## EDENTREE RESPONSIBLE AND SUSTAINABLE EUROPEAN EQUITY FUND



## Target Market and Distribution Strategy Matrix

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

