

## Key Information Document (KID)

### Purpose

This document provides you with key information about this investment product. It is not marketing material. The information is required by law to help you understand the nature, risks, costs, potential gains and losses of this product and to help you compare it with other products.

### Product

Product name	RUB 27% per annum Phoenix Quanto-Autocallable EDT linked to the worst of AAPL, INCY, MBT and TSLA due 21.03.2021
Name of PRIIP manufacturer	Brokercreditservice Structured Products Plc
Detail of how to get in contact with PRIIP manufacturer	By e-mail at <a href="mailto:info@bcs-sp.com">info@bcs-sp.com</a> ; by telephone at: +357 257 74044; or by post at: Agia Zoni Street, 12, AGIA ZONI CENTER, flat/office 103, 3027 Limassol, Cyprus
Competent authority	Cyprus Securities and Exchange Commission (CySEC)
Website	<a href="http://bcs-sp.com/">http://bcs-sp.com/</a>
Date of KID	14.03.2018

**You are about to purchase a product that is not simple and may be difficult to understand.**

### What is the Product?

#### **Type**

Cyprus law governed over-the-counter (OTC) equity derivative transaction linked to the worst performing share among those set out below with 'autocall' and 'memory coupon' features. Forms of contract documentation governing this type of transactions can be found at: <http://bcs-sp.com/otc/>. You may invest not less than RUB300000 in the product.

Under the applicable laws and regulations of the Republic of Cyprus it may be required for you to enter into OTC derivative transactions with Brokercreditservice Structured Products Plc through a duly authorized and regulated investment firm BrokerCreditService (Cyprus) Ltd acting as agent for and on your behalf (**intermediary**). Brokercreditservice Structured Products Plc does not guarantee that any intermediary will agree to act for and on your behalf in entering into any such transactions.

#### **Objective**

The product is designed to provide a return in the form of (1) conditional coupon payments and (2) a cash payment or delivery of the **worst performing share** (as defined below) on termination of the product. The timing and amount of these payments will depend on the performance of the underlying shares. The product has a fixed term and will terminate on the **maturity date** (as defined below), unless terminated early. If, at maturity, the worst performing share's **current price** (as defined below) has fallen *below* 75% of its **initial price** (as defined below), you will receive the worst performing share in its **delivery volume** (as defined below) and, consequently, **LOSE UP TO YOUR ENTIRE INVESTMENT**.

**Coupon.** If on any **event determination date** (as defined below) the worst performing share's current price *is at or above* 75% of its initial price you will, within two (2) business days following that event determination date, receive a **coupon** equal to 27% per annum on the amount of your investment calculated for the period starting from the immediately preceding event determination date or, in respect of the first coupon, **valuation date** (as defined below) plus any unpaid coupon(s) for the previous period(s).

**Early termination following an autocall.** The product will terminate prior to the maturity date if, on any event determination date, the current price of each underlying share *is at or above* 100% of its initial price. In such case, you will, within two (2) business days following that event determination date, receive, in addition to any final coupon, a cash payment equal to the amount of your investment. No further payments will be made on any date after such event determination date.

**Termination on the maturity date.** If the product has not terminated early, on the maturity date, you will receive:

- (1) if the worst performing share's current price *is at or above* 75% of its initial price, a cash payment equal to the amount of your investment; or
- (2) if the final reference level of the worst performing share is *below* 75% of its initial price, the worst performing share in its delivery volume.

**Potential adjustment events.** If during the lifetime of the product a split, consolidation or any other event having a diluting or concentrative effect on the theoretical value of the relevant underlying share occurs the terms of the product may be correspondingly adjusted and you will be duly notified of such adjustment.

**Extraordinary events.** If during the term of the product any extraordinary event (such as nationalization, insolvency or delisting) occurs in respect of an issuer of any underlying share, such share's current price in respect of any date for the purposes of the product shall be decreased by 30%. Consequently, due to an extraordinary event you may **LOSE UP TO YOUR ENTIRE INVESTMENT**.

#### **Underlying shares**

Ticker	Issuer	ISIN	Currency
AAPL	Apple Inc	US0378331005	USD
INCY	Incyte Corp	US45337C1027	USD
MBT	Mobile TeleSystems PJSC	US6074091090	USD
TSLA	Tesla Inc	US88160R1014	USD

#### Definitions

<b>Current price:</b>	The closing price of an underlying share as of an event determination date, maturity date or early termination date
<b>Delivery volume:</b>	In respect of each share - the amount of your investment divided by product of Exchange Rate (as defined below) and 100% of such share's initial price
<b>Exchange Rate:</b>	The rate of conversion between the currency of the Worst performing share and the RUB
<b>Event determination dates:</b>	quarterly following the valuation date
<b>Initial price:</b>	The closing price of an underlying share as of the valuation date
<b>Maturity date:</b>	21.03.2021
<b>Valuation date:</b>	21.03.2018
<b>Worst performing share:</b>	For a given date, the underlying share with the worst performance between the initial price and the current price

