





NOT FOR DISTRIBUTION IN OR INTO THE UNITED STATES OR IN OR INTO CANADA, AUSTRALIA, JAPAN, SOUTH AFRICA OR ANY OTHER JURISDICTION IN WHICH SUCH DISTRIBUTION WOULD BE PROHIBITED BY APPLICABLE LAW. THIS INDICATIVE TERM SHEET IS NOT AN OFFERING MEMORANDUM OR PROSPECTUS AND SHOULD NOT BE TREATED AS OFFERING MATERIAL OF ANY SORT AND IS FOR INFORMATION PURPOSES ONLY. NO OFFERING MEMORANDUM OR PROSPECTUS WILL BE PUBLISHED IN CONNECTION WITH THE OFFERING OF THE BONDS. ATTENTION IS DRAWN TO THE SECTION HEADED "REPRESENTATIONS BY INVESTORS" BELOW.

#### **REGULATION S ONLY**

MIFID II PROFESSIONALS/ELIGIBLE COUNTERPARTIES-ONLY / NO EEA PRIIPS OR UK PRIIPS KID / NO SALES TO RETAIL INVESTORS IN THE EEA OR THE UK

THIS INDICATIVE TERM SHEET COMPRISES ONLY A SUMMARY OF THE TERMS OF THE PROPOSED CONVERTIBLE BONDS (THE "BONDS"), WHICH ARE SUBJECT TO CHANGE. THE INFORMATION HEREIN IS INDICATIVE ONLY AND MUST BE CONSIDERED IN CONJUNCTION WITH, AND SUBJECT TO, THE PUBLICLY AVAILABLE INFORMATION OF THE ISSUER. ALTHOUGH THE INDICATIVE INFORMATION HEREIN IS REFLECTIVE OF THE TERMS OF THE BONDS CONTEMPLATED AS AT THE TIME OF COMMUNICATION, THERE IS NO ASSURANCE THAT THE BONDS WILL ACTUALLY BE ISSUED. THE BONDS WILL BE ISSUED ON THE BASIS OF THE FINAL TERMS AND CONDITIONS THAT ARE EXPECTED TO BE DELIVERED TO INVESTORS PRIOR TO OR UPON SETTLEMENT AND THIS INDICATIVE TERM SHEET IS SUBJECT TO AMENDMENT IN ITS ENTIRETY AND WILL BE SUPERSEDED BY SUCH FINAL TERMS AND CONDITIONS. BEFORE MAKING ANY INVESTMENT DECISION AND ENTERING INTO ANY TRANSACTION IN RELATION TO THE BONDS, POTENTIAL INVESTORS SHOULD TAKE STEPS TO ENSURE THAT THEY UNDERSTAND THE TRANSACTION AND HAVE MADE AN INDEPENDENT ASSESSMENT OF THE APPROPRIATENESS OF THE TRANSACTION IN THE LIGHT OF THEIR OWN OBJECTIVES. POTENTIAL INVESTORS SHOULD MAKE SURE THAT THEY HAVE SUFFICIENT INFORMATION AVAILABLE IN RELATION TO THE ISSUER AND THE BONDS BEFORE MAKING AN INVESTMENT IN THE BONDS.

Strictly not to be forwarded or distributed by any recipient



## **EUR 303,700,000 SENIOR UNSECURED CONVERTIBLE BONDS DUE 2028**

10 June 2021

## **NEW ISSUE PRICING TERM SHEET**

**Issuer:** Basic-Fit N.V. (the "**Issuer**")

Securities Offered: Euro denominated senior unsecured convertible bonds due 2028 convertible into

new and/or existing Shares of the Issuer (the "Bonds")

**Underlying Shares:** Approx. 6 million Ordinary shares of the Issuer (the "**Shares**")

(ISIN NL0011872650, Bloomberg BFIT NA, Reuters BFIT.AS)

Status of the Bonds: Direct, unconditional, unsubordinated and (subject to the Negative Pledge)

unsecured obligations of the Issuer, ranking *pari passu* with the claims of all its other unsecured and unsubordinated creditors, except for obligations mandatorily

preferred by law

Rating of the Issuer: The Issuer is not rated

**Rating of the Bonds:** The Bonds are not expected to be rated

Currency: EUR

**Issue Size:** EUR 303,700,000







Launch Date: 9 June 2021

Pricing Date: 10 June 2021

**Issue Date:** Expected to be on or about 17 June 2021

Maturity Date: 17 June 2028 (7 years)
Bondholder Put Date: 17 June 2026 (5 years)

**Denomination:** EUR 100,000 (the "**Principal Amount**")

Form: Registered Bonds

**Issue Price:** 100% of the Principal Amount **Redemption Price:** 100% of the Principal Amount

Coupon: 1.50% per annum, payable semi-annually in arrear in equal instalments on 17 June

and 17 December of each year commencing on 17 December 2021

**Initial Conversion Premium:** 35% above the Reference Share Price

**Reference Share Price:** EUR 37.50, being the placement price of a Share in the Concurrent Accelerated

Bookbuilding

Initial Conversion Price: EUR 50.625, equal to the product of (1+ Initial Conversion Premium) and the

Reference Share Price

**Concurrent Accelerated** 

**Bookbuilding:** 

The Issuer has been informed by the Managers that the Managers have organised a simultaneous placement of existing Shares (the "**Delta Shares**") on behalf of certain subscribers of the Bonds who wish to sell those Shares in short sales to purchasers procured by the Managers in order to hedge the market risk to which the subscribers are exposed with respect to the Bonds that they acquire in the offering (the "**Concurrent Accelerated Bookbuilding**"). The placement price for the short sales in the Concurrent Accelerated Bookbuilding has been determined via an accelerated bookbuilding process that was carried out by the Managers.

