

GUINNESS

ASSET MANAGEMENT LTD

Guinness Global Energy Fund - Frequently asked questions.

- **When did the Fund launch?**

The Fund launched on 31 March 2008.

- **Who is the Fund Manager?**

The Guinness Global Energy Fund is managed by Tim Guinness, a highly regarded fund manager with over 26 years of fund management expertise. Tim is supported by a team of three analysts: Tom Nelson, Ian Mortimer and Will Riley. You can read the investment team's biographies on the Guinness Asset Management website.

- **What is the minimum investment?**

The minimum investment in the Fund for direct investors is £5,000. Investors who want to invest less than £5,000 may be able to do so through their IFA or through a fund supermarket such as FundsDirect www.fundsdirect.com or Hargreaves Lansdown www.h-l.co.uk.

- **Why is the Fund priced in different currencies? Can I pay in Pounds Sterling or Euros?**

The base currency of the fund is in US Dollars, and the fund is valued daily in US Dollars. The Fund is intended for investors in a number of different countries and therefore we have share classes which are priced in different currencies. Investors may deal in US dollars, Pounds Sterling or Euros and if any currency conversion is required this will be dealt with by the administrator.

- **Am I exposed to currency risks?**

The fund invests internationally and holds all investments in local currency with no hedging of the currency exposure. The fund management rationale for this is that we see energy as a universal currency. The Fund aims to be fully invested most of the time, but any cash balances are normally held in US dollars. This means that the exposure of the Fund to any one currency is mainly limited to the value of our holdings in stocks priced in that currency.

GUINNESS

ASSET MANAGEMENT LTD

- **What determines the price of the Fund?**

The Fund is priced at the daily Net Asset Value (“NAV”) of the Fund. The NAV is calculated on every Dealing Day at the Valuation Point, 11.59pm in Dublin, by the independent Administrator, Capita. Quoted securities are expected to form the majority of the valuation and are typically valued at the last traded price. The Net Asset Value per share will be expressed in US Dollars, £ sterling or Euros, depending on the relevant share class.

- **Where can I find price information?**

The Net Asset Value (which is the price) is published on a daily basis and is available on our website www.guinnessfunds.com or on various websites including www.bloomberg.com.

- **How do I redeem my investment?**

A redemption form with instructions is available on our website. Once you fax this to the administrator your instruction will be carried out that Dealing Day if received before 3pm (Irish time), otherwise it will be carried out the next dealing day. Please note that no payment will be made until the administrator has received your original redemption form in the post.

- **What are the different share classes?**

We offer a range of classes of shares which have different minimum investment levels and different levels of charges. These are detailed below:

Class	ISIN	currency	minimum investment	Annual management charge	Initial charge
class A	IE00B2Q91T05	USD	\$200,000	1.00%	0%
class B	IE00B2Q91V27	USD	\$20,000	1.50%	2%
class C	IE00B3CCJ963	GBP	£5,000	1.50%	5%
class D	IE00B3CCJB88	EUR	EUR 100,000	1.00%	0%
class E	IE00B3CCJC95	USD	\$10,000,000	0.75%	0%

- **What are the annual charges?**

There is an annual management charge which varies for the different classes. The relevant rates are shown above.

GUINNESS

ASSET MANAGEMENT LTD

In addition to the annual management charge there are fund expenses. We have capped the expenses which will be charged to the Fund at a maximum of 0.5% of the NAV per annum. Therefore, if you hold Class A Shares, the total annual cost for holding the shares would not be greater than 1.5% of the NAV, and for Class B shares not greater than 2% of the NAV.

we have capped other expenses which will be charged to the Fund at a maximum of 0.5% of the NAV per annum. Therefore, if you hold Class A Shares, the total annual cost for holding the shares would not be greater than 1.5% of the NAV, and for Class B shares not greater than 2% of the NAV.

- **What are the costs of buying and selling?**

For some share classes there is an initial charge, as detailed above.

Additionally, if you redeem your shares within 30 days of purchase, there is a 2% early redemption fee that the Fund will levy. The purpose of the redemption fee is to protect long term investors from the trading costs that short term investors would incur for the fund.

- **How do you choose which companies to invest in?**

The Fund will invest in companies which are engaged in the exploration, production and distribution of energy. Energy includes oil, natural gas, coal, nuclear, utilities, and alternative energy. Other characteristics of the Fund include:

- **Concentrated portfolio:** Under normal market conditions the Fund will invest in 30 equally weighted positions made up of approximately 40 stocks. These are mostly one stock per position with the exception of one 'research' or 'nursery' position which consists of a selection of smaller capitalization stocks.
- The Fund invests in energy companies worldwide, both domiciled in developed economies such as the US, Europe, and Asia and in emerging markets.
- A majority of companies held will have a market capitalization exceeding \$1billion.

The stock selection process is a combination of sector selection (deciding how much exposure to have to specific sectors such as oil services or exploration and production) and specific stock analysis. For the specific stock analysis we inter alia use a multi-factor research tool to prioritise research activity by identifying

GUINNESS

ASSET MANAGEMENT LTD

stocks which have high returns, low valuations, analyst earnings estimates momentum and price momentum. In plain English – good companies that are attractively valued where investor sentiment is improving and investor buying is occurring.

- **To what extent will you invest in alternative energy?**

We would consider investing in these types of companies should they meet our investment criteria. However, we envisage that they are unlikely to comprise a significant proportion of our portfolio.

We also manage the Guinness Alternative Energy Fund, which invests in public listed equities in the alternative energy sector. Details of this fund can be found on our website: www.guinnessfunds.com.

- **Can I use my ISA/ PEP?**

The Guinness Global Energy Fund is eligible to be included in an ISA or a PEP. You should ask your provider if they will allow you to include this fund in your ISA or PEP. If they cannot provide you with this service then you may be able to invest in an ISA through a provider such as Hargreaves Lansdown (www.h-l.co.uk) or Funds Direct (www.fundsdirect.com).

- **Can I make monthly payments?**

Whilst we do not offer a Direct Debit facility, Investors can make subsequent investments in the Fund. The minimum additional investment is \$10,000 or £5,000. To make an additional investment, you need to fill in an application form with your account number and your payment details.

- **How long should I put my money in for?**

We cannot advise you on your investment strategy. The investment universe of the Fund is relatively narrow and energy prices are volatile. Therefore volatility of the fund may be higher than it would be for a more broadly invested equity fund. The value of this investment can fall as well as rise as a result of market and currency fluctuations and you may not get back the amount originally invested. If in any doubt, potential investors should consult their IFA.

- **What are the risks involved in investing in this fund?**

GUINNESS

ASSET MANAGEMENT LTD

As with all securities based investments, the value of your investment can go up as well as down. Investors should read the Prospectus and in particular the Risk Factors Section for full details on the risks.

- **Can I buy this through my IFA?**

Most IFA's will be able to invest in this fund for you. In addition to direct investment the Fund is available on various IFA fund platforms, including Ascentric and Transact.

- **Why is the Fund based in Dublin?**

Because the Fund is based in Dublin it benefits from being an Offshore Fund. This makes the fund accessible and transparent for investors from multiple jurisdictions while limiting the cost for investors.

- **What is your website address?**

www.guinnessfunds.com

- **Can I invest my pension money in this Fund?**

Depending on your pension provider, yes you should be able to invest some of your pension monies into this fund. Please contact your Pension Administrator for further information.

- **When do I get my share certificate?**

Investors will be sent a contract note confirming the number of shares they hold in the Fund and the price that was paid for them. We do not issue Certificates as the shares are held in registered form rather than bearer form.

24 September 2008