

# Target market and fair value statement

## Execution-only stockbroking service

This service is designed for clients who wish to control their investment decisions and are willing to pay a minimum of £400 for this.

This service has been designed for the following target market:

|                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
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| <b>Type of investor</b>                                         | <ul style="list-style-type: none"> <li>• Clients are classified as Retail Clients for the purposes of the FCA</li> <li>• For clients who wish to trade in 'complex' investments there is an opt-up process depending on knowledge and experience</li> <li>• We recognise that some clients, due to their personal circumstances, may require additional support in engaging with us. Canaccord Wealth 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 knowledge and experience of investments and active investors.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Client's capacity for loss and ability to withstand loss</b> | Clients must have an ability to sustain capital loss.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>The risk/reward profile of the service</b>                   | The service is at the client's own risk.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Client objectives and financial needs</b>                    | No time horizon or objectives.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Negative target market</b>                                   | <p>The service is not designed for:</p> <ul style="list-style-type: none"> <li>• Clients with no investment experience</li> <li>• Clients that have no ability to sustain a capital loss</li> <li>• Clients who want to pay less than £400 per year</li> <li>• Clients who do not want to be involved in investment decisions.</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 internal Canaccord Wealth investment managers without advice</li> <li>• Through internal CGWPL financial planners without advice</li> <li>• Direct to retail private clients without advice.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Fair value statement</b>                                     | <p>Canaccord Wealth 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. Canaccord Wealth 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.</p> |

### Investment involves risk.

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