



## Effect of Costs on Investment Returns

Effective as of 1 October 2024.

With examples, the Effect of Costs on Investment Returns notice illustrates charges and fees related to products and trading services under the OP Savings and Investments Agreement that affect investment returns. Estimates regarding the costs presented in this document are based on assumptions and may differ from the actual costs and charges. The returns presented in the document are nominal and do not account for inflation effects. Customers should be aware that if the rate of inflation is higher than the actual rate of return, the real return may be negative even if the nominal return is positive.

This document provides the client with information on the cost structure of investment products, who can then make an investment decision based on the information provided. This document and the list of service charges and fees supplement other information provided by the bank on the costs and fees related to products and services, and on the sales commissions payable to third parties. The latest version of the document is available at [op.fi](http://op.fi).

Key Information Documents and Key Investor Information Documents are referred to in this document and their most updated versions are published at [op.fi](http://op.fi). By separate request, clients can obtain a paper version of the Key Information Document or Key Investor Information Document, free of charge.

## Securities custody and service packages

Securities custody is a service making it possible to keep securities in custody and monitor them at OP and it shows an overall picture of the client's assets under custody. The service enables clients to see summaries of the market value and value performance of investments and investment distribution by product group. Through the service, the client also receives annual investment transactions and return data, as well as a Statement of Capital Gains.

Equity investors can choose the most suitable of two service packages, depending on the trading activity in question. The saver's service package consists of securities custody, book-entry account and OP's equity research. In addition to the abovementioned services, the investor's service package includes a market monitoring tool and real-time price data, which provide extensive information for daily equity trading. The price of service packages is determined based on the chosen services and is typically around 2–6 euros per month. In addition to the service package fee, custody of international securities is subject to an annual charge of 0.1% of the market value of the international equities managed. This amount is not charged from a personal customer who is an owner-customer. The service packages of clients with an equity savings account include a fixed monthly fee for brokerage services, in addition to which a fee is charged for orders according to the list of service charges and fees. The fixed brokerage fee charged for orders related to an equity savings account amounts to 0–12 euros, depending on the service level.

The examples given in this document exclude any costs that may arise from custody. For an OP cooperative bank owner-customer, some custody services and service packages are free of charge as shown in the valid list of service charges and fees. OP bonuses are primarily used to cover the costs of chargeable services for owner-customers. If OP bonuses are insufficient to cover service charges, the amount in excess is debited on a monthly basis from the account specified during activation of the services. Based on the list of service charges and fees, the service fees of non-owner-customers are debited each month from the account specified during activation of the service.

## Client and investment management fee under OP Private Agreement

A client with an OP Private Agreement must pay an OP Private client fee charged every 3, 6 or 12 months, depending on what has been specified in the agreement. OP bonuses are primarily used to charge owner-customers service fees. If OP bonuses are insufficient to cover service charges, the amount in excess is debited from the account specified in the OP Private client agreement. The OP Private client fee is client-specific and typically between 0.1 % and 1% of assets under management.

If an investment management agreement has been concluded with the client, an investment management fee is charged in addition to the client fee.

**Example of OP Private client fee**

The client has assets worth 500,000 euros within the scope of the OP Private Agreement. In this example, the annual client fee amounts to 1,000 euros + VAT 25.5% (1,255 euros, VAT included), or an annual rate of 0.20% + VAT 25.5% (0.25% VAT included). The client fee is client-specific and may differ from this example.

**Example of OP Private investment management fee**

The client has assets worth 100,000 euros within the scope of an investment management agreement. In addition to the client fee, the client is charged an investment management fee, typically an annual rate of 0.80% + VAT 25.5% (1.00% VAT included). So, the client's annual investment management fee is 800 euros + VAT 25.5% (1,004 euros VAT included). Before investment based on an OP Private investment management agreement, the client is provided with an appendix presenting fees charged under the agreement and their impact on the expected return.

Client and investment management fees include investment consultation and regular investment management meetings with the client, and value performance and tax reporting. In addition, such fees typically include the costs of securities custody and the OP equity research package, as well as the special benefits of and discounts on other OP products offered to OP Private clients.

## Equities, stock options, warrants

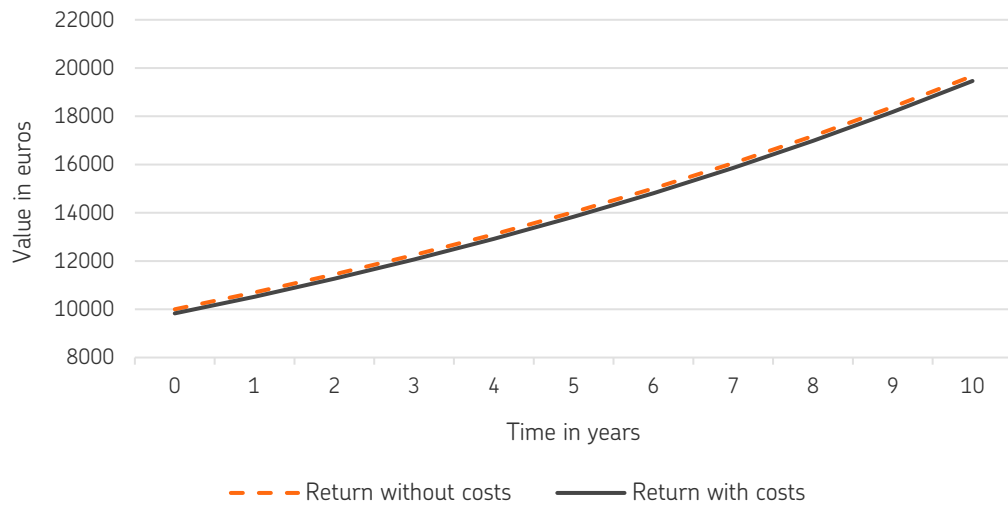
Costs related to investment in equities, stock options and warrants are made up of trading fees and securities custody fees. Trading fees include a brokerage fee, service fee and, in the case of certain foreign investments, a clearing fee, financial transaction tax and a currency exchange charge, if any. Trading costs are charged from the client on the trade execution date when book entries are recorded. In orders for securities, the client makes an order with an OP cooperative bank which transmits it to OP Corporate Bank. OP Corporate Bank charges the client for the brokerage fee and service fee. OP Corporate Bank pays OP cooperative banks a sales commission for the products and OP cooperative banks typically receive the full brokerage fee and service fee from OP Corporate Bank as a sales commission. Brokerage fees are added to the transaction amount in the case of buy orders and deducted from the transaction amount in the case of sales.

