



CHARLOTTE SQUARE
INVESTMENT MANAGERS

PRODUCT INFORMATION

Manufacturer to Distributor information under the Consumer Duty

PRODUCT INFORMATION FOR INTERMEDIARIES (ADVISERS)

We are pleased to present this information document to outline the key features of the financial products and services ('products') that we offer as part of our Discretionary Investment Management Services.

So that you have sufficient information on which to base recommendations to your clients, it is our responsibility to provide you with:

- the key constituents of the products themselves on which to make an informed decision.
- an overview of the approval and monitoring process that we conduct on all products we offer.
- an understanding of the value a product is intended to provide to your clients.
- the associated costs as contained in our Schedule of Fees and Charges.
- the types of investments you are likely to find in the portfolios, and the risks associated with these.

You will find further detail in our 'Services for Intermediaries' and 'Value Assessment' publications. Please contact us if you would like further information on any products you intend to recommend or include in your distribution strategy.

GOVERNANCE FRAMEWORK FOR OUR DISCRETIONARY INVESTMENT MANAGEMENT SERVICES

All products are captured within a robust Framework from concept phase through to implementation and ongoing monitoring. Key stages include:-

- **Product and Value Assessments**

These are integral to the approval process and capture key information on the components of the product or service itself; the assumed characteristics of the intended market; overall objectives; risk attributes and value.

- **Testing**

As part of the concept phase, and thereafter on a quarterly basis, testing is carried out using Portfolio data that has been back tested* to determine performance outcomes over a five year period (or from launch if earlier) to determine performance and potential risks.

- **Monitoring**

Reviews are conducted on at least an annual basis, taking into account the feedback and other management information that has been gathered to analyse distribution relative to intended target market and outcomes.

- **Action**

Steps will be taken to address any issues identified in the monitoring programme, including taking appropriate action to mitigate the situation and prevent further harm from occurring e.g. by informing other firms in the distribution chain about their actions; making changes to a product or service; or providing additional information to distributors.

Target Market

As a manufacturer of investment products, appropriate arrangements have been put in place to design products to meet the needs and objectives of customers in an identified target market.

Although our products are designed for a wide range of clients, the characteristics, objectives and potential benefit of each product has a specific target market in mind, designed to allow you to align with the financial goals, aims and risk tolerance of your clients.

However, under the Consumer Duty and PROD rules, it is ultimately your responsibility to conduct your own target market assessments to meet your regulatory obligations.

That is why we see this as very much a collaborative process in product lifecycle management, to ensure the best outcomes for your clients. You can assist us in this by providing information about your experience of distributing the products and any feedback we may request.

* other than in the 'Adventurous' range.

PRODUCT & SERVICES MATRIX

PRODUCT RANGE:

1. BESPOKE

The individual nature of this service means that clients meeting the minimum level for investment, can benefit from the full range of instruments and asset classes - at the same time as personalising their portfolio to suit specific requirements.

In our 'Services for Intermediaries' and 'Value Assessment' publications, we describe the key features on which we base our target market assessments as follows:

TARGET MARKET	NEGATIVE TARGET MARKET
<p>This service is likely to suit investors:</p> <ul style="list-style-type: none"> • wishing to have experienced professionals manage their money. • looking for more complex investment solutions or structures. • with sufficient knowledge of financial markets to understand the risks. • willing to commit to staying in the market for 5+ years. 	<p>This service is less likely to suit investors:</p> <ul style="list-style-type: none"> • who prefer to manage their money themselves. • with modest sums to invest that do not justify personalisation of the portfolio. • have a particular requirement that is not part of our service offering. • unwilling to commit to staying in the market for 5+ years.

