Commerzbank
Developed Markets Low Hurdle Autocall November 2017
Factsheet



INVESTMENT DESCRIPTION

A 6 year investment linked to the performance of the Swiss, Swedish, Australian and Canadian indices.

If on any semi-annual early observation date, starting at 12 months, all of the underlyings are at or above their initial levels, the investment will autocall. Initial capital plus the coupon for each semi-annual period which has elapsed is paid and the investment will end.

If the investment does not autocall early then at the final observation date, if all underlyings are at or above 85% of their initial levels, full capital is returned and half of the accumulated coupons are paid (Low Hurdle). If any underlying is below 85% but all are above 60% then full capital is returned.

If any underlying is below 60% of its original level at maturity, capital return will be reduced on a 1-for-1 basis. For example if the worst performing underlying has fallen to 40% of its original level, 40% of the capital will be returned and no coupon is paid.

BENEFITS

- Autocall feature potentially shortens the investment term and is triggered by minimal market growth
- The Low Hurdle feature gives an increased chance of gains at full term
- Early maturity provides an opportunity to re-assess client's wealth strategy
- Minimal market growth needed to deliver enhanced returns
- Daily pricing

RISKS

- The return is limited to the pre-defined investment terms
- The coupon payment is conditional upon the underlying performance
- There is a risk to capital should one of the underlyings breach the capital protection barrier on its Final Observation Date or in the event of an issuer default.
- Should investors need to sell their investment before maturity, the trading price will likely mean they get back less than they invested.

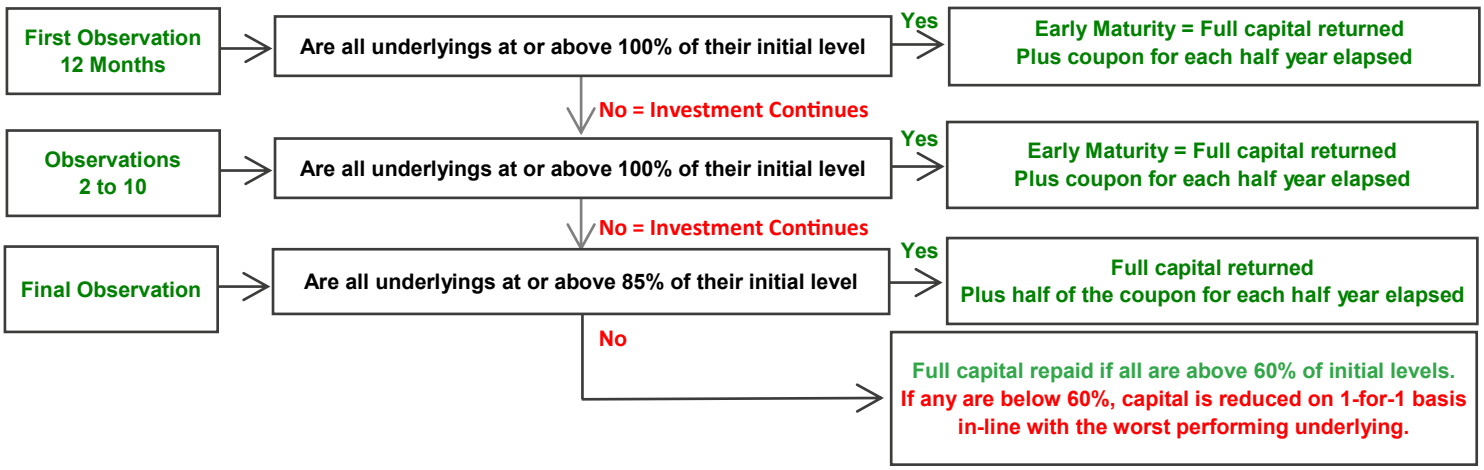
PRODUCT FACTS & FEATURES

Issuer and Counterparty:	Commerzbank
Credit Ratings:	Fitch: A-, Moody's: A2, S&P: A- **Source**: Commerzbank 28.09.2017
Maximum Term:	6 years
Investment Structure:	Semi-Annual Low Hurdle Autocall
Autocall opportunities:	Semi-Annual (First observation at 12 months)
Autocall Trigger:	100% of initial level
Coupon Rate:	GBP = 5% Semi-Annual USD = 6% Semi-Annual
Low Hurdle Trigger:	85% of initial level at maturity for 50% of the coupon rate
Capital Risk:	Not capital protected
Capital Protection Barrier:	60% Final level (European style)
Underlying Basket	**Bloomberg Code**
Switzerland: SMI	SMI Index
Sweden: OMX	OMX Index
Australia: S&P ASX 200	AS51 Index
Canada: S&P TSX 60	SPTSX60 Index

