



## **Copia Target Market Statement, Select Smoothed Portfolio Range, 2025**

Copia's Select Smoothed range of model portfolios has been specifically designed for customers in the accumulation phase of their investment lifecycle. Expressly created for customers looking to capture an element of stock market returns over the longer term to facilitate their long-term objectives but who are uncomfortable with the scale of potential short-term capital drawdowns from traditional managed portfolios. It features:

- An optimised asset allocation aiming to grow and preserve capital over the medium-to long-term (5-10 years) and protect assets from inflation.
- Five risk graded model profiles, with risk based on the weight of global equities held, in order to provide clarity to the end client investor.
- Optimised diversification across multiple asset classes and geographies, within each portfolio to reduce investment risk
- Allocation to With Profits fund to smooth but not eliminate potential short-term capital drawdowns
- A cost-efficient implementation, via simple, transparent pricing based on Copia's value for money ethos.
- Available across a range of investment wrappers, including GIA, ISA, SIPP and OSB.
- Available across a wide range of investment platforms

### **Who our Select Smoothed Model Portfolios are compatible with**

The product has been designed to be most compatible with customers who:

- Are retail customers investing on their own behalf or that of a family member,
- Have an FCA-authorised financial adviser,
- Have a basic level of financial capability that would enable them to understand, and consent to, the advice being provided,
- Have an objective to grow and preserve capital in real terms (accumulation),
- Have a medium to long-term investment time horizon that would allow the use of assets where capital may be at risk,
- Are able to bear losses to capital without creating significant financial hardship,
- Have a preference for risk profile being defined relative to global equities,
- Preference for dynamic approach to risk management through tactical asset allocation,
- Have a preference for low turnover of portfolio holdings,
- Preference for a lower cost way of accessing a traditional investment approach,
- Have a level of investable assets (independently or cumulatively with one or more family members) that would require the services of a financial adviser, typically £50,000 and more.

## **Who the product is unlikely to be compatible with**

The product has not been designed to be compatible with customers who:

- Wish to decumulate capital through income withdrawal
- Do not wish to use the services of a financial adviser.
- Want to manage their own investment.
- Are interested in directly holding 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.
- Require a guaranteed rate of return or full capital protection.
- May want same day return of the full amount invested owing to standard dealing, settlement and payment cycles (3-10 working days)
- Need access to a significant proportion of 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 Copia, staff are trained to assist advisers supporting vulnerable customers and any appointed representatives. As a result, vulnerable customers will receive the same high level of service as other customers.

Derek McKinnell, 31 December 2025

**Copia Head of Governance**

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