2. EVOLUTIONARY

PORTFOLIO MANDATE	CONSERVATIVE	MODERATELY CONSERVATIVE	BALANCED	GROWTH	ADVENTUROUS
KEY CHARACTERISTICS	A lower concentration of equity exposure with the majority of assets being short dated bonds, fixed income and alternative assets.	A similar level of growth and defensive assets which will include UK and global equities, fixed income and alternative assets.	A tilt towards growth assets such as equities both in the UK and globally and also a proportion in bonds and alternative assets.	A higher concentration of UK and global equities on a wide geographic base, including exposure to income from bonds and similar asset classes.	Up to 100% global equities and possibly an above average proportion of small companies and leveraged investment vehicles, designed to enhance returns.
OBJECTIVE	<p>Capital Preservation + Income with capital growth where possible over the long term.</p> <p>To preserve capital value over the long term and generate income that can either be taken or accumulated.</p>	<p>Modest Capital Growth over the long term with below average volatility.</p> <p>Capital preservation remains a component, complemented by income generating sources.</p>	<p>Balanced Capital Growth and Preservation over the long term.</p> <p>To provide capital growth while also focusing on protecting capital value from the effects of inflation.</p>	<p>Capital growth over the long term.</p> <p>To provide a total return ahead of real returns, the greater part of which will come from capital rather than income generating sources.</p>	<p>Vigorous Capital Growth over the long term.</p> <p>To provide above average capital growth, with less concern over volatility, and where income generation is incidental.</p>

As at 30 September 2025

2. EVOLUTIONARY (contd.)

PORTFOLIO MANDATE	CONSERVATIVE	MODERATELY CONSERVATIVE	BALANCED	GROWTH	ADVENTUROUS
TARGET MARKET	Retail investors with a minimum of basic knowledge of stocks and shares and financial markets generally, but also those who may be new to investing.	Retail investors with a minimum of basic knowledge of stocks and shares and financial markets generally.	Retail investors with at least a basic knowledge of stocks and shares and financial markets generally, who are willing to accept a higher level of risk from investing – in return for capital growth.	Retail investors with knowledge of stocks and shares and financial markets generally, familiar with the impact of the increased risk in this type of strategy in return for a corresponding increase in potential capital growth.	Retail investors with a minimum of informed or advanced knowledge of investments and financial markets generally, whose primary focus is potential growth in capital value.
	It would be best suited to those whose tolerance to losing capital is low, and for whom both capital preservation and income generation from the portfolio are the most important features.	An overall cautious investor looking for an element of income generation from the portfolio as well as capital preservation and accepting an element of market risk to achieve capital growth for the future.	It would suit an investor seeking a balance between capital preservation and growth, for whom income is welcome, but not the focus.	These investors are willing to accept an above average risk in pursuit of growth with a low focus on income.	This type of portfolio would only suit those who are willing, and able, to accept a high and increased risk of loss of the capital invested. These investors are less likely to seek income generation.
NEGATIVE TARGET MARKET	This would not be suitable for investors: • with a low risk appetite. • unable to absorb any loss of capital. • dependent on the income generated from their investments. • unwilling to commit to staying invested in the market for 5+ years.	This would not be suitable for investors:- • with at least a medium risk appetite. • looking for a focus on capital growth. • willing to accept an increased level of risk to achieve this. • unwilling to commit to staying invested in the market for 5+ years.	This would not be suitable for investors: • with a low risk appetite. • looking for a focus solely on income generation. • requiring aggressive capital growth. • unwilling to commit to staying invested in the market for 5+ years.	This would not be suitable for investors: • with a low risk appetite • unable to accept an above average loss in the value of their capital • whose primary focus is on income generation. • unwilling to commit to staying invested in the market for 5+ years.	This would not be suitable for investors: • without a high risk appetite and ability to lose part or all of the capital invested. • without advanced knowledge and understanding of financial markets. • unfamiliar with the increased level of risks associated with this type of strategy. • seeking guaranteed income. • unwilling to commit to staying in the market for 5+ years.

