



Tatton
Investment Management

Verbatim Funds – Target Market Data

Overview of MiFID II Target Market

Target Market Framework

This service is designed for a broad target market and not to meet any inherent characteristics of vulnerability in the target market. Financial Advisers should consider individual customer needs in this regard and whether the potential for capital loss as a pre-requisite remains acceptable and appropriate.

Client type	<ul style="list-style-type: none"> • Retail (Positive/Negative/Neutral) • Professional (Positive/Negative/Neutral) • Eligible Counterparty (Positive/Negative/Neutral) 		
Knowledge & Experience	<ul style="list-style-type: none"> • Investor with basic knowledge (Positive/Negative/Neutral) • Informed investor (Positive/Negative/Neutral) • Advanced investor (Positive/Negative/Neutral) 		
Ability to bear loss	<ul style="list-style-type: none"> • The investor can bear no loss of capital: capital 100% guaranteed (Positive/ Negative/Neutral) • The investor is seeking to preserve capital or can bear losses limited to a level specified by the product (Positive/Negative/Neutral) • 2a. Optional percentage capital guaranteed • 3. The investor can bear losses, i.e. no capital guarantee (Positive/Negative/Neutral) • 4. The investor can bear losses beyond the investment amount (Positive/Negative/Neutral) 		
Client objectives & needs	<table border="0"> <tr> <td> <p>Return profile</p> <ul style="list-style-type: none"> • Preservation (Yes/No/Neutral)) • Growth (Yes/No/Neutral) • Income (Yes/No/Neutral) • Hedging (Yes/No/Neutral) • Option or Leverage Return Profile (Yes/No/Neutral) • Other (Yes/No/Neutral) </td> <td> <ul style="list-style-type: none"> • Specific Investment Needs (G – Green, E – Ethical, I – Islamic, S – ESG, O – Other) <p>Time Horizon</p> <ul style="list-style-type: none"> • RHP or V- Very Short (<1 year), S – Short (< 3 years), M – Medium (< 5 years), L – Long (> 5 years), Neutral <p>Maturity product:</p> <ul style="list-style-type: none"> • Maturity Date • May be terminated early (Positive/Negative/Neutral) </td> </tr> </table>	<p>Return profile</p> <ul style="list-style-type: none"> • Preservation (Yes/No/Neutral)) • Growth (Yes/No/Neutral) • Income (Yes/No/Neutral) • Hedging (Yes/No/Neutral) • Option or Leverage Return Profile (Yes/No/Neutral) • Other (Yes/No/Neutral) 	<ul style="list-style-type: none"> • Specific Investment Needs (G – Green, E – Ethical, I – Islamic, S – ESG, O – Other) <p>Time Horizon</p> <ul style="list-style-type: none"> • RHP or V- Very Short (<1 year), S – Short (< 3 years), M – Medium (< 5 years), L – Long (> 5 years), Neutral <p>Maturity product:</p> <ul style="list-style-type: none"> • Maturity Date • May be terminated early (Positive/Negative/Neutral)
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Risk Indicators	<p>SRRI (for products using the UCITS risk indicators)</p> <p>SRI (for PRIIPS)</p> <p>LMH – i.e., Low, Medium or High (for products without SRRI/SRI)</p>		
Channel	<p>Execution Only (R – Retail, P – Professional, B – Both, N – Neutral)</p> <p>Non Advised with Appropriateness Test (R – Retail, P – Professional, B – Both)</p> <p>Investment Advice (R – Retail, P – Professional, B – Both)</p>		



Verbatim Funds Target Market Assessment

Key: Positive target market – ie the product is intended for this aspect of the target market framework

Negative target market – ie the product is not intended for this aspect of the target market framework

Neutral: Neither Positive or Negative – ie manufacturer wasn't designing the product for this use but accepts it may be compatible

Target Market

Category	Explanation	Verbatim Funds Tatton Interpretation	Mandatory / Optional / Conditional / Indicative	Positive/Negative/Neutral
Client type <ul style="list-style-type: none"> • Retail • Professional • Eligible Counterparty 	Neutral means that the manufacturer estimates that there is neither negative nor positive target market. This applies to all three client type categories	Most investors will be clients of professional Financial Advisers or eligible counterparties. Some will invest directly. Funds are suitable for Retail investors.	Mandatory	Neutral
Knowledge & Experience Basic Knowledge	Investors have the following characteristics: <ul style="list-style-type: none"> • Basic knowledge of relevant financial instruments (a basic investor can make an informed investment decision based on the regulated and authorised offering documentation or with the help of basic information provided by point of sale); • No financial industry experience, i.e. suited to a first time investor 	Most, but not all clients will invest via an authorised Financial Adviser. The product is designed for basic knowledge investors	Mandatory	Positive
Knowledge & Experience Informed Investor	Having one, or more, of the following characteristics: <ul style="list-style-type: none"> • Average knowledge of relevant financial product (an informed investor can make an informed investment decision based on the regulated and authorised offering documentation, together with knowledge and understanding of the specific factors/risks highlighted within them) • Some financial industry experience 	Most, but not all clients will invest via an authorised Financial Adviser. This product is designed for informed knowledge investors	Mandatory	Positive
Knowledge & Experience Advanced Investor	Investor having one, or more, of the following characteristics: <ul style="list-style-type: none"> • Good knowledge of relevant financial products and transactions • Financial industry experience or accompanied by professional investment advice 	Most, but not all clients will invest via an authorised Financial Adviser. This product is designed for advanced	Mandatory	Positive



