# BROKER SOLUTIONS



# 100% Capital Secure Nippon Bond

This is marketing material.

- 100% Capital Protection
- Linked to Nikkei 225 Index
- 24.75% Min Return if Index is above initial level at Maturity
- 5 Year Term
- Access to Capital During the Term
- Summary Risk Indicator 2

# **SEPTEMBER 2024**

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

# BROKER SOLUTIONS

# Dedicated to Financial Brokers

Broker Solutions serves the needs and objectives of Irish Financial Brokers and their clients. Broker Solutions implements best international practice in the creation of its Investment Solutions designed specifically for Financial Brokers.

# **Structured Investments**

Broker Solutions is passionate about creating the leading and most innovative Structured Retail Products in the Irish market. We create a series of exciting new Investment Solutions for Financial Brokers and their clients every 2 months.

Our Investment Strategies and Solutions are Research Driven. By combining the resources of our Research Team and other leading international investment experts, our Investment Solutions have a strong economic and investment logic and represent international best practice in construction.

Broker Solutions operates an Open Architecture platform i.e., we work with a broad range of Irish & International Bank counterparties. We work with high quality investment grade counterparties when selecting partners to provide Capital Protection or other Investment Risk Controlling or Reducing Mechanisms.

We focus on providing Investment Solutions with liquidity. Where possible, we will create the provision for investors to exit their investment prior to maturity should their circumstances change or if investment performance is higher or lower than anticipated. Our Investment Solutions offer a choice of:

- 1. Investment Risk Levels: From 1 to 6.
- 2. Investment Objectives: Capital Protection, Income, Capital Growth, Hedging Strategies etc.
- **3. Taxation Treatment:** Deposit Interest Retention Tax (DIRT), Capital Gains Tax (CGT) and Income Taxable investments.
- **4. Asset Classes:** Traditional Asset Classes such as equities, bonds and property and Alternative Asset Classes such as real estate, commodities, currencies, inflation, interest rates etc.
- **5. Investment Techniques:** Traditional Investment Techniques like long only with Alternative Investment Techniques like short selling, arbitrage, relative performance etc.

We design Investment Solutions for a broad range of investor types including:

- Personal Investors
- Pension Schemes
- Post Retirement Schemes
- Institutional Investors, Companies, Charities and other Not for Profit Organisations

Our Philosophy is the implementation of International Best Practice in Structured Investment Techniques for Financial Brokers and their investor clients in Ireland.



# 1. Summary of Key Features

- The 100% Capital Secure Nippon Bond (the Bond) is a new Investment Solution designed for investors who wish to invest in a Structured Retail Product that offers **100% Capital Protection** and **attractive potential investment** returns linked to the performance of a stock market **Index.** The Bond is suitable as part of the process of constructing a genuinely diversified investment portfolio.
- Investors in the Bond will benefit from **100% Capital Protection at maturity.** The Capital Protection is provided by National Bank of Canada (Aa3+/A/AA-).
- The Underlying Investment of the Bond is the Nikkei 225 Index (NKY Index).
- Investors will receive a 24.75% Return if the Index is above its initial level at the Final Valuation Date.
- Broker Solutions considers the Bond to have a **Summary Risk Indicator** of 2 on its risk scale.



- The Bond has a 5 year term.
- The Bond will be listed on the Luxembourg 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 BNP Paribas Financial Markets SNC.
- The Minimum Investment in the Bond is €30,000.
- Maximum Return: 24.75%
- The Closing Date for applications is 30 October 2024 (or earlier if fully subscribed).
- Taxation: Our understanding is that the potential returns will be subject to Income Tax in the case of Personal Investors and 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 8 November 2024. Your Financial Broker will confirm the final terms in the Confirmation Certificate issued shortly after the Issue Date on 15 November 2024. If the terms of the Bond have changed significantly on 8 November 2024, your Financial Broker will contact you again requesting a new instruction to proceed with the investment.

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 or the Capital Protected amount if sold prior to maturity.

Disclaimer: This document has not been reviewed, approved or otherwise endorsed by National Bank of Canada or BNP Paribas Financial Markets SNC or any of their affiliates and Bank of Canada or BNP Paribas Financial Markets SNC accept 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 Bank of Canada or BNP Paribas Financial Markets SNC 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 100% Capital Secure Nippon Bond

The 100% Capital Secure Nippon 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 an Index. The Bond is 100% Capital Protected at Maturity. The Bond is suitable as part of the process of constructing a genuinely diversified investment portfolio.

The Bond is in the form of a Note issued under National Bank of Canada's Base Prospectus Programme. The Issuer's Base Prospectus dated 14 June 2024, as supplemented and amended by the Final Terms, provides the complete terms and conditions of the Notes. A copy of the Base Prospectus is available from your Financial Broker on request.

The Bond in the form of Notes involving derivatives and is therefore a complex product. Investors should not invest in this Bond without having sufficient knowledge, experience and/or without having received professional advice from their Financial Broker to make a meaningful evaluation of the merits and risks of investing in a product of this type, and the information contained in this document and the Base Prospectus.

# 2.1 Investment Rationale

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

#### 1. Capital Protection:

100% Capital Protection at Maturity.

#### 2. Potential Jump Coupon of 24.75%:

24.75% Return if the Index is above its initial level at the Final Valuation Date.

