CONDUCT OF BUSINESS AND CLIENT ASSETS (LIFETIME INDIVIDUAL SAVINGS ACCOUNT) INSTRUMENT 2017

Powers exercised

- A. The Financial Conduct Authority makes this instrument in the exercise of the following powers and related provisions in the Financial Services and Markets Act 2000 ("the Act"):
 - (1) section 137A (The FCA's general rules);
 - (2) section 137B (FCA general rules: clients' money, right to rescind etc);
 - (3) section 137R (Financial promotion rules);
 - (4) section 137T (General supplementary powers); and
 - (5) section 139A (Power of the FCA to give guidance).
- B. The rule-making provisions listed above are specified for the purposes of section 138G(2) (Rule-making instruments) of the Act.

Commencement

C. This instrument comes into force on 6 April 2017.

Amendments to the Handbook

D. The modules of the FCA's Handbook of rules and guidance listed in column (1) below are amended in accordance with the Annexes to this instrument listed in column (2).

(1)	(2)
Glossary of definitions	Annex A
Conduct of Business sourcebook (COBS)	Annex B
Banking: Conduct of Business sourcebook (BCOBS)	Annex C
Client Assets sourcebook (CASS)	Annex D

Notes

E. In Annexes B and C to this instrument, the "notes" (indicated by "**Note:**") are intended for the convenience of readers but do not form part of the legislative text.

Citation

F. This instrument may be cited as the Conduct of Business and Client Assets (Lifetime Individual Savings Account) Instrument 2017.

By order of the Board 6 March 2017

Annex A

Amendments to the Glossary of definitions

In this Annex, underlining indicates new text, unless otherwise stated.

Insert the following new definitions in the appropriate alphabetical positions. The text is not underlined.

cash-only lifetime a *lifetime ISA* which can include only those qualifying investments ISA prescribed in paragraphs 8(2)(a), (b), (h), (j) and (n) to (q) of the ISA Regulations. lifetime ISA an individual savings account as prescribed in regulation 4(1ZB) of the ISA Regulations. a firm's activities, in its capacity as an ISA manager, in connection with a lifetime ISA business lifetime ISA which is not either or both MiFID business and designated investment business. any fee or charge made to a retail client in connection with the opening or lifetime ISA charges operation of a lifetime ISA, whether levied by the firm or any other person, but excluding any fees or charges: payable by or on behalf of a *retail client* to a *firm* in relation to the (a) provision of a personal recommendation by the firm in respect of the lifetime ISA; and (b) relating to the qualifying investments held in the *lifetime ISA* (including in relation to the provision of a personal recommendation in respect of those investments). lifetime ISA has the meaning given to "government bonus" in paragraph 1 of the Schedule to the ISA Regulations. government bonus lifetime ISA has the meaning given to "withdrawal charge" in paragraph 9(4) of government Schedule 1 to the Savings (Government Contributions) Act 2016. withdrawal

Amend the following definition as shown.

client money ... (2A) ...

charge

(bc) that a *firm* receives or holds for, or on behalf of, a *client* in the course of, or in connection with, its *lifetime ISA business*; or

. . .

...

Annex B

Amendments to the Conduct of Business sourcebook (COBS)

In this Annex, underlining indicates new text and striking through indicates deleted text, unless otherwise stated.

1 Appl	lication
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1.1 The general application rule

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1.1.1A R This sourcebook does not apply to a *firm* with respect to the activity of *accepting deposits* carried on from an establishment maintained by it, or its *appointed representative*, in the *United Kingdom*, except for *COBS* 4.6 (Past, simulated past and future performance), *COBS* 4.7.1R (Direct offer financial promotions), *COBS* 4.10 (Systems and controls and approving and communicating financial promotions), *COBS* 13 (Preparing product information), and *COBS* 14 (Providing product information to clients) and *COBS* 15 (Cancellation) which apply as set out in those provisions, *COBS* 4.1 and the Banking: Conduct of Business sourcebook (*BCOBS*).

...

4 Communicating with clients, including financial promotions

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4.5 Communicating with retail clients

. . .

