

# SS&C Hubwise Platform – statement of target market

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This target market information is just for SS&C Hubwise UK partner firms who have signed up to the Hubwise Platform and potential partner firms – it’s not for use with customers. The information contained within is based on SS&C Hubwise’s opinions and doesn’t take into account individual circumstances.

This statement of target market covers the SS&C Hubwise Platform to help you assess whether this service meets your customer’s needs and objectives. It does not take into account the composition of individual models.

The SS&C Hubwise Platform offers a range of product solutions that are available for customers. Statement of target market documents for each of our wrapper products are also available.

## General Description

SS&C Hubwise offers trading and custody services for UK partner firms that are authorised and regulated by the FCA. Our Platform is available through FCA-authorized firms for their customers, where the account and portfolio are held within the Platform for individuals wishing to invest.

The SS&C Hubwise Platform makes available the following product wrappers:

Wrapper	Description	Advised	D2C
General Investment Account (GIA)	Our standard account for investors and allows your customers to hold multiple asset types including shares, unit trusts, investment trusts, ETFs, and bonds.	✓	✓
Individual Savings Account (ISA)	Tax efficient wrapper for customers to shelter up to £20,000 into a Stocks & Shares ISA for the current tax year.	✓	✓
Junior Individual Savings Account (JISA)	Tax efficient wrapper for parents and legal guardians to invest up to £9,000 for their child into a Stocks & Shares JISA for the current tax year.	✓	✗
SS&C Hubwise SIPP	The SS&C Hubwise SIPP is a self-invested personal pension scheme that allows investment in a wide range of UK and international products.	✓	+
SS&C Hubwise RL360 Offshore Bond	The Hubwise offshore bond is an investment-linked whole-of-life assurance policy. The Hubwise offshore bond is provided by RL360°.	✓	✗

Each of these products can only be accessed through the SS&C Hubwise Platform, which is provided by SS&C Hubwise Securities Limited. Further information is contained in the relevant “statement of target market” document.

The SS&C Hubwise Platform provides customers with the following key features:

- access to a variety of investment wrappers, some of which confer tax advantages on the customer.
- ability to choose from a wide range of investments in the SS&C Hubwise buy list.
- safe custody of client assets
- key information in respect of current funds held in client wrappers.
- the provision of mandatory regulatory disclosures.
- discounts negotiated between the platform and fund managers.

## At a glance - who is this service designed for?

The SS&C Hubwise Platform is designed for retail customers who:

- are aged 18 or over.
- are UK resident, or are a Crown servant, or the spouse or civil partner of a Crown servant, if they do not live in the UK.
- have at least basic investment markets and financial instrument knowledge.
- are happy to accept some degree of investment risk.
- have the capacity to absorb a financial loss.
- have signed up to an account via an FCA-authorized financial services firm – SS&C Hubwise does not currently offer our own D2C provision.




## At a glance - who is this service not designed for?

The SS&C Hubwise Platform is not suitable for customers who:



- are aged under 18.
- are non-UK resident.
- are unable to accept any capital loss or any level of investment risk.
- are seeking the preservation of capital.

## What type of customers is this service suitable for?

The SS&C Hubwise Platform service is suitable for all customer types. However, SS&C Hubwise categorises all customers as **retail** clients regardless of the classification given to that customer by yourselves. This means the customer will be afforded the highest level of protection under the FCA’s regulatory regime.

Retail client	
Professional client	
Eligible counterparty	

## Target Market – Customer’s Knowledge and Experience

Customer’s Level	Description	Target Customer
Basic	<ul style="list-style-type: none"> <li>• Basic knowledge of how investments work.</li> <li>• Little or no financial services industry experience.</li> <li>• Can make decisions based on the advice/ recommendation of a regulated financial adviser, supported by appropriate information and documentation from the product manufacturer.</li> <li>• Usually the first time the customer has invested in stocks and shares.</li> </ul>	
Informed	<ul style="list-style-type: none"> <li>• Reasonable knowledge of how investments work.</li> <li>• Understands specific factors or risks.</li> <li>• Some financial services industry experience.</li> <li>• Can make an informed investment decision based on the advice/ recommendation of a regulated financial adviser, supported by appropriate information and documentation from the product manufacturer.</li> </ul>	

