



**General Terms and Conditions of Business and
Information pertaining to Financial Instruments and shares
in limited partnerships or internal partnerships**

**Effective from 19 October 2018
Replaces version of 25 May 2018**

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Part A – General Terms and Conditions of Business

These General Terms and Conditions of Business (the "Terms and Conditions of Business") of Pareto Securities Oy ("Pareto"), a part of Pareto Securities Group ("Pareto Group"), are based on Finnish legislation and legislation within the EU and the EEA that govern the activities of investment firms. These terms and conditions replace previous versions of the Terms and Conditions of Business in their entirety.

The Terms and Conditions of Business applicable at any given time are deemed to have been accepted by the Client each time the Client submits orders to, or trades with, Pareto.

1. Pareto in brief

1.1 Contact details

Pareto Securities Oy
Company registration no: 2045188-8
LEI number: 743700NDOKFSKZEMDX22
GIIN number: FMSU12.99999.SL.246

Aleksanterinkatu 44, 6th floor, 00100 Helsinki, Finland
Telephone +358 9 8866 6000

clientservice.fi@paretosec.com
www.paretosec.com

See Clause 26 for further details concerning communications directly with Pareto.

1.2 Tied agents

Pareto may use tied agents to market its services, to source new assignments, to receive and transmit orders, as well as to conclude contracts for financial instruments and investment services provided by Pareto. The Firm is liable for all activities conducted by the agent on behalf of the Firm. An overview of Pareto's tied agents is available on the Pareto website; www.paretosec.com.

1.3 What services Pareto is permitted to provide

1.3.1 Pareto's investment services and investment activities include the following services subject to investment service licence requirements:

1. Reception and transmission of orders in relation to one or more financial instruments;
2. Execution of orders on behalf of clients;
3. Dealing on own account;
4. Investment advice; and
5. Placing of financial instruments without a firm commitment basis.

1.3.2 Pareto will offer the following ancillary services

1. Granting credits or loans to an investor to allow him to carry out a transaction in one or more financial instruments, where the firm granting the credit or loan is involved in the transaction;
2. Advice to undertakings on capital structure, industrial strategy and related matters and advice and services relating to mergers and the purchase of undertakings;
3. Foreign exchange services where these are connected to the provision of investment services;
4. Investment research and financial analysis or other forms of general recommendation relating to transactions in financial instruments;
5. Services related to underwriting; and
6. Safekeeping and administration of financial instruments for the account of clients, including custodianship and related services and excluding maintaining securities accounts at the top tier level.

1.3.3 Investment advice

Pareto is licensed to provide investment advice. Pareto's investment advice shall not be considered independent within the meaning of the applicable legislation. Please refer to www.paretosec.com for further details on the basis for such advice.

1.4 Supervisory authority

Pareto Securities Oy is under the supervision of:

Financial Supervisory Authority of Finland
Snellmaninkatu 6, P.O Box 103, 00101 Helsinki
www.finanssivalvonta.fi

2. Scope of the Terms and Conditions of Business

The Terms and Conditions of Business govern the investment services, investment activities and ancillary services provided by Pareto to the extent applicable, as well as any services relating to transactions in instruments that are similar to financial instruments. The Terms and Conditions of Business shall apply as a supplement to any specific agreements concluded between Pareto and the Client. Such agreements shall take precedence over the Terms and Conditions of Business in case of conflict.

Trading and clearing may also be governed by specific trading rules/standard terms and conditions of the various execution venues¹ and central counterparties where trading and settlement/clearing take place. In case of conflict between the Terms and Conditions of Business and/or any agreements as mentioned in the preceding paragraph and such trading rules/standard terms and conditions, the trading rules/standard terms and conditions of the execution venue or the central counterparty shall apply.

In addition to the abovementioned, the services may be governed by the Act on Investment Services, Securities Market Act, Securities Accounts Act, and acts on clearing and settlement, book-entry system, and trading in financial instruments, the Limited Companies Acts and other relevant legislation.

In addition, Pareto is required to comply with conduct of business rules applicable to each of the respective markets.

3. Client classification

3.1 What client classification implies

Pareto is obliged, pursuant to applicable legislation, to classify its clients into client categories, as non-professional clients, professional clients and eligible counterparties, respectively. The categorisation is governed by statutory provisions. Pareto will inform all clients of which category they are classified into. The classification has implications for the extent of client protection. There are stricter requirements on, *inter alia*, information and reporting to clients classified as non-professionals than to clients classified as professionals. Furthermore, Pareto is under a statutory obligation to gather information concerning the Client for purposes of assessing whether the service or financial instrument/product in question is suitable or appropriate for the Client, referred to as suitability tests and appropriateness tests, respectively. The classification has implications for the scope of such tests, as well as the assessment as to what will constitute "best execution" upon the implementation of trades for the Client.

Clients classified as professionals are held to have special qualifications enabling them to make their own assessments of the various markets, investment alternatives and trades, as well as the advice provided by Pareto. Professional clients cannot invoke special rules or terms laid down to protect non-professional clients.

3.2 Change of client classification

The Client may request Pareto to change the client classification. For professional clients wishing to be treated as non-professional clients, Pareto must consent thereto and an agreement to such effect must be concluded between the parties. Non-professional clients wishing to be classified as professional clients must meet specific statutory conditions. Further details concerning the reclassification process, conditions and implications may be obtained from Pareto upon request.

¹ Execution venue includes all execution venues used by Pareto, including Systematic Internalisers.

4. Responsibility of the Client for information provided to Pareto, regulatory compliance, authorisations, etc.

4.1 Information

In order to comply with the requirement to «know our clients» under the anti-money laundering regulations and the suitability test and appropriateness test provisions under the securities trading regulations, Pareto is obliged to gather and update various Client details. Client details are also gathered in order to comply with the information requirements applicable to transaction reporting and FATCA² and CRS³ reporting under international treaties that are binding on Finland.

The Client must upon establishment of the business relationship inform Pareto of his/her/its social security number/enterprise registration number/LEI⁴, address, tax jurisdiction, telephone number, any electronic addresses, the nominal or beneficial owners of legal entities, as well as persons authorised to submit orders. Natural persons shall disclose their citizenship or citizenships.

Furthermore, the Client undertakes to provide Pareto with adequate and correct information concerning his/her/its own financial position, investment experience and investment objectives of relevance to the desired services and financial instruments. Such information is necessary to enable Pareto to act in the best interest of the Client and advise on which financial instruments are suitable for the Client. Moreover, Pareto shall furnish non-professional clients with suitability reports upon the provision of investment advice. The Client shall be entitled to request that the transaction be postponed until a suitability report has been received, and must in such case give notice to that effect to Pareto prior to submitting an order. In the event that the Client has not given such notice, the Client hereby consents to receiving a suitability report immediately after the transaction has been executed.

The Client undertakes to notify Pareto immediately in case of any changes to any information previously disclosed that may be of relevance to the client relationship.

The Client acknowledges that Pareto is entitled to conduct its own checks to ascertain that gathered information is reliable. Pareto is entitled to base its assessment as to whether the service or the financial instrument in question is suitable or appropriate for the Client on information provided by the Client.

Furthermore, the Client acknowledges that Pareto cannot determine whether the service or the financial instrument is appropriate or suitable for the Client if Pareto is not provided with sufficient information. In an investment advice context, the Client will in such case be informed that the relevant service cannot be provided. As far as the other investment services are concerned, the Client will in such cases be informed that the information provided to Pareto is insufficient and that the service or the financial instrument must thus be considered inappropriate. If the Client still wants the service or the financial instrument in question, despite such warning, it may nonetheless be implemented. Hence, inadequate or incomplete information may reduce the investor protection to which the Client would otherwise be entitled. If the Client still wants the service or the financial instrument in question, despite such warning, the assignment may nonetheless be implemented.

4.2 Regulatory compliance

The Client is him- or herself responsible for ensuring that the Client is at all times in compliance with all requirements stipulated in the applicable legislation and the Terms and Conditions of Business. The Client must assume a special responsibility for ensuring that Client's business activities are not in violation of provisions relating to insider trading, market manipulation and conduct of business rules.

Pareto assumes no responsibility for disclosure obligations, notification obligations or information to stock exchanges or government bodies, unless agreed in writing.

4.3 Authorisations

The Client warrants that its own trading and settlement are in compliance with, and within the scope of, any licences and authorisations governing the Client's trading in financial instruments. The Client shall document, at the request of Pareto, such licences and authorisations. Pareto reserves the right, if the Client is a foreign undertaking, to request the submission, for the account of the Client, of reasoned legal opinions concerning the licences and authorisations of the Client with regard to participation in the relevant trading.

² Foreign Account Tax Compliance Act, applies to US citizens

³ Common Reporting Standard, applies within the OECD

⁴ Legal Entity Identifier

The Client shall upon request provide Pareto with an overview of the person or persons authorised to submit orders or conclude other agreements in relation to financial instruments, or accept trades on behalf of the Client. Trades or acceptances from such person or persons are binding on the Client, unless Pareto did not act in good faith as far as the authorisation of any such person was concerned. The Client is responsible for keeping Pareto updated at all times with regard to any person or persons authorised to submit orders or accept trades on behalf of the Client.

Pareto will not accept any authorisations that specify limits in respect of the trading of each individual client, other than by prior written agreement.

The Client undertakes to ensure that the funds and financial instruments encompassed by each individual assignment are free of encumbrances of any nature, such as mortgages, security interests (rights of retention), attachments, etc. The same applies in those cases where the Client trades as the authorised representative of a third party.

5. At the risk and responsibility of the Client

The Client acknowledges that investment and trading in financial instruments and other related instruments are associated with risk of loss. The value of invested capital may increase or decrease. The value of the financial instruments depends, *inter alia*, on fluctuations in the financial markets, and may increase or decrease. Historical capital gains and yields cannot be used as a reliable indicator of future capital gains and yields on financial instruments.

Financial instruments and other related instruments may vary in their degree of liquidity. For the most liquid financial instruments it is likely that one will be able to trade in the instrument without any discernible impact on its price, whilst the opposite may be the case with less liquid financial instruments. For some instruments it may be challenging to bring about any trade. Reference is made to Part B of the present document for more information about characteristics and risks associated with the various products provided by Pareto.

The Client must him- or herself evaluate the risk associated with the relevant instrument and market. The Client should refrain from making investments and trading in financial instruments and other related instruments unless the Client him- or herself is aware of the risks associated with such investments or trading. The Client is encouraged to seek advice from Pareto and other relevant advisors and, if needed, to seek supplementary information in the market prior to making his or her decision.

All trades carried out by the Client after having obtained advice from Pareto are at the risk and responsibility of the Client him- or herself, and at the discretion and will of the Client him- or herself. Pareto does not guarantee any specific outcome of a Client's trade.

6. Trading through Pareto

6.1 Introduction

The provisions of the present Chapter 6 govern order transmission and order execution through Pareto, hereunder trading with Pareto as a counterparty.

The provisions govern both subscription and secondary trading, unless otherwise specified.

The provisions govern all client categories (including eligible counterparties), unless otherwise specified.

6.2 Submission and acceptance of orders and conclusion of agreements

Trading through Pareto may be effected through the submission of orders to Pareto's trading desk or as otherwise determined by Pareto for each individual transaction (for example through the submission of a subscription form).

The same shall apply upon the Client's acceptance of an offer made by Pareto. When the Client accepts an offer made by Pareto without any basis in an order or indication from the Client, it is deemed to constitute an acceptance, and not the submission of an order.

Orders and acceptances from the Client may be submitted by telephone to Pareto's trading desk or to a mobile phone that is connected to audio recording equipment, by SMS to a mobile phone that is connected to recording equipment, by e-mail

or via Bloomberg. Subscription to issues may also be effected through the submission of a subscription form/power of attorney to Pareto.