3. Investing in Japan and the Japanese stock market.

#### 4. Equities as a Long Term Investment and the Nikkei 225 Index

#### **Investing in Japan**

#### Background

Investors from Warren Buffett to Chinese retail investors have recently turned their attention to Japan. Not only do Japanese equities provide high value with room to grow, but they are also based in a geopolitical sweet spot.

Japanese equities offer quality large caps, the market is highly liquid, and with recent share buy-backs investor perceptions are changing. Additionally, corporate reform remains a powerful force for unlocking value in the Japanese stock market.

#### **Recent and Upcoming**

Many institutional investors increased exposure to Japan in 2023, foreseeing a transformative wave driven by corporate reform, Japan's evolving role as a 'China alternative', and greater retail investor participation. Since 2023, Japanese equities have hit all-time highs, with the first two of these dynamics materialising. And while the influx of Japanese retail investor flows is still pending, this will soon be facilitated by the revamped tax-advantaged Nippon Individual Savings Account (NISA) programme, which is set to bring a significant amount of retail funds into the market.

#### What makes Japan attractive to investors?

After 34 years, Japan's stock market has hit new highs and is set to continue on its growth trajectory, but what makes it so attractive and why now?

#### 1. Corporate reform

Corporate reform has gained significant momentum since 15 February 2024, with regulators showing that 54% of companies have disclosed initiatives to reduce the cost of capital and enhance valuations (as at 31 January 2024). These endeavours are poised to unlock latent value embedded within Japanese equities. The strong investment case for Japan is also reflected in the record number of private equity deals (according to Bain & Company) and a record number of share buy-backs, with the number of companies announcing buy-backs exceeding 1,000 in 2023, for the second year in a row. Share splits are increasingly common with fiscal year 2023 announcements coming in at 60% higher than the previous year. This lowers the investment quantum for retail investors to participate in the stock market.

#### 2. Foreign investors are still underweight

Starting from Warren Buffett's Berkshire Hathaway in 2019 to Chinese retail investors looking for an alternative to their market this year, there is plenty of flow into Japanese equities. Still, our analysts point out that foreign investors as a group now hold USD 100 billion (as at 31 December 2023) more than they did 10 years ago. As a result, plenty of global investor flows can still find their way into a reformed corporate Japan.

#### 3. Deep market breadth and quality

Japan's market has the largest average daily trading volume in Asia after China's onshore market, surpassing even Hong Kong. Its depth and breadth could attract more significant international funds, potentially closing the gap with the leading Chinese exchanges. In addition, investors can find leading quality companies in Japan that have global platforms and products.

#### 4. A tourist destination

Japan's tourism numbers are rapidly approaching pre-pandemic levels, with nearly 2.7 million visitors in January 2024. Increased international flights and a temporarily weak currency are making travel to Japan more affordable. The country has also seen an increase in visitors from the US, Europe, Australia, and the Middle East, offsetting the decline in Chinese tourists.

#### 5. A geopolitical sweet spot

Japan seems to be in a sweet spot in what is likely to be a protracted period of tension between the US and China. At the same time, Japanese companies are in many cases leaders and shapers of their industries and are therefore likely to be in demand from both China and the US.

#### Interest rates and the Japanese yen

Monetary normalisation in Japan, coinciding with interest rate cuts in the Western world, are likely to lead to a stronger JPY. A rise in the JPY makes equities more valuable to non-JPY investors, potentially providing an additional source of performance for foreign investors. Moreover, in more than half of the years in which the JPY has appreciated over the past half-century, Japanese equities have ended the year higher. This shows that even though over 20% of Japan's GDP comes from exports, and a stronger JPY makes exports less competitive globally, global investors need not necessarily fear a stronger JPY. Zooming out, even if the yen did appreciate, we expect it to do so gradually and still be very competitive compared to the start of 2022 when the yen was at 114 vs the US Dollar.

#### What does this mean for investors?

There are a number of opportunities in Japanese equities, which, beyond their cyclical nature, are now supported by the winds of change in the corporate landscape. This should lead to higher profitability and better valuation after a long period of stagnation. All this should add up as a magnet for further inflows from domestic and international investors alike who are in search of alternatives to Chinese assets.

Source: https://www.juliusbaer.com/en/insights/market-insights/market-outlook/five-reasons-japan-is-increasingly-attrac-tive-for-investors/

#### Equities as a Long Term Investment and the Nikkei 225Index

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 Nikkei 225 Index is a benchmark Index of Japanese shares.

The Nikkei Stock Average, the Nikkei 225 Index, is used around the globe as the premier index of Japanese stocks. More than 70 years have passed since the commencement of its calculation, which represents the history of Japanese economy after the World War II. Because of the prominent nature of the index, many financial products linked to the Nikkei 225 have been created and are traded worldwide while the index has been sufficiently used as the indicator of the movement of Japanese stock markets. The Nikkei 225 is a price weighted equity index, which consists of 225 stocks in the Prime Market of the Tokyo Stock Exchange.