4.5.10 G ...

Lifetime ISA

- 4.5.11 <u>G</u> <u>Information about relevant risks (COBS 4.5.2R) that a firm should give a retail client in relation to a lifetime ISA may include:</u>
 - (1) an explanation of:
 - (a) <u>a retail client's eligibility to subscribe to a lifetime ISA</u>
 (including annual subscription limits) and to claim the <u>lifetime ISA government bonus</u>;
 - (b) the *lifetime ISA government withdrawal charge* and the circumstances in which it might arise; and
 - (c) the process by which a retail client can transfer a lifetime

ISA; and

- (2) warnings that, if the *retail client*:
 - (a) incurs a lifetime ISA government withdrawal charge, the retail client may get back less than they paid in to a lifetime ISA;
 - (b) <u>saves in a lifetime ISA instead of enrolling in, or contributing to a qualifying scheme, occupational pension scheme, or personal pension scheme:</u>
 - (i) the *retail client* may lose the benefit of contributions by an employer (if any) to that scheme; and
 - (ii) the *retail client's* current and future entitlement to means tested benefits (if any) may be affected.

. . .

4.7 Direct offer financial promotions

4.7.1 R (1) Subject to (3) and (4), a *firm* must ensure that a *direct offer financial* promotion that is addressed to, or disseminated in such a way that it is likely to be received by, a *retail client* contains:

. . .

...

- (4) If a communication relates to a *firm's* business that is not *MiFID or* equivalent third country business, this section does not apply:
 - (a) to the extent that it is an *excluded communication*;
 - (b) to the extent that it is a prospectus advertisement to which *PR* 3.3 applies;
 - (c) if it is image advertising;
 - (d) to the extent that it relates to a *deposit* that is not a *cash deposit ISA*, *cash-only lifetime ISA* or *cash deposit CTF*;
 - (e) to the extent that it relates to a *pure protection contract* that is a *long-term care insurance contract*.

...

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13 Preparing product information

13.1 The obligation to prepare product information

13.1.1 R A *firm* must prepare:

- (1) a key features document for each packaged product, cash-deposit ISA, cash-only lifetime ISA and cash-deposit CTF it produces; and
- (2) a key features illustration for each packaged product it produces;

in good time before those *documents* have to be provided.

. . .

13.3 Contents of a key features document

General requirements

13.3.1 R A key features document must:

- (1) include enough information about the nature and complexity of the product, how it works, any limitations or minimum standards that apply and the material benefits and risks of buying or investing for a *retail client* to be able to make an informed decision about whether to proceed; and
- (2) explain:

...

- (e) (for a *personal pension scheme* that is not an *automatic enrolment scheme*) clearly and prominently, that *stakeholder pension schemes* are generally available and might meet the *client's* needs as well as the scheme on offer; and
- (3) (for a *cash-only lifetime ISA*) include the information set out in *COBS* 14 Annex 1.

14 Providing product information to clients

14.1 Interpretation

14.1.1 R In this chapter:

- (1) 'retail client' includes the trustee or operator of a stakeholder pension scheme or personal pension scheme and the trustee of a money-purchase occupational pension scheme; and
- (2) 'sell' includes 'sell, personally recommend or arrange the sale of' in relation to a designated investment and equivalent activities in relation to a cash-deposit ISA, cash-only lifetime ISA and cash-

deposit CTF.

14.2 Providing product information to clients

The provision rules

14.2.1 R A firm that sells:

. . .

- (4) a cash-deposit ISA, cash-only lifetime ISA or cash-deposit CTF to a retail client, must provide a key features document to that client;
- (4A) a *lifetime ISA*, which is not a *cash-only lifetime ISA*, to a *retail client* must provide to that *client* the information in *COBS* 14 Annex 1;

. . .

...

After COBS 14.4 (Provision of information by an intermediate Unitholder) insert the following new Annex. The text is not underlined.

