

## Chapter 4

# Communicating with clients, including financial promotions



## Self-certified sophisticated investor statement

This Annex belongs to ■ COBS 4.12A.22R and ■ COBS 4.12B.40R.

*Firms* must omit the notes and square brackets which appear in the following form of certificate.

| SELF-CERTIFIED SOPHISTICATED INVESTOR STATEMENT   |
|---|
| <p>Please confirm whether you qualify as a self-certified sophisticated investor on the basis that A, B, C or D apply to you.</p> <p>In the last two years have you:</p> <p>A) worked in <b>private equity</b> or in the <b>provision of finance for small and medium enterprises</b>?</p> <p><input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes</p> <p>If yes, what is/was the name of the business or organisation? _____</p> <p>B) been the <b>director of a company</b> with an annual turnover of at least £1 million?</p> <p><input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes</p> <p>If yes, what is/was the name of the company? _____</p> <p>C) made two or more <b>investments in an unlisted company</b>?</p> <p><input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes</p> <p>If yes, how many investments in unlisted companies have you made in the last two years? _____</p> <p>D) been a <b>member of a network or syndicate of business angels for more than six months</b>?</p> <p><input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes</p> <p>If yes, what is the name of the network or syndicate? _____</p> <p><b>OR</b></p> <p>E) None of these apply to me.</p> <p><input type="checkbox"/> Yes</p> <p><b>I accept that being a self-certified sophisticated investor will expose me to promotions for investments where there is a significant risk of losing all the money I invest. I am aware that it is open to me seek advice from someone who specialises in advising on [type of investment] [Note 1].</b></p> <p>Signature:</p> <p>Date:</p> |

**Note 1:** The *firm* must insert the type of *investment* in relation to which the *client* wishes to be categorised for the purpose of receiving *financial promotions*.