Source: https://indexes.nikkei.co.jp/en/nkave/index/profile?idx=nk225 Index Fact Sheet: https://indexes.nikkei.co.jp/en/nkave/index/profile?idx=nk225 (August 2024)

Warning: The 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**

Company	Code	Sector	Weight (%)
FAST RETAILING CO., LTD.	9983	Consumer Goods	11.84
TOKYO ELETRON LTD.	8035	Technology	6.55
ADVANTEST CORP.	6857	Technology	4.49
SOFTBANK GROUP CORP.	9984	Technology	4.27
SHIN-ETSU CHEMICAL CO., LTD.	4063	Materials	2.72
TDK CORP.	6762	Technology	2.50
KDDI CORP.	9433	Technology	2.49
RECRUIT HOLDINGS CO., LTD.	6098	Consumer Goods	2.30
CHUGAI PHARMACEUTICAL CO., LTD.	4519	Technology	1.87
TERUMO CORP.	4543	Technology	1.82

Source: https://indexes.nikkei.co.jp/en/nkave/index/profile?idx=nk225 (August 2024)

## **Index Past Performance**

The Index has performed as follows in 2019, 2020, 2021, 2022, 2023 and in 2024 to date as follows:

	Annual Return (%)					
Return	2019	2020	2021	2022	2023	YTD
Nikkei 225	18.20	16.01	4.91	-9.37	28.24	15.49

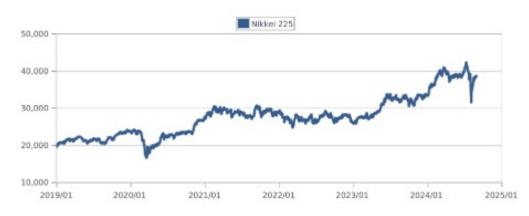
The Index has had an annualised returns of 13.3% over the last 5 years. This table outlines the Index's annualised returns over the last 1, 3 and 5 years:

	1 year	3 years	5 years
Nikkei 225	18.48	11.22	13.30

Source: https://indexes.nikkei.co.jp/en/nkave/index/profile?idx=nk225 (August 2024)

# **Index Past Performance Chart**

This chart illustrates the performance of the Index over the last 5 years and 8 months:



Source: https://indexes.nikkei.co.jp/en/nkave/index/profile?idx=nk225 (August 2024)

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

#### **Product Back Testing**

We conducted back testing of this Bond solely between September 2014 and September 2024. Please contact your Financial Broker for details or for more information.

Financial Brokers can access Back Testing information in the Broker Training Guide.

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.

#### **Key Information Document - Product Performance Scenarios**

Market developments in the future cannot be accurately predicted. The scenarios shown are only an indication of some of the possible outcomes based on recent returns. Actual returns could be lower.

Recommended holding period: 15 November 2029					
Example Investment: EUR 10,000.00					
Scenarios		lf you exit after 1 Year	lf you exit at maturity		
Minimum	EUR 10,000. The return is only guaranteed if you	u hold the product to	maturity.		
Stress	What you might get back after costs	EUR 8,781	EUR 10,000		
	Average return each year	-12.19%	0.0%		
Unfavourable	What you might get back after costs	EUR 9,275	EUR 10,000		
	Average return each year	-7.25%	0.0%		
Moderate	What you might get back after costs	EUR 9,943	EUR 12,475		
	Average return each year	-0.57%	4.52%		
Favourable	What you might get back after costs	EUR 10,448	EUR 12,475		
	Average return each year	4.48%	4.52%		

This table shows the money you could get back over the next 5 years under different scenarios, assuming that you invest €10,000.

The scenarios shown illustrate how your investment could perform. You can compare them with the scenarios of other products.

The scenarios presented are an estimate of future performance based on evidence from the past on how the value of this investment varies, and are not an exact indicator. What you get will vary depending on how the market performs and how long you keep the product.

The stress scenario shows what you might get back in extreme market circumstances, and it does not take into account the situation where we are not able to pay you.

The figures shown include all the costs of the product itself, but may not include all the costs that you pay to your advisor or distributor. The figures do not take into account your personal tax situation, which may also affect how much you get back.

Warning: Performance Scenarios are not a reliable guide to future performance.

# 2.2 The Target Market

Broker Solutions has targeted the Bond at Investors with characteristics indicated with a Yes (Y) in the table below:

		Y	'ES (Y) / NO(N)
Investor Type		Retail	Y
		Professional	Y
		Eligible Counterparty	Ν
Knowledge	&	Basic Investor	NEUTRAL
Experience		Informed Investor	Y
		Advanced Investor	Y
Risk Tolera	nce	Summary Risk Indicator	2
Ability to be	ear losses	No Capital Loss	Y
		Limited Capital Loss	Ν
		Capital at Risk	Ν
Investor	Return	Capital Protection	Y
Objectives	Profile	Capital Growth	Y
		Income	Ν
		Other	N/A
	Time	Recommended Holding Period	5 YEARS
	Horizon	Investment Term	MEDIUM
		Mandatory Early Maturity Feature	Ν
Distribution Strategy		Execution Only	N
		Execution with Appropriateness	Y
		Investment Advice	Y
		Discretionary Managed Portfolio	Y

#### **Knowledge & Experience**

Basic Investor: Investors with one or more of the following characteristics:

- Limited knowledge of the financial markets and investment instruments (a basic investor can make an informed investment decision based on the advice of a Financial Broker or other regulated Advisor).
- No Investment Experience (a first-time investor).

**Informed Investor:** Investors with one or more of the following characteristics:

- Average knowledge of the financial markets and investment instruments (an informed investor can make an informed investment decision based on the advice of a Financial Broker or other regulated Advisor).
- Some Investment Experience (made previous investments).

