

# 5 Year Swiss Market Kick Out Bond

## FINANCIAL BROKER TRAINING GUIDE

This is marketing material.



- Investment in Swiss SMI Index
- 5 Year Term
- Kick Out Feature
- Potential Maturity after 1 year with return of 4.6%
- Access to Capital During the Term
- Soft Capital Protection
- Summary Risk Indicator 5

**Warning: This Bond is not Capital Protected. If you invest in this Bond you can lose some or all of the money you invest.**

**Warning: This document is a Training Guide for Financial Broker firms and should not be provided to any potential investors.**

JULY 2024

# 1. Summary of Key Features

- The 5 Year Swiss Market Kick Out Bond (the Bond) is an innovative new Investment Solution designed for investors who wish to invest in a Structured Retail Product that offers **attractive potential investment returns** linked to the performance of a Swiss Equity Benchmark Index; and for investors seeking a **risk-reducing mechanism to provide a degree of protection from normal stock market risk**. The Bond is suitable as part of the process of constructing a genuinely diversified investment portfolio.
- The **Underlying Investment** of the Bond is the **Swiss SMI Index** (the Index).
- Investors benefit from a **Soft Capital Protection** feature provided by **Citigroup Global Markets Limited**. Capital is **Protected unless the Index has fallen by 30% or more at Maturity**. If the Index has fallen by 30% or more at Maturity, investors will receive the performance of the Index at Maturity, no matter how much it has fallen.
- Investors in the Bond have their **Capital at Risk**. This means that you may lose some or all of the capital invested in this Bond. Broker Solutions considers the Bond to have a **Summary Risk Indicator of 5** on its risk scale.



- **Kick Out Feature:** The **Potential Return is 4.6% after 1 year**. If the Index is **above its initial level** after 1 year, investors will **receive back their initial capital and a return of 4.6%**. If not, but the Index is above its initial levels after 18 months, investors will receive back their initial capital and a return of 6.9%. This process continues every 6 months (with the return increasing by 2.3%) until the Index is above its initial level or until Maturity.
- The Term is **5 years**.
- The **Maximum Investment Return is 23%**.
- The Bond will be **listed on the Euronext Dublin Stock Exchange**.
- **Daily liquidity** will be provided to investors that wish to sell the Bond prior to maturity under normal market conditions and at the discretion of CGML EMEA Equity Index Exotic Trading Desk.
- The **Minimum Investment** in the Bond is **€20,000**.
- The **Closing Date for applications is 30 August 2024** (or earlier if fully subscribed).
- **Taxation:** We understand that the return will be subject to **Capital Gains Tax (CGT) in the case of Personal and Company Investors**. We understand that any returns are **exempt from taxation in the case of Pension and Post Retirement Investors**.

**Warning:** All of the terms outlined in this document are indicative and subject to change. The final terms will not be known until 11 September 2024. Your Financial Broker will confirm the final terms in the Confirmation Certificate issued shortly after the Issue Date on 18 September 2024. If the terms of the Bond have changed significantly on 11 September 2024, your Financial Broker will contact you again requesting a new instruction to proceed with the investment.

**Warning:** If you invest in this Bond you may lose some or all of the money you invest.

**Warning:** Deductions for costs and charges are not made uniformly throughout the life of the product, but are loaded disproportionately onto the early period. If an investor sells the Bond prior to the end of the 5 year term, the practice of front-end loading will impact on the amount of money that the investor receives. The investor may not get back the full amount they invested.

**Disclaimer:** This document has not been reviewed, approved or otherwise endorsed by Citigroup or any of its affiliates and Citigroup accepts no responsibility in relation to the accuracy, completeness or adequacy of the information included herein. Nothing in this document should be considered to be a representation or warranty by Citigroup to any person, including without limitation, any potential investor and any member of the public, regarding whether investing in the Bond described herein is suitable or advisable for such person.

## 2. Description of the 5 Year Swiss Market Kick Out Bond

The investment rationale for investing in the Bond and in this Index can be summarised as follows:-

- 1. Soft Capital Protection Feature:** Investors benefit from a Soft Capital Protection feature provided by Citigroup Global Markets Limited. Capital is Protected unless the Index has fallen by 30% or more at Maturity.
- 2. Kick Out Feature:** Potential Return of 4.6% after 1 year. If the Index is above its initial level, investors will receive back their initial capital and a return of 4.6%. If not, but the Index is above its initial levels after 18 months, investors will receive back their initial capital and a return of 6.9%. This process continues every 6 months (with the return increasing by 2.3%) until the Index is above its initial level or until Maturity.
- 3. Investing in Switzerland**
- 4. Investing in equities as a Long Term Investment and investing in the Swiss SMI Index**

