For adviser use only

Nucleus Wrap Isa

Target Market

Date of publication July 2026

Contents

What is the Nucleus Wrap Isa?	3
What customer needs and objectives does the Nucleus Wrap Isa aim to meet?	4
What customer characteristics is the Nucleus Wrap Isa designed to be compatible with?	6
Nucleus Wrap Isa advice	8
Nucleus Wrap Isa, Nucleus and our part in the distribution and value chain	8
How is the Nucleus Wrap Isa account distributed?	8
Vulnerable customers	9
Reviewing customers against our target market	10
Product and services outcome	10
Price and value outcome	10
More information	11
Contact us	11

This document provides important information on the target market of the Nucleus Wrap Isa and the customer aims, objectives and needs it is designed to support. It is intended for use by advisers to help you understand whether the Nucleus Wrap Isa is right for your clients. It is based on Nucleus' opinion and does not take into account individual customer circumstances.

What is the Nucleus Wrap Isa?

The Nucleus Wrap Isa is a flexible stocks and shares Isa, which allows the customer to accumulate and benefit from a tax-efficient investment. The Nucleus Wrap Isa allows the customer or adviser to choose from a wide range of investment options available within the Nucleus wrap.

The Nucleus Wrap Isa has an investment allowance of £20,000 for the 2026-27 tax year less any amount invested into any other Isa with another provider during the same tax year. The total subscription limit to both a stocks and shares Isa and a cash Isa in the same tax year cannot exceed £20,000. Nucleus does not offer a cash Isa.

The Nucleus Wrap Isa is a flexible Isa which means you can withdraw and replace Isa monies within a tax year without it counting towards the annual subscription limit.

The Nucleus Wrap Isa has the following features:

- Payments can be made flexibly through single or regular contributions.
- Our Isa is flexible which means customers can withdraw and replace funds in the same tax year, without affecting subscriptions.
- Regular payments can be increased (subject to the maximum subscription limit), reduced, started or stopped at any time.
- Re-registrations and transfers are accepted from existing plans and can be processed electronically, through Origo services or manually where required.
- Withdrawals can be one-off, regular or taken as natural income.
- Bed and Isa functionality so money can be transferred easily from a customer's Nucleus General account to their Isa (subject to the subscription limit).
- Trade-on-trade capability allows the adviser to request two Bed and Isas at the same time.
- Online application and illustrations.
- Online servicing.
- Automated adviser charging.
- Ability to invest in a wide range of investments, including collective investment funds (such as unit trusts and OEICs) and investment trusts - there are over 6,500 assets to choose from.
- No liability to capital gains or income tax on investment within the Isa account.
- Access to adviser model portfolios and Discretionary Fund Managers (DFMs).

For more information, see our Key Features documents.

What customer needs and objectives does the Nucleus Wrap Isa aim to meet?

The aim of the Nucleus Wrap Isa is to:

- enable the customer to save in a tax-efficient way either through one-off or regular contributions, or to transfer one or more existing Isa arrangements.
- allow the customer and their adviser to make investment decisions in accordance with the rules of the Nucleus wrap and Isa regulations.

The Nucleus Wrap Isa is designed to be compatible with the following customer status, needs and objectives:

- Advised customers with a basic level of financial capability that would enable the customer to provide informed consent to the advice provided.
- UK residents for tax and whose primary address is in the UK, In all cases the customer must not be a US Person – irrespective of country of residence.
- Crown Servants who carry out duties that are treated as performed in the UK or the spouse or civil partner of a person who performs such duties.
- Have the ability to bear losses to capital without creating significant financial hardship.
- Individuals aged 18 years of age or over.
- To build their savings in a tax efficient way to provide an income and flexibly access their savings.
- To invest for the medium to long term (five years, ideally longer).
- Wish to make and vary lump sum or regular subscriptions (within subscription limits).
- To access investment options such as a range of funds, fixed term deposits, an integrated stockbroking service, adviser model portfolios and access to DFMs (as permitted by applicable Regulations).
- To consolidate different Isa funds with one provider to benefit from economies of scale and easier administration.
- To be able to view details of their plan and request changes/initiate instructions online.
- Have the flexibility to withdraw and repay monies without affecting their subscription limits.
- Are willing to accept more risk to their capital than saving in a cash Isa or through a bank or building society.
- To utilise Additional Permitted Subscription (APS) allowances.
- To utilise Bed and Isa functionality so that money can be transferred easily from the customers Nucleus General account (subject to the subscription limit).
- Understand this Isa will be liable for Inheritance Tax unless invested in business relief assets with exemption requirements met.