14 Lifetime ISA information Annex 1

	This	This Annex belongs to COBS 13.3.1R(3) and COBS 14.2.1R(4A).								
	Info	rmation	which comprises the following:							
1	Feat	tures of	a lifetime ISA							
1.1	R		An explanation to the <i>retail client</i> of the key features of a <i>lifetime ISA</i> , ncluding:							
		(1)	eligibility criteria to open and subscribe to a lifetime ISA;							
		(2)	annual lifetime ISA subscription limits;							
		(3)	tax treatment of qualifying investments held in a lifetime ISA;							
		(4)	process for transferring a <i>lifetime ISA</i> ;							
		(5)	eligibility for the lifetime ISA government bonus; and							
		(6)	the <i>lifetime ISA government withdrawal charge</i> and the circumstances in which this might be incurred.							
1.2	R	The ex	The explanation in <i>COBS</i> 14 Annex 1 1.1R(6) should include a warning							

		that:							
		(1)	the <i>lifetime ISA government withdrawal charge</i> recovers any <i>lifetime ISA government bonus</i> and any investment growth on that bonus plus an additional amount; and						
		(2)	if the <i>lifetime ISA government withdrawal charge</i> is incurred, the <i>retail client</i> could receive back less than they paid in.						
2		ditional lifetime	factors for a retail client to consider when deciding whether to invest e ISA						
2.1	R	An ex	xplanation to the <i>retail client</i> of:						
		(1)	the different savings objectives for which the <i>lifetime ISA</i> is intended, being house purchase and/or saving for retirement, either in the alternative or in combination; and						
		(2)	the types of qualifying investments which can be held in the <i>lifetime ISA</i> being sold by the <i>firm</i> .						
2.2	R	A warning that if a <i>retail client</i> saves in a <i>lifetime ISA</i> instead of enrolling in, or contributing to, a <i>qualifying scheme</i> , <i>occupational pension scheme</i> or <i>personal pension scheme</i> :							
		(1)	the <i>retail client</i> may lose the benefit of contributions by an employer (if any) to that scheme; and						
		(2)	the <i>retail client's</i> current and future entitlement to means tested benefits (if any) may be affected.						
2.3	G	The explanation in <i>COBS</i> 14 Annex 1 2.1R should:							
		(1)	encourage a <i>retail client</i> to consider their <i>lifetime ISA</i> subscription level and choice of qualifying investment in relation to their savings objectives, their expected investment horizon and their financial circumstances as a whole, including other provision for retirement; and						
		(2)	inform the <i>retail client</i> that the factors in (1) may change over time and that the <i>retail client</i> should regularly review their <i>lifetime ISA</i> subscription and/or qualifying investments.						
3	Exa	mple or	utcome of retirement saving by a retail client in a lifetime ISA						
3.1	R	A des 60?'	A descriptive heading such as 'What a lifetime ISA might be worth at age 60?'						
3.2	R	A completed version of the table in <i>COBS</i> 14 Annex 1 3.5R.							
3.3	R	An ex	aplanation, positioned adjacent to this table on the same page, stating						

		that:						
		(1)	the tal	ole is d	lesigned to:			
			(a)	ISA r starts begin	the retail client understand what the value of a lifetime might be at age 60, depending on the age at which saving and assuming the maximum annual subscription at the nning of each tax year up to age 50 and receipt of the me ISA government bonus; and			
			(b)	provide information for a <i>retail client</i> who is saving for retirement in a <i>lifetime ISA</i> and so may not be relevant to <i>retail client</i> whose saving objective for a <i>lifetime ISA</i> is h purchase; and				
		(2)	the est	timated	d outcomes in Columns 4 and 5:			
			(a)	are b	ased on standardised rates of return which may not et:			
				(i)	actual or expected returns; or			
				(ii)	the <i>retail client's</i> choice of qualifying investment for a <i>lifetime ISA</i> (accompanied by an indication of how the <i>retail client</i> can access information relating to the qualifying investments which the <i>retail client</i> may purchase from the <i>firm</i>); and			
			(b)		de the effect of <i>lifetime ISA charges</i> and inflation on nated outcomes from a <i>lifetime ISA</i> ; and			
		(3)	the ret	turns fr are the	nows the effect of <i>lifetime ISA charges</i> and inflation on com a <i>lifetime ISA</i> which the <i>retail client</i> can use to <i>lifetime ISA charges</i> applicable to other <i>lifetime ISAs</i> applicable to longer-term savings products.			
3.4	R	3.3R(xplanations in <i>COBS</i> 14 Annex 1 3.3R(2) and <i>COBS</i> 14 Annex 1 3) must include a statement that <i>lifetime ISA charges</i> taken into nt in the table:					
		(1)	may v	ary ov	er time; and			
		(2)	exclud	de any	fee or charge:			
			(a)	to the	ble by or on behalf of a <i>retail client</i> to a <i>firm</i> in relation e provision of a <i>personal recommendation</i> by the <i>firm</i> in ect of the <i>lifetime ISA</i> ; and			
			(b)	(incl	ng to the qualifying investments held in the <i>lifetime ISA</i> uding in relation to the provision of a <i>personal nmendation</i> in respect of those investments).			