3rd PARTY RISK PROFILES					
Dynamic Planner	3/4	4/5	5/6	6/7	7/8
Finametrica	26-40	41-52	53-64	65-79	80-100
Oxford Risk	2/5;3/7	3/5;4/7	3/5;5/7	4/5;5/7	4/5;6/7
Defaqto	3	4	5	7	8
E-Value	3	4	4	5	5

As at 30 September 2025

2. EVOLUTIONARY (contd.)

RISK MAPPING	Here we illustrate the five Evolutionary risk categories, which we have interpreted as at 31 March 2025 to suggest how they can reasonably be mapped to industry benchmarks and third-party risk profilers.*				
PORTFOLIO RISK PROFILE	LOW	LOW to MEDIUM	MEDIUM	MEDIUM to HIGH	HIGH
Equity Range	25 - 40%	40 - 55%	55 - 70%	70 - 85%	85 -100%
Approx. Volatility**	4-8%	6-10%	8-12%	10-14%	12-16%
MSCI PIMFA Index	Cautious	Income	Balanced	Growth	Global Growth
ARC PCI	Cautious	Balanced	Steady Growth	Equity Risk	Equity Risk
Rationale for index selections	The indices selected most closely represent each portfolio's strategic asset allocation and performance is benchmarked against them.				

* Note: The Charlotte Square portfolio mandates have not been independently verified by a third party. Our internal analysis and data validation has determined the mapping of the risk to each portfolio mandate.

**Note: Volatility has been calculated using FE Analytics, on a backward looking basis over a 12 month period to 31 March 2025 using the current asset allocation structure, on a long term view (individual years may vary).

3. SPECIALIST STRATEGY RANGE

PORTFOLIO MANDATE	INCOME UPLIFT	ALL WEATHER	AIM
KEY CHARACTERISTICS	Income focus from a diversified portfolio drawing an income yield, that will include a mix of equities as well as bonds and other income generating asset classes, including infrastructure and REITs.	A flexible strategy with an emphasis on growth as a way to reduce the volatility element inherent in financial markets. Well diversified across asset classes, instruments, geographical territories with a varying core of equity investment, depending on market conditions.	Growth focused with a diversified mix of investments in small companies listed on the Alternative Investment Market in order to optimise the growth potential in new start-ups, and the potential tax benefits available on eligible holdings as part of IHT Planning (subject to HMRC approval).

PORTFOLIO MANDATE	INCOME GENERATION	CAPITAL PROTECTION + GROWTH	CAPITAL GROWTH
OBJECTIVE	For investors dependent on a steady income stream, the aim of this strategy is to generate income comfortably ahead of rates available on cash deposits - whilst maintaining an interest in capital appreciation and lower share and bond price volatility. It offers investors the prospect of immediate income or, alternatively, accumulating it for future use.	The strategy is designed to create greater certainty of positive returns independent of market cycles (e.g. against the threat of inflation and interest rates) by proactively varying one asset class in favour of another to limit losses e.g. increasing in recessionary conditions Equities in favour of Bonds. Preserving and, where possible, increasing capital values commensurate with a moderate level of volatility compared to the main equity indices; at the same time as seeking to provide real returns.	The feature of this portfolio is its exposure to (potentially) high growth stocks in the small cap marketplace (often new 'start-ups'), which tend to be more volatile and less liquid (difficult to sell). Investing in these types of companies can also offer mitigation of Inheritance Tax if they are accepted by HMRC as Business Relief qualifying, and a number of other restrictions are satisfied.

3. SPECIALIST STRATEGY RANGE (contd.)

PORTFOLIO MANDATE	INCOME GENERATION	CAPITAL PROTECTION + GROWTH	CAPITAL GROWTH
TARGET MARKET	Investors with at least a basic knowledge of stocks and shares and financial markets generally. It would suit those who may require income from their investments, and seek an element of capital appreciation with the potential to maintain the value of their capital. It also would suit investors seeking a lower level of volatility.	This would investors with at least a basic knowledge of stocks and shares and financial markets generally. Investors may be at varying life stages, seeking growth with a defensive bias or wishing to move to a lower risk strategy as part of this.	Investors with an informed or advanced knowledge of investments, unless in receipt of professional advice, and who are seeking capital growth opportunities and potential IHT mitigation from AIM companies. As a result, it is a higher risk strategy and not suited to all investors unless they accept a higher level of risk of loss of their capital and have a sufficient capacity for loss.

