

# Target market and fair value statement

# IHT portfolio service

The service is designed for clients that want an individual investment portfolio constructed to meet their tax planning objectives.

This service has been designed for the following target market:

# Type of investor

- It has a minimum investment amount of £50,000
- Clients are classified as Retail Clients for the purposes of the FCA
- 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.

# Client's knowledge and experience

The service is designed for clients who have limited knowledge and experience of investments and those with previous knowledge and experience of investments.

# Client's capacity for loss and ability to withstand loss

The service offers no capital guarantees and clients must have an ability to sustain capital loss.

# The risk/reward profile of the service

The service is high risk as it is 100% invested in equities listed on AIM.

# Client objectives and financial needs

- The minimum recommended investment time horizon is five years
- Financial objectives cannot be met using cash returns.

# Negative target market

The service is not designed for:

- Portfolios worth less than £50,000 on CGWL platform or £10,000 on external platform
- Clients that have no ability to sustain a capital loss, or require full capital protection
- Clients with an initial investment time horizon of less than two years
- Clients who want to be actively involved in the day-to-day management of their investment portfolios.

### Costs

For standard costs please refer to our website and fee schedule.

# **Distribution strategy**

- Through external FCA regulated financial advisers direct with CGWM with advice
- Through internal CGWM investment managers under discretion
- Through internal CGWPL financial planners with advice
- · Direct to retail private clients with advice.

### Fair value statement

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.

Canaccord Genuity Wealth Management (CGWM) is the trading name of Canaccord Genuity Wealth Limited (CGWL) and CG Wealth Planning Limited (CGWPL). They are subsidiaries of Canaccord Genuity Group Inc. CGWL and CGWPL are authorised and regulated by the Financial Conduct Authority (registered numbers 194927 and 594155). CGWL and CGWPL have their registered office at 88 Wood Street, London, EC2V 7QR. CGWL and CGWPL are registered in England & Wales no. 03739694 and 08284862.