

## **Executive Summary**

Highly attractive opportunity to invest in a leading sustainable and ethical bank

## Investment highlights

- Loan book fully focused on a sustainable society
- Profitable every year since founding in 1980
- · Robust asset quality and well-diversified loan portfolio across Europe
- Solid ratios: CET1 17.1%, TCR 20.7%, Leverage 7.1%, Liquidity Coverage 189% (30 Jun 2024)
- Highly granular funding profile with 930,415 deposit accounts (30 Jun 2024)

## Proposed transaction

Issuer Triodos Bank N.V. ('Triodos Bank')

Instrument Green Senior Preferred MREL Eligible Notes

Size EUR 300m (expected)

Tenor 5NC4

Expected rating BBB (Fitch)

Use of Proceeds As set out in Green Bond Framework

## Transaction rationale

- Establish the Debt Issuance Programme and take the first step towards becoming a regular issuer on the European debt capital markets
- Build up towards the 1 Jan 2026 MREL-TREA requirement, which stood at 21.6% excluding the combined buffer requirement on 30 June 2024
- · Diversify funding sources
- Proceeds will be used to (re)finance eligible green loans in line with our Green Bond Framework

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# **Triodos Bank Overview**

#### **Triodos Bank at a Glance**

Sustainable bank with 40+ years' track record

## Triodos & Bank

Impact focused European bank established in 1980

**Our mission** is to make money work for **positive** social, environmental and cultural **change** 

Committed to **net zero emissions by** 2035

Simple, straightforward balance sheet with an absence of legacy assets and limited transition risks

Thanks to modest risk profile, track record of stable returns and no losses



#### Four activities



Retail banking: savings, payments, lending, private banking and investments



**Business banking:** savings, payments and lending



Investment Management: impact investing (SFDR article 9-only)



Regenerative Money Centre: impact-first lending, investing and donating

Outstanding financial instruments

**Depository Receipts**14.2 million certificates

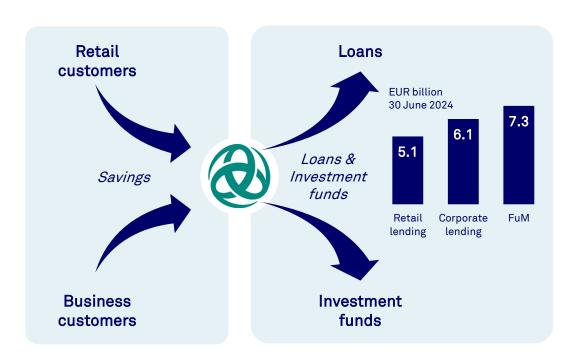
**Green Subordinated Tier 2 Notes** EUR 250 million first call date 2026, due 2032

## **Banking for Impact**

Making a positive impact on our planet and its people

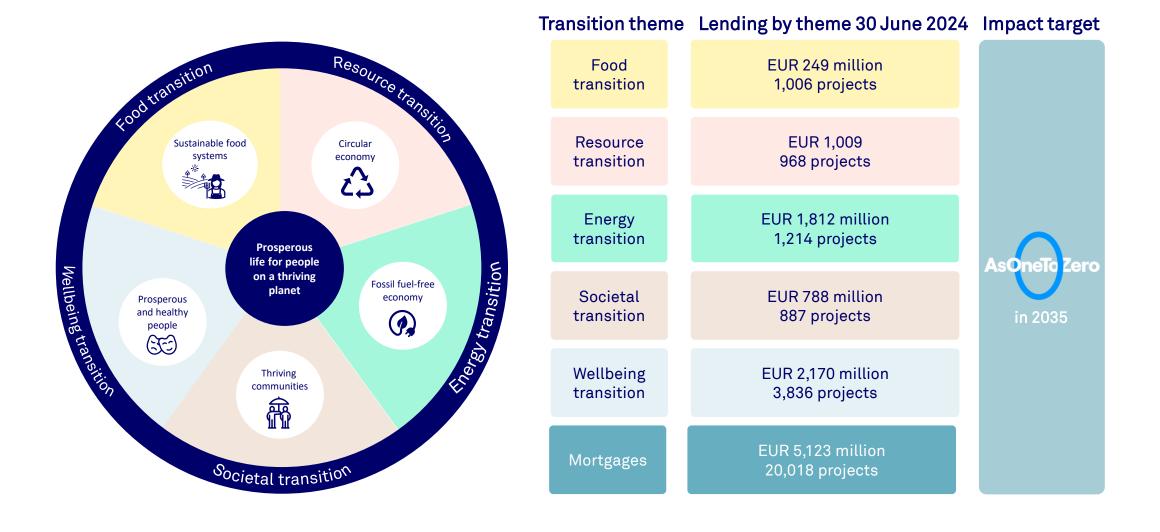
- ✓ Founded as a values driven financial service provider completely devoted to harness the transformative power of money and to allow people to consciously deal with money
- ✓ A frontrunner in impact banking, transforming customer savings into positive impact by investing in five selected transitions
- ✓ A change-maker in the financial system; changing the system from within
- ✓ Founding member in 2009 of the Global Alliance for Banking on Values (GABV), largest GABV Bank in Europe
- ✓ Certified as a B Corp since April 2015, representing a growing movement of sustainable companies using business as a force for good and positive change

