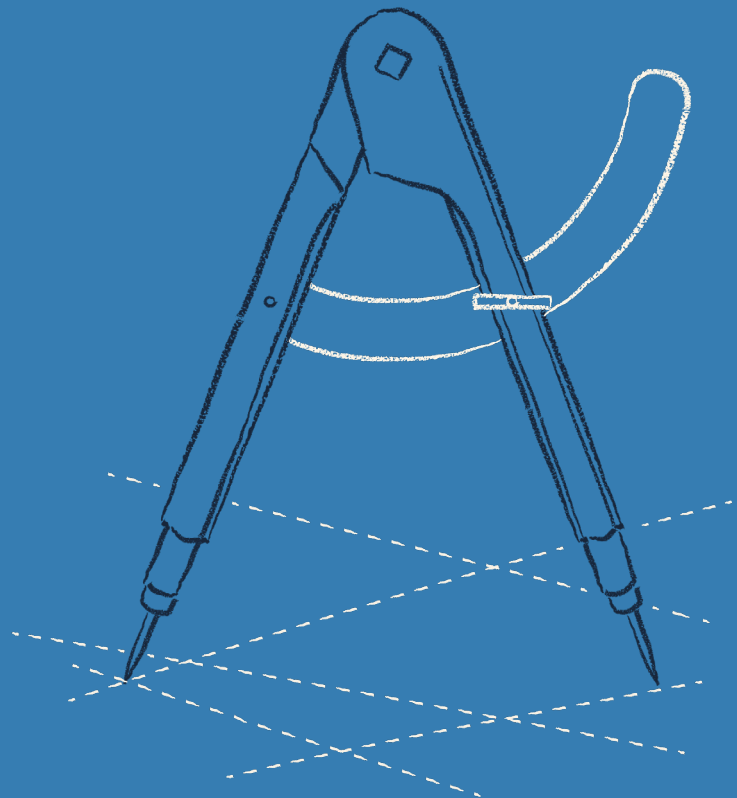


Saltus Managed

Target Market & Assessment of Value

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Saltus Managed

What is Saltus Managed product range?

The Saltus Managed range, established in October 2021, is an investment management product offering comprised of five investment portfolios that differ in their investment objectives and risk profiles. The range is formed of direct holdings in third party UCITs. This is a discretionary service which means that a centrally managed team will make investment decisions on your client's behalf, using their expertise and knowledge. As such, the portfolio may contain both complex and non-complex products.

The product range is only available to FCA regulated Financial Advisers to select on behalf of their retail and professional clients. The range is accessed via Saltus and third-party platforms and are constantly monitored by an in-house dedicated investment management team.

How do your clients invest?

Advised – this product range is available on an advised basis

Non - advised - this product range is not available on a non-advised basis

Execution only - this product range is not available on an execution basis

Key information

Time horizon

Minimum three years for lower risk portfolios

- 1) Cautious (low risk)
- 2) Moderately Cautious (low-medium risk)

Minimum five years for balanced and higher risk portfolios

- 3) Balanced (market risk)
- 4) Growth (high-market risk)
- 5) Unconstrained (higher risk)

Preservation of capital:

Capital is at risk.

Investment objective/growth: the Managed range is designed to offer:

- 1) Primarily to maximise capital growth
- 2) To achieve this return within the stated risk tolerance
- 3) To diversify returns across asset classes

Maturity

There is no fixed maturity. Clients can redeem at any time.

Costs

Underlying Fund TER (External manager fee)	0.50% (Capped)
Saltus Investment Management Fee	0.25%

Fair value assessment

What is an assessment of fair value?

Assessing value is much more than just looking at the fees which our investors pay or the performance of the fund in isolation. Considering this, we have designed an assessment which covers four elements of the service.

Fair value: consumers should pay a fair price for any investments

Products and services: consumers must be sold products and services that are tailored to their specific needs and objectives

Client support: clients must receive the highest level of customer service

Consumer understanding: client knowledge should be increased via documentation, use of language and ongoing transparency

Fair value confirmation statement

Saltus has undertaken a fair value assessment of the Managed product range in line with internally defined criteria and the regulatory expectations and considers that the benefits of the product offering provided are proportionate to the anticipated costs.

Target market

What is the target market for this service?

Retail clients who;

1. Are happy to accept some degree of investment risk;
2. Have the capacity to absorb loss and;
3. Have an FCA regulated Financial Adviser relationship who is responsible for assessing suitability and can help their clients to understand the risk / reward profile and features of the service, advise on risks and time horizon

In addition, professional investors and eligible counterparties are also eligible.

Negative target market:

The product offering is not appropriate for;

1. Clients seeking full capital protection
2. Clients with no ability to bear loss
3. Those who require a fully guaranteed income or a fully predictable return profile
4. Clients without a Financial Adviser

Vulnerable clients

As a proposition the Managed range poses no additional risk to vulnerable clients.