Advanced Investor: Investors with one or more of the following characteristics:

- Good knowledge of the financial markets and investment instruments (an advanced investor can make an informed investment decision based on own knowledge and the advice of a Financial Broker or other regulated Advisor).
- Financial Industry Experience, extensive Investment Experience (made multiple previous investments) or in receipt of discretionary portfolio management service.

#### Definitions:

Y = Yes: product is targeted at investors of this type, with this knowledge & experience, risk tolerance, ability to bear loss or investment objective.

N = No: product is not targeted at investors of this type, with this knowledge & experience, risk tolerance, ability to bear loss or investment objective.

**NEUTRAL:** product is deemed not the positive target market. The Financial Broker advising the investor should conduct a more granular assessment to decide if this should be considered positive target or outside positive target market.

#### Ability to bear losses

No Capital Loss: 100% Capital Protected

Limited Capital Loss: Some capital can be lost but losses mitigated by one or more of the following: Partial Hard Capital Protection (e.g., 80%, 85%, 90% or 95% Capital Protection), a Fixed Investment Return (not performance dependent) and other mitigating characteristics of a particular product that are described in that product's documentation.

**Capital at Risk:** Potential for some or all of the initial capital to be lost but losses cannot be more than the initial capital amount invested.

Sales outside positive target market must be reported by the Financial Broker to Broker Solutions



#### Summary

#### Broker Solutions has targeted the Bond at investors who:

- Have received advice from a Financial Broker and for whom the Financial Broker has concluded this Bond is appropriate and suitable.
- Are Retail Clients or Professional Clients within the meaning contained in the Markets in Financial Instruments Directive II (MiFID II).
- Have prior knowledge of investing in complex investments with capital at risk and/or have been advised by a Financial Broker regarding the risks and rewards of this type of Bond.
- Are able to invest for the term of 5 years.
- Expect the Underlying Investment to achieve moderately positive returns during the term.
- Have a risk appetite consistent with the Summary Risk Indicator of 2.
- Can invest a minimum of €30,000.
- Understand that inflation will erode the future value of the amount invested and any investment return.
- Understand that the return of 100% of the initial investment amount is dependent on the creditworthiness of National Bank of Canada at Maturity.
- Understand that any investment return is dependent on the performance of the Underlying Investment and on the creditworthiness of National Bank of Canada.
- Understand that the opportunity cost of an investment in this Bond is the interest foregone as a result of not placing the investment amount in an interest-bearing deposit account.
- Understand that there may be a requirement to restructure the Bond as a response to unforeseen disruption events or circumstances in the future.

#### Broker Solutions does not consider the Bond suitable for and has not targeted the Bond at investors who:

- Have not received advice from a qualified Financial Broker firm or have little prior knowledge of investing in complex investments with capital at risk.
- Are unable to invest for a term of 5 years.
- · Are seeking an income from their investment.
- Are seeking an investment with unlimited returns or returns in excess of 24.75% over 5 years.
- Cannot invest a minimum of €30,000.
- Are uncomfortable that the taxation treatment of the Bond could change in the future and have an adverse effect on the return on the investment.
- Are uncomfortable that there may be a requirement to restructure the Bond as a response to unforeseen disruption events or circumstances in the future.

The points above are not a complete list of all the considerations for each investor when making a decision to invest in this Bond. Each investor should consult with a Financial Broker who will assist in assessing if this Bond is suitable and appropriate for the investor concerned.

# 2.3 Indicative Investment Terms of the Bond

While the final terms of the Bond will not be known until 8 November 2024, based on market conditions on 10 September 2024, the Bond is expected to have the following Key Investment Terms:

Indicative Key Feature	Description
Note Issuer	National Bank of Canada
Capital Protection Provider	National Bank of Canada [A (Standard and Poor's)/Aa3 (Moody's)/AA- (Fitch)]
Calculation Agent	BNP Paribas Financial Markets SNC
ISIN	XS2902089478
Investment Term	5 years
Capital Protection	100% at Maturity
Underlying Investment	Nikkei 225 Index (NKY Index)
Potential Return	Investors will receive a return of 24.75% if the Index is above its initial level at the Final Valuation Date.
Participation	Not Applicable
Maximum Return	24.75%
Minimum Investment	€30,000
Closing Date	30 October 2024 (or earlier if fully subscribed)
Strike Date	8 November 2024
Issue Date	15 November 2024
Final Valuation Date	8 November 2029
Maturity Date	15 November 2029
Listing	Luxembourg Stock Exchange
Liquidity	Daily, under normal market conditions and at the discretion of BNP Paribas Financial Markets SNC
Taxation	Our understanding is that the potential returns will be subject to Income Tax in the case of Personal Investors and exempt from taxation in the case of Pension and Post Retirement Investors.

Warning: All of the terms outlined in this Brochure are indicative and subject to change. The final terms will not be known until 8 November 2024.

Warning: The value of your investment may go down as well as up.

Warning: The above information represents our understanding of the taxation treatment of the Bond but does not constitute tax advice. Investors should satisfy themselves independently of the taxation treatment of the Bond in their particular circumstances.

Warning: Investors should satisfy themselves independently in relation to revenue reporting requirements and the implications of non-disclosure where required.

Warning: Tax rates and the Revenue's policy in relation to the taxation treatment of this instrument are subject to change without notice.

# 2.4 Sample Return Illustration

The Bond return is calculated on the Final Valuation Date at the end of the term.

