

# Julius Bär

## JB MULTI EXPRESS CERTIFICATE ON STARBUCKS, AT&T, VERIZON

(the "Products")

SSPA SWISS DERIVATIVE MAP<sup>®</sup> / EUSIPA DERIVATIVE MAP<sup>®</sup> EXPRESS CERTIFICATE (1260)

**LASTLOOK (BARRIER OBSERVATION AT MATURITY, 75%) – PHYSICAL SETTLEMENT – 2.679%  
CONDITIONAL PREMIUM (QUARTERLY, THRESHOLD 75%) – USD – MEMORY EFFECT – QUARTERLY  
AUTOCALLABLE (TRIGGER BARRIER 95%)**

*The Product may not be offered, sold or otherwise distributed in or from Switzerland/EU except to Qualified Investors.*

This document is for information purposes only.

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.

### I. Product Description

#### Terms

Swiss Security Number (Valor)	38464290
ISIN	CH0384642903
Symbol	MAFBJB
Issue Size	up to USD 20,000,000 (may be increased/decreased at any time)
Issue Currency	USD
Issue Price	100.00% (per Product)
Denomination	USD 1,000.00

**Initial Fixing Date: 06 November 2017**, being the date on which the Initial Level and the Strike and the Barrier, the Trigger Barrier and the Payout Threshold and the Ratio are fixed.

**Issue Date/Payment Date: 13 November 2017**, being the date on which the Products are issued and the Issue Price is paid.

**Final Fixing Date: 06 November 2019**, being the date on which the Final Level will be fixed.

**Last Trading Date: 06 November 2019**, until the official close on the SIX Structured Products Exchange, being the last date on which the Products may be traded.

**Final Redemption Date: 14 November 2019**, being the date on which each Product will be redeemed at the Final Redemption Amount, unless previously redeemed, repurchased or cancelled.

**Table 1: Underlyings****Starbucks Corp (SBUX UQ <EQUITY>; Nasdaq/Ngs (Global Select Market))**

Initial Level	USD 56.57 <sup>1)</sup>	Ratio	17.6772
Strike	USD 56.57 (100%) <sup>2)</sup>	Currency	USD
Barrier	USD 42.4275 (75%) <sup>2)</sup>	Valuation Time	Scheduled Closing Time
Trigger Barrier	USD 53.7415 (95%) <sup>2)</sup>	ISIN	US8552441094
Payout Threshold	USD 42.4275 (75%) <sup>2)</sup>	Valor	973403

**AT&T Inc (T UN <EQUITY>; New York Stock Exchange, Inc.)**

Initial Level	USD 32.86 <sup>1)</sup>	Ratio	30.4321
Strike	USD 32.86 (100%) <sup>2)</sup>	Currency	USD
Barrier	USD 24.645 (75%) <sup>2)</sup>	Valuation Time	Scheduled Closing Time
Trigger Barrier	USD 31.217 (95%) <sup>2)</sup>	ISIN	US00206R1023
Payout Threshold	USD 24.645 (75%) <sup>2)</sup>	Valor	2342429

**Verizon Communications Inc (VZ UN <EQUITY>; New York Stock Exchange, Inc.)**

Initial Level	USD 45.53 <sup>1)</sup>	Ratio	21.9635
Strike	USD 45.53 (100%) <sup>2)</sup>	Currency	USD
Barrier	USD 34.1475 (75%) <sup>2)</sup>	Valuation Time	Scheduled Closing Time
Trigger Barrier	USD 43.2535 (95%) <sup>2)</sup>	ISIN	US92343V1044
Payout Threshold	USD 34.1475 (75%) <sup>2)</sup>	Valor	1095642

