



# **EQUITY MARKETS Front Office Term Sheet**

27 September 2019

### PRIVATE PLACEMENT ONLY

We hereby would like to preconfirm the terms & conditions as agreed today. Terms & conditions will be set out in full in the Final Terms prepared by the Issuer, which will be available as of the Issue Date.

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

## **Automobile PF Rendement Octobre 2019**

Dealer:	Natixis		
Issuing & Paying Agent:	BNP Paribas Securities Services, Luxembourg Branch		
Guarantor's Rating:	Standard & Poor's: A+ / Moody's: A1 / Fitch: A+ Long Term Debt		
Guarantor:	NATIXIS 30, avenue Pierre Mendes France, 75013 Paris, France		
Calculation Agent:	NATIXIS  Calculation Agent Departement, 40 avenue des Terroirs de France, 75012 Paris, France		
Trading Entity:	NATIXIS SA Paris		
Selling Entity:	Natixis		
Issuer's Rating:	No rating has been granted to the Issuer but to its Guarantor (see below).		
Issuer:	NATIXIS STRUCTURED ISSUANCE SA Incorporated under the laws of the Grand Duchy of Luxembourg, with registered office at 51, avenue JF Kennedy, L-1855 Luxembourg and registered with the Luxembourg trade and companies register under number B.182 619.		
Instrument Type:	Euro Medium Term Note (EMTN) ("the Note") to be issued under the EUR 20,000,000,000 Debt Issuance Programme of the Issuer (the "Base Prospectus") (as further supplemented from time to time). The Base Prospectus is available for viewing on the website of the Luxembourg Stock Exchange (www.bourse.lu).		

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Page 1 of 12







Specified Currency:	USD			
ISIN code:	XS1881359787			
Common code	188135978			
	i	Share	Bloomberg Code	ISIN Code
	1	PORSCHE AUTOMOBIL HLDG- PFD	PAH3 GY	DE000PAH0038
Underlyings:	2	FERRARI NV	RACE IM	NL0011585146
Exchange :	See Conditi	on 20 of the Issuer's Base Prospect	tus.	
Related Exchange:	See Conditi	on 20 of the Issuer's Base Prospect	tus.	
Aggregate nominal amount of issue:	USD 750,00	USD 750,000		
Denomination:	USD 1,000			
Issue Price:	100.00%			
Trade Date:	27 Septem	27 September 2019		
Strike Date:	i     Share     Strike Date       1     PORSCHE AUTOMOBIL HLDG-PFD     27 September 2019       2     FERRARI NV     27 September 2019			
Issue Date:	25 October	2019		
Valuation Date:	27 Septem	ber 2029		
Maturity Date:	4 October 2	4 October 2029		
Coupon Amounts:	If on any <b>Automatic Early Redemption Valuation Date</b> (t) and/or on the <b>Valuation Date</b> , the Price of the Lowest Performing Share as determined by the Calculation Agent on the Exchange as of the Valuation Time on such date, is <b>equal to or greater</b> than its respective <b>Phoenix Barrier Price</b> , then payment in respect of each Note on the immediately following Coupon Payment Date of a Coupon Amount in Specified Currency equal to:			
	Denomination x 3.05%			
	with n = 1 to	o 40 in respect of each 3 months pe	riod.	

Page 2 of 12







Coupon Payment Date(s):

Means with respect to an Automatic Early Redemption Valuation Date (t),the Automatic Early Redemption Date (t) just following such Automatic Early Redemption Valuation Date (t) and with respect to the Valuation Date, the Maturity Date.

