Discover the potential.
SSPA Swiss Derivative Map ©

What are structured products?

Structured products combine classic investments with derivatives. They are issued as stand-alone products and securitized in a commercial paper. The advantages for investors are that structured products cover

- **every market expectation**, rising, falling or sideways,
- **every risk profile**, from low-risk capital protection products to high-risk leverage products,
- **every investment class**, including those usually not accessible to many investors, including precious metals, commodities and emerging markets,
- **high liquidity** in the secondary market as provided by the issuer.

Categorization model

The SSPA's Swiss Derivative Map is a systematic, easy-to-understand way to categorize structured products, successfully used for many years by investors and issuers alike. Other European industry associations have since adopted it. Experts examine the Map regularly and adjust it to reflect new market developments. Products are allocated to a given category by payoff, often defined in more detail by means of additional features.

The structured road to the right product

1 How do you expect the market to perform in general and as regards specific underlyings? Structured products allow investing in rising, falling or sideways-performing markets and markets with high or low volatility.

2 Are you familiar with the underlying and its past performance? What do the experts say? What are the alternatives?

3 How should the underlying develop to produce a profit? Refer to the termsheet for the main product characteristics.

4 Do you know the market scenarios that would result in a loss? Depending on the product, outperforming or failing to reach certain barriers can produce vastly different outcomes.

5 Do you know the product issuer and concomitant risk? Go to our website for more issuer information. The termsheet provides information on additional credit risks associated with reference issuer certificates.

6 Is the product within the limits of your risk profile? Choose from among
- risk averse: mainly capital-protection products
- limited risk: yield enhancement and participation products
- high risk: participation and leverage products.

7 Have you absorbed all of a product's relevant information? Read the termsheet closely, and seek the advice of an investment adviser as needed.

Your investment decision

© Swiss Structured Products Association SSPA, Zurich, Switzerland. Source: www.sspa-association.ch This publication was created in collaboration with Verlag Finanz und Wirtschaft AG, Scoach Switzerland and Derivative Partners who are the owners of all layout rights. The SSPA Swiss Derivative Map© in its present layout may not be reproduced or distributed, in whole or in part, without express written permission from the rights holders. Additional copies of this publication are available free of charge from www.sspa-association.ch/map.

SVSP Schweizerischer Verband für Strukturierte Produkte
Swiss Structured Products Association
Associazione Svizzera per prodotti strutturati
Association Suisse Produits Structurés

scoach BY SIX

FINANZ und WIRTSCHAFT

dp payoff.ch derivativepartners

SSPA SWISS DERIVATIVE MAP©

SVSP Schweizerischer Verband für Strukturierte Produkte | Swiss Structured Products Association | Associazione Svizzera per prodotti strutturati | Association Suisse Produits Structurés

scoach BY SIX

FINANZ und WIRTSCHAFT

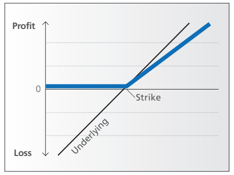
payoff.ch derivativepartners

INVESTMENT PRODUCTS

11 CAPITAL PROTECTION

Capital Protection Certificate with Participation (1100)

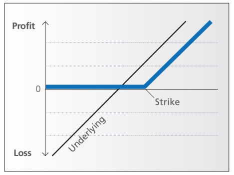
Market expectation
- Rising underlying
- Rising volatility
- Sharply falling underlying possible



Characteristics
- Minimum redemption at expiry equivalent to the capital protection
- Capital protection is defined as a percentage of the nominal (e.g. 100%)
- Capital protection refers to the nominal only, and not to the purchase price
- Value of the product may fall below its capital protection during the lifetime
- Participation in underlying price increase above the strike

Convertible Certificate (1110)

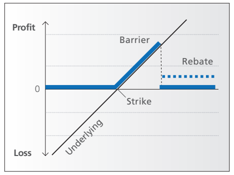
Market expectation
- Rising underlying
- Rising volatility
- Sharply falling underlying possible