The Issuer will not receive any proceeds from any sale of Shares in connection with the Concurrent Accelerated Bookbuilding. Subscribers of Bonds participating in the Concurrent Accelerated Bookbuilding, if any, will bear all costs associated therewith and any and all customary broking commissions.

Any offer or sale of Shares in the Concurrent Accelerated Bookbuilding has been made only (i) outside the United States in offshore transactions in reliance on Rule 903 of Regulation S under the U.S. Securities Act of 1933, as amended (the "**U.S. Securities Act**") or (ii) within the United States to qualified institutional buyers (as defined in Rule 144A under the U.S. Securities Act) pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities

Act.

Conversion Right: Each Bond (unless previously redeemed or purchased and cancelled) will be

convertible at the option of the Bondholder into Shares during the Conversion

Period

Conversion Period: The period commencing on the Issue Date (inclusive) and ending on close of

business on the day falling seven Business Days prior to the earlier of (i) the Maturity Date, or (ii) any relevant redemption date of the Bonds fixed by the Issuer

Issuer Call and Clean-up

Call:

The Issuer may redeem all but not some only of the Bonds at their Principal Amount, together with accrued but unpaid interest, up to the date fixed for redemption:

(i) at any time on or after 8 July 2025, if the Parity Value on each of at least 20 Trading Days (as defined in the Terms and Conditions) in any





period of 30 consecutive Trading Days ending not more than 7 Trading Days prior to the date of publication of the redemption notice shall have equalled or exceeded EUR 130,000; or

(ii) at any time, if Conversion Rights shall have been exercised and/or purchases (and corresponding cancellations) and/or redemptions effected in respect of 85% or more in aggregate principal amount of the Bonds originally issued (which shall include any Further Bonds as defined in the relevant Terms and Conditions)

"Parity Value" of a Bond in respect of any Trading Day means the Principal Amount divided by the relevant Conversion Price in effect on such day, multiplied by the Volume Weighted Average Price of the Shares on such Trading Day

**Bondholder Put:** 

The Bonds may be redeemed at the option of the Bondholders:

- (i) on 17 June 2026, at the Principal Amount, together with accrued interest (subject to giving notice no more than 60 days and no later than 45 days prior to the Bondholder Put Date); and
- (ii) following the occurrence of a Change of Control, each Bondholder shall be entitled to require the early redemption of its Bonds at the Principal Amount, together with accrued interest, at any time during the Change of Control Period (as defined in the Terms and Conditions)

Change of Control Protection:

Following the occurrence of a Change of Control, each Bondholder shall be entitled to exercise its Put Option or Conversion Rights, provided that, in respect of any exercise of Conversion Rights where the Conversion Date falls during the Change of Control Period, the Conversion Price shall be adjusted in accordance with the following formula:

 $COCCP = OCP / (1 + (CP \times c/t))$ 

Where:

COCCP: Change of Control Conversion Price

OCP: the Conversion Price in effect on the relevant Conversion Date

CP: Initial Conversion Premium (35%; expressed as a fraction)

c: number of days from and including the date the Change of Control occurs to but excluding the Maturity Date

t: number of days from and including the Issue Date to but excluding the Maturity Date

A "Change of Control" shall occur if any person or group of persons acting in concert gains direct or indirect control of the Company (as defined in the relevant Terms and Conditions)

### control means:

- (i) owning beneficially more than 50 per cent. of the issued and registered voting share capital of the Company;
- (ii) having the power to cast, or control the casting of, more than 50 per cent. of the issued and registered voting share capital of the Company; or
- (iii) having the power to direct the operating and financial policies of the Company, whether through the ownership of voting capital, by contract or otherwise.







"acting in concert" means acting together pursuant to an agreement or understanding (whether formal or informal)

"Change of Control Period" means the period commencing on the occurrence of a Change of Control and ending 60 days following the Change of Control or, if later, 60 days following the date on which notice of the relevant Change of Control is given to Bondholders

Issuer Tax Gross-Up / Tax

Call:

Yes / Yes (at the Principal Amount together with accrued interest), subject to the right of Bondholders to elect to receive cash payments net of withholding tax. Issuer

tax gross-up is subject to customary exceptions.

Anti-dilution Protection: Standard Dutch anti-dilution clauses, including inter alia, share consolidations,

share splits, capital distributions, rights issues and bonus issues

**Dividend Protection:** The Conversion Price will be adjusted for any dividend and/or dividend in kind in

respect of the Shares where the relevant ex-date falls on or after the Issue Date

Negative Pledge: Negative Pledge in respect of the Issuer and any of its Material Subsidiaries (as

defined in the Terms and Conditions) in relation to Capital Market Indebtedness (as

defined in the relevant Terms and Conditions)

**Events of Default:** Yes, in respect of the Issuer and its Material Subsidiaries, with a cross acceleration

threshold of EUR 10 million

A "Material Subsidiary" means a subsidiary of the Issuer which represents more than 5% of consolidated total assets of the Issuer and its subsidiaries (taken as a

whole)

Governing Law / Jurisdiction:

Dutch law / Amsterdam courts

**Listing of the Bonds:** The Issuer intends to seek admission to trading for the Bonds on the Open Market

(Freiverkehr) segment of the Frankfurt Stock Exchange by no later than 90 days

after the Issue Date

**Use of Proceeds:** The net proceeds of the Offering will be used for general corporate and refinancing

purposes and to provide the Issuer with the financial flexibility to accelerate the

execution of its growth strategy

Lock-up: From pricing until 90 calendar days after the Issue Date for the Issuer and its

subsidiaries subject to waiver by the Joint Bookrunners on behalf of the Managers