#### Transforming savings into positive impact



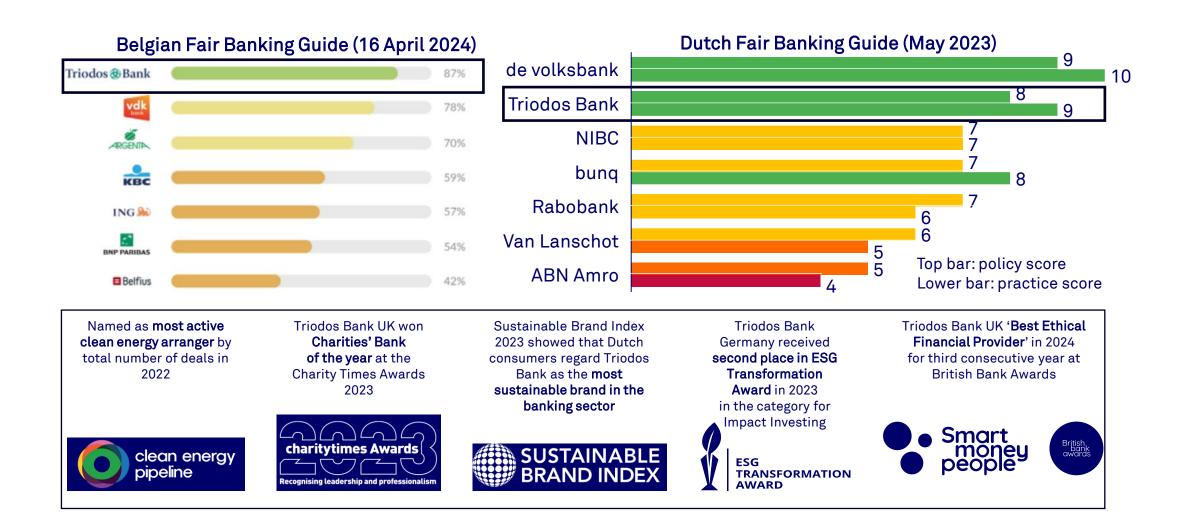
### **Strategy Built around Five Transition Themes**

Significant achievements demonstrated across transition themes



## Recognised Leading Position in Sustainable & Fair Banking

Recent awards confirm Triodos Bank's leading position



## **Approach to Financing Positive Impact**

Triodos Bank's Business Principles and strict Minimum Standards contribute to a more sustainable society

# Vision & Business Principles

- We only lend to and invest in organisations that contribute to a more sustainable society
- We assess our lending, finance and investment decisions according to our own social criteria and are informed by relevant international standards and guidelines, such as the UN Global Compact and OECD guidelines for multinational enterprises
- We apply the Triodos Bank Lending Criteria and Triodos Bank Minimum Standards for the selection of borrowers and investees

#### Minimum Standards

- Triodos Bank's Minimum Standards set out the *absolute minimum criteria* for our direct investing and lending activities
- Based on ecological, economic and societal effects of companies and organisations
- Serve as a basis for:
  - Which activities/sectors are excluded for financing
  - Acceptance criteria for banking and saving retail business clients
  - Suppliers

## Disciplined Approach to Reach Long-Term Impact & Financial Targets

Four strategic focus areas

#### Focused impact strategy

- Focus on the five key impact areas
- Develop new business cases to finance naturebased solutions and biodiversity, following our COP26 AsOneToZero pledge
- Develop impact-oriented banking products, e.g. bio-based mortgages

