

## Example of withholding of the commissions for acquisition/sale of the complex and simple Exchange Traded Fund funds (hereinafter – the ETF)

1. Under classic brokerage services, a client acquires 100 shares of the complex ETF 'VanEck Vectors Gold Miners ETF' at USD 100 per share, totalling USD 10 000 (Nasdaq). This being the case, the bank's commission is USD 35 + commissions of the third parties (stock exchanges inclusive) that may amount to 2–5% of the commission paid by the bank. Considering that the commission for acquisition of 100 shares is: 100 shares x USD 0.025 per share (tariff) = USD 2.5 that is less than the minimum tariff established by the bank; in this case a minimum tariff is applied. A client will be charged the same commission in case of sale if the client sells the same amount of shares at the purchase price, since the amount of the commission in this example depends on the amount (number) of shares. Thus, in this example for acquisition/sale of shares the client pays USD 70 + commissions of the third parties that may amount to 2–5% of the commission paid by the bank.

In terms of the structure of commissions the ETF are similar to shares, but the ETF issuer adds the management fee to the ETF price according to the ETF prospectus or other equitable document (for example, 0.5% per annum), as well as other commissions from the ETF net asset value that may affect the client's final investment.

Changes in the FI value upon sale It is assumed that Financial Instrument is held for 1 month.		10 000 (no changes in the price)	Percent	10% drop	Percent	10% increase	Percent
Expenses related to provision of the investment service	Execution of a transaction order	70	0.700%	70	0.778%	70	0.636%
	Third-party commission for execution of a transaction order	3.5	0.035%	3.5	0.039%	3.5	0.032%
	Management fee*	0	0%	0	0%	0	0%
Any payments related to ancillary services	Maintenance of a financial instrument account	2	0.02%	1.8	0.02%	2.2	0.02%
<b>Cumulative impact of costs and expenses</b>	<b>Total planned commissions and their effect on return</b>	<b>75.5</b>	<b>-0.75%</b>	<b>75.3</b>	<b>-10.84%</b>	<b>76.6</b>	<b>9.31%</b>

## Example of withholding of the commissions for acquisition/sale of simple and complex shares

2. Under classic brokerage services, a client acquires 10 000 shares of UCO US at USD 17 per share, totalling USD 170,000 (NYSE). This being the case, the bank's commission is USD 250 (10 000 shares x USD 0.025 per share) + commissions of the third parties (stock exchanges inclusive) that may amount to 2–5% of the commission paid by the bank. Considering that the commission for acquisition of 10,000 shares is: 10,000 shares x USD 0.025 per share = USD 250 that exceeds the minimum tariff established by the bank; in this case a standard tariff is applied. A client will be charged the same commission in case of sale if the client sells the same amount of shares at the purchase price, since the amount of the commission in this example depends on the amount (number) of shares. Thus, in this example for acquisition/sale of shares the client pays USD 500 + commissions of the third parties that may amount to 2–5% of the commission paid by the bank.

Changes in the FI value upon sale It is assumed that Financial Instrument is held for 1 month.		170 000 (no changes)	Percent	10% drop	Percent	10% increase	Percent
Expenses related to provision of the investment service	Execution of a transaction order	500	0.294%	500	0.327%	500	0.267%
	Third-party commission for execution of a transaction order	25	0.015%	25	0.016%	25	0.013%
	Management fee	0	0%	0	0%	0	0%
Any payments related to ancillary services	Maintenance of a financial instrument account	34	0.02%	30.6	0.020%	37.4	0.020%
<b>Cumulative impact of costs and expenses</b>	<b>Total planned commissions and their effect on return</b>	<b>559</b>	<b>-0.33%</b>	<b>555.6</b>	<b>-10.33%</b>	<b>562.4</b>	<b>9.67%</b>

## Example of withholding of the commissions for acquisition/sale of bonds (simple and complex)

4. Under classic brokerage services, a client acquires 200 000 nominal-value eurobonds of Gazprom GAZPRU 7 288 08/16/37 (OTC) at 120% (calculation without an accrued coupon), totalling USD 240 000. This being the case, the bank's commission is USD 192 (240 000 x 0.08% of the transaction amount) + commission of the third parties (incl. DVP), which may constitute USD 25–50. Considering that the commission for acquisition of 200 000 bonds is: USD 240 000 x 0.08% of the transaction amount = USD 192 that exceeds the minimum tariff established by the bank; in this case a standard tariff is applied. Sales commission in this example depends on the amount of sale. Given that the amount of sale is USD 240 000, the client pays USD 192 (USD 240 000 x 0.08% of the transaction amount) + commission of the third parties (incl. DVP), which may constitute USD 25–50. Thus, in this example the client pays for the acquisition and sale of bonds USD 392 + commission of the third parties, which may constitute USD 50–100.