Clearing Systems: Euroclear / Clearstream

Clearing Codes: ISIN: XS2354329190

Common Code: 235432919

Selling Restrictions:

• Institutional private placement, Reg S only, Category 1, no Rule 144A, TEFRA

Rules do not apply

· No offers or sales in or into the United States, or to investors in Canada,

Australia, Japan or South Africa

No offers or sales in the EEA or the UK other than to qualified investors as

defined in the Prospectus Regulation and UK Prospectus Regulation

MiFID II Professionals/Eligible Counterparties-only / No EEA or UK PRIIPs KID

/ No sales to retail investors in the EEA and the UK

Standard selling restrictions apply elsewhere

Target Market (MiFID II Product Governance):

Target market (MiFID II product governance) is professional clients and eligible

counterparties (all distribution channels)

Sole Global Coordinator: BNP Paribas







**Joint Bookrunners:** BNP Paribas, ABN AMRO in cooperation with Oddo BHF, Rabobank in cooperation

with Kepler Cheuvreux

Co-lead Manager: ING (and, together with the Joint Bookrunners, the "Managers")

**Settlement Agent: BNP** Paribas

Fiscal Agent and Paying,

**Transfer and Conversion** 

Agent:

The Bank of New York Mellon, London Branch

**Calculation Agent:** Conv-Ex Advisors Limited

The Bank of New York Mellon SA/NV, Luxembourg Branch Registrar:

#### REPRESENTATIONS BY INVESTORS

AN INVESTMENT IN THE BONDS INCLUDES A SIGNIFICANT DEGREE OF RISK. IN MAKING ANY DECISION TO PURCHASE THE BONDS, AN INVESTOR WILL BE DEEMED (A) TO HAVE SUCH BUSINESS AND FINANCIAL EXPERIENCE AS IS REQUIRED TO GIVE IT THE CAPACITY TO PROTECT ITS OWN INTERESTS IN CONNECTION WITH THE PURCHASE OF THE BONDS, (B) NOT TO HAVE RELIED ON (i) ANY INVESTIGATION THAT THE MANAGERS OR ANY OF THEIR RESPECTIVE AFFILIATES, OR ANY PERSON ACTING ON BEHALF OF THE MANAGERS OR ANY OF THEIR RESPECTIVE AFFILIATES, MAY HAVE CONDUCTED WITH RESPECT TO THE ISSUER, THE BONDS OR THE SHARES TO BE ISSUED OR TRANSFERRED AND DELIVERED UPON CONVERSION OF THE BONDS (TOGETHER WITH THE BONDS, THE "SECURITIES"), OR (ii) ANY DISCUSSIONS, NEGOTIATIONS OR OTHER COMMUNICATIONS ENTERED INTO WITH, OR ANY OTHER WRITTEN OR ORAL INFORMATION MADE AVAILABLE BY ANY OF THE MANAGERS OR THEIR RESPECTIVE OFFICERS. EMPLOYEES OR AGENTS, (C) TO HAVE MADE ITS OWN INVESTMENT DECISION REGARDING THE SECURITIES BASED ON ITS OWN KNOWLEDGE, INVESTIGATION AND ASSESSMENT OF THE ISSUER, THE ISSUER'S SUBSIDIARIES, THE SECURITIES, THE TERMS OF THE BONDS AND THE TERMS OF THE PLACEMENT OF THE BONDS, AND BASED ON SUCH OTHER PUBLICLY AVAILABLE INFORMATION IT DEEMS NECESSARY, APPROPRIATE AND SUFFICIENT (AND WHICH IT CONFIRMS IT HAS BEEN ABLE TO ACCESS, READ AND UNDERSTAND) AND (D) TO HAVE CONSULTED ITS OWN INDEPENDENT ADVISERS OR TO OTHERWISE HAVE SATISFIED ITSELF CONCERNING, WITHOUT LIMITATION, ACCOUNTING, REGULATORY, TAX OR OTHER CONSEQUENCES IN THE LIGHT OF ITS PARTICULAR SITUATION UNDER THE LAWS OF ALL RELEVANT JURISDICTIONS.

THIS DOCUMENT IS AN ADVERTISEMENT AND DOES NOT COMPRISE A PROSPECTUS FOR THE PURPOSES OF REGULATION (EU) 2017/1129 (THE "PROSPECTUS REGULATION") IN THE CASE OF THE EEA, AND REGULATION (EU) 2017/1129 AS IT FORMS PART OF UK DOMESTIC LAW BY VIRTUE OF THE EUROPEAN UNION (WITHDRAWAL) ACT 2018 (THE "UK PROSPECTUS REGULATION") AND/OR PART VI OF THE FINANCIAL SERVICES AND MARKETS ACT 2000 OF THE UNITED KINGDOM OR OTHERWISE. THE DEFINITIVE TERMS OF THE BONDS DESCRIBED HEREIN WILL BE DESCRIBED IN THE FINAL VERSION OF THE TERMS AND CONDITIONS OF THE BONDS. INVESTORS SHOULD NOT SUBSCRIBE FOR ANY BONDS REFERRED TO HEREIN EXCEPT ON THE BASIS OF INFORMATION CONTAINED IN THE FINAL VERSION OF THE TERMS AND CONDITIONS OF THE BONDS WHEN AVAILABLE. IN CONNECTION WITH THE OFFERING OF THE BONDS AND THE CONCURRENT ACCELERATED BOOKBUILDING, A PROSPECTUS IS NOT REQUIRED TO BE PUBLISHED PURSUANT TO THE PROSPECTUS REGULATION AND UK PROSPECTUS REGULATION.