#### Disciplined capital allocation

- Disciplined use of return hurdle when granting new business and mortgage loans
- Integrated capital allocation considering a balanced impact-risk-return relationship across all business units

#### Leverage our business model beyond balance sheet

- Grow Assets under Management through our globally active impact asset management offering (T-IM)
- Utilise comprehensive product suite in combination with Triodos Bank's market position to finance and scale innovative initiatives at different stages
- Improve revenue mix and increase recurring and capital light fee-generating business

#### Optimised banking operations

- Streamline organisation through implementing a more efficient operating model including optimised staff deployment
- Continued standardisation of product and service offering in all branches
- Invest in digitalisation and further automation of operations

## **Achievements & Highlights**

Triodos Bank's strategic, impact and financial achievements in 2023 and H1 2024











Net profit

EUR 36.2m





Net interest margin 2.18%

H1 2023: 2.23%

**CET1** ratio 17.1% 20.7%

Total capital ratio

H1 2023: EUR 35.0m

Leverage ratio 7.1%

YE 2023: 6.9%

H1 2023: 5.6%

Cost/income ratio 76%

H1 2023: 73%

Return on equity

(annualised)

5.6%

189% YE 2023: 221%

Liquidity coverage

ratio1

YE 2023: 16.7% YE 2023: 20.4%

<sup>1</sup>Triodos Bank's changes in interpretation applied to the LCR at the end of 2023 would change the LCR for YE 2023 from 221% to 181%

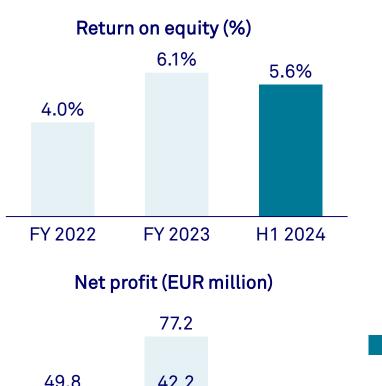
# Financial Performance

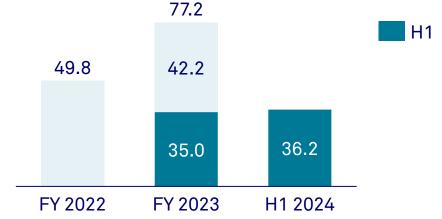
## **Net Profit Development**

Triodos' strategy results in sustainable net profit

- We benefited from favourable interest rates that helped offset the effects of inflation on our cost levels
- The limited ECL expenses are a confirmation of the credit quality of our well-diversified loan portfolio
- Net profit improvement compared to the same period last year; annualised Return on Equity was stable

Result (EUR million, unless otherwise stated)	FY 2022	FY 2023	H1 2023	H1 2024
Total income	375.1	466.3	230.5	234.4
Operating expenses	-300.1	-339.0	-168.8	-177.9
Impairment result on financial instruments	-8.1	-21.3	-12.7	-5.8
Operating result before taxation	66.9	106.0	49.0	50.7
Taxation on operating result	-17.1	-28.8	-14.0	-14.5
Net profit	49.8	77.2	35.0	36.2
Return on equity	4.0%	6.1%	5.6%	5.6%
Cost to Income Ratio	80%	73%	73%	76%





## **Income & Net Interest Margin**

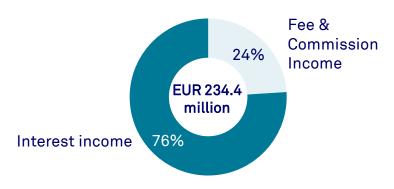
Top-line growth driven by net interest income and other income

- Simple business model based on entrusted funds and financing of the real economy results in two relatively steady primary sources of income:
  - Net interest income rose to EUR 177.4 million in H1 2024, a growth of EUR 1.3 million or 0.7% vs H1 2023
  - Net fee and commission income of EUR 56.0 million in H1 2024 declined by EUR 0.4 million or -0.7% vs H1 2023
- Net interest margin was 2.18% in H1 2024 (H1 2023: 2.23%), a decrease of 5 basis points