3.5	R	This ta	able bel	ongs to	o <i>CO</i>	BS 14 Annex 1	3.2R.		
		1		2		3	4	5	6
		saving paid			,	Total amount paid in, plus lifetime ISA government bonus	Estimated outcome at age 60 from 0% return	Estimated outcome at age 60 from x% return	Charges and estimated inflation would reduce a x% return to
				£		£	£	£	%
		18							
		25							
		30							
		35							
		40							
3.6	R	In preparing the table in COBS 14 Annex 1 3.5R, firms must:							
		(1)	Round all sterling amounts down to the nearest whole pound						und.
		(2)	Comp	lete Co	olumi	n 2 on the basis	s of:		
			(a)	the <i>retail client</i> attaining each age listed in Column 1 in the tax year in respect of which the <i>retail client</i> is proposing to make a <i>lifetime ISA</i> subscription; and					
			(b)	(b) a maximum annual <i>lifetime ISA</i> subscription being made of April of that tax year and each subsequent tax year, up to including the tax year in which the <i>retail client</i> would real age 50 (based on each assumed age in (a)). Complete Column 3 on the basis of:				r, up to and	
		(3)	Comp						
			(a) subscriptions			ons as calculated in Column 2; and			
			(b) receipt by the <i>retail client</i> of the <i>lifetime ISA government bonus</i> on:				ernment		
				(i)	5 A	pril 2018 for th	ne tax year 20	017/18 (when	re relevant);
			_	(ii)	6 A	pril of each sub	sequent tax	year, up to a	nd

					including the tax year in which the <i>retail client</i> would reach age 50 (based on each assumed age in 2(a)).			
		(4)	Comp	(a) investment of the <i>retail client's</i> assumed subscriptions and the <i>lifetime ISA government bonus</i> , as calculated for the purposes of Columns 2 and 3;				
			(a)					
			(b)	(for C	Column 4) a nominal annual rate of return of 0%;			
			(c)	maxi	Column 5) a nominal annual rate of return equal to the mum intermediate rate of return 'x' given in <i>COBS</i> 13 ex 2 2.3R; and			
			(d)	the o	utcome in sterling in real terms:			
				(i)	based on the nominal annual rate of return in the relevant column;			
				(ii)	net of the intermediate rate of price inflation given in <i>COBS</i> 13 Annex 2 2.5R;			
				(iii)	net of the effect of any lifetime ISA charges; and			
				(iv)	compounded annually at the end of each tax year, up to and including the tax year in which the <i>retail client</i> would reach age 60 (based on each assumed age in 2(a)).			
		(5)	the ne must b	aplete Column 6 on the basis of a percentage rate 'y' (rounded to nearest tenth of 1%), where 'y' is the annual rate of return which t be applied to each amount shown in Column 3 and pounded annually over the relevant period to achieve the sterling unt shown in Column 5.				
4	Proj	ections						
4.1	R	project inform	e a <i>firm</i> chooses to provide a <i>projection</i> , including a <i>personal ection</i> , in relation to investing in a <i>lifetime ISA</i> in addition to the mation in <i>COBS</i> 14 Annex 1 3 (Example outcome of retirement saving retail client in a lifetime ISA), a <i>firm</i> must ensure that:					
		(1)			ion in COBS 14 Annex 1 3 is displayed at least as as the <i>projection</i> ;			
		(2)	where a <i>firm</i> that communicates a <i>projection</i> for a <i>lifetime ISA</i> in relation to its <i>MiFID or equivalent third country business</i> , the <i>projection</i> complies with the future performance <i>rule</i> in <i>COBS</i> 4.6.7R; and					

		(3)	where a <i>firm</i> that communicates a <i>projection</i> for a <i>lifetime ISA</i> which is not in relation to its <i>MiFID or equivalent third country business</i> , the <i>projection</i> must be either a <i>standardised deterministic projection</i> or a <i>stochastic projection</i> in accordance with <i>COBS</i> 13 Annex 2.						
5	Qua	lifying investments							
5.1	G	this Ar that res saving pension other re	formation which a <i>firm</i> provides to a <i>retail client</i> in accordance with mex is intended to inform the <i>retail client</i> about the implications of <i>tail client</i> saving and/or investing in a <i>lifetime ISA</i> (as opposed to and/or investing outside a <i>wrapper</i> or in a different <i>wrapper</i> or <i>n wrapper</i>). A <i>firm</i> must still take into account and comply with any equirements of this sourcebook in connection with the sale by the <i>firm</i> lifying investments to be held in a <i>lifetime ISA</i> .						