**Example 1**

The client buys equities in a company, listed on the Helsinki Stock Exchange, through OP's digital services for 10,000 euros. OP Corporate Bank plc charges a fee for the order, a maximum of 0.2% of the transaction price (but a minimum of 3–9 euros), totalling 20 euros in this example.

The total amount paid by the client is 10,020 euros in this example. OP Corporate Bank pays OP cooperative bank the brokerage fee, paid by the client, as a sales commission; the sales commission is 20 euros in this example.

### Effect of costs on the expected return



The expected return used in the graphic example is an 7% annual return and only illustrates the long-term effect of costs on investment returns. The example does not reflect the product’s historical or expected performance.

### Costs based on the example for the holding period

Purchase costs (€) if the cost is 0.2% of the transaction price	Annual average ongoing charges	Transfer costs (€) if the cost is 0.2% of the transaction price
€20	€0	€39.34

### Annual calculated costs for the holding period (€/ % of holding)

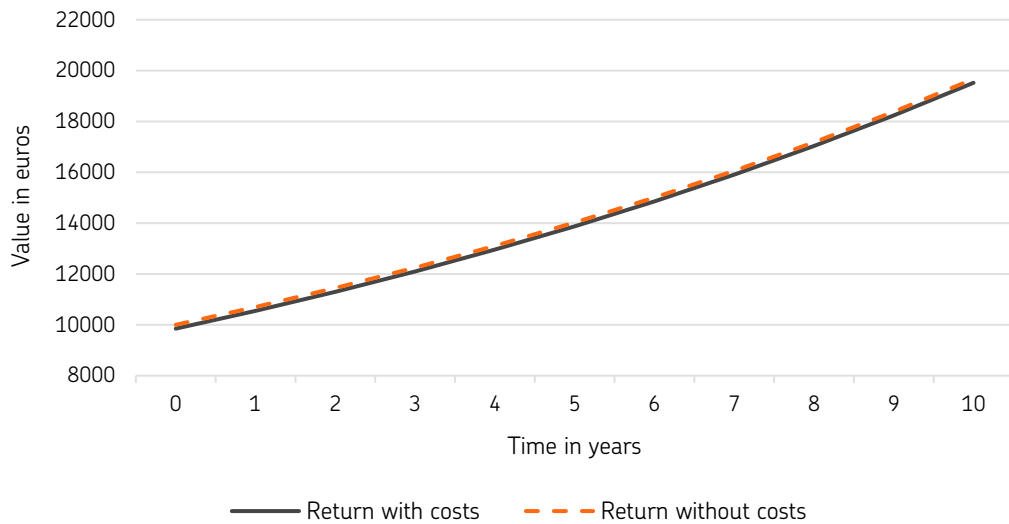
Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€41	€10	€5.93
0.39%	0.08%	0.03%

### Example 2

The client buys equities in a company listed on the New York Stock Exchange through OP’s digital services for 10,000 euros, which are denominated in US dollars. In non-euro transactions, OP automatically exchanges the currency on behalf of the client. The resulting foreign exchange charge accounts for 0.3% of OP Corporate Bank’s average exchange rate quoted at the order processing time. OP charges a fee for the order, which is a maximum of 0.2% of the transaction price (but a minimum of 8–9 euros).

So, the total amount paid by the client is 10,050 euros, including the brokerage fee of 20 euros and the currency exchange charge of 30 euros. OP Corporate Bank pays OP cooperative bank the brokerage fee, paid by the client, as a sales commission; the sales commission is 20 euros in this example.

### Effect of costs on the expected return



The expected return used in the graphic example is an 7% annual return and only illustrates the long-term effect of costs on investment returns. The example does not reflect the product’s historical or expected performance.

### Costs based on the example for the holding period

Purchase costs (€) if the cost is 0.2% of the transaction price	Annual average ongoing charges	Transfer costs (€) if the cost is 0.2% of the transaction price
€50	€0	€98.36

### Annual calculated costs for the holding period (€/ % of holding)

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€104	€25	€14.84
1.00%	0.21%	0.10%