PORTFOLIO MANDATE	INCOME UPLIFT	ALL WEATHER	AIM
NEGATIVE TARGET MARKET	This service would be less likely to suit investors: <ul style="list-style-type: none"> • whose primary focus is on growth in capital value. • with a higher risk tolerance. • willing to accept an increased risk of loss. • with a time horizon to stay invested of under 5 years. 	This service would be less likely to suit investors: <ul style="list-style-type: none"> • with a primary focus on growth in capital value. • preferring a higher risk / return ratio. • willing to accept a higher risk from investing in the main indices. • with a time horizon to stay invested of under 5 years. 	Our AIM Portfolio service is not suitable for investors that: <ul style="list-style-type: none"> • are seeking full capital protection. • have no capacity or willingness to bear loss of any part of their capital. • require a fully guaranteed income. • cannot commit to staying in the market for at least 2 years.

RISK MAPPING	Here we illustrate the three specialist strategies, which we have interpreted as at 31 March 2025 to suggest how they can reasonably be mapped to industry benchmarks and third-party risk profilers.*		
PORTFOLIO RISK PROFILE	LOW	MEDIUM	HIGH
Equity Range	25 - 40%	30 - 60%	100%
Approx. Volatility**	4-8%	8-12%	14-20%
MSCI PIMFA Index	Cautious	Income / Balanced	n/a
ARC PCI	Cautious	Balanced / Steady Growth	Sterling AIP IHT Portfolio Index
Rationale for index selections	The indices selected most closely represent each portfolio's strategic asset allocation and performance is benchmarked against them.		

3rd PARTY RISK PROFILES			
Dynamic Planner	3/4	4/6	7/8
Finametrica	26-40	41-64	80-100
Oxford Risk	2/5;3/7	3/5; 5/7	4/5;6/7
Defaqto	3	4/5	8
E-Value	3	4	5

As at 30 September 2025

* Note: The Charlotte Square portfolio mandates have not been independently verified by a third party. Our internal analysis and data validation has determined the mapping of the risk to each portfolio mandate.

**Note: Volatility has been calculated using FE Analytics, on a backward looking basis over a 12 month period to 31 March 2025 using the current asset allocation structure, on a long term view (individual years may vary).

