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## Non-collateralised Structured Products

### Launch Announcement for Derivative Warrants ("Warrants") to be issued by

#### **BNP PARIBAS ARBITRAGE ISSUANCE B.V.**

*(incorporated in the Netherlands with its statutory seat in Amsterdam)*

#### unconditionally and irrevocably guaranteed by

#### **BNP PARIBAS ("Guarantor")**

*(incorporated in France)*

#### Sponsor

#### **BNP Paribas Securities (Asia) Limited**

#### Particulars of Warrants

We intend to issue the following Warrants:

Warrants	13983	14279	14428
Stock code(s)			
Liquidity Provider broker ID	9691	9691	9692
Issue size	50,000,000 Warrants	60,000,000 Warrants	60,000,000 Warrants
Type	European style cash settled call warrants	European style cash settled call warrants	European style cash settled call warrants
Company	Ping An Insurance (Group) Company of China, Ltd.	Hong Kong Exchanges and Clearing Limited	CITIC Securities Company Limited
Shares	Existing issued ordinary H Shares of the Company	Existing issued ordinary Shares of the Company	Existing issued ordinary H Shares of the Company
Board Lot	5,000 Warrants	10,000 Warrants	5,000 Warrants
Issue Price per Warrant (HK\$)	0.21	0.26	0.30
Exercise Price (HK\$)	48.88	218.00	18.00
Launch Date	5 October 2015	5 October 2015	5 October 2015
Issue Date	9 October 2015	9 October 2015	9 October 2015
Listing Date	12 October 2015	12 October 2015	12 October 2015
Expiry Date <sup>⌘</sup>	5 April 2016	2 December 2016	4 May 2016
Entitlement	1 Share(s)	1 Share(s)	1 Share(s)
Number of Warrant(s) per Entitlement	10 Warrant(s)	100 Warrant(s)	10 Warrant(s)
Implied Volatility*	39.00%	48.00%	88.00%
Effective Gearing*	6.44x	3.38x	2.66x
Gearing*	19.79x	7.21x	5.03x
Premium*	22.70%	30.20%	39.07%

⌘ If such day is a Saturday, Sunday or public holiday in Hong Kong, the immediately succeeding day which is not a Saturday, Sunday or public holiday in Hong Kong.

\* This data may not be comparable to similar information provided by other issuers of derivative warrants. Each issuer may use different pricing models.

### How much will you receive on expiry?

You are not required to deliver any exercise notice and the Warrants will be automatically exercised on the Expiry Date. You will receive a Cash Settlement Amount per Board Lot in Hong Kong dollars (net of Exercise Expenses, if any) calculated as follows (if positive):

*For a series of call Warrants:*

$$\frac{\text{Entitlement} \times (\text{Average Price} - \text{Exercise Price}) \times \text{one Board Lot}}{\text{Number of Warrant(s) per Entitlement}}$$

*For a series of put Warrants:*

$$\frac{\text{Entitlement} \times (\text{Exercise Price} - \text{Average Price}) \times \text{one Board Lot}}{\text{Number of Warrant(s) per Entitlement}}$$

If the Cash Settlement Amount is equal to or less than the Exercise Expenses, no amount is payable by us.

"**Average Price**" means the arithmetic mean of the closing prices of one Share for each of the five business days immediately preceding the Expiry Date.

"**Exercise Expenses**" means any charges or expenses including any taxes or duties which are incurred in respect of the exercise of the Warrants.

### Listing of the Warrants

We will make an application to the Stock Exchange for listing of and permission to deal in the Warrants on the Stock Exchange.

### Where do you obtain quotes?

You may request to obtain a quote for the Warrants by calling the following telephone number:

*Liquidity Provider:* BNP Paribas Securities (Asia) Limited  
*Telephone number:* +852 2108 5600  
*Address:* 59th-63rd Floors, Two International Finance Centre, 8 Finance Street, Central, Hong Kong

We do not have any special arrangements in place with any brokers with respect to our Warrants.

### Where can you inspect the relevant documents?

The following documents ("**Listing Documents**"), each in separate English and Chinese versions, are available for inspection until the Expiry Date at BNP Paribas Securities (Asia) Limited, 59th-63rd Floors, Two International Finance Centre, 8 Finance Street, Central, Hong Kong:

- 1 our base listing document dated 31 March 2015, the addendum to the base listing document dated 6 May 2015 and the addendum to the base listing document dated 7 September 2015; and
- 2 the supplemental listing document for the Warrants to be dated on or about 9 October 2015.

## IMPORTANT INFORMATION

### *Unsecured nature of the Warrants*

The issue of the Warrants was authorised by our board of directors on 4 June 2015. The Warrants constitute our general, unsecured and contractual obligations and of no other person, and the Guarantee executed by the Guarantor in respect of the Warrants constitutes the general, unsecured and contractual obligations of the Guarantor and of no other person. The Warrants will rank equally among themselves and with all our other unsecured obligations and all other unsecured obligations of the Guarantor (save for those obligations preferred by law) upon our liquidation. You are relying upon our creditworthiness and the creditworthiness of the Guarantor and have no rights under the Warrants against the Company. If we become insolvent or default on our obligations under the Warrants, or the Guarantor becomes insolvent or defaults on its obligations under the Guarantee, you may not be able to recover all or even part of the amount due under the Warrants (if any).

### *Guarantor*

Our obligations in relation to the Warrants will be unconditionally and irrevocably guaranteed by the Guarantor.

### *Credit ratings*

The Issuer's long term credit rating is:

<i>Rating agency</i>	<i>Rating as of the Launch Date</i>
Standard & Poor's Ratings Services, a division of The McGraw-Hill Companies, Inc.	A+(negative outlook)

The Guarantor's long term credit ratings are:

<i>Rating agency</i>	<i>Rating as of the Launch Date</i>
Moody's Investors Service, Inc., New York	A1(stable outlook)
Standard & Poor's Ratings Services, a division of The McGraw-Hill Companies, Inc.	A+(negative outlook)
Fitch France S.A.S.	A+(stable outlook)

### *Are we regulated by any bodies referred to in Rule 15A.13(2) or (3)?*

We are not regulated by any of the bodies referred to in Rule 15A.13(2) or (3) of the Rules Governing the Listing of the Securities on The Stock Exchange of Hong Kong Limited. The Guarantor is regulated by the Hong Kong Monetary Authority. The Guarantor is also regulated by Comité des Etablissements de Crédit et des Entreprises d'Investissement.

### *Selling restriction*

The Warrants have not been and will not be registered under the United States Securities Act of 1933, as amended (the "**Securities Act**"), and will not be offered, sold, delivered or traded, at any time, indirectly or directly, in the United States or to, or for the account or benefit of, any U.S. person (as defined in the Securities Act).

### *Investment risks*

The price of the Warrants may fall in value as rapidly as it may rise and you may sustain a total loss of your investment. If the Cash Settlement Amount is equal to or less than the Exercise Expenses, no amount is payable by us.

We or the Liquidity Provider may be the only market participant for the Warrants. The secondary market for the Warrants may be limited.

You must:

- carefully study the risk factors set out in the relevant Listing Documents;
- fully understand the potential risks and rewards and independently determine whether the Warrants are appropriate for you given your objectives, experience, financial and operational resources, and other relevant circumstances; and
- consult with such advisers as you deem necessary to assist yourself in making these determinations.