## ETPs – Exchange-traded products (ETC, ETF, ETN)

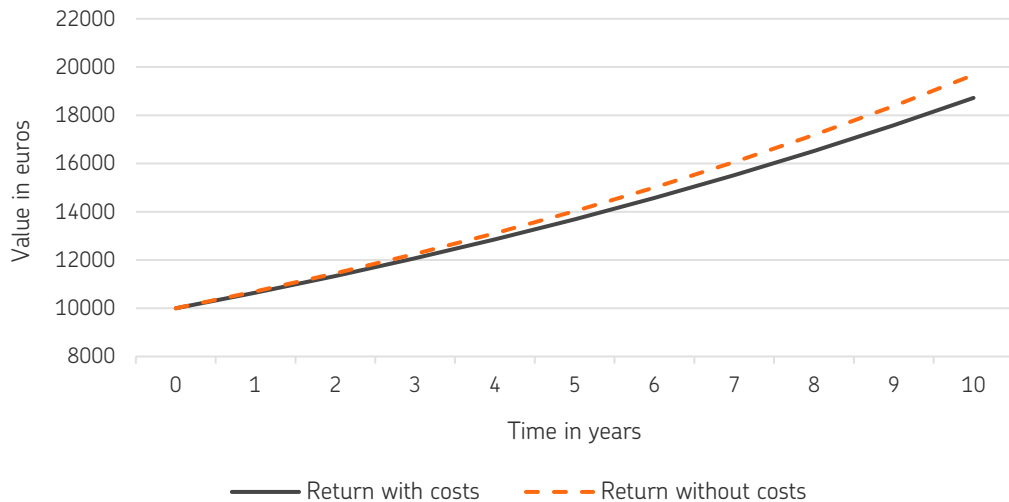
Costs related to ETPs are made up of trading fees, securities custody fees and a management fee for the product, if any. Trading fees include a brokerage fee, service fee and, in certain foreign investments, a clearing fee, and a currency exchange charge, if any. OP Corporate Bank charges the client for the brokerage fee and service fee. OP Corporate Bank pays OP cooperative banks a sales commission for the products and OP cooperative banks typically receive the full brokerage fee and service fee from OP Corporate Bank as a sales commission. ETPs often have a management fee that typically varies between 0 and 2%, depending on the product and issuer. Such a fee is not an amount charged by OP but the product’s issuer automatically deducts it from the value of the financial instrument. More detailed information on the ETP management fees can be found in Key Information Documents.

### Example 3

The client invests 10,000 euros in an ETF listed on Deutsche Börse, with the management fee being 0.5%. OP charges a brokerage fee for the order, a maximum of 0.2% of the transaction price (but a minimum of 8–9 euros), totalling 20 euros in this example.

The total amount paid by the client is 10,020 euros. OP Corporate Bank pays OP cooperative bank the brokerage fee, paid by the client, as a sales commission; the sales commission is 20 euros in this example.

**Effect of costs on the expected return**



The expected return used in the graphic example is an 7% annual return and only illustrates the long-term effect of costs on investment returns. The example does not reflect the product’s historical or expected performance.

**Costs based on the example for the holding period**

Purchase costs (€) if the cost is 0.2% of the transaction price	Annual average ongoing charges	Transfer costs (€) if the cost is 0.2% of the transaction price
€20	€71.50	€37.44

**Annual calculated costs for the holding period (€/ % of holding)**

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€93	€69	€77.24
0.90%	0.59%	0.55%

**Issuance of and trading in structured notes on the secondary market**

The cost related to issuance of structured notes consists of a structuring cost that appears from the terms and conditions of each structured note. The structuring cost is included in the subscription price of a note. More detailed information on the product-specific costs of the structured notes to be issued and the effect on the return can be found in the Key Information Document of each product. OP Corporate Bank pays the OP cooperative bank concerned a sales commission for the structuring costs of structured notes; the OP cooperative bank typically receives the cost as a full sales commission from OP Corporate Bank.

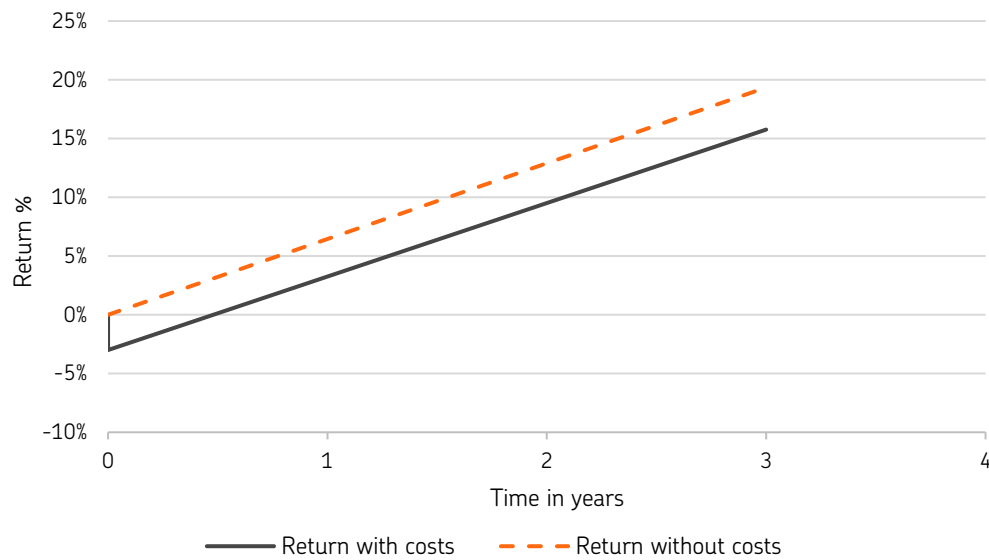
After issues on the structured note secondary market, the cost is made up of the difference between the base price modelled by OP Financial Group and the purchase price of OP Financial Group if the client sells notes to OP Financial Group on the secondary market. If the client buys structured notes from OP Financial Group on the secondary market, the cost is made up of the difference between OP Financial Group’s selling price and the base price modelled by OP Financial Group. In normal market conditions, OP Corporate Bank plc seeks to add buy quotes to the note during its term to

maturity. The secondary market cost accounts for 0–2% of the product’s face value.

**Example 4**

Through an OP cooperative bank, the client invests a structured note issued at a price of 10,000 euros by OP Corporate Bank. The note’s term to maturity is 3 years. The structuring cost accounting for 3% of the face value, 300 euros in this example, is included in the subscription price. OP Corporate Bank pays the full structuring cost to the OP cooperative bank in terms of sales commission, which means 300 euros in this example.

**Effect of costs on the expected return**



The expected return used in the graphic example is a 5% annual return and only illustrates the long-term effect of costs on investment returns. The example does not reflect the product’s historical or expected performance.

