

# PNCI Structured Product Guidelines

Suitability		<p>Guidelines are just that – exceptions, via CRD, may be requested.</p> <p>Rules are hard stops (no exceptions).</p> <p>CRD Exception Pre-Approval Process:</p> <ul style="list-style-type: none"> <li>Above the guidelines (age, concentration, experience, etc.)</li> <li>CRD Reviews: SP recommendations in Edge Call Reports</li> <li>Best Practice: Consult with RSO (RSO does not pre-approve, but may be consulted).</li> </ul>
Market Linked CDs	Guidelines	
	Rules	
Structured Notes	Guidelines	
	Rules*	

**Market Linked CDs Guidelines:**

- Age: 0-75
- Concentration: 50%
- Liquidity: Minimum 3-6 months living expenses
- Experience with Investment Products (i.e. Mutual Funds, Stocks Bonds, ETFs, etc.)
- Risk Tolerance: All levels
- Time Horizon: Greater than 5 years

**Market Linked CDs Rules:**

- Primary Investment Objective: Income, Capital Appreciation, or Growth and Income
- Purchase Limit: \$250,000 (per trade)

**Structured Notes Guidelines:**

- Age: 0-75
- Concentration: 25%
- Liquidity: Minimum 3-6 months living expenses
- Experience with Investment Products (i.e. Mutual Funds, Stocks, Bonds, ETFs, etc.)
- Risk Tolerance: Moderate, Moderately Aggressive, Aggressive
- Time Horizon: 3-5 years

**Structured Notes Rules\*:**

- Primary Investment Objective: Capital Appreciation, Growth and Income, and Income.

**Disclosures & Documents:**

- Offering Document
- Required Disclosure(s) must be given to the client at the time of solicitation or purchase
- Fact Card
- Deal Sheet NOT provided to clients
- Review (use CTL "F") each available item for terms such as Client Use, For Financial Advisor (or similar) Use Only, Not for Public Distribution (or similar), etc.

## When is the PNC Investments Authorized Investor Attestation required?

The client will be required to sign the PNC Investments Authorized Investor Attestation in order to purchase a Structured Product with Barrier Protection or a "Worst Of" feature. Once the form has been completed and submitted into BPM it will remain on file for the client. If a trade is placed for a structured product requiring the form, CRD will review the trade to ensure the form is completed prior to approving the trade for execution. *Please note: MLCDs and PPNs will be available to all PNCI clients and are not limited to Authorized Investors only.*

## What criteria does a client need to meet to qualify as an Authorized Investor?

- Individual or joint net worth of at least \$1 million (excluding residence) – or –
- Annual income exceeding \$200,000 in each of the last two years (individual) or \$300,000 (joint) with expectation that income level will continue for the current year – and –
- Minimum 5 years' experience with Investment Products (i.e., mutual funds, stocks, bonds, ETFs, etc.)

## Key Contacts:

- Contact your [InspereX wholesaler](#) or the InspereX internal desk (888) 849-5733 for Structured Product related questions
- PNCI Fixed Income Desk at (800) 622-1350, option 5 for order entry or platform navigation support
- For assistance navigating the iCapital (formerly SIMON) platform, contact [hello@icapital.com](mailto:hello@icapital.com)
- Or you can direct inquiries to the PNCI Product team at [ipmg@pnc.com](mailto:ipmg@pnc.com)