Characteristics
- Minimum redemption at expiry equivalent to the capital protection
- Capital protection is defined as a percentage of the nominal (e.g. 100%)
- Capital protection refers to the nominal only, and not to the purchase price
- Value of the product may fall below its capital protection during the lifetime
- Participation in underlying price increase above the strike (conversion price)
- Coupon payment possible

Barrier Capital Protection Certificate (1130)

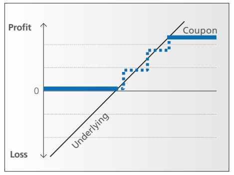
Market expectation
- Rising underlying
- Sharply falling underlying possible
- Underlying is not going to touch or go above the barrier during product lifetime



Characteristics
- Minimum redemption at expiry equivalent to the capital protection
- Capital protection is defined as a percentage of the nominal (e.g. 100%)
- Capital protection refers to the nominal only, and not to the purchase price
- Value of the product may fall below its capital protection during the lifetime
- Participation in underlying price increase above the strike up to the barrier
- Possibility of rebate payment once barrier is breached
- Limited profit potential

Capital Protection Certificate with Coupon (1140)

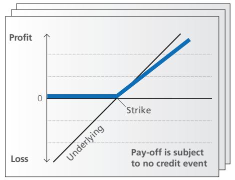
Market expectation
- Rising underlying
- Sharply falling underlying possible



Characteristics
- Minimum redemption at expiry equivalent to the capital protection
- Capital protection is defined as a percentage of the nominal (e.g. 100%)
- Capital protection refers to the nominal only, and not to the purchase price
- Value of the product may fall below its capital protection during the lifetime
- The coupon amount is dependent on the development of the underlying
- Periodic coupon payment is expected
- Limited profit opportunity

Reference Entity Certificate with Conditional Capital Protection (1410)

Market expectation
- Rising underlying
- Sharply falling underlying possible
- No credit event of the reference entity

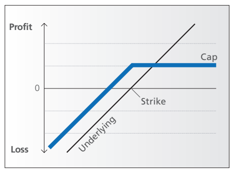


Characteristics
- There are one or more reference entities underlying the product
- In addition to the credit risk of the issuer, redemption is subject to the solvency (non-occurrence of a credit event) of the reference entity
- Redemption is made at least in the amount of conditional capital protection at maturity, provided that no credit event of the reference entity has occurred
- If a credit event occurs at the reference entity during the life time, the product will be redeemed at an amount corresponding to the credit event
- The product value can fall below conditional capital protection during its lifetime, among other things due to a negative assessment of reference issuer creditworthiness
- Conditional capital protection only applies to the nominal and not the purchase price
- Participation in development of the underlying, provided a reference entity credit event has not occurred
- The product allows higher yield at greater risk

YIELD ENHANCEMENT

Discount Certificate (1200)

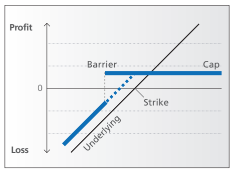
Market expectation
- Underlying moving sideways or slightly rising
- Falling volatility



Characteristics
- Should the underlying close below the strike on expiry, the underlying and/or a cash amount is redeemed
- Discount Certificates enable investors to acquire the underlying at a lower price
- Corresponds to a buy-write-strategy
- Reduced risk compared to a direct investment into the underlying
- With higher risk levels multiple underlyings (Worst-of) allow for higher discounts
- Limited profit opportunity (Cap)

Barrier Discount Certificate (1210)

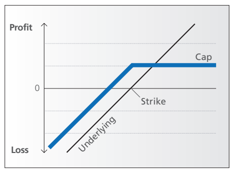
Market expectation
- Underlying moving sideways or slightly rising
- Falling volatility
- Underlying will not breach barrier during product lifetime