t	Automatic Early Redemption Valuation Date (t)	Automatic Early Redemption Date (t)	Automatic Early Redemption Rate (t)
1	27 December 2019	6 January 2020	n/a
2	27 March 2020	3 April 2020	n/a
3	29 June 2020	6 July 2020	n/a
4	28 September 2020	5 October 2020	100.00%
5	28 December 2020	5 January 2021	100.00%
6	29 March 2021	5 April 2021	100.00%
7	28 June 2021	6 July 2021	100.00%
8	27 September 2021	4 October 2021	100.00%
9	27 December 2021	3 January 2022	100.00%
10	28 March 2022	4 April 2022	100.00%
11	27 June 2022	5 July 2022	100.00%
12	27 September 2022	4 October 2022	100.00%
13	27 December 2022	4 January 2023	100.00%
14	27 March 2023	3 April 2023	100.00%
15	27 June 2023	5 July 2023	100.00%
16	27 September 2023	4 October 2023	100.00%
17	27 December 2023	4 January 2024	100.00%
18	27 March 2024	3 April 2024	100.00%
19	27 June 2024	5 July 2024	100.00%
20	27 September 2024	4 October 2024	100.00%
21	27 December 2024	6 January 2025	100.00%
22	27 March 2025	3 April 2025	100.00%
23	27 June 2025	7 July 2025	100.00%
24	29 September 2025	6 October 2025	100.00%
25	29 December 2025	6 January 2026	100.00%
26	27 March 2026	3 April 2026	100.00%
27	29 June 2026	6 July 2026	100.00%
28	28 September 2026	5 October 2026	100.00%
29	28 December 2026	5 January 2027	100.00%
30	30 March 2027	6 April 2027	100.00%
31	28 June 2027	6 July 2027	100.00%
32	27 September 2027	4 October 2027	100.00%
33	27 December 2027	3 January 2028	100.00%
34	27 March 2028	3 April 2028	100.00%
35	27 June 2028	5 July 2028	100.00%
36	27 September 2028	4 October 2028	100.00%
37	27 December 2028	4 January 2029	100.00%
38	27 March 2029	3 April 2029	100.00%
39	27 June 2029	5 July 2029	100.00%

Automatic Early Redemption:

If on any Automatic Early Redemption Valuation Date(t), the respective **Share Price** of a number of Shares equal to the Automatic Early Redemption Number of Shares is **greater than or equal** to its respective **Automatic Early Redemption Price**, then the Notes shall be automatically redeemed in whole but not in part on the relevant Automatic Early Redemption Date(t) and the Automatic Early Redemption Amount payable by the Issuer on such date shall be an amount equal to the product of the Denomination and the Automatic Early Redemption Rate(t).

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Page 3 of 12







Share Price:	Means in respect of any Automatic Early Redemption Valuation Date (t), the price of the Share as determined by the Calculation Agent as of the Valuation Time on the relevant Exchange on such Automatic Early Redemption Valuation Date(t).
Automatic Early Redemption Number of Shares:	2

Means in respect to an Automatic Early Redemption Valuation Date (t), and in respect of any Share, the relevant percentage of the Initial Price specified below:

t	Automatic Early Redemption Valuation Date(t)	Automatic Early Redemption Price
1	27 December 2019	n/a
2	27 March 2020	n/a
3	29 June 2020	n/a
4	28 September 2020	100.00%
5	28 December 2020	100.00%
6	29 March 2021	100.00%
7	28 June 2021	100.00%
8	27 September 2021	100.00%
9	27 December 2021	100.00%
10	28 March 2022	100.00%
11	27 June 2022	100.00%
12	27 September 2022	100.00%
13	27 December 2022	100.00%
14	27 March 2023	100.00%
15	27 June 2023	100.00%
16	27 September 2023	100.00%
17	27 December 2023	100.00%
18	27 March 2024	100.00%
19	27 June 2024	100.00%
20	27 September 2024	100.00%
21	27 December 2024	100.00%
22	27 March 2025	100.00%
23	27 June 2025	100.00%
24	29 September 2025	100.00%
25	29 December 2025	100.00%
26	27 March 2026	100.00%
27	29 June 2026	100.00%
28	28 September 2026	100.00%
29	28 December 2026	100.00%
30	30 March 2027	100.00%
31	28 June 2027	100.00%
32	27 September 2027	100.00%
33	27 December 2027	100.00%
34	27 March 2028	100.00%
35	27 June 2028	100.00%
36	27 September 2028	100.00%
37	27 December 2028	100.00%
38	27 March 2029	100.00%
39	27 June 2029	100.00%

Automatic Early Redemption Price(t):

Final Redemption Amount:

The Final Redemption Amount per Note payable on the Maturity Date shall be determined by the Calculation Agent on the Valuation Date in the Specified Currency as follows:

<u>Case 1</u>: If the **Final Price** of the Lowest Performing Share on the Valuation Date is **greater than** or equal to 100.00% of its respective **Initial Price**, then:

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Page 4 of 12







#### Denomination x 100.00%

<u>Case 2</u>: If the **Final Price** of the Lowest Performing Share on the Valuation Date is **lower than 100.00%** of its respective **Initial Price**, then:

Case 2a: If the Knock-in Event has not occurred then:

#### Denomination x 100.00%

Case 2b: If the Knock-in Event has occurred then:

#### **Denomination x (100.00% - P)**

With P = 100.00% x Max (100.00% - Final Performance; 0)

Final Performance: Means the Share Performance of the Lowest Performing Share

Initial Price:

i	Share	Initial Price
1	PORSCHE AUTOMOBIL HLDG-PFD	EUR 58.12
2	FERRARI NV	EUR 136.70

In respect of any Share, means the Lowest Price of the Share on the Exchange as determined by the Calculation Agent on each of the Observation Date(t) as of the Valuation Time.

Observation Dates:

t	Observation Date(t)	
1	27 September 2019	
2	4 October 2019	
3	3 11 October 2019	
4 18 October 2019		

Means, in respect of any Share, the Price of the Share on the Exchange as determined by the Calculation Agent on the Valuation Date, as of the Valuation Time.

Lowest Performing Share ("LPS"):

Means, the Share with the numerically lowest Share Performance as determined by the Calculation Agent on any Knock-in Determination Days, and/or on the Valuation Date.

In respect of any Share, a rate determined by the Calculation Agent in accordance with the following formula:

Share Performance (« Pi »):

 $Pi = \frac{Final\ Price(i)}{Initial\ Price(i)}$ 

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Page 5 of 12







	With $i = 1$ to 2			
	In respect of any Share, the Phoenix Barrier Price is 80.00% of the initial Price:			
Phoenix Barrier	i	Share	Phoenix Barrier Price	
	1	PORSCHE AUTOMOBIL HLDG-PFD	EUR 46.496	
Price:	2	FERRARI NV	EUR 109.36	
		•	<u>.                                    </u>	
Valuation time:	The Scheduled Cl	osing Time on the relevant Exchange on	the relevant date.	
Knock-in Event:	The Knock-in Event occurs if the Price of the Knock-in Share as determined by the Calculation Agent as of the Knock-in Valuation Time on any Knock-in Determination Day is <b>less than</b> its respective <b>Knock-in Price</b> .			
	In respect of any S	Share, the Knock-In Price is equal to <b>60.0</b>	0% of its Initial Price:	
Knock-In Price:	i	Share	Knock-In Price	
MITOUR-III I TICE.		PORSCHE AUTOMOBIL HLDG-PFD	EUR 34.872	
	2	FERRARI NV	EUR 82.02	
Knock-in Share:	The Lowest Performing Share			
Knock-in Determination Days:	Means each Scheduled Trading Day during the Knock-in Determination Period.			
Knock-in Determination Period:	Means the period which commences on, and includes, the Knock-in Period Beginning Date and ends on, and includes, the Knock-in Period Ending Date.			
Knock-in Period Beginning Date:	The Valuation Date			
Knock-in Period Ending Date:	The Valuation Dat	The Valuation Date		
Knock-in Valuation Time:	The Scheduled Cl	The Scheduled Closing Time on the relevant Exchange on the relevant date.		
Business Day Convention:	Following			
Business Day:	New York			
Scheduled Trading Days:	Means any day on which the Exchange and the Related Exchange are scheduled to be open for trading for their respective regular trading sessions.			
Scheduled Closing Time:	Means in respect of the Exchange or, if any, the Related Exchange and a Scheduled Trading Day, the scheduled weekday closing time of such Exchange or, if any, the Related Exchange or such Scheduled Trading Day, without regard to after hours or any other trading outside of the hours of the regular trading session hours.			
Governing law:	English Law			

