International Prudence Bond – Spain

Target Market Information

This is based on Prudential’s opinion and doesn’t take into account individual circumstances.

What is the International Prudence Bond – Spain?

The International Prudence Bond – Spain is an investment bond that lets your Spanish expatriate tax resident clients invest their money in a range of different funds.

It aims to:
- increase the value of your client’s investment over the medium to long term by investing in their choice of Prudential International PruFund funds.
- allows the customer to invest in other funds such as M&G Property fund.
- to balance risk and potential rewards throughout the life of this product.
- provide the ability to take a regular withdrawal in a tax efficient manner and access to the products value at any time.

Your client’s capital is at risk.

How much knowledge does your client have?

We’ve based these on the standard definitions of types of investors included in the European Financial Management Association (EFMA).

**Basic Investor**
- Basic knowledge of how investments work
- Can make decisions based on regulated and authorised documents or with the right advice
- No experience of the financial industry
- Usually a first-time investor

**Informed Investor**
- Average knowledge of how investments work
- Can make an informed decision based on regulated and authorised documents or with their own knowledge
- Understands specific factors or risks
- Some experience of the financial industry

**Advanced Investor**
- Good knowledge of how investments work
- Good financial industry experience
- Has access to professional investment advice

What type of investor is this suitable for?

- Retail investor
- Professional investor

What’s your client’s capacity to lose capital?

<table>
<thead>
<tr>
<th>How much capital loss can they take?</th>
<th>Definition</th>
<th>Target customer</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unlimited</td>
<td>Clients can afford to lose all capital.</td>
<td>✔️</td>
<td>You can offer this product to a client who is able to lose all capital.</td>
</tr>
<tr>
<td>Limited</td>
<td>Clients are looking to keep their capital or can afford to lose a certain amount, set by the product.</td>
<td>✔️</td>
<td>You can offer this product to a client who is able to accept a limited fall in capital.</td>
</tr>
<tr>
<td>None</td>
<td>Clients can’t accept any capital loss.</td>
<td>✗</td>
<td>You shouldn’t offer this product to a client that can’t lose capital.</td>
</tr>
</tbody>
</table>

**Key:**
- Yes ✔️
- No ✗
- In some circumstances

This is just for advisers – it’s not for use with clients.
What’s your client’s risk appetite?

This is Prudential’s view of investment risk, and may differ from others.

- **High**
  - Can they invest? ✓ This product may be suitable for a client who is able to accept a fall in capital.

- **Medium – High**
  - Can they invest? ✓ This product may be suitable for a client who is able to accept a moderate fall in capital.

- **Medium**
  - Can they invest? ✓ This product may be suitable for a client who is able to accept a moderate fall in capital.

- **Low – Medium**
  - Can they invest? ✓ This product is not suitable for a client who isn’t able to accept a moderate fall in capital.

- **Low**

How does this product meet your client’s objectives and needs?

<table>
<thead>
<tr>
<th>Objective</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preservation of capital</td>
<td>Capital Guarantees are currently not available on this product.</td>
</tr>
<tr>
<td>Growth</td>
<td>The available funds offer the opportunity for capital growth. But if the amount of money your client withdraws, added to the charges from the product are greater than the amount of growth, this will reduce the value of the investment.</td>
</tr>
<tr>
<td>Income</td>
<td>The product will allow regular withdrawals of up to 5% each year to be taken without incurring an Early Exit penalty.</td>
</tr>
<tr>
<td>Time Horizon</td>
<td>The recommended investment period is 10 years or more. Whilst the appropriate holding period for each individual client will be determined by their personal investment objectives, the term should be sufficient to recover from short term volatility in investment markets. If the customer decides to cash in all or part of their bond within 5 years of making any investment we will deduct an Early Exit penalty.</td>
</tr>
<tr>
<td>Maturity Date</td>
<td>This is a whole of life product so has no fixed maturity date.</td>
</tr>
</tbody>
</table>

How do your clients invest in this product?

- **Execution Only**
  - This product shouldn’t be sold on an Execution Only basis.

- **Non-Advised**
  - This product shouldn’t be sold on a Non-Advised basis.

- **Advised**
  - This product is available on an Advised basis.

For more information, please contact your Prudential Account Manager.