

## Target Market Description

RUB 20% per annum Phoenix Quanto-Autocallable EDT linked to the worst of BABA, BIDU and VIPS due 17.02.2024  
Informed

Risk Warning: This information has been provided by BCS SP PLC for its Distributors to inform their customers. It is not intended to be used as investment advice, or as a recommendation to buy, hold or sell a structured product. The intention is to provide some guidance for you to understand the nature of the risks and potential reward of the product for you to decide if it's right for you. Individual circumstances have not been taken in to account – you should seek an opinion from an external source to help determine the suitability and appropriateness of this investment. Investments can go up as well as down and you may lose some or all of your capital when purchasing structured products. The manufacturer designed this product for a theoretical investor and suggests you liaise with the distributor to ascertain if you fit the criteria of its intended target market.

### This investment may be right for you if:-

- You are a **retail investor with a good level of knowledge regarding the financial markets and financial instruments and understand the specific factors including the risks highlighted in the literature provided to you.**
- You are looking for **income paid Quarterly**, linked to the performance of the **underlying assets (Alibaba Group Holding Ltd Baidu Inc Vipshop Holdings Ltd )**
- You understand that on a Quarterly basis, on any given observation date, **if any one of the underlying assets is below 70% of their initial level, there will be no coupon for this payment period.** However, if the affected underlying asset recovers back to at least 70% of its initial level and the other underlying assets in the basket are at or above 70% of their initial level the previous missed coupons will be paid including any other coupon due
- **You are looking to risk your capital, and in the event of the product not performing as anticipated, you will receive shares at the equivalent amount to the worst performing asset.** For instance on a \$10,000 investment, if the worst performing underlying asset fell 60%, you would receive 40% of their initial investment back (\$4,000) in the form of shares
- **You understand that on a Quarterly basis on any given observation date if all underlying assets are at or above their Second Strike Price, the product will redeem early, and return the initial capital to you, including any coupons due**
- You may be looking to re-invest capital from previous Structured Product Investments which have matured or are about to mature
- You understand how debt-based investments work, and may already hold such investments
- You want the potential to secure an investment return above that available from a deposit-based investment and acknowledge and **accept the Summary Risk Indicator set out in the Key Information Document (KID)**
- **Accept that you could lose capital and be able to afford to do so**, if the underlying assets were to decline below coupon barrier at the end of the term of the investment period
- You understand that **in extreme circumstances you could lose all of your money** if the issuer, manufacturer or distributor were to default including if one of the underlying were to become insolvent
- You are willing and able to **tie up your money for the entire term** of the structured product for the objective of income

### This Investment may not be right for you if:-

- **You do not understand how this investment works**
- **You are unable, or unwilling, to accept the risks associated with this product, including the loss of some or all of your money**
- **The product does not meet your investment objectives**; including if you are solely looking to achieve growth, not income, and you consider yourself as being a conservative investor.
- **If you do not understand market risk and have never invested in stocks or bonds**
- **You are close to or at retirement age with an income below 20,000 Euros (or equivalent) and less than 40,000 Euros (or equivalent) total liquid assets (stocks, bonds and savings etc) not including your property.**
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