



## INFORMATION ABOUT ALL COSTS AND CHARGES ON INVESTMENT PRODUCTS, EXAMPLES OF THEIR CALCULATION

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## 1. BROKERAGE SERVICES

### 1.1 PURCHASE OF SHARES, ETF BY PLACING AN ORDER WITH THE BROKERAGE DEPARTMENT

**Example No. 1**

- The Customer intends to buy 10,000 shares/ETF,
- the current share price is EUR 43.70.

The Customer's **transaction value** is:

$10,000 * 43.70 = \text{EUR } 437,000$  (cost of shares/ETF at the current price)

Costs of transactions in FIs	EUR	Commission fees and conditions of transactions in FIs
For the conclusion of the transaction	1,529.50	0.35% of transaction value, min. EUR, USD, GBP 50 (depending on the transaction currency)
Share custody fee	91.04	0.25% per annum, min. 25 EUR/month
<b>Total planned costs and charges</b>	<b>1,620.54</b>	

The total costs of the Customer **when buying FIs** are  $437,000 + 1,620.54 = \text{EUR } 438,620.54$

Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	437,000.00
Percentage of commission fees of a transaction value	0.37 %
<b>The total costs of the Customer when buying FIs</b>	<b>438,620.54</b>
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is EUR 1,620.54, i.e. 0.37% of the amount invested (EUR 437,000.00)

**Example No. 2**

- The Customer intends to buy 1,000 shares/ETF,
- the current share price is USD 11.00,
- the EUR/USD rate on the settlement day 1.15

The Customer's **transaction value** is:

$1,000 * 11.00 = \text{USD } 11,000$  (cost of shares/ETF at the current price)

Costs of transactions in FIs	EUR	USD	Commission fees and conditions of transactions in FIs
For the conclusion of the transaction	38.50/ 1.15= 33.48	(38.50) <b>50 will be withheld</b>	0.35% of transaction value, min. EUR, USD, GBP 50 (depending on the transaction currency)
Share custody fee	25	$25 \times 1.15 = \textbf{28.75}$	0.25% per annum, min. 25 EUR/month
Commission fee for currency exchange	0	0	
<b>Total planned costs and charges</b>		<b>78.75</b>	



The total costs of the Customer **when buying FIs** are  $11,000 + 78.75 = \text{USD } 11,078.75$

**Charges related to the custody of shares/ETF** at this price per month:  $11,000 * 0.25\% / 12 = \text{USD } 2.29 * 1.15 = \text{EUR } 2.63 < \text{EUR } 25$ . When the charges related to the custody of FIs are lower than the minimum commission, the minimum commission fee is applied to the final commission which in this case will be **EUR 25/USD 28.75**.

#### Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	11,000.00
Percentage of commission fees of a transaction value	0.72 %
The total costs of the Customer <b><u>when buying FIs</u></b>	11,078.75
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 78.75, i.e. 0.72 % of the amount invested (11,000.00)

## 1.2 PURCHASE OF SHARES, ETF BY EXECUTING AN ORDER ON THE BIB TRADER PLATFORM

#### Example:

- The Customer intends to buy 10,000 shares/ETF traded on the German Market,
- The current share price is EUR 43.70.

The Customer's **transaction value** is:

$10,000 * 43.70 = \text{EUR } 437,000$  (cost of shares/ETF at the current price)

<b>Costs of transactions in FIs</b>	<b>EUR</b>	<b>Commission fees and conditions of transactions in FIs</b>
Commission fee for the online quoted data flow		It is applied individually depending on the customer type (natural person/legal entity) and selected markets
For the conclusion of the transaction	874.00	0.20% of transaction value, min. EUR 40
Commission fee for the use of a voice order or order by fax or via Internet Banking	43, 47 (exchange rate 1.15)	USD 50
Share custody fee	91.04	0.25% per annum, min. 25 EUR/month
Monthly fee for the use of the platform	100	
<b>Total planned costs and charges</b>	<b>1,108.51</b>	

The total costs of the Customer **when buying FIs** are  $437,000 + 1,108.51 = \text{EUR } 438,108.51$