THIS DOCUMENT IS NOT AN OFFERING CIRCULAR OR PROSPECTUS AND IS BEING FURNISHED TO YOU SOLELY FOR YOUR INFORMATION AND MAY NOT BE REPRODUCED, REDISTRIBUTED OR MADE AVAILABLE IN WHOLE OR IN PART TO ANY OTHER PERSON FOR ANY PURPOSE, WITHOUT THE PRIOR CONSENT OF THE MANAGERS.

NO ACTION HAS BEEN TAKEN BY THE ISSUER. THE MANAGERS OR ANY OF THEIR RESPECTIVE AFFILIATES THAT WOULD PERMIT AN OFFERING OF THE BONDS OR THE CONCURRENT ACCELERATERD BOOKBUILDING OR POSSESSION OR DISTRIBUTION OF THIS DOCUMENT OR ANY OFFERING OR PUBLICITY MATERIAL RELATING TO THE BONDS IN ANY JURISDICTION WHERE ACTION FOR THAT PURPOSE IS REQUIRED. PERSONS INTO WHOSE POSSESSION THIS DOCUMENT COMES ARE REQUIRED BY THE ISSUER AND THE MANAGERS TO INFORM THEMSELVES ABOUT, AND TO OBSERVE, ANY SUCH RESTRICTIONS.

THIS DOCUMENT IS DIRECTED EXCLUSIVELY AT MARKET PROFESSIONALS AND INSTITUTIONAL INVESTORS, BEING "QUALIFIED INVESTORS" WITHIN THE MEANING OF THE PROSPECTUS REGULATION AND THE UK PROSPECTUS REGULATION. IT IS FOR INFORMATION PURPOSES ONLY AND IS NOT TO BE RELIED UPON IN SUBSTITUTION FOR THE EXERCISE OF INDEPENDENT JUDGEMENT. IT IS NOT INTENDED AS INVESTMENT ADVICE AND UNDER NO CIRCUMSTANCES IS IT TO BE USED OR CONSIDERED AS AN OFFER TO SELL, OR A SOLICITATION OF AN OFFER TO BUY ANY SECURITY NOR IS IT A RECOMMENDATION TO BUY OR SELL ANY SECURITY.







ANY DECISION TO PURCHASE ANY OF THE BONDS SHOULD ONLY BE MADE ON THE BASIS OF AN INDEPENDENT REVIEW BY A PROSPECTIVE INVESTOR OF THE ISSUER'S PUBLICLY AVAILABLE INFORMATION. NEITHER THE MANAGERS NOR ANY OF THEIR RESPECTIVE AFFILIATES ACCEPT ANY LIABILITY ARISING FROM THE USE OF, OR MAKE ANY REPRESENTATION AS TO THE ACCURACY OR COMPLETENESS OF, THIS DOCUMENT OR THE ISSUER'S PUBLICLY AVAILABLE INFORMATION. THE INFORMATION CONTAINED IN THIS DOCUMENT IS SUBJECT TO CHANGE IN ITS ENTIRETY WITHOUT NOTICE UP UNTIL THE ISSUE DATE.

THIS DOCUMENT IS NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY IN OR INTO THE UNITED STATES. THIS DOCUMENT IS NOT AN OFFER TO SELL SECURITIES, OR THE SOLICITATION OF ANY OFFER TO BUY SECURITIES, NOR SHALL THERE BE ANY OFFER OF SECURITIES IN ANY JURISDICTION IN WHICH SUCH OFFER OR SALE WOULD BE UNLAWFUL.

THE SECURITIES MENTIONED IN THIS DOCUMENT HAVE NOT BEEN AND WILL NOT BE REGISTERED IN THE UNITED STATES UNDER THE U.S. SECURITIES ACT OF 1993 (THE "U.S. SECURITIES ACT"), AND MAY NOT BE OFFERED OR SOLD IN THE UNITED STATES ABSENT REGISTRATION OR EXEMPTION FROM REGISTRATION UNDER THE U.S. SECURITIES ACT. THERE WILL BE NO PUBLIC OFFER OF THE SECURITIES IN THE UNITED STATES OR IN ANY OTHER JURISDICTION.

COPIES OF THIS DOCUMENT ARE NOT BEING, AND MUST NOT BE, MAILED, OR OTHERWISE FORWARDED, DISTRIBUTED OR SENT IN, INTO OR FROM THE UNITED STATES OR ANY OTHER JURISDICTION IN WHICH SUCH MAILING WOULD BE ILLEGAL, OR TO PUBLICATIONS WITH A GENERAL CIRCULATION IN THOSE JURISDICTIONS, AND PERSONS RECEIVING THIS DOCUMENT (INCLUDING CUSTODIANS, NOMINEES AND TRUSTEES) MUST NOT MAIL OR OTHERWISE FORWARD, DISTRIBUTE OR SEND IT IN, INTO OR FROM THE UNITED STATES OR ANY OTHER JURISDICTION IN WHICH SUCH MAILING WOULD BE ILLEGAL OR TO PUBLICATIONS WITH A GENERAL CIRCULATION IN THOSE JURISDICTIONS.