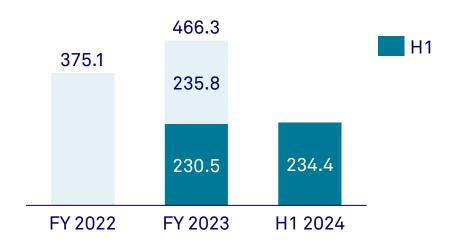
Income (EUR million, unless otherwise stated)	FY 2022	FY 2023	H1 2023	H1 2024
Net interest income	252.9	356.2	176.1	177.4
Investment income	0.6	0.7	0.4	0.7
Net fee and commission income	120.9	112.3	56.4	56.0
Other income	0.7	-2.9	-2.3	0.3
Total income	375.1	466.3	230.5	234.4
Net interest margin*	1.57%	2.23%	2.23%	2.18%

\*Net interest margin is equal to net interest income for the period divided by the average of the balance sheet total at the beginning of the period and the balance total at the end of the period

## Interest income and fee and commission income (%)



#### Total income (EUR million)

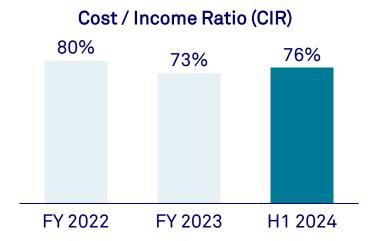


## **Operating Expenses**

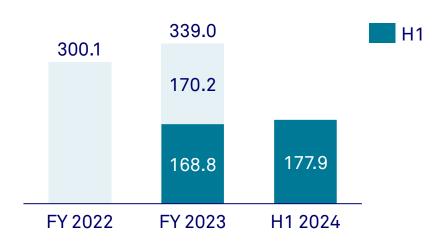
Operating expenses increased due to higher personnel expenses

- Nearly all of the increase is due to EUR 8.9 million higher personnel expenses as the result of increased wages related to inflation, while the number of co-workers grew, mainly in the areas of Know Your Customer, IT and product development
- Other operating expenses include litigation costs of EUR 5.6 million, and costs of EUR 3.2 million for a restructuring provision and project costs for the Triodos Operating Model project

Operating expenses (EUR million, unless otherwise stated)	FY 2022	FY 2023	H1 2023	H1 2024
Personnel expenses	166.8	183.2	91.4	100.3
Administrative expenses	107.8	125.2	62.3	63.1
Other expenses	25.5	30.6	15.1	14.5
Total operating expenses	300.1	339.0	168.8	177.9
Average number of FTE	1,632	1,693	1,681	1,759



#### Operating expenses (EUR million)



## **Medium-term Financial Targets**

Achieved key RoE and CET1 capital targets in H1 2024

Financial target	H1 2024	FY 2023	Medium-term target
Return on Equity	5.6%	6.1%	5-7%
Operating expense/total income	76%	73%	70-75%
CET1 capital ratio	17.1%	16.7%	> 15%
Dividend pay-out ratio	50%	75%	50%
Fee income as a proportion of total income	24%	24%	30-40%

#### Outlook 2024

Ongoing strategy to generate positive impact, while also focusing on costs by simplifying the organisation

- Triodos Bank remains committed to making positive impact as its first priority, and we will continue to pursue this ambition
- The financial results of our banking activities are sensitive to developments in the interest rate environments in the markets where we are active.
   Following the first cuts in interest rates by the ECB in June and with the expectation that more decreases will follow, we expect our net interest margin to be gradually negatively impacted
- Pursue strategy to generate positive impact and fair financial results within a modest risk appetite
- Continue to simplify our organisation, focus on scalability and strategic fit to optimise resource allocation and synergies, explore potential partnerships and pursue further digitalisation



# **Balance Sheet & Asset Quality**

#### **Balance Sheet Structure**

A simple and strong balance sheet with a core base of customer deposits

- Loans and advances to customers increased by EUR 81 million to EUR 11.2 billion
- Cash position decreased mainly due to converting cash into debt securities of high credit quality
- Equity position remained stable as the first half 2024 net profit offsets the final dividend paid in June 2024
- Deposits from customers grew to EUR 14.1 billion supported by marketing campaigns