Orders and acceptances are binding on the Client when the order is received by Pareto, unless otherwise specifically agreed. Confirmation of receipt from Pareto is required before an order is deemed to have been received. Pareto is deemed to have confirmed an order or acceptance when it has been submitted by telephone, unless otherwise specified during the telephone conversation. Upon the submission of orders via SMS, via Bloomberg or via e-mail, an order is deemed to be binding when Pareto has confirmed receipt by telephone, via Bloomberg or via e-mail.

Pareto is not obliged to transmit or execute any orders that Pareto assumes may entail an infringement of applicable legislation or any rules adopted for the relevant execution venue. Pareto may, correspondingly, disregard any acceptances if such circumstances are assumed to prevail.

The Client shall not engage in program trading (use algorithms) against or via Pareto unless specifically agreed.

Orders from a Client that are normally traded for the account of a third party, i.e. his or her employer or another natural person or legal entity, will be rejected if the Client fails to clearly specify, upon the submission of such orders, for whose account such orders are to be executed. If the Client simultaneously submits orders both for his or her own account and for the account of his or her employer or another natural person or legal entity, Pareto will prioritise those submitted for the account of a third party.

6.3 Order validity period

For any orders relating to trading in financial instruments, the order shall remain valid on the order date or until closure of the trading venue on which the order has been submitted, and shall thereafter lapse, unless otherwise agreed or specified for the relevant order type or order specification.

The duration of other assignments shall be agreed specifically.

The order date is the date on which the Client's order to Pareto for the purchase or sale of financial instruments via or to/from another firm has been received by Pareto. In the event that Pareto initiates a trade, the order date is deemed to be the date on which Pareto approaches the Client and the Client accepts the assignment for the purchase or sale of the relevant financial instruments.

The order may be revoked to the extent not executed by Pareto. If Pareto has, as part of the execution, placed the order, in full or in part, with others, revocation of such order can only be applied to the extent that Pareto can recall the order thus placed.

6.4 Order Execution Guidelines

Pareto is obliged to take all measures that are sufficient to ensure the best possible terms for the Client upon execution of received orders during the assignment period. Pareto has prepared order execution guidelines that specify, *inter alia*, which trading systems transactions in various financial instruments may be executed in. These are set out in Pareto's [Order Execution Policy](#) and found on www.paretosec.com/terms-and-conditions.php.

Trades will be executed in accordance with the said guidelines unless the Client has provided specific instructions on how the trade shall be executed. Orders will in such cases be executed in accordance with the instructions of the Client.

Pareto reserves the right to aggregate the Client's orders with orders from other clients, persons or undertakings that are not associated with Pareto as described in the order execution guidelines. Aggregation of orders will not take place unless it is improbable that aggregation in general will disadvantage any of the Clients. However, the Client acknowledges that aggregation of orders may be disadvantageous in individual cases.

Pareto also reserves the right to aggregate the Client's orders with transactions carried out for Pareto's own account. If the overall order is only executed in part, the Client's orders will, as a general rule, be accorded priority over Pareto's orders. However, an exception shall be made from this if Pareto would have been unable to execute the trade on correspondingly attractive terms without the aggregation.

The order execution guidelines applicable at any given time will be deemed to have been approved by the Client upon conclusion of the Client Agreement. The Client has in the said agreement explicitly consented to Pareto trading in financial instruments for the Client outside any execution venue.

6.5 Cancellation of orders and trades

Any given execution venue may, pursuant to the applicable trading rules of such execution venue, cancel orders and trades under certain circumstances. Such deletion will be binding on the Client.

6.6 Special trading rules

For trading in financial instruments on execution venues, the trading rules of such execution venue shall also apply in the relationship between the Client and Pareto to the extent relevant. These rules will normally address the registration of orders and trades in the trading system of the execution venue, including which order conditions are generally applicable, as well as the specific rules on priority and validity, etc.

Any given execution venue may, pursuant to the applicable trading rules of such execution venue, cancel orders and trades under certain circumstances. Such deletion will be binding on the Client.

6.7 Short sales

The Client must give notice upon order submission if submitting sales orders without being the owner of, or having other secure access to, the relevant financial instruments ("short sales").

The Client can only sell, and Pareto can only transmit or execute the order, if the Client achieves the access required to guarantee timely delivery as per the time of concluding the agreement, and borrowing of financial instruments may hereunder be agreed in each individual case.

6.8 Orders transmitted to another investment firm

Pareto is not a direct member of any execution venues. Instead, Pareto mainly uses the electronic trading system ("DMA") of Pareto Securities AS (Norway) to transfer the orders it has received. In case Pareto Securities AS is not a member of the relevant venue, the order is transmitted through DMA services offered by other investment firms than the Pareto Group. Pareto will in these cases be the client of the foreign broker, unless otherwise agreed with the client. It may also have the order carried out by the brokers of Pareto Securities AS or Pareto Securities AB (Sweden) or other parts of the Pareto Group.

7. Storage of client communications, processing and safekeeping of personal data

Pareto collects various personal data of the Client in order to comply with Pareto's obligations under the securities legislation and anti-money laundering legislation in order to among other prevent money laundering and insider trading, classify and register the Client, receive orders and executing orders, perform settlement and establish securities accounts and send the Client accounts statements.

Pareto has a statutory obligation to store all client communications relating to the provision of investment services and investment activities. Pareto therefore makes audio recordings of all telephone conversations and SMS made with clients via landline and mobile telephones. All Bloomberg communications and e-mails are stored on a non-manipulable medium.

The principal purposes of personal data processing are client administration, invoicing and compliance with the obligations assumed by Pareto for the execution or assignments for, and performance of agreements with, the Client. The legal basis for personal data processing is statutory obligations, as well as such processing being necessary for the performance of an agreement with, or the provision of a service to, the Client. Pareto has a legitimate interest to provide the Client with information on similar services and products from the Pareto Securities Group that may be of interest to the Client, to use profiling for example when conducting client analysis for marketing purposes or monitoring transactions in order to detect frauds. The Client may during the establishment of the client relationship or subsequent thereto have consented to receiving electronic communications from Pareto. Pareto will in such case send the Client communications based on the consent the Client gave at the time. Pareto also uses telephone, e-mail, SMS and other digital channels of communication in its client marketing. Such marketing takes place in compliance with the legislation applicable at any given time. If the Client do not wish to receive such communications, the Client may decline such communications at any given time. Pareto will otherwise process personal data to the extent it is required or permitted under applicable legislations, or to the extent the Client has consented to such processing.

Audio recordings of conversations and SMS with any given Client can be retrieved through searches based on, *inter alia*, the time of the conversation, the telephone number called and the Pareto employee who participated in the conversation.

E-mails and Bloomberg communications can be retrieved on the basis of time, name, user identities and words featured in the message. The client communications may be reviewed by the Pareto Compliance department for control purposes.

Tied agents and other firms that collaborate with Pareto on the provision of relevant investment services have a corresponding obligation to make audio recordings of conversations with the Client to the extent that such investment services are provided via telephone.

Pareto Securities Oy is the controller of the registered personal data. All data are kept confidential and processed in accordance with applicable law.

The personal data will only be disclosed to third parties when (i) Pareto is legally obliged to do so, for example upon reporting on suspicious transactions or when disclosure is ordered by government bodies, (ii) disclosure is necessary to receive and execute orders, perform settlement and establish securities accounts, e.g. with another investment firm or central securities depository, (iii) disclosure to companies internally within the Pareto Group is necessary to perform our agreement with, or to provide our service to, the Client, as well as if such disclosure is necessary to others to comply with group-based management, control and/or reporting requirements laid down by statute, (iv) disclosure is necessary to attend to Pareto's interests in any disputes, (v) the Client consents to disclosure or (vi) it is necessary in connection with the operation of Pareto's IT systems.

The Client may request access, correction or deletion of personal data. Such request shall be made to PSComplianceFinland@paretosec.com. Pareto has a duty to respond to the request for access or transparency as soon as possible and at the latest 30 days after receipt of the request. Some exemptions will apply to the access of personal information, e.g. in the event secrecy is necessary for investigative purposes of criminal offences or in the event the information only is included in an internal document not accessible to others. The right to access further does not apply in the event the information is only used for historical or scientific purposes and the use have no direct importance for the person in question.

The Client has the right to request processing limitations and the right to data portability (the right to have your personal data transmitted from one service provider to another). As noted above, Pareto is obliged to keep client communications on tampering-proof platforms. This obligation means that Pareto is both legally and physically unable to erase personal data during the mandatory storage period.

The Client has the right to file a complaint with the competent Data Protection Authority, which may be the supervisory authority in the Client's country of residence or place of work if the Client believe that his/her personal data processing violates applicable legislation. The relevant authority for Pareto is the Norwegian Data Protection Authority. P.O. Box 8177 Dep., 0034 Oslo, or submitted by e-mail to postkasse@datatilsynet.no.

For further information on which personal data Pareto collect, how the data is used, how the data is safeguarded, how long the data are kept and disclosure to third parties, reference is made to [Pareto's Privacy Notice](#).

Please contact PSComplianceFinland@paretosec.com if you have any questions in relation to Pareto's personal data processing.

8. Conclusion of a trade - Reporting to the Client

8.1 Formation of an agreement

A trade has been concluded as soon as the Client's order has been executed, or the Client has accepted an offer from Pareto.

Pareto and the Client will be counterparties when trading in the secondary market, unless Pareto and the Client have otherwise agreed or the Client has approved the other party in advance.

When trading in shares in project finance companies the Client's counterparty will always be the other counterparty to the trade, owing to that all trades in such instrument presupposes that the parties have pre-approved one another as counterparties in the trade prior to a binding agreement of trade is entered into. Pareto is not responsible for the settlement towards the parties and thus not responsible for any breach of contract related to the completion of the trade. The parties to the trade are mutually and directly responsible towards the other party for just delivery of financial instruments/shares and monies on the agreed settlement date. The parties' pre-approval of each other also imply that secondhand trade through Pareto will not be carried out anonymously, and that the buyer and seller by submitting an order are considered to consent to that their identity is revealed to the counterparty.

The Client and the issuing undertaking are counterparties upon subscription for transferable securities, unless otherwise agreed between the Client and Pareto, and Pareto consequently has no responsibility for the settlement of such transactions.

8.2 Reporting to the Client (contract note, etc.)

Pareto will report, in the form of a contract note, to the Client with regard to the trades concluded for the account of the Client in the secondary market. The contract note will, to the extent relevant, include information about costs associated with the trade carried out for the Client.

When trading in shares in limited partnerships or in internal partnerships Pareto will report to the Client in the form of a sale and purchase agreement.

Notification of allotment in issues will be given in the form of a letter of allotment or a contract note. The rules governing contract notes shall apply correspondingly to letters of allotment.

A contract note/sale and purchase agreement for shares in limited partnerships or in internal partnerships will be sent electronically to all clients who have specified an e-mail address for this purpose, and otherwise by mail or as otherwise agreed. Clients who receive an electronic contract note/sale and purchase agreement for shares in limited partnerships or in internal partnerships will not receive a contract note/sale and purchase agreement for shares in limited partnerships or in internal partnerships in any other format, unless otherwise specifically agreed.

Confirmations to be signed by the Client, hereunder sale and purchase agreement for shares in limited partnerships or in internal partnerships, shall be endorsed immediately upon receipt, and shall thereafter be returned to Pareto as specified in the confirmation or otherwise agreed with the Client.

Pareto reserves the right to correct any obvious errors in the contract note/sale and purchase agreement for shares in limited partnerships or in internal partnerships. Such correction shall be made immediately upon the discovery of the error, and no later than by the end of the same stock exchange day.

The Client acknowledges that transactions will also be reported to the relevant authorities.