EACH PERSON RECEIVING THIS DOCUMENT SHOULD CONSULT HIS/HER PROFESSIONAL ADVISERS TO ASCERTAIN THE SUITABILITY OF THE SECURITIES AS AN INVESTMENT. FOR THE AVOIDANCE OF DOUBT, NEITHER THE ISSUER NOR THE MANAGERS MAKE ANY REPRESENTATION OR WARRANTY THAT THEY INTEND TO ACCEPT OR BE BOUND TO ANY OF THE TERMS HEREIN NOR SHALL THE ISSUER OR THE MANAGERS BE OBLIGED TO ENTER INTO ANY FURTHER DISCUSSIONS OR NEGOTIATIONS PURSUANT THERETO, BUT THEY SHALL BE ENTITLED IN THEIR ABSOLUTE DISCRETION TO ACT IN ANY WAY THAT THEY SEE FIT IN CONNECTION WITH THE PROPOSED TRANSACTION. THIS DOCUMENT IS NOT AN OFFER TO SELL, NOR A SOLICITATION OF AN OFFER TO BUY ANY SECURITIES AND ANY DISCUSSIONS, NEGOTIATIONS OR OTHER COMMUNICATIONS THAT MAY BE ENTERED INTO, WHETHER IN CONNECTION WITH THE TERMS SET OUT HEREIN OR OTHERWISE, SHALL BE CONDUCTED SUBJECT TO CONTRACT. NO REPRESENTATION OR WARRANTY, EXPRESS OR IMPLIED, IS OR WILL BE MADE AS TO, OR IN RELATION TO, AND NO RESPONSIBILITY OR LIABILITY IS OR WILL BE ACCEPTED BY THE MANAGERS OR BY ANY OF THEIR RESPECTIVE OFFICERS, EMPLOYEES OR AGENTS AS TO OR IN RELATION TO THE ACCURACY OR COMPLETENESS OF THIS DOCUMENT, PUBLICLY AVAILABLE INFORMATION ON THE ISSUER OR ANY OTHER WRITTEN OR ORAL INFORMATION MADE AVAILABLE TO ANY INTERESTED PARTY OR ITS ADVISERS AND ANY LIABILITY THEREFOR IS HEREBY EXPRESSLY DISCLAIMED.

IN CONNECTION WITH THE OFFERING OF THE BONDS AND THE CONCURRENT ACCELERATED BOOKBUILDING, THE MANAGERS AND ANY OF THEIR RESPECTIVE AFFILIATES MAY, FOR THEIR OWN ACCOUNT, ENTER INTO ASSET SWAPS, CREDIT DERIVATIVES OR OTHER DERIVATIVE TRANSACTIONS RELATING TO THE SECURITIES AT THE SAME TIME AS THE OFFER AND SALE OF THE SECURITIES OR IN SECONDARY MARKET TRANSACTIONS. THE MANAGERS OR ANY OF THEIR RESPECTIVE AFFILICATES MAY FROM TIME TO TIME HOLD LONG OR SHORT POSITIONS IN OR BUY AND SELL SUCH SECURITIES OR DERIVATIVES. NO DISCLOSURE WILL BE MADE OF ANY SUCH POSITIONS. THE AMOUNT OF ANY SUCH PURCHASES WILL BE DETERMINED AT THE TIME OF PRICING OF THE SECURITIES AND WILL BE SUBJECT TO TOTAL DEMAND RECEIVED AND FINAL ALLOCATIONS.

IN CONNECTION WITH THE OFFERING OF THE BONDS AND THE CONCURRENT ACCELERATED BOOKBUILDING, EACH OF THE MANAGERS AND ANY OF THEIR RESPECTIVE AFFILIATES EACH ACTING AS AN INVESTOR FOR ITS OWN ACCOUNT MAY TAKE UP THE SECURITIES OR THE DELTA SHARES AS A PRINCIPAL POSITION AND IN THAT CAPACITY MAY RETAIN, PURCHASE OR SELL FOR ITS OWN ACCOUNT THE SECURITIES OR ANY OTHER SECURITIES OF THE ISSUER OR RELATED INVESTMENTS, AND MAY OFFER OR SELL THE SECURITIES OR DELTA SHARES OR OTHER INVESTMENTS OTHERWISE THAN IN CONNECTION WITH THE OFFERING OF THE BONDS AND THE CONCURRENT ACCELERATED BOOKBUILDING. IN ADDITION, THE MANAGERS AND ANY OF THEIR RESPECTIVE AFFILIATES MAY ENTER INTO FINANCING ARRANGEMENTS (INCLUDING SWAPS OR CONTRACTS FOR DIFFERENCES) WITH INVESTORS IN CONNECTION WITH WHICH, THE MANAGERS AND ANY OF THEIR RESPECTIVE AFFILIATES MAY FROM TIME TO TIME ACQUIRE, HOLD OR DISPOSE OF THE SECURITIES. THE MANAGERS DO NOT INTEND TO DISCLOSE THE EXTENT OF ANY SUCH INVESTMENT OR TRANSACTIONS OTHERWISE THAN IN ACCORDANCE WITH ANY LEGAL OR REGULATORY OBLIGATION TO DO SO. IN ADDITION, EACH OF THE MANAGERS AND THEIR RESPECTIVE SUBSIDIARIES AND AFFILIATES MAY PERFORM SERVICES FOR, OR SOLICIT BUSINESS FROM, THE ISSUER OR MEMBERS OF THE ISSUER'S GROUP, MAY MAKE MARKETS IN THE SECURITIES OF SUCH PERSONS AND/OR HAVE A POSITION OR EFFECT TRANSACTIONS IN SUCH SECURITIES.







