

## TARGET MARKET AND DISTRIBUTION

### IFSL Marlborough Global Innovation Fund

#### Product

The product is a non-complex, FCA authorised UCITs fund. The Fund is actively managed.

The aim of the Fund is to grow the value of your holdings through capital growth, which is profit on an investment, over a period of at least 5 years. However, there is no certainty this will be achieved.

At least 80% of the Fund will invest in shares in companies listed globally. The Fund can hold up to 75% in shares issued in any single country. It is expected that at least 50% of the Fund will be invested in a mixture of companies listed in North America or UK markets.

A minimum of 50% of the Fund will be invested in smaller companies, as defined by smaller companies' indices in their respective country of listing at the time of the initial purchase. Companies purchased will be those which the Manager considers to be innovative. These are typically companies the Manager believes to be operating in high-growth industries, with superior business models, which are significantly technology enabled and have distinctive intellectual property.

Following this investment philosophy, the Fund may invest in other securities which offer returns linked to the company performance, such as, preference shares, convertible bonds, listed warrants and up to 10% through exchange traded funds which themselves invest in company shares.

The Fund may, from time to time, hold shares in companies that become unquoted following investment, due to a delisting or other corporate event, for example. The Fund will not make new investment into the shares of companies that are unquoted.

The Fund is actively managed, which means the Investment Manager decides which investments to buy and sell and when. There are no further constraints to industry, sector, or geography, other than the aforementioned constraints.

The Fund will normally hold a cash balance to enable ready settlement of liabilities (including redemption of shares) and efficient management of the Fund both generally and in relation to strategic objectives. In extreme market conditions this may be up to 20% of the Fund but it is anticipated this will be infrequent.

For cash management purposes, the Fund may also hold short, dated government bonds.

#### Target Market

#### **The type of client to whom the product is targeted**

As a non-complex fund it is targeted at retail investors, professional investors and eligible counterparties.

### Clients' knowledge and experience

This fund is suitable for the basic investor. Investment experience is not a necessity however a basic understanding of the kind of underlying investments of the scheme is important. It has no complex features or guarantees in place that would require more than a basic understanding of investment markets or instruments.

Investors should read the Key Investor Information document which is intended to help investors understand the nature and risk of investing in this fund.

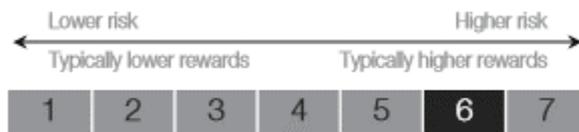
Investors are also advised to read the fund's prospectus which contains details on the objectives, investment strategies, risk, distribution policy, fees, expenses and Fund Management.

### Clients' financial situation, with a focus on the ability to bear losses

Clients should be prepared to commit to their investment for the long term or risk losing part of their investment in the short to medium term. The minimum investment horizon should be greater than five years.

Investors will have no risk of loss greater than their invested amount. As a fund with exposure to financial instruments investors should be aware that the potential exists for a total loss of assets and should therefore be able to bear such losses. However, the fund will be managed in such a way to reduce this risk considerably.

### Clients' risk tolerance and compatibility of the risk/reward profile of the product with the target market



This Fund has been measured as 6 because its investments have experienced high volatility in the past. The Fund's volatility is affected by various risks.

The Fund is therefore compatible with clients who have a high-risk tolerance. They should be willing to accept price fluctuations in exchange for the opportunity of higher returns.

Perceptions of risk will vary from person to person. The risk tolerance identified here refers to a fund which invests in such a way as to maintain moderate to high volatility. It will not take significant positions in individual financial instruments or invest in highly speculative assets.

### Clients' objectives and needs

The client's objectives should be in line with the Fund's investment objective, which is to generate capital growth over the longer term (5 years +) by gaining exposure to an adventurous mix of assets.

**Clients who should not invest (the 'negative-target market')**

The Fund may not be suitable for certain investors, including but not limited to those whose objectives and needs are not consistent with the nature of the Fund, those who are unable to commit capital for a sufficient term or do not have sufficient resources to bear any loss which may result from an investment in the Fund. The Fund is also not committed to meeting any specific ethical, social, religious or environmental restrictions which some investors may be seeking.

**Distribution channel**

The Fund will be distributed primarily via fund platforms, wealth managers, discretionary fund managers and financial institutions.