<sup>1)</sup> as of 06 November 2017 16:00 EST

<sup>2)</sup> in % of the Underlying's Initial Level

**Redemption**

Final Redemption	Unless previously redeemed, repurchased or cancelled, the Issuer shall redeem each Product on the Final Redemption Date by payment of a cash amount or delivery of a number of Underlyings equal to the Final Redemption Amount to the Holder thereof.
Final Redemption Amount	(i) if the Final Level of <b>each</b> Underlying is <b>at or above</b> its Trigger Barrier, a cash amount equal to <b>100%</b> of the Denomination; or (ii) if the Final Level of the Worst-Performing Underlying is <b>below</b> its Trigger Barrier, <b>but above</b> its Barrier, a cash amount equal to <b>100%</b> of the Denomination; or (iii) if the Final Level of <b>at least one</b> Underlying is <b>at or below</b> its Barrier, the number of Worst-Performing Underlyings specified in the Ratio of the Worst-Performing Underlying.  In case of a physical settlement according to scenario (iii), the number of Worst-Performing Underlyings to be delivered will be rounded down to the nearest integral number of Underlyings. In addition, the holder will receive a cash amount in lieu for any fractional amount.
Settlement Type	Physical settlement or cash settlement
Ratio	with respect to each Underlying, the relevant Ratio specified in <b>Table 1</b> , being the number of Underlyings per Product based on the Strike of such Underlying.
Worst-Performing Underlying	Out of all Underlyings, the Underlying in respect of which its Final Level divided by its Strike results in the <b>lowest</b> value.
Level	with respect to each Underlying, the Share Price of such Underlying
Initial Level	with respect to each Underlying, the relevant Initial Level specified in <b>Table 1</b> , which is equal to 100% of its Level on the Initial Fixing Date, as determined by the Calculation Agent

Final Level	with respect to each Underlying, its Level at the Valuation Time on the Final Fixing Date, as determined by the Calculation Agent
Valuation Time	with respect to each Underlying, the relevant Valuation Time specified in <b>Table 1</b>
Strike	with respect to each Underlying, the relevant Strike specified in <b>Table 1</b> , which is equal to 100.00% of its Initial Level, as determined by the Calculation Agent
Barrier	with respect to each Underlying, the relevant Barrier specified in <b>Table 1</b> , being 75.00% of its Initial Level
Barrier Event	If the Level of <b>any</b> Underlying at the Valuation Time on the Barrier Observation Date is <b>at or below</b> its Barrier.
Barrier Observation Date	06 November 2019, being the date on which the Level of each Underlying is observed for purposes of determining whether a Barrier Event has occurred.

### Early Redemption

Trigger Redemption	Unless previously redeemed, repurchased or cancelled, upon the occurrence of a Trigger Event on any Trigger Observation Date, the Issuer shall redeem the Products on the relevant Trigger Redemption Date at the Trigger Redemption Price.
Trigger Barrier	with respect to each Underlying, the relevant Trigger Barrier specified in <b>Table 1</b> , being 95.00% of its Initial Level
Trigger Observation Date(s)	with respect to any Trigger Redemption Date, the relevant Trigger Observation Date(s) specified in <b>Table 2</b> , being the date(s) on which the Level of each Underlying is observed for purposes of determining whether a Trigger Event has occurred
Trigger Redemption Price	100% of the Denomination
Trigger Event	If the Level of <b>each</b> Underlying at the Valuation Time on any Trigger Observation Date is <b>at or above</b> its Trigger Barrier.
Trigger Redemption Date(s)	the Trigger Redemption Dates specified in <b>Table 2</b> , being the dates on which, upon the occurrence of a Trigger Event on the relevant Trigger Observation Date, the Issuer will redeem each Product at the Trigger Redemption Price (unless the Products are redeemed, repurchased or cancelled prior to such date).

**Table 2**

Trigger Redemption Date	Trigger Observation Date(s)	Trigger Redemption Price in % of the Denomination	Redemption Amount (including Payout(s)) <sup>3)</sup>	Yield
13 February 2018	06 February 2018	100%	USD 1,026.79	2.68%
14 May 2018	07 May 2018	100%	USD 1,053.58	5.36%
13 August 2018	06 August 2018	100%	USD 1,080.37	8.04%
13 November 2018	06 November 2018	100%	USD 1,107.16	10.72%
13 February 2019	06 February 2019	100%	USD 1,133.95	13.40%
13 May 2019	06 May 2019	100%	USD 1,160.74	16.07%
13 August 2019	06 August 2019	100%	USD 1,187.53	18.75%

<sup>3)</sup> Some part of the Payout Amount might have been paid on an earlier Payout Date.

