

**Structured Products**

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**SVSP Swiss Derivative Map™**Miscellaneous Leverage Products  
(Category 2099)**Indicative Term Sheet and Indicative Simplified Prospectus****JB LONG-Leverage Certificate on Kairos Financial Income Fund (USD)**

**A Product does not constitute a collective investment scheme within the meaning of the Swiss Federal Act on Collective Investment Schemes. Therefore, it is not subject to authorisation by the Swiss Financial Market Supervisory Authority FINMA ("FINMA") and potential investors do not benefit from the specific investor protection provided under the CISA and are exposed to the credit risk of the Issuer.**

**Product Description****Terms**

Issuer	Bank Julius Baer & Co. Ltd., Guernsey Branch
Lead Manager	Bank Julius Baer & Co. Ltd., Zurich
Rating of the Issuer	Moody's A2
Valor / ISIN	38668374 / CH0386683749

Reference Underlying (Underlying) On the Fixing Date, the Reference Underlying contains the following Individual Underlying Asset:  
**Kairos Financial Income Fund (ISIN LU1615669006)**

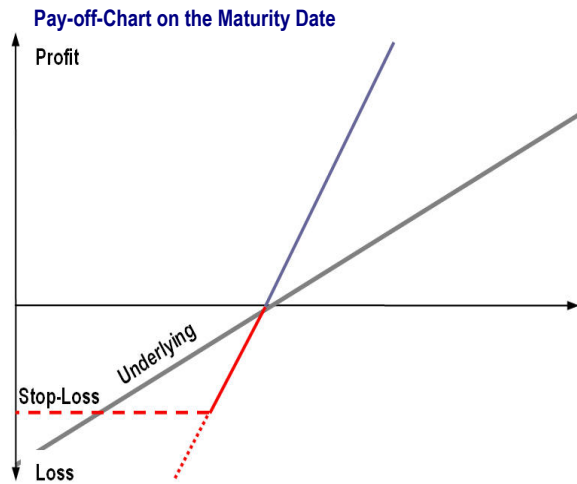
Currency	USD	Fixing Date	30 November 2017
Issue Price	USD 100'000 (per Product; including the Distribution Fee)	Payment Date	07 December 2017
Denomination	USD 100'000	Maturity Date	02 December 2019
Stop Loss Limit <sup>2)</sup>	USD 60'000	Redemption Date	09 December 2019
		Subscriptions until	30 November 2017, 10:00 am CET
Refinancing Rate	1 Month USD Libor + 1.20%, monthly reset and rolling (USD Libor floored at 0%)		
Leverage upon Issuance	2.5x		
Initial Reference Price	USD 100'000		
Initial Underlying Exposure per Certificate	USD 250'000 (Participation 250%)		
Initial Short Cash Position <sup>1)</sup>	Denomination – Initial Underlying Exposure = -150'000 USD		
Short Cash Position	Initial Short Cash Position - interest accrued using the Refinancing Rate – accrued Distribution Fee		
Distribution Fee	1.0% of the Denomination p.a.		

1) upon Fixing

2) The redemption proceeds can be lower than the Stop Loss Limit.

### Product Characteristics

These Structured Products („Certificates“/„Products“) are financial instruments which due to a Leverage allow the investor to disproportionately participate in the positive performance of the Underlying, but which also reflect the development of the Underlying disproportionately if its performance is negative. This Product is aimed at investors who expect a positive performance of the Underlying.



### Leverage Effect

Any changes in the value of the Underlying will, depending on the leverage (see above), have a disproportionate effect on the value of the Certificate. This is the leverage effect. The leverage might vary during the term of the Product subject to interest rates, the value of the Underlying, coupon payments, etc., and the remaining term of the Product. The leverage effect results from an investment made by the Issuer for the benefit of the investor. The financing costs are added to the Short Cash Position and as a consequence are deducted from the Price of the Certificate on an ongoing basis.

