

Target Market

Retail Clients only	Advanced (see Knowledge and Experience below)
Knowledge and Experience	Investors 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 or included in a discretionary portfolio service
Ability to bear losses	Reviewed by qualified FCA Adviser Client must have ability to bear potential loss
Risk Tolerance	Whitechurch risk scale 1 to 10 Target Market Risk Rated 3 to 8 Not available for Risk Rated 1 to 2 or 9 to 10 Retail Clients. Adviser agrees with Client's Risk rating
Client's Objectives and Needs	Growth , Income, Income and Growth, Ethical Investor Suitable for Savings, Income generation and Retirement
Designed for Tax Wrappers	General Investment Account, ISA, SSAS, SIPP, Offshore bonds, QROPS
Volatility	3 year shown, where available on quarterly investment performance

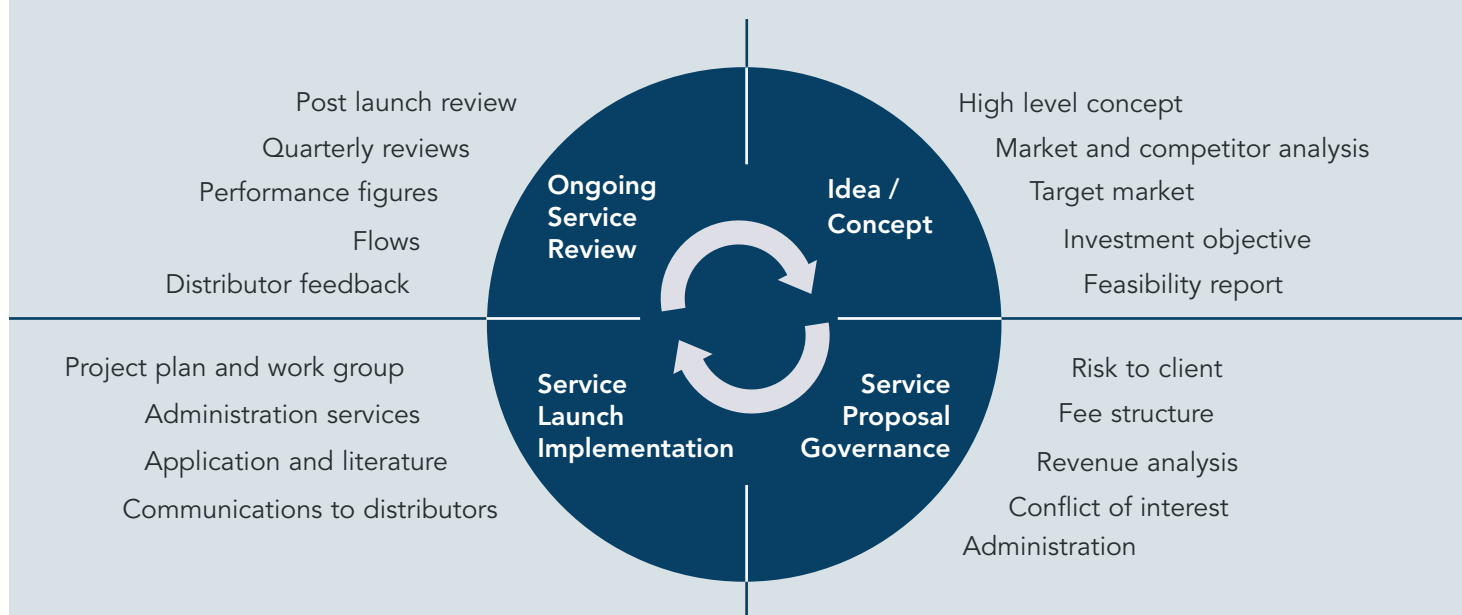
Rating Agencies

Asset Risk Consultants (ARC)	Independent annual review of WSL
Distribution Technology	Dynamic Planner Risk Rated portfolios
Defaqto	Prestige, PMS, PMS on Platforms

Information available to Advisers / Distributors / Clients

- Client Portal via www.whitechurch.co.uk 24/7 valuations, Downloadable quarterly investment reports, Service literature & investment commentary
- Brochures for all DFM services: Prestige Investment Management Service, Portfolio Management Service (PMS), Personally Tailored Service, Direct Equity Service, Ethical Investment Solutions
- PMS Factsheets
- Prestige Performance Sheets
- Prestige Asset Allocation Sheets
- Ethical Asset Allocation Sheets
- Ex-ante Illustrations
- Ex-post Reports

Product Approval Process



IMPORTANT NOTES: FOR UK FINANCIAL ADVISERS ONLY. NOT TO BE RELIED UPON BY ANY OTHER PERSON.

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Please answer the following questions and refer to the target market on reverse.

1. Are Whitechurch Investment Portfolios only used with retail clients as per knowledge and experience on reverse? <i>If no please provide details below</i>	YES / NO
2. Are Whitechurch portfolios only used with clients who have the ability to bear losses as shown on reverse? <i>If no please provide details below</i>	YES / NO
3. Have you received any complaints regarding Whitechurch portfolios? <i>If yes please provide details below</i>	YES / NO
4. Do you use Whitechurch risk ratings of 3 to 8 with your clients? If not please provide details (own ratings, independent risk ratings mapped to Whitechurch portfolios, or something else). <i>Please provide details below</i>	YES / NO
5. Have any clients who fall outside the risk rating described in question 4 invested into Whitechurch portfolios? <i>If yes please provide details below</i>	YES / NO
6. Have any clients with less than a 5+ year investment horizon invested into Whitechurch portfolios? <i>If yes please provide details below</i>	YES / NO
7. Have any clients invested into Whitechurch portfolios without advice? <i>If yes please provide details below</i>	YES / NO
8. Have any vulnerable clients invested into Whitechurch portfolios? <i>If yes please provide details eg nature of vulnerabilities and any additional support given</i>	YES / NO
9. We welcome constructive feedback, if there is anything you think we could do to improve our services, please share your thoughts below.	YES / NO

Name:	Firm Name:
Signature:	Date:

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