### Investment in Switzerland

- Switzerland has one of the highest levels of per capita GDP in the world. Its strong economic performance is largely driven by the services sector. The European Union is Switzerland's main trading partner.
- Switzerland is one of the top 10 economies by GDP per capita ranking (USD 92,000 in 2022).
- Approximately 74% of Swiss GDP is generated by the services sector and 25% by industry. The agricultural sector contributes less than 1%.
- The EU is Switzerland's main trading partner. Around 67% of Swiss imports are from the EU, while 50% of Swiss exports are to EU countries.
- The vast majority of Swiss businesses (over 99%) are SMEs employing fewer than 250 staff.
- Switzerland has maintained a low level of public debt relative to other countries even during the COVID-19 crisis. At the start of 2021, gross government debt (before deduction of financial assets) stood at approximately CHF 100 billion, representing 15% of GDP.
- Switzerland has one of the lowest rates of VAT in Europe. VAT at a rate of 8.1% is payable on most goods and services. A reduced rate of 3.8% is levied on accommodation services, while 2.6% applies to everyday items.
- Switzerland spends approximately CHF 23 billion on research and development (R&D) annually, which equates to around 3% of GDP. The private sector contributes over two thirds of this amount.
- The currency of Switzerland is the Swiss franc. The franc is divided into 100 centimes. The currency code for the Swiss franc is CHF.

Source: (<https://www.eda.admin.ch/aboutswitzerland/en/home/wirtschaft/uebersicht/wirtschaft---fakten-und-zahlen.html>)

A long term overweight exposure to Swiss Equities in a global portfolio has the potential to increase return and reduce risk. That is because of the high value creation nature of the Swiss equity market. Short term, the market trades at a slight discount to the similarly value creating US market, and so represents an alternative or adjunct for investors looking for value creation.

- Recent interest rate cuts by the Swiss National Bank is helpful to Swiss companies.
- The sectoral mix within the market has the potential benefit of enhanced exposure to the Healthcare sector.

Swiss equities should be considered in any equity portfolio as a risk/return enhancing allocation, as well as a source of diversification over the medium to long term.

Source: <https://www.ubp.com/en/newsroom/swiss-equities-back-on-the-radar>

## Equities as a Long Term Investment and the SMI Index

Although investing in equities (shares) involves a degree of investment risk and there will be volatile periods along the way, in the long term, equities tend to outperform other assets like bonds, property, cash etc. By adopting a medium term approach, equity investors can mitigate the risks and short term volatility associated with stock market investment while benefiting from the long term capital growth potential that stock markets can provide.

Stock Market Indices provide a broad representative portfolio of investments in multiple companies or shares. Indexes are often used as benchmarks to gauge the movement and performance of market segments or geographic regions. Investors generally use Indexes as a basis for diverse or passive investing. The Swiss SMI Index comprises the largest 20 company shares in Switzerland.

The blue-chip index SMI is the most important equity index in Switzerland and comprises the 20 largest stocks from the SPI. The SMI covers approximately 75% of the total capitalization of the Swiss equity market. It is free-float-adjusted, which means that only the tradable portion of the shares is considered in the index. A capping of the weights (quarterly to 18% in each case and ad-hoc if the limits are breached) ensures that no two components exceed a weighting of 20%. This makes the SMI fully compliant with the ESMA UCITS guidelines and it can be used as a benchmark index for the Swiss equity market in the European Union.

Because the SMI represents the Swiss equity market, it is used as an underlying index for many financial products such as options, futures, structured products and exchange traded funds.

Source: <https://www.six-group.com/en/products-services/the-swiss-stock-exchange/market-data/indices/equity-indices/smi.html>  
Index Fact Sheet: <https://indexdata.six-group.com/download/factsheets/six-factsheet-stat-smi-en.pdf>

**Warning: The Swiss SMI Index (SMI Index) is a Price Return Index. Dividends or income distributed by the Index constituents will not be re-invested in this Index nor distributed to investors.**

## Index Top 10 Holdings

NESTLE N	218,290.21	17.51%
NOVARTIS N	196,642.46	15.77%
ROCHE GS	175,289.39	14.06%
UBS GROUP N	85,482.67	6.86%
ABB LTD N	79,636.94	6.39%
RICHEMONT N	75,395.89	6.05%
ZURISH INSURANCE N	70,119.04	5.62%
HOLCIM N	43,154.26	3.46%
SIKA N	41,275.27	3.31%
ALCON N	40,085.93	3.22%
TOTAL	1,025,372.06	82.24%

Source: <https://indexdata.six-group.com/download/factsheets/six-factsheet-stat-smi-en.pdf> (28 June 2024)