Characteristics
- The maximum redemption amount (Cap) is paid out if the barrier is never breached
- Barrier Discount Certificates enable investors to acquire the underlying at a lower price
- Due to the barrier, the probability of maximum redemption is higher; the discount, however, is smaller than for a Discount Certificate
- If the barrier is breached the product changes into a Discount Certificate
- Reduced risk compared to a direct investment into the underlying
- With higher risk levels multiple underlyings (Worst-of) allow for higher discounts or lower barriers
- Limited profit potential (Cap)

Reverse Convertible (1220)

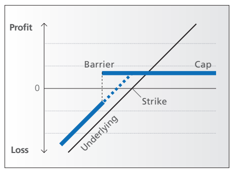
Market expectation
- Underlying moving sideways or slightly rising
- Falling volatility



Characteristics
- Should the underlying close below the strike on expiry, the underlying and/or a cash amount is redeemed
- Should the underlying close above the Strike at expiry, the nominal plus the coupon is paid at redemption
- The coupon is paid regardless of the underlying development
- Reduced risk compared to a direct investment into the underlying
- With higher risk levels, multiple underlyings (Worst-of) allow for higher coupons
- Limited profit potential (Cap)

Barrier Reverse Convertible (1230)

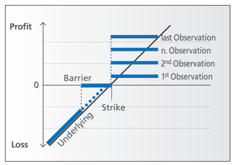
Market expectation
- Underlying moving sideways or slightly rising
- Falling volatility
- Underlying will not breach barrier during product lifetime



Characteristics
- Should the barrier never be breached, the nominal plus coupon is paid at redemption
- Due to the barrier, the probability of maximum redemption is higher; the coupon, however, is smaller than for a Reverse Convertible
- If the barrier is breached the product changes into a Reverse Convertible
- The coupon is paid regardless of the underlying development
- Reduced risk compared to a direct investment into the underlying
- With higher risk levels, multiple underlyings (Worst-of) allow for higher coupons or lower barriers
- Limited profit potential (Cap)

Express Certificate (1260)

Market expectation
- Underlying moving sideways or slightly rising
- Decreasing volatility
- Underlying will not breach barrier during product lifetime

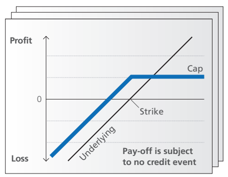


Characteristics
- Should the underlying trade above the Strike on the observation date, an early redemption consisting of nominal plus an additional coupon amount is paid
- Offers the possibility of an early redemption combined with an attractive yield opportunity
- Reduced risk compared to a direct investment into the underlying
- With higher risk levels, multiple underlyings (Worst-of) allow for higher coupons or lower barriers
- Limited profit opportunity (Cap)

ENTITIES

Reference Entity Certificate with Yield Enhancement (1420)

Market expectation
- Underlying moving sideways or slightly rising
- Falling volatility of the underlying
- No credit event of the reference entity



Characteristics
- There are one or more reference entities underlying the product
- In addition to credit risk, redemption of the product is subject to the solvency (non-occurrence of a credit event) of the reference entity
- If a credit event occurs at the reference entity during the life time, the product will be redeemed at an amount corresponding to the credit event
- The product value can fall during its lifetime, among other things due to a negative assessment of reference entity creditworthiness
- If the underlying is lower than the exercise price upon maturity, the underlying is delivered and/or a cash settlement is made, provided that no credit event of the reference entity has occurred
- If the underlying is higher than the exercise price upon maturity, the nominal is repaid, provided that no credit event of the reference entity has occurred
- Depending on the characteristics of the product, either a coupon or a discount to the underlying can apply
- A coupon is paid out regardless of performance of the underlying, provi-

