

# Target market and fair value statement

## Tailored discretionary investment management

This service is designed for clients who wish to delegate their investment decisions to a dedicated discretionary investment manager who will create a tailored portfolio. The portfolio may contain both complex and non-complex products.

This service has been designed for the following target market:

<b>Type of investor</b>	<ul style="list-style-type: none"> <li>The service is designed for clients who want an individual investment portfolio constructed to meet their specific requirements (i.e. fully tailored)</li> <li>It has a minimum investment amount of £100,000</li> <li>Clients are classified as retail clients for the purposes of the FCA</li> <li>We recognise that some clients, due to their personal circumstances, may require additional support in engaging with us. CGWM are committed to providing support based on individual requirements to achieve good outcomes for all our clients.</li> </ul>
<b>Client's knowledge and experience</b>	The service is designed for clients who have limited knowledge and experience of investments and those with previous knowledge and experience of investments.
<b>Client's capacity for loss and ability to withstand loss</b>	The service offers no capital guarantees and clients must have an ability to sustain capital loss.
<b>The risk/reward profile of the service</b>	The service offers nine risk profiles for clients to choose from. Please refer to our booklet 'Our investment risk framework' for further information.
<b>Client objectives and financial needs</b>	<ul style="list-style-type: none"> <li>The minimum recommended investment time horizon is five years</li> <li>The service is designed for clients with investment restrictions or preferences, including tax planning and direct investments</li> <li>Financial objectives cannot be met using cash returns.</li> </ul>
<b>Negative target market</b>	<p>The service is not designed for:</p> <ul style="list-style-type: none"> <li>Portfolios worth less than £100,000</li> <li>Clients that have no ability to sustain a capital loss, or require full capital protection</li> <li>Clients with an initial investment time horizon of less than three years</li> <li>Clients who want to be actively involved in the day-to-day management of their investment portfolios.</li> </ul>
<b>Costs</b>	For our fee schedule please contact your investment manager.
<b>Distribution strategy</b>	<ul style="list-style-type: none"> <li>Through external FCA regulated financial advisers or direct with CGWM with advice</li> <li>Through internal CGWM investment managers under discretion</li> <li>Through internal CGWPL financial planners with advice</li> <li>Direct to retail private clients with advice.</li> </ul>
<b>Fair value statement</b>	CGWM has undertaken a fair value assessment of this service using internally selected criteria that meets regulatory expectations. These include financial and non-financial benefits, costs, peer group comparisons and customer feedback. The outcome is that the benefits to the client are achieved at a cost that offers fair value. CGWM are committed to providing ongoing fair value for all our services and will be conducting annual assessments. We are aware that Financial Advisers have their own specific charges associated with the services they provide and that they will need to make their own fair value assessment of the overall costs once these charges are considered.

### Investment involves risk.

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