4. MANAGED PORTFOLIO SERVICE

PORTFOLIO MANDATE	CONSERVATIVE	MODERATELY CONSERVATIVE	BALANCED	GROWTH	ADVENTUROUS
KEY CHARACTERISTICS	<p>Our Managed Portfolio Service offers the above range of risk adjusted discretionary portfolios, which are designed to cater for the financial goals according to the needs and objectives of the end investor, as assessed by the Professional Adviser (taking into account any vulnerabilities). Unlike our other products described in this document (which are offered on a 'Reliance on Others' basis), we provide this service on an 'Agent as Client' basis in which the Adviser is classed as a Professional Client of Charlotte Square, which has, neither access to client data nor responsibility for assessing suitability of the selected product. All client assets invested into the Managed portfolios are held subject to the direction of the selected Platform and held by the appointed Custodian.</p> <p>In the main, the content of each portfolio will centre on using collectives. However, depending on the Platform, we retain the flexibility to use other non-complex instruments such as direct stocks and investment trusts.</p> <p>Portfolios are constructed using our in-house asset allocation and can be risk mapped by the Adviser using the risk profiler of choice. The solutions are made available to retail clients via the designated third-party Platforms, as an advised transaction only. Rebalancing is scheduled on a calendar quarter basis at which time each portfolio will be brought back to our asset allocation positioning for each risk category. Interim tactical rebalancing may also occur should we believe there is a requirement to make inter-quarter changes.</p>				
OBJECTIVE	Capital growth over the long term	Capital growth over the long term	Capital growth over the long term	Capital growth over the long term	Capital growth over the long term
	To preserve capital value over the long term and generate income that can either be taken or accumulated.	Capital preservation remains a component, complemented by income generating sources.	Capital growth while focusing on protecting the capital value from the effects of inflation.	A total return ahead of real returns. The greater part of the total return will come from capital rather than income generating sources.	Above average capital growth, with less concern over volatility, and where income generation is incidental.
TARGET MARKET	Retail investors with a minimum of basic knowledge of stocks and shares and financial markets generally, but also those who may be new to investing.	Retail investors with a minimum of basic knowledge of stocks and shares and financial markets generally.	Retail investors with a minimum of basic knowledge of stocks and shares and financial markets generally but with a risk appetite compatible with capital appreciation.	Retail investors with basic or informed knowledge of stocks and shares and financial markets generally, and more familiar with the impact of the risk and return elements in this type of portfolio strategy.	Retail investors with a minimum of informed knowledge of investments unless they have received Financial Planning Advice.
	It would be best suited to those for whom both capital preservation and income generation from the portfolio are the most important features.	It would suit an investor who remains cautious and looks for capital preservation - whilst having an appetite for some capital growth for the future.	It would suit an investor seeking a balance between capital preservation and growth, for whom income is welcome, but not the focus.	These investors are less likely to have requirement for income.	This type of portfolio would only suit potential investors who are willing and able to accept a higher risk of loss with the capital invested.

4. MANAGED PORTFOLIO SERVICE (contd.)

TARGET MARKET	NEGATIVE TARGET MARKET
<p>This service is likely to suit investors:</p> <ul style="list-style-type: none"> • wishing to access the service through a financial adviser. • wish their money to be invested and managed by professionals. • have a basic or higher level of knowledge of investments. • willing to accept a standard strategy on the third party platform. • willing to commit to staying in the market for 5+ years. 	<p>This service is less likely to suit investors:</p> <ul style="list-style-type: none"> • who have not engaged a financial adviser to access the service. • with more complex investment needs that can't be met in a standardised portfolio. • who prefer to manage their investments themselves. • unwilling to commit to staying in the market for 5+ years.

RISK MAPPING	Here we illustrate the five MPS risk categories, which we have interpreted as at 31 March 2025 to suggest how they can reasonably be mapped to industry benchmarks and third-party risk profilers.*				
PORTFOLIO RISK PROFILE	LOW	LOW to MEDIUM	MEDIUM	MEDIUM to HIGH	HIGH
Equity Range	25 - 40%	40 - 55%	55 - 70%	70 - 85%	85 -100%
Approx. Volatility**	4-8%	6-10%	8-12%	10-14%	12-16%
Rationale for index selections	The indices selected most closely represent each portfolio's strategic asset allocation and performance is benchmarked against them.				

BENCHMARK	Bank of England Base Rate + 0.5%	Bank of England Base Rate + 1.5%	Bank of England Base Rate + 2.5%	Bank of England Base Rate + 3.5%	Bank of England Base Rate + 4.5%
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3rd PARTY RISK PROFILES					
Dynamic Planner	3/4	4/5	5/6	6/7	7/8
Finametrica	26-40	41-52	53-64	65-79	80-100
Oxford Risk	2/5;3/7	3/5;4/7	3/5;5/7	4/5;5/7	4/5;6/7
Defaqto	3	4	5	7	8
E-Value	3	4	4	5	5

As at 30 September 2025

* Note: The Charlotte Square portfolio mandates have not been independently verified by a third party. Our internal analysis and data validation has determined the mapping of the risk to each portfolio mandate.

