

PILLING & CO
STOCKBROKERS LTD

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Client Investment Questionnaire Update

Client:	
Account No (s):	
Executive:	
Date:	

CIQ0515

CLIENT INVESTMENT QUESTIONNAIRE

The Financial Conduct Authority (FCA) rules require us to obtain such information about your investment objectives, financial resources and personal background as may be necessary to ensure the suitability and quality of our investment advice or the extent of discretion exercised on your behalf. It is also important we keep this information up to date. Therefore, please indicate your preferences by initialling the appropriate boxes, signing the form and returning the questionnaire.

Account
Title

Account
Number

	Self	Spouse/Other
Surname		
Forename (s)		
Address		
Postcode		
Email Address		
Tel. No. Home		
Mobile		
Tel. No. Work		
Date of Birth		
Nationality		
National Insurance Number		
Occupation		
Employment Status (self employed, part-time, full-time etc.)		
Marital Status		
No. of Dependents & Ages		
Income Tax Rate	45% / 40% / 20% / 0% Other:	45% / 40% / 20% / 0% Other:
Employment Income	£	£
Guaranteed Pension Income	£	£
Other Pension Income	£	£
Rental Income	£	£
Other Income	£	£

	Self	Other
Value of Main Property	£	£
Value of Other Property	£	£
Mortgage (s) Outstanding	£	£
Cash Savings	£	£
Investments (excl. Pilling)	£	£
Investments with Pilling	£	£
Other Assets	£	£
Overdraft/Loans/Credit Cards	£	£
Other Debts	£	£
Approximate monthly Expenditure (Utilities, Vehicle Fuel and Tax etc.)	£	£

TAX RESIDENCY

Are you resident in the UK for tax purposes?

YES

NO

(Please initial)

(excluding crown dependencies, Channel Islands, Isle of Man etc)

If no, please state the country you are resident in for tax purposes. Please also declare here if your place of birth is in the USA or if you hold a US Green card.

CAPACITY FOR LOSS

To assist us in understanding your capacity for loss, please initial one of the following statements that best describes the effect that a 25% reduction in the value of your investments or income generated from your investments would have on your lifestyle.

For example, you have invested £100,000 that earns an income of £4,000 per year. Should the investment fall to £75,000 and the income to £3,000 would you be able to cope financially?

Please note that these figures are for illustration purposes only and are in no way a guarantee of maximum losses.

No impact on my/our standard of living

A small but acceptable impact on my/our standard of living

A large but acceptable impact on my/our standard of living

An unacceptable impact on my/our standard of living

INVESTMENT OBJECTIVES

Please indicate in this section your investment objectives. Please only initial one box.

Maximise Growth:
Focus on Capital growth, Income is not a consideration

Maximise Income:
Focus on providing an Income, Capital Growth is not a consideration

Balanced Return:
Provides a mix of Capital growth and income.

Other (Give Details)

I plan to use the money invested with Pilling for: (please initial one or more of the boxes)

Retirement Income

Wealth Accumulation

Capital Preservation

Inheritance for Dependents

Education Fees

Debt Repayment

If you feel there is any further relevant information, please disclose it here. For example, *To maximise growth for 10 years then retire with an income of £10,000 p.a.*

TIME HORIZON

Less than 3 years

3-6 years

7-10 years

Over 10 years

Please indicate in this section how soon you may require your investments returned to you. We understand that that circumstances do change over time.

Are there any special circumstances in the future that you would like us to be aware of: e.g. a wedding or moving house

INVESTMENT RESTRICTIONS AND LIMITS (OPTIONAL)

Types of company to avoid: (e.g. Tobacco, Military etc.)

Geographical areas to avoid: (e.g. Far East, North America etc.)

Maximum Value (£) or Maximum Amount (%)

(Maximum amount which should, ideally, be involved in any one transaction or proportion of portfolio)

We will not automatically seek to rebalance the portfolio when the value of a holding exceeds the designated portfolio weighting or above the maximum value limit due to price movement.

Any other considerations you would like us to acknowledge?

EXPERIENCE AND KNOWLEDGE

Please initial the relevant boxes to describe your experience and knowledge of investments

Do you have experience of dealing in any of the following?

Shares

Bonds / Fixed Interest

Funds (Unit trusts, OEICS, replicated ETF's)

Complex stocks (synthetic ET-F's, Hedge Funds, Warrants, derivatives)

How many years experience do you have trading in these products?