**Charges related to the custody of shares/ETF at this price per month**:  $437,000 * 0.25\% / 12 = \text{EUR } 91.04$

#### Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	437,000.00
Percentage of commission fees of a transaction value	0.25 %
The total costs of the Customer <b><u>when buying FIs</u></b>	438,105.51



Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 1,108.51, i.e. 0.25 % of the amount invested (437,000.00)
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### 1.3 PURCHASE OF BONDS BY PLACING AN ORDER WITH THE BROKERAGE DEPARTMENT

#### Example No. 1

- The Customer intends to buy bonds at par EUR 100,000,
- the current bonds price is 96.125%,
- the accumulated coupon yield for the current day is EUR 347

The Customer's **transaction value** is:

$$100,000 * 96.125\% + 347 = \text{EUR } 96,125 + \text{EUR } 347 = \text{EUR } 96,472$$

Costs of transactions in FIs	EUR	Commission fees and conditions of transactions in FIs
For the conclusion of the transaction	<b>144.70</b>	0.15% of transaction value, min. EUR 100
Bonds custody fee	20.83 < <b>25.00</b>	0.25% per annum, min. 25 EUR/month
Possible commissions of intermediaries (exchanges, foreign regulators of the financial instrument market, associations, societies of participants in the regulated market, etc.), mandatory payments		Information on the amount of the commission will be received after the conclusion of the transaction
<b>Total planned costs and charges</b>	<b>169.70</b>	

The total costs of the Customer **when buying FIs** are  $96,472 + 169.70 = \text{EUR } 96,641.70$

**Charges related to the custody of bonds** per month:  $100,000 * 0.25\% / 12 = \text{EUR } 20.83 < \text{EUR } 25$

#### Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	96,472.00
Percentage of commission fees of a transaction value	0.18 %
<b>The total costs of the Customer when buying FIs</b>	<b>96,641.70</b>
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 169.70, i.e. 0.18 % of the amount invested (96,472.00)

#### Example No. 2

- The Customer intends to buy bonds at par USD 200,000,
- The current bonds price is 103.5%,
- The accumulated coupon yield for the current day is USD 2,356
- The EUR/USD rate on the settlement day is 1.15

The Customer's **transaction value** is:

$$200,000 * 103.5\% + 2,356 = \text{USD } 207,000.00 + \text{USD } 2,356.00 = \text{USD } 209,356.00$$



<b>Costs of transactions in FIs</b>	EUR	USD	<b>Commission fees and conditions of transactions in FIs</b>
For the conclusion of the transaction		<b>314.03</b>	0.15% of transaction value, min. EUR 100
Bonds custody fee		43.13	0.25% per annum, min. 25 EUR/month
Commission fee for currency exchange		0	
<b>Total planned costs and charges</b>		<b>357.16</b>	

The total costs of the Customer when buying FIs are 209,356.00 + 357.16 = USD 209,713.16

Charges related to the custody of bonds per month:  $207,000 * 0.25\% / 12 = \text{USD } 43.13$

#### Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	209,356.00
Percentage of commission fees of a transaction value	0.17 %
<b>The total costs of the Customer <u>when buying FIs</u></b>	<b>209,713.16</b>
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 357.16, i.e. 0.17 % of the amount invested (209,356.00)

## 1.4 PURCHASE OF INVESTMENT FUND SHARES BY PLACING AN ORDER WITH THE BROKERAGE DEPARTMENT

#### Example:

- The Customer intends to buy 10,000 shares of the balanced investment fund,
- The current price of the investment fund is EUR 10.70.

The Customer's transaction value is:

$10,000 * 10.70 = \text{EUR } 107,000$

<b>Costs and charges</b>	EUR	<b>Commission fees and conditions of transactions in FIs</b>
For the conclusion of the transaction	<b>1,605.00</b>	1.5% of transaction value, min. EUR 100
Fund share custody fee	22.29 < 25	0.25% per annum, min. 25 EUR/month
<b>Total planned costs and charges</b>	<b>1,630.00</b>	

The total costs of the Customer when buying FIs are 107,000 + 1,630.00 = EUR 108,630.00

Charges related to the custody of investment fund shares per month:  $107,000 * 0.25\% / 12 = \text{EUR } 22.29$ , EUR 25 will be withheld.

Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	107,000.00
Percentage of commission fees of a transaction value	1.52 %
The total costs of the Customer <b>when buying FIs</b>	108,630.00
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 1,630, i.e. 1.52 % of the amount invested (107,000.00)

## 1.5 PURCHASE OF CFDS BY PLACING AN ORDER VIA THE BIB TRADER PLATFORM

Example:

- The Customer intends to buy 10,000 CFDs,
- The current price of a CFD is USD 43.70.

The Customer's **transaction value** is:

$10,000 * 43.70 = \text{USD } 437,000$  (value of a CFD at the current price)

<b>Costs of transactions in FIs</b>	<b>USD</b>	<b>Commission fees and conditions of transactions in FIs</b>
For the conclusion of the transaction	250.00	USD 0.025 per one contract, min. USD 50
CFD custody fee	No fee	
CFD financing fee	1,092.50 per month	3% per year, is automatically written off on the BIB Trader platform at the end of each month
<b>Total planned costs and charges</b>	<b>1,342.50</b>	

The total Customer's costs in the first month **when buying FIs** are  $437,000 + 1,342.50 = \text{USD } 438,342.50$

Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	437,000.00
Percentage of commission fees of a transaction value	0.31 %
The total costs of the Customer <b>when buying FIs</b>	438,342.50
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 1,342.50, i.e. 0.31 % of the amount invested (437,000.00)



## 1.6 PURCHASE OF FUTURES BY PLACING AN ORDER VIA THE BIB TRADER PLATFORM

**Example:**

- The Customer intends to buy 10 futures contracts,
- The current price of one futures contract is USD 7,500.

The Customer's **transaction value** is:

$10 * 7,500 = \text{USD } 75,000$  (value of futures contracts at the current price)

Costs of transactions in Fls	USD	Commission fees and conditions of transactions in Fls
For the conclusion of the transaction	150	USD 15 per one contract, min. USD 50
Futures contracts custody fee	No fee	
<b>Total planned costs</b> and charges	<b>150.00</b>	

The total Customer's costs in the first month **when buying Fls** are  $75,000 + 150 = \text{USD } 75,150.00$

**Cumulative impact of costs and charges on investment returns**

Costs of the Customer if the charges in connection with the investment service were zero	75,000.00
Percentage of commission fees of a transaction value	0.2 %
The total costs of the Customer <b>when buying Fls</b>	75,150.00
Cumulative impact of the Customer's costs in connection with the purchase of Fls in a Fl transaction	The reduction in profit is USD 150, i.e. 0.2 % of the amount invested (USD 75,000)

## 1.7 CONCLUSION OF A REPO TRANSACTION

**Example:**

- The Customer intends to conclude a REPO transaction
- The Customer intends to pledge bonds with a par value of EUR 500,000 the current price of which on the market is 99.50%
- The Bank's REPO rate for such a transaction is 5.5%
- The Bank's funding for such a transaction is 70%
- REPO period: four weeks

Calculation of a REPO transaction:

$500,000 * 99.50 \% = 497,500$  (market bonds price in euro)

$497,500 * 0.7 = 348,250$  (loan amount issued by the Bank in euro)

$348,250 * 5.5\% / 360 * 28 = 1,489.74$  (Customer's interest payment for the transaction at the end of the period in euro)

Costs of transactions in Fls	EUR	Commission fees and conditions of transactions in Fls
For the conclusion of the transaction	50	EUR 50 per each new REPO transaction
Interest rate for financing	1,489.74	Loan interest rate 5.5 %
Signing of a REPO contract	400	One-time payment for the execution of REPO documents EUR 400
<b>Total planned costs and charges</b>	<b>1,939.74</b>	



The total Customer's costs when concluding a REPO transaction for the first time are  $50 + 1,489.74 + 400 = \text{EUR } 1,939.74$

The total Customer's costs when concluding a REPO transaction repeatedly are  $50 + 1,489.74 = \text{EUR } 1,539.74$

The total Customer's costs when extending a REPO transaction are **EUR 1,489.74**

## 1.8 TRANSACTIONS IN THE FOREX EXCHANGE MARKET

### Example:

- The Customer intends to buy EUR 500,000 for USD
- The current exchange rate is 1.15

The Customer's **transaction value** is:

$$500,000 * 1.15 = \text{USD } 575,000$$

Costs of transactions in FIs	USD	Commission fees and conditions of transactions in FIs
For the conclusion of the transaction	10.00	Up to USD 1,000,000 USD 10 per transaction are withheld, over USD 1,000,000 – there is no commission fee
Currency position holding fee	No fee	
<b>Total planned charges</b>	<b>10.00</b>	

### Cumulative impact of costs and charges on investment returns

Costs of the Customer if the charges in connection with the investment service were zero	USD 575,000
Percentage of commission fees of a transaction value	0.00002 %
<b>The total costs of the Customer when buying FIs</b>	<b>USD 575,010</b>
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction.	The reduction in profit is USD 10, i.e. 0.00002% of the amount invested (575,000)

## 2 DEALING SERVICES

### 2.1 FOREIGN EXCHANGE (NOT USING THE TRADING PLATFORM)

### Example:

The Customer concludes a foreign exchange transaction using own funds

- Currency pair EUR/USD,
- The amount of the contract is USD 100,000,
- Risk level: moderate
- Starting date of investment: 25.05.2018
- The end date of investment: 25.05.2018

### Calculation of the exchange rate offered to the Customer:

Rate = 1.1726 (spot rate 1.1706 (25.05.18) and bank interest, for instance, 20 basis points).

*Bank interest depends on the currency pair, transaction amount, market situation/volatility.*



### Description of the transaction:

For instance, the Customer produces textiles and exports them to the USA. On 25.05.2018, the Customer receives money for export – USD 100,000. The Customer needs to receive income in a different currency, for instance, in EUR. On 25.05.2018, the Customer enters into a contract with the Bank. The amount of the contract is USD 100,000.

The Bank offers to the Client a currency exchange rate with a settlement date 25.05.2018 selling USD 100,000 and buying EUR at the exchange rate  $1.1726 = 100,000 / 1.1726 = \text{EUR } 85,280.57$

Charges and costs of the Customer related to the transaction are = EUR 85,280.57 (USD 100,000 / 1.1726) - EUR 85,426.28 (USD 100,000 / 1.1706) = **EUR -145.71**

### **Investment services-related charges and costs:**

<b>Costs and charges</b>	<b>EUR</b>	<b>%</b>
Related to investment services	<b>0</b>	<b>0</b>
Related to financial instruments in the given example	EUR 145.71	0.17%
<b>Total planned costs and charges in the given example *</b>	<b>EUR 145.71</b>	<b>0.17%</b>

\* The total costs and fees can be affected by the characteristics of each transaction as well as the volume of transactions, market conditions, currency fluctuations, terms of transactions and other factors. Consequently, the completeness and accuracy of the information given in the example cannot be guaranteed.

The Customer needs to open a current account and a security deposit account with JSC Baltic International Bank.

If a currency transaction is concluded with a value date tomorrow or the day after tomorrow, but up to 3 days, on the day of conclusion of the transaction the Customer is obliged to transfer to the security deposit account a money amount of **at least 2.00% of the open currency position**. To get more detailed information, the Customer needs to contact his or her personal banker.

## 2.2 FOREIGN EXCHANGE SWAP

### Example:

The Customer concludes a SWAP transaction:

- Currency pair EUR / USD,
- The amount of investment is EUR 100,000,
- Level of risk: high
- The planned investment period: 6 months
- Starting date of investment: 25.05.2018
- End date of investment: 25.11.2018

<b>Costs and charges</b>	<b>EUR</b>	<b>%</b>
Related to investment services	<b>0</b>	<b>0</b>
Related to financial instruments in the given example	USD 1,740	1.74%
<b>Total planned costs and charges in the given example *</b>	<b>USD 1,740</b>	<b>1.74%</b>

\*The total costs and fees can be affected by the characteristics of each transaction as well as the volume of transactions, market conditions, currency fluctuations, terms of transactions and other factors. Consequently, the completeness and accuracy of the information given in the example cannot be guaranteed.



### ***Costs and charges related to investment services***

If a currency transaction **with a value date of more than one day** is concluded, on the day of conclusion of the transaction the Customer is obliged to transfer to the security deposit account a money amount of at least **2.00%** of the open currency position which in this example is **EUR 2,000.00**.

The Bank's requirements for security deposits will be agreed in a separate contract between the Bank and the Customer. This amount will change daily if the currency of the security deposit is, for instance, USD. The Customer will not be able to use it in his or her business until the end of the transaction execution period.

#### **Calculation of the exchange rate** offered to the Customer:

25.05.2018 market spot rate 1.1706

25.11.2018 market spot rate 1.1706 + forward points 0.0174 = total price 1.1880

#### **Description of the transaction**

**Customer profile: a speculator** who wants to keep his or her open currency position. The Customer predicts that in six months the exchange rate will be 1.2000 EUR/USD

The Customer's currency position

- buys EUR 100,000, sells USD 117,000, the exchange rate is 1.1700 EUR/USD  
On 25.05.2018, the Customer concludes two transactions with the Bank ("the SWAP transaction").
- 1<sup>st</sup> transaction – sells EUR 100,000, buys USD 117,060 (now the rate is 1.1706); settlement day 25.05.2018.
- 2<sup>nd</sup> transaction – buys EUR 100,000 \* 1.1880 (forward exchange rate) = sells USD 118,800; settlement day 25.11.2018.

Costs and charges related to the SWAP transaction are = USD 117,060 - USD 118,800 = **USD -1740**

On the settlement day, i.e. on 25.11.2018, the market exchange rate is 1.2000 USD/EUR.

On 25.11.2018, the Customer sells EUR 100,000 \* 1.2000 (market exchange rate) = buys USD 120,000

#### **1<sup>st</sup> scenario:**

If the Customer made a transaction on 25.05.2018 and closed the currency position on the same day:

- on 25.05.2018, sells USD 117,000, buys EUR, exchange rate 1.1700 = 117,000 / 1.17 = **EUR 100,000**
- on 25.05.2018, sells EUR 100,000, buys USD, exchange rate 1.1706 = 100,000.00 \* 1.1706 = **USD 117,060**

**The Customer's profit** would be = 117,060 – 117,000 = **USD 60**

#### **2<sup>nd</sup> scenario:**

If the Customer concludes a SWAP transaction:

- on 25.05.2018, sells USD 117,000, buys EUR, exchange rate 1.1700 = 117,000 / 1.17 = **EUR 100,000**
- on 25.05.2018, sells EUR 100 000, buys USD, exchange rate 1.1706 = 100,000.00 \* 1.1706 = **USD 117,060**
- on 25.05.2018 (**execution date 25.11.2018**), sells EUR 100 000, buys USD, exchange rate 1.1880 = 100,000 \* 1.1880 = **USD 118,800**
- on 25.11.2018, sells EUR 100,000, buys USD, exchange rate 1.2000 = EUR 100,000 \* 1.20 = **USD 120,000**



**The Customer's profit** resulting from the use of the SWAP service:

$$-117,000 + 117,060 - 118,800 + 120,000 = \text{USD } 1,260$$

Transaction date	Transaction stage	Currency position	Exchange rate	Settlement date
25.05.2018	open currency position	+ EUR 100,000, - USD 117,000	1.1700	25.05.2018
25.05.2018	SWAP	- EUR 100,000, + USD 117,060	1.1706	25.05.2018
25.05.2018	SWAP	+ EUR 100,000, - USD 118,800	1.1880	25.11.2018
25.11.2018	closed currency position	- EUR 100,000, + USD 120,000	1.2000	25.11.2018

In both scenarios, the Customer gets profit.

Thus, the Customer may extend an open currency position depending on the forecast of the exchange rate movements. The Customer may extend an open currency position both by means of a one-day interchange transaction and by means of a transaction for a period of up to six months.

### 2.3 FOREIGN EXCHANGE FORWARD

**Example:**

The Customer concludes a FORWARD (FWD) transaction:

- Currency pair EUR/USD,
- The amount of investment is USD 100,000,
- Level of risk: high
- Planned investment period: 6 months
- Starting date of investment: 25.05.2018
- End date of investment: 25.11.2018

**Costs and charges related to investment services:**

Costs and charges	EUR	%
Related to investment services	0	0
Related to financial instruments in the given example	EUR 1,251.20	1.47%
<b>Total planned costs and charges in the given example *</b>	<b>EUR 1,251.20</b>	<b>1.47%</b>

\*The total costs and fees can be affected by the characteristics of each transaction as well as the volume of transactions, market conditions, currency fluctuations, terms of transactions and other factors. Consequently, the completeness and accuracy of the information given in the example cannot be guaranteed.

If a currency transaction **with a value date of more than one day** is concluded, on the day of conclusion of the transaction the Customer is obliged to transfer to the security deposit account a money amount of at least **2.00%** of the open currency position which in this example is **USD 2,000.00**.

The Bank's requirements for security deposits will be agreed in a separate contract between the Bank and the Customer. This amount will change daily if the currency of the security deposit is, for instance,



USD. The Customer will not be able to use it in his or her business until the end of the transaction execution period.

**Calculation of the exchange rate** offered to the Customer:

Market spot rate 1.1706 (25.05.2018) + forward points 0.0174 = total price 1.1880 (25.11.2018)

Description of the transaction:

1) For instance, the Customer produces textiles and exports them to the USA. On 25.05.2018, the company enters into the contract for export but the settlements are planned in six months, i.e. on 25.11.2018. The Customer should receive income for the goods in six months. On 25.05.2018, the company also enters into the contract with the Bank. The amount of the contract is USD 100,000.

- if the Customer made a transaction on 25.05.2018, selling USD 100,000, buying EUR, exchange rate  $1.1706 = 100,000 / 1.1706 = \text{EUR } 85,426.28$
- the Bank offers to the Client a deal: Forward exchange rate with the settlement date 25.11.2018, selling USD 100,000, buying EUR, exchange rate  $1.1880 = 100,000 / 1.1880 = \text{EUR } 84,175.08$

The costs and charges associated with the forward transaction are EUR 84,175.08 - EUR 85,426.28 = **-EUR 1,251.20**

**The Customer's profit** resulting from the use of the FWD service:

Assuming that on 25.11.2018 the real market EUR/USD exchange rate is 1.2000, selling USD 100,000, buying EUR,  $USD 100,000.00 / 1.20 = \text{EUR } 83,333.33$

If the Customer has not made a Forward transaction, the company's losses are:

$\text{EUR } 85,426.28 - \text{EUR } 83,333.33 = \text{EUR } 2,092.95$

If the Customer has concluded a Forward transaction, the company's losses are:

$\text{EUR } 84,175.08 - \text{EUR } 83,333.33 = \text{EUR } 841.75$ . But in this case, the amount of the losses is fixed.

On 25.05.2018, the security deposit is EUR 1,708.53 and till 25.11.18 also makes EUR 1,708.53. The security deposit amount is frozen during the entire period of the transaction and is returned to the Customer's account on the final date of the investment.

- 1) For instance, the Customer is a speculator.

The Customer predicts that in six months the exchange rate will be 1.2000 USD/EUR, but on 25.05.2018 the market rate is 1.1706. The Customer enters into a contract with the Bank on 25.05.2018 at the exchange rate of 1.1880 USD/EUR and the settlement date 25.11.2018.

$\text{USD } 100,000 / 1.1880 = \text{EUR } 84,175.08$

On 25.11.2018, the rate is equal to 1.2000 USD/EUR.

If the Customer made a transaction on 25.05.2018, there were a currency position, and the Customer waited for the rate of 1.2000 EUR/USD ( $\text{USD } 100,000 / 1.1706 = \text{EUR } 85,426.28$ ) and immediately purchased USD, the **Customer's profit** would be  $(\text{EUR } 85,426.28 * 1.20) - \text{USD } 100,000 = \text{USD } 2,511.54$

If the Customer concludes a Forward transaction, the Customer gets EUR 84,175.08 (Forward deal) and immediately buys USD at the market rate of 1.2000 EUR/USD

$\text{EUR } 84,175.08 * 1.20 = \text{USD } 101,010.10$

The **Customer's profit** is  $101,010.10 - \text{USD } 100,000 = \text{USD } 1,010.10$

The Client gets profit or loss.



### 3 INDIVIDUAL ASSET MANAGEMENT SERVICES

#### 3.1 CONSERVATIVE INVESTMENT PORTFOLIO

Amount of investment - EUR 200,000

Level of risk – low

Planned investment period – 2 years

	Asset allocation	Asset type and proportion	Approximate amount, EUR	Transaction charges (%)	Transaction charges, EUR
<b>Share funds 0%</b>	USA	0%	0	0,20%, min.50 EUR	0
	Developed markets	0%	0		0
	Emerging markets	0%	0		0
<b>Bond funds 100%</b>	Investment grade	95%	190 000	380	380
	High yield	5 %	10 000		20<50, 50 is applicable
<b>Total:</b>					430

Expense type		%	EUR
Related to investment services	Management fee (per year)	1,00	2 000
	Custody fee (per year)	0,18	360
	Transaction charges	0,20	430
<b>Total planned costs and charges</b>			<b>2 790</b>

#### Cumulative impact of costs and charges on investment returns

	Investment period	
	1 year	2 years
Costs of the Customer if the charges in connection with the investment service were zero	200 000, 00	200 000, 00
Percentage of commission fees of a transaction value	1, 395 %	2, 575 %
The total costs of the Customer when buying FIs	202 790,00	205 150,00
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 2,790.00, i.e. 1,395 % of the amount invested (200,000)	The reduction in profit is 5,150,00, i.e. 2,575 % of the amount invested (200,000)



### 3.2 CONSERVATIVE+ INVESTMENT PORTFOLIO

Amount of investment - EUR 200,000

Level of risk – low

Planned investment period – 3 years

	<b>Asset allocation</b>	<b>Asset type and proportion</b>	<b>Approximate amount, EUR</b>	<b>Transaction charges (%)</b>	<b>Transaction charges, EUR</b>
<b>Share funds 25%</b>	USA	15,25%	30 500	0,20%, min.50 EUR	61
	Developed markets	9%	18 000		36<50, 50 is applicable
	Emerging markets	0,75%	1 500		3<50, 50 is applicable
<b>Bond funds 75%</b>	Investment grade	71,25 %	142 500		285
	High yield	3,75 %	7 500		15<50, 50 is applicable
<b>Total:</b>					496

<b>Expense type</b>		<b>%</b>	<b>EUR</b>
Related to investment services	Management fee (per year)	1,00	2 000
	Custody fee (per year)	0,18	360
	Transaction charges	0,20	496
<b>Total planned costs and charges</b>			<b>2 856</b>

#### Cumulative impact of costs and charges on investment returns

	<b>Investment period</b>	
	<b>1 year</b>	<b>3 years</b>
Costs of the Customer if the charges in connection with the investment service were zero	200 000, 00	200 000, 00
Percentage of commission fees of a transaction value	1, 428%	3, 788%
The total costs of the Customer when buying FIs	202 856,00	207 576,00
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 2,856.00, i.e. 1,428 % of the amount invested (200,000)	The reduction in profit is 7,576,00, i.e. 3,788 % of the amount invested (200,000)



### 3.3 BALANCED INVESTMENT PORTFOLIO

Amount of investment – EUR 200,000

Level of risk – medium

Planned investment period – 5 years

	<b>Asset allocation</b>	<b>Asset type and proportion</b>	<b>Approximate amount, EUR</b>	<b>Transaction charges (%)</b>	<b>Transaction charges, EUR</b>
<b>Share funds 50%</b>	USA	30,5%	61 000	0,20, min.50 EUR	122
	Developed markets	18%	36 000		72
	Emerging markets	1,5%	3 000		6< 50, 50 is applicable
<b>Bond funds 50%</b>	Investment grade	47,5%	95 000		190
	High yield	2,5%	5 000		10< 50, 50 is applicable
<b>Total:</b>					<b>484</b>

<b>Expense type</b>		<b>%</b>	<b>EUR</b>
Related to investment services	Management fee (per year)	1,00	2 000
	Custody fee (per year)	0,18	360
	Transaction charges	0,20	484
<b>Total planned costs and charges</b>			<b>2 844</b>

#### Cumulative impact of costs and charges on investment returns

	<b>Investment period</b>	
	<b>1 year</b>	<b>5 years</b>
Costs of the Customer if the charges in connection with the investment service were zero	200 000, 00	200 000, 00
Percentage of commission fees of a transaction value	1, 422%	6,142%
The total costs of the Customer when buying FIs	202 844,00	212 284,00
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 2,844.00, i.e. 1,422 % of the amount invested (200,000)	The reduction in profit is 12,284.00, i.e. 6,142% of the amount invested (200,000)



### 3.4 BALANCED+ INVESTMENT PORTFOLIO

Amount of investment – EUR 200,000

Level of risk – medium

Planned investment period – 7 years

	<b>Asset allocation</b>	<b>Asset type and proportion</b>	<b>Approximate amount, EUR</b>	<b>Transaction charges (%)</b>	<b>Transaction charges, EUR</b>
<b>Share funds 75%</b>	USA	45,75%	91 500	0,2, min.50 EUR	183
	Developed markets	27%	54 000		108
	Emerging markets	2,25%	4 500		9< 50, 50 is applicable
<b>Bond funds 25%</b>	Investment grade	23,75%	47 500	95	95
	High yield	1,25%	2 500		5< 50, 50 is applicable
<b>Total:</b>					<b>486</b>

<b>Expense type</b>		<b>%</b>	<b>EUR</b>
Related to investment services	Management fee (per year)	1	2 000
	Custody fee (per year)	0,18	360
	Transaction charges	0,2	486
<b>Total planned costs and charges</b>			<b>2 846</b>

#### Cumulative impact of costs and charges on investment returns

	<b>Investment period</b>	
	<b>1 year</b>	<b>7 years</b>
Costs of the Customer if the charges in connection with the investment service were zero	200 000, 00	200 000, 00
Percentage of commission fees of a transaction value	1,423%	8,503%
The total costs of the Customer when buying FIs	202 846,00	217 006,00
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 2,846.00, i.e. 1,423 % of the amount invested (200,000)	The reduction in profit is 17,006,00, i.e. 8,503% of the amount invested (200,000)



### 3.5 AGGRESSIVE INVESTMENT PORTFOLIO

Amount of investment – EUR 200,000

Level of risk – high

Planned investment period – 10 years

	<b>Asset allocation</b>	<b>Asset type and proportion</b>	<b>Approximate amount, EUR</b>	<b>Transaction charges (%)</b>	<b>Transaction charges, EUR</b>
<b>Share funds 100%</b>	USA	51%	102 000	0,2, min.50 EUR	204
	Developed markets	46%	92 000		184
	Emerging markets	3%	6 000		12< 50, 50 is applicable
<b>Bond funds 0%</b>	Investment grade	0%	0		0
	High yield	0%	0		0
<b>Total:</b>					<b>438</b>

<b>Expense type</b>		<b>%</b>	<b>EUR</b>
Related to investment services	Management fee	1	2 000
	Custody fee	0,18	360
	Transaction charges	0,2	<b>438</b>
<b>Total planned costs and charges</b>			<b>2 798</b>

#### Cumulative impact of costs and charges on investment returns

	<b>Investment period</b>	
	<b>1 year</b>	<b>10 years</b>
Costs of the Customer if the charges in connection with the investment service were zero	200 000, 00	200 000, 00
Percentage of commission fees of a transaction value	1,399 %	10, 839 %
The total costs of the Customer when buying FIs	202 798,00	221 678,00
Cumulative impact of the Customer's costs in connection with the purchase of FIs in a FI transaction	The reduction in profit is 2,798.00, i.e. 1,399 % of the amount invested (200,000)	The reduction in profit is 21,678,00, i.e. 10,839% of the amount invested (200,000)