EACH PROSPECTIVE INVESTOR SHOULD PROCEED ON THE ASSUMPTION THAT IT MUST BEAR THE ECONOMIC RISK OF AN INVESTMENT IN THE SECURITIES OR THE DELTA SHARES FOR AN INDEFINITE PERIOD. NEITHER THE ISSUER NOR THE MANAGERS MAKE ANY REPRESENTATION AS TO (I) THE SUITABILITY OF THE SECURITIES OR THE DELTA SHARES FOR ANY PARTICULAR INVESTOR, (II) THE APPROPRIATE ACCOUNTING TREATMENT AND POTENTIAL TAX CONSEQUENCES OF INVESTING IN THE SECURITIES OR THE DELTA SHARES OR (III) THE FUTURE PERFORMANCE OF THE SECURITIES OR THE DELTA SHARES EITHER IN ABSOLUTE TERMS OR RELATIVE TO COMPETING INVESTMENTS.

THE MANAGERS ARE ACTING ON BEHALF OF THE ISSUER AND NO ONE ELSE IN CONNECTION WITH THE BONDS AND WILL NOT BE RESPONSIBLE TO ANY OTHER PERSON FOR PROVIDING THE PROTECTIONS AFFORDED TO CLIENTS OF THE MANAGERS OR FOR PROVIDING ADVICE IN RELATION TO THE SECURITIES.

ANY ALLOCATION OF THE BONDS DESCRIBED IN THIS DOCUMENT IS MADE EXPRESSLY SUBJECT TO THE CONDITION THAT ANY OFFERING OF THE BONDS COMPLETES AND THAT THE BONDS ARE ISSUED. IN PARTICULAR, IT SHOULD BE NOTED THAT ANY SUCH OFFERING AND FORMAL DOCUMENTATION RELATING THERETO WILL BE SUBJECT TO CONDITIONS PRECEDENT AND TERMINATION EVENTS, INCLUDING THOSE WHICH ARE CUSTOMARY FOR SUCH AN OFFERING. ANY SUCH OFFERING WILL NOT COMPLETE UNLESS SUCH CONDITIONS PRECEDENT ARE FULFILLED AND ANY SUCH TERMINATION EVENTS HAVE NOT TAKEN PLACE OR THE FAILURE TO FULFIL SUCH A CONDITION PRECEDENT OR THE OCCURRENCE OF A TERMINATION EVENT HAS BEEN WAIVED, IF APPLICABLE. THE MANAGERS RESERVE THE RIGHT TO EXERCISE OR REFRAIN FROM EXERCISING THEIR RIGHTS IN RELATION TO THE FULFILMENT OR OTHERWISE OF ANY SUCH CONDITION PRECEDENT OR THE OCCURRENCE OF ANY TERMINATION EVENT IN SUCH MANNER AS THEY MAY DETERMINE IN THEIR ABSOLUTE DISCRETION.

POTENTIAL INVESTORS WHO ARE IN ANY DOUBT ABOUT THE CONTENTS OF THIS DOCUMENT SHOULD CONSULT THEIR STOCKBROKER, BANK MANAGER, SOLICITOR, ACCOUNTANT OR OTHER FINANCIAL ADVISER. IT SHOULD BE REMEMBERED THAT THE PRICE OF SECURITIES AND THE INCOME FROM THEM CAN GO DOWN AS WELL AS UP.

### US, EEA AND UK SELLING RESTRICTIONS AND DEEMED INVESTOR REPRESENTATIONS

THIS DOCUMENT, THE OFFERING WHEN MADE AND THE CONCURRENT ACCELERATED BOOKBUILDING ARE ONLY ADDRESSED TO, AND DIRECTED IN, MEMBER STATES OF THE EUROPEAN ECONOMIC AREA (THE "EEA") (EACH A "MEMBER STATE") AND THE UNITED KINGDOM (THE "UK"), AT PERSONS WHO ARE "QUALIFIED INVESTORS" AS DEFINED IN THE PROSPECTUS REGULATION AND UK PROSPECTUS REGULATION (EACH A "QUALIFIED INVESTOR"). EACH PERSON IN A MEMBER STATE OR IN THE UK WHO INITIALLY ACQUIRES ANY BONDS OR DELTA SHARES OR TO WHOM ANY OFFER OF BONDS OR DELTA SHARES MAY BE MADE AND, TO THE EXTENT APPLICABLE, ANY FUNDS ON BEHALF OF WHICH SUCH PERSON IS ACQUIRING THE BONDS OR DELTA SHARES THAT ARE LOCATED IN A MEMBER STATE OR IN THE UK WILL BE DEEMED TO HAVE REPRESENTED, ACKNOWLEDGED AND AGREED THAT IT IS A QUALIFIED INVESTOR.