Page 6 of 12







Place of Jurisdiction:	The High Court of Justice in England				
Settlement:	Euroclear / Clearstream				
Listing:	Luxembourg Stock Exchange				
Tefra Rules:	Tefra D				
Form of Notes:	Classic Global Notes				
Valuation:	Under normal market conditions, Natixis shall provide a valuation of the Notes every Exchange Business Day until the redemption of the Notes.				
Secondary Market:	Under normal market conditions, Natixis intends to maintain a secondary market with a maximum bid/ask spread of 1.00%.				
Price Information:	Bloomberg Telekurs				
Particular Provisions:	See Condition 20 of the Issuer's Base Prospectus.				
Additional U.S. federal income tax considerations:	<b>Not Applicable</b> : the Notes are not Specified Notes (as defined in the Base Prospectus) for the purpose of Section 871(m) of the U.S. Internal Revenue Code of 1986.				
Suitability Assessment:	Investing in such product or entering into the transaction described here (where applicable) could lead to a significant risk level. This term sheet does not intend to identify all these risks (whether direct or indirect) nor any other factor you may consider relevant which could be associated to the product or transaction.  Before investing in such product or entering into any transaction, potential investors or the transaction's counterparty (where such exists) shall make their own review independently and consult (where applicable) their own external financial advisors in order to assess (1) the specific risks associated to the product or transaction; (2) the legal, accounting fiscal and regulatory implications; (3) the suitability and appropriateness of the product or transaction to their investment objectives, financial situation or any other constraint.  Natixis generally considers that it does not provide any investment advice. In the event in which it might, Natixis must inform its client on the risk/return/liquidity aspects of the product and collects information on its client's investment objectives in accordance with the regulations in force.  Having regard to this product, Natixis considers that it corresponds to the following characteristics:  Long term  (>5 years maximum maturity)  Low risk investment  (e.g. Nominal value redemption by the Issuer at maturity or maximum loss capped to paid premium)  Investment / Hedging				
	Speculation / Arbitraging High or medium risk investment				

Page 7 of 12







	High Liquidity  Low or medium Liquidity	(e.g. No guaranteed redemption amount or loss potentially above paid premium)	
Inducement: Disclosure of Commissions or Fees	that it shall fully disclose to its clients the existe paid or payable to it by Natixis (including, if accordance with laws and regulations applicab rule implementing the Markets in Financial II (MiFID II), or as otherwise may apply in any no Natixis to a third party. This commission can b commission.	ker of these securities acknowledges and agrees nce, nature and amount of any commission or fee applicable, by way of discount) as required in le to it, including any legislation, regulation and/or estruments Directive as amended (2014/65/UE) n-EEA jurisdictions. A commission can be paid by e paid either by an up- front fee or/and a running	
MIFID II Costs and Charges:	Further details of the commission element are available upon request.  Please be informed that standard information on costs and charges associated with some of our products and services is available on Natixis CIB's website. Please also note that detailed information about the financial products you are willing to deal with us, underlying risks, performance scenarios and, if required by MiFID II / PRIIPS regulation, additional information on costs and charges are available on our customer portal (access upon request to your usual Natixis correspondent).		
		nual percentage fee and multiplying it by the term ee will be a maximum of <b>1.00%</b> (all taxes included) issue date.	
Selling Restrictions:	securities described herein, save where explic must be sold in accordance with all applicable s are sold. Not for distribution in the United State	sdiction that would permit a public offering of the itly stated in the Base Prospectus. The securities selling restrictions in the jurisdictions in which they	
MIFID II product governance :	the manufacturer's product approval process, Notes has led to the conclusion that: (i) the targ professional clients and retail clients, each as d distribution of the Notes are appropriate, including advised sales and pure execution services counterparties and professional clients are addistribution of the Notes to retail clients are management, and non-advised sales and pur suitability and appropriateness obligations und Any person subsequently offering, selling or reinto consideration the manufacturer's target materials.	gible Counterparties – Solely for the purposes of the target market assessment in respect of the get market for the Notes is eligible counterparties, efined in MiFID II; EITHER and (ii) all channels for ng investment advice, portfolio management, non-OR (ii) all channels for distribution to eligible appropriate; and (iii) the following channels for appropriate - investment advice, and portfolio e execution services, subject to the distributor's er MiFID II. Consider any negative target market. commending the Notes (a distributor) should take rket assessment; however, a distributor subject to target market assessment in respect of the Notes er's target market assessment) and determining	