**Costs based on the example for the holding period**

Face value 10,000 euros

Purchase costs (€) if the cost is 3% of the face value	Annual ongoing costs if the holding amounts to €10,000	Transfer costs (€)
€300	€0	€0

**Annual calculated costs for the holding period (€/ % of holding)**

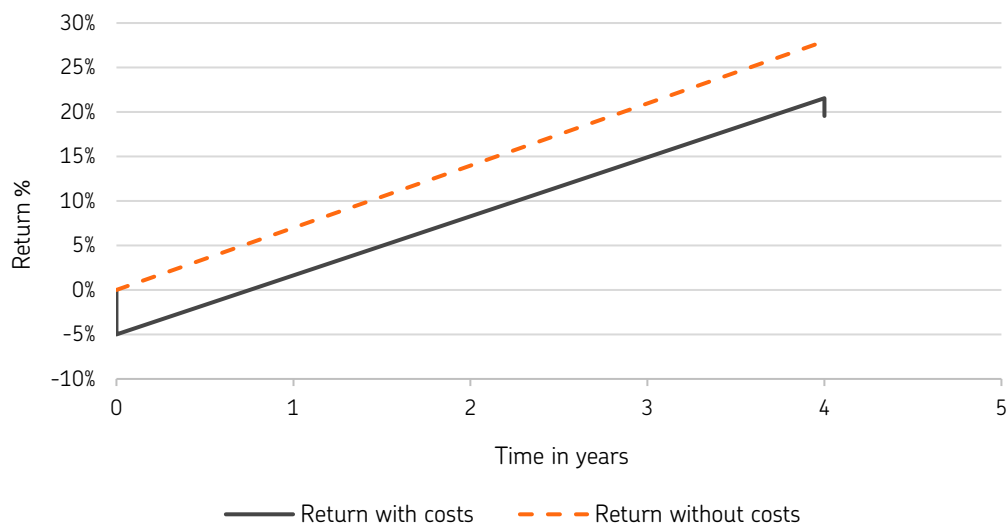
Investment horizon 1 year	Investment horizon 3 years	Investment horizon 5 years
€300	€100	€0
3%	1%	0%

**Example 5**

The client has bought structured notes issued by OP Corporate Bank for 10,000 euros. The note's term to maturity is 5 years. The structuring cost accounting for 5% of the face value, 500 euros in this example, is included in the subscription price. The value of the holding after costs is 12,155 euros after four years of maturity and the client sells the note on the secondary market through an OP cooperative bank.

The bid quote issued by OP Corporate Bank includes the secondary market transaction cost amounting to 2% of the note's face value. The secondary market transaction cost totals 200 euros, which means that the total amount paid to the client is 11,955 euros.

**Effect of costs on the expected return**



The expected return used in the graphic example is a 5% annual return and only illustrates the long-term effect of costs on investment returns. The example does not reflect the product's historical or expected performance.

**Costs based on the example for the holding period**

**Face value 10,000 euros**

Purchase costs (€) if the cost is 5% of the face value	Annual ongoing costs if the holding amounts to €10,000	Transfer costs (€) if the cost is 2% of the face value
€500	€0	€200

**Annual calculated costs for the holding period (€/ % of holding)**

Investment horizon 1 year	Investment horizon 4 years	Investment horizon 5 years
€500	€175	€0
5%	1.75%	0%

## Mutual funds

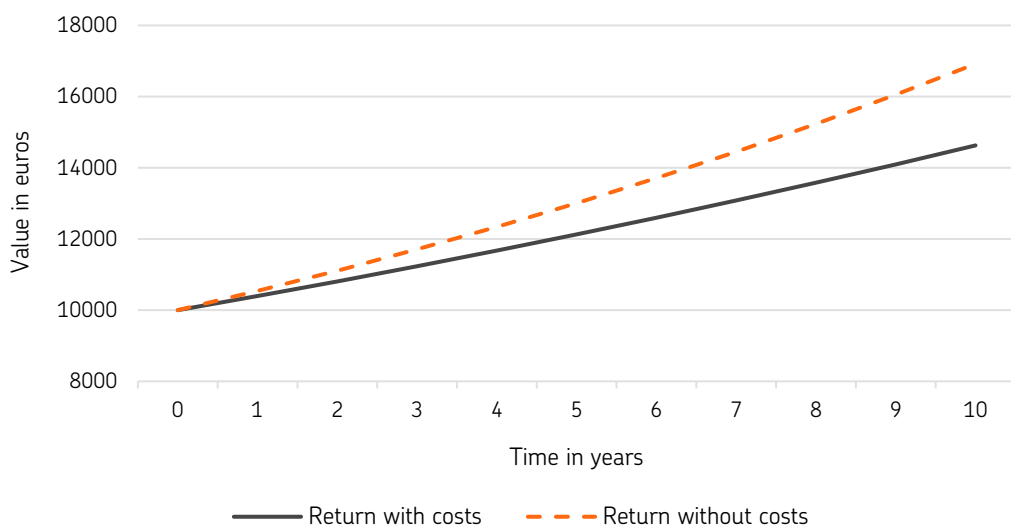
Mutual fund costs are made up of the costs of subscription and redemption and a management fee that may be fixed or performance-based. The Key Investor Information Document of each fund describes ongoing charges that include not only a fixed management fee but also all charges related to the fund's investments, excluding the fund's trading costs. The costs by fund can be found in the fund's Key Information Document, the fund prospectus and the annual report. Subscription and redemption fees are charged directly from the client. All other abovementioned costs are charged from the fund's assets.