KEY INFORMATION

Subscription Period:	28 Sep 2017 – 02 Nov 2017 (4.30pm UK Time)
Issue Price:	100%
Strike Date:	03 November 2017
Issue Date:	14 November 2017
1st Autocall Observation:	05 November 2018
Final Observation:	03 November 2023
Maturity Date:	14 November 2023
Denominations:	Lots of 1,000
ISIN:	GBP = XS1694625937 USD = XS1694627479

HOW THE INVESTMENT WORKS



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Observation Dates (some dates may vary if a bank holiday occurs, GBP dates are used below)

	Observation Date	Payment Date	Autocall Trigger
Observation 1	05 November 2018	14 November 2018	100%
Observation 2	03 May 2019	15 May 2019	100%
Observation 3	04 November 2019	13 November 2019	100%
Observation 4	05 May 2020	14 May 2020	100%
Observation 5	03 November 2020	12 November 2020	100%
Observation 6	04 May 2021	13 May 2021	100%
Observation 7	03 November 2021	12 November 2021	100%
Observation 8	03 May 2022	12 May 2022	100%
Observation 9	03 November 2022	14 November 2022	100%
Observation 10	03 May 2023	12 May 2023	100%
Final Observation	03 November 2023	14 November 2023	85% Low Hurdle Trigger
Final Observation	03 November 2023	14 November 2023	60% European Barrier

IDAD was established in 2002 and our approach from the outset, is what we call the "*IDAD Difference*". The selection of the investments we offer is not decided in terms of profitability alone and when developing investment products, we favour evidence over dogma. We are happy to work with advisers and product providers alike to deliver a range of investment options to suit differing client wealth strategies. We're proud of our approach to business as well as the investments delivered as a result of the "*IDAD Difference*". We are committed to building upon our reputation for bringing benefits to all involved in the investment process, but most importantly to the clients.

Commerzbank: Commerzbank AG attracts deposits and offers retail and commercial banking services. The bank offers mortgage loans, securities brokerage and asset management services, private banking, foreign exchange, and treasury services worldwide.

Source: Bloomberg 28.09.2017

RATIONALE

Structured products are becoming increasingly popular for investors due to the wide variety of payoffs and levels of protection that can be achieved by the different types of structures that are available.

Autocalls have been one of the most popular structures over the years, although with a classic autocall, returns are only paid if all underlings are at or above the autocall trigger. Adding the 85% Low Hurdle barrier at maturity increases the chances of gains at full term.

These four underlyings have been selected in order to support the anticipated delivery of the coupons.

The autocall payoff can bring an early return of capital allowing the opportunity for a re-assessment of investment strategy. The value of this feature cannot be underestimated as it brings with it the opportunity to secure capital value, as well as the chance to take advantage of future market trends.

To manage the capital risk, a final level barrier set at 60% means an underlying must fall by more than 40% over 6 years before capital is at risk.

SUITABILITY

This product may be suitable for investors who:

- Are seeking the opportunity for higher returns than current cash rates at the time this product was launched.
- Are seeking growth rather than income
- Understand and accept there is a risk to capital and how the Capital Protection Barrier works.
- Understand the impact of global economic issues and how they will affect the product.
- Understand the criteria which will determine the coupon payments.
- Are looking to invest for the medium to long term, being happy to remain invested until maturity.
- Can afford to have their cash invested for the full term of the Product.
- Wish to use this investment as part of a well-diversified portfolio.
- Understand that the returns are pre-defined and that they will forgo any growth in the underlyings which exceeds the fixed level available with this investment product.
- Understand the risk to capital in the event of a counterparty default.
- Should they need to sell their investment before maturity, accept that the trading price will likely mean they get back less than they invested.
- Appreciate that the coupon payment is conditional but understand that the Low Hurdle feature can deliver gains at a lower percentage trigger at full term.

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THE UNDERLYINGS

The **S&P/ASX 200** measures the performance of the 200 largest index-eligible stocks listed on the ASX by float-adjusted market capitalization. Representative liquid and tradable, it is widely considered Australia's preeminent benchmark index.