### Redemption Amount

#### Scenario 1: The Stop Loss Limit is never reached

If the value of the Certificate never reaches or falls below the Stop Loss Limit during its term, the Certificate will be redeemed on the Redemption Date according to the following formula:

$$R = (N \cdot NAV_{Mat}) + SCP_{Mat}$$

R	=	Redemption Amount
NAV <sub>Mat</sub>	=	NAV of the shares of the Individual Underlying Asset on the Maturity Date
N	=	Number of shares of the Individual Underlying Asset
SCP <sub>Mat</sub>	=	Short Cash Position (a negative number), at Maturity

#### Scenario 2: Stop Loss Limit is reached

If during the term the value of the Certificate ever reaches or falls below the Stop Loss Limit, the Certificate will automatically and prematurely be terminated as well as redeemed by cash payment of the Early Redemption Amount for value ten Business Days after the day of the automatic premature termination. Upon premature termination of the Certificate, the Issuer starts liquidating its hedging positions in the Underlying and the investor will, for each Certificate, be cash redeemed at the Early Redemption Amount calculated on the basis of the net selling prices, unwinding costs of the short cash position, any not yet amortized fee, the current interest rates, and the financing costs, etc. The Early Redemption Amount has a value greater than or equal to Zero. The redemption proceeds can be lower than the Stop Loss Limit.

Note: The Issuer might, at its sole discretion, pay the Redemption Amount in kind (physical settlement) instead of a cash payment. The physical settlement can be for a part of the Redemption Amount or for its entirety. The same is the case for redemptions during the lifetime of the Certificate (Secondary Market) as well as for upon a Termination triggered by the Issuer

### Issuer Termination Right (Early Termination)

The Issuer is entitled to early terminate all issued Products without cause. The corresponding notice needs to be published in accordance with the provisions of the Program Documentation four weeks in advance. In case of a premature termination without cause, the lifetime of the Products will be early terminated on the termination date published in the notice. The holder of the Products is entitled to receive from the Issuer a cash amount in the Currency of the Product that corresponds to the value of the Certificate determined by the Calculation Agent on the termination date; whereby the value of the Certificate or its Product components will be determined in the Calculation Agent's sole discretion, but in line with the provisions of the Program Documentation. The new redemption date is the tenth day following the termination date. If this day is not a banking business day, the new redemption date will be the first following banking business day.

## Taxation

Swiss Stamp duties	No Swiss Issuance Tax. Issuance and secondary market transactions are in principle subject to the Federal Turnover Tax ("Umsatzabgabe") if a securities dealer ("Effektenhändler"), as defined in the Swiss Federal Act on Stamp Duties ("Stempelabgabengesetz"), is a party to the transaction or acts as an intermediary thereto and no exemption applies.
Swiss Withholding tax	No Swiss withholding tax.
Swiss Income tax	Investors are asked to consult their tax advisor about the tax implication of this product.

The aforementioned taxes are valid at the time of launch of this issue. The relevant tax laws or regulations of the tax authorities may change at any time. Furthermore the tax treatment may depend on the personal situation of the investor and may be subject to change in the future. This information is not purported to be a complete description of all potential tax effects. Potential investors are advised to consult their tax advisors to determine the special tax consequences of the purchase, ownership or disposition of this Product.

## Extraordinary Events

The occurrence, in the sole determination of the Issuer, at any time between Issue Date and Maturity Date, of any of the following will constitute an "Extraordinary Event":

- a. the winding-up, dissolution, liquidation, permanent suspension, merger, demerger of the Fund or withdrawal of a licence or registration of the Fund, if any;
- b. the change of the currency in which the net asset value of the Fund is published;
- c. a material change of the investment objectives, the investment guidelines, the investment process, the operation or the organisation of the Fund, whereas changes of a formal or technical nature as well as changes of little importance are not considered material;
- d. a material change to the type of the assets in which the Fund directly or indirectly invests;
- e. the Fund introduces new fees, costs or expenses which are charged to the assets of the Fund or increases such fees, costs or expenses;
- f. the Fund introduces an issue surcharge or a redemption fee or increases such surcharge or fee;
- g. the Fund administrator fails to calculate or publish the net asset value as provided by the Fund documentation or fails to publish other information on the Fund which has to be published pursuant to the Fund documentation;
- h. a net asset value audited by an auditor deviates from the published net asset value or the auditor of the Fund expresses reservations in its audit report or refuses to issue a report without reservations;
- i. any temporary or permanent suspension or other limitation of the trading of Fund Shares;
- j. any temporary or permanent suspension or postponement of redemptions or subscriptions of Fund Shares;
- k. the Fund requests any holder of Fund Shares to return all or part of its shares;
- l. any change of the tax or regulatory treatment of the Fund, the management company, the investment manager, the investment advisor or the Issuer;
- m. resignation, termination or another material change with respect to the management company, the investment manager, the investment advisor or their employees, whereas changes of a formal or technical nature as well as changes of little importance are not considered material;
- n. winding-up, dissolution, liquidation or loss of a licence or registration, if any, of the management company, the investment manager or the investment advisor;
- o. the Fund, the management company, the investment manager or the investment advisor becomes a party to a judicial or extrajudicial proceeding;
- p. the Fund, the management company, the investment manager, the investment advisor or one of their employees is subject to a regulatory or criminal investigation, a criminal indictment or a regulatory disciplinary action;
- q. any change or termination of any arrangement between the Issuer and the Fund, the management company or the investment manager, including arrangements relating to the subscription or redemption of Fund Shares;
- r. any other event which does or could materially adversely affect the ability of the Issuer to fulfil its obligations under the derivative or hedge its position with respect to the derivative.