None

0-1

1-4

5+

SOURCE OF FUNDS

Please provide a brief description of the source of funding for the portfolio e.g. savings, existing investments, proceeds from property sale.

BANK DETAILS

Name of Bank or Building Society	<input type="text"/>
Account Name	<input type="text"/>
Account Number	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
Sort Code	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

THIRD PARTY AUTHORITY

Name, address and telephone number:

Restrictions on authority to act on your behalf:

We will accept the instructions and divulge information about your investments either verbally or via client web access to the third party you name for the purposes of dealing in all types of products, as well as the movement of your investments and the payment and receipt of your money *until cancelled by you in writing*.

RISK PARAMETERS

Investing in any asset class will involve risk at varying degrees, and this may result in you not receiving back the original amount you invested. There are many factors to consider such as timing and external financial events.

Please note that the portfolio may hold individual stocks from outside of your risk profile but the overall effect will meet the profile selected.

It is a fact of life that capital growth or a higher income return can only be achieved with some degree of risk. The greater the potential growth or income yield, the higher the risk will be. We suggest that you think about the risks inherent in the investments you are making and in very broad terms, for your guidance we classify the three major risk categories as follows:-

WARNING: - We make every reasonable effort to ensure that your investments meet with your risk requirements. At the time of investment our understanding and the market's opinion in general of a security's risk category will be applied as per your answers on the investment questionnaire. The quality of our service is dependent on the accuracy of the information you provide us with. If you fail to disclose material facts about yourself or supply information that is inaccurate this may compromise the suitability of our services. It is therefore vital that you provide us with a comprehensive and accurate picture of your circumstances and requirements.

PILLING INVESTMENT RISK GUIDE

Please initial the overall risk you are willing to accept for the portfolio please refer to the Risk Guide below for details of the risk profile of different stocks

If you require specific risk weightings e.g 25% low 65% medium 10% high please detail this in the boxes above.

LOW RISK

These can include cash and fixed interest sterling denominated securities issued by major governments and corporations. In addition unit trusts, OEICs and ungeared collective investments investing principally in the above are acceptable. Please note however that a high exposure to gilts and other fixed interest securities might constitute a high risk policy since their capital values and the real value of the income that they produce are affected by interest rate fluctuations and inflation

MEDIUM RISK

Medium risk investments may include other fixed interest investments, shares in FTSE 100 Index constituent companies, well-established FTSE Mid 250 companies (perhaps ex-FTSE 100 stocks) and where possible (e.g. where the capital commitment is great enough) a judicious spread of shares in large and medium capitalized companies, Unit Trusts, OEICs, Investment Trusts and similar packaged investments in the major western markets (UK, Europe, North America) as well as internationally diversified examples of such funds are included.

Some sector specialist, ethical and single company country funds can be used as part of a diversified portfolio. Modest portfolio allocation in smaller companies in the major western markets via managed collective investments is also acceptable.

Insurance company and investment management company managed or multi-manager products are generally acceptable, either as part of a portfolio or in isolation.

HIGH RISK

High risk covers all other types of investments not mentioned above and can incorporate weighting or even exclusive concentration on smaller capitalized or recent start-up businesses, junior markets and trading facilities (e.g. AiM and ISDX Growth) or venture capital vehicles. Collective and packaged versions of the above are acceptable as well as offshore, non-sterling denominated or hedge funds. Investments in lesser-developed markets e.g. Asian and Emerging Markets are also included.

Warrants, covered warrants (securitised derivatives), options and other forms of derivatives also come under this category and you are required to complete a further application form (available on request) to help us assess whether complex products of this nature are appropriate for you.

Investment Manager to complete:

I have discussed the risk selection with the client and I am satisfied that based on the information provided the clients capacity for loss and understanding of risk meets the risk tolerance above. Initial:

Low Medium High

Taking into consideration the information provided I am not satisfied that the risk selection above is suitable, following discussion and agreement with the client the new risk profile is:

Low Medium High

IMPORTANT NOTICE - If there is anything that you do not understand or if you wish for further clarification, please contact us before you sign and return this questionnaire.

Bodies corporate should execute under their common seal if they have one and state the capacity of the Signatories

1 Signed	Capacity e.g. Trustee
Full Name	
Date	
2 Signed	Capacity
Full Name	
Date	
3 Signed	Capacity
Full Name	
Date	
4 Signed	Capacity
Full name	
Date	

**Signed for and on behalf of
Pilling & Co Stockbrokers Ltd**

Dennis L Morgan (Chief Executive)