### Example 6

The client invests 10,000 euros through OP's digital services in a balanced fund managed by OP Fund Management Company Ltd; the subscription fee is 0.0%. The Fund's annual ongoing charges are 1.39%, including a 1.25% management fee. The subscription fee is deducted directly from the subscription amount, in which case the total amount of 10,000 euros paid by the client consists of a subscription amount of 10,000 euros and a subscription fee of 0 euros. OP Fund Management Company Ltd charges an annual management fee directly from the fund's value. The fund's redemption fee is 0.5%. No subscription and redemption fees are charged from owner-customers.

OP Fund Management Company pays typically 33% of the annual management fee to an OP Financial Group branch, as long as the related capital remains invested in the fund. The amount of ongoing charges and the management fee in euros depend on the investment value performance. In the example, if the investment's value averaged 10,000 euros over a year, the ongoing charges would amount to 10,000 euros x 1.39%, which equals 139 euros a year including 125 euros as the management fee. From the management fee, a sales commission of 41.25 euros is paid to the OP Financial Group branch. The fund has paid trading costs of 0.02% related to investments = 2 euros.

### Effect of ongoing charges on the expected return



The expected return used in the graphic example is a 4.0% annual net return and a 5.4% annual gross return of the balanced fund, and illustrates only the long-term effect of costs on investment returns. The example does not necessarily reflect the product's future or expected value performance.

### Holding period costs incurred by a personal customer who is an owner-customer

Purchase costs (€) if the cost is 0%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0%
€0	€169	€0



**Annual calculated costs for the holding period (€/ % of holding)**

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€142	€153	€169
1.39%	1.39%	1.39%

Holding period costs incurred by corporate customers or personal customers who are not owner-customers

Purchase costs (€) if the cost is 0%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0.5%
€0	€169	€73

**Annual calculated costs for the holding period (€/ % of holding)**

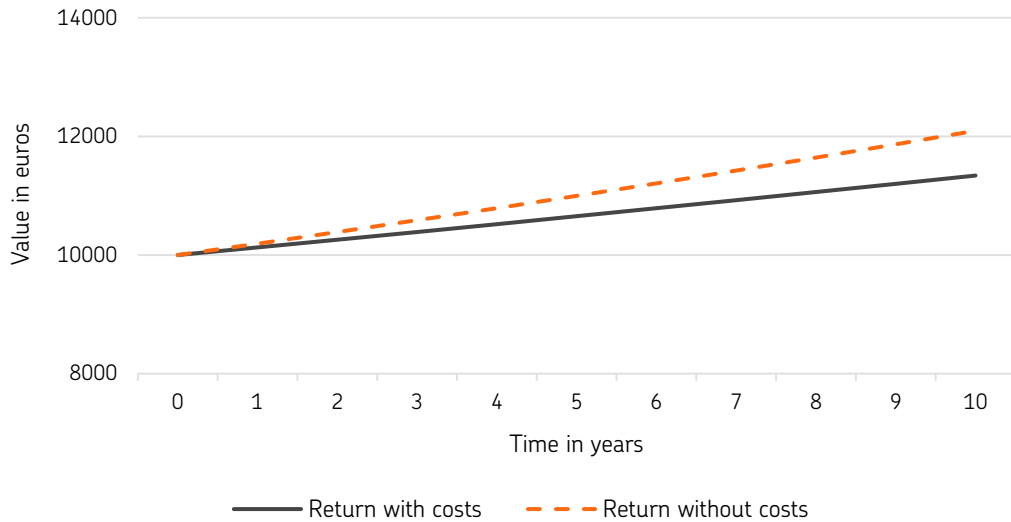
Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€193.75	€166	€176.76
1.90%	1.50%	1.45%

**Example 7**

The client invests 10,000 euros through OP's digital services in a fixed income fund managed by OP Fund Management Company Ltd, whose subscription fee is 0.0%. The fund's annual ongoing charges are 0.63%, including a 0.6% management fee. The subscription fee is deducted directly from the subscription amount, in which case the total amount of 10,000 euros paid by the client consists of a subscription amount of 10,000 euros and a subscription fee of 0 euros. OP Fund Management Company Ltd charges an annual management fee directly from the fund's value. The fund's redemption fee is 0.5%. No subscription and redemption fees are charged from owner-customers.

OP Fund Management Company Ltd pays typically 33% of the annual management fee to an OP Financial Group branch, as long as the related capital remains invested in the fund. The management fee amount in euros depends on the investment value performance. In the example, if the investment's value averaged 10,000 euros over a year, the ongoing charges would amount to 10,000 euros x 0.63%, which equals 63 euros a year including 60 euros as the management fee. From the management fee, a sales commission of 19.8 euros is paid to the OP Financial Group branch. The fund has paid trading costs of 0.00% related to investments = 0 euros.

### Effect of ongoing charges on the expected return



The expected return used in the graphic example is a 1.3% annual net return and a 1.9% annual gross return of the fixed income fund, and illustrates only the long-term effect of costs on investment returns. The example does not necessarily reflect the product's future or expected value performance.

### Holding period costs incurred by a personal customer who is an owner-customer

Purchase costs (€) if the cost is 0%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0%
€0	€80	€0

### Annual calculated costs for the holding period (€/ % of holding)

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€64	€71	€80
0.63%	0.63%	0.63%

### Holding period costs incurred by corporate customers or personal customers who are not owner-customers

Purchase costs (€) if the cost is 0%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0.5%
€0	€80	€79