9. Delivery and payment (settlement)

9.1 Settlement deadlines

Pareto's settlement is outsourced to and performed by Pareto Securities AS. Pareto Clearing Department is located in Stavanger, Norway.

The ordinary settlement deadline for secondary trading in transferable securities and securities fund units listed on execution venues shall be three stock exchange days (T+2), unless otherwise agreed. The same shall apply to the settlement of option premiums.

By stock exchange day is meant any day on which the relevant stock exchange is open for business. The settlement period runs from the trading day until the settlement date, inclusive.

A corresponding settlement deadline applies to trading in unlisted transferable securities in the Finnish market, unless otherwise agreed between Pareto and the Client.

The settlement deadline for notes listed on execution venues shall be three stock exchange days (T+2), unless otherwise agreed.

Trading in, and settlement of, foreign financial instruments is governed by the trading rules and settlement or delivery terms stipulated in the country, or by the regulated market or the trading facility, where the financial instruments are purchased or sold.

The ordinary settlement deadline for secondary trading in shares in project finance companies is seven weekdays (T+7), unless otherwise agreed.

The settlement deadline will be specified in the contract note.

9.2 Settlement process

Timely settlement is conditional upon the Client making the necessary funds and financial instruments available to Pareto no later than the settlement date.

The Client shall, no later than the settlement date, deliver any financial instruments sold to Pareto or release the financial instruments sold from his or her securities account with a central securities depository (e.g. Euroclear) or another corresponding register. Submission of an order for the sale of financial instruments or acceptance of a sales offer implies, unless otherwise agreed in writing, that Pareto is authorised to request the Client's account operator to release the relevant financial instruments, and to request that such release be registered with a central securities depository or another corresponding register immediately.

Delivery of physical financial instruments shall take place by specific agreement with Pareto.

Partial delivery to the Client shall not authorise him or her to terminate the agreement for breach unless the Client has explicitly made execution conditional upon delivery in full.

The Client is deemed to have paid the purchase price to Pareto when it has been credited to Pareto's bank account with effect from the settlement date at the latest.

The Client shall authorise Pareto to use a commission account as permitted by Finnish law for the clearing and settlement of trades.

When settling shares in project finance companies the seller shall make available the agreed number of financial instruments/shares in limited partnerships or in internal partnerships free of liens on the settlement date. The placing of an order to sell shares in a project finance company or acceptance of a sales offer implies, unless otherwise agreed upon in writing, that Pareto is authorised to request transfer the relevant shares/partnership shares to the buyer. Buyer shall pay the purchase price and commission to Pareto's client account with value per settlement date. Pareto will to the extent timely delivery takes place by both buyer and seller assist with technicalities related to the completion of the settlement. Preconditioned that the purchase price and the commission is paid to Pareto's client account with value per settlement date Pareto will instruct the transfer of the relevant shares or partnership shares to the buyer.

9.3 No access to settlement system

If the settlement date of a transaction is not a working day, the settlement date shall be the first working day subsequent thereto, unless such day is in a new calendar month, in which case the settlement date shall be the last working day prior thereto. By "working day" is meant, in relation to payment, any day on which the banks in Helsinki are open for business and, if settlement is to be effected in foreign currency, the banks in the relevant financial centre are open for business. For purposes of the determination of any benchmark rate, "working day" shall mean any day on which the banks in Oslo (NIBOR), Helsinki (EURIBOR), Stockholm (STIBOR) and London (LIBOR), respectively, are open for business.

If settlement cannot take place as the result of any Nordic or foreign statutory prohibition or other similar circumstances outside the control of the parties, settlement shall instead be effected on such subsequent date as shall be communicated by Pareto and which shall be the first available working day after the relevant obstacle has been removed. The parties shall not be entitled to invoke the default provisions under such circumstances. Unless otherwise agreed, interest shall be calculated on the relevant amount from the payment date until the date on which payment is actually made, at an interest rate specified below. No other compensation shall be provided as the result of a party being prevented from making payment or delivery for the abovementioned reasons.

If the benchmark rate is not determined or not published for a relevant interest period due to circumstances as mentioned in the previous paragraph, the benchmark rate for such an interest period shall instead be deemed to be the interest rate corresponding, according to a notification from Pareto, to the mean of the last published benchmark rate quote (for the relevant period) prior to the occurrence of such circumstances and the first corresponding quote after these had come to an end. If the benchmark rate is not determined or not published for a relevant interest period for any other reason, the benchmark rate shall instead be deemed to be the interest rate corresponding, according to a notification from Pareto, to Pareto's borrowing rate.

If new or amended rules are applied to Pareto with regard to capital adequacy, reserve requirements or other framework conditions, or if Pareto is otherwise subjected to, or complies with, framework conditions imposed or recommended by the authorities in Finland or other countries, and this results in a cost increase or an income reduction on the part of Pareto in respect of one or more foreign exchange contracts and other contracts, Pareto shall be entitled to terminate such contract after prior notification of the Client, with settlement on the date specified in such notification.

10. Notification of defects

10.1 Absence of contract note

If the Client has agreed to receive a contract note or other confirmation by e-mail or another electronic medium and the Client has not received such contract note or confirmation by the end of the first stock exchange day/banking day⁵ after the agreement was concluded or the assignment period expired, the Client must notify Pareto thereof as soon as possible and no later than by the end of the second stock exchange day/banking day after the agreement was concluded or the assignment period expired.

If the Client has agreed to receive a contract note or other confirmation by ordinary post and the Client has not received such contract note or confirmation within three stock exchange days, or within seven stock exchange days for clients whose address is abroad, after the agreement was concluded or the assignment period expired, the Client must notify Pareto thereof as soon as possible and no later than by the end of the fourth and eighth stock exchange day, respectively, after the agreement was concluded or the assignment period expired.

10.2 Errors in contract notes

The Client shall check any contract note or other confirmation immediately upon the receipt thereof and shall notify the relevant Pareto unit as soon as possible after receipt and no later than by the end of the next stock exchange day/banking day - if notification could not be submitted by the end of regular office hours on the day of receipt – if the Client wishes to argue that anything reflected in the contract note/confirmation is contrary to the order, the assignment or the concluded trade. If the Client fails to notify as specified above, such contract note/confirmation may be binding on the Client, even if it is not in conformity with the agreement concluded with regard to the trade.

10.3 No settlement or incorrect settlement

If delivery to the Client of financial instruments registered with a central securities depository or a corresponding register has not taken place on the settlement date, and the Client has made the necessary funds available to Pareto, the Client must contact Pareto immediately and, if applicable, declare termination for breach if the Client wishes to invoke the delay as grounds for terminating the agreement for breach.

A declaration of termination for breach shall under any circumstance have no effect if the Client obtains delivery within two stock exchange days after such a declaration of termination for breach has been received by Pareto. The Client shall during such period have no right to conclude any cover agreement for the account and risk of Pareto.

By "immediately" in the above paragraph is meant "the same day or, at the latest, the end of the following stock exchange day if notification or objection could not be submitted by the end of regular office hours. The deadline shall run from the time when the Client became aware, or ought to have become aware, that delivery has not taken place, by accessing a central securities depository account, by way of an electronic confirmation system, by notification from a nominee or otherwise.

If payment to the Client has not taken place by the time stipulated in the agreement, and the Client has delivered the relevant financial instruments or made these available to Pareto, the Client shall contact Pareto immediately once he or she becomes aware, or ought to have become aware, that settlement has not been received and, if applicable, declare termination for breach if the Client wants to invoke the delay as grounds for terminating the agreement for breach. The Client may only terminate the agreement for breach if the delay is material.

10.4 Invalidity objections

The general rules on the invalidity of agreements shall apply correspondingly to the relationship between the purchaser and the seller upon the purchase and sale of financial instruments through Pareto. If the Client wants to argue that an agreement is not binding on grounds of invalidity, the Client must make an objection to such effect immediately after the facts invoked as a basis for invalidity came, or ought to have come, to the Client's knowledge. In any event, such objection must be made no later than six months after the conclusion of the agreement. Said objection will have such effect in relation to Pareto as follows from the general rules on the invalidity of agreements.

10.5 Miscellaneous provisions

Any oral notification or objection shall immediately be confirmed in writing to the Pareto Clearing Department.

⁵ The notification deadlines shall be determined by reference to banking days, and not stock exchange days, as far as foreign exchange trading (foreign exchange spot) is concerned.

Partial delivery to the Client shall not authorise him or her to terminate the agreement for breach unless the Client has explicitly made execution conditional upon delivery in full.

The notification deadlines shall be determined by reference to banking days, and not stock exchange days, as far as foreign exchange trading (foreign exchange spot) is concerned. The right to object shall be deemed to have been waived if the Client has failed to give notice of any objection by the notification deadlines stipulated above.

Pareto has no responsibility or liability for timely settlement of secondhand trades in which the parties have pre-approved of one another, and the Client is itself responsible for bringing forth its claim directly against its counterparty.

11. No cooling-off period for transactions in financial instruments

There is no statutory cooling-off period with regard to the services and transactions in financial instruments or shares in limited partnerships or in internal partnerships governed by the Terms and Conditions of Business.

12. Breach of contract

The Client is deemed to be in breach of his or her obligations under the Terms and Conditions of Business, *inter alia*:

1. when delivery of financial instruments, shares in limited partnerships or in internal partnerships or money does not take place within the settlement deadline or the Client fails to perform any other material obligation under the Terms and Conditions of Business; or
2. if the Client concludes a specific agreement with his or her creditors for the postponement of payments, becomes insolvent, engages in debt settlement proceedings of any type, suspends his or her payments, or if his or her estate is placed under public administration as an estate in bankruptcy or otherwise.

Upon breach of contract, Pareto shall be entitled, but not obliged, to:

- (i) Declare all unsettled trades to be in default and all non-executed assignments to be null and void.
- (ii) Exercise its statutory security interest:
 - a. Pareto has the right to retain, and obtain settlement from, the financial instruments or the shares in limited partnerships or in internal partnerships Pareto has purchased for the Client.
 - b. If the Client has failed to pay the purchase price within three days after the settlement deadline, Pareto may, unless otherwise agreed in writing, and without further notice, sell the financial instruments or the shares in limited partnerships or in internal partnerships for the account and risk of the Client to satisfy Pareto's claims. Such a sale shall normally take place at the stock exchange price or at a price that is reasonable given market conditions. If the relevant financial instruments have been transferred to the Client's securities account with a central securities depository or another corresponding financial instrument register, the Client shall be deemed to have released the financial instruments or to have authorised such release in order to implement a sale for purposes of satisfying Pareto's claims.
- (iii) Realise other assets than those referred to in (ii) above, to the extent that Pareto holds a security interest or other right to obtain settlement from such assets. The Client accepts, and is deemed to have consented to, a forced sale being effected through an independent broker.
- (iv) Set off any amounts that are, or may become, owing to Pareto or any other undertaking forming part of the same group as Pareto from the Client, hereunder any claims for brokerage fees, tax disbursements, interest claims, etc., as well as any expenses or losses resulting from the Client's breach of one or more of his or her obligations towards Pareto, against any amounts that are owing to the Client from Pareto or any other undertaking forming part of the same group as Pareto, irrespective of whether the claims are in the same or different currencies. Foreign currency claims are converted to EUR at the market rate as per the date of the breach of contract.
- (v) Take any steps, for the account and risk of the Client, that Pareto deems necessary to meet or reduce any loss or liability resulting from agreements concluded for or on behalf of the Client, hereunder the reversal of transactions.

