

## Product Target Market – Individual Stakeholder

	<i>Product Description</i>	<i>Additional Comments</i>
<b>General product information</b>		
Individual Stakeholder	Individual Stakeholder is an insured personal pension plan that allows investors to save for their retirement tax efficiently and consolidate their existing retirement savings. It offers a range of investment options including funds and lifestyle strategies.	
<b>Investor type</b>		
Retail client	Yes	
Professional client	No	
Eligible counterparty	No	
<b>Knowledge and/or experience</b>		
Basic investor	Yes	Investors having the following characteristics: <ul style="list-style-type: none"> <li>• basic knowledge of relevant financial products. 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.</li> <li>• no financial industry experience (i.e. suited to a first time investor).</li> </ul>
Informed investor	Yes	Investors having one, or more, of the following characteristics: <ul style="list-style-type: none"> <li>• average knowledge of relevant financial products. 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 only.</li> <li>• some financial industry experience.</li> </ul>
Advanced investor	Yes	Investors having one, or more, of the following characteristics: <ul style="list-style-type: none"> <li>• good knowledge of relevant financial products and transactions.</li> <li>• financial industry experience or accompanied by professional investment advice or included in a discretionary portfolio service.</li> </ul>

Ability to bear losses		
No capital loss	No. Investor can't bear loss of capital.	Negative target market - Product shouldn't be sold to investors who can't bear loss of capital.
Limited capital loss	No	Negative target market - Product shouldn't be sold to investors who can't bear loss of capital.
No capital guarantee	No capital guarantee or protection. 100% of capital is at risk.	Negative target market - Product shouldn't be sold to investors who are seeking to preserve capital and can't bear loss of capital.
Risk tolerance		
Low	Yes	Depending on investment fund, portfolio or lifestyle strategy selected.
Low to medium	Yes	Depending on investment fund, portfolio or lifestyle strategy selected.
Medium	Yes	Depending on investment fund, portfolio or lifestyle strategy selected.
Medium to high	Yes	Depending on investment fund, portfolio or lifestyle strategy selected.
High	Yes	Depending on investment fund, portfolio or lifestyle strategy selected.
Client objectives & needs		
Preservation	No	Negative target market - Product shouldn't be sold to investors who are seeking to preserve capital.
Growth	Yes	
Income	Yes	Income can normally be taken from age 55.
Hedging	No	Negative target market - Product shouldn't be sold to investors who are seeking to hedge income or capital.
Time horizon	Long term (> 5 years)	Recommended holding period.
Maturity date	None	Until all retirement savings are withdrawn.
Specific investment need	Yes	Depending on investment fund, portfolio or lifestyle strategy selected.
Distribution strategy		
Execution only	No	Negative target market – Product should not be sold on an execution only basis
Non-advised service	No	Negative target market – Product should not be sold on a non-advised basis
Investment advice	Yes	
Portfolio management	Yes	



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