** Note: Volatility has been calculated using FE Analytics, on a backward looking basis over a 12 month period to 31 March 2025 using the current asset allocation structure on a long term view (individual years may vary)..

ASSET CLASSES

At Charlotte Square, we invest in a range of asset classes in the belief that asset allocation accounts for the lion's share of a portfolio's return and can help smooth returns over the longer-term. No one asset class is necessarily better than another as, when selecting a blend of these assets, it is driven by the compatibility of our particular selection with what you have told us about the end client's needs and risk profile.

Asset allocation, which categorises investments based on their structure and market behaviour, sits at the core of our investment strategy. We monitor how each asset class reacts to market conditions – applying both strategic and tactical asset allocation, as regularly reviewed and approved by the Charlotte Square Asset Allocation Committee.

We actively manage the portfolios in our care, keeping a close eye on the downside risk at the same time as interpreting those areas where value can be found, and using our skill in specialised areas. We regularly review all portfolios and continually monitor the suitability of the underlying holdings and the overall asset allocation.

Below are examples of the main types of assets that we invest in, illustrating our view of the amount of risk and volatility each asset class carries relative to others as at the date of publication.

CASH	MONEY MARKET FUND	A money market fund is a kind of mutual fund that invests only in highly liquid instruments such as cash, cash equivalent securities, and high credit rating debt-based securities with a short-term, maturity – less than 12 months.
	KEY ATTRIBUTES	<ul style="list-style-type: none"> • Short-term deposits, usually less than 12 months. • Regular income through interest payments.
	VOLATILITY	Low
	RISKS	The main risk in cash funds is, in the case of deposit accounts, the credit risk of the banking entities involved, which is minimised by the use of pooled deposits, or in the case of very short-dated money market instruments, by small interest rate sensitivity and/or some credit risks.

FIXED INCOME	A fixed income investment is a security that pays a known return, often with lower risk than equities. Bonds are the most common form of fixed income security – these are loans mainly issued by governments, companies or other organisations.		
	KEY ATTRIBUTES	GOVERNMENT BONDS	CORPORATE BONDS
		<ul style="list-style-type: none"> • Regular interest income. • Backed by government credit. 	<ul style="list-style-type: none"> • Higher yields than government bonds. • Potential for some capital growth.
	VOLATILITY	Low	Low/Medium
	RISKS	<p>The payments received from bonds are typically fixed (hence the term 'Fixed Income') which means that inflation can erode their 'real' value to some extent.</p> <p>If an issuer is in financial difficulty, there is an increased risk that they may be unable to meet the payments to bondholders that they are due to make. In this event, little or no capital may be recovered and any amounts repaid may take a significant amount of time to obtain.</p>	

ALTERNATIVES	KEY ATTRIBUTES	PROPERTY (via listed securities)	INFRASTRUCTURE
		The main type of property typically purchased for investment portfolios is commercial property, usually through an Investment Trust – this encompasses offices, retail units, logistics units and other types of business premises.	The term infrastructure refers to investment in renewable energy units such as wind farms or in vital economic assets including roads, railways, transportation facilities.
		<ul style="list-style-type: none"> • Exposure to real estate at lower risk than owning Direct property. • Regular income through dividends. 	<ul style="list-style-type: none"> • Regular income through dividends. • Often Inflation-linked returns.
	VOLATILITY	Medium	Medium
	RISKS	The rental income generated and the value of a given property will be impacted by demand, although it is important to emphasise that property can be difficult to value independently. There is no guarantee that the underlying properties invested in by a property fund will remain occupied.	A key risk to investing in this sector is that companies involved in infrastructure - related industries are subject to environmental considerations and government regulation, which may impact on returns to investors.