**Payout**

	The Issuer shall pay the relevant Payout Amount per Product to the Holders on the relevant Payout Date, provided that (x) a Payout Postponement Event has not occurred on the relevant Payout Observation Date and (y) the Products have not been redeemed, repurchased or cancelled prior to the relevant Payout Date. For the avoidance of doubt, it being understood that, if the Products are redeemed, repurchased or cancelled prior to any Payout Date, any accrued and unpaid portion of the relevant Payout Amount that would otherwise be due on such Payout Date shall not be paid.
Payout Amount	With respect to any Payout Date, an amount in cash equal to (i) the relevant Payout Amount specified in <b>Table 3</b> , plus (ii) any Payout Amount that would have been paid per Product on any earlier Payout Date but for the occurrence of a Postponement Event (it being understood that once such unpaid Payout Amount has been paid pursuant to this clause (ii), it shall not be paid on any subsequent Payout Dates pursuant to this clause (ii)).
Payout Date(s)	The relevant Payout Date(s) specified in <b>Table 3</b> , being the date(s) on which the Issuer shall pay the relevant Payout Amount per Product to the Holders.
Payout Observation Date(s)	With respect to any Payout Date, the relevant Payout Observation Date(s) specified in <b>Table 3</b> , being the date(s) on which the Level of each Underlying is observed for purposes of determining whether or not the Payout Amount shall be paid on the relevant Payout Date.
Payout Threshold	with respect to each Underlying, the relevant Payout Threshold specified in <b>Table 1</b> , being 75.00% of its Initial Level.
Payout Postponement Event	if the Level of <b>any</b> Underlying at the Valuation Time on the relevant Payout Observation Date is <b>below</b> the Payout Threshold.

**Table 3**

<b>Payout Date</b>	<b>Payout Observation Date(s)</b>	<b>Payout Amount in % of the Denomination</b>
13 February 2018	06 February 2018	2.679%
14 May 2018	07 May 2018	2.679%
13 August 2018	06 August 2018	2.679%
13 November 2018	06 November 2018	2.679%
13 February 2019	06 February 2019	2.679%
13 May 2019	06 May 2019	2.679%
13 August 2019	06 August 2019	2.679%
14 November 2019	06 November 2019	2.679%

**Swiss Taxation**

Stamp duty	Stamp duty is due on secondary market transactions in case the product's term exceeds one year. In case of delivery of an underlying, stamp duty is levied based on the Initial Level.
Withholding tax	No Swiss Federal withholding tax.
Income tax	The product is classified as transparent whereby the return of the preponderant part of the bond part is in form of a discount ("IUP"). For private investors with tax residence in Switzerland, the difference between the issue price and its present value at issue (USD 1,000.00 – USD 963.88 = USD 36.12; IRR 3.75%) is subject to income tax ("Modifizierte Differenzbesteuerung"). However, any gain derived from the option part is classified as tax free capital gain for these investors.

The aforementioned tax description is based on the relevant tax laws and regulations of the tax authorities valid at the time of launch of this issue. These laws and regulations may change at any time, possibly with retroactive effect. 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 the Product.

### General Tax Information

Transactions and payments related to this product may be subject to additional (foreign) transaction taxes and or withholding taxes such as US withholding taxes pursuant to FATCA (Foreign Account Tax Compliance Act) or the Section 871(m) of the US Internal Revenue Code. Any amounts due, shall be paid net of such taxes. The issuer is not obliged to pay additional amounts with regard to amounts so withheld.

### Product Description

Express Certificates are primarily targeted at investors expecting (i) the value of the Underlyings to remain constant or to slightly increase and (ii) that on the Final Fixing Date no Barrier Event will occur.

On the Final Redemption Date (if not early redeemed), the Products are redeemed at a cash amount equal to 100% of the Denomination if no Barrier Event has occurred. Alternatively, if a Barrier Event has occurred, the Products are redeemed on the Final Redemption Date (if not early redeemed) by delivery of a number of the Worst-Performing Underlyings as specified in its Ratio below.