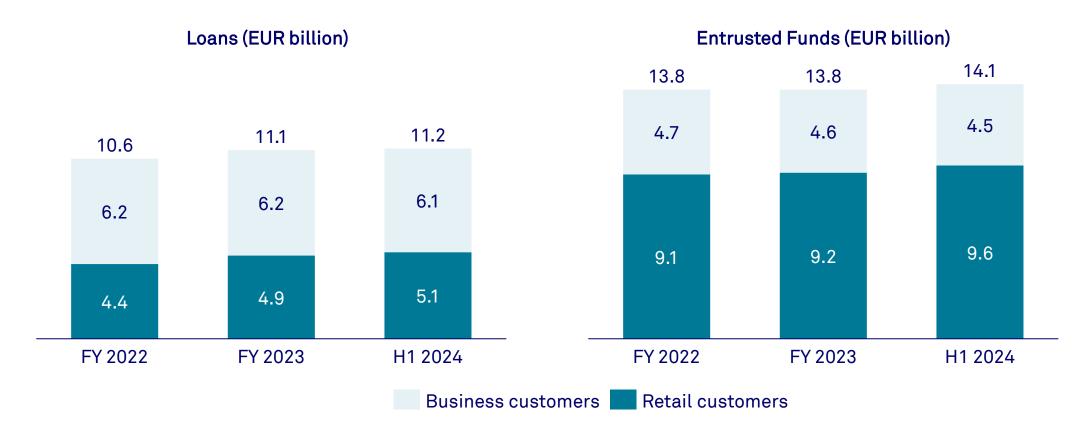
#### Balance sheet at 30 June 2024 (EUR billion)



#### **Loans & Entrusted Funds**

Triodos Bank's loan book predominantly funded by deposits of retail customers

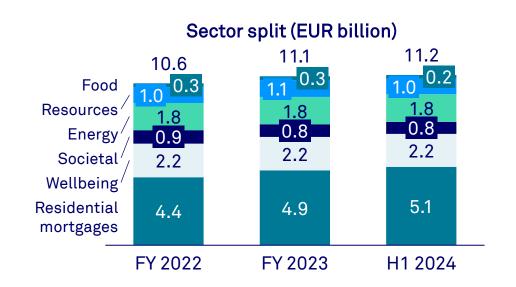
• Triodos Bank lends exclusively to the real economy with business loans to small- and medium-sized enterprises and residential mortgage loans to households, leading to a highly granular lending portfolio which is well-diversified across geographies, sectors and maturities

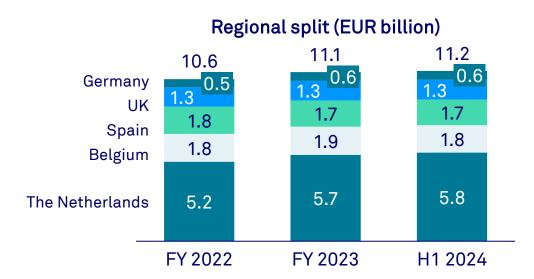


### **Loan Portfolio Developments**

Steadily growing loan book mainly focusing on The Netherlands, Belgium, Spain and UK

- Loan portfolio grew with EUR 81 million representing a 1% increase versus 31 December 2023
- Growth of the residential mortgage portfolio by EUR 220 million representing a 5% increase
- The largest growth in business loans was in the Environmental technology (Energy) and Education (Wellbeing) sectors
- Redemptions were highest for the sectors Renewable energy (Energy) and Sustainable property (Resources)
- Overall, business loans remained stable despite early during 2023 and H1 2024, and there was good growth of business loans which were accepted but not yet drawn





### **Deposit Base Overview**

Highly diversified deposit base with long-standing customer relationships

- High number of deposit accounts has grown continuously the past three years
- Fixed term deposits have regained attractiveness due to evolution of the interest rate environment

#### Retail customers well aligned with purpose and mission:

1.	Triodos principles as a sustainable bank	73%
2.	Triodos Bank values align with my own	57%
3.	Financing social entrepreneurship	54%
4.	Knowing where your money goes	36%
5.	Triodos Bank's transparency	22%

(2022 survey: Top reasons to promote and recommend Triodos Bank)