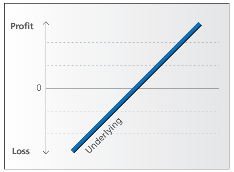
- ded that no credit event of the reference entity has occurred
- In addition, the product can feature a barrier
- With greater risk, multiple underlyings (Worst-of) allow for higher coupons, larger discounts, or lower barriers
- Limited Profit Potential (Cap)
- The product allows higher yield at greater risk

13 PARTICIPATION

Tracker Certificate (1300)

Market expectation

- Rising underlying



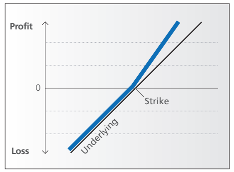
Characteristics

- Participation in development of the underlying
- Reflects underlying price moves 1:1 (adjusted by conversion ratio and any related fees)
- Risk comparable to direct investment in the underlying

Outperformance Certificate (1310)

Market expectation

- Rising underlying
- Rising volatility



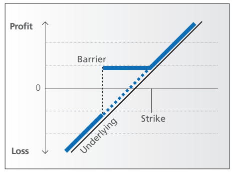
Characteristics

- Participation in development of the underlying
- Disproportionate participation (outperformance) in positive performance above the strike
- Reflects underlying price moves 1:1 when below the Strike
- Risk comparable to direct investment in the underlying

Bonus Certificate (1320)

Market expectation

- Underlying moving sideways or rising
- Underlying will not breach barrier during product lifetime



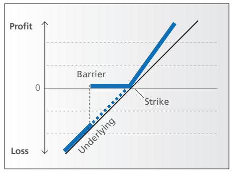
Characteristics

- Participation in development of the underlying
- Minimum redemption is equal to the nominal provided the barrier has not been breached
- If the barrier is breached the product changes into a Tracker Certificate
- With greater risk multiple underlyings (Worst-of) allow for a higher bonus level or lower barrier
- Reduced risk compared to a direct investment into the underlying

Bonus Outperformance Certificate (1330)

Market expectation

- Rising underlying
- Underlying will not breach barrier during product lifetime



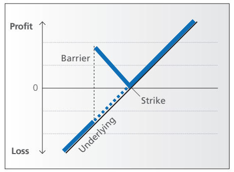
Characteristics

- Participation in development of the underlying
- Disproportionate participation (outperformance) in positive performance above the strike
- Minimum redemption is equal to the nominal provided the barrier has not been breached
- If the barrier is breached the product changes into a Outperformance Certificate
- With greater risk multiple underlyings (Worst-of) allow for a higher bonus level or lower barrier
- Reduced risk compared to a direct investment into the underlying

Twin-Win Certificate (1340)

Market expectation

- Rising or slightly falling underlying
- Underlying will not breach barrier during product lifetime



Characteristics

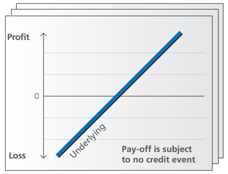
- Participation in development of the underlying
- Profits possible with rising and falling underlying
- Falling underlying price converts into profit up to the barrier
- Minimum redemption is equal to the nominal provided the barrier has not been breached
- If the barrier is breached the product changes into a Tracker Certificate
- With higher risk levels, multiple underlyings (Worst-of) allow for a higher bonus level or lower barrier
- Reduced risk compared to a direct investment into the underlying

14 INVESTMENT PRODUCTS WITH REFERENCE

Reference Entity Certificate with Participation (1430)

Market expectation

- Rising underlying
- No credit event of the reference entity



Characteristics

- There are one or more reference entities underlying the product
- In addition to credit risk, redemption of the product is subject to the solvency (non-occurrence of a credit event) of the reference entity
- If a credit event occurs at the reference entity during the life time, the product will be redeemed at an amount corresponding to the credit event
- The product value can fall during its lifetime, among other things due to a negative assessment of reference entity creditworthiness
- Participation in development of the underlying, provided a reference entity credit event has not occurred
- In addition, the product can feature a barrier
- The product allows higher yield at greater risk

