

AJ BELL RESPONSIBLE GROWTH FUND

Adviser guide

Responsible investing made easy

For professional intermediaries only. Not for distribution to retail clients.

| Contents

| | |
|---|---|
| Easy, transparent, low-cost responsible investing | 3 |
| Who is the fund for? | 4 |
| What does it invest in? | 4 |
| What can I expect? | 5 |
| What is the expected impact of the fund? | 7 |
| How much does it cost? | 7 |
| How do I invest? | 8 |
| What happens then? | 8 |
| Why not contact us to see how we can help? | 9 |

Easy, transparent, low-cost responsible investing

AJ Bell Investcentre is part of AJ Bell – one of the UK's largest investment platforms.

For many of our advisers and customers, incorporating environmental, social and governance (ESG) factors into their investment strategies is becoming increasingly important.

As a company that has always strived to make investing easier and more accessible, we want to provide you with a simple way of selecting the right investment solution for your clients. With that in mind, we have launched our new AJ Bell Responsible Growth Fund, designed for investors who care about people and the planet, but still want to make a profit.

The Responsible Growth Fund is built using a series of rules and filters to ensure that it invests in the 'best-in-class' companies which are serious about sustainability, while excluding companies involved in controversial industries, such as firearms and tobacco production.

The Responsible Growth Fund is an addition to our existing range of growth funds and, as you would expect from AJ Bell, the whole service is provided with a focus on transparency, clear communication and the need to keep costs low. This is underpinned by our commitment to innovation, and a desire to constantly enhance both the level of service and the value we provide for you and your clients.



The value of your clients' investments can go down as well as up and they may not get back what they put in.



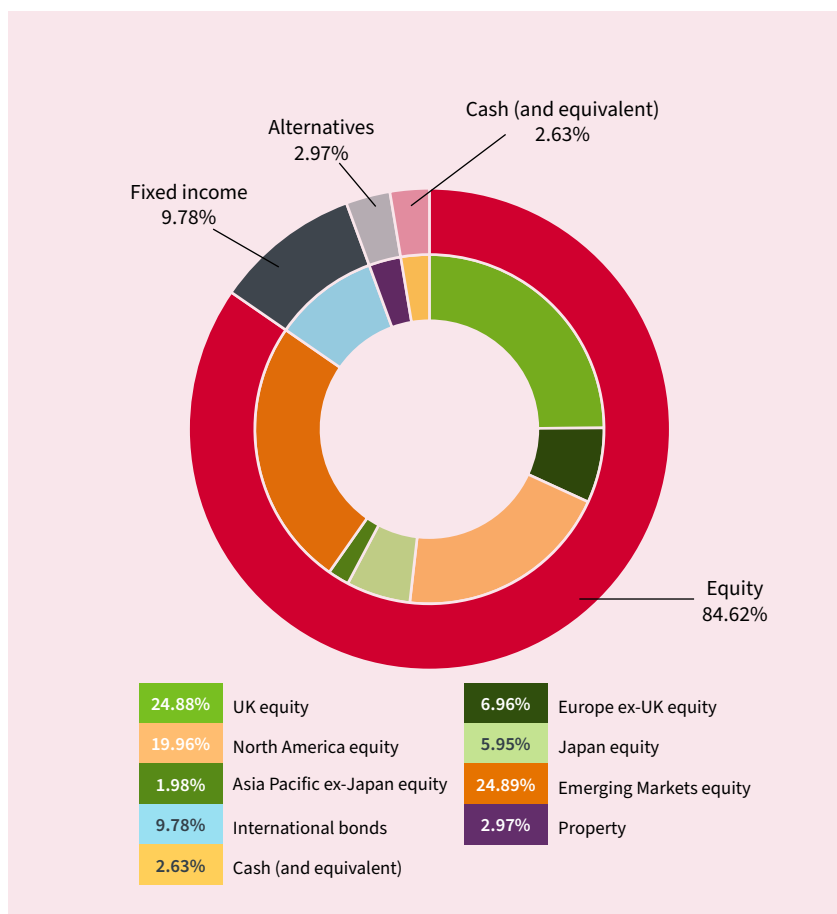
I Who is the fund for?

The AJ Bell Responsible Growth Fund is intended for clients who are interested in long-term growth, but who also want to deliver a wider benefit for society, and reduce their investments' impact on the planet.

The fund aims to offer a similar long-term return as our existing AJ Bell Adventurous Fund by investing in an equivalent asset allocation.

I What does it invest in?

