

# Ethical Investment Questionnaire

<b>Client(s) Name</b>	
<b>Date</b>	

<b>Positive Issues</b>	
<b>General 'Positive' Statement</b> – Some ethical funds only have a very general statement describing how they may apply positive screening, or how they will invest in companies involved in positive social and environmental activities. If you want a detailed approach to positive issues, select the issues individually and ignore this option.	
<b>Are you happy to invest in funds with only general positive statements?</b>	
<b>If "No" please choose from the specific options below</b>	

<b>Positive Criteria * see key below for explanations</b>			
<b>KEY * Positive Criteria</b>			
<b>A</b> Would like to support strongly	<b>A</b>	<b>B</b>	<b>C</b>
<b>B</b> Would like to support if possible			
<b>C</b> Of no interest			
Alternative Energy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental Protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ethical Employment Practices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Healthcare, Healthy Lifestyle, Benefit To Society	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pollution Control	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recycling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>Negative Criteria * see key below for explanations</b>			
<b>KEY * Negative Criteria</b>			
<b>A</b> Must avoid, without exception	<b>A</b>	<b>B</b>	<b>C</b>
<b>B</b> Avoid companies operating in this area, unless they have positive aspects to their activities which managers feel outweigh the negative			
<b>C</b> Not an area of concern			
Alcohol – Production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Alcohol – Retailing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Animal Testing - Medical Products, Drugs Etc	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Animal Testing – Cosmetics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Animal Testing - Household Goods, Chemicals Etc	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Animals - Factory Farming	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Animals - Meat/Dairy Processing &/Or Retailing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Armaments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental Damage - Comprehensive Policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental Damage - General Statement Only	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gambling - Retail Issues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gambling - Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Genetic Modification	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nuclear - Processing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nuclear - Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>Negative Criteria * see key below for explanations</b>			
Oppressive Regimes - Pro-active, Balanced Policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Oppressive Regimes - Strict Avoidance Policy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pornography - Production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pornography - Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tobacco - Production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tobacco - Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

<b>Negative Issues</b>
<b>Alcohol &amp; Tobacco Retailing</b> – If you choose to avoid companies involved in these activities, then you will be avoiding investments in supermarkets etc.
<b>Animals (Meat Dairy processing)</b> – this covers companies involved in the processing and preparation of foods.
<b>Animals (Meat/Dairy Retailing)</b> – this will predominantly cover supermarkets, and other companies whose primary activity is selling meat and other dairy based products.
<b>Environmental Damage (Comprehensive Policy)</b> – funds in this category have detailed statements about a number of different environmental problems, such as pesticides, CFCs, Timber, pollution etc. The Screening work undertaken to identify worst practice is detailed and comprehensive.
<b>Environmental Damage (General Statement Only)</b> – funds in this category have a very general statement about ‘avoiding environmental damage’, but little detail of how this will be applied is made available.
<b>Oppressive Regimes (Pro-active, balanced policy)</b> – funds in this category balance their concern for the human rights of those living in an oppressive regime, with the actual activities of companies trading there. For example, if a company was providing housing, medical or similar services in an oppressive regime, it is likely that funds in this category would pass such a company as an acceptable investment. On the other hand, a company using sweatshop labour would be avoided.
<b>Oppressive Regimes (Strict Avoidance)</b> – funds in this category operate a fixed cut-off by avoiding every company that trades in a specific number of oppressive regimes. No account is taken of whether the company is using child labour.

<b>Do you have a specific statement regarding the importance of investing ethically to you?</b>	
If ‘Yes’, please specify below:	

<b>Important considerations regarding Ethical Investments:</b>
<p>It is important that the following downsides to ethical investing are taken into consideration:</p> <ul style="list-style-type: none"> <li>• A fund matching the clients’ ethical considerations may not necessarily match their attitude to risk. There should be a trade-off here;</li> <li>• There is a limit on the range of funds and asset class. I.e they tend to be global equity funds;</li> <li>• Ethical Funds may be higher risk as they have a smaller universe of allowable stocks in which to invest;</li> <li>• The fund objectives are ethically based and therefore may not meet the clients stated objectives (e.g income).</li> </ul>

<b>Notes</b>