## Consequences of Extraordinary Events

If the Issuer, at its sole discretion, determines that an Extraordinary Event has occurred or is impending, the Issuer shall give notice to the holders of the derivatives in accordance with the provisions of the Programme Documentation. The Issuer may, but is not required to, identify within five Business Days one or several alternative funds ("Successor Fund") in substitution of the affected Fund. The Successor Fund shall be a fund with fundamentally similar characteristics and investment objectives to those of the Fund to be replaced immediately prior to the occurrence of the Extraordinary Event. If the Issuer identifies a Successor Fund, the Calculation Agent shall make all necessary adjustments to the terms of the derivatives resulting from the substitution of the Fund. The date on which the terms of the derivatives are adjusted is referred to as the "Adjustment Date". Any reference to the Fund in the terms of the derivatives shall, with effect from the "Adjustment Date", be read as reference to the Successor Fund. Alternatively, the Issuer may, but is not required to, terminate the derivatives prematurely by giving notice in accordance with the provisions of the Programme Documentation. The termination is effective as of the date of the notification in accordance with the provisions of the Programme Documentation, provided that no subsequent day is identified in the notification (the "Termination Date"). The derivatives' term will end prematurely. In the event of an early termination, the Issuer shall pay to each holder of the derivatives an amount of money in the derivative's currency which is determined by the Calculation Agent, at its sole discretion, as the economic value of the derivative at the time of termination, taking account, if appropriate, of the relevant amount which a notional investor (being in the same position as the Issuer) would receive per Fund Share if it requested the redemption of the Fund Shares underlying the derivative on the Termination Date as well as the Issuer's costs in connection with the termination. For this purpose, it may call in an independent expert. The Issuer shall pay the redemption amount to the holder of the derivatives within seven Business Days from the date on which a notional investor (being in the same position as the Issuer) would receive the full redemption amount if it requested the redemption of all Fund Shares on the Termination Date. Alternatively, the Issuer may determine the redemption date by giving notice in accordance with the provisions of the Programme Documentation.

If the Issuer elects not to substitute the affected Fund and not to prematurely terminate the derivatives, the Issuer shall, if necessary, at its sole discretion adjust the terms of the derivative so that the economic value of the derivative is, as far as legally and practically possible, equal to the economic value of the derivative prior to the occurrence of the Extraordinary Event. All adjustments are effective as of the date determined by the Issuer and published in accordance with the provisions of the Programme Documentation.

## Description of the Reference Underlying

Individual Underlying Asset:  
Kairos Financial Income Fund (ISIN LU1615669006)  
Investment Manager: Kairos Partners SGR SpA

### Details

Calculation & Paying Agent	Bank Julius Baer & Co. Ltd., Zurich
Distribution Fee	Up to 1.0% p.a. of the Denomination (incl. VAT, if any); The Distribution Fee will be allocated/paid to the internal and/or external Distributor. For further details please see under section 3. "Distribution Compensation/Distribution Allowances from and to Third Parties"
Minimum Trading Size	1 Certificate
Exercise	The Product matures automatically on the Maturity Date
Issue Size	USD 25'000'000 (250 Units - can be increased at any time)
Central Securities Depository	SIX SIS AG
Settlement	Cash or Physical (at the sole discretion of the Issuer)
Listing / Secondary Trading	None
Title	Book-entry Security. No certificate. No printing of individual or Permanent Global Certificate.
Governing Law / Jurisdiction	Swiss Law / Zurich 1, Switzerland
Price Information	The prices will be published on Reuters and Bloomberg. Trading hours 09.15 a.m. - 05.15 p.m. (Zurich time)