The Products allow the holder thereof to benefit from an enhanced return and offer conditional protection so long as no Barrier Event has occurred. If the value of the Underlyings develops unfavourably and a Barrier Event occurs, the Products directly reflect the negative performance of the Underlyings. In such a case, the risk associated with an investment in the Products is comparable to the risk associated with a direct investment in the Worst-Performing Underlying. The Products provide for the observation of the Barrier only once on the Final Fixing Date.

The Products provide for the payment of a Payout Amount on several Payout Dates which is dependent upon whether the Payout Threshold has been breached on the observation date relating to such Payout Date. The Payout Threshold is considered to have been breached on any relevant observation date if the value of at least one Underlying on such observation date is below such Payout Threshold. Therefore, the payment of the Payout Amount on any Payout Date is dependent upon the development of the value of the Underlyings. If the relevant Payout Amount is not paid on any Payout Date, the payment of such Payout Amount will be postponed to (and be in addition to the relevant Payout Amount paid on) the first Payout Date with respect to which the Payout Threshold is not breached on the observation date relating to such Payout Date. However, if the Payout Threshold is breached on any relevant observation date relating to each Payout Date, no Payout Amounts will ever be paid.

The Products provide for several Trigger Redemption Dates. Upon the occurrence of a Trigger Event, the Products are redeemed early on the relevant Trigger Redemption Date at the relevant Trigger Redemption Price. The timing of redemption of the Products is uncertain since the occurrence of a Trigger Event is dependent on the performance of the Underlyings. In the case of an unfavourable development of the Underlyings, it is possible that the Products will not be redeemed until the Final Redemption Date.

### Product Documentation

The complete and legally binding terms and conditions of the Products are set forth in the base prospectus for the issuance of Yield Enhancement Products of Bank Julius Baer & Co. Ltd. (the "Bank"), dated 19 June 2017, as supplemented from time to time (the "Base Prospectus") and the relevant final terms prepared in relation to the Products (the "Final Terms"). The Base Prospectus and the Final Terms may be obtained free of charge from Bank Julius Baer & Co. Ltd., Bahnhofstrasse 36, 8001 Zurich, Switzerland.

This document is designated for distribution and use in Switzerland. Neither the Issuer nor any other person assumes any responsibility for the compliance of this document with any applicable law and regulations in any other jurisdiction than Switzerland.

### Details

Issuer	Bank Julius Baer & Co. Ltd., Guernsey Branch (Rating: Moody's A2) (Prudential Supervision: by the Swiss Financial Market Supervisory Authority FINMA)
Lead Manager	Bank Julius Baer & Co. Ltd., Zurich
Risk Category	Complex Product
Product Category	Yield Enhancement
Product Type	Express Certificate
SSPA Code	1260 (with additional feature according to the SSPA Swiss Derivative Map©: Auto-Callable (if, on any observation day, the price of the underlying is either on or above (bull) or on or below (bear) a previously defined barrier ("autocall trigger"), the product is redeemed prior to maturity), European Barrier (only the last day closing price is relevant for monitoring the barrier))
Calculation Agent	Bank Julius Baer & Co. Ltd., Zurich and any agents or other persons acting on behalf of such Calculation Agent and any successor appointed by the Issuer

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Paying Agent	Bank Julius Baer & Co. Ltd., Zurich and any agents or other persons acting on behalf of such Paying Agent and any successor appointed by the Issuer
Listing and Admission to Trading	Application will be made to list the Products on the SIX Swiss Exchange for trading on the platform of the SIX Structured Products Exchange. It is expected that the Products will be provisionally admitted to trading on the SIX Structured Products Exchange as of 13 November 2017.
Trading Platform	SIX Structured Products Exchange Ltd
Minimum Trading Lot	USD 1,000.00
Quotation	The Products are traded in percentage of the Denomination at a full price (dirty price), including payout rights, and are booked accordingly.
Clearing System	SIX SIS AG
Form	Uncertificated Securities
Governing Law / Jurisdiction	Swiss Law / Zurich 1, Switzerland

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## II. Profit and Loss Prospects

The potential return on a Product is limited to the positive difference between the sum of the Trigger Redemption Price or the Final Redemption Amount, as applicable, and the Payout Amount(s), if any, and the Issue Price (or, if different, the price for which such investor purchased such Product). This means that the return on these Products is capped.