- (vi) If the Client fails to deliver the agreed instruments or amounts, hereunder fails to deliver the financial instruments or the shares in limited partnerships or in internal partnerships to Pareto at the agreed time, Pareto may immediately make cover purchases or borrow financial instruments or shares in limited partnerships or in internal partnerships for the account and risk of the Client in order to meet its delivery obligation towards the purchaser. Pareto may likewise take any measures Pareto deems necessary to reduce the loss or liability resulting from the Client's breach of any agreement concluded with Pareto, and may hereunder take any measures to reduce the risk of loss relating to changes in foreign exchange rates, interest rates, as well as other rates or prices to which the Client's trading relates. The Client shall reimburse any loss incurred by Pareto, with the addition of late payment interest and any fees and expenses.
- (vii) Pareto shall, for issues where Pareto is a place of subscription, have the right to pay to the issuer any subscription amount on which the Client has defaulted. Pareto shall in such cases hold a security interest in the securities subscribed and paid for, and may retain and sell such securities for the account and risk of the Client.
- (viii) Pareto may claim the reimbursement of all costs and losses incurred by Pareto as the result of the breach of contract on the part of the Client, hereunder, but not limited to, any trading loss from cover transactions or transaction reversals, any expenses incurred in the borrowing of financial instruments, any interest, any loss resulting from changes in foreign exchange rates, interest rates, etc., as well as any other late payment or delivery penalties.

Financial instruments listed or traded on a trading venue, or cleared by a central counterparty, may be subject to cover purchase provisions. This implies that a cover purchase may be effected for the account of the seller if the financial instrument has not been delivered within a certain number of days after the settlement deadline. A cover purchase will normally be effected four days after the settlement deadline. This deadline may be extended to seven days for less liquid financial instruments and to fifteen days for financial instruments listed on SME growth markets. If such cover purchase is not feasible, the purchase will receive a cash compensation instead. Fines may be imposed on the party causing defaulted trades.

The provisions of the Sale of Goods Act relating to anticipated breach of contract, hereunder termination for breach, shall also apply to any such breach of contract.

As far as concerns any cover transactions resulting from breach of contract or anticipated breach of contract on the part of the Client, the Client shall carry the risk of any price or market changes until such cover transactions have been completed

13. Late payment interest

In case of payment default on the part of Pareto or the Client, interest shall be charged at the statutory late payment interest rate applicable at any given time, cf. the Interest Act⁶, unless otherwise specifically agreed.

14. Remuneration

Pareto's remuneration in the form of brokerage fees, bid-offer spreads, underwriting commission, etc., with the addition of any trading and clearing fees, etc., if applicable, will be determined on an individual basis.

Should a trade not be concluded because the buyer and/or seller do not accept each other as contract partners, cf. clause 8.1, and the buyer and/or seller or their close associates enter into agreement regarding the transfer of shares in the same company (more, less or the same number of shares as originally brokered by Pareto) within 6 months from the repeal of the order as a consequence of the non-acceptance of the buyer/seller, Pareto is entitled to full brokerage fee from the buyer and seller in accordance with the sale-/purchase order previously submitted to Pareto. The term "close associate" with regard to this paragraph shall be understood as the term at any time is defined in The Market Abuse Regulation (EU) N:o 596/2014 (MAR), Article 3.

Brokerage fee is a commission (remuneration) added to or deducted from the value of the financial instruments purchased or sold by the Client. Brokerage fees are normally quoted as a percentage. For equities these will normally constitute up to 2.0 %.

⁶ The Interest Act 20.8.1982/633

Bid-offer spread is a commission (remuneration) computed as an increase in the bid price or a reduction in the offer price. For bonds this will normally range between 0.2 % and 1.0 %, calculated on the basis of the nominal value of the bond. For trades in shares in project finance companies the seller and buyer are normally charged a brokerage fee of 1 % each, based on the gross value of the company's asset(s) or vessel(s) charged on a pro-rata basis.

No brokerage fee or bid-offer spread is paid directly from the Client to Pareto upon subscription under an issue. The company making the issue pays a predetermined commission to the manager/place of subscription. Consequently, upon the Client making a subscription under the issue, the Client is indirectly charged such commission in his or her capacity of holder of equities issued by the company.

The Client will normally pay a specific minimum brokerage fee up and until a certain investment amount.

There may be incurred other charges and/or costs that are not paid or imposed through Pareto.

Pareto reserves the right to make deductions in amounts owing to the Client to cover costs as mentioned in the first paragraph of the present Clause, as well as any value added tax or other taxes, etc.

Pareto will not claim any remuneration in cases where no trade is effected, unless otherwise specifically agreed.

See the Pareto website for further details on Pareto's remuneration.

15. Authorised representatives, nominees and clearing agents

If the Client submits an order or assignment as an authorised representative, nominee, clearing agent, etc., for a third party, the Terms and Conditions of Business shall be binding on the Client and the party on whose behalf he or she acts. The Client shall be jointly and severally liable to Pareto for the obligations of such third party to the extent that such obligations result from the order or assignment submitted by the Client.

If the Client uses a nominee, clearing bank or other intermediaries, it is a requirement that such relationship be governed by a separate agreement. The use of such intermediaries shall not exempt the end client from his or her liability under the Terms and Conditions of Business.

16. Safekeeping of client assets

Pareto will ensure that the assets of the Client are kept separate from Pareto's own assets and protected against Pareto's other creditors to the extent possible.

17. Liability and exclusion of liability

Pareto is liable to the Client for the execution of orders it has concluded on behalf of, or with, the Client. This shall nevertheless not apply if the Client has in advance approved the other party as a counterparty to the trade.

Pareto assumes no liability for settlement if the Client fails to make the agreed funds and/or financial instruments available to Pareto on the settlement date at the latest.

Nor shall Pareto be liable for the provision of an inappropriate service as the result of the Client having furnished Pareto with incomplete or incorrect information, cf. Clause 4.

Pareto assumes no liability for any indirect damage or loss incurred by the Client as the result of the Client's agreement(s) with any third party lapsing, in full or in part, or not being correctly implemented.

Moreover, Pareto and its employees shall not be liable for any loss incurred by the Client as long as Pareto and its employees have exercised due and reasonable care.

In the event that Pareto has made use of credit institutions, investment firms, central counterparties, nominees or other similar Finnish or foreign service providers, Pareto and its employees shall only be liable for the actions or omissions of such service providers if Pareto has failed to exercise due and reasonable care in the selection of said service providers. Pareto assumes no liability for any error or breach of contract on the part of any service providers as mentioned in the previous sentence if these are used at the order or request of the Client.

Pareto shall not be liable for any damage or loss caused by any obstacle or other circumstances outside the control of Pareto, hereunder electrical power failure, error or shutdown in computer systems or telecommunications networks, etc., fire, water damage, strike, statutory amendments, government orders or similar.

When a trade is executed in a Finnish or foreign execution venue at the order or request of the Client, Pareto assumes no liability for any error or breach of contract on the part of such execution venue or any related central counterparty. The Client is hereby deemed to have acknowledged that each individual execution venue or each individual central counterparty may have adopted its own rules pertaining to its liability to members of the execution venue or central counterparty, clients, etc., involving liability waivers of varying scope.

Pareto shall not be liable for any instance of delayed performance or non-performance caused by cash or security settlement having been suspended or discontinued as the result of circumstances outside the control of Pareto.

If any applicable regulation or any government body requires the Client to be registered under a Legal Entity Identifier ("LEI"), it is the responsibility of the Client to obtain and maintain such LEI. The Client shall indemnify Pareto in respect of any loss, claim or cost suffered by Pareto as the result of failure to comply with the obligation to obtain and maintain such LEI, and Pareto accepts no liability for any loss incurred by the Client as the result of any error or omission with regard to the LEI registration.

Limitations in the liability of Pareto that are additional to those specified above may follow from any specific agreement with the Client.

18. Withholding of taxes, etc.

Trading abroad may involve Pareto being required, pursuant to statutes, regulations or tax treaties, to withhold certain amounts to pay various types of direct and indirect taxes. The same may apply to trading in Finland on behalf of foreign clients.

Pareto may, where such withholding of taxes is required, perform a preliminary calculation of the relevant amount and withhold such amount. Any excess tax withheld shall be paid to the Client as soon as possible after a final calculation is available from the competent authority. The Client shall be obliged to gather the necessary documentation with regard thereto, and to ensure that such documentation is correct.

19. Termination of the business relationship

Trades awaiting settlement upon the termination of the business relationship shall be implemented and completed as soon as possible. Pareto shall, upon the termination of the business relationship, perform a final settlement in which Pareto is entitled to set off any amount owing to Pareto in respect of brokerage fees, taxes, charges, interest, etc., against any amount owing to the Client.

20. Conflicts of interest

Pareto is obliged to take appropriate measures to prevent, or inform on, the occurrence of any conflicts of interest between Pareto, Pareto's employees and clients, as well as between clients.

Pareto has guidelines to handle and prevent conflicts of interest. A version of these is available on the Pareto website.

The purpose of the guidelines is to ensure that the Pareto business areas operate independently of each other, with the interests of the Client being attended to in a satisfactory manner. In particular, Pareto will emphasise the existence of satisfactory Chinese walls between departments involved in corporate finance, on the one hand, and client advice, broking and research, on the other hand.

Pareto's organisational structure, as well as the special confidentiality provisions that apply, may result in the Pareto employees who are in contact with the Client not being aware of, or being prevented from using, information that is available at Pareto, although such information may be of relevance to the investment decisions of the Client. On occasion the Client's contact person(s) in the Firm may not have the opportunity to render advice with respect to certain assets. The Firm may in such case not disclose the reasons why it may not render advice or execute a certain order.

The Firm and its employees may have their own interests in relation to the trades that the Client wishes to conduct. These may, *inter alia*, be the result of:

- corporate finance assignments in relation to the relevant asset
- market making, systematic internalisation and other own-account trading
- advice and execution of orders for other clients
- unpublished investment recommendations (analyses) prepared by Pareto
- employees' own positions.

21. Investors' Compensation Fund

Pareto is a member of the Investors' Compensation Fund.

The Investors' Compensation Fund was established to safeguard the claims of the investors in the case the Fund's member investment firm is unable to pay the investors' claims under an agreement. In practice, the Investors' Compensation Fund would pay compensation to investors when a firm is insolvent or has engaged in wrongdoing in its operations. The Fund compensates for 90% of an investor's claims but no more than EUR 20,000. The client is responsible for the repercussions of his or her investment decisions, i.e. the Fund does not, for example, compensate for any losses resulting from a decline in share prices. The Investors' Compensation Fund only compensates for claims of non-professional investors.

For more information on the Investors' Compensation Fund, please refer to the Fund's web pages at www.sijoittajienkorvausrahassto.fi.

22. Anti-money laundering and terror financing measures

The Client shall upon the establishment of a client relationship document his or her identity or other information requested by Pareto through identity verification, as well as specify and document any authorisation or representation arrangements, thus enabling Pareto to meet, at all times, its obligations under any rules pertaining to anti-money laundering and terror financing measures, as applicable at any given time.

The Client acknowledges that Pareto is or may be obliged to disclose all relevant information relating to the client relationship or individual transactions to government authorities. This may take place without the Client being informed that such information has been disclosed.

23. Client complaints

The Client may file a complaint with Pareto. It should be clearly specified that it is intended to be a complaint. Pareto's guidelines for the processing of customer complaints are available on the Pareto website.

If the Client is not satisfied with how Pareto handles a complaint, the Client may contact The Finnish Financial Ombudsman Bureau (FINE) or The Finnish Insurance, Banking and Securities Complaints Boards. The Complaints Boards issue recommendations on disputes in their respective fields.

Foreign clients, hereunder Finns domiciled abroad, who may invoke statutes or rules offering protection against legal proceedings from Pareto in relation to their obligations towards Pareto, waive any such rights to the extent doing so would not represent a direct violation of the relevant statutes or rules.

24. Duty of disclosure to government bodies, appellate bodies, etc.

Pareto will, irrespective of any statutory duty of confidentiality, disclose information about the Client, the Client's transactions, etc., to any government bodies requesting such information pursuant to applicable law.

