

Target Market Statement

Offshore Bond

We've rebranded from Novia to Wealthtime. You'll notice that some of our products and services have kept the Novia name. So don't worry if you see both Wealthtime and Novia names in our documents. Wealthtime is a trading name of Novia Financial plc.

The Novia Offshore Bond (issued by RL360) is designed to help customers invest for the medium to long-term. It offers:

- A tax-efficient method of investing.
- A wide range of investment options.
- The ability to pay in a lump sum investment.
- The ability to take deferred withdrawals on a regular or ad hoc basis.
- The ability to transfer wealth via trusts or the assignment of the Bond.
- The ability to include multiple lives assured which could be useful for intergenerational planning.
- Simple, transparent pricing.
- Optional secure online access that allows customers to view their Offshore Bond investments.

Who the Novia Offshore Bond is designed for

The product has been designed to be most suitable for customers who:

- Are UK residents aged 18 or over.
- Are retail customers investing on their own behalf or that of a family member.
- Have an FCA-authorized Financial Adviser.
- Have a basic level of financial capability that would enable them to understand, and consent to, the advice being provided.
- Are able to bear losses to capital without creating significant financial hardship.
- Have a level of investable assets (independently or cumulatively with one or more family members) that would require the services of a Financial Adviser.
- Would be able to invest at least £30,000 across all products they hold with Wealthtime, or, are able to join a family-linked group with a minimum of £30,000 invested.
- Wish to invest for capital growth and to maximise tax planning opportunities having fully utilised their ISA and pension allowances for the current tax year.
- Have a medium to long-term investment time horizon (five years or more) that would

allow the use of assets where capital may be at risk.

The product is unlikely to be suitable for customers who:

- Do not wish to use the services of a Financial Adviser.
- Want to manage their own investment.
- Are interested in complex, non-standard investment options.
- Do not wish to take an element of financial risk with their investment and/or seek to hold a large proportion of their money in cash.
- Are aged under 18.
- Are non-UK residents.
- Need access to their investment in the short-term, for example, within the first five years.
- Are financially vulnerable.

Vulnerable customers

Any customer can become vulnerable or find themselves in vulnerable circumstances at any time. At Wealthtime, staff are trained to assist Advisers, vulnerable customers and any appointed representatives. As a result, vulnerable customers will receive the same high level of service as other customers.

For Adviser use only

Wealthtime is a trading name of Novia Financial Plc. Novia Financial Plc is a private limited company registered in England and Wales. No. 06467886. Registered office: Cambridge House, Henry St, Bath, BA1 1JS. Novia Financial Plc is authorised and regulated by the Financial Conduct Authority. FCA Number 481600.

The Novia Offshore Bond is issued by RL360 Insurance Company Limited ('RL360') (RL360 is authorised by the Isle of Man Financial Services Authority and registered in the Isle of Man. No. 053002C Registered office International House, Cooil Road, Douglas, Isle of Man IM2 2SP) and is marketed and administered by Novia Financial plc, trading as Wealthtime.