The potential loss associated with an investment in such Products is linked to the negative performance of the Worst-Performing Underlying. If a Barrier Event occurs, the Products will be redeemed by delivery of a number of the Worst-Performing Underlying specified in its Ratio. In this case, the loss

corresponds to the difference between the invested amount and the value of the number of the Worst-Performing Underlyings specified in the respective Ratio. The value of these Worst-Performing Underlyings may be considerably lower than the invested amount. Further, investors must take into consideration that upon delivery of the Worst-Performing Underlying as Final Redemption Amount, the loss will increase if the price of the Worst-Performing Underlying decreases after the Final Fixing Date. Investors in the Products should be prepared to sustain a partial or total loss of their investment.

### Redemption Scenarios

Investment Amount	USD 1,000.00
Worst-Performing Underlying	Starbucks Corp
Initial Level	USD 56.57
Strike	USD 56.57 (100.00%)
Barrier	USD 42.4275 (75.00%)

Final Level	Performance as per Final Fixing Date (in % of the Initial Level)	Final Redemption Amount – if Barrier Event has occurred	Minimum Payout Amount(s)	Profit/Loss in % of the Investment Amount	Redemption Amount (including Minimum Payout Amount(s)) – if no Barrier Event has occurred	Profit/Loss in % of the Investment Amount
USD 33.94	-40%	17 Shares (value: USD 576.98) + Fraction Amount USD 22.98	USD 0.00 <sup>1)</sup>	-40.00% <sup>1)</sup>		
USD 39.60	-30%	17 Shares (value: USD 673.20) + Fraction Amount USD 26.82	USD 0.00 <sup>1)</sup>	-30.00% <sup>1)</sup>		
USD 45.26	-20%		USD 214.32		USD 1,214.32	+21.43%
USD 50.91	-10%		USD 214.32		USD 1,214.32	+21.43%
USD 56.57			USD 214.32		USD 1,214.32	+21.43%
USD 62.23	+10%		USD 214.32		USD 1,214.32	+21.43%
USD 67.88	+20%		USD 214.32		USD 1,214.32	+21.43%
USD 73.54	+30%		USD 214.32		USD 1,214.32	+21.43%

<sup>1)</sup> The actual Payout Amounts are dependent upon whether the Level of the Worst-Performing Underlying is at or above its Payout Threshold on the respective Payout Observation Date(s). Therefore, their values range from USD 0.00 to USD 187.53.

The above described redemption scenarios serve exclusively to illustrate the profit and loss prospects and are based on hypothetical price/level developments and calculated based on the value of the Underlying at the Final Fixing Date and on the assumption that the shares of Starbucks Corp are the Worst-Performing Underlying. These figures are neither an indicator nor a warranty of future price/level developments of the Underlyings and the market value of the Product.

### III. Significant Risks for Investors

The following risk disclosure cannot disclose all the risks associated with an investment in the Products. Therefore, potential investors in Products should consult the Base Prospectus and the Final Terms and their client advisor as to the product specific risks before making an investment decision.

#### 1. Issuer Risk

Investors bear the credit risk of the Issuer. The Products' retention of value is dependent not only on the development of the value of the Underlying, but also on the creditworthiness of the Issuer, which may change over the term of the Product. The credit rating of the Issuer is not a guarantee of credit quality. In case of the Issuer's insolvency or bankruptcy the investors in the Products may lose their entire investment.

The Products are direct, unconditional, unsecured and unsubordinated obligations of the Issuer. If the Issuer were to become insolvent, claims of investors in Products will rank equally in right of payment with all other unsecured and unsubordinated obligations of the Issuer, except such obligations given priority by law. In such a case, investors in Products may suffer a loss of all or a portion of their investment therein, irrespective of any favourable development of the other value determining factors, such as the performance of the Underlying(s).