## Prospects of Profit and Loss

The total yield of the Product depends on the performance of the Underlying. The leverage effect of the Product affects its performance disproportionately (see Leverage above) and, accordingly, a comparatively low negative performance of the Underlying may result in larger losses for the investor. As past performance is no guarantee of future development, the performance cannot be predicted at the time of the investment decision. The Stop Loss Limit does not offer a capital protection and, accordingly, a total loss may occur if, when the Stop Loss Limit has been reached and, correspondingly, the Product is prematurely terminated, the value of the Underlying decreases until the complete liquidation of the positions in the Underlying.

This risk disclosure is not exhaustive. It cannot identify all Product specific risks. The investor is advised to consult its client advisor as to the Product specific risks and to peruse the "Risk Factors" section of the Program Documentation.

## Significant Risks for Investors

### 1. Issuer Risk

Unlike in a collective investment scheme, investors in structured products are not protected by a segregated pool of assets upon the Issuer's bankruptcy. Accordingly, the investment instrument's value is not only dependent on the development of the Underlying or values covered by the Underlying, but also on the credit-worthiness of the Issuer, which may vary over the term of the structured product. In case of the issuer's insolvency or bankruptcy the investors in structured products may lose their entire investment. This Product is a direct, unconditional and unsecured obligation of the Issuer and ranks equally with all other direct, unconditional and unsecured obligations of the Issuer.

### 2. Risks of Derivative Products

Derivative products are complex financial instruments, may therefore involve a high degree of risk and are intended for use only by sophisticated investors who are capable of understanding and assuming the risks involved. Before entering into any transaction, an investor should determine if this Product is suitable with regards to the particular circumstances and should independently assess (together with the client advisor) the specific risks as described under "Product Risks" and any other legal, regulatory or credit consequences. The Issuer makes no representation as to the suitability or appropriateness of this Product for any particular investor. This document does not replace a personal discussion with your client advisor, which is tailored to your requirements, investment objectives, experience, knowledge and circumstances and which is recommended by the Issuer before the investment decision. Please ask your client advisor about supporting information regarding this Product such as the Programme Documentation.

**Price fixing:** The market value of the Underlying may be fixed outside the trading hours of the relevant stock exchange. The investor must be aware that the market value of the Underlying determined outside the trading hours of the relevant stock exchange can be subject to great volatility.

**Structured Products:** Owning this Product is not the same as owning the Reference Underlying. Accordingly, changes in the market value of the Reference Underlying may not result in a comparable change in the market value of the Product. Further, commissions, fees and other remunerations may reduce the actual market value. The trading market may be volatile and adversely impacted by many events which may include, but are not limited to, political events, corporate actions and macro economic factors.

**Secondary Market:** Trading of the Product may be limited despite a possible listing. Investors must also be aware of the spread risk. This means that during the term of the Product, bid and offer prices may possibly differ to a greater or lower extent. Although the Lead Manager intends to provide market making subject to normal market conditions, he is not obliged to do so. Further the investor may only be able to sell its Product in the secondary market at a lower price than the original purchase price. It is important to note, that if the Issuer decides to repurchase from the investor or sell to the investor Products on the secondary market, it cannot guarantee to take back/sell all, but only limited amounts of the Product at the price indicated by the Lead Manager. For the remaining Products offered/purchased, the Issuer is therefore free to sell/purchase the Fund Shares over the counter, and compensate/charge the investor the average execution price which is realized, which depending on the Fund may cause greater delays. **At no time does the Issuer has an obligation to repurchase/sell Products.** The Issuer might, at its sole discretion, pay the Redemption Amount in kind (physical settlement) instead of a cash payment. The physical settlement can be for a part of the Redemption Amount or for its entirety.

**Early Redemption:** The investors must be aware of a possible early redemption of the Product. The Issuer has the right in the case of an extraordinary event or an Additional Extraordinary Event (see "Adjustment and Termination upon the Occurrence of Events with Impact on the Reference Underlying or the Issuer") to call the Products for settlement, provided that the Issuer will use such efforts as it reasonably deems practical to preserve the value of, or provide reasonable value for, the Product.