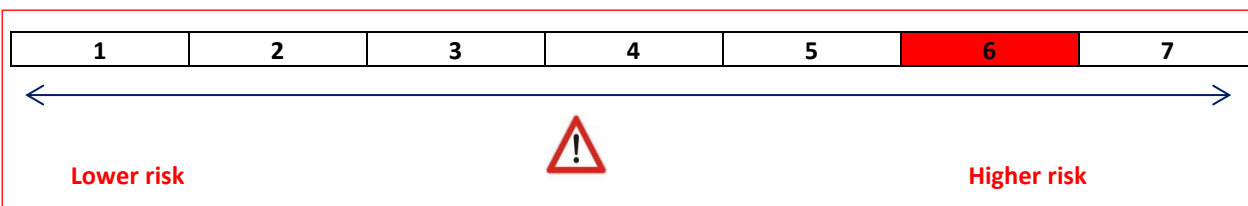
#### Intended retail investor

This product is intended to be offered to retail investors who fulfil all of the criteria below:

1. they have prior experience in investing in derivative products;
2. they can understand the interaction between the conditional payments under the product and the underlying shares' market performance;
3. they can afford to have their invested capital locked in for the full term of the product;
4. they can afford to lose part or all of the capital invested in the product;
5. they can understand the essence of extraordinary events, and comprehend the negative effect that such events can have on the product's financial result.

#### What are the risks and what could I get in return?

##### Risk indicator



The summary risk indicator 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 on the market or because we are not able to pay you. We have classified this product as 6 out of 7, which is an over aggressive risk class and rates the potential losses from product performance at a high level. This product does not include any protection from future market performance **so you could lose some or all of your investment.**

Tax regime in your residence jurisdiction may affect the product's overall return.

**Be aware of currency risk:** If the currency of your account is different to the currency of this product, you will be exposed to the risk of suffering a loss as a result of the conversion of the currency of the product into the account currency. This risk is not considered in the indicator shown above.

For detailed information about all risks relating to the product please refer to the manufacturer's website: : <http://bcs-sp.com/>

#### Performance scenarios

Investment RUB 10 000				
Scenarios		12 months	24 months	Maturity, 3 years, (Recommended holding period)
Stress scenario	What you might get back after costs:	RUB 7	RUB 832	RUB 910
	Average return each year:	-99.93%	-71.15%	-55.02%
Unfavourable scenario	What you might get back after costs:	RUB 4,971	RUB 4,742	RUB 3,170
	Average return each year:	-50.29%	-31.14%	-31.81%
Moderate scenario	What you might get back after costs:	RUB 8,256	RUB 9,715	RUB 13,118
	Average return each year:	-17.44%	-1.43%	9.47%
Favourable scenario	What you might get back after costs:	RUB 11,894	RUB 14,049	RUB 16,819
	Average return each year:	18.94%	18.53%	18.92%

This table shows the money you could get back over the next 36 months under different scenarios, assuming that you invest RUB 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. In addition, you should note that the results shown for the intermediate holding periods do not reflect estimates of the product's future value. You should therefore not base your investment decision on the results shown for these interim holding periods.

This product cannot be easily cashed in. This means it is difficult to estimate how much you would get back if you cash in before maturity. For more information, see *"How long should I hold it and can I take money earlier?"* below.

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 (intermediary)]. The figures do not take into account your personal tax situation, which may also affect how much you get back.

### **What happens if Brokercreditservice Structured Products Plc is unable to pay out?**

You are exposed to the risk that Brokercreditservice Structured Products Plc might be unable to meet its obligations in connection with the product for instance in the event of bankruptcy or an official directive for resolution action. This may materially adversely affect the value of the product and could lead to you losing some or all of your investment in the product. The product is not a deposit and as such is not covered by any deposit protection scheme.

### **What are the costs?**

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 one-off, ongoing and incidental costs. 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 RUB 10 000. The figures are estimates and may change in the future.

#### **Cost over Time and Composition of Costs**

Scenarios	If you cash in after 12 months	If you cash in after 24 months	If you cash in at the end of the recommended holding period
Total costs	RUB 124,00	RUB 124,00	RUB 0,00
Impact on return (RIY) per year	1,24%	0,618%	0,00%

#### **Composition of costs:**

The table below shows

- The impact each year of the different types of costs on the investment return you might get at the end of the recommended holding period;
- The meaning of the different cost categories.

One-off costs	Entry costs	0,00%	The impact of these costs is already included in the price.
	Exit costs	1.24%	The impact of the costs of exiting your investment when it matures.

The costs shown in the table above represent how much the expected costs of the product would affect your return, assuming the product performs in line with the moderate performance scenario. The total costs are composed of the **early termination cost** up to 35% of the amount you invest.

### **How long should I hold it and can I take money earlier?**

**Recommended holding period:** 36 months

The product aims to provide you with the return described under "What is this product?" above. However, this only applies if the product is held to maturity. It is therefore recommended that the product is held until the maturity date.

You, however, have an option to terminate the product early. In case you do so you will, within 5 (five) business days upon the proposed early termination date receive the **early termination amount** equal to 65% of the Notional multiplied by the lesser of (a) one; or (b) the ratio between the Worst Performing Share's Current Price and 100% of its initial value. The Brokercreditservice Structured Products Plc may at its own discretion increase the Early Termination Amount.

### **How can I complain?**

Any complaint regarding the conduct of the person advising on, or distributing, the product can be submitted directly to that person.

Any complaint regarding the product or the conduct of the manufacturer of this product can be submitted by e-mail at [info@bcs-sp.com](mailto:info@bcs-sp.com); by telephone at: +357 257 74044; or by post at: Agia Zoni Street, 12, AGIA ZONI CENTER, flat/office 103, 3027 Limassol, Cyprus