Key: Yes  No  In some circumstances 

Advanced	<ul style="list-style-type: none"> <li>• Good knowledge of how investments work.</li> <li>• Significant financial services industry experience.</li> <li>• Has access to professional investment advice from a regulated financial adviser.</li> </ul>	✔
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### Target Market – Customer’s Capacity to Lose Capital

How much capital loss can they take?	Description	Target Customer	Comments
Unlimited	Customers can afford to lose all capital.	✔	You can offer this service to a customer who is able to lose all capital.
Limited	Customers can afford to lose a certain amount of capital.	✔	You can offer this service to a customer who is able to accept a limited fall in capital.
None	Customers can’t accept any capital loss.	✘	You shouldn’t offer this service to a customer that can’t lose capital.







### Target Market – Customer’s Risk Appetite

This is SS&C Hubwise’s view of investment risk, and it may differ from others. The financial instruments available within the SS&C Hubwise buy list are available for investment in any combination and can be designed to form part of a targeted, balanced, or bespoke portfolio that meets individual customer needs.

Risk Tolerance	Comments	Target Customer
Zero to Low	<p>The SS&amp;C Hubwise buy list offers a wide range of investments, including open-ended investment company (OEIC) funds, investment trusts and exchange-traded funds (ETFs) which can be aligned to customers’ risk profiles.</p> <p>Only financial instruments classified as “non-complex” may be used within our D2C products.</p>	✔
Low to Medium		✔
Medium		✔
Medium – High		✔
High		✔
Very High		✔

Key: Yes No In some circumstances

## Target Market – Customer’s Needs and Objectives

Customer Need/Objective	Description	Target Customer
Preservation of Capital	The available financial instruments on the SS&C Hubwise buy list are not designed for the preservation of capital.	
Capital Growth	The available financial instruments on the SS&C Hubwise buy list offer the opportunity for capital growth.	
Income	The available financial instruments on the SS&C Hubwise buy list offer the opportunity for income.	
Ability to access online	The SS&C Hubwise Platform is primarily designed for customers that have an email address and accept that correspondence will be provided digitally rather than by post.  For customers where online access is not possible or considered appropriate paper copies of all documentation can be provided.	
Environmental, Social and Governance (ESG) considerations	A limited number of ESG funds and financial instruments are available for selection from the SS&C Hubwise buy list.	
Flexible Income	Where the product type allows for income to be taken directly the SS&C Hubwise Platform allows customers to: <ul style="list-style-type: none"> <li>take one-off and/or regular withdrawals, to cater for changing personal needs and circumstances.</li> <li>take partial and regular withdrawals from their account, subject to the remaining value of the portfolio meeting the required minimums.</li> </ul>	

Key: Yes  No  In some circumstances 

## How do your customers invest in this service?

This service is eligible for the following distribution channels:

Service Type	Description	Advised	D2C
Investment Advice	this includes the adviser explaining why a financial instrument would meet customer goals and needs.	✓	✗
Portfolio Management	this includes where an adviser is managing a portfolio in line with customer instructions on a 'discretionary basis' so does not need approval for specific investment decisions about the portfolio.	✓	✗
Non-advised Sales	this includes an adviser leaving customers to decide how to proceed, for example, after giving general information but not making a personal recommendation.	✗	✓
Execution-Only Services (including direct-to-client (D2C))	this includes a service where the customer makes the decision to buy or sell a financial instrument. No advice has been given on investments nor do they assess whether they are suitable.	✗	✓

### Adviser Action

SS&C Hubwise provides access to the underlying target market information data for financial instruments within the buy list to help you identify which financial instruments may be suitable for your customers.

As an SS&C Hubwise Platform client, you have a responsibility to decide which financial instruments you wish to be made available to your Platform clients and within the designated model portfolios, to ensure they are appropriate for your underlying customers.

Key: Yes  No  In some circumstances 