# Number of accounts - deposits from customers 930,415 911,785 884,607 FY 2022 FY 2023 H1 2024

#### **Provisions & Cost of Risk**

Sound quality of loan book with low cost of risk

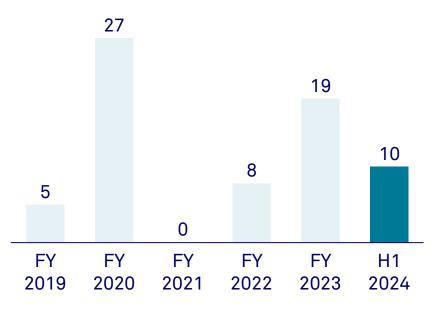
• The credit quality in Triodos Bank's loan portfolio remains high and robust, and is strengthened by our focus on balancing impact, risk and return for each loan engagement

## Total expected credit loss allowances 30 June 2024 per stage (EUR million)



Loans and advances to customers at amortised cost per 31 Dec 2023	Stage 1	Stage 2	Stage 3	Total
Current	92.5%	4.1%	1.9%	98.5%
Overdue < 90 days	0.2%	0.4%	0.2%	0.7%
Overdue > 90 days	0.0%	0.0%	0.8%	0.8%
Total	92.6%	4.5%	2.9%	100.0%

#### Cost of Risk (basis points, annualised)

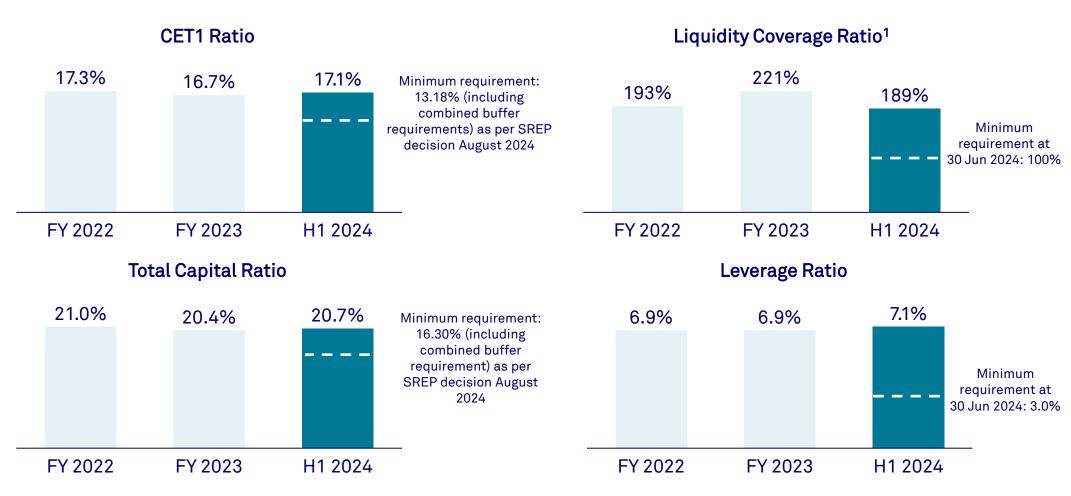


Cost of risk expressed as impairments divided by the average loan book

# **Solvency & Liquidity**

### **Resilient Capital & Liquidity Position**

Triodos Bank consistently in excess of minimum regulatory requirements across all key metrics



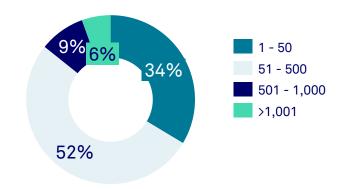
<sup>&</sup>lt;sup>1</sup> Triodos Bank's changes in interpretation applied to the LCR at the end of 2023 would change the LCR from 221% to 181%

### **Triodos Bank Depository Receipts**

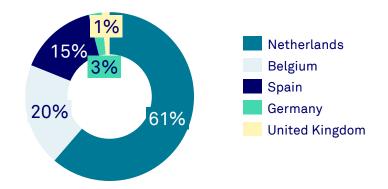
Equity instruments offered to interested investors

- Triodos Bank Depository Receipts (DRs) are denominated in euros and have been issued under Dutch law with the cooperation of Triodos Bank
- Triodos Bank's sole shareholder, Stichting Administratiekantoor Aandelen Triodos Bank (SAAT), issues one
   Depository Receipt per issued share. SAAT is Triodos Bank's only shareholder to protect its sustainable mission
- Depository Receipt Holders benefit from the economic rights associated with the shares of Triodos Bank and can request from SAAT a proxy to exercise their voting rights at shareholders' meetings of Triodos Bank
- Depository receipts issued: 14,467,056 (of which 273,465 held by Triodos Bank)
- Supervisors: DNB (Dutch Central Bank) and AFM (The Dutch Authority for the Financial Markets)