Amend the following as shown.

15 Cancellation

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15.2 The right to cancel

Cancellable contracts

15.2.1 R A consumer has a right to cancel any of the following contracts with a firm:

Cancellable contract	Cancellation period	Supplementary provisions								
Life and pensions:	Life and pensions:									
 a life policy (including a pension annuity, a pension policy or within a wrapper) a contract to join a personal pension scheme or a stakeholder pension scheme a pension contract a contract for a pension transfer a contract to vary an existing personal 	30 calendar days	For a life policy effected when opening or transferring a wrapper, the 30 calendar day right to cancel applies to the entire arrangement For a contract to buy a unit in a regulated collective investment scheme within a pension wrapper, the cancellation right for 'non-life/pensions (advised but not at a distance)' below may								

	T	1 ,
pension scheme or stakeholder pension scheme by exercising, for the first time, an option to make income withdrawals,		apply Exemptions may apply (see <i>COBS</i> 15 Annex 1)
Lifetime ISAs (advised)	but not at a distance):	
• a non-distance <u>contract</u> to open or <u>transfer a lifetime ISA</u>	30 calendar days	These rights arise only following a personal recommendation of the contract (by the firm or any other person). Exemptions may apply (see COBS 15 Annex 1)
Cash deposit ISAs:		
• a contract for a <i>cash</i> deposit ISA	14 calendar days	Exemptions may apply (see <i>COBS</i> 15 Annex 1)
Non-life/pensions (advis	sed but not at a distanc	ce): a non-distance contract
• to buy a unit in a regulated collective investment scheme (including within a wrapper or pension	14 calendar days	These rights arise only following a <i>personal</i> recommendation of the contract (by the <i>firm</i> or any other <i>person</i>).
 wrapper) to open or transfer a child trust fund (CTF) to open or transfer an ISA (other than a lifetime ISA) 		For a <i>unit</i> bought when opening or transferring a <i>wrapper</i> or <i>pension wrapper</i> , the 14 calendar day right to cancel applies to the entire arrangement. Exemptions may apply
• for an Enterprise Investment Scheme		(see COBS 15 Annex 1).
Non-life/pensions (at a d	listance): a distance co.	ntract, relating to :
 accepting deposits designated investment business issuing electronic money 	14 calendar days	Exemptions may apply (see <i>COBS</i> 15 Annex 1)

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15.3 Exercising the right to cancel

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Record keeping

- 15.3.4 R The *firm* must make adequate records concerning the exercise of a right to cancel or withdraw and retain them:
 - (1) indefinitely in relation to a *pension transfer*, *pension opt-out* or *FSAVC*;
 - (2) for at least five years in relation to a *life policy*, *pension contract*, *personal pension scheme*, or *stakeholder pension scheme* or *lifetime ISA*; and
 - (3) for at least three years in any other case.

15.4 Effects of cancellation

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Payment for the service provided before cancellation

- 15.4.2 R (1) This rule applies in relation to a distance contract that is not a life policy, personal pension scheme, cash deposit ISA, cash-only lifetime ISA or CTF.
 - (2) When the *consumer* exercises his their right to cancel he they may be required to pay, without any undue delay, for the service actually provided by the *firm* in accordance with the contract. The performance of the contract may only begin after the *consumer* has given his their approval. The amount payable must not:
 - (a) exceed an amount which is in proportion to the extent of the service already provided in comparison with the full coverage of the contract; and
 - (b) in any case be such that it could be construed as a penalty.
 - (3) The *firm* may not require the *consumer* to pay any amount on the basis of this *rule* unless it can prove that the *consumer* was duly informed about the amount payable, in conformity with the distance marketing disclosure rules. However, in no case may the *firm* require such payment if it has commenced the performance of the contract before the expiry of the cancellation period without the *consumer's* prior request.