The Client accepts and is deemed to have consented to any information subject to a duty of confidentiality also being disclosed to any execution venues, central counterparties, etc., requesting such information pursuant to statutes, regulations or other rules laid down by such bodies.

25. Amendments

Pareto reserves the right to amend the Terms and Conditions of Business.

Any amendments shall take effect upon being published on the Pareto website, www.paretosec.com, unless otherwise specified in connection with the amendment.

Any important amendments to Order Execution Policy will be communicated to the Client in writing, or by e-mail if the Client has provided Pareto with an e-mail address.

Any amendments to the Terms and Conditions of Business will have no effect on any orders, trades, transactions, etc., submitted or carried out prior to the communication of such amendments, unless said amendments are caused by statutory amendments or orders imposed by any courts of law or government authorities.

26. Notices, languages and authorisations

Any written communication from the Client may be sent by e-mail, letter, Bloomberg or, by agreement, other electronic means of communication to the unit within Pareto or contact person which is the appropriate addressee. If the Client does not know who is the appropriate addressee for such communication, the Client shall contact Pareto. The Client may use the Finnish or English language in communications with Pareto.

The Client shall, upon the establishment of the business relationship, inform Pareto of his or her social security number/enterprise registration number, address, telephone number, electronic addresses, as well as any authorised representatives. The same shall apply to bank accounts and securities accounts with a central securities depository or another similar register. Any changes shall immediately be notified to Pareto in writing.

27. Interpretation and language

The Terms and Conditions of Business shall take precedence and apply in full in case of conflict with any non-mandatory legislation.

Any reference to legislation, other rules or these Terms and Conditions of Business shall mean such legislation, other rules and Terms and Conditions of Business as applicable at any given time.

The Terms and Conditions of Business are available in English language version.

28. Venue, governing law and dispute resolution

Any disputes in the relationship between the Client and Pareto, hereunder any disputes relating to the Terms and Conditions of Business, shall be governed by Finnish law, with the Helsinki District Court as (non-exclusive) venue.

Clients whose permanent address is located abroad waive any right to object to legal action relating to the Terms and Conditions of Business being brought before the Helsinki District Court. Pareto may, irrespective of the above, bring legal action, against clients whose permanent address is located abroad, in the relevant judicial district abroad if Pareto so wishes.

If the Client is not satisfied with how Pareto handles a complaint, the Client may contact The Finnish Financial Ombudsman Bureau (FINE) or The Finnish Insurance, Banking and Securities Complaints Boards.

Foreign clients, hereunder Finns domiciled abroad, who may invoke statutes or rules offering protection against legal proceedings from Pareto in relation to their obligations towards Pareto, waive any such rights to the extent doing so would not represent a direct violation of the relevant statutes or rules.

Part B - Information to Clients concerning the Characteristics of, and Risks associated with, Financial Instruments and shares in limited partnerships and in internal partnerships

The client shall be aware that:

- trading in financial instruments or shares in limited partnerships and in internal partnerships takes place at the client's own risk
- the client must carefully study the Terms and Conditions of Business and other relevant information on the relevant financial instrument or on the relevant shares in limited partnerships or in internal partnerships and its characteristics and risks prior to the commencement of trading in financial instruments or in shares in limited partnerships or in internal partnerships
- the client must immediately check the contract note/the sale and purchase agreement and give immediate notice of any error
- the client must monitor, on a continuous basis, changes in the value of the financial instruments or of the shares in limited partnerships or in internal partnerships in which the client holds positions
- the client must him- or herself react by selling his or her positions if necessary to reduce the risk of loss on his or her own investments

1. General information

1.1 Introduction

Part B provides a description of various financial instruments and of a project finance company and the partnership structures there used, their characteristics and the risks associated with such instruments, as well as a brief description of how trading in the various instruments takes place.

It is specifically noted that the below description is not exhaustive with regard to the characteristics of the financial instruments, and that the descriptions of risks are kept at a general and non-specific level. The purpose of the document is to provide clients with an introduction to the financial instruments and shares in limited partnerships and in internal partnerships it describes, and clients wishing to invest in the instruments must study marketing materials and other relevant documentation.

The information is prepared against the background of the information requirements under the Act on Investment Services and the Securities Trading Regulations. The document does not represent investment advice from Pareto and shall under no circumstance be considered any other form of advice or service provided by Pareto.

1.2 Trading in financial instruments etc.

Trading in financial instruments, such as equities, primary capital certificates, bonds, notes, financial derivative instruments or other rights and obligations intended for trading in the securities market, normally takes place in an organised form in a trading system. By trading system is meant a regulated market, a systematic internaliser (SI), a market maker or another guarantor of liquidity.

Trading takes place through the investment firm using the trading system. As a client you must normally contact such an investment firm in order to purchase or sell financial instruments. There are also investment firms that transmit orders to an investment firm that again uses the trading system. Trading may also take place internally within an investment firm, for example by the firm assuming the position of counterparty to the trade, or by trading with another client of the firm (internal trading).

Different types of financial instruments are traded in a regulated market (hereunder a stock exchange). Equities, primary capital certificates, bonds, notes, certain fund units and a number of different financial derivative instruments are traded on execution venues. More detailed information concerning where and how these instruments are traded will be presented below.

Price information for the financial instruments traded in a regulated market is published on a regular basis via the relevant market's website, in newspapers or via other media.

Trading in shares in limited partnerships and in internal partnerships takes place outside the regulated market and other trading systems.

2. Risks associated with trading in financial instruments and shares in limited partnerships and in internal partnerships

2.1 General information about risk

Financial instruments and shares in limited partnerships and in internal partnerships will normally offer a yield in the form of dividends (equities and fund units) or interest (interest-bearing instruments). In addition, the price of financial instruments or in shares in limited partnerships and in internal partnerships may increase or decrease relative to the price prevailing at the time when the investment was made. The description below uses the word investment to also denote any negative positions in an instrument (short positions; see Clause 7 below). The total yield is the sum of any dividends/interest and any change in the price of the instrument.

An investor is of course seeking a total yield that is positive, i.e. one that results in a profit. But there is also a risk that the total yield will be negative, that the investment will produce a loss. The risk of loss varies between different instruments. The scope for profit on an investment in a financial instrument or in shares in limited partnerships and in internal partnerships is usually linked to the risk of loss. In investment contexts one often uses the word risk to denote both the risk of loss and the scope for profit. In the below description, however, the word risk is only used to describe the risk of loss.

Trading in foreign financial instruments also involves a foreign exchange risk.

Investments in financial instruments and in shares in limited partnerships and in internal partnerships are associated with a financial risk, which will be described in more detail below. The client must understand such risk and must therefore familiarise him- or herself with the terms, prospectuses, etc., pertaining to trading in such instruments and the specific risks and characteristics of such instruments. The client must also monitor his or her investments in such instruments on a continuous basis. This shall apply irrespective of whether the client has received individual advice in connection with the investment. Information for use in monitoring prices, and thereby developments in the value of one's own investments, is available from price lists published through the mass media, such as for example newspapers, the Internet, teletext and in some cases from the investment firm itself. If necessary, the client should act swiftly in his or her own interest, for example by disposing of investments that undergo negative developments or by furnishing additional collateral in respect of investments funded by borrowing if the value of collateral is declining.

It is also important to consider the risks involved in trading with financial instruments on an execution venue other than a regulated market, where the requirements imposed are generally less stringent.

2.2 Different types of risk concepts

In connection with the risk assessment an investor should carry out when investing and trading in financial instruments or in shares in limited partnerships and in internal partnerships, and thereafter continuously throughout the entire investment period, there are many different types of risk and other factors of which the client should be aware. Some of the most important types of risk are as follows:

Market risk – the risk that the market as a whole, or certain parts of the market, in which the client has made his or her investment, slumps (for example the Finnish stock market).

Credit risk – the risk that the issuer or a counterparty will become unable to pay.

Price volatility risk – the risk that large fluctuations in the price of a financial instrument will have a negative impact on the investment.

Price risk – the risk that the price of a financial instrument falls.

Tax risk – the risk that tax rules and/or tax rates are unclear or may be amended.

Foreign exchange risk – the risk of depreciation in the value of a foreign currency to which the investment is related (for example will fund units in a securities fund invested in US securities listed in USD be exposed to loss upon a decline in the US dollar exchange rate).

Leverage effect risk – a structure of a derivative instrument implying that there is a risk that price developments for the underlying assets will have an exaggerated relative effect in terms of the amount invested in the derivative instrument. Example: The client spends EUR 1,000 on purchasing put options relating to underlying equities with a market value of EUR 10,000. If the market price of the stock declines or remains stable, the entire investment in the call option is lost. A corresponding risk may be incurred if the investment is funded by borrowing.

Legal risk – the risk that relevant statutes and rules are unclear or may be amended.

Company-specific risk – the risk that a company is less successful than expected or that the company suffers from a negative event that may result in a decline in the value of the financial instruments associated with such company.

Industry-specific risk – the risk that a specific industry is less successful than expected or suffers from a negative event that may result in a decline in the value of the financial instruments associated with companies in the relevant industry.

Liquidity risk – the risk that the client may be unable to sell a financial instrument at a time when the client may wish to do so, because turnover and purchaser interest in the financial instrument is low.

Interest rate risk – the risk that the value of the financial instrument in which the client invests will decline due to changes in the market interest rate.

Information risk – the risk that not all relevant information is known in the market.

3. Equities and equity-related instruments

3.1 General information concerning equities (shares/stock)

3.1.1 Shares and limited companies

Shares of a limited company entitle their holder to a portion of the share capital of such company. If the company makes a profit, the company will normally declare dividends on the shares. Shares will as a main rule also carry voting rights in the shareholders' meeting, which is the supreme decision-making body of the company. The more shares a person holds, the larger a portion of the capital, dividends and voting will normally accrue to such shareholder. The voting rights may vary depending on the category of shares. Finland has two types of limited company, public limited companies (Oyj) and limited companies (Oy).

3.1.2 The share price

The price of a share is in large part determined by the future prospects of the company. A share price may rise or fall depending on players' analyses and assessments of the company's prospects for future gains. Future external developments in business cycles, technology, legislation, competition, etc., determine the demand for the products or services of the company, and are therefore also of fundamental importance to developments in the price of the company's shares.

The general interest rate level (the market interest rate) is also of decisive importance to price developments. If the market interest rate increases, interest-bearing financial instruments issued at the same time may offer a better yield. Normally there will then be a reduction in the prices of listed shares and already outstanding interest-bearing instruments with a lower interest rate. The reason is that the higher yield on newly issued interest-bearing instruments may relatively speaking be more attractive than the yield on shares, and on already outstanding interest-bearing instruments. Besides, the share price is negatively affected by the increase in the interest rate on the company's debt, which reduces the prospects for future gains on the part of the company.

Other factors relating directly to the company, e.g. changes to the company's management and organisation, production stops, etc., may also influence the future ability of the company to generate gains, both in the short and the long run. Companies may in the worst case perform so weakly that they have to be declared bankrupt. The share capital, i.e. the capital invested by the shareholders, has the lowest priority when it comes to receiving any payment from the estate in bankruptcy. All other liabilities of the company must first be paid in full. This will usually result in there being no funds left in the company after the payment of liabilities, thus implying that the shares of the company become worthless.

Price developments for financial instruments listed on major foreign regulated markets and other trading systems also influence price developments in Finland because, *inter alia*, several Finnish companies are also listed on foreign regulated markets or traded in other trading systems. Price equalisation (arbitrage) will in such cases take place between the markets. The price of the shares of a company that belongs to the same industry/sector will often be influenced by changes in the share prices of other companies within the same industry/sector. Such influence can also extend to companies in different countries.