LEVERAGE PRODUCTS

20 LEVERAGE

Warrant (2100)

Market expectation

- Warrant (Call): Rising underlying, rising volatility
- Warrant (Put): Falling underlying, rising volatility

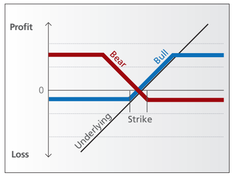
Characteristics

- Small investment generating a leveraged performance relative to the underlying
- Increased risk of total loss (limited to initial investment)
- Suitable for speculation or hedging
- Daily loss of time value (increases as product expiry approaches)
- Continuous monitoring required

Spread Warrant (2110)

Market expectation

- Spread Warrant (Bull): Rising underlying
- Spread Warrant (Bear): Falling underlying



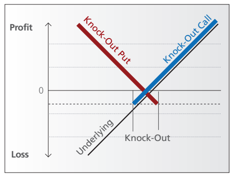
Characteristics

- Small investment generating a leveraged performance relative to the underlying
- Increased risk of total loss (limited to initial investment)
- Daily loss of time value (increases as product expiry approaches)
- Continuous monitoring required
- Limited profit potential (Cap)

Warrant with Knock-Out (2200)

Market expectation

- Knock-Out (Call): Rising underlying
- Knock-Out (Put): Falling underlying



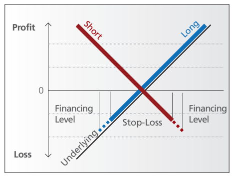
Characteristics

- Small investment generating a leveraged performance relative to the underlying
- Increased risk of total loss (limited to initial investment)
- Suitable for speculation or hedging
- Continuous monitoring required
- Immediately expires worthless in case the barrier is breached during product lifetime
- Minor influence of volatility and marginal loss of time-value

Mini-Future (2210)

Market expectation

- Mini-Future (Long): Rising underlying
- Mini-Future (Short): Falling underlying



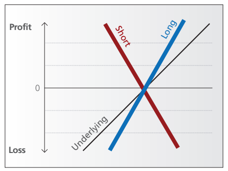
Characteristics

- Small investment generating a leveraged performance relative to the underlying
- Increased risk of total loss (limited to initial investment)
- Suitable for speculation or hedging
- Continuous monitoring required
- A residual value is redeemed following a Stop-Loss Event
- No influence of volatility

Constant Leverage Certificate (2300)

Market Expectation

- Long: Rising underlying
- Short: Falling underlying



Characteristics

- Small investment generating a leveraged performance relative to the underlying
- Increased risk of total loss (limited to initial investment)
- A potential stop loss and/or adjustment mechanism prevents the value of the product from becoming negative
- Frequent shifts in direction of the price of the underlying have a negative effect on the product performance
- Resetting on a regular basis ensure a constant leverage
- Continuous monitoring required

Additional features

Categorization can be more closely defined as follows:

Asian option	Uses the average underlying price over a number of predefined periods (monthly, quarterly, annually) rather the price at a specific time.
Auto-Callable	If, on an 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.
Callable	The issuer has the right to cancel early, however, there is no obligation to do so.
Capped participation	The product has a maximum yield.
Catch-up coupon	One scenario for an unpaid-out coupon at risk is a catch-up payment at a later date (also: memory coupon)
COSI	The issuer of Collateral Secured Instruments provides SIX Swiss Exchange with collateral covering their current value. For the investor this means protection in case of issuer default.
Coupon at risk	A scenario exists where the coupon is not repaid.
European Barrier	Only the last-day closing price is relevant for monitoring the barrier.
Lock-In	If the lock-in level is reached, repayment is at least in that amount regardless of future development of the underlying price.
Lookback	Barrier and/or strike are set with a time delay (look-back phase).
Partial capital protection	Capital protection is between 90% and 100% of the nominal value.
Puttable	The investor has the right to return the product to the issuer on certain days during the term.
Variable coupon	The coupon amount can vary, depending on a predefined scenario.