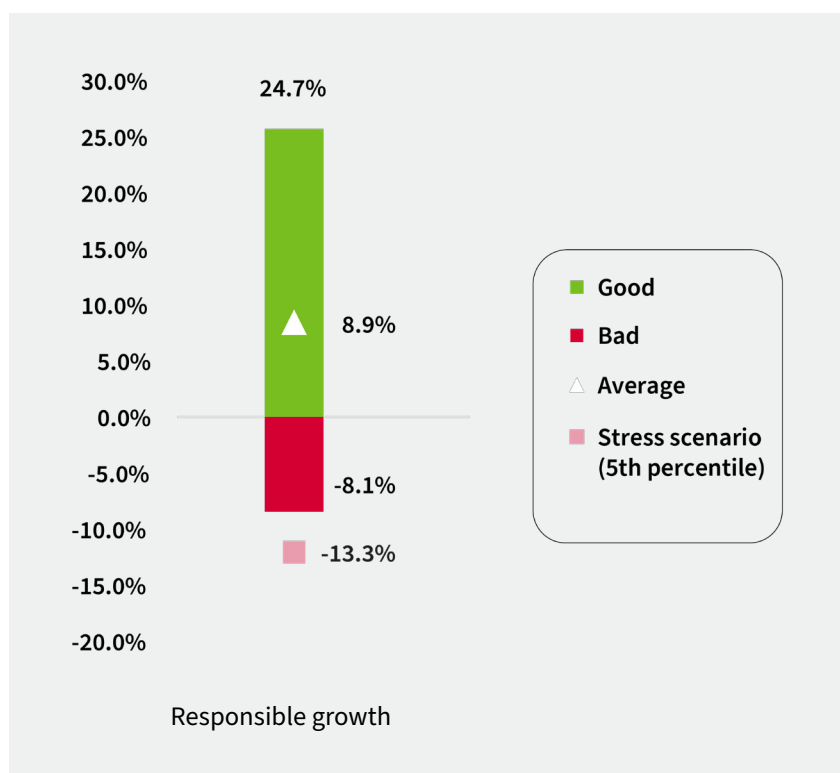
In common with the other funds in the AJ Bell range, the Responsible Growth Fund is a well-diversified multi-asset portfolio, predominantly made up of ETFs. Where possible, we invest in ETFs tracking an MSCI SRI index, which gives a robust range of values-based exclusions and ensures that only the companies with high ESG rankings are invested in.



| What can I expect?

We have put together the chart below to help you consider the range of outcomes that you could expect to see over one year from the Responsible Growth Fund.

The value of your client's investments is not guaranteed and can go down as well as up. It is important that you understand how the fund could perform over time. We have used financial models to demonstrate the likely outcomes. As the output is based on statistical forecasts, the actual outcome and performance could be different from the scenarios below.



Data Correct as of January 2024

In a good year, clients might see a return somewhere in the green bar range. In a bad year, their losses would be likely to be somewhere in the red bar. In a very bad year, such as a repeat of the credit crisis, the loss could be significant. Since investors ought to expect to witness bad market conditions at some point on their investment journey, we show the range of outcomes that you should prepare your client for.

However, as you know, the longer your client invests, the more predictable their returns become. That's because, over time, the good and the bad years tend to cancel each other out. Using our back-testing data, over the last five years, had your client invested in our Responsible Growth fund, they would have made the gains shown in the table below.

| | AJ Bell Responsible Growth Fund |
|---|---------------------------------|
| 5 Year Back Tested Performance ⁽¹⁾ | 2.52% |
| Expected Return | 8.89% |
| Expected Volatility | 12.6% - 14.7% |

⁽¹⁾ 5 Year Back Tested performance is the annualised return from 1 Jan 2019 - 31 Dec 2023. Returns are simulated using the fund's model portfolio as at 31 January 2024. When the ETF has not been trading for the full period, a representative index has been used.

All returns are gross of fund OCF, transaction and platform fees. These figures are forward-looking, and are based on a five-year-plus time horizon.



Forecasted returns are based on AJ Bell's target weights for different asset classes in each fund. We then allow for the capital market assumptions of AJ Bell for the relevant indices for each asset class. If we believe certain asset classes are over or undervalued at any point in time, we may vary the asset allocation weightings accordingly.

The expected return is the arithmetic mean return over a single holding period.

There is a 10% chance of getting a return worse than the 'bad return'.

There is a 10% chance of getting a return better than the 'good return'.

Future returns are assumed to be in line with market returns and conditions experienced over at least the last 15 years.

Projected returns include estimated OCFs for the underlying products but do not include AJ Bell's AMC or platform charge.

The projected returns shown may vary according to the tax treatment of your investment.

If you pay tax on this investment, your returns may be lower. Tax depends on your personal circumstances and the rules can change at any time in the future.

The data used in this illustration is valid as at 31 January 2024.

| What is the expected impact of the fund?

The fund is predominately in equities, therefore we will compare it against the MSCI All Country World index. The level of carbon dioxide emissions of the Responsible Growth Fund is around 40% less than this comparator, with an average MSCI ESG rating a third higher than the comparator.

In addition to these overall uplifts, the portfolio excludes any companies in breach of the UN Global Compact, and avoids the most controversial business areas.

| How much does it cost?

We firmly believe that high charges are one of the biggest threats to investment returns, which is why we have worked so hard to keep charges for our range of funds as low as possible. We do this by ensuring that the underlying investments in the fund are selected using low-cost index-tracking strategies, and keeping the fund's running costs as streamlined as we can.

Thanks to our unique charging structure, our fixed OCF means your clients will only pay 0.45% for the Responsible Growth Fund.

| How do I invest?

We have made investing in the Responsible Growth Fund easy. Whether your client wants to invest a lump sum or start investing a smaller amount regularly, our fund is just a click away.

investcentre.co.uk



Alternatively, speak to your Business Development Manager, who will know all about the Responsible Growth fund and how to get you started.

| What happens then?

At AJ Bell, we are committed to clear, transparent communication. We will provide factsheets and regular commentary on where, how and why your clients' money is being invested, to help you help your clients meet their investment objectives.



Why not contact us to see how we can help?

North

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|---|---|
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South East (North of the River Thames)

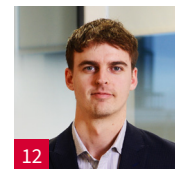
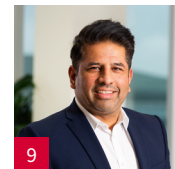
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South East (South of the River Thames)

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South West

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This brochure provides general information about the AJ Bell Responsible Growth Fund. It should not be read or construed as investment advice. It is your responsibility to assess your clients' circumstances and make a personal recommendation that is suitable for their needs.

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