

Chapter 6

Product governance: additional provisions for pathway investments and default options



6.1 General

6.1.1

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This chapter does not affect the application of other requirements in the *FCA Handbook* or *onshored regulations* applying to *firms* within the scope of this chapter. *Firms* within the scope of [PROD 1.3](#) (Application of PROD 3), [PROD 1.4](#) (Application of PROD 4), [PROD 3](#) (Product governance: MiFID) and [PROD 4](#) (Product governance: IDD) must continue to comply with those provisions.



6.2 Manufacture of pathway
investments

6.2.1

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A *manufacturer* must review its *pathway investments* at least annually to ensure that the *pathway investments*:

- (1) remain consistent with the needs, characteristics and objectives of their identified target market, taking into account the *investment pathway* options in ■ COBS 19.10.17R(1); and
- (2) are being *distributed* to their target market.

6.2.2

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A *firm* to which the record-keeping rules in ■ SYSC 3 (Systems and controls) or ■ SYSC 9 (Record-keeping) apply should maintain, in relation to its *manufacture of pathway investments*, a record of the process undertaken to approve each *pathway investment*, and of the review conducted for each *pathway investment* to comply with ■ PROD 6.2.1R.

6.3 Distribution of pathway investments

- 6.3.1

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A *firm* must not *distribute* a *pathway investment* unless it is compatible with the needs, characteristics and objectives of those *retail clients* that fall within the *pathway investment's* target market, taking into account the *investment pathway* options in ■ COBS 19.10.17R(1).
- 6.3.2

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When carrying out the compatibility assessment referred to in ■ PROD 6.3.1R, *firms* must take into account:

(1) the price and complexity of the *pathway investment*; and

(2) where the *firm* is referring *retail clients* to be transferred to the *personal pension scheme* or *stakeholder pension scheme* operated by another *firm*, they must also take into account:

(a) the charges and other product features of that other *firm's* drawdown product;

(b) the financial strength of that other *firm*; and

(c) the reliability and efficiency of that other *firm* in relation to its dealings with *retail clients*.

6.3.3

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A *firm* must review the distribution arrangements for the *pathway investments* it distributes at least on a two-yearly basis to ensure:

(1) the distribution arrangements are still valid and up to date; and

(2) the *pathway investments* remain compatible with, and are being *distributed* to, their target market in accordance with ■ PROD 6.3.1R.

6.3.4

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A *firm* to which the record-keeping rules in ■ SYSC 3 or ■ SYSC 9 apply should maintain, in relation to its *distribution of pathway investments*, a record of the process undertaken to select each *pathway investment*, and of the review conducted for each *pathway investment* to comply with ■ PROD 6.3.3R.

6.3.5

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Obligations on firms where retail clients are not acting in their interests

Where a *firm* (A) refers *retail clients* to another *firm* (B), where B can offer a *pathway investment* to the *retail client* if the *retail client* transfers to the *personal pension scheme* or *stakeholder pension scheme* operated by B, both A and B must comply with ■ PROD 6.3.6R.

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6.3.6

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Where:

- (1) A becomes aware of a pattern of *retail clients* choosing to stay with A and not transferring to B; and
- (2) A considers that this choice is unlikely to be in the interests of those *retail clients*, having regard to their objectives and characteristics; then
- (3) A must promptly inform B of its concerns in (1) and (2); and
- (4) A and B must each take reasonable steps to minimise the potential harm to *retail clients*.

6.3.7

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Reasonable steps for the purposes of **■ PROD 6.3.6R** may include A and B making it easier for *retail clients* to transfer to the *personal pension scheme* or *stakeholder pension scheme* operated by B.

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6.4 Manufacture of default options

- 6.4.1 **R** When designing a *default option*, a *manufacturer* should take into account, among other considerations, the fact that ■ COBS 19.12 requires *operators* to offer the *default option* to *non-advised clients* for inclusion in their *non-workplace pensions*. As a result, the *default option* must be designed to be compatible with the needs, characteristics and objectives of a typical *non-advised client* in the *default option's* target market.
- 6.4.2 **R** A *manufacturer* must also ensure that:
- when specifying the investment strategy of the *default option*, and its costs and charging structure, it takes into account what the *manufacturer* considers, on reasonable grounds, to be the likely needs, objectives and characteristics of a typical *non-advised client* in the target market;
 - the investment strategy of the *default option*:
- (a) takes into account the target retirement age of a typical *non-advised client* in the target market, and their likely strategy for accessing their pension;
 - (b) includes *lifestyling*, unless *lifestyling* is not appropriate for the needs, objectives and characteristics of the typical *non-advised client* in the target market or the *default option* is based on *target date funds*; and
 - (c) seeks growth, while managing risks, through an appropriate and diversified asset allocation; and
- the *default option* has appropriate and competitive price and charges, which bear a reasonable relationship with the services being provided.
- 6.4.3 **G** *Manufacturers* are expected to take reasonable steps to understand the likely needs, objectives and characteristics of a typical *non-advised client* in the *default option's* target market. This could include carrying out sufficient research and consumer testing in support of its conclusions. What amounts to a typical *non-advised client* may be based on the needs, objectives or characteristics that are most commonly seen among *non-advised clients* within the target market.

6.4.4



Manufacturers must review their *default options* at least once every 3 years to ensure that they:

- (1) remain consistent with the needs, characteristics and objectives of a typical *non-advised client* in the target markets; and
- (2) are being *distributed* to their target markets.



6.5 Distribution of default options

- 6.5.1
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- A *firm* must not *distribute* a *default option* unless it is compatible with the needs, characteristics and objectives of the *retail clients* to whom the *firm* distributes the *default option*.
- 6.5.2
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- When carrying out the compatibility assessment in ■ PROD 6.5.1R, a *firm* must also take into account:

 (1) the *manufacturer's* compliance with the requirements in ■ PROD 6.4;
 and

 (2) the financial strength of the *manufacturer*.
- 6.5.3
- R
- A *firm* must review the distribution arrangements for the *default options* it distributes at least every 3 years.