### Annual calculated costs for the holding period (€/ % of holding)

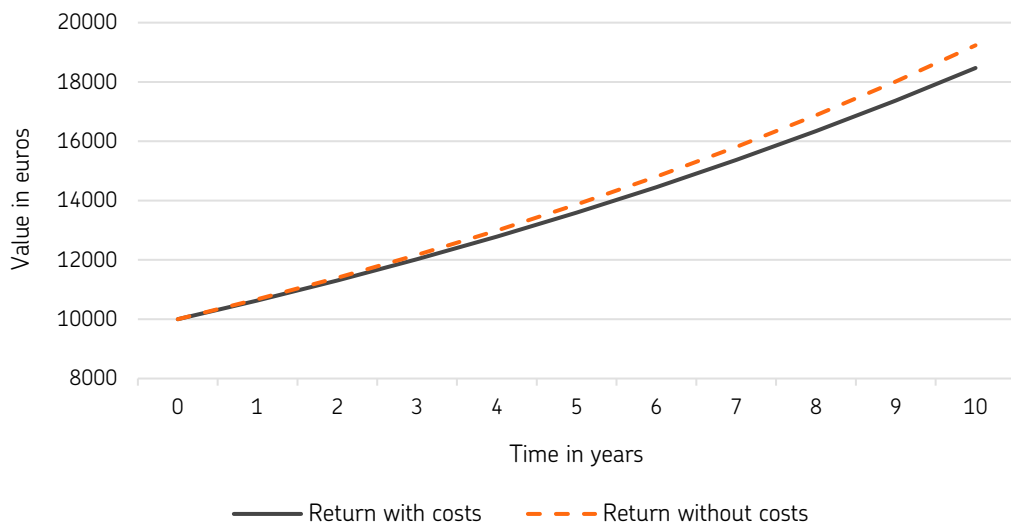
Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€117	€84	€88
1.15%	0.74%	0.69%

### Example 8

The client invests 10,000 euros through OP's digital services in the index fund managed by OP Fund Management Company Ltd, whose subscription fee is 0.06%. The fund's annual ongoing charges are 0.39%, including a 0.39% management fee. The subscription fee is deducted directly from the subscription amount, in which case the total amount of 10,000 euros paid by the client consists of a subscription amount of 9,994 euros and a subscription fee of 6 euros. OP Fund Management Company Ltd charges an annual management fee directly from the fund's value. The fund's redemption fee is 0.06%.

OP Fund Management Company Ltd pays typically 33% of the annual management fee to an OP Financial Group branch, as long as the related capital remains invested in the fund. The management fee amount in euros depends on the investment value performance. In the example, if the investment's value averaged 10,000 euros within a year, the ongoing charges would amount to 10,000 euros x 0.39%, which equals 39 euros a year including 39 euros as the management fee. From the management fee, a sales commission of 12.87 euros is paid to the OP Financial Group branch. The fund has paid trading costs of 0.02% related to investments = 2 euros.

#### Effect of ongoing charges on the expected return



The expected return used in the graphic example is a 6.37% annual net return and a 6.76% annual gross return of the index fund, and illustrates only the long-term effect of costs on investment returns. The example does not necessarily reflect the product's future or expected value performance.

#### Holding period costs incurred by a personal customer who is an owner-customer

Purchase costs (€) if the cost is 0.06%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0.06%
€6	€57	€11

#### Annual calculated costs for the holding period (€/ % of holding)

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€59	€51	€58.33
0.58%	0.43%	0.42%

#### Holding period costs incurred by corporate customers or personal customers who are not owner-customers

Purchase costs (€) if the cost is 0.06%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0.06%
€6	€57	€11

#### Annual calculated costs for the holding period (€/ % of holding)

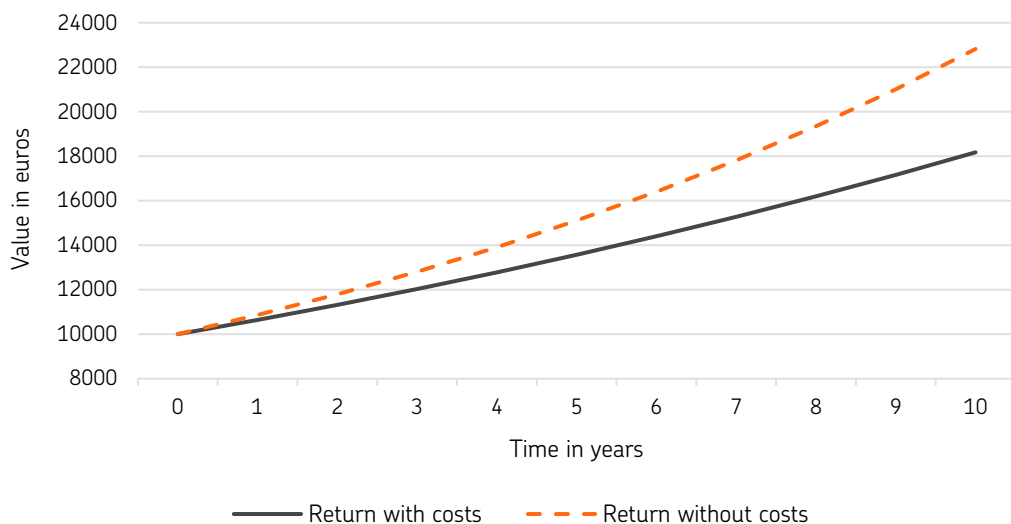
Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€59	€51	€58.33
0.58%	0.43%	0.42%

### Example 9

The client invests 10,000 euros through OP's digital services in the equity fund managed by OP Fund Management Company Ltd, whose subscription fee is 0.75%. The fund's annual ongoing charges are 1.88%, including a 1.6% management fee. The subscription fee is deducted directly from the subscription amount, in which case the total amount of 10,000 euros paid by the client consists of a subscription amount of 9,925 euros and a subscription fee of 75 euros. OP Fund Management Company Ltd charges an annual management fee directly from the fund's value. The fund's redemption fee is 0.75%. No subscription and redemption fees are charged from owner-customers.