Changes in the FI value upon sale It is assumed that Financial Instrument is held for 1 month.		240 000 (no changes)	Percent	10% drop	Percent	10% increase	Percent
Expenses related to provision of the investment service	Execution of a transaction order	384	0.160%	384	0.178%	384	0.145%
	Third-party commis- sion for execution of a transaction order	100	0.042%	100	0.046%	100	0.038%
	Management fee	0	0.000%	0	0.000%	0	0.000%
Any payments related to ancillary services	Maintenance of a financial instrument account	48	0.020%	43.2	0.022%	52.8	0.018%
<b>Cumulative impact of costs and expenses</b>	<b>Total planned com- missions and their effect on return</b>	<b>532</b>	<b>-0.22%</b>	<b>527.2</b>	<b>-10.22%</b>	<b>536.8</b>	<b>9.78%</b>

## Example of withholding of the commissions for acquisition/sale of futures

5. Under classic brokerage services, a client acquires 5 GCZ7 (CME) futures of December 2017 for gold at USD 1280 per future, totalling USD 640 000; whereas, the client pays only 10% security deposit for the amount of USD 64 000, which may increase or decrease as a result of daily revaluation, depending on fluctuations of gold prices. This being the case, the bank's commission is USD 75 (5 agreements x USD 15 per agreement) + commissions of the third parties (stock exchanges inclusive) that may amount to 2–5% of the commission paid by the bank. A client will be charged the same commission in case of sale if the client sells the same amount of futures at the purchase price, since the amount of the commission in this example depends on the amount (number) of futures. Thus, in this example for acquisition and sale of futures the client pays USD 150 + the commissions of the third parties that may amount to 2–5% of the commission paid by the bank.

Changes in the FI security upon sale of the FI. It is assumed that Financial Instrument is held for 1 month.		64 000 (no changes)	Percent	10% drop	Percent	10% increase	Percent
Expenses related to provision of the investment service	Execution of a transaction order	150	0.234%	150	0.260%	150	0.213%
	Third-party commis- sion for execution of a transaction order	7.5	0.012%	7.5	0.013%	7.5	0.011%
	Management fee	0	0%	0	0%	0	0%
Any payments related to ancillary services	Maintenance of a financial instrument account	0	0%	0	0%	0	0%
<b>Cumulative impact of costs and expenses</b>	<b>Total planned commissions and their effect on return</b>	<b>157.5</b>	<b>-0.24 %</b>	<b>157.5</b>	<b>-10.27 %</b>	<b>157.5</b>	<b>9.75%</b>

## Example of withholding of the commissions for acquisition/sale of options

6. Under classic brokerage services, a client buys 3 COG8C 57 Comdty (IPE) options of February 2018 for an oil future contract at an agreed price 57 at USD 2.25 per future, totalling USD 6750. This being the case, the bank's commission is USD 45 (3 agreements x USD 15 per agreement) + commissions of the third parties (stock exchanges inclusive) that may amount to 2–5% of the commission paid by the bank. A client will be charged the same commission in case of sale if the client sells the same amount of options at the purchase price, since the amount of the commission in this example depends on the amount (number) of options. Thus, in this example for acquisition and sale of options the client pays USD 90 + the commissions of the third parties that may amount to 2–5% of the commission paid by the bank.

Changes in the FI security upon sale of the FI. It is assumed that Financial Instrument is held for 1 month.		6 750 (no changes)	Percent	10% drop	Percent	10% increase	Percent
Expenses related to provision of the investment service	Execution of a transaction order	90	1.33%	90	1.481%	90	1.212%
	Third-party commission for execution of a transaction order	4.5	0.067%	4.5	0.074%	4.5	0.061%
	Management fee	0	0%	0	0%	0	0%
Any payments related to ancillary services	Maintenance of a financial instrument account	0	0%	0	0%	0	0%
<b>Cumulative impact of costs and expenses</b>	<b>Total planned commissions and their effect on return</b>	<b>94.5</b>	<b>-1.4 %</b>	<b>94.5</b>	<b>-11.4 %</b>	<b>94.5</b>	<b>8.6%</b>

## PNB EM High Yield Bond Fund or PNB Total Return Bond Fund

In the provided example, the client acquires the fund's units for 10 000 EUR in the principal currency thereof, and holds the fund for 1 year. It has been assumed in the example that the value of the fund remains unchanged over the year, reduces by 10% the day after the acquisition. The commissions are calculated based on the net asset value. Annual management fee is 2% and constitutes a part of the net asset value. Acquisition fee may be up to 3%. The example is based on the maximum fee of 3%. PNB Total Return Bond Fund acquisition fee is 1%, whereas maintenance fee is 1%.

Changes in the FI value upon sale It is assumed that Financial Instrument is held for 1 year.		10 000 (no changes)	Percent	10% drop	Percent	10% increase	Percent
Expenses related to provision of the investment service	Execution of a transaction order	300	3%	300	3%	300	3%
	Third-party commission for execution of a transaction order	0	0%	0	0%	0	0%
	Management fee*	0	0%	0	0%	0	0%
Any payments related to ancillary services	Maintenance of a financial instrument account	0	0%	0	0%	0	0%
<b>Cumulative impact of costs and expenses</b>	<b>Total planned commissions and their effect on return</b>	<b>300</b>	<b>-3%</b>	<b>300</b>	<b>-13%</b>	<b>300</b>	<b>7%</b>

\* The Bank is unaware of the management fee actually collected; in the informative calculations 0% fee is applied.