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# FIXED TERM INVESTMENT

## Target Market Statement

### SUMMARY

This document covers the Just Fixed Term Investment product currently available for new customers.

It's designed to provide you with appropriate information to help you understand the product's key features, identified target market (including characteristics of vulnerability) and expected distribution strategy.

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### PRODUCT PURPOSE AND BENEFITS

Just's Fixed Term Investment is a trustee investment plan within a trust-based UK registered personal pension scheme.

In return for a lump sum premium (the purchase price), Fixed Term Investment pays either a guaranteed income over a fixed period, a guaranteed maturity amount at the end of the period, or a mix of both. It can be purchased with either uncrystallised or flexi-access drawdown funds, not both.

Once the cancellation period has ended, the client will no longer be able to receive a full refund of the purchase price, but a cash-in option is available. The plan also includes a 100% value protection death benefit which returns the purchase price less any income paid if the client dies before the end of the chosen term.

All benefits from the plan (income, maturity amount, death benefit and cash-in value) are paid to the trustees of the trust-based personal pension without any tax deductions made. They would then allocate payments to the client's pension cash account.

Fixed Term Investment has been established for the purpose of securing income and/or investment growth for a fixed term, with funds from a UK registered pension scheme.

Fixed Term Investment is regulated by the Financial Conduct Authority and is protected by the Financial Services Compensation Scheme. Clients can claim 100% compensation in the unlikely event we're unable to meet our obligations.

For a fuller description of the product and its benefits, please refer to our specific product literature which can be found on our website [justadviser.com](https://justadviser.com)

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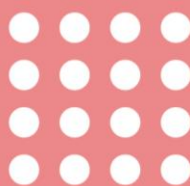
### LIMITATIONS

The plan includes a death benefit and cash-in value that reduce over time as income is paid.

Clients can cancel the plan up to 32 days from the plan's start date. Once cancelled, the purchase price will be returned to the trust-based personal pension, less any income payments that have been made.

Neither the term length or maturity date can be altered once the plan has been set up, but the plan can be terminated early by taking the cash-in option. If the cash-in option is taken, the client will never get more than what the plan's total benefits would've been once the maturity date was reached. The plan will end if cashed in and no more benefits will be paid.

For a fuller description of the product and its benefits, please refer to our specific product literature which can be found on our website [justadviser.com](https://justadviser.com)



## ELIGIBILITY CRITERIA

To be eligible for our Fixed Term Investment plan your client would need to:

- have funds held within a trust-based UK registered personal pension scheme
- be between 40 and 90 years old at the start of the plan, and be under 100 years old on the plan's maturity date
- be resident in the UK (not including the Channel Islands or Isle of Man), and
- be willing to invest a minimum of £10,000 up to a maximum of £2 million (any amount above that limit we would consider on a case by case basis).

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## TARGET MARKET

Fixed Term Investment could be suitable for:

- ✓ a client that isn't ready to make permanent decisions about their long-term retirement income
- ✓ someone who wants the freedom to adapt their income withdrawal to any significant life changes
- ✓ those who need a temporary income until other sources of income start (such as the State Pension or a Defined Benefit pension), and
- ✓ a client that wants guaranteed benefits to avoid exposure to market ups and downs, who's also happy to tie up their money for between three and 30 years.

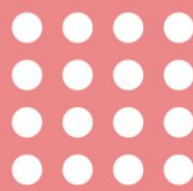
Fixed Term Investment is not suitable for:

- ✗ a client that requires a lifetime guaranteed income solution
- ✗ someone who has no short-to-medium term income needs or fixed-return investment objectives
- ✗ people who are comfortable taking market risks with all their investments to achieve potentially higher returns
- ✗ clients that might want to sell their investment to access the cash
- ✗ a client that may want to change the benefit structure or term of their plan, or
- ✗ someone that needs a joint plan with their spouse.

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## HOW IS THIS PRODUCT DESIGNED TO BE SOLD?

Fixed Term Investment is available through financial intermediaries on an advised basis only. Financial intermediaries can integrate fixed-term solutions into platform-based drawdown portfolios, including those managed by DFMs. If suitable it will be recommended to your client as part of a personal recommendation or a retirement income strategy that enables them to meet their individual objectives.



## CUSTOMERS WITH CHARACTERISTICS OF VULNERABILITY

We've taken vulnerable customers into account at all stages of the product and service design process, including idea generation, development, testing and launch. As part of the continuous development of products and services we review our approach to ensure we continue to deliver good customer outcomes.

There are four identified key drivers which may increase the risk of vulnerability.

- **Health** – health conditions or illnesses that affect the ability to carry out day-to-day tasks.
- **Life events** – major life events such as bereavement, job loss or relationship breakdown.
- **Resilience** – low ability to withstand financial or emotional shocks.
- **Capability** – low knowledge of financial matters or low confidence in managing money (financial capability). Low capability in other relevant areas such as literacy or digital skills.

Some customer groups are more likely to display characteristics of vulnerability than others and may display more than one characteristic. Due to the age profile and nature of our products, customers within our target markets are more likely to experience characteristics of vulnerability.

To ensure we provide good outcomes to all our customers, we're committed to the following.

- Educating and training for colleagues, ensuring they have the appropriate skills and experience to recognise and respond to the needs of vulnerable customers.
- Providing suitable customer service and communications.
- Adapting our policies and procedures, where appropriate, to support specific customer needs.
- Monitoring and evaluating relevant management information to support the identification of practical action and/or innovation that supports the delivery of good outcomes for our customers.

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## FOR MORE INFORMATION

Call: **0345 302 2287**

Lines are open Monday to Friday, 8.30am to 5.30pm

Please note your call may be monitored and recorded and call charges may apply.

Email: [FTIenquiries@wearejust.co.uk](mailto:FTIenquiries@wearejust.co.uk)

Or visit our website for further information: [justadviser.com](https://justadviser.com)