[Note: article 7(1), (2) and (3) of the *Distance Marketing Directive*]

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15 Exemptions from the right to cancel Annex 1

	Exe	mptions	nptions for ISAs, CTFs and EISs (non-distance)					
1.9	R	There	is no right to cancel a non-distance contract:					
		(1)	to open or transfer an <i>ISA</i> (mini or maxi and including all components whatever the underlying investment, but not a <i>cash deposit ISA</i> or an <i>ISA</i> containing a <i>life policy</i>); or					
		(2)	to open or transfer a CTF; or					
		(3)	[deleted]					
		(4)	for an EIS;					
		provio	ded that:					
		(5)	(for an <i>EIS</i> or <i>ISA</i> which is not a <i>lifetime ISA</i>) the right to cancel is replaced with a seven calendar day, pre-contract right to withdraw the <i>consumer's</i> offer; or					
		(5A)	(for a <i>lifetime ISA</i>) the right to cancel is replaced with a fourteen calendar day, pre-contract right to withdraw the <i>consumer's</i> offer; or					
		(6)	the contract relates to an <i>EIS</i> or a non-packaged product ISA (which is not a lifetime ISA) or CTF and is entered into following an explanation that neither a right to cancel nor a right to withdraw will apply given in accordance with the relevant rules on pre-contractual disclosure; or					
		(7)	(for an <i>ISA</i> or <i>EIS</i>) the contract entered into is a second or subsequent <i>ISA</i> or <i>EIS</i> on substantially the same terms (such as minito-mini <i>ISA</i> or maxi-to-maxi <i>ISA</i>) as an <i>ISA</i> or <i>EIS</i> purchased from the same <i>ISA</i> manager or <i>EIS</i> manager in the previous tax year.					
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Annex C

Amendments to the Banking Conduct of Business sourcebook (BCOBS)

In this Annex, underlining indicates new text.

2	Com	munic	ations	with banking customers and financial promotions					
2.4	Structured deposits, cash deposit ISAs and cash deposit CTFs								
2.4.2	G	If a <i>financial promotion</i> relates to a <i>cash deposit ISA</i> , <i>cash-only lifetime ISA</i> or <i>cash deposit CTF</i> , <i>COBS</i> 4.7.1R (Direct offer financial promotions) also applies.							
4	Information to be communicated to banking customers								
4.1	Enal	nabling banking customers to make informed decisions							
4.1.2	G	•••							
		(2A)							
			(c)	In the case of a savings account that is a cash deposit ISA, <u>cash-only lifetime ISA</u> or a cash deposit CTF, the firm may include the summary box in a key features document provided to the banking customer in line with the rules and guidance in COBS 13 and COBS 14.					
			(d)	In preparing the summary box, a <i>firm</i> should have regard to the provisions of <i>BCOBS</i> 2.2A.1R as if they were <i>guidance</i> .					
4.1.7	G	cash d	leposit	coanking service is a cash deposit ISA, cash-only lifetime ISA or a CTF, the rules in COBS 13.1 (Preparing product information) 4.2 (Providing product information to clients) also apply.					
6	Con	cellatio	n						

6.1 The right to cancel

Introduction

6.1.1 R Except as provided for in *BCOBS* 6.1.2R, a *banking customer* has a right to cancel a contract for a *retail banking service* (including a *cash deposit ISA* but excluding a *cash-only lifetime ISA*) without penalty and without giving any reason, within 14 calendar days.

[**Note:** article 6(1) of the *Distance Marketing Directive* in relation to *distance contracts*]

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6.1.3 G ...

6.1.3A G Firms are reminded that the cancellation rules in COBS 15 apply to the cancellation by a banking customer of a cash-only lifetime ISA.

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Annex D

Amendments to the Client Assets sourcebook (CASS)

In this Annex, underlining indicates new text.

7 Client money rules

...

- 7.10 Application and purpose
- 7.10.1 R This chapter applies to a *firm* that receives *money* from or holds *money* for, or on behalf of, a *client* in the course of, or in connection with, its:

...

- (4) innovative finance ISA business; and/or
- (5) *lifetime ISA business*,

unless otherwise specified in this section.

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