SOLELY FOR THE PURPOSES OF THE PRODUCT GOVERNANCE REQUIREMENTS CONTAINED WITHIN: (A) EU DIRECTIVE 2014/65/EU ON MARKETS IN FINANCIAL INSTRUMENTS, AS AMENDED ("MIFID II"); (B) ARTICLES 9 AND 10 OF COMMISSION DELEGATED DIRECTIVE (EU) 2017/593 SUPPLEMENTING MIFID II; (C) LOCAL IMPLEMENTING MEASURES IN THE EEA; (D) REGULATION (EU) NO 600/2014 AS IT FORMS PART OF UK DOMESTIC LAW BY VIRTUE OF THE EUWA ("UK MIFIR"); AND (E) THE FCA HANDBOOK PRODUCT INTERVENTION AND PRODUCT GOVERNANCE SOURCEBOOK (TOGETHER, THE "PRODUCT GOVERNANCE REQUIREMENTS"), AND DISCLAIMING ALL AND ANY LIABILITY, WHETHER ARISING IN TORT, CONTRACT OR OTHERWISE, WHICH ANY "MANUFACTURER" (FOR THE PURPOSES OF THE PRODUCT GOVERNANCE REQUIREMENTS) MAY OTHERWISE HAVE WITH RESPECT THERETO, THE BONDS HAVE BEEN SUBJECT TO A PRODUCT APPROVAL PROCESS, WHICH HAS DETERMINED THAT: (I) THE TARGET MARKET FOR THE BONDS IS (A) IN THE EEA, ELIGIBLE COUNTERPARTIES AND PROFESSIONAL CLIENTS ONLY, EACH AS DEFINED IN MIFID II AND (B) IN THE UK, ELIGIBLE COUNTERPARTIES (AS DEFINED IN THE FCA HANDBOOK CONDUCT OF BUSINESS SOURCEBOOK) AND PROFESSIONAL CLIENTS (AS DEFINED IN UK MIFIR); AND (II) ALL CHANNELS FOR DISTRIBUTION OF THE BONDS TO ELIGIBLE COUNTERPARTIES AND PROFESSIONAL CLIENTS ARE APPROPRIATE. ANY PERSON SUBSEQUENTLY OFFERING, SELLING OR RECOMMENDING THE BONDS (A "DISTRIBUTOR") SHOULD TAKE INTO CONSIDERATION THE MANUFACTURERS' TARGET MARKET ASSESSMENT; HOWEVER, A DISTRIBUTOR SUBJECT TO MIFID II OR THE FCA HANDBOOK PRODUCT INTERVENTION AND PRODUCT GOVERNANCE SOURCEBOOK IS RESPONSIBLE FOR UNDERTAKING ITS OWN TARGET MARKET ASSESSMENT IN RESPECT OF THE BONDS (BY EITHER ADOPTING OR REFINING THE MANUFACTURERS' TARGET MARKET ASSESSMENT) AND DETERMINING APPROPRIATE DISTRIBUTION CHANNELS.

THE TARGET MARKET ASSESSMENT IS WITHOUT PREJUDICE TO THE REQUIREMENTS OF ANY CONTRACTUAL OR LEGAL SELLING RESTRICTIONS IN RELATION TO ANY OFFERING OF THE BONDS.

FOR THE AVOIDANCE OF DOUBT, THE TARGET MARKET ASSESSMENT DOES NOT CONSTITUTE: (A) AN ASSESSMENT OF SUITABILITY OR APPROPRIATENESS FOR THE PURPOSES OF MIFID II OR UK MIFIR; OR (B) A RECOMMENDATION TO ANY INVESTOR







OR GROUP OF INVESTORS TO INVEST IN, OR PURCHASE, OR TAKE ANY OTHER ACTION WHATSOEVER WITH RESPECT TO THE BONDS.

THE BONDS ARE NOT INTENDED TO BE OFFERED, SOLD OR OTHERWISE MADE AVAILABLE TO AND SHOULD NOT BE OFFERED, SOLD OR OTHERWISE MADE AVAILABLE TO ANY RETAIL INVESTOR IN THE EEA OR THE UK. FOR THESE PURPOSES, A RETAIL INVESTOR MEANS (A) IN THE EEA, A PERSON WHO IS ONE (OR MORE) OF: (I) A RETAIL CLIENT AS DEFINED IN POINT (11) OF ARTICLE 4(1) OF MIFID II; OR (II) A CUSTOMER WITHIN THE MEANING OF DIRECTIVE (EU) 2016/97, WHERE THAT CUSTOMER WOULD NOT QUALIFY AS A PROFESSIONAL CLIENT AS DEFINED IN POINT (10) OF ARTICLE 4(1) OF MIFID II AND (B) IN THE UK, A PERSON WHO IS ONE (OR MORE) OF (I) A RETAIL CLIENT, AS DEFINED IN POINT (8) OF ARTICLE 2 OF REGULATION (EU) NO 2017/565 AS IT FORMS PART OF UNITED KINGDOM DOMESTIC LAW BY VIRTUE OF THE EUWA OR (II) A CUSTOMER WITHIN THE MEANING OF THE PROVISIONS OF THE FINANCIAL SERVICES AND MARKETS ACT 2000 OF THE UNITED KINGDOM (THE "FSMA") AND ANY RULES OR REGULATIONS MADE UNDER THE FSMA TO IMPLEMENT DIRECTIVE (EU) 2016/97, WHERE THAT CUSTOMER WOULD NOT QUALIFY AS A PROFESSIONAL CLIENT, AS DEFINED IN POINT (8) OF ARTICLE 2(1) OF REGULATION (EU) NO 600/2014 AS IT FORMS PART OF UK DOMESTIC LAW BY VIRTUE OF THE EUWA.

CONSEQUENTLY, NO KEY INFORMATION DOCUMENT REQUIRED BY REGULATION (EU) NO 1286/2014, AS AMENDED (THE "PRIIPS REGULATION") OR THE PRIIPS REGULATION AS IT FORMS PART OF UNITED KINGDOM DOMESTIC LAW BY VIRTUE OF THE EUWA (THE "UK PRIIPS REGULATION") FOR OFFERING OR SELLING THE BONDS OR OTHERWISE MAKING THEM AVAILABLE TO RETAIL INVESTORS IN THE EEA OR THE UK HAS BEEN PREPARED AND THEREFORE OFFERING OR SELLING THE BONDS OR OTHERWISE MAKING THEM AVAILABLE TO ANY RETAIL INVESTOR IN THE EEA OR THE UK MAY BE UNLAWFUL UNDER THE PRIIPS REGULATION AND/OR THE UK PRIIPS REGULATION.