Verbatim Funds Target Market Assessment				Target Market
Key: Positive target market – ie the product is intended for this aspect of the target market framework Negative target market – ie the product is not intended for this aspect of the target market framework Neutral: Neither Positive or Negative – ie manufacturer wasn't designing the product for this use but accepts it may be compatible				
Category	Explanation	Verbatim Funds Tatton Interpretation	Mandatory / Optional / Conditional / Indicative	Positive /Negative / Neutral
Ability to bear loss: The investor can bear no loss of capital: capital 100% guaranteed	Investor can bear no loss of capital. Minor losses especially due to costs possible.	Verbatim Funds do have the ability for loss of capital due to market forces	Mandatory	Negative
Ability to bear loss: The investors is seeking to preserve capital or can bear losses limited to a level specified by the product	Investor seeking to preserve capital or can bear losses limited to a level specified by the product	Verbatim Funds do have the ability for loss of capital due to market forces and there is no limit applied	Mandatory	Negative
Ability to bear loss: Optional percentage capital guaranteed	Investor may select a guaranteed percentage of the investment to be guaranteed against loss. (XX% of capital guaranteed)	Verbatim Funds do have the ability for 100% loss of capital. There is no percentage of capital guaranteed.	Mandatory	Negative
Ability to bear loss: The investor can bear losses, i.e. no capital guarantee	No Capital Guarantee nor protection. 100% capital at risk	Verbatim Funds offer no capital guarantee or protection. 100% capital is at risk	Mandatory	Positive
Ability to bear loss: The investor can bear losses beyond the investment amount	Loss beyond capital invested	Verbatim Funds offer no capital guarantee or protection. 100% capital is at risk; no leverage is applied that would exceed loss beyond capital.	Mandatory	Negative



Verbatim Funds Target Market Assessment				Target Market
Key: Y: Positive target market – ie the product is intended for this aspect of the target market framework				
N: Negative target market – ie the product is not intended for this aspect of the target market framework				
Neutral: Neither Positive or Negative – ie manufacturer wasn't designing the product for this use but accepts it may be compatible				
Category	Explanation	Verbatim Funds Tatton Interpretation	Mandatory / Optional / Conditional / Indicative	Positive /Negative / Neutral
Client objective & needs: Preservation	Do the Verbatim Funds have a preservation objective?	No the funds do not have a preservation objective	Mandatory	Negative
Client objective & needs: Total Return	Do the Verbatim Funds have a total return objective?	Yes the funds have a total return objective	Mandatory	Positive
Client objective & needs: Income	Do the Verbatim Funds have an income objective?	Yes the funds have an income objective.	Mandatory	Neutral
Client objective & needs: Hedging	Do the Verbatim Funds have a hedging objective?	No the funds do not have a hedging objective	Mandatory	Negative
Client objective & needs: Option or Leverage	Do the Blended Funds have an option or leverage objective?	No the funds do not have an option or leverage objective	Mandatory	Negative
Client objective & needs: Other	Do the Verbatim Funds have any other objectives other than those considered above?	No the funds do not offer any other objectives other than those already noted.	Mandatory	Negative



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Category	Explanation	Verbatim Funds Tatton Interpretation	Mandatory / Optional / Conditional / Indicative	Positive / Negative / Neutral
Specific Investment Needs (G, E, S, O)	This may include green, ethical, ESG	Verbatim Funds do not include investments within these parameters	Mandatory	Negative
Specific Investment Needs I - Islamic	Islamic specific investment solutions	We do not offer Islamic investment solutions	Mandatory	Negative
Time Horizon: RHP – V, S, M, L, Neutral	V –very short (<1 year), S – Short (< 3 year), M – Medium (< 5 year), L – Long (> 5 years), Neutral	There is a minimum time horizon of 5 years+ for investment in Verbatim Funds	V - Mandatory S - Mandatory M - Mandatory L -Mandatory	V – Negative S – Negative M – Negative L - Positive
Maturity product: Maturity Date May be terminated early	Inclusion of structured products and direct bonds with specific maturity dates	Verbatim Funds do not include any specific strategies for income over a specified time horizon. They do not hold any structured products or direct bonds. Investor may terminate investment in the Verbatim Funds at any	Mandatory	Negative



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Category	Explanation	Verbatim Funds Tatton Interpretation	Mandatory / Optional / Conditional / Indicative	Positive /Negative /Neutral
Risk Indicators SRRI, SRI and LMH	Synthetic Risk and Reward Indicators (SRRI), Summary Risk Indicator (SRI) ,LMH Low, Medium, High. Applicable to covers UCITS, PRIIPs, non PRIIPS and non UCITS	These are provided by the ACD and included in the Key Investor Information Document. Tatton does take into account the various risk indicators of the underlying fund holdings.	Mandatory	Neutral
Channel: Execution only (R, P, B, Neutral)	Where a client invests in the Verbatim Funds based on their own analysis and after being provided with the required before sale information	Investors may invest directly in the Funds rather than through a Financial Adviser.	Optional	Positive
Channel Non Advised with Appropriateness (R, P, B, Neutral)	Where a client invests in the Verbatim Funds based on an appropriateness test which verifies they have sufficient knowledge and experience. Non advised are investment services other than portfolio management and investment advice	Tatton does not offer a non advised with appropriateness service	Mandatory	Negative
Channel Investment Advice (R, P, B)	Means that Tatton gives personal recommendations to a client, either upon their request or at the initiative of the investment firm, in respect of one or more transactions relating to financial instruments (Article 4 (1) (4) MiFID II).	Tatton does not provide advice	Mandatory	Negative
Channel Portfolio Management (R, P, B)	Means Tatton manages funds in accordance with mandates given by clients on a discretionary client-by-client basis where	Tatton does apply fund investment	Mandatory	Positive

Important Information

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