The Products do not constitute bank accounts or deposits at Bank Julius Baer & Co. Ltd. The Products are less liquid than bank accounts or deposits and bear higher risks. An investment in Products will not be covered by any compensation or insurance scheme (such as a bank deposit protection scheme) of any government agency of Switzerland or any other jurisdiction and Products do not have the benefit of any government guarantee. Products are the obligations of the Issuer only and holders of Products must look solely to the Issuer for the performance of the Issuer's obligations under such Products. In the event of the insolvency of the Issuer, an investor in Products may lose all or some of its investment therein.

Bank Julius Baer & Co. Ltd. is a bank pursuant to the Federal Banking Act (BA; SR 952.0) and a securities dealer pursuant to the Federal Act on Stock Exchanges and Complex Products 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>).

The Issuer, Bank Julius Baer & Co. Ltd, Guernsey Branch (a branch of Bank Julius Baer & Co. Ltd., Zurich, founded 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. 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.

#### 2. Product Risks

An investment in Products entails certain risks, which vary depending on the specific type and structure of the relevant Products and the relevant Underlying(s).

An investment in Products requires a thorough understanding of the nature of Products. Potential investors in Products should be experienced with respect to an investment in complex financial instruments and be aware of the related risks. A potential investor in Products should determine the suitability of such an investment in light of such investor's particular circumstances. In particular, a potential investor in Products should:

- have sufficient knowledge and experience to make a meaningful evaluation of Products, the merits and risks of investing in Products and the information contained in the Base Prospectus and the applicable Terms and Conditions;
- have access to, and knowledge of, appropriate analytical tools to evaluate, in the context of such investor's particular financial situation, an investment in Products and the impact the relevant Products will have on such investor's overall investment portfolio;
- have sufficient financial resources to bear all the risks of an investment in the relevant Products;
- understand thoroughly the Terms and Conditions applicable to the relevant Products and be familiar with the behaviour of the relevant Underlying(s) and financial markets;
- be able to evaluate (either alone or with the help of a financial adviser) possible scenarios for economic and other factors that may affect such investor's investment and ability to bear the applicable risks of an investment in Products until their redemption; and
- recognise that it may not be possible to dispose of Products for a substantial period of time, if at all, before their redemption.

The trading market for securities, such as Products, may be volatile and may be adversely impacted by many events.

Products are complex financial instruments. Investors generally purchase complex financial instruments as a way to enhance yield with an understood, measured, appropriate addition of risk to their overall investment portfolios. A potential investor should not invest in Products unless such investor has the expertise (either alone or with the help of a financial adviser) to evaluate how the relevant Products will perform under changing conditions, the resulting effects on the market value of the relevant Products and the impact such an investment will have on such investor's overall investment portfolio.

#### Risk of total loss

Products involve a high degree of risk, and prospective investors in the Products should recognise that, under certain circumstances, Products may have a redemption value of zero



and any Payout Amounts scheduled to be paid thereunder may not be paid. Prospective investors should therefore be prepared to sustain a partial or total loss of the amount of their investment therein.

#### **Capped Profit Potential**

Investors in Products should be aware that the profit potential in relation thereto is capped. Therefore, an investment in Products may lead to a lower return than a direct investment in the Underlying(s).

#### **Unpredictable Market Value for Products**

During the term of a Product, the market value of, and the expected return on, such Product may be influenced by many factors, some or all of which may be unpredictable. Many economic and market factors will influence the market value of a Product. The Issuer expects that, generally, the value and volatility of the Underlying(s) on any day will affect the market value of such Product more than any other single factor. However, a potential investor should not expect the market value of a Product in the secondary market to vary in proportion to changes in the value of the Underlying(s). The return on a Product (if any) may bear little relation to, and may be much less than, the return that the investor therein might have achieved if such investor had invested directly in the Underlying(s).

The market value of, and return (if any) on, a Product will be affected by a number of other factors, which may be unpredictable or beyond the Issuer's control, and which may offset or magnify each other, including, without limitation:

- supply and demand for such Product, including inventory positions of any other market maker;
- the expected frequency and magnitude of changes in the market value of the Underlying(s) (volatility);
- economic, financial, political or regulatory events or judicial decisions that affect the Issuer, the Underlying(s) or the financial markets generally;
- interest and yield rates in the market generally;
- the time remaining until the Final Redemption Date;
- if applicable, the difference between the Level or Commodity Reference Price, as applicable, and the relevant threshold specified in the applicable Terms and Conditions;
- the Issuer's creditworthiness, including actual or anticipated downgrades in the Issuer's credit ratings; and
- dividend payments on the Underlying(s), if any.