IN ADDITION, IN THE UNITED KINGDOM THIS DOCUMENT IS BEING DISTRIBUTED ONLY TO, AND IS DIRECTED ONLY AT, QUALIFIED INVESTORS (I) WHO HAVE PROFESSIONAL EXPERIENCE IN MATTERS RELATING TO INVESTMENTS FALLING WITHIN ARTICLE 19(5) OF THE FINANCIAL SERVICES AND MARKETS ACT 2000 (FINANCIAL PROMOTION) ORDER 2005, AS AMENDED (THE "ORDER") AND QUALIFIED INVESTORS FALLING WITHIN ARTICLE 49(2)(A) TO (D) OF THE ORDER, AND (II) TO WHOM IT MAY OTHERWISE LAWFULLY BE COMMUNICATED (ALL SUCH PERSONS TOGETHER BEING REFERRED TO AS "RELEVANT PERSONS"). THIS DOCUMENT MUST NOT BE ACTED ON OR RELIED ON (I) IN THE UNITED KINGDOM, BY PERSONS WHO ARE NOT RELEVANT PERSONS, AND (II) IN ANY MEMBER STATE OF THE EEA, BY PERSONS WHO ARE NOT QUALIFIED INVESTORS. ANY INVESTMENT OR INVESTMENT ACTIVITY TO WHICH THIS DOCUMENT RELATES IS AVAILABLE ONLY TO (A) RELEVANT PERSONS IN THE UNITED KINGDOM AND WILL BE ENGAGED IN ONLY WITH RELEVANT PERSONS IN THE UNITED KINGDOM AND (B) QUALIFIED INVESTORS IN MEMBER STATES OF THE EEA.

YOU WILL BE DEEMED TO HAVE REPRESENTED AND AGREED THAT THE SECURITIES ACQUIRED BY YOU IN THE OFFERING OR THE DELTA SHARES ACQUIRED IN THE CONCURRENT ACCELERATED BOOKBUILDING HAVE NOT BEEN ACQUIRED ON BEHALF OF PERSONS IN THE EEA OR THE UK OTHER THAN QUALIFIED INVESTORS OR PERSONS IN THE EEA OR THE UK FOR WHOM YOU HAVE AUTHORITY TO MAKE DECISIONS ON A WHOLLY DISCRETIONARY BASIS, NOR HAVE THE SECURITIES OR DELTA SHARES BEEN ACQUIRED WITH A VIEW TO THEIR OFFER OR RESALE IN THE EEA OR THE UK WHERE THIS WOULD RESULT IN A REQUIREMENT FOR THE ISSUER, THE MANAGERS OR ANY OTHER MANAGER TO PUBLISH A PROSPECTUS PURSUANT TO ARTICLE 3 OF THE PROSPECTUS REGULATION OR SECTION 85 OF THE UK FINANCIAL SERVICES AND MARKETS ACT 2000 (AS AMENDED) OR SUPPLEMENT A PROSPECTUS PURSUANT TO ARTICLE 23 OF THE PROSPECTUS REGULATION, OR IN WHICH THE PRIOR WRITTEN CONSENT OF THE MANAGERS HAS BEEN OBTAINED TO SUCH OFFER OR RESALE.

BUYERS OF BONDS WHO WISH TO SELL DELTA SHARES IN THE CONCURRENT ACCELERATED BOOKBUILDING ARE DEEMED TO HAVE REPRESENTED, WARRANTED AND AGREED THAT (I) THEY UNDERSTAND THAT THE DELTA SHARES HAVE NOT BEEN AND WILL NOT BE REGISTERED UNDER THE U.S. SECURITIES ACT AND MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES EXCEPT PURSUANT TO AN EXEMPTION FROM, OR IN A TRANSACTION NOT SUBJECT TO, THE REGISTRATION REQUIREMENTS OF THE U.S. SECURITIES ACT, (II) THEY HAVE NOT OFFERED OR SOLD, AND WILL NOT OFFER OR SELL, ANY DELTA SHARES WITHIN THE UNITED STATES EXCEPT PURSUANT TO AN EXEMPTION FROM, OR IN A TRANSACTION NOT SUBJECT TO, THE REGISTRATION REQUIREMENTS OF THE U.S. SECURITIES ACT AND (III) NEITHER THEY, NOR ANY OF THEIR AFFILIATES NOR ANY PERSONS ACTING ON THEIR BEHALF HAVE ENGAGED OR WILL ENGAGE IN ANY DIRECTED SELLING EFFORTS (AS DEFINED IN REGULATIONS S UNDER THE U.S. SECURITIES ACT) OR GENERAL SOLICITATION OR GENERAL ADVERTISING (WITHIN THE MEANING OF REGULATION D UNDER THE U.S. SECURITIES ACT) IN THE UNITED STATES WITH RESPECT TO THE DELTA SHARES.

THE ISSUER, THE MANAGERS AND OTHERS WILL RELY UPON THE TRUTH AND ACCURACY OF THE FOREGOING REPRESENTATIONS, ACKNOWLEDGEMENTS AND AGREEMENTS. NOTWITHSTANDING THE ABOVE, A PERSON WHO IS NOT A QUALIFIED INVESTOR AND WHO HAS NOTIFIED THE MANAGERS OF SUCH FACT IN WRITING MAY, WITH THE WRITTEN CONSENT OF THE MANAGERS, BE PERMITTED TO PURCHASE THE BONDS.