OP Fund Management Company Ltd pays typically 33% of the annual management fee to an OP Financial Group branch, as long as the related capital remains invested in the fund. The amount of ongoing charges and the management fee in euros depend on the investment value performance. In the example, if the investment's value averaged 10,000 euros within a year, the ongoing charges would amount to 10,000 euros x 1.88%, which equals 188 euros a year that includes 160 euros as a management fee. From the management fee, a sales commission of 52.80 euros is paid to the OP Financial Group branch. The fund has paid trading costs of 0.24% related to investments = 24 euros.

### Effect of ongoing charges on the expected return



The expected return used in the graphic example is a 6.8% annual net return and an 8.6% annual gross return from the equity fund, and illustrates only the long-term effect of costs on investment returns. The example does not necessarily reflect the product's future or expected value performance.

### Holding period costs incurred by a personal customer who is an owner-customer

Purchase costs (€) if the cost is 0%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0%
€0	€291	€0

### Annual calculated costs for the holding period (€/ % of holding)

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€219	€248	€291.39
2.10%	2.12%	2.12%

**Holding period costs incurred by corporate customers or personal customers who are not owner-customers**

Purchase costs (€) if the cost is 0.75%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 0.75%
€75	€291	€136

**Annual calculated costs for the holding period (€/ % of holding)**

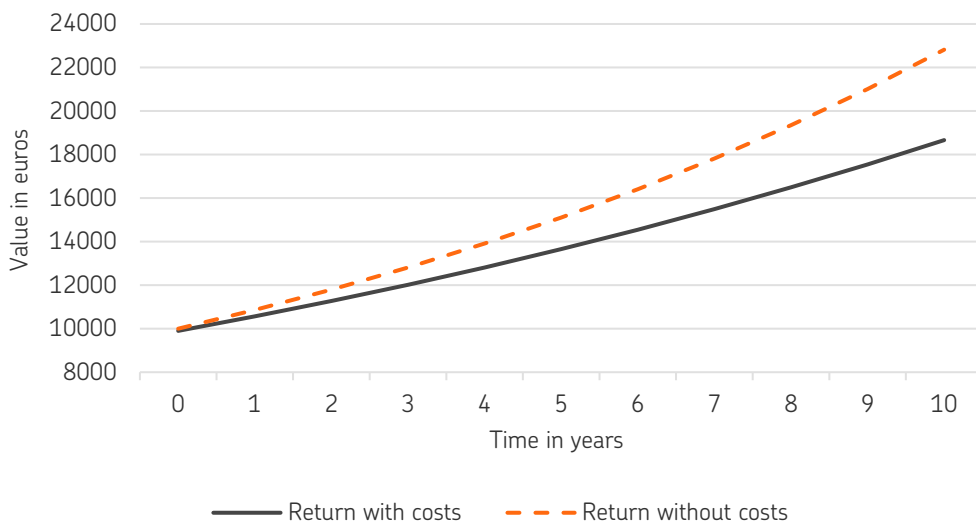
Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€373.56	€284	€312.52
3.62%	2.42%	2.27%

**Example 10**

The client invests 10,000 euros in an equity fund managed by an international partner. The fund's subscription fee is 1.0%. The fund's annual ongoing charges are 1.81%, including a 1.5% management fee. The subscription fee is deducted directly from the subscription amount, in which case the total amount of 10,000 euros paid by the client consists of a subscription amount of 9,900 euros and a subscription fee of 100 euros. The international partner responsible for managing the fund will charge an annual management fee directly from the fund's value. The fund's redemption fee is 1.0%.

The international partners pay typically 25% of the annual management fee to an OP Financial Group branch, as long as the related capital remains invested in the fund. The amount of ongoing charges and the management fee in euros depend on the investment value performance. In the example, if the investment's value averaged 10,000 euros within a year, the ongoing charges would amount to 10,000 euros x 1.81%, which equals 181 euros a year including 150 euros as a management fee. From the management fee, a sales commission of 37.50 euros is paid to the OP Financial Group branch. The fund has paid trading costs of 0.24% related to investments = 24 euros.

**Effect of ongoing charges on the expected return**



The expected return used in the graphic example is a 6.8% annual net return and an 8.6% annual gross return from the equity fund, and illustrates only the long-term effect of costs on investment returns. The example does not necessarily reflect the product's future or expected value performance.

**Holding period costs incurred by a personal customer who is an owner-customer**

Purchase costs (€) if the cost is 1%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 1%
€100	€251.01	€186.64

**Annual calculated costs for the holding period (€/ % of holding)**

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€390.85	€258.88	€279.68
3.82%	2.21%	2.01%

**Holding period costs incurred by corporate customers or personal customers who are not owner-customers**

Purchase costs (€) if the cost is 1%	Annual average ongoing charges based on the example	Transfer costs (€) if the cost is 1%
€100	€251.01	€186.64

**Annual calculated costs for the holding period (€/ % of holding)**

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€390.85	€258.88	€279.68
3.82%	2.21%	2.01%

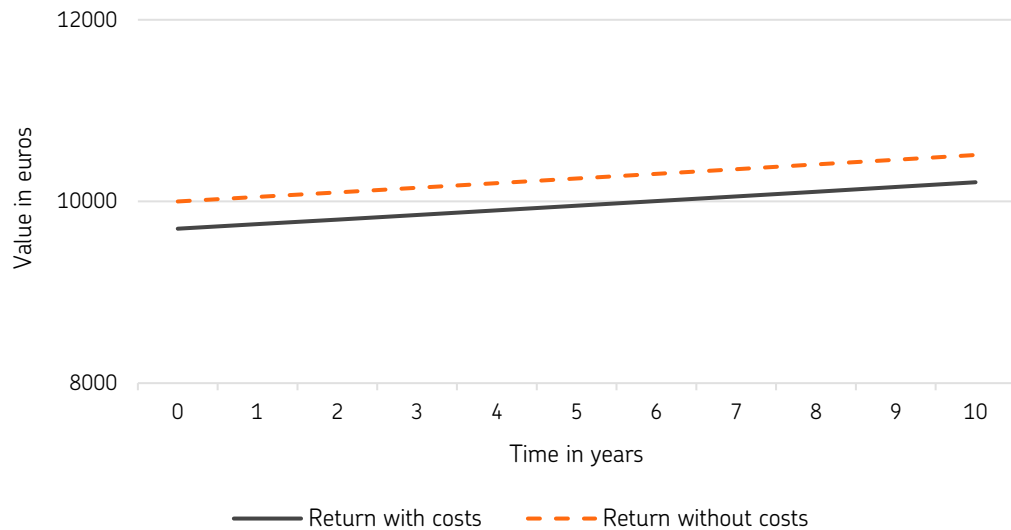
## Trading in bonds on the secondary market