Investors will receive a return of 24.75% if the Index is above its initial level at the Final Valuation Date.

If the Index return is greater than 24.75% on the Final Valuation Date, Investors will receive a maximum return of 24.75%.

The table below describes how the returns are calculated in example negative, neutral and positive investment return conditions for investors if €100,000 is invested:

Descrip- tion	Example 1 Index Negative Return -30%	Example 2 Index Negative Return -20%	Example 3 Index Negative Return -5%	Example 4 Index Neutral/ No Return	Example 5 Index Positive Return 5%	Example 6 Index Positive Return 20%	Example 7 Index Positive Return 30%	Example 8 Index Positive Return 50%
Initial Amount Invested (€)	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Return from Underlying Index (%)	-30%	-20%	-5%	0%	5%	20%	30%	50%
Projected Investment Return (%)	N/A	N/A	N/A	0	+24.75%	+24.75%	+24.75%	+24.75%
Projected Gross Investment Return (€)	0	0	0	0	24,750	24,750	24,750	24,750
Projected Amount returned to Investors Before Tax (€)	100,000	100,000	100,000	100,000	124,750	124,750	124,750	124,750

Warning: These figures are estimates only. They are not a reliable guide to the future performance of your investment.

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

Warning: The value of your investment may go down as well as up.

#### 2.5 Summary Risk Indicator

The Summary Risk Indicator (SRI) is a guide to the level of risk of this product compared to other products. It shows how likely it is that the product will lose money because of movements in the markets or because National Bank of Canada is not able to pay the Investor. The risk indicator assumes the product is held until maturity.

We have classified this product as a 2 out of 7 which is a low-risk class.



The actual risk can vary significantly if the Investor encashes prior to maturity. Investors may not be able to sell this product easily or may have to sell at a price that significantly impacts on how much the Investor gets back.

The Summary Risk Indicator of 2 rates the potential losses from future performance at a low level and poor market conditions are very unlikely to impact National Bank of Canada's capacity to pay you.

Investors will receive payments in the product's currency, which may be different from the Investor's domestic currency. In this case, be aware of currency risk. The final return Investors will get depends on the exchange rate between the two currencies. This risk is not considered in the indicator shown above.

Investors are entitled to receive back at least 100% of their capital (capital means Notional Amount). Any amount over this, and any additional return, depends on future market performance and is uncertain. However, this protection against future market performance will not apply if Investors cash-in before maturity.

If National Bank of Canada is not able to pay you what is owed, you could lose your entire investment.

For detailed information about all risks please refer to the Key Information Document (KID) and to the risk sections of the Base Prospectus as specified in the section 'Other relevant information' below.

Warning: The value of your investment can go down as well as up.

# 2.6 Liquidity

The underlying Notes of the Bond will be listed on the Luxembourg Stock Exchange and are tradable investments (subject to the Warnings below).

BNP Paribas Financial Markets SNC endeavours to make a secondary market in the Notes, subject to it being satisfied that normal market conditions prevail. Any prices indicated will be dependent upon factors affecting or likely to affect the value of the Notes such as, but not limited to, the remaining time to the Maturity Date, the outstanding principal amount, the Issuer's credit risk, the performance and volatility of the underlying asset, interest rates, exchange rates, credit spreads and any incidental costs etc. To the extent BNP Paribas Financial Markets SNC holds Notes that it can offer and subject to it being satisfied that normal market conditions prevail, such prices will normally have a bid-offer spread of 1%.

BNP Paribas Financial Markets SNC may determine a bid and offer price in a different manner than other market participants and prices can vary. Sometimes this variance may be substantial. BNP Paribas Financial Markets SNC may be the only market maker in the Notes which may affect liquidity.

Therefore, investors will, in normal market conditions be able to sell the Notes at any time during the term. The price at which the Notes can be sold will be the open market value determined by BNP Paribas Financial Markets SNC which will take fees and charges into account and can be lower than the initial amount invested or the Capital Protected amount if held to maturity.

Warning: BNP Paribas Financial Markets SNC may determine a bid and offer price in a different manner than other market participants and prices can vary. Sometimes this variance may be substantial. BNP Paribas Financial Markets SNC may be the only market maker in the Notes which may affect liquidity.

Warning: No representation is made as to the existence of a market for the underlying Notes. BNP Paribas Financial Markets SNC will endeavour to make a secondary market in the Notes, subject to the bank being satisfied that normal market conditions prevail. Any prices indicated will be dependent upon factors affecting or likely to affect the value of the Notes such as, but not limited to, the remaining time to the Maturity Date, the outstanding principal amount, the Issuer's credit risk, the performance and volatility of the underlying asset, interest rates, exchange rates, credit spreads, and any incidental costs etc.

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 or the Capital Protected amount if sold prior to maturity.

Warning: The value of your investment can go down as well as up.

# 2.7 Costs and Charges

The Costs & Charges associated with the Bond are fully reflected in the terms. This means that they are built into the price paid for the Bond.

The parties involved in the Bond are expected to receive the following indicative commissions:

1. Broker Solutions: 4%.

2. Financial Brokers: Out of this commission amount, Broker Solutions will pay 2% of the amount invested to its appointed Financial Brokers for introducing clients to the Bond.

The total indicative commissions payable to the parties involved in the Bond is 4% of the amount initially invested (based on market conditions on 10 September 2024. This commission amount will be reflected in the quoted price of the Bond if sold prior to maturity.