The players in the financial market often have different views about future share price developments. These factors, which also include how the company is valued, contribute to there being both purchasers and sellers. If the investors are of the same view as far as price developments are concerned, they will either purchase, in which case there is purchase pressure from the many purchasers, or they will sell, in which case there is sales pressure from the many sellers. The price will increase in case of purchase pressure, and decrease in case of sales pressure.

Trading, i.e. how much a specific share is purchased or sold, influences the share price. High trading volumes reduce the difference, also called the spread, between the price the purchasers are willing to pay (the bid price) and the price the sellers demand (the offer price). A share with a high trading volume, where large holdings may be traded without much impact on the price, are characterised by good liquidity and are therefore easy to purchase and sell.

Business framework conditions, both nationally and internationally, may also influence the share prices. Changes in the level of direct and indirect taxes nationally and in other countries influence the cost level of companies, and thereby the competitive situation. International agreements between countries concerning customs and duties upon the import and export of goods and services affect the competitive situation between companies, and thereby the share prices. Dramatic events like disasters, terrorist actions and war may have a major impact on share prices on stock exchanges all over the world.

Daily key figures for the prices at which the shares are traded, like "day high", "day low" and "closing", as well as information on trading volumes, are published, *inter alia*, in most major daily newspapers, by teletext and on various websites operated by regulated markets, investment firms and media businesses. How up to date such price information is may vary depending on the way in which it is published.

3.1.3 Stock trading – hereunder trading systems

Only shares issued by public limited companies (Oyj) or corresponding foreign companies can be listed on a regulated market (hereunder a stock exchange) in Finland. In addition, there are requirements with regard to the size, business history and ownership dispersion of the company, as well as the disclosure of information relating to the company's earnings, financial position and business activities in general.

Finland currently has one regulated market for trading in equities; Nasdaq Helsinki Ltd., also referred to as Helsinki Stock Exchange. Since 2007, Nasdaq has controlled the various exchanges and regulated markets across the Nordic countries under the name 'Nasdaq Nordic'. Nasdaq Helsinki is the Nasdaq Nordic subsidiary located in Finland, and it is licensed as a stock exchange (<http://www.nasdaqomxnordic.com>). Additionally, Nasdaq Nordic hosts the multilateral trading facility Nasdaq First North Finland. As multilateral trading facility, First North Finland doesn't have the legal status of an EU-regulated market (unlike the Helsinki Stock Exchange), and is subject to less heavy regulations compared to the Helsinki Stock Exchange. Trading in Finnish equities may also take place in regulated markets abroad, and on other multilateral trading facilities.

Trading in equities that are not listed on a regulated market takes place in the so-called OTC market. Trading in this market is partly based on information about prices and interests the brokerage houses present to each other. A brokerage house may, *inter alia*, enter purchase or sales interests in a trading support system.

Generally speaking, investment in OTC equities is associated with considerable risk, hereunder liquidity risk and informational risk.

If a share is neither listed on a regulated market or traded on a trading facility or other execution venue, trading will normally take place by the brokerage house seeking to assist the client by contacting potential clients that may be interested in assuming the position of counterparties. This may also occur when trading in listed shares.

Trading in a regulated market or other trading facilities or through the broker network constitutes the secondary market in shares, primary capital certificates and bonds already issued by a company. If the secondary market works well, i.e. it is easy to identify purchasers and sellers, whilst bid prices from the purchasers and offer prices from the sellers are quoted on a continuous basis, together with closing prices for executed trades, the companies will benefit inasmuch as it becomes easier to issue new shares, and thereby raise more capital to fund the business activities of the company.

The primary market is the market for subscription to new shares (or primary capital certificates or bonds) issued by companies.

Shares registered in a regulated market or a trading facility are normally grouped into different segments depending on the market value of the company or the liquidity of the stock. These segments are typically published on the website of the relevant trading system, in newspaper and via other media. The companies listed on the Helsinki Stock Exchange are grouped into three different segments depending on the market value; Large, Mid and Small Cap, respectively. The shares

with the highest turnover may also be on a special list. Different shares may during the course of a day or longer periods be characterised by different degrees of price stability (volatility), i.e. frequency and magnitude of price changes. Shares quoted on lists with stricter requirements and high turnover are generally deemed to involve a lower risk than shares on other lists.

3.1.4 Different classes of shares

Shares may be available in different classes, usually Class A and Class B shares, which normally affect the exercise of voting rights at the shareholders' meetings of the company. Class A shares will normally carry one vote, whilst Class B shares will normally carry limited or no voting rights. The difference in voting rights may reflect, for example, a desire to protect the original founders and the influence of the existing owners over the company by reinforcing their voting rights upon the dispersion of ownership.

3.1.5 Nominal value, split and reverse split of shares

The nominal value of a share is the amount of the share capital of a company represented by each share. The total number of shares of company multiplied by the nominal value of each share is the share capital of the company. A company may change the nominal value of its shares at times, e.g. because there has been a significant increase in the market price of such shares. By dividing each share into two or more shares, a so-called split, the nominal value of each share and the price of each share will be reduced at the same time. However, the capital of the shareholder remains unchanged after a split, although it is divided into a larger number of shares, each with a lower nominal value and a lower price.

A reverse split may be effected if, for example, there is a significant reduction in the share price. This involves combining two or more shares into one share. However, the capital of the shareholder remains unchanged after a reverse split, although it is divided into a lesser number of shares, each with a higher nominal value and a higher price.

3.1.6 Initial public offerings, privatisations and takeovers

An initial public offering involves the shares of a limited company becoming listed on a regulated market (hereunder a stock exchange), with the general public being offered an opportunity to subscribe for (purchase) shares of the company on the occasion of such listing. It will in most cases be an existing company, which has not previously been listed on any stock exchange, the owners of which have decided to increase the number of shareholders and, at the same time, facilitate trading in the shares of the company. An initial public offering by a government-held company is termed a privatisation or partial privatisation, depending on what ownership stake in such company the government is offering to sell to the general public.

A takeover will normally be effected by one or more investors offering the shareholders of a company the opportunity to sell their shares on certain terms. If the purchaser obtains more than 90% of the share capital and the voting rights of the company, the purchaser may effect a mandatory acquisition of the remaining shares held by those shareholders who have not accepted the takeover bid.

3.1.7 Share issues

If a limited company wishes to expand its business activities, it will often need additional capital. The company may raise such capital by, *inter alia*, issuing new shares. The existing shareholders will in most cases be granted pre-emptive rights to subscribe for shares under the issue. The number of shares one may subscribe for will in such case be determined by the number of shares already held by the relevant shareholder. The subscriber must pay a price (the issue price) for the newly issued shares that may be less than the market price. The price of the shares will usually fall immediately after the separation of the pre-emptive rights – which normally have a certain market value – from the shares. Those shareholders who hold pre-emptive rights, but who do not wish to subscribe for new shares, may during the subscription period (which often lasts for a few weeks) sell their pre-emptive rights in the regulated market on which such pre-emptive rights are listed. The pre-emptive rights will lapse upon the expiry of the subscription period and the allotment of shares, thus implying that they become unusable and of no value.

If the share premium reserve of a limited company has increased a lot in value, the company may assign part of such value to the shareholders through a so-called bonus issue. A bonus issue will be based on the number of shares already held by each shareholder. The number of new shares offered to a shareholder under the bonus issue is determined by the number of shares previously held by such shareholder. The shareholder will be allotted more shares through the bonus issue, but the shareholder's portion of the share capital of the company will remain unchanged. The price per share will decline on the occasion of a bonus issue, but the increase in the number of shares results in the market value of the capital invested by a shareholder remaining unchanged.

Limited companies may also conduct a so-called private placement, which is implemented as a share issue, but only targeted at a limited group of investors. A private placement involves a so-called dilution of the voting rights and the share capital held by the existing shareholders of the company to the extent that such shareholders do not participate in the private placement, but the number of shares held will not be affected, nor will the market value of the invested capital normally be affected to the extent that the issue price is deemed to reflect the market value.

3.2 General information concerning equity-related instruments

Instruments closely related to equities include primary capital certificates, convertible bonds, equity index-linked notes/index warrants, equity options and equity index options, as well as depositary receipts. Trading in such instruments normally takes place in a regulated market (hereunder a stock exchange), but these types of financial instrument may also be subject to OTC trading.

3.2.1 Convertible bonds

Convertible bonds are interest-bearing securities that may, during a certain period of time, be converted into shares at a conversion rate/subscription price determined in advance. The interest rate on the convertible bonds is normally higher than the cash dividends on the shares into which the loan may be converted, but conversion offers the holder the possibility of a price gain if the share can be sold at a price higher than the conversion price. The price of the convertible bonds will normally fluctuate with the share price, and is expressed as a percentage of the nominal value of the convertible bond.

3.2.2 Equity index-linked notes/other index-linked notes

Equity index-linked notes/other index-linked notes are notes whose yield is not a specific interest rate, but depend on developments in an equity index or index basket or other benchmark. If there is a positive development in the index, this will be mirrored by the yield. A negative development in the index may result in a zero yield. The nominal value of the note will always be repaid on the maturity date, and consequently entails a limited risk of loss compared to equities and fund units. The risk associated with an investment in an equity index-linked note may (apart from any premium payable) be defined as the risk of loss of the alternative interest income one would have received if the money had instead been deposited in a bank account or invested in ordinary bonds, and materialises in case the underlying index does not develop positively to a sufficient extent.

3.2.3 Equity options and equity index options

There are different types of equity options. Acquired (purchased) call options give their owner the right to purchase, within a certain period of time, already issued shares at a predetermined price. Acquired (purchased) put options give their owner the right to sell, within a certain period of time, shares at a predetermined price. Each acquired option is matched by an issued (sold) option.

Index options and index warrants generate gains or losses depending on developments in the underlying index.

The price of an option (the option premium) will normally fluctuate in line with developments in the price of the relevant underlying shares or index. The instrument may embody leverage effects that further increase the risks and the potential gains. See below for more detailed information about derivatives.

3.2.4 Warrants

Trading also takes place in certain call and put options of longer duration than the standardised call options, usually called warrants. Warrants may confer a right to purchase underlying equities at a predetermined price, or entitle their holder to cash settlement if the price of the underlying equities exceeds the agreed future call price/exercise price.

3.2.5 Depositary receipts

Depositary receipts are receipts confirming that shares are held in a depository, and confer, in principle, the same rights on their owner as does ownership of the actual shares. Depositary receipts are traded like shares, and price developments will normally trace price developments in the regulated market abroad in which the share is traded.

4. Interest-bearing financial instruments (bonds)

4.1 General information concerning bonds and notes

An interest-bearing financial instrument is a right to payments from the issuer of a loan. The yield normally takes the form of interest (coupon). There are different forms of interest-bearing instruments, depending on who is the issuer, the collateral furnished by the issuer to secure the loan, the term until the maturity date and the form of interest payment. A distinction is also usually made between bonds, which have a term of 12 months or more, and notes, which are instruments with a term of up to 12 months.

The interest (coupon) is normally paid at either a fixed or a floating rate. On certain loans, no interest is paid, with only the nominal value being paid on the maturity date of the loan (zero-coupon loans). The purchase of zero-coupon instruments takes place at a significant discount, which results in the effective interest rate being similar to that on instruments offering continuous coupon payments.

The risk associated with an interest-bearing instrument is partly the risk that the price may change during its term because the market interest rate changes, and partly the risk that the issuer is unable to repay the loan. Consequently, loans for which repayment is secured by adequate collateral are less risky than loans without collateral.

It may be said, as a general observation, that the risk of loss on interest-bearing instruments is deemed to be less than on equities. However, there are significant differences in the risks associated with different bonds, with government-guaranteed bonds and unsecured high yield bonds (junk bonds) representing two extremities.

The market interest rate is determined in the money markets every banking day. The market interest rate is influenced by analyses and assessments made by banks and other large institutional market players with regard to future developments in financial factors like inflation, business cycles, and interest rates in different countries in the short and the long run.

