



## MiFID II Manufacturer Target Market

Document Date: 17-Apr-2024

Legend: Positive view: Y

1) Investor Type	
a) Retail	Y
b) Professional	
c) Eligible Counterparty	

2) Knowledge and/or Experience	
a) Basic Investor	Y
b) Informed Investor	
c) Advanced Investor	

3) Ability to Bear Losses	
a) No Capital Loss (at maturity)	Y
b) Limited Capital Loss (at maturity)	
c) No Capital Guarantee	
d) Loss Beyond Capital	

4) Risk Tolerance	
PRIIPS – Summary Risk Indicator (SRI)	<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="text-align: center;">1</div> <div style="text-align: center; background-color: #4a7c9c; color: white; padding: 2px;">2</div> <div style="text-align: center;">3</div> <div style="text-align: center;">4</div> <div style="text-align: center;">5</div> <div style="text-align: center;">6</div> <div style="text-align: center;">7</div> </div> <div style="display: flex; justify-content: space-between; align-items: center; margin-top: 5px;"> <span>Low Risk</span> <span>→</span> <span>HighRisk</span> </div>

5) Client Objectives & Needs															
Return Profile	<table border="1"> <tbody> <tr><td>a) Preservation</td><td></td></tr> <tr><td>b) Growth</td><td></td></tr> <tr><td>c) Income</td><td>Y</td></tr> <tr><td>d) Hedging</td><td></td></tr> <tr><td>e) Option or Leveraged Return Profile</td><td></td></tr> <tr><td>f) Other</td><td></td></tr> </tbody> </table>	a) Preservation		b) Growth		c) Income	Y	d) Hedging		e) Option or Leveraged Return Profile		f) Other			
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6) Distribution Strategy	
a) Execution only	
b) Execution with Appropriateness Test or Non Advised Services	
c) Investment Advice	Y
d) Portfolio Management	

7) Negative Target Market	
a) Retail / HNWI / UHNWI Non-Advised	Y
b) Retail / HNWI / UHNWI Advised	
c) Professional	
d) Eligible Counterparty	

8) UK Consumer Duty - Value For Money (VFM)	
a) Is assessment of value required under COLL ?	N
b) Outcome of PRIN value assessment or review ?	1
c) Review date	2024-04-17

## Product Approval Process

RBC has developed processes to identify a target market and then design products that meet the needs of the end customers in that target market, and then monitor progress of a product throughout its lifecycle.

These arrangements will assist RBC, as a responsible manufacturer, in considering the role of our Distributors, Introducers, and Co-manufacturers in respect of the needs of the end customers. It will also serve to aid our review of whether the distribution in practice reached the envisaged target market, the product has performed as expected, and feedback into the product design, product management and distribution strategies

RBC has identified a range of target market definitions to which RBC manufactured products should be distributed. RBC intends to assess the products it manufactures and categorize each as appropriate for one, or more, of the identified target markets.