## Index Past Performance

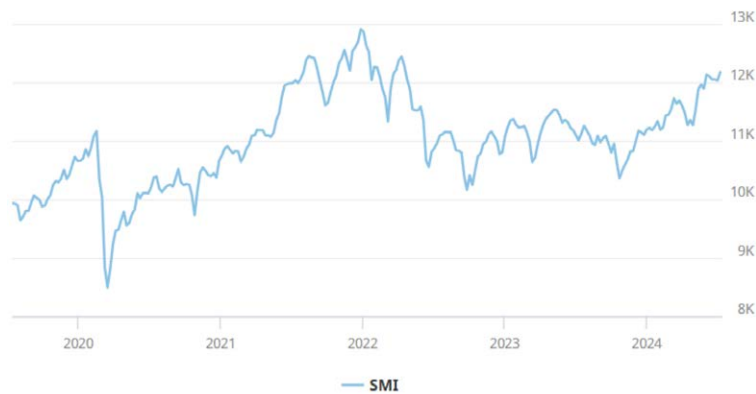
The Index has had an annualised return of 5.49% over the last 15 years as follows:

	YTD	3 Mths	1 Yr	3 Yrs	7 Yrs	15 yrs
<b>Return</b>						
SMI	7.69%	2.25%	7.25%	-0.04%	4.06%	5.49%

Source: <https://indexdata.six-group.com/download/factsheets/six-factsheet-stat-smi-en.pdf> (28 June 2024)

### Index Past Performance Chart

This chart illustrates the performance of the Index over the last 5 years:



Source: <https://www.six-group.com/en/products-services/the-swiss-stock-exchange/market-data/indices/index-explorer/index-details.CH0009980894CHF9.html#/chart> (15 July 2019 to 12 July 2024)

**Warning: Past Performance is not a reliable guide to future performance.**

### Product Back Testing

We back tested 2,513 5 year periods solely between 1 July 2009 and 1 July 2024. A summary of the back testing results are as follows:

<b>Worst Return</b>	+4.6%
<b>Best Return</b>	+20.7%
<b>Average Return</b>	+6.4%
<b>Number of times investors received back Negative returns</b>	0 (0%) of all 4 year periods tested
<b>Number of times investors received back 0% returns</b>	0 (0%) of all 4 year periods tested
<b>Number of times investors received Positive returns</b>	2,513 (100%) of all 4 year periods tested

Source: Bloomberg, Citigroup (July 2024)

### Important Considerations

This back test data set includes numerous overlapping 4 year periods between 1 July 2009 and 1 July 2024.

The back testing of this product over all 2,513 4 year periods during the testing period illustrates no negative periods or negative outcomes where investors lost some or all of their capital. Investors should not consider this product back test illustration or previous product performance results as an indication of the potential for, or likelihood of positive outcomes or investment gains in the future. Past Performance and Product Back Test are not reliable guides to future performance which depends solely on future events.

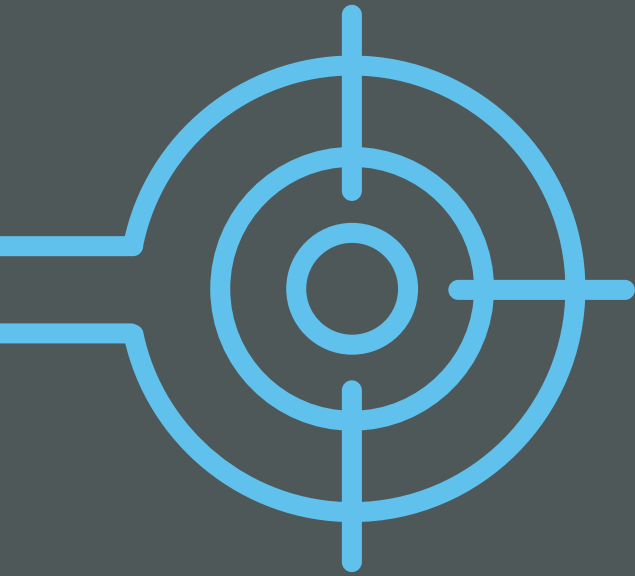
**Warning: Investors should not consider this product back test illustration or previous product results as an indication of the potential for, or likelihood of, positive outcomes or investment gains in the future.**

### Limited Usefulness of Past Performance and Back Testing

Past Performance and Back Testing are useful for information purposes only. The analysis of the past performance of any investment asset(s) or the back testing of any investment product is purely academic and has no bearing on, or provides limited benefit in the assessment of the future performance potential of the investment asset(s) or the investment product in question. The future performance of any investment asset(s) or investment product depends solely on future events and circumstances that cannot be known in advance and that are not necessarily informed by or influenced by what has happened in the past, more recently or otherwise.

**Warning: Past Performance and Simulated Past Performance are not a reliable guide to future performance.**

**Warning: Product Back Testing is not a reliable guide to future performance.**



**Warning: This document is a Training Guide for Financial Broker firms and should not be provided to any potential investors.**



101 Morehampton Road  
Donnybrook Village  
Dublin 4, D04 T0C2

[www.brokersolutions.ie](http://www.brokersolutions.ie)

MMPI Limited trading as Broker Solutions is regulated by the Central Bank of Ireland.