The secondary market costs of bonds are made up of the difference between the client fee and OP Corporate Bank's base price and custody and clearing fees for securities. The base price is either the best possible price at which OP Corporate Bank is able to cover the risk on the market, or a price better than this. The costs of bond transactions on secondary markets are 0–3% of the product's face value. Non-euro bond transactions are subject to a charge for foreign exchange trade whose determination bases can be found in section "Foreign exchange trade in the context of securities trade" below. Trading costs are charged from the client on the value date when the securities transaction is executed. Certain bonds are subject to an account transfer or clearing fee arising from entry in book-entry accounts. This is typically 5 euros and is charged separately when a securities custody fee is paid.

**Example 11**

The client buys bonds worth 10,000 euros in face value, issued by a company at the issue price of 100.00 euros. OP Corporate Bank's base price is 97.00 euros. The cost is 300 euros, which is charged as part of the client fee.

### Effect of costs on the expected return



The expected return used in the graphic example is a 0.5% annual return and illustrates only the long-term effect of costs on investment returns. The example does not reflect the product's historical or expected performance.

### Costs based on the example for the holding period

#### Face value 10,000 euros

Purchase costs (€) if the cost is 3.0%	Average annual ongoing charges if the holding amounts to €10,000	Transfer costs (€)
€300	€0	€0

#### Annual calculated costs for the holding period (€/ % of holding)

Investment horizon 1 year	Investment horizon 5 years	Investment horizon 10 years
€300	€60	€30
3%	0.6%	0.3%

## Issues and trading in subscription rights

Subscription for shares means their purchase during their issue. Upon subscription, the client undertakes to subscribe for the share on the terms of the issue concerned. No costs are charged for the subscription at the time of subscription. In issues arranged by OP Financial Group, the OP cooperative bank is paid a sales commission of the allocated and paid firm commitment capital amount, typically ranging from 0.5% to 1.5%.

Subscription for bonds means their purchase during their issue. Upon subscription, the client undertakes to subscribe for the bond on the terms of the issue concerned. The client does not incur any costs due to the subscription. In issues arranged by OP Financial Group, the OP cooperative bank is paid a sales commission of the allocated and paid firm commitment capital amount, typically ranging from 0% to 3%.

Trading in subscription rights is subject to corresponding fees as trading in equities. For keeping subscription rights in custody, the client must have a securities custody account and a book-entry account, in other words the client must have an equity investor's service package in use.

## Foreign exchange trade in the context of securities trade

If the transaction is carried out in a non-euro currency and the customer does not have an account in that currency, OP will automatically execute the foreign exchange transaction as part of the transaction clearing process. The currency exchange charge is the difference between the market rate at the time of the transaction and the exchange rate specified by OP and it is included in the total transaction price charged to the customer.

The charge for foreign exchange transactions performed in connection with trading is 0.3% of the market rate at the time of the transaction and the charge for foreign exchange transactions performed in connection with other transactions is 0.6% of the market rate at the time of the transaction.

## Financing an investment through a loan

The costs of an investment loan are made up of the selected interest rate, markup and costs related to the charged amount.

### **Interest rate**

A Euribor rate (Euro Interbank Offered Rate) is a euro-area money market reference interest rate that indicates the price at which large banks lend each other euro loans. The Euribor rates are daily quoted at noon (Finnish time) for periods of varying length (e.g. 12 months, 6 months, 3 months and 1 month).

The name of the Euribor rate indicates the time during which the loan interest rate remains unchanged. For example, a loan tied to a 12-month Euribor rate is revised every 12 months from the date of loan drawdown. The total loan interest rate changes as much as the reference rate. The bank's markup is added to the reference rate.

### **Markup is the bank's share of the interest rate**

The markup is used to cover, for example, the bank's operating costs and risk associated with granting a loan. The markup of secured loans is customer-specific, influenced, for example, by collateral provided and the borrower's repayment capacity and other customer relationship.

### **Effective annual interest rate includes all borrowing costs**

In addition to the loan interest rate, loan drawdown and management are subject to charges. The effective annual interest rate includes the full costs of the loan converted to the annual interest rate. The effective annual interest rate calculation is based on the interest rate at the time of calculation. When comparing loan prices, it is important to base the related calculations on the same point of time.

## Information on other benefits received by an OP cooperative bank

In addition to the sales commissions indicated in this brochure, an OP cooperative bank may receive various minor non-monetary benefits from another OP Financial Group branch or a third party outside OP Financial Group during provision of an investment or ancillary service. Such minor non-monetary benefits are not regarded as inducements. These may include events, training sessions organised by OP Financial Group entities or third parties outside the Group, and the related reasonable catering or various customer and product materials. Each OP cooperative bank assesses the kind of investment research it can accept and what kind of material it considers to be a minor non-monetary benefit. These minor non-monetary benefits can be regarded as improving the quality of the service provided by OP cooperative banks and do not reduce compliance with the obligation based on which the OP cooperative bank must act honestly, equally and professionally in the customer's interests. OP cooperative banks do not accept non-monetary benefits that could be interpreted as inducements.