



Target Market and Distribution Strategy Matrix

| ESMA Requirement | | Target Market Criteria | Negative Target Market |
|---|----------------------|--|--|
| Client type | | <input checked="" type="checkbox"/> Retail <input checked="" type="checkbox"/> Professional counterparties <input checked="" type="checkbox"/> Eligible counterparties | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| Knowledge and experience | | <input checked="" type="checkbox"/> Low <input checked="" type="checkbox"/> Medium <input checked="" type="checkbox"/> High | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| Financial situation, with a focus on the ability to bear losses | | <input type="checkbox"/> Investors with no tolerance for loss in their investment or initial amount <input checked="" type="checkbox"/> Investors who tolerate a moderate loss in their investment or initial amount <input checked="" type="checkbox"/> Investors who tolerate a loss of the entire investment or initial amount <input type="checkbox"/> Investors who tolerate losses exceeding their investment or initial amount | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| Risk tolerance and compatibility of the risk/reward profile of the product with the target market | | <input checked="" type="checkbox"/> Compatible with High Risk investment (investor is willing to accept the risk of losses up to or exceeding the investment or initial amount) <input type="checkbox"/> Compatible with Low Risk Investment (investor is not willing to accept any loss of the investment or initial amount) | <input type="checkbox"/> <input checked="" type="checkbox"/> |
| Clients' objectives and needs | Investment Term | <input type="checkbox"/> Short <input type="checkbox"/> Medium <input checked="" type="checkbox"/> Long <input type="checkbox"/> [For products with a specific maturity date] please indicate the maturity date | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| | Investment Objective | <input type="checkbox"/> Capital protection <input checked="" type="checkbox"/> Appreciation <input type="checkbox"/> Future income stream | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| | Liquidity | <input checked="" type="checkbox"/> Requires the possibility to exit the investment early <input type="checkbox"/> Willing to hold the investment until its maturity | <input type="checkbox"/> <input type="checkbox"/> |
| | Additional Criteria | <input type="checkbox"/> Investment <input type="checkbox"/> Hedging <input type="checkbox"/> Financing <input checked="" type="checkbox"/> Portfolio diversification <input checked="" type="checkbox"/> Other specific requirements (e.g. Sharia, green, ethical investment etc) | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| Distribution Strategy | | <input checked="" type="checkbox"/> Advised <input checked="" type="checkbox"/> Non-advised <input checked="" type="checkbox"/> Execution only <input checked="" type="checkbox"/> Discretionary | <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |