



Knock-Out Equity Linked Note (“ELN”)



The Knock-Out Equity Linked Note (the “Note”) offers an attractive yield in a range bound market. It will be early redeemed with a higher annualized yield if the underlying instrument (the “underlying”) closes at/above the Callable Price on any Observation Day. The potential yield enhancement compensates for the risk you assume if you were to take delivery of the underlying at maturity.

Main benefits at a glance

- Enhanced yield through discounted purchase price
- Outperformance in range bound equity markets
- The Knock-Out feature potentially shortens the Tenor of the Note
- The Knock-Out feature lets you lock in the profit as market rallies
- The earlier the Note is knocked-out, the higher is the annualized yield

Main risks at a glance

- Limited secondary market
- Potential delivery of the underlying
- Possible loss of all the invested capital in the worst case scenario

Product Description

The Knock-Out ELN is a structured product belonging to the “Optimization” category. It allows you to enjoy an attractive yield in the form of the Note’s discounted purchase price. Depending on the Issuer, it is referred to with different names, such as “Zero Coupon Knock-Out Bull ELN” or “Return-or-Equity Note with Trigger Event”.

The Knock-Out ELN is a variation of the Bull ELN. It is differentiated from the latter by having an additional “Knock-Out” feature. Such feature triggers an early redemption of the Note at par if the underlying reaches/ exceeds the Callable Price (usually set at a level above the initial price) on any Observation Day, thereby delivering a higher annualized yield. The Observation Day can be set at daily or any other intervals, and observations can be set at market close or intra day.

If the Note is not early redeemed, the Note will behave in the same way as a Bull ELN, i.e. its redemption at maturity will depend on whether the underlying closes at/above its conversion (Strike) price (typically set below the underlying’s initial price) at maturity.

There will be 3 possible redemption scenarios of a Knock-Out ELN:

- 1) If the underlying closes at/above the Callable Price on any Observation Day:
Early redemption at 100% of the Note’s Denomination.
- 2) If the underlying never closes at/above the Callable Price on any Observation Day, and
 - a. closes at/above the Conversion Price at maturity:
Redemption at 100% of the Note’s Denomination at maturity.
 - b. closes below the Conversion Price at maturity:
Physical delivery of the underlying:

$$\text{Number of shares} = \frac{\text{Note's Denomination}}{\text{Conversion Price}}$$

In a negative scenario, the investor is effectively buying the underlying at a discount to the initial price, but will suffer an unrealized loss.

This is a structured product which involves derivatives. Do not invest in this product unless you fully understand and are willing to assume the associated risks. If you are in any doubt about the risks involved in the product, you may clarify with the intermediary or seek independent professional advice.

Investment Rationale

If you:

- believe the underlying will be range bound, and wish to reap your profit as soon as the underlying rallies to the Callable Price; and
- do not mind buying the underlying at a discount to the initial price and hold it for the longer term in case your view does not materialize.

This Note can be an alternative to a direct equity investment. It offers enhanced potential return and the opportunity to “target buy” the underlying at your desired target purchase price, while the downside risk will not be higher than a direct investment in the underlying (provided the Issuer does not default).

Flexibility in Structuring a Knock-Out ELN

Knock-Out ELNs can be structured with high flexibility. For example, some may provide for cash settlement instead of share delivery if the Note is not early redeemed and the underlying closes below the Conversion Price at maturity. Furthermore, instead of a single underlying, they can be linked to the laggard of an underlying basket to strive for greater yield enhancement. Besides, some may add in a conditional protection feature, which offers conditional protection at maturity provided the underlying(s) never touch/breach the respective barrier(s) (set at a buffer below the initial price) during the Tenor.

It is therefore important to read carefully the individual term sheet to ascertain the specific features of each Note.

Example of a Knock-Out ELN (only for illustration purposes)

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| Currency | HKD |
| Underlying | Stock A |
| Tenor | 30 days |
| Initial price of Stock A | HKD100 |
| Conversion Price | HKD80 |
| Callable Price | HK105 |
| Denomination | HKD1,000,000 |
| Purchase Price of the Note | HKD990,000 (99% of Denomination) |
| Observation Day | Daily close observation starting from the Note's Issue Date |
| Early Redemption | If the underlying closes at/above the Callable Price on any Observation Day, the Note will be early redeemed at par after such event |
| Redemption at Maturity (if not early redeemed) | a) If the underlying closes at/above the Conversion Price at maturity: → 100% of Denomination b) If the underlying closes below the Conversion Price at maturity: → Physical delivery of Stock A at the Conversion Price |

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Scenario Analysis

A) Early Redemption scenario:

Stock A closes at/above the Callable Price on the 8th day:

Early redemption at par on the 10th day after the Issue Date:

→ Annualized yield: $\frac{100 - 99}{99} \times \frac{365}{10} = 36.87\%$ p.a.

B) Positive scenario:

Stock A never closes at/above the Callable Price during the Tenor, and closes at/above the Conversion Price at maturity:

Redemption at par upon maturity:

→ Annualized yield: $\frac{100 - 99}{99} \times \frac{365}{30} = 12.29\%$ p.a.

C) Negative scenario:

Stock A never closes at/above the Callable Price during the Tenor, and closes at HKD70 at maturity:

→ Physical delivery of Stock A:

No. of shares delivered: $\frac{1,000,000}{80} = 12,500$ shares

These shares are worth HKD875,000 based on the prevailing market value of HKD70 per share. Thus your unrealized loss will be HKD115,000 or 11.62% of your investment.

Table 1 – Payoff scenario if Early Redemption occurs

| No. of days from Issue Date to Early Redemption Settlement Date | Return | Annualized Yield (p.a.) |
|---|--------------------------|-------------------------|
| 5 | $(100 - 99)/99 = 1.01\%$ | 73.73% |
| 10 | $(100 - 99)/99 = 1.01\%$ | 36.87% |
| 15 | $(100 - 99)/99 = 1.01\%$ | 24.58% |
| 20 | $(100 - 99)/99 = 1.01\%$ | 18.43% |
| 25 | $(100 - 99)/99 = 1.01\%$ | 14.75% |

Table 2 – Payoff scenario at maturity if Early Redemption has not occurred

| Closing price of Stock A at maturity (% of initial price) | Return | Annualized Yield (p.a.) |
|---|----------|-------------------------|
| 80% or above | 1.01% | 12.29% |
| 75% | -5.30%* | N/A |
| 70% | -11.62%* | N/A |
| 65% | -17.93%* | N/A |
| 60% | -24.24%* | N/A |

* Physical delivery of shares of Stock A

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Suitability

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| Market View | <p>You expect the underlying to be range bound during the Note's Tenor. In any case you believe it will not fall below the Conversion Price at maturity.</p> <p>You would like to reap your profit as soon as the underlying rallies to the Callable Price.</p> <p>You are willing to take on some risk in exchange for the opportunity to earn enhanced returns.</p> <p>You expect a stable credit quality of the Issuer and do not expect it to default.</p> |
| Investment Horizon | <p>You have an investment horizon that is commensurate with the Tenor of the specific Note in which you are investing.</p> <p>You are willing to accept early redemption of the Note at par since that would give you a higher annualized yield when compared to holding to maturity.</p> |
| Risk Tolerance | <p>You are an experienced investor familiar with derivative products and the market of the underlying.</p> <p>You are willing to make an investment that is exposed to the full downside risk of the underlying.</p> <p>You do not require pre-determined, regular coupon income.</p> <p>You are aware that the Notes are subject to capital risk and the Notes may be redeemed by physical delivery of the underlying, which may be worth substantially less than the principal of the Notes or zero.</p> <p>Only for Professional Investors in Hong Kong or Accredited Investors in Singapore.</p> |

Risks

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| Product Specific Risks | <p>The Note's upside potential is limited and it is likely to underperform the underlying if the underlying rallies.</p> <p>You are exposed to the full downside risk of the underlying, and in the worst case scenario, you may lose most or all of your capital.</p> <p>The Note is subject to capital risk and may be redeemed by delivery of the underlying, which may be worth substantially less than your initial investment or zero.</p> |
| Credit Risk | <p>Valuation: Should the credit rating of the Issuer deteriorate over the life of the investment, the product's value may be affected.</p> <p>Default: You are fully exposed to the credit default risk of the Issuer. You may lose all your investment and any return you may have otherwise earned if the Issuer defaults.</p> |
| Liquidity | <p>The Issuer intends, but is not obliged, to provide a daily off-exchange secondary market under normal market conditions.</p> <p>By selling in the secondary market you may receive less than the capital invested.</p> |
| Market Risk | <p>Before maturity, the value of the product will be influenced not only by the level of the underlying, but also by other factors such as interest rates, volatilities, time to maturity and correlation (if applicable).</p> <p>Therefore, the product may trade considerably below 100% during its lifetime even if the underlying has remained above the Conversion Price. You should be prepared to hold the product for the entire investment period.</p> |

Tax Treatment

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Contact

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Further Information

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Risk associated with discontinuation of benchmark rates

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| UBS AG | UBS AG |
| Singapore Branch | Hong Kong Branch |
| UEN S98FC5560C | Two International Finance |
| 9 Penang Road | Centre 52/F, 8 Finance Street |
| Singapore 238459 | Central, Hong Kong |
| Tel : +65-64958000 | Tel : +852-2971 8888 |