COMMODITIES	This broad term refers to natural resources that are either mined, extracted or harvested. Commodities encompass energy (i.e. oil, coal and natural gas), 'soft' commodities (i.e. agricultural goods such as coffee and wheat), 'hard' commodities (i.e. industrial metals such as copper and tin) and precious metals such as gold.		
	KEY ATTRIBUTES	<ul style="list-style-type: none"> • Inflation hedge. • Store of value in uncertainty. • Generally uncorrelated returns. 	
	VOLATILITY	Medium	
	RISKS	A key risk to be aware of is that commodity prices can be extremely volatile – that is, the price can change dramatically from month to month or over very short time periods. Additionally, they can also be very difficult to predict – commodities may be affected by a variety of political, economic, environmental and seasonal factors which impact on the demand for, or the available supply of, the given commodity.	

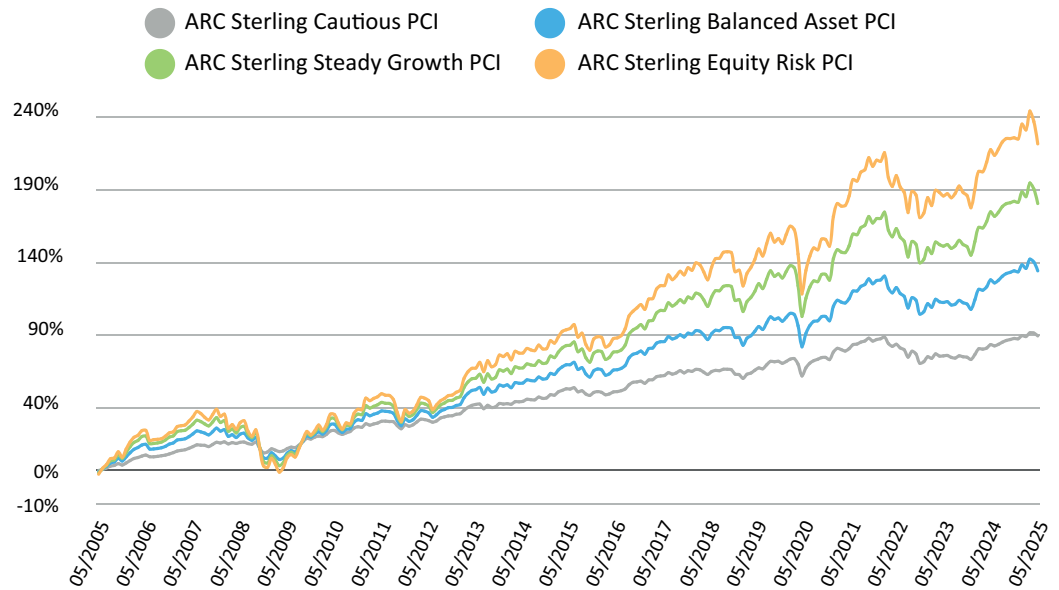
EQUITIES	Equities or company shares – and collective funds that invest in them – are commonly used by investors seeking longer-term capital growth.		
	KEY ATTRIBUTES	UK EQUITIES	OVERSEAS EQUITIES
		<ul style="list-style-type: none"> • Exposure to UK economic growth. • Dividends often attractive. 	<ul style="list-style-type: none"> • Global diversification. • Potential for high growth outside of the UK.
	VOLATILITY	High	High
	RISKS	<p>Returns on company shares cannot be guaranteed. The price of a company's shares can go down as well as up and your client may get back less than they originally invested.</p> <p>The price variability of international shares denominated in a currency other than sterling may be higher or lower than that of UK shares, once foreign currency exchange rates are taken into account.</p>	

IN SUMMARY, WHY ASSET CLASSES MATTER IN OUR PORTFOLIO MANAGEMENT:

- **Diversification:** Spreading investments across asset classes reduces overall portfolio risk.
- **Risk Management:** Different asset classes respond differently to economic events, helping smooth out volatility.
- **Optimisation of Returns:** Each asset class has a unique risk-return profile; combining them aims to maximise returns for a given level of risk.
- **Goal Alignment:** Helps tailor portfolios to meet specific client objectives (e.g., growth, income, capital preservation).
- **Economic Cycle Positioning:** Different asset classes perform better in different economic conditions; strategic allocation helps adapt to changes.