Some or all of these factors may influence the price of a Product. The impact of any of the factors set forth above may enhance or offset some or all of any change resulting from another factor or factors.

In addition, certain built-in costs are likely to adversely affect the market value of Products. The price at which the Issuer will be willing to purchase Products from a holder in secondary market transactions, if at all, will likely be lower than the original Issue Price.

#### **Exposure to the performance of the Underlyings**

Each Product will represent an investment linked to the performance of the Underlying(s) and potential investors should note that any amount(s) payable or other benefit to be received under the Products will generally depend upon the performance of the Underlying(s). The past performance of the Underlyings is not indicative of the future performance.

#### **Exchange Rate Risk**

The Underlying(s) may be denominated in a currency other than that of the Issue Currency or, if applicable, the Settlement Currency for such Product, or the Underlying(s) may be denominated in a currency other than, or the Issue Currency or, if applicable, the Settlement Currency may not be, the currency of the home jurisdiction of the investor in such Product. Exchange rates between currencies are determined by factors of supply and demand in the international currency markets, which are in particular influenced by macro economic factors, speculation and central bank and government intervention (including the imposition of currency controls and restrictions). Therefore, fluctuations in exchange rates may adversely affect the market value of a Product or the value of the Underlying(s).

#### **Secondary Market**

Products may have no established trading market when issued and one may never develop. If a market does develop, it may not be liquid. Therefore, investors may not be able to sell their Products easily or at prices reasonably acceptable to them.

Under normal market circumstances, the Issuer will endeavour to provide a secondary market for Products, but is under no obligation to do so. Upon investor demand, the Issuer will endeavour to provide bid/offer prices for products, depending on actual market conditions. There will be a price difference between bid and offer prices (spread).

#### **Early Redemption**

The investors must be aware of a possible early redemption of the Product.

Upon the occurrence of an extraordinary event, the Calculation Agent and the Issuer, acting together, have the right to, among other things, early redeem the relevant Products. If the Issuer exercises such early redemption right(s), investors should be aware that the early redemption price may be considerably lower than the Issue Price (or, if different, the price the relevant investor paid for such product) and/or the Final Redemption Amount that would otherwise have been paid on the Final Redemption Date.

#### **Further product specific risks**

Investors should be aware that an investment in the Products generally results in a loss upon redemption if a Barrier Event has occurred. A Barrier Event will occur if the Final Level of at least one of the Underlyings is at or below its Barrier. The potential loss associated with an investment in such Products is linked to the negative performance of the Worst-Performing Underlying.

In the case of a physical settlement, delivery of the Worst-Performing Underlying will not be made on the date of valuation

of the Underlyings, but on the Final Redemption Date (or the first Delivery Day thereafter). Accordingly, an investor in the Products will be exposed to the risk that the value of the Worst-Performing Underlying to be delivered will decline between the date of valuation and the time of delivery. Furthermore, if the Product is physically settled, any investor therein will be exposed to the risks relating to the Worst-Performing Underlying to be delivered (i.e. the Share, Share Issuer). Investors in the Products should be prepared to sustain a partial or total loss of their investment.

Furthermore, investors in products linked to multiple Underlyings that are exposed to the performance of the Worst-Performing Underlying only should be aware that the risk of the occurrence of a Barrier Event is generally greater than in case of products linked to a single Underlying or to multiple Underlyings with a basket feature, because a Barrier Event will be deemed to have occurred even if the value of only one of the Underlyings is at or below its Barrier.