The Nucleus Wrap Isa is NOT designed to be compatible with the following customer needs, objectives or status:

- Non-UK residents whose primary residence is located outside of the UK (irrespective of tax residency).
- Persons residing in the UK but who are not UK tax resident.
- US persons (irrespective of country of residence).
- To make contributions when not a UK resident.
- Non-advised customers (new business).
- To save in a cash Isa or Lifetime Isa.
- To provide a guaranteed income for life.
- To invest only for the short term (less than 12 months) unless there is a specific customer objective.
- To provide an investment for customers not willing to accept any risk to capital or the other risks as stated in the Key Features Document.
- To invest in cash for the long-term.
- To utilise investments which are not available on the Nucleus wrap or Nucleus Wrap Isa and do not meet the requirements of HMRC Isa Regulations.
- Have little or no other savings to cover emergencies.
- Inheritance Tax planning - the product is not suitable to minimise any inheritance tax which may apply.

What customer characteristics is the Nucleus Wrap Isa designed to be compatible with?

In addition to the needs and objectives the Nucleus Wrap Isa is designed to meet, we can also define the customer characteristics it's compatible with. As this can be a more subjective part of your advice process we've broken down customer characteristics into three main categories:

- Target market – This is the core group of customers that the product has been designed for.
- Potential suitability – This is a wider group of customers the product may still be suitable for but is not our core target market.
- Not suitable for – Customers exhibiting one or more of the characteristics stated here are unlikely to be suitable for this product.

Customer characteristic	Target market	Potential suitability	Not suitable for
Age	Over 18	Over 18	Under 18
The Nucleus Wrap Isa is open to customers over age 18.			
Investment knowledge and experience	Any level of investment knowledge and experience with an appointed, regulated financial adviser	Any level of investment knowledge and experience with an appointed, regulated financial adviser	Any level of investment knowledge and experience without a financial adviser
All applications must be submitted by an adviser regulated by the Financial Conduct Authority (FCA).			
Fund size	Any	Any	No funds to invest
The Nucleus Wrap Isa has no minimum investment level, can be suitable for all fund sizes.			
Length of investment	Long term – five years, ideally longer	Medium term (one to five years) if there is a specific customer objective	To invest for the short term (less than 12 months) unless there is a specific customer objective
We recommend that investments are made at least for the medium to long term – that is at least five years and ideally longer. Shorter timescales may be appropriate in certain circumstances but less than 12 months is unlikely to be.			

Customer characteristic	Target market	Potential suitability	Not suitable for
Attitude to/capacity for risk	All except no appetite for risk	All except no appetite for risk	No appetite for risk and/or investing for capital preservation only
The wide range of investments on offer mean that all attitudes and capacities for risk could be met except for zero risk or preservation of capital. Although capital preservation investment options are available, it is possible that the combination of product, investment and advice charges could lead to some capital erosion.			
Tax status	Customers must be a resident in the UK for tax purposes	Customers must be a resident in the UK for tax purposes	Customers who are not a resident in the UK for tax purposes
The Nucleus Wrap ISA is designed for UK resident, non-US persons only. Non-UK resident customers and US persons (irrespective of country of residence) are not permitted. Crown Servants (for example Armed Forces, Diplomatic Service or Overseas Civil Service) and their spouse or civil partner are permitted.			
Income / wealth	Ultra and high net worth, affluent	Mass affluent, with funds available for investment	No funds to invest
Our target market includes those customers likely to have sufficient income and savings to invest in an Isa or have existing Isa funds to transfer in.			
Country of residence	UK residents	UK residents	Non-UK residents/ US persons
The Nucleus Wrap ISA is designed for UK resident, non-US Persons only. Non-UK resident customers and US persons (irrespective of country of residence) are not permitted. Crown Servants (for example Armed Forces, Diplomatic Service or Overseas Civil Service) and their spouse or civil partner are permitted.			

