



Consumer Duty at LGT Wealth Management



Target Market Statement: LGT Discretionary Managed Service



We take our responsibility under the Consumer Duty very seriously. Since the introduction of the Consumer Duty by the FCA in July 2022, we have been working hard to ensure we are delivering good outcomes for clients, to continually seek to improve the quality of our products and services and to make sure that clients do not suffer harm.

To meet our compliance with the Consumer Duty the FCA requires LGT as a manufacturer to complete an assessment of the products and services that are within scope and to share the relevant information with our distributors on an annual basis.

We have undertaken the following Price and Value and Target Market assessments for:

- Model Portfolio Service
- Sustainable Model Portfolio Service
- International Model Portfolio Service
- International Sustainable Model Portfolio Service
- Discretionary Managed Service

Our focus has been to continue to meet the requirements of the Consumer Duty and to provide good client outcomes and to avoid foreseeable harms. We will continue to update our dedicated Consumer Duty website page: www.lgtwm.com/uk-en/financial-advisers/consumer-duty.

If you have any questions, or have any feedback, then please contact your LGT Business Development Director or advisersolutions@lgt.com.

Tony Allan
Partner and Head of Business Development LGT Wealth Management

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The purpose of this document is to present an overview regarding the target audience, goals, objectives, and necessities of clients that can be met through the LGT Discretionary Managed Service (DMS). Its primary objective is to assist advisers in assessing whether the DMS is suitable for their clients or themselves.

An overview of DMS

The LGT Discretionary Managed service is an investment service comprising of bespoke and model portfolios across a range of 7 risk profiles*.

* Very Low, Low, Low-Medium, Medium, Medium-High, High, Very High.



What client needs and objectives does the DMS aim to meet?

The LGT DMS is compatible with the following client needs and objectives:

- Capital preservation
- Income
- Capital growth
- A balance between the above



What client needs and objectives does the DMS not meet?

The LGT DMS is not compatible with the following client needs and objectives:

- Does not meet our minimum investment amount
- Under the age of 18
- No tolerance for capital loss and/or seeking a full, on-demand repayment of the amount invested
- Need a fully guaranteed income or a wholly predictable profile of returns

What client characteristics is the DMS designed to be compatible with?

Age range	Suitable for all age ranges above 18 years old
Investment knowledge and experience	Suitable for clients with various levels of understanding and expertise
DMS knowledge and experience	The client level of understanding is considered by their adviser when selecting the risk profile for the portfolio
Length of investment	No mandatory investment time horizon, but recommended holding periods exist in documents, based on selected risk profile
Client involvement	Discretionary
Risk profile	The service can be adapted to satisfy a range of risk profiles
Country of residence	Countries where LGT WM is registered - UK, US and Jersey or resident in a country where a full legal and regulatory analysis has been undertaken
Client categorisation	Retail, professional, corporate, trusts

How is the LGT DMS distributed?

The LGT DMS portfolios can only be distributed on an advised basis, via an independent financial adviser.

Reviewing clients against our target market

At LGT, we conduct frequent assessments of our clients to ensure that we are reaching our desired audience. When LGT products or services are disseminated through a third party, it is the distributor's obligation to ensure that they comply with the target market, in accordance with the FCA's guidelines.

We will work, where applicable, with distributors to ensure target market adherence and avoid the possibility of poor outcomes for our clients.

LGT and vulnerable customers

At LGT, we acknowledge our responsibility to identify and treat vulnerable customers fairly, ensuring that they receive the same level of satisfactory results as other clients. To achieve this, we have implemented various policies and guidelines, and we provide consistent training to our people to recognise, accommodate, and assist the unique requirements of vulnerable customers.

We have implemented measures, such as vulnerability assessments, to identify if there could be vulnerable customers in our target market. These assessments consider the four key categories of vulnerability highlighted by the FCA: health condition, life events, financial resilience and capability. In our assessments, we highlight the likelihood of occurrence, types of potential harm and mitigating actions. This will ensure we have accounted for customers that fall into this category and have the correct accommodations to support them.

Contact us

If you have any queries regarding this document, please contact our team on:

- Telephone: 0203 207 8000
- Email: advisersolutions@lgt.com

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Investors should be aware that past performance is not an indication of future performance, the value of investments and the income derived from them may fluctuate and you may not receive back the amount you originally invested.