

# Lightyear Europe AS

## Target Market matrix

Version 1.0

This applies from 27.06.2022.

### Information about Target Markets

Please note that Lightyear cannot fully evaluate the target market for financial instruments, since those are available solely at your initiative and therefore Lightyear does not have sufficient information available in regard to you to ensure a full target market assessment. Due to that, your protection decreases as there is no certainty that a product is compatible to you.

### The definitions of specific values for each criteria are further specified below

Criteria	Options	Definition
The type of clients to whom the product is targeted	Retail	All clients who are not professional clients or eligible counterparties
	Professional	“Per Se” Professional – Clients who fall into one of the categories under Section 1 of Annex II of the MiFID II Directive (regulated financial institutions, large corporate entities, collective investment schemes, government bodies etc.). OR “Elective” Professional – Clients who do not fall under Section 1 of Annex II but who request to be treated as a professional client and demonstrate that they meet the financial expertise criteria of Section 2 of Annex II.
	Eligible Counterparty	Regulated financial institutions, pension funds, governments etc (per Article 24 of MiFID II).
Knowledge and Experience	Basic Investor	Investors having the following characteristics: <ul style="list-style-type: none"> <li>• basic knowledge of relevant financial instruments (a basic investor can make an informed investment decision based on the regulated and authorized offering documentation or with the help of basic information provided by point of sale);</li> <li>• no financial industry experience, i.e. suited to a first time investor</li> </ul>
	Informed Investor	Having one, or more, of the following characteristics: <ul style="list-style-type: none"> <li>• average knowledge of relevant financial products (an informed investor can make an informed investment decision based on the regulated and authorized offering documentation, together with knowledge and understanding of the specific factors/risks highlighted within them only)</li> <li>• some financial industry experience</li> </ul>
	Advanced Investor	Investors having one, or more, of the following characteristics:

		<ul style="list-style-type: none"> <li>• good knowledge of relevant financial products and transactions</li> <li>• financial industry experience or accompanied by professional investment advice or included in a discretionary portfolio service</li> </ul>
Financial situation with a focus on the ability to bear losses	No Capital Loss	Investor can bear no loss of capital. Minor losses especially due to costs possible.
	Limited Capital Loss	Investor seeking to preserve capital or can bear losses limited to a level specified by the product.
	No Capital Guarantee	No Capital Guarantee nor protection. Investor has 100% capital at risk.
Risk tolerance and compatibility of the risk/reward profile of the product with the target market	PRIPs methodology	Summary Risk Indicator value between 1 (least risky) and 7 (most risky) as per PRIPs methodology.
	UCITS methodology	Synthetic Risk and Reward Indicator value between 1 (least risky) and 7 (most risky) as per UCITS methodology
	Low	Investor is cautious and prepared to accept some value fluctuation in return for long-term growth but will invest mainly in low-volatility financial instruments.
	Medium	Investor is willing to endure a short-term loss of principal and lower degree of liquidity in exchange for long-term appreciation.
	High	Investor is willing to accept high degree of volatility up to full loss of capital in exchange for maximizing return potential.
Clients' Objectives and Needs	Return Profile – Preservation	The aim of investor is to prevent loss of value of capital, requiring high degree of liquidity with little to no volatility.
	Return Profile – Growth	The aim of investor is to achieve growth of capital value, surrendering current income potential.
	Return Profile – Income	The aim of investor is to maximize current income from investments, surrendering capital appreciation potential.
	Time Horizon – Very short term	Investor has horizon of less than 1 year.
	Time Horizon – Short term	Investor has horizon of at least 1 year, but less than 3 years.
	Time Horizon – Medium	Investor has horizon of at least 3 years, but less than 5 years.
	Time Horizon – Long	Investor has horizon of at least 5 years.
Distribution (select Retail or Professional or Both or Neither, i.e. R / P / B / N)	Execution Only	Execution of orders without assessing appropriateness.
	Execution With Appropriateness test	Assessing appropriateness before execution.

		Equities		Fund units				
		Category of Financial Instrument	Listed shares	UCITS ETFs share indices (acc)	UCITS ETFs share indices (dist)	UCITS ETFs bond indices (acc)	UCITS ETFs bond indices (dist)	UCITS ETFs other (currency, commodity)
Investor Type	Retail	Y	Y	Y	Y	Y	Y	
	Professional	Y	Y	Y	Y	Y	Y	
	Eligible Counterparty	Y	Y	Y	Y	Y	Y	
Knowledge and Experience	Basic Investor	Y	Y	Y	Y	Y	Y	
	Informed Investor	Y	Y	Y	Y	Y	Y	
	Advanced Investor	Y	Y	Y	Y	Y	Y	
Ability To Bear Losses	No Capital Loss	N	N	N	N	N	N	
	Limited Capital Loss	Ne	Ne	Ne	Ne	Ne	Ne	
	No Capital Guarantee	Y	Y	Y	Y	Y	Y	
Risk Tolerance	SRI (PRIIPs methodology, i.e. 1-7)	-	2-7	2-7	2-7	2-7	2-7	
	SRI (UCITS Methodology, i.e. 1-7)	-	2-7	2-7	2-7	2-7	2-7	
	Low	Ne	Ne	Ne	Ne	Ne	Ne	
	Medium	Ne	Ne	Ne	Ne	Ne	Ne	
	High	Y	Y	Y	Y	Y	Y	
Objectives and Needs	Objectives	Preservation	Ne	Ne	Ne	Ne	Ne	Ne
		Growth	Y	Y	Y	Y	Y	Y
		Income	Y	Y	Y	Y	Y	N
	Time Horizon	Very Short Term (<1Y)	Ne	Ne	Ne	Ne	Ne	Ne
		Short Term (>=1Y)	Y	Y	Y	Y	Y	Y
		Medium Term (>=3Y)	Y	Y	Y	Y	Y	Y
		Long (>5Y)	Y	Y	Y	Y	Y	Y
Distribution	Execution Only	B	B	B	B	B	B	
	Execution With Appropriateness test	-	-	-	-	-	-	