If the market interest rate increases, the price of debt instruments with a fixed interest rate will typically fall since new loans will then be issued at an interest rate that reflects the current market interest rate, thus offering a higher interest rate than does the instrument issued previously. Conversely, the price of previously issued instruments will rise when the market interest rate declines.

Loans issued by the state and municipalities (or guaranteed by them) are held to be virtually risk free when it comes to repayment at the predetermined value as per the maturity date.

4.2 Trading in bonds

Some bonds are listed, and these financial instruments are consequently traded, in the same way as listed equities, at an execution venue. There is also considerable trading in unlisted bonds through investment firms.

Trading in bonds may in practice differ from stock trading, inasmuch as the interest rate and foreign exchange markets are, to a larger extent, quote-driven markets, unlike the stock market, which is typically an order-driven market. This reflects the fact that there is traditionally more market making and own-account trading with clients on the part of banks/investment firms in the interest rate and bond markets, but this varies from product to product.

Generally speaking, there are no market makers quoting prices for the bonds and notes typically offered by Pareto, and Pareto will normally not be trading on its own account, but will broke trades between clients/others at a brokerage fee in the form of a spread.

5. Derivative instruments

Derivative instruments, like options, futures, etc., are issued by reference to various forms of underlying assets, for example equities, bonds, commodities and foreign exchange.

Trading in derivative instruments is associated with special risks, which will be described in more detail below.

Certain derivatives trades may result in the client having to furnish separate collateral (margin requirements), for example upon the sale of options without owning the underlying equity, as well as the purchase and sale of futures, forwards and swap agreements. The margin requirements will vary depending on, *inter alia*, the underlying security, the type of instrument, the term and volatility of the instrument, and may vary considerably from day to day. If the client does not satisfy the margin requirements, a forced sale will typically be executed for all the derivatives positions of the client, which

may result in a considerable loss for the client. The client must therefore act swiftly and furnish additional collateral or close positions in the event of uncovered margin requirements.

5.1 Use of derivative instruments

Derivative instruments are a form of agreements (contracts), with the actual agreement being traded in the capital market for financial instruments. The derivative instrument relates to an underlying asset or to an underlying parameter. This asset or parameter (in the following only called asset) may be another financial instrument, another asset of financial value (for example foreign exchange or commodities) or a form of value barometer (e.g. an index). Derivative instruments may be used to protect against expected unfavourable price developments for the underlying asset.

They may also be used to achieve a gain or yield with a smaller capital investment than would be required to make a corresponding trade directly in the underlying asset ("leveraged investment"). Derivative instruments may also be used for other reasons.

The use of derivative instruments is premised on a certain expectation as to how the price of the underlying asset will develop over a certain period of time. It is important that the client is aware, prior to the commencement of trading in derivative instruments, of the purpose thereof and what price developments may be expected for the underlying asset, and select, on the basis hereof, the appropriate derivative instrument or combination of such instruments.

5.2 Various types of derivative instruments

The main types of derivative instruments are options, futures and swap agreements.

5.2.1 Option

An option is an agreement implying that one party (the issuer of an options contract) undertakes to purchase or sell the underlying asset to the other party (the holder of the contract) at a predetermined price (the exercise price/strike price). When such right may be exercised depends on what type of option is involved. An American option allows the right to be exercised throughout its term. A European option only allows the right to be exercised on the expiry date.

The holder pays a premium to the issuer and becomes entitled to exercise the rights under the contract, but is under no obligation to do so. The issuer, on the other hand, is obliged to perform the contract if requested by the holder.

The price of the option will normally trace the price of the underlying asset.

Call options

By purchasing a call option, one obtains a right to purchase underlying assets at a future date at a predetermined price (the exercise price, also called the strike price). When purchasing a call option, one pays an option premium, as well as costs in relation to trading and administration of the option agreement.

The maximum potential loss for the holder of a call option is the option premium and the costs paid. The maximum loss will be incurred if the price of the underlying financial instrument remains below or equal to the strike price. The potential gain is, in theory, unlimited. The gain is the value of the underlying financial instrument as per the exercise date, less the strike price and the option premium, including costs.

By issuing/selling a call option, the issuer assumes an obligation to sell (if the holder exercises his or her right to purchase) the underlying assets at a future date at a predetermined price. When selling a call option, one receives an option premium, less costs in relation to trading and administration of the option agreement.

The potential gain for the issuer is limited to the net option premium. If the strike price remains higher or equal to the market price of the underlying financial instrument, one gets to keep the option premium without the holder normally requesting the purchase of the securities.

If the issuer has hedged his or her position by owning the underlying financial instruments, no loss is incurred in case of a price increase, but one loses out on any increase in value over and above the option premium. In case of a price reduction there will be incurred a loss on the underlying instruments, but this is compensated by the option premium. The position comprising underlying instruments and an issued call option will incur an overall loss if the market value of the underlying instruments falls more than the option premium.

If the issuer has not hedged by owning the underlying financial instruments, the potential loss of the issuer is unlimited in case of a price increase. If the holder exercises the option, the issuer must purchase the financial instruments in the market

at market price. The loss is calculated as the market value of the underlying financial instruments, less the strike price, less the option premium.

Put options

By purchasing a put option, one obtains a right to sell underlying assets at a future date at a predetermined price (the exercise price/strike price). When purchasing a put option, one pays an option premium, as well as costs in relation to trading and administration of the option agreement.

The maximum potential loss for the holder of a put option is the option premium and the costs paid. The maximum loss will be incurred if the price of the underlying financial instrument remains above or equal to the strike price.

The potential gain is limited to the strike price, less the value of the underlying financial instrument as per the exercise date and the option premium, including costs. If the holder of a put option is the owner of the underlying instruments, this gain will provide him or her with a price hedge against loss on the underlying investment.

By issuing/selling a put option, the issuer assumes an obligation to purchase (if the holder exercises his or her right to sell) the underlying assets at a future date at a predetermined price. When selling a put option, one receives an option premium, less costs in relation to trading and administration of the option agreement.

The potential gain for the issuer is limited to the net option premium. If the strike price remains lower or equal to the market price of the underlying financial instrument, the issuer gets to keep the option premium without the holder normally requesting the sale of the securities.

The issuer of the option will incur a loss in case of price reduction if the value of the underlying financial instruments falls below the strike price. The loss is limited to the difference between the strike price and the market value of the underlying instruments, less the net option premium.

5.2.2 Futures

A future involves the parties concluding a mutually binding agreement on the purchase or sale of the underlying assets at a predetermined price and with delivery or other implementation of the agreement at a specified time.

Futures trades do not involve the payment of any option premium, but the agreed futures price will normally be determined as the spot price (current market price) of the underlying financial instrument, plus the interest cost until the settlement date of the future. In addition, one needs to pay costs in relation to trading and administration of the futures contract.

In futures trading, the purchaser assumes all price risk associated with the underlying financial instrument. If the price decreases, there is incurred a loss equal to the difference between the value of the underlying financial instrument and the futures price. If the price increases, there will accrue a corresponding gain equal to the difference between the value of the underlying financial instrument and the futures price. In addition, the purchaser assumes a credit risk with regard to whether the seller delivers the agreed financial instruments on the settlement date.

A seller who owns the underlying financial instruments assumes no risk in relation to price developments for the underlying financial instruments, only a credit risk with regard to whether the purchaser is able to pay the agreed amount on the settlement date.

If the seller does not own the underlying financial instruments, his or her potential loss is, in theory, unlimited in case of a price increase. The loss is calculated as the value of the underlying financial instruments, less the agreed futures price. Correspondingly, a gain will accrue on the part of the seller in case of a price reduction, calculated as the futures price less the value of the underlying financial instruments. The seller also assumed a credit risk with regard to whether the purchaser is able to pay the agreed amount on the settlement date.

5.2.3 Swap agreement

A swap agreement involves the parties agreeing to make payments to each other on an ongoing basis, for example calculated on a fixed or a floating interest rate (interest rate swap), or to swap, at a specific point of time, certain assets with each other, for example different currencies (currency swap).

5.3 Defining characteristics of derivative instruments

One may describe trading in derivative instruments as the trading in, or the transfer of, risk. Those expecting, for example, a price reduction in the market, may purchase put options that increase in value if the market slumps. In order to reduce or avoid the risk of a price reduction, the purchaser pays a premium, i.e. the cost of the option.

Trading in derivatives can in many instances not be recommended for clients with little or limited experience from trading in financial instruments, as such trading often requires special knowledge. It is important for those intending to trade in such instruments to be aware of the following defining characteristics of derivative instruments:

The structure of a derivative instrument implies that price developments for the underlying assets are reflected in the price of the derivative instrument. This knock-on effect on prices will typically result in a change in the value of the derivative instrument that is relatively larger than the change in the value of the underlying assets. The knock-on effect on prices is therefore called the leverage effect, and may result in a larger gain on the invested capital than if the investment had been made directly in the underlying assets. On the other hand, the leverage effect will result in a higher risk of loss than would be associated with an investment in the underlying assets.

The leverage effect varies depending on the structure and area of use of the derivative instrument. Certain derivative instruments may involve a multiplier effect, for example with the cash amount to be paid under the derivative instrument being calculated as the change in the price of the underlying instrument or index multiplied by 2, 5 or another number larger than 1. For certain derivative instruments the multiplier may, however, be less than 1.

There are consequently strict requirements with regard to the monitoring of price developments for the derivative instrument and the underlying assets. The client should be prepared, in his or her own interest, to act swiftly, often on the same day, if the investment in the derivative instrument takes an unfavourable turn.

The party assuming an obligation by issuing an option or concluding a futures contract, is required to furnish collateral in respect of his or her position from the very start. The collateral requirement will change in response to increases or decreases in the price of the underlying assets, and consequently in response to increase or decreases in the value of the derivative instrument. Additional collateral in the form of supplementary collateral may therefore be required. If the client fails to furnish sufficient collateral, the clearing organisation or the investment firm will be entitled to terminate, without the consent of the client, the investments (closing all derivative positions) in order to curtail the loss. A client should thus closely monitor price developments and collateral requirements in order to avoid the involuntary closure of the position.

The term of derivative instruments may vary from a very short period to several years. The relative price change is often most pronounced for instruments with a short (remaining) term. The price of, for example, a held option will generally fall more steeply towards the end of its term as its time value declines. The client should therefore also closely monitor the term of the derivative instruments.

5.4 Standardised and non-standardised derivative instruments

Derivative instruments are traded in standardised and non-standardised forms.

Standardised derivative instruments

Trading in standardised derivative instruments takes place in regulated markets and according to agreements and terms that are standardised by a stock exchange or a clearing organisation. In the Finnish derivatives market, Nasdaq Nordic and Eurex Exchange (Eurex) among others offer trading in options and futures and related clearing services.

Trading in foreign standardised derivative instruments will normally be governed by the rules and terms of the country in which the stock exchange trade and clearing are organised. It is important to note that such foreign rules and terms will not necessarily coincide with those applicable in Finland.

Non-standardised derivative instruments

Some investment firms offer their own forms of derivative instruments, which are not traded in regulated markets. Such derivative instruments are referred to as non-standardised derivative instruments (OTC derivatives). Those wishing to trade in this type of derivative instruments should study the agreements and terms governing the trading therein with particular care.

5.5 Clearing

The clearing of derivatives involves clearing institutions assuming the role of counterparty between the purchaser and the seller of derivatives contracts, and guaranteeing the settlement of the contract. The clearing institution acts as seller in relation to the purchaser and as purchaser in relation to the seller. In the standardised derivatives market, derivatives contracts tend to be cleared by a licensed clearing institution. In the OTC market it is the investment firm that will typically assume this role.