**Currency Risk:** The investor may be exposed to a currency risk, if the Reference Underlying is denominated in other currencies than the nominal of the Product or the Product is denominated in another currency than that of the country in which the investor is resident. The investment is therefore exposed to currency fluctuations and may increase or decrease in value.

**Further Information:** For further details on Product related risks please consult the risk disclosure brochure "Special Risks in Securities Trading" (Edition 2008) which is available on the Swiss Bankers Association's website: [www.swissbanking.org/en/home/shop.htm](http://www.swissbanking.org/en/home/shop.htm) or may be obtained from your client advisor upon request.

## General Information

### 1. Document

**This document constitutes marketing material.** It does not constitute an offer or invitation to enter into any type of financial transaction and is not the result of a financial analysis and therefore not subject to the "Directives on the Independence of Financial Research" from the Swiss Bankers Associations. The content of this document does therefore not fulfill the legal requirements for the independence of financial analyses and there is no restriction on trading in this regard.

This document is a Simplified Prospectus as stated in art. 5 of the Swiss Federal Act on Collective Investment Schemes (CISA; SR 951.31). The information contained herein is of summary nature. If the information or the provisions in this document are inconsistent with those described in the Programme Documentation, the information or the provisions in this document prevail. Until the Fixing Date the terms are indicative and may be amended. The Issuer has no obligation to issue this Product. This document together with the relevant Programme Documentation may be obtained free of charge directly from Bank Julius Baer & Co. Ltd. (see Additional Notes).

**This document cannot disclose all of the risks and other significant aspects of this Product and investment decisions should not be made solely on the basis of these risk factors.**

### 2. Conflicts of Interest

Bank Julius Baer & Co. Ltd. and affiliated companies may from time to time enter into transactions for their own account or for the account of a client that are related to the Product. These transactions may not be intended for the benefit of the investor and may have positive or negative effects on the Reference Underlying and thus on the value of the Product. Companies affiliated to the Issuer may also become counterparties in hedging transactions. Accordingly, conflicts of interest may therefore arise with regard to obligations relating to the ascertainment of the values of the Product and other related valuations both among the companies affiliated to the Issuer and between these companies and the investors. In such events, Bank Julius Baer & Co. Ltd. will devote its best efforts to provide fair treatment of such conflicts.

### 3. Distribution Compensations / Distribution Allowances to Third Parties

Under certain circumstances Third Parties may in connection with distribution services receive a compensation/provision. Such compensation/provision is included in the Issue Price. For further information contact Bank Julius Baer & Co. Ltd.

### 4. No Material Change

Except as disclosed in this document and the above-mentioned Programme Documentation there has been no material change in the assets and liabilities, the financial position and profits and losses of the Issuer since the latest annual or semi-annual report of the Issuer. The current annual and semi-annual reports of the Issuer can be obtained free of charge from Bank Julius Baer & Co. Ltd. (see Additional Notes).

### 5. Amendments to the Product Conditions

Information regarding unforeseen changes to the conditions of this Product not subject to this document but which may arise during the lifetime of the Product may be obtained from your client advisor upon request and will be published on: <http://derivatives.juliusbaer.com>; corporate actions and/or [http://www.six-swiss-exchange.com/news/official\\_notices/search\\_en.html](http://www.six-swiss-exchange.com/news/official_notices/search_en.html). Term Sheets will not be amended.

### 6. Issuer

The Issuer, Bank Julius Baer & Co. Ltd., Guernsey Branch (a branch of Bank Julius Baer & Co. Ltd., Zurich, incorporated in Switzerland and under the supervision of the Swiss Financial Market Supervisory Authority FINMA), is licensed in Guernsey under the Banking Supervision (Bailiwick of Guernsey) Law 1994 and The Protection of Investors (Bailiwick of Guernsey) Law 1987. Consent under the Control of Borrowing (Bailiwick of Guernsey) Ordinances has been obtained for the Issue. Neither the Guernsey Financial Services Commission (P.O. Box 128, Glatigny Court, Glatigny Esplanade, St. Peter Port, Guernsey, Channel Islands, GY1 3HQ) nor the States of Guernsey Policy Council takes any responsibility for the financial soundness of the Issue or for the correctness of any of the statements made or opinions expressed with regard to it.