Page 8 of 12







	appropriate distribution channels, subject to the distributor's suitability and appropriateness obligations under MiFID II, as applicable		
	The counterparty is purchasing the Notes:		
	for its own account		
	for its clients under a discretionary investment management mandate		
Commercialisation typology:	for distributing them, in which case the provisions of the Master Distribution Agreement entered into between Natixis and the counterparty (if any) shall apply in relation to the distribution of the Notes.		
	for hedging purposes in connection with its insurance business and the different insurance based products it offers to its clients; in which case the provisions of the Master Securities Purchase Agreement entered into between Natixis and the counterparty (if any) shall apply in relation to these securities.		
	The offer is exclusively available for investors outside the European Economic Area.		
Applicable	The denominations of the Notes are greater than or equal to EUR 100,000 (or equivalent).		
Exemption from the Prospectus Directive:	The offering of the Notes is addressed solely to Qualified Investors.		
	The offering of the Notes is addressed to fewer than 150 natural or legal persons per Member State, other than Qualified Investors.		
	The offering of the Notes is addressed to investors who acquire a total consideration of at least EUR 100,000 per investor, for each separate offer.		
	THE NOTES MAY REDEEM BELOW PAR AND THE REDEMPTION AMOUNT MAY VARY CONSIDERABLY DUE TO MARKET CONDITIONS AND WILL LIKELY BE VALUED AT A CONSIDERABLE DISCOUNT TO ITS PAR VALUE. ANY AMOUNT SCHEDULED AND DUE UNDER THE TERMS OF THE NOTES BEARS THE CREDIT RISK OF THE ISSUER.		
Risk Factors:	Prospective investors should be aware that in case of early redemption of the Notes for taxation reasons or for illegality or in case of an Event of Default or in certain circumstances relating to the Index the Notes may be redeemed at their fair market value as determined by the Calculation Agent and accordingly at an amount below par (subject to a minimum of zero and no accrued unpaid interest will be payable but will be taken into account in calculating the fair market value of each Note. In these circumstances the shortfall will be borne by Note holders and no further amount shall be payable by the Issuer).		
	PROSPECTIVE INVESTORS SHOULD HAVE SUFFICIENT KNOWLEDGE AND EXPERIENCE IN FINANCIAL AND BUSINESS MATTERS TO EVALUATE THE MERITS AND RISKS OF		

Page 9 of 12







INVESTING IN THE NOTES AS WELL AS ACCESS TO, AND KNOWLEDGE OF, APPROPRIATE ANALYTICAL TOOLS TO EVALUATE SUCH MERITS AND RISK IN THE CONTEXT OF THEIR FINANCIAL SITUATION.

#### THE CALCULATION AGENT IS THE SAME ENTITY AS THE GUARANTOR

AS THE CALCULATION AGENT IS THE SAME ENTITY AS THE GUARANTOR AND THE ISSUER IS AN AFFILIATE OF THE GUARANTOR, POTENTIAL CONFLICTS OF INTEREST MAY EXIST BETWEEN THE CALCULATION AGENT AND THE PURCHASERS, INCLUDING WITH RESPECT TO THE EXERCISE OF THE VERY BROAD DISCRETIONARY POWERS OF THE CALCULATION AGENT. THE CALCULATION AGENT HAS THE AUTHORITY (I) TO DETERMINE WHETHER CERTAIN SPECIFIED EVENTS AND/OR MATTERS SO SPECIFIED IN THE CONDITIONS RELATING TO A SERIES OF SECURITIES HAVE OCCURRED, AND (II) TO DETERMINE ANY RESULTING ADJUSTMENTS AND CALCULATIONS AS DESCRIBED IN SUCH CONDITIONS. PROSPECTIVE PURCHASERS SHOULD BE AWARE THAT ANY DETERMINATION MADE BY THE CALCULATION AGENT MAY HAVE AN IMPACT ON THE VALUE AND FINANCIAL RETURN OF THE SECURITIES. ANY SUCH DISCRETION EXERCISED BY, OR ANY CALCULATION MADE BY, THE CALCULATION AGENT (IN THE ABSENCE OF MANIFEST OR PROVEN ERROR) SHALL BE BINDING ON THE ISSUER AND ALL PURCHASERS OF THE SECURITIES.