Pension and Post Retirement investors via Aviva's Self-Directed Investment Option will have a transaction fee of €75 deducted from their plan when investing in the Bond.

#### **Key Information Document Costs Illustration**

The Reduction in Yield (RIY) shows what impact the total costs you pay will have on the investment return you might get.

The total costs take into account the National Bank of Canada and BNP Paribas fees, one-off, ongoing and incidental costs.

#### **Costs over time**

The amounts shown here are the cumulative costs of the product itself, for three different holding periods. They include potential early exit penalties. The figures assume you invest €10,000. The figures are estimates and may change in the future:

	lf you exit after 1 year	If you exit at maturity
Total costs	€500.00	€450.00
Annual cost impact*	4.39%	0.8%

#### **Composition of Costs**

The table below shows:

- the impact each year of the different types of costs on the investment return you might get;
- the meaning of the different cost categories.

One-off costs upon entry or e	xit	lf you exit after 1 year	
Entry costs	4.50% of the amount you pay when you entering this investment. These costs are already included in the price you pay.	€450.00	
Exit costs	0.5% of your investment before it is paid out to you. These costs are already included in the price you receive and are only incurred if you exit before maturity. If you hold the product until maturity, no exit costs will be incurred.	€50.00	
Ongoing costs taken each year			
Management fees and other administrative or operating costs	0% of the notional cost of your invesment per year	€0.00	
Transaction costs	0%	€0.00	
Incidental costs taken under specific conditions			
Performance fees	There is no performance fee for this product.	€0.00	

Warning: Deductions for costs and charges are not made uniformly throughout the life of the Bond, 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 or the amount Capital Protected if held to Maturity.

## 2.8 What happens if I die before the Bond Matures?

In the event of death of a sole investor or a surviving joint investor, the Bond may be held by the administrators of the estate until maturity. Alternatively, the Bond may be sold prior to maturity, subject to normal probate regulations, at its realisable value which may be lower than the original amount invested and lower than the 100% Capital Protected amount. The proceeds from the sale of the Bond as a result of death will be paid to your Omnium Account, Conexim Account or in the case of an insured pension or post retirement investor, to the investing life company.

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

# 2.9 Taxation

It is our understanding that the potential return will be subject to Income Tax in the case of Personal Investors and exempt from taxation in the case of Pension and Post Retirement Investors. However, the taxation treatment of the Bond will be based on Revenue's policy at the time of the realising of any gain and on the individual circumstances of each investor.

Warning: The above information represents our understanding of the taxation treatment of the Bond but does not constitute tax advice. Investors should satisfy themselves independently of the taxation treatment of the Bond in their particular circumstances.

Warning: Investors should satisfy themselves independently in relation to revenue reporting requirements and the implications of non-disclosure where required.

Warning: Tax rates and the Revenue's policy in relation to the taxation treatment of this instrument are subject to change without notice.

### 2.10 Averaging

The Bond has no Averaging.

### 2.11 Restructuring Risk

The Bond or its underlying investment may be affected by unforeseen disruption events (e.g., the Index sponsor or calculation agent may cease to calculate the Index), financial market events (market crashes/corrections, debt crises etc.) or other social, geopolitical or environmental events (e.g., health pandemics, wars, natural disasters etc.) and may be required to be restructured as a result. Please refer to the Base Prospectus for more information.

In circumstances where a restructuring of the Bond is required, Broker Solutions will inform your Financial Broker immediately and will work with the product issuer and guarantor to restructure the product in a manner that is in the best interests of investors. While investors' best interests will be paramount, any required product restructuring could have a negative impact on the investment outcome or returns for investors at Maturity, or if the investor elects to sell the Bond prior to the end of the 5 year term.

If there is a choice in restructuring options available to investors, Broker Solutions will advise your Financial Broker who will contact you for your instruction in this regard.

Warning: The Bond or its underlying investment may be affected by unforeseen disruption events and may be required to be restructured as a result. Any required restructuring or changes could have a negative impact on the investment outcome or returns for investors at Maturity, or if the investor elects to sell the Bond prior to the end of the 5 year term.

# 2.12 Administrative Process

Your Financial Broker should submit your Application and all supporting documentation to Broker Solutions in full before the Closing Date on 30 October 2024. You may cancel your investment before the Closing Date on 30 October 2024 but your investment may not be cancelled on any date thereafter.

All of the Key Features outlined in this document are indicative and the final investment terms will not be known until 8 November 2024. Investors will be advised of the final terms in the Confirmation Certificate issued within 5 business days of the Issue Date on 15 November 2024. Your investment will only proceed if the Potential Return is at or above 24% if the Index is above its initial level at Maturity.

The Bond has been designed for Personal, Corporate, Pension and Post Retirement Investors. Pension and Post Retirement Investors can invest via the following types of schemes:-

- Self-Administered Pension Schemes, PRSAs, BOBs and PRBs
- Self-Administered Approved Retirement Funds (ARFs) and Approved Minimum Retirement Funds (AMRFs).
- Self-Directed Insured Pension Schemes.
- Self-Directed Insured Approved Retirement Funds (ARFs) and Approved Minimum Retirement Funds (AMRFs).
- Self-Directed Insured PRSAs.
- Self-Directed Insured Buy out Bonds.