5.6 Definitions

Please note that the below definitions are base definitions, and that the form of settlement (delivery of underlying instruments or cash settlement or combinations thereof) and other terms and conditions may vary from one derivative to another. Different markets also use, to some extent, different definitions, and the trading rules governing each individual derivative instrument must always be consulted.

Option. An agreement granting one party (the “Holder”) a right, without any obligation, during a specified period of time, to purchase (“Call Option”) or sell (“Put Option”) an agreed quantity of financial instruments at a predetermined price from/to the other party (the “Issuer”).

Future. An agreement under which both the purchaser and the seller has agreed that financial instruments shall be transferred from the seller to the purchaser at an agreed price on an agreed date that is further into the future than the ordinary settlement deadline for the underlying financial instrument to which the agreement pertains.

Index option/Index future. An agreement where the underlying parameter is not a security, but an index. Such an agreement is not settled through the delivery of financial instruments, but through payment of the cash value of the agreement.

Contract for difference. An agreement with exactly the same risk profile as a future, although no delivery of the underlying financial instruments shall take place upon expiry. A cash payment is made upon expiry, based on the difference between the swap price and the market price as per the expiry date.

Short sale. Sale of financial instruments one does not own, but has borrowed in order to perform correct settlement. The financial instruments have to be purchased at a later date and handed back to the lender.

Underlying financial instrument(s). These are the financial instrument(s) the option entitles the Holder to sell or purchase, or the financial instrument(s) agreed to be traded under a future, or the financial instrument(s) agreed to be used as the calculation basis under a price swap.

Exercising an option means to demand settlement under the option, for example by effecting a trade in the underlying financial instrument pursuant to the option agreement.

Expiry date. The date on which an option must either be exercised or will expire without value. The expiry date of a future is the date on which the agreement enters a settlement phase, typically by changing into a trade with an ordinary settlement deadline for delivery of the underlying financial instrument in return for the payment of a purchase price.

Settlement date. The date on which a future, option or price swap is finally discharged by the delivery of the underlying financial instruments in return for the agreed purchase price, or the cash settlement falls due for payment. The settlement date is normally three stock exchange days after the expiry date.

American option/future. An option/future that may be exercised by the Holder, in full or in part, at any given time until the agreed time on the expiry date.

European option/future. An option/future that may only be exercised on the expiry date.

Spot price. The price at which the security is traded for ordinary delivery on the third stock exchange day after the trading day.

Strike price/Exercise price. The agreed price at which an option shall be exercised.

Futures price. The agreed price at which a future shall be settled.

Swap price. The agreed price at which a price swap shall be settled.

Option premium. The amount the Holder has paid the Issuer to purchase the option.

Hedging share/Hedge. If a seller of an option/future/swap does not want to assume price risk, he or she purchases/short sells such a number of the underlying security that any increase in the value of the sold derivative is cancelled out by a corresponding increase in the value of the underlying securities. The securities thus hedging the issuer against price risk are often called hedging shares or hedges.

6. Project finance companies

A project finance company is typically established for the purpose of acquiring and operating an asset or several similar assets, typically a vessel or a property. Irrespective of the legal structure of the project finance company there is, in addition to the different types of risk aspects described above in Section 2.2, certain risk elements the client should take into consideration when evaluating an investment in a project finance company. These are:

Liquidity risk - No established market place exists for the trade of shares in shipping, offshore or real estate projects. The liquidity in the secondary market is subject to large variations, and differs from project to projects. During some periods, it may be difficult to trade shares at all in the secondary market.

AIFM risk - The Alternative Investment Fund Managers Directive and the implementation of the directive is recent, and there are still some unresolved/unclear issues. For each projects Pareto consider whether the company falls outside of the scope of the AIFMD due to its industrial purpose, i.e. because the company shall generate returns through its operations and not necessarily by divesting the assets owned by the company, or whether it is to be considered an AIF. There is a risk that a company deemed a non-AIF may be considered an AIF, which would among other result in additional costs to a depositary and a manager.

Leverage effect risk – The project finance company may be leveraged up to 80-90 per cent. Such leverage enables the company to make larger investments than otherwise possible, and increases potential returns. At the same time, leverage increases risk related to the invested capital, as the effect of falling values in underlying projects will increase. As an example, a leverage of 50 % will magnify the effect of a value increase or decrease on the invested capital by a factor or two (i.e. double the effect).

For project finance companies organised as public or private limited liability companies reference is made to Section 3 "Equities and equity-related instruments" above. Project finance companies may also be organised as partnership companies that are taxed at the partner's hand and is in itself not a separate taxpayer. In such partnership company each partner (investor) is therefore taxed on his prorated part of the profit or loss, determined as if the partnership was a separate taxpayer.

An internal partnership (in Norway, *NO: indre selskap/IS*), is unlike other partnership structures in that it does not present itself to third parties as a legal entity. The legal ramifications, including the investor's liability for called-up capital, and the risks associated with non-payment of capital, are in most cases the same as for a limited partnership. However, the Partnership Act is silent regarding any committed capital requirement in a Silent Partnership. Both internal partnerships and limited partnerships (both the general partner and the limited partners) are regulated by the Norwegian Partnership Act of 1985, although in the case of the internal partnership the Principal Partner (the company that fronts the business and is visible to the outside world) is often subject to the rules of the Norwegian Private Limited Liability Companies Act.

A limited partnership (*FI:kommandiittiyhtiö/Ky*) is one type of general partnership, in which at least one partner has unlimited liability for the firm's obligations (general partner), and at least one other partner has a limited, fixed-sum liability for the firm's obligations (limited partner). The investor will normally invest as a limited partner, although it is also possible to invest as the general partner. All limited partnerships are required to have a certain amount of committed capital, and normally the commitment is called in from the investors gradually as the need arises. Accordingly, an investor may have a payment obligation even after paying the subscription capital, and there are risks associated with non-payment of these capital calls.

7. Securities fund

A securities fund is a "portfolio" of different financial instruments, comprising for example equities and/or bonds. The fund is owned by all those who invest in the fund; the unit holders, and is managed by a management company. There are

different types of securities funds with different investment strategies and risk profiles. Below follows a short description of the most common types of securities funds⁷:

Equity fund - a securities fund that shall normally invest no less than 80 percent of the fund's assets under management in equities (or other equity instruments) and that shall normally not invest in interest-bearing securities.

Combination fund - a securities fund that is not defined as purely an equity fund or purely a fixed-income fund. A combination fund may be characterised by a more or less permanent bias towards equities or fixed-income securities, but the proportional distribution of various securities may also change over the life of the fund.

Fixed-income fund - a securities fund that shall invest in other securities than equities. The fixed-income funds are grouped into bond funds and money market funds.

Index fund – a securities fund that is managed rather passively in relation to the benchmark index of the fund.

Fund of funds - a securities fund that invests in one (or several) underlying securities fund(s).

Hedge fund (specialised fund) – there is no exact definition of the term hedge fund, and the variation between the various hedge funds may be very considerable as far as investment choice and risk profile are concerned. A hedge fund is not required to comply with the Finnish Act on Common Funds or the UCITS Directive, and the hedge funds are at liberty to use various financial instruments. The fund may in most cases engage in borrowing, and will usually have considerable liberty when it comes to using various derivatives. A hedge fund may also engage in short trading of securities, which implies that the fund sells borrowed securities, and then purchases the borrowed securities at a later date.

The units may be purchased and redeemed (sold) via the management company. The current value of the units will be calculated by the management company on a daily basis, and will be based on developments in the price of the financial instruments in which the fund has invested. There also exist units in funds that may be traded in a regulated market (Exchange Traded Funds –"ETF").

One of the ideas behind an equity fund is to invest in several different equities and other financial instruments. This implies that the risk assumed by the unit holders is less than the risk assumed by those shareholders who invest in only one stock, or a small number of stocks. The unit holders are relieved of having to select, purchase and sell, as well as monitor, the equities, and also of carrying out other management efforts associated therewith.

8. Short trading

Short trading means selling financial instruments that one does not own (by borrowing shares from the investment firm or otherwise). At the same time, the borrower undertakes to return instruments of the same type to the lender on an agreed future date.

Short trading is used as an investment strategy when it is expected that the value of the stock will slump. On the sales date, the borrower expects to be able to purchase the borrowed instruments in the market, on the date when these are going to be handed back, at a price lower than that at which these instruments were sold. If the price does instead increase, a loss will be incurred, which loss may be considerable in case of a steep price increase.

9. Leveraged trading

Financial instruments may in many cases be purchased with partially borrowed capital. Since both the client's own capital and the borrowed capital is used to acquire securities, borrowing may generate a higher gain for the client, if the investment develops favourably, than would be achieved through an investment made with the client's own capital only.

The debt associated with the borrowed capital is not affected by whether the prices of the purchased instruments change in a favourable or unfavourable direction, which is an advantage as long a price developments are favourable. The debt remains unchanged if the price of the purchased instruments changes in an unfavourable direction. This depletes the client's own invested capital, and he or she also risks the lender calling for the debt to be repaid. Consequently, a price reduction may result in the client's own invested capital being lost in full or in part whilst, at the same time, the debt can only be partially repaid from the sales income from financial instruments that were purchased, thus implying that the residual debt must be repaid from other funds.

⁷ Source: www.vff.no

A couple of examples: If the purchaser has used EUR 50,000 of his own funds and EUR 50,000 in borrowed funds to purchase equities, all of his or her own capital will be lost if the investment falls 50% in value. If he or she has borrowed EUR 60,000 and invested EUR 40,000 of his or her own capital, he or she would in this scenario have to repay EUR 10,000 of the debt from other funds, after having sold the purchased securities.

10. Exchange Traded Notes (ETN)

An ETN is a listed debt security issued by a bank, the yield on which is linked to developments in the value of an underlying commodity, market, index or equity.

Certain ETNs provide a leveraged exposure, and some ETNs will in addition to the exposure to the underlying benchmark provide foreign exchange exposure. Unlike Exchange Traded Funds (ETF), the holder will not own any stake in the underlying security.

ETNs can offer a wide range of different characteristics. One should, prior to making the investment, thoroughly review the product information and the base prospectus for the product in which one would like to invest. Such information is available from the issuer of the relevant ETN.

The risk associated with holding an ETN is primarily related to developments in the value of the relevant underlying commodity, market, index or equity. There will also be a credit risk relating to the issuer of the product, which issuer will also charge an administration fee. Moreover, there will be liquidity risk when wanting to sell the product.

There is a risk, when purchasing an ETN, that the entire purchase price may be lost. ETNs are volatile products that are not suitable for long-term investment. We also advise against borrowing money to trade in this type of product.

11. Contingent convertible bonds

Contingent convertibles are perpetual debt instruments. If their issuer were to experience financial distress, contingent convertibles may be converted to equity or suffer write-down of principal. Having properties in common with both equity and debt they are called “hybrid” instruments.

Contingent convertibles are typically issued by financial institutions like savings banks and insurance companies. Under normal circumstances they offer investors a somewhat higher yield than conventional debt instruments. This higher return comes with a higher risk. Holders of contingent convertible bonds risk being obliged to suffer loss absorption according to the instrument’s position between equity and traditional debt in the order of priority on the balance sheet. Such circumstances are formalized as predefined conditions in the bond agreement.

Common equity has the lowest priority and would be the first to suffer write-down. Hybrid capital such as contingent convertibles would be the next asset class to risk principal write-down or conversion. Regulatory authorities can instruct issuers to let this capital absorb losses. Furthermore, the issuer has the option to cancel coupon payments.

Contingent convertibles are complex instruments, and this description of risks is not exhaustive. We encourage investors who consider buying contingent convertible bonds to study the bond agreement carefully and get acquainted with all the inherent sources of risk.

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Pareto Securities Oy
Aleksanterinkatu 44, 6th floor
00100 Helsinki, Finland

Telephone +358 9 8866 6000

www.paretosec.com
clientservice.fi@paretosec.com