We will class all customers as retail clients for the purposes of the FCA rules. Customers can request a professional classification, but this may result in a lesser degree of regulatory protection and the loss of the protections and compensations to which a retail client is entitled.

Nucleus Wrap Isa advice

Customers must have an FCA regulated financial adviser when opening an Isa. We are not permitted to provide investment advice and we cannot provide any advice on the merits of using the service.

Nucleus Wrap Isa, Nucleus and our part in the distribution and value chain

We're responsible for ensuring that the Nucleus Wrap Isa represents fair value to customers on an ongoing basis.

We are not responsible for charge levels or the determination of fair value regarding charges for products or services not provided by Nucleus. For example, we are not responsible for charges relating to financial and investment advice, although we do apply decency limits to advice charges facilitated by the Isa account.

How is the Nucleus Wrap Isa account distributed?

The Nucleus Wrap Isa is distributed via FCA regulated financial advisers that have customers within our target market. All advisers intending to introduce business to Nucleus must first sign a formal Terms of Business agreement which should be read in conjunction with the Adviser Remuneration Policy.

We do not accept applications direct from customers.

If a customer becomes non-advised after the account is set up, they can retain the account, manage their products and access our services. Some products and services may be restricted due to their complex nature or the increased likelihood of poor customer outcomes when acting on a non-advised basis. For more information, please see our Terms and Conditions document and our "The services we offer if you don't have an adviser" guide.

Vulnerable customers

We have both a moral and regulatory duty to ensure that vulnerable customers are identified and treated fairly, according to their needs, and experience outcomes as good as those for all other customers. We understand the importance of recognising and responding to vulnerability and the varied needs of vulnerable customers. To that end, we have a Group Vulnerable Customer Policy in place and staff have received and continue to receive ongoing training and support in recognising, dealing with and accommodating the needs of vulnerable customers.

The FCA has identified four key drivers which may increase vulnerability, these are:

- Health
- Life Event
- Financial Resilience
- Capability

To aid us in identifying and accommodating any additional support or tailored requirements that our customers may require it is helpful if advisers or customers:

- notify us at time of new business application of any adaptations required to support the customer.
- update us through the lifecycle of the account of any new vulnerable characteristics identified or any that can be removed.

Examples of adaptations that can be made for customers with vulnerable characteristics, include the provision of:

- Documentation provided in a range of formats, such as larger font size, braille, or audio.
- Customers can have a single contact, so they can speak to the same person each time they call.
- Tailoring communications in a way that suits customers, for example by phone, email or post.
- If customers can't sign paperwork easily, we can arrange for use of a secure signature stamp.
- Following up telephone calls with written letters.
- Calls with the customer and a supportive third party.
- Customer representatives process to grant authority for a trusted individual to communicate with us on a customer's behalf.

Reviewing customers against our target market

We review new business on a regular basis to assess whether the products have been distributed in accordance with the information in this target market document. However, in line with FCA guidance, it remains the responsibility of each distributor to ensure that this target market is followed as they are best placed to consider customer personal circumstances, needs, objectives, characteristics and suitability.

If we have concerns about plans distributed to customers that we believe are unsuitable, we will first contact the distributor to raise and discuss our concerns. We will not take further action until this discussion has taken place unless we feel there is significant potential for poor customer outcomes by delaying action.