Warning: US persons may not invest in the Bond.

Investors in the Bond must invest via an Omnium Account or Conexim Account (except investors via insured pension arrangements). Investors must complete and sign the Omnium Application Form or Conexim Application Form and pack.

Your Financial Broker will assist you in completing your Application Form and in submitting the required documentation.

#### How to proceed:

- 1. Please read this Brochure and the Base Prospectus and Omnium or Conexim Terms & Conditions (as appropriate).
- 2. Decide how much you wish to invest.
- 3. Complete the attached Application Form and submit it to your Financial Broker with your cheque (where applicable) and any other required documentation by 30 October 2024.
- 4. Your Financial Broker will forward your Application Form, payment details and certified proof of your identity and address to Broker Solutions for processing.

Cheques should be made payable to:

**Omnium Investment Platform:** the Pershing Securities Client Asset Account as follows: *"PSIL Client Asset Account"*.

**Conexim Investment Platform:** the Pershing Securities Client Asset Account as follows: *"Pershing Securities International Ltd"*.

**Electronic Funds Transfers (EFTs):** should not be made until after your Omnium or Conexim Account is opened and/or is fully operational. Your Financial Broker will confirm the Account Details and the Payment Reference that should be used after your application has been processed and accepted.

Warning: Please do not make any Electronic Fund Transfers until you have received confirmation that your Omnium or Conexim Account has been opened (if you are using this Account for the first time) or is fully operational (if you have used this account before). Your Financial Broker will assist you in this regard.

#### Following the progress of your investment in the Bond

Broker Solutions will provide regular updates on the performance of the Bond to your Financial Broker. Your Financial Broker will therefore be in a position to update you and advise you in relation to your investment during the 5 year term and at Maturity.

#### **Data Protection**

**Your Information:** The details provided in this application form, together with any other information that is furnished to Broker Solutions in connection with this application or your account ("Information"), will be retained and processed by Broker Solutions and for the following purposes:-

- processing and assessing the application(s);
- verifying the Information and otherwise meeting our legal and compliance obligations (which include those relating to the prevention of money laundering, financing of terrorism and fraud);
- quality control and group reporting and management; and
- if you have consented, for marketing purposes.

#### **Disclosures:**-

We may disclose Information in the following circumstances:-

- to Broker Solutions' agents, advisers, service providers and contractors for the above purposes;
- to other persons connected with your investment (e.g., company directors, partners, etc.) and to your financial advisers or other intermediaries;
- in the context of a sale of our business; or
- where we are required by any regulatory body, law enforcement agency, court or other legal process.

**Electronic Communications and Phone Calls:** Your Information will be processed, recorded and retained by Broker Solutions in electronic form. You agree that Broker Solutions may communicate with you electronically in relation to your accounts, and that they may rely on such electronic communications, records, originals and documents in any dealing with you. We may monitor and record telephone calls made to and from Broker Solutions for fraud and crime prevention, to assist in improving customer services, to evidence instructions or to prevent or resolve disputes.

**Sensitive Data Consent:** Sensitive personal data (such as health or criminal conviction data) will be obtained and administered only where necessary to process your application or account.

**Right of Access:** You have the right to receive a copy of all personal data (within the meaning of the Data Protection Acts 1988 and 2003) relating to you which is held by Broker Solutions following a written request and to have any inaccuracies in your personal data corrected. You may be required to provide Broker Solutions with sufficient information to verify your identity and locate your data.

By signing the application form you confirm that you consent to the use of the Information in the manner described above and, if applicable, that you have obtained the consent of all other persons identified in the form or associated with the application.

For more information, please visit: www. https://www.dataprotection.ie/viewdoc.asp?DocID=4

#### **Complaints Procedure**

Broker Solutions aims to provide a friendly and efficient service to its customers and it is our policy to ensure that all your concerns are dealt with promptly. If you have any complaint, please contact your Financial Broker in the first instance or, alternatively, the Head of Distribution, Broker Solutions, 101 Morehampton Road, Donnybrook Village, Dublin 4, D04 T0C2. Telephone 01 9693125.

If you are dissatisfied with the outcome of our efforts to resolve your complaint you may refer your complaint to:-The Financial Services Ombudsman's Bureau, 3rd Floor, Lincoln House, Lincoln Place, Dublin 2. Lo Call: 1890 88 20 90 Telephone: (01) 6620899 Fax: (01) 6620890 Email: enquiries@financialombudsman.ie

#### 2.13 The Parties Involved

**Product Provider:** Broker Solutions, 101 Morehampton Road, Donnybrook Village, Dublin 4, D04 T0C2

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

# **The Product Issuer**

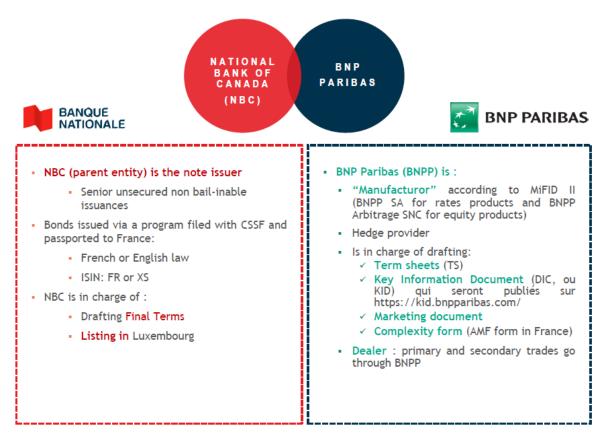
- · National Bank of Canada ("NBC") is one of Canada's "Big Six" banks with more than 150 years of existence
- 31,243 employees worldwide
- Leading Quebec-based institution offering a full-suite of financial markets services in Canada through offices in Montreal, Toronto, Calgary and Vancouver
  - National Bank Financial Inc. ("NBF") is a wholly-owned subsidiary of NBC
- Targeted international presence with locations in New York, London, Dublin and Hong Kong and through subsidiaries and partnerships
- \$424 billion in assets and \$29 billion market capitalization