© Swiss Structured Products Association SSPA, Zurich. Source: www.sspa-association.ch, Version 1.4, October 2013

This publication is produced in cooperation with Verlag Finanz und Wirtschaft AG, Scoach Schweiz AG and Derivative Partners. All rights to the design format are reserved by these parties. The SSPA Swiss Derivative Map© may not be reproduced or distributed, either in full or in part, in this format without the express permission in writing of the authors.
Additional copies of this publication can be requested free of charge at www.sspa-association.ch/map.

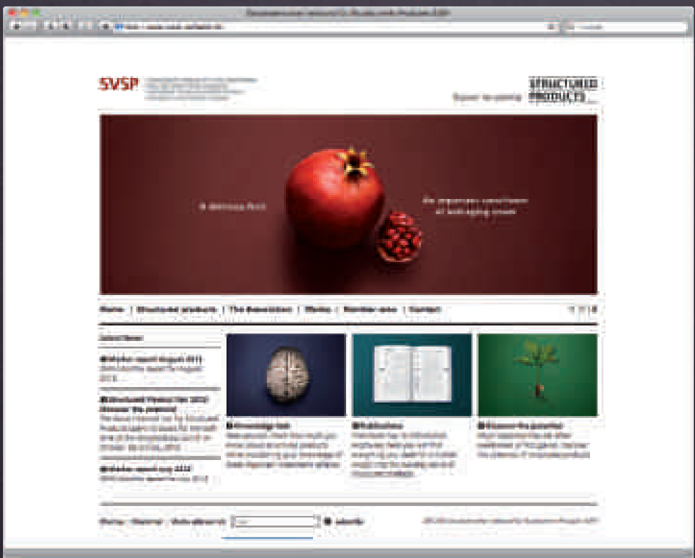
Six SSPA risk classes

The SSPA Risk Figure assesses a structured product's market risk based on the Value at Risk (VaR), which may change during a product's lifetime depending on the market. The Risk Figure helps investors calculate their portfolio value. Go to the SSPA website for more information as well as Risk Figures of products listed in Switzerland.

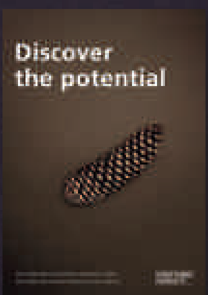
Risk Class / Risk Perception		Comparable to
1	low	Money Market, Deposits
2	moderate	Bonds
3	medium	Mixed Portfolio Bonds / Shares
4	increased	Blue Chips
5	high	Small / Mid Caps, Emerging Markets
6	very high	Options, Futures

More information – more knowledge

Go to **www.svsp-verband.ch** for more structured products information. Using our online test you can test your structured product knowledge and check in which categories your products are listed.

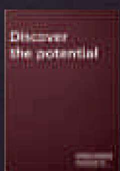


You can also order the Brochure, the Swiss Derivative Map in poster form, as well as the accompanying SSPA Compendium.
Feel free to visit our website!



Vademecum

SSPA Compendium – only available in German.



Leporello

DEFINITION

Additional features – Additional features help refine the Swiss Structured Products Association (SSPA) categorization model. One asterisk next to a structured product's product type number in the product index denotes a slight deviation from the respective product type. Go to the SSPA website www.svsp-verband.ch for more detailed information on additional features.

Barrier – Barriers denote a threshold of the price of the underlying. Outperforming or failing to reach the barrier changes the structured product's repayment conditions (payoff).

Bear/short – Bear or short investments are speculations on falling underlyings. Tracker certificates, for instance, can carry the suffix bear; mini-futures the suffix short.

Bull/long – Bull or long investments are speculations on rising underlyings. Tracker certificates, for instance, can carry the suffix bull; mini-futures the suffix long.