#### Depository Receipt Holders by size of holding



#### **Depository Receipt Holders by country**



Data in the charts above based upon information in Triodos Bank's 2023 Annual report

### Changes in Tradability of Depository Receipts

Preparations started for Euronext listing

- Until 18 March 2020, trading in the Depository Receipts (DRs) was facilitated by Triodos Bank on a discretionary basis and against the net asset value (NAV) of the DRs
  - Under European capital requirements, Triodos Bank's permission to purchase DRs was limited to 3% of CET1 capital
  - With the outbreak of the COVID-19 pandemic, the number of sell orders greatly exceeded the number of buy orders. Facilitating DR transactions at NAV was no longer tenable and had to be suspended
- Tradability in DRs was restored on an external trading platform in accordance with market-based pricing with the listing on 28 June 2023
- An extensive evaluation concluded that the MTF listing has not yet provided the adequately functioning trading solution that DR holders and Triodos Bank are looking for
  - Triodos Bank received complaints and claims from DR holders. A number of civil proceedings have been initiated against Triodos Bank by DR holders
- On 14 May 2024, Triodos Bank announced the decision to start preparing for a listing on Euronext, expected May 2025
  - Preparing for the listing including engaging with external financial, legal and communications advisers
  - Expect to seek DR Holder approval for the decision to list the DRs on Euronext at an Extraordinary General Meeting later this year
  - Trading on the MTF continues until the listing on Euronext is completed

## Minimum Required Eligible Liabilities (MREL)

Complying with MREL-TREA requirement on 1 Jan 2026

- On 25 Mar 2024, Triodos Bank received its updated MREL requirements from the Dutch Central Bank DNB (acting in its capacity as National Resolution Authority)
- Triodos Bank needs to comply, on a group consolidated basis, with
  - an MREL-TEM requirement of 5.25%. Triodos Bank's MREL-TEM of 8.47% as of 31 Dec 2023 meets this requirement
  - an MREL-TREA requirement on 1 Jan 2026. Based on Triodos Bank's balance sheet as per end of August 2024, the MREL-TREA requirement is 21.63% excluding the combined buffer requirement
- In order to meet the MREL-TREA requirement on 1 Jan 2026, MREL eligible liabilities need to be added. The exact amount will depend on:
  - balance sheet developments in 2024 and 2025
  - the minimum required capital levels set by DNB in its 2025 'Supervisory Review and Evaluation Process' (SREP)
  - · changes in the combined buffer requirement and
  - any further changes to the MREL requirement

# **Green Bond Framework**

#### **Green Bond Framework**

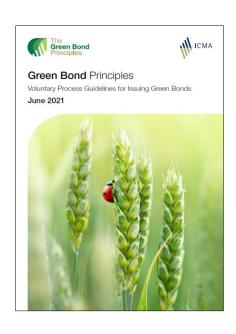
Clear framework aligned with market standards

#### Framework promotes transition to a low-carbon and climate-resilient economy

- Offers transparency around funds targeted for climate change mitigation
- Established in 2021, taking into account ICMA 2021 Green Bond Principles, market standards such as the Climate Bond Initiative, recommendations of the EU taxonomy, and best market practices
- Eligible projects are subject to Triodos Bank's Business Principles, Minimum Standards and lending criteria with strict environmental and social standards
- Green Bond proceeds are used to fund lending in environmental projects to mitigate climate change

#### Management of proceeds

- Proceeds used for financing and refinancing of eligible new and existing green loans
- · Portfolio based allocation approach
- Full allocation within 24 months after issuance of the Green Bond
- If a loan ceases to fulfil the eligibility criteria or matures, Triodos Bank will replace the loan with a new eligible green loan



#### **Green Bond Framework Use of Proceeds**

Three ICMA eligible categories serving the environmental objectives

#### Renewable energy

- On- and offshore wind energy
- Solar photovoltaic and concentrated solar power
- Hydropower
- Energy saving projects such as heat and cold storage (ATES)