The payment of any Payout Amount on any Payout Date is subject to the condition that the Payout Threshold has not been breached on the Payout Observation Date relating to such Payout Date. The Payout Threshold will be breached if the value of at least one of the Underlyings, on any relevant Payout Observation Date is below its Payout Threshold. Therefore, the payment of any Payout Amount depends on the development of the value of the Underlyings. If a Payout Amount is not paid on any Payout Date, the payment of such Payout Amount will be postponed to (and be in addition to the relevant Payout Amount due on) the first succeeding Payout Date with respect to which the Payout Threshold is not breached on any relevant Payout Observation Date. However, if the Payout Threshold is breached on a Payout Observation Date relating to each Payout Date, no Payout Amounts will ever be paid. Furthermore, if the Product is

early redeemed, no Payout Amounts that would otherwise have been due after the date of such early redemption will be paid.

Investors in the Products should be aware that the timing of redemption of such Products is uncertain since the occurrence of a Trigger Event will be dependent upon the performance of the Underlyings. Upon the occurrence of a Trigger Event, Products will be redeemed early at the Trigger Redemption Price. In the case of an unfavourable development of the value of the Underlyings, the redemption of such Products may not occur until the Final Redemption Date. Furthermore, (i) the market value of such Products generally will not rise substantially above the Trigger Redemption Price and (ii) investors in such Products may incur additional transaction costs as a consequence of reinvesting proceeds received upon any early redemption and the conditions for such a reinvestment may be less favourable than the relevant investor's initial investment in the Products.

In addition, in the case of the occurrence of a Trigger Event, investors should note that no Payout Amounts that would otherwise have been due after the Trigger Redemption Date will be paid.

Investors in the Products should be prepared to sustain a partial or total loss of their investment.

#### **Further Information**

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

## IV. Important Additional Information

This document does not constitute an offer or invitation to enter into any type of financial transaction and the Issuer has no obligation to issue the Products. This document is not the result of a financial analysis and therefore, is 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.

**Conflicts of Interest:** The Issuer 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 Products. These transactions may not be for the benefit of the investor and may have positive or negative effects on the value of the Underlying(s) and thus on the value of the Products. 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 Products and other related determinations both among affiliated companies of the Issuer and between these companies and the investors. In addition, the Issuer and affiliated companies may exercise a different function, if applicable, in relation to the products, for example as calculation agent, paying agent or administrative office.

**Distribution Compensation/Distribution Allowances from and to Third Parties:** In connection with the Products, the Issuer and/or its affiliates may pay to third parties or to each other, or receive from third parties one-time or recurring remunerations (e.g. placement or holding fees). Such remunerations to affiliates or third parties, if any, are included in the Issue Price. Investors may request further information from Bank Julius Baer & Co. Ltd. By receiving such payments in connection with the Products, the interest of the Issuer or such affiliate or the third party, as the case may be, may conflict with the interest of the investor in the Products.

**Amendments to the Product Conditions:** Information regarding unforeseen changes to the conditions of the Product which may arise during the lifetime of the Products are not subject to this document but 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/](http://www.six-swiss-exchange.com/news/official_notices/)

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

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[search\\_en.html](#). This document will not be amended throughout the term of the Products.

**Selling Restrictions:** The Products were not registered with the local regulator and are not publicly distributable outside of Switzerland. The Products 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 Products in that jurisdiction. Potential purchasers of the Products are advised to read the detailed selling restrictions in the Base Prospectus and the Final Terms. Potential purchasers of the Products should seek specific advice before purchasing or selling-on a Product. Particular attention should be paid to the selling restrictions set out in the Base Prospectus and the Final Terms with respect to the following jurisdictions: European Economic Area (EEA), United States of America, United Kingdom, Guernsey, The Netherlands, Italy, Hong Kong, Singapore, Dubai International Financial Centre, United Arab Emirates, Kingdom of Bahrain, Israel, Uruguay, Panama, Bahamas, Lebanon. These restrictions must not be taken as conclusive guidance as to whether the Products can be sold in a jurisdiction.

For investors located in Panama: Neither these securities, nor their offer, sale or transfer, have been registered with the Superintendence of the Securities Market (formerly the National Securities Commission). The exemption from registration is based on numeral 3 of Article 129 (Institutional Investors) of Decree Law 1 of July 8, 1999 as amended and organized into a single text by Title II of Law 67 of 2011 (the “Securities Law”). In consequence, the tax treatment established in Articles 334 to 336 of the Securities Law, does not apply to them. These securities are not under the supervision of the Superintendence of the Securities Market.

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