Cap – Caps are the upper limit of participation of a structured product in profits from the underlying.

Capital protection certificate – Issuers of capital protection certificates provide capital protection, i.e. assured payment of a specific amount, set by the issuer on issue and paid out on the date of repayment. Capital protection certificates have protection of at least 90% of the nominal.

Conditional capital protection – Conditional capital protection indicates that capital protection is linked to a condition which might be the non-occurrence of a credit event or that a barrier has not been breached.

COSI – Collateral Secured Instruments. A segment of structured products that minimizes issuer risk. Based on a product's market price and theoretical value, a security in the form of collateral is deposited on a SIX Swiss Exchange account at SIX SIS.

Credit event – This refers to the debtor's inability to repay a creditor's loan. One or more of the following events are classified as credit events: reference issuer insolvency; non-payment by reference issuer; potential early debt maturity; early debt maturity; non-recognition or postponement of payment obligation by the reference issuer; debt restructuring.

Income accruing – Examples of income accruing on underlyings are share dividends and bond interest payments.

Issuer risk – Legally, structured products are debt obligations subject to issuer risk, similar to e.g. bonds and fixed term deposits. As with other kinds of investment the principle of diversification and using different issuers applies. Monitoring issuer creditworthiness (using aids that can be found on the SSPA website, www.svsp-verband.ch) is also advised. Collateralized certificates, e.g. Collateral Secured Instruments, minimize issuer risk.

Leverage – Leverage is a dynamic indicator of an option's or a warrant's leverage effect. It shows the percentage increase in the price of a call (put) if the underlying's price increases (declines) by 1%. Leverage products have at least 200% leverage (leverage factor 2) on issue.

Nominal – The nominal is a structured product's nominal value. Repayment of the product refers to this amount.

Option – Options give buyers the right to accept or refuse a time-limited contract offer. The contract offer states the underlying, the term and the strike. There are call options and put options. Buyers speculating on rising underlying price exercise a call option, or right to buy. Put options, or the right to sell, refer to speculations on a price drop of the underlying. Options are an important component of structured products.

Payoff diagram – Payoff diagrams are graphics of a financial instrument's repayment structure on maturity. Those on the SSPA's Swiss Derivative Map show a product type's typical repayment mechanism on maturity. For clarity's sake the list of investment products does not include products of the bear type.

Rebate – Payouts when a barrier has been breached are rebates, with the amounts expressed as a percentage of the nominal.

Reference issuer – The debtor in a reference loan.

Reference loan – This is the loan taken by the reference issuer and on which the reference issuer certificate is based. It defines the product's additional credit risk (see also Credit event).

Strike – An option's strike refers to the investor's buying price (call option) or selling price (put option) of the underlying. For participation and yield enhancement products strike defines the reference price of the underlyings of the structured product concerned. Barriers, bonus levels and cap levels are based on the reference price.

Structured products – Structured financial products are instruments that combine, for instance, bonds or shares with derivatives, usually options, securitized in a stand-alone commercial paper. The repayment value of structured products depends, among other things, on movements of one or more underlying assets, and/or on the non-occurrence of a credit event on the part of the respective reference issuer.

Underlying – The asset on which a structured product is based. Examples are stocks, indexes, currencies, commodities, interest rates, bonds, etc.

Volatility – Shows an underlying's range of fluctuation.

Worst-of – If a worst-of scenario is being triggered the redemption amount or physical delivery will be defined by the underlying with the worst performance/price development at expiration.

Barclays Capital · BCV · Commerzbank · Credit Suisse · x-markets Deutsche Bank · payoff.ch derivativepartners · Global Financial Products · Goldman Sachs · Julius Bär · Leonteq · Notenstein · Pictet | Angst · RBC Capital Markets · RBS The Royal Bank of Scotland · scoach · Societe Generale Corporate & Investment Banking · UBS · Vontobel · Zürcher Kantonalbank