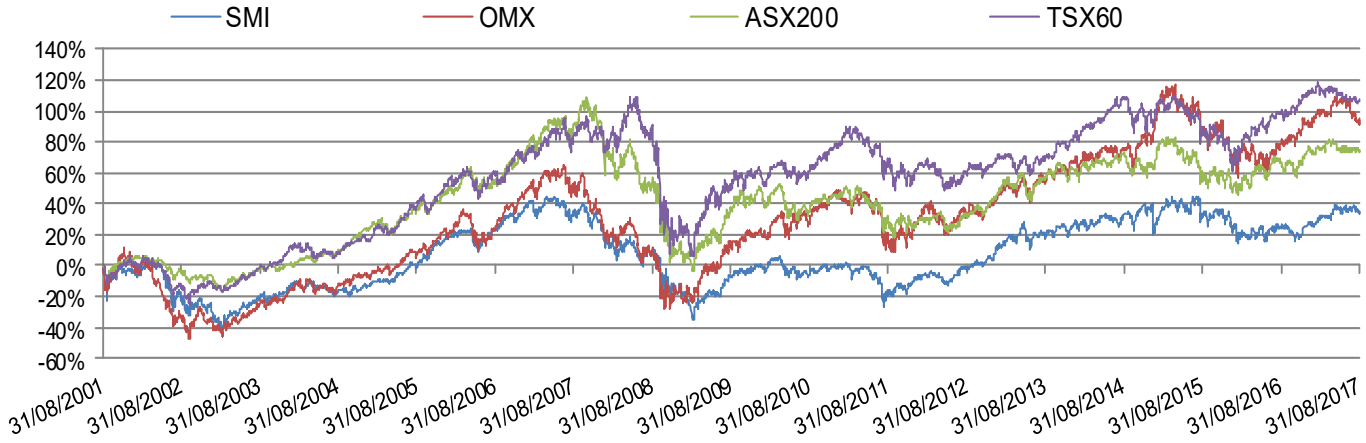
The **Swiss Market Index** is an index of the largest and most liquid stocks traded on the Geneva, Zurich, and Basle Stock Exchanges. The index has a base level of 1500 as of June 1988.

The **OMX Stockholm 30 Index** consists of the 30 most actively traded stocks on the Stockholm Stock Exchange and is a market weighted price index. The composition of the OMXS30 index is revised twice a year. The index was developed with a base level of 125 as of September 30, 1986. Effective on April 27, 1998 there was a 4-1 split of the index value.

The **S&P/Toronto Stock Exchange 60** is a capitalization-weighted index. It consists of 60 of the largest and most liquid (heavily traded) stocks listed on the Toronto Stock Exchange (TSX). They are usually domestic or multinational industry leaders.

Source: Bloomberg 28.09.2017

MOVEMENT IN THE UNDERLYINGS OVER A 16 YEAR PERIOD



16 Year Back-Testing

Back-testing shows how the investment would have performed historically using data from previous potential strike dates and observations. Although past performance is not an indication of future performance, it can give a factual insight into how the investment would have performed historically.

This 16 year back-test shows the historical data for a full 10 years of 6 year products that could reach the full term.

Of the 2,501 scenarios tested, 17.31% would reach the full term without autocalling but none of those would have breached the 60% final level barrier meaning no loss to capital.

Of the 433 scenarios to reach full term 179 would still receive gains thanks to the Low Hurdle feature at maturity.

Autocall Test	Autocalled	%	Autocall Test	Autocalled	%
12 Months	1,344	53.74%	**48 Months**	76	3.04%
18 Months	98	3.92%	**54 Months**	9	0.36%
24 Months	3	0.12%	**60 Months**	0	0.00%
30 Months	127	5.08%	**66 Months**	26	1.04%
36 Months	196	7.84%	**Above Low Hurdle at End**	179	7.16%
42 Months	189	7.56%			

Total Number Tested	% Matured Early	% To Reach Final Date	Above Low Hurdle	% That Returned Full Capital	% Barrier Breach	Average Historic Return GBP	Average Historic Return USD
2501	82.69%	17.31%	7.16%	100%	0.00%	9.13% p.a.	10.96% p.a.

Past performance is not a reliable indicator of future performance and should not be used to assess the future returns or risks

Source: Bloomberg 28.09.2017, Data period: 31.08.2001 to 31.08.2017

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Trade orders should be sent to orders@idad.biz

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For further information please contact IDAD at:
Bellamy House, Winton Road, Petersfield, Hampshire. GU32 3HA
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