For more details, see Base Prospectus.

# Payments under the Instrument may be subject to withholding under Section 871(m) of the US Internal Revenue Code of 1986

Natixis or its agent (if applicable) may be required to withhold a percentage of any amount payable on the Instrument if such amount is treated as a "dividend equivalent" (generally, certain amounts treated as attributable to dividend payments in respect of an underlying U.S. security) pursuant to Section 871(m) of the U.S. Internal Revenue Code of 1986. In such cases Natixis' obligation to pay shall be reduced by the amount of the withholding and neither Natixis nor its agent (if applicable) will be required to pay additional amounts with respect to the amount so withheld. Prospective investors, particularly investors that are not United States taxpayers, should consult their tax advisors regarding these regulations and their potential impact on payments under the Instrument.

This Indicative Term Sheet ("Term Sheet") is preliminary in nature, is subject to amendment or change without notice and no representation or warranty is made with respect to the information herein. This Term Sheet has been prepared solely for information purposes and is not an offer to sell or the solicitation of an offer to buy any securities. This term sheet is a highly confidential document, the property of Natixis and should not be transmitted to any person other than its original addressee(s) without the prior written consent of Natixis. It should not be copied or provided to any other person than the original addressee for any purpose.

#### Disclaimer:

For the avoidance of doubt, Natixis does not make any representation or warranty that it intends to accept or be bound to any of the terms herein nor shall Natixis be obliged to enter into any further discussion or negotiation pursuant hereto. This Term sheet contains indicative terms and conditions. The terms and conditions will be confirmed in the definitive Term sheet which will be available as of the Trade Date, and will be set out in full in the Final terms prepared by the Issuer, which will be available as of Issue Date, if the Notes are issued.

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Page 10 of 12







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- any portfolio management investment services for the account of third parties (*gestion de portefeuille pour compte de tiers*) provided by Natixis;
- any solicitation or direct selling activities undertaken by Natixis (démarchage bancaire et financier); or
- more generally, any banking or investment services.

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Natixis shall not be liable for any financial loss or any direct or indirect loss suffered as a result of any decision taken on the basis of the information contained in this document, Natixis does not hold itself out as providing any advice, particularly in relation to investment services. In any event, you should obtain all any internal and/or external advice that you consider necessary or desirable to obtain, including from financial, legal, regulatory, tax or accounting advisors, or any other specialist advisors, in order to verify in particular that the investment(s) described in this document meets your investment and commercial objectives and constraints, and to obtain an independent valuation of such investment(s), its risks and rewards.

Prices, margins and availability of the relevant products are without notice, indicative only and are subject to changes at any time depending on, inter alia, market conditions or any of the assumptions made for drafting this document. Past performance and simulations of past performance are not reliable indicators of the future and do not predict future results. Information may be changed or withdrawn by Natixis at any time without notice. No, responsibility (whether in contract, tort (including negligence) or otherwise) is accepted by Natixis, nor by any of its holding companies, subsidiaries, associated undertakings or controlling persons, or any of their respective directors, officers, partners, employees, agents, representatives or advisors as to or in relation to the characteristics of this information.

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Page 11 of 12







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Natixis is authorised by the ACPR and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority in the United Kingdom. Details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available from us on request.

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Natixis is authorized by the ACPR and regulated by Bank of Spain and the CNMV (*Comisión Nacional de Mercado de Valores*) for the conduct of its business in Spain.

Natixis is authorised by the ACPR and regulated by Bank of Italy and the CONSOB (*Commissione Nazionale per le Società e la Borsa*) for the conduct of its business in Italy. Natixis is regulated throughout the European Union on a crossborder basis.

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Page 12 of 12