RISK PROFILE INFORMATION

Each mandate offers different characteristics that depend largely on the level of risk being taken, which determines the expected portfolio returns – as well as the levels of volatility to be expected. The graph taken from peer group averages calculated by ARC (and not our own portfolio performance data) illustrates how different portfolios with varying risk profiles may perform over the longer term e.g. high risk mandates will be prone to higher volatility.



The table below shows the largest drawdowns for each ARC Risk mandate for the last 5 and 20 years.

		ARC Sterling Cautious PCI	ARC Sterling Balanced PCI	ARC Sterling Steady Growth PCI	ARC Sterling Equity Risk PCI
HISTORICAL LOSSES	LAST 5 YEARS	-9.38%	-11.13%	-12.52%	-13.99%
	LAST 20 YEARS	-9.38%	-16.60%	-24.10%	-30.32%

Source: Asset Risk Consultants as at 31 March 2025.

CHARLOTTE SQUARE RISK MANDATE	CONSERVATIVE	MODERATELY CONSERVATIVE	BALANCED	GROWTH	ADVENTUROUS
EXPECTED RETURN	+3%	+4%	+5%	+6%	+7%
EQUIVALENT ARC RISK MANDATE	Sterling Cautious	Balanced	Steady Growth	Equity Risk	Equity Risk

The table below covers expected returns, equivalent ARC Risk Mandate and asset allocation ranges for each risk mandate.

ASSET CLASS	CONSERVATIVE	MODERATELY CONSERVATIVE	BALANCED	GROWTH	ADVENTUROUS
CASH & CASH EQUIVALENTS	0-10%	0-10%	0-10%	0-10%	0-10%
FIXED INCOME	30-55%	25-40%	15-30%	5-10%	0-10%
EQUITIES	20-40%	40-55%	55-70%	70-85%	85-100%
ALTERNATIVES	5-15%	5-15%	5-15%	5-15%	0-15%
COMMODITIES	0-10%	0-10%	0-10%	0-10%	0-10%

Source: CS Managers as at 31 March 2025

RISK WARNINGS & DISCLAIMERS

Risk is fundamental to the investment process. Investments, which include shares and other products (such as investment trusts, unit trusts or investments in exchange traded investments), put investor capital at risk. It is not possible to guarantee that the initial investment will be returned on maturity or sale. It is important, therefore, that you consider with your clients how potential gains or losses could affect them. It is not possible to provide an exhaustive list of all the risks associated with the investment selection in every portfolio at any one time. Not all investment products carry the same exposure to risk, and this may affect the price of certain investments and the income flow from them. Our role is to assess what balance between investment return and the risks associated with achieving it, are appropriate to the overall objectives of the Investment Mandate.

BELOW ARE SOME OF THE GENERAL RISK WARNINGS ALL INVESTORS SHOULD BE MADE AWARE OF:

- not all investment products and services described in this document will be suitable for all investors.
- the value of investments, and the income from them, may go down as well as up, and investors may not get back the full amount of their original investment.
- past performance is not an indicator of future performance.
- where an investment is denominated in a currency other than the currency of the portfolio, changes in exchange rates may cause the value of the investments and/or income to go down or up.
- the tax regime on investments and investors depends on individual circumstances and may be subject to change without notice; Charlotte Square does not provide tax advice.
- certain investments in a portfolio could become difficult (and sometimes impossible) to sell due to their particular characteristics, market activity or other circumstances beyond our control.
- investment funds, which are not regulated by the FCA, may not be subject to the equivalent levels of regulation and compensation provision that apply to most FCA regulated schemes in the UK.

IMPORTANT INFORMATION

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