

Standard Chartered Bank Treasury Markets Division Target Market and Distribution Strategy for Financial Instruments under MiFID II (Wholesale Markets)

Standard Chartered Bank's **Treasury Markets Division ("SCB TM")** offers Certificates of Deposit and Commercial Paper issuances that are in scope of MIFID II, to counterparties globally.

The Product Governance requirements of MiFID II aim to ensure that firms which manufacture and distribute financial instruments ("Products") act in the best interests of investors at all stages of a Product's development and distribution life-cycle. Product Governance requirements apply to all MiFID II Products traded on both primary and secondary markets. Our approach to Product Governance requirements is reflected in SCB's Product Governance Policy and related procedures.

SCB has implemented a proportionate framework for compliance with the product governance requirements set out by Directive 2014/65/EU (Markets in Financial Instruments), together with the MiFID II Delegated Directive dated 7 April 2016 and respective implementing measures ("**MI FID II**"). In so doing, SCB has considered the sophistication of SCB's Treasury Market's counterparties in relation to the complexity of the products it manufactures or distributes.

SCB TM as Manufacturer¹

As a manufacturer of Financial Instruments, we have certain obligations under MiFID II, including a requirement to identify a target market for the Financial Instruments we manufacture. We manufacture Certificates of Deposit and Commercial Paper issuances which are intended to be transacted with, or distributed to, eligible counterparties and professional clients. Unless we specifically communicate to you in writing that a particular Financial Product has been manufactured with retail clients in mind, the Financial Products manufactured by us are not designed for retail clients.

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SCB TM as Distributor

As a distributor of Financial Instruments, we have certain obligations under MiFID II, including a requirement to identify a target market for the Financial Instruments we distribute. These are limited to Certificates of Deposit and Commercial Paper issuances where we distribute Financial Instruments to you, we will do so on the basis that you fall within the target market that we have identified for the relevant Financial Instruments in the table set out below.

SCB TM only recognises its direct clients as counterparties for purposes of MIFID II Product Governance requirements. It is expected that the products in which we transact are not treated by our counterparties as suitable for distribution to retail clients unless expressly permitted otherwise.

We may, from time to time, ask you to confirm that you have not made any sales of SCB TM manufactured Financial Instruments outside the intended target market and are not aware of any such onward sales by your counterparties

Retail clients

SCBTM does not engage with Retail clients as defined in MiFID II, these have been identified as outside the Target Market.

Product List and Target Market Disclosure

This document covers all Certificates of Deposit and Commercial Paper issuances manufactured or distributed by SCB TM. **Should you have any questions or concerns, please contact a SCB representative.**

1.Cash Securities

1.1.Treasury Markets Division:

Products		CD/CP issuances
Target market Definition	Type of Client	<ul style="list-style-type: none"> Professional (identified as such or opt-up) Eligible Counterparty
	Knowledge and experience	<ul style="list-style-type: none"> Medium High
	Financial Situation (ability to bear losses)	Willing to accept loss of entire invested capital (100% capital at risk)
	Risk Tolerance	<p>Medium Risk Investment (willing to accept the risk of losses of the entire invested capital; willing to accept large fluctuations in price and returns)</p> <p>Professional Investors have sufficient understanding of the risk/return profile associated with CP and CDs, and a sufficient investment knowledge to make an appropriate assessment of the associated risks in investing in them (generally and specifically)</p>
	Clients Objectives and Needs	<ul style="list-style-type: none"> Investment Tenor: Short and Medium. For CP, tenor is generally 1-6 months, and no longer than 12 months. For CDs, tenor is generally 1-6 months, and could be up to 4 years Objective: Future income stream; hedging; portfolio diversification; Liquidity: Requires the possibility to exit the investment early; Willing to hold the investment until its maturity
Distribution Strategy		Execution only; non-advised
Additional Notes (If Applicable)		<i>SCB does not distribute these products directly to Retail clients. Where SCB acts as a manufacturer only, then distribution is via a third party, it is undertaken in accordance with SCB Product Governance Policy and related procedures</i>