I have read the Information Memorandum in full. I have paid particular attention to the terms of the Investor Agreement, and I have considered the risk factors in the risk factor section of the Information Memorandum. I have read and kept a copy of the relevant MiFID costs and charges information sheet relating to the service.
5. I believe I have provided accurate and not misleading answers to the above questions. I agree to assist Guinness Asset Management by answering (if I am able) further oral or written questions in relation to my suitability.
6. I believe that, given the answers I have provided here and the amount I wish to invest (among other surrounding factors) that this Service is suitable for me, but confirm that I shall have no claim against Guinness Asset Management if it shall

reach a conclusion by bona fide means that this Service is not suitable for me.

7. I confirm that I understand I should take independent advice as to the tax consequences of a Subscription to the Service, and that no representations regarding taxation and tax advantages in the Information Memorandum constitute advice to me as to my personal tax position arising from making such a Subscription.

Guinness Asset Management will use the information you provide on this form to contact you with updates and marketing on EIS and related products.

Please tick this box to confirm that you are happy to hear from us by post or email.

Signature of Investor


Date

Print Name

Please return the completed application form to:

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**Mainspring Fund Services,**  
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## ***CONTACT US***

 020 7222 3475\*

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 [www.guinnessfunds.com](http://www.guinnessfunds.com)

\* Phone calls will be recorded.