NBC's 4 Main Business Segments:



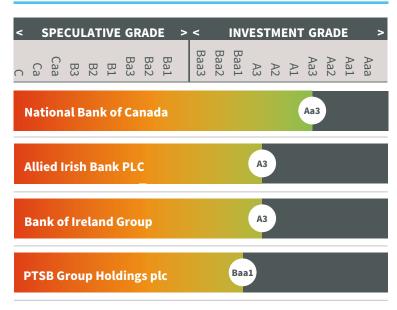
# **The Product Manufacturer & Calculation Agent**

The Product Manufacturer is BNP Paribas SA and the Product Calculation Agent is BNP Paribas Financial Markets SNC.



Source: BNP Paribas (January 2024)

# **Moody's Credit Ratings**



Source: Various (September 2024)

# 3. General Risk Warnings

Warning: If National Bank of Canada defaults or goes bankrupt you may lose some or all of your investment and because you are investing in Notes issued by National Bank of Canada and not a bank deposit, you will not be eligible for compensation under any Deposit Guarantee or Deposit Compensation Scheme.

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: Performance Scenarios are not a reliable guide to future performance.

Warning: Investors should not consider the 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.

Warning: Investors will not benefit from any dividends or income from the underlying constituents in the Index.

Warning: The Notes underlying the Bond are a debt obligation of National Bank of Canada and all payments on the Notes, including the repayment of principal, are subject to the credit risk of National Bank of Canada. Credit ratings can be a useful way to compare the credit risk associated with different product providers and related investments. Credit ratings are assigned by independent companies known as ratings agencies and reviewed regularly. National Bank of Canada's long term credit rating as at 10 September 2024 is "Aa3" from Moody's (its equivalent rating by Standard and Poor's is A and from Fitch is AA-). You should note that Moody's rate companies from Aaa (Most Secure/Best) to C (Most Risky/ Worst), while Standard & Poor's and Fitch rate companies from AAA (Most Secure/Best) to D (Most Risky/ Worst). Each of Moody's, Standard & Poor's and Fitch are independent ratings agencies. These credit ratings are reviewed on a regular basis and are subject to change by these agencies.

Warning: The Bond is for Distribution by way of a Public Offer in the Republic of Ireland only.

Warning: Investors in the Bond will not benefit from dividends or coupons from the Underlying Investment.

Warning: The Underlying Investment can be volatile.

Warning: Investors should not read this document alone but should also read the associated Base Prospectus which is obtainable from your Financial Broker where the Terms & Conditions and a full list of Warnings are provided.

Warning: Neither Broker Solutions or National Bank of Canada or BNP Paribas has provided any financial, legal, regulatory, tax, accounting or investment advice nor does Broker Solutions or National Bank of Canada or BNP Paribas accept any responsibility for the appropriateness or suitability of the Bond for any investor.

Warning: This Bond is in the form of a Note involving derivatives and is therefore a complex product. Investors should not invest in this Bond without having sufficient knowledge, experience and professional advice from your Financial Broker to make a meaningful evaluation of the merits and risks of investing in a product of this type, and the information contained in this document and the Base Prospectus.

Warning: This document is not considered to be an assessment of the suitability or appropriateness for any one investor or group of investors. The suitability or appropriateness of this product to your investment experience, investment objectives or risk profile should be discussed with your Financial Broker before any investment in this Bond is made.

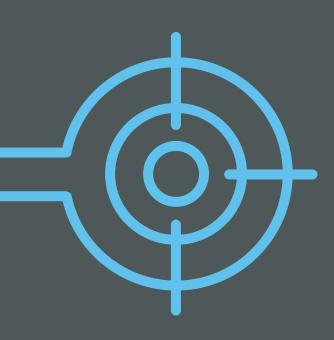
Warning: This product may be affected by changes in currency exchange rates

Warning: The Bond or its underlying investments may be affected by unforeseen disruption events and may be required to be restructured as a result. Any required restructuring or changes could have a negative impact on the investment outcome or returns for investors at Maturity, or if the investor elects to sell the Bond prior to the end of the 5 year term.

Potential investors are urged to consult with their legal, regulatory, investment, accounting, tax and other advisors with regard to any proposed or actual investment in the Bond and to review the Base Prospectus.

Please see the Base Prospectus together with the Final Terms for a full detailed description of the Bond and in particular, please review the Risk Factors associated with this Bond.

The Bond is for distribution by way of a Public Offer in the Republic of Ireland. This Brochure is for the exclusive use of investors categorised as retail clients within the meaning contained in the Markets in Financial Instruments Directive (MiFID II).





101 Morehampton Road Donnybrook Village Dublin 4, D04 T0C2

www.brokersolutions.ie

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