Product and services outcome

We regularly conduct product reviews against the relevant Consumer Duty rules contained in PRIN 2A.3, the Products & Services outcome rules. The review seeks to ensure the product delivers fair customer outcomes, in line with the standards they are led to expect by looking at:

- Target market and distribution strategy.
- Risks of the product to the target market and vulnerable customers.
- Vulnerable customers.
- Meeting the needs, characteristics and objectives of the target market.
- Terms and conditions review.
- Avoiding adverse effects on groups of customers.
- Product testing.
- The Cross-Cutting Rules.
- Avoiding foreseeable harm and risk mitigation.

Price and value outcome

We regularly conduct price and value assessments against the relevant Consumer Duty rules contained in PRIN 2A.4, the Products & Value outcome rules. Our three broad assessment categories are Price, Service and Product and proposition.

This gives us a comprehensive view of the costs incurred by customers in relation to the benefits they're receiving from our products. We assess the status of each category using internal and external comparative metrics. External metrics being compared to the relevant market competitors where possible and internal being measured against our own targets.

We've evaluated multiple aspects from each of the below categories. The fair value result is an aggregate of all constituent parts;

- Price: Understanding the charges incurred by a customer is vital in assessing whether the product is representing fair value.
- Service: Service provision is a vital and tangible component of the perceived value of any product.
- Product and proposition: This comprises the key features of the product including the overall proposition within which the product is provided.

Our final conclusion was that the product represents fair value to customers in the target market.

More information

For more information about the Nucleus Wrap Isa, please refer to these documents:

- Key Features of the Nucleus Wrap.
- Key Features of the Nucleus Isa.
- Terms and Conditions which includes information on;
  - Asset Choice
  - Charges

For more information about our Product Lifecycle Management process or questions about Due Diligence, please contact your Nucleus business development manager.

Contact us

If you'd like to speak to us about this target market document, please call 0131 226 9535 or email client.relations@nucleusfinancial.com. Please don't send personal, financial or banking information via email.

The value of the Nucleus Wrap Isa funds may fall as well as rise. The tax treatment and tax benefits of a Nucleus Wrap Isa outlined in this document are based on our understanding of current tax law, and draft legislation that can change. Tax treatment depends on a customer's individual circumstances and may change in the future. The Nucleus Wrap Isa Manager/Provider is Nucleus Financial Services Limited, authorised and regulated by the FCA under Firm Reference Number: 456117 and registered with HMRC.

For literature in alternative formats, such as Braille, large print, audio or E-text, please call us on 0131 226 9535, or via the Relay UK service on 18001 0131 226 9535.

0131 226 9535 client.relations@nucleusfinancial.com www.nucleusfinancial.com

"Nucleus", "NFS" and "Nucleus Financial Services" are the trading names of Nucleus Financial Services Limited (NFS) (registered in England number 05629686); Nucleus Financial Limited (NF) (registered in England number 05522098); Nucleus Trustee Company Limited (NTC) (registered in Scotland number SC312652); and NFS (Nominees) Limited (NFSN) (registered in England number 07621355). NFS, NF and NFSN have their registered office at Suite B & C, First Floor, Milford House, 43-55 Milford Street, Salisbury, SP1 2BP. NTC has its registered office at 12 Blenheim Place, Edinburgh EH7 5JH. NFS is authorised and regulated by the Financial Conduct Authority. NFS and NF are members of a VAT group with VAT registration number 514 0358 80. NFS, NF, NTC and NFSN are all wholly owned subsidiaries of Nucleus Financial Platforms Limited (registered in England, number 06033126) whose registered office is at Suite B & C, First Floor, Milford House, 43-55 Milford Street, Salisbury, SP1 2BP. All companies are members of the Nucleus Group. Further details of the Nucleus Group can be found at nucleusfinancial.com. (12/24)