### 7. Prudential Supervision

Bank Julius Baer & Co. Ltd. is, as a bank pursuant to the Federal Banking Act (BA; SR 952.0) and as a securities dealer pursuant to the Federal Act on Stock Exchanges and Securities Trading (SESTA; SR 954.1), subject to the prudential supervision by the Swiss Financial Market Supervisory Authority FINMA in Berne (Laupenstrasse 27, CH-3003 Berne; <http://www.finma.ch>).

### 8. Sales Restrictions

The Securities may not be offered in any jurisdiction in circumstances that would result in the Issuer being obliged to register any further prospectus relating to the Securities in that jurisdiction. Potential purchasers of the Securities are advised to read the detailed selling restrictions in the Programme Documentation. The restrictions listed below must not be taken as conclusive guidance as to whether the Securities can be sold in a jurisdiction. Potential purchasers of the Securities should seek specific advice before purchasing or selling-on a Security.

**European Economic Area (EEA):** The Securities may not be offered publicly pursuant to Directive 2003/71/EC (the "Prospectus Directive") and to applicable national law, to persons or legal entities or under circumstances which would require the publication of a prospectus for the purpose of the Prospectus Directive.

**United Kingdom:** The Lead Manager represents and agrees that it has complied and will comply with all applicable provisions of the Financial Services and Markets Act 2000 ("FSMA") with regard to the issue of the Securities to the extent that the United Kingdom is involved. The distribution of this document (which term shall include any form of communication) is restricted pursuant to Section 21 (*restrictions on financial promotion*) of the FSMA.

**USA:** The Securities are and will not be registered under the United States Securities Act of 1933 and correspondingly may neither be offered nor sold, resold, delivered or traded in the United States or to U.S. persons as defined in Regulation S of the United States Securities Act of 1933.

**Hong Kong:** The Prospectus has not been approved by the Securities and Futures Commission in Hong Kong, nor has a copy of the Prospectus been registered by the Registrar of Companies of Hong Kong. The Securities have not been offered or sold in Hong Kong, and each purchaser represents and agrees that it will not offer or sell any of these Securities in Hong Kong other than (i) to persons whose ordinary business is to buy or sell shares or debentures, whether as principal or agent, (ii) to professional investors within the meaning of the Securities and Futures Ordinance (Cap. 571) of Hong Kong (the "SFO"), or (iii) in circumstances which do not constitute an offer to the public within the meaning of the Companies Ordinance (Cap. 32) of Hong Kong ("CO"), or (iv) in other circumstances which do not result in the document being a "prospectus" within the meaning of the CO.



**Singapore:** The Prospectus has not been and will not be registered as a "prospectus" with the Monetary Authority of Singapore under the Securities and Futures Act (Cap. 289) of Singapore ("SFA"). No document or material in connection with the offer of the Securities may be circulated or distributed, nor may the Securities be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to the public in Singapore other than (i) to an institutional investor pursuant to Section 274 SFA, (ii) to a relevant person, or to any person pursuant to Section 275 (1A) of the SFA and in accordance with the conditions specified in Section 275 of the SFA, or (iii) in accordance with the conditions of any applicable provision of the SFA.

**Dubai International Financial Centre:** This information has been distributed by Julius Baer (Middle East) Ltd., an entity duly authorised and regulated by the Dubai Financial Services Authority (DFSA). Please note that Julius Baer (Middle East) Ltd. offers financial products or services only to persons qualifying as Professional Clients under the DFSA Rulebook. This information may not be relied upon or distributed to retail clients. This offering is not subject to any form of regulation or approval by the DFSA. The DFSA has no responsibility for reviewing or verifying any document in connection with this offer. Accordingly, the DFSA has not approved this document nor taken any steps to verify the information set out in it, and has no responsibility for it. The securities to which this document relates may be illiquid and/or subject to restrictions on their resale. Prospective purchasers should conduct their own due diligence on the securities. If you do not understand the contents of this document you should consult an authorised financial adviser.

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#### **9. Additional Notes**

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**Investors must be aware that conversations on trading lines are recorded. No objection is assumed.**

Investors are asked to read the Programme Documentation for definitions related to this document.

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