- Forestry projects that include the cultivation, maintenance, and development of tree plantations in a sustainable way (certified FSC, PEFC or likewise) and includes certified organic agroforestry
- Nature development projects that include the use, ownership, or development of property for landscape or nature and wildlife preservation purposes



sustainable

living natural

resources

- Built prior to 31 Dec 2020: EPC label 'A' and/or belonging to the top 15% buildings (dependent on country and building type)
- Built as of 1 Jan 2021: Nearly Zero Emissions Building 10%
- Refurbished properties with energy efficiency improvement of at least 30% (equals to two EPC label steps improvement)
- Commercial building certifications: LEED 'Gold' and above, BREEAM 'Excellent', HQE 'Excellent', DGNB 'Gold' and above, or equivalent or higher level of certification













### **Green Bond Framework Reporting**

Second party opinion confirms alignment with best practices

#### Reporting

- Allocation and impact reporting provided on an annual basis in a dedicated Green Bond Report
  - Allocation report: amount of net proceeds, number of eligible loans, balance of unallocated proceeds, amount or the percentage of new financing and refinancing
  - Impact report: total installed renewable energy capacity, estimated energy savings, estimated annual GHG emissions generated, sequestered and avoided

#### Second party opinion

- Triodos Bank has received a positive second party opinion (SPO) by Vigeo Eiris (now part of Moody's ESG Solutions Group)
- Confirmed alignment with the four core components of ICMA's Green Bond Principles 2021, and best practices identified by Vigeo Eiris
- The SPO states that the framework is coherent with Triodos Bank's strategic sustainability priorities and sector issues and contributes to achieving our sustainability commitments

	Vigeoiris AN AFFILIATE OF MOODY'S	Not Aligned	Partially Aligned	Aligned	Best practices
1	Use of Proceeds				V
2	Process for Project Evaluation and Selection				V
3	Management of Proceeds				V
4	Reporting				V

# **Investment Opportunity**

#### **Transaction Overview**

Debt Issuance Programme to issue debt securities on a recurring basis

## Investment highlights

- Loan book fully focused on a sustainable society
- Profitable every year since founding in 1980
- · Robust asset quality and well-diversified loan portfolio across Europe
- Solid ratios: CET1 17.1%, TCR 20.7%, Leverage 7.1%, Liquidity Coverage 189% (30 Jun 2024)
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Use of Proceeds As set out in Green Bond Framework

## Transaction rationale

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- Build up towards the 1 Jan 2026 MREL-TREA requirement, which stood at 21.6% excluding the combined buffer requirement on 30 June 2024
- · Diversify funding sources
- Proceeds will be used to (re)finance eligible green loans in line with our Green Bond Framework

### **Triodos Bank rated BBB by Fitch**

Rating reflects niche franchise & business model in sustainable banking together with solid capital ratios

#### Key rating drivers

- Sustainability-focused business, niche franchise "Triodos' ratings primarily reflect its established niche franchise and business model in the sustainable banking segment, moderate risk profile, as well as adequate asset quality and profitability."
- Small retail and commercial bank "The bank has a clear and consistent strategy, focused on expanding its niche franchise in retail and commercial banking and asset management."
- Moderate risk profile "Fitch views the underwriting standards as adequate, mitigating the lending focus on some niche segments, such as renewable energy and sustainable property. The expansion of residential mortgage lending, particularly in the Netherlands, partly offsets the inherent cyclicality of business lending."
- Resilient asset quality "Triodos' adequate asset quality metrics are supported by the good performance of the bank's low-risk residential mortgage loans."
- Adequate capitalisation "Triodos has a satisfactory CET1 capital buffer above its regulatory minimum capital requirement."
- Confidence-sensitive deposits "Its unique ethical positioning has to date attracted sufficient demand to keep funding costs lower than the domestic peer average."

## **Fitch**Ratings

LT Issuer rating
Outlook
Rating affirmation

BBB
Negative
22 Nov 2023

<u>Debt Issuance Programme</u> Senior Preferred Notes

Senior Preferred Notes BBB Senior Non-Preferred Notes BBB-

Rating confirmation 20 June 2024

#### RATING ACTION COMMENTARY

## Fitch Rates Triodos's Debt Issuance Programme 'BBB'/'BBB-'

Thu 20 Jun, 2024 - 09:46 ET

Fitch Ratings - Warsaw - 20 Jun 2024: Fitch Ratings has assigned Triodos Bank N.V.'s (BBB/Negative) inaugural EUR2.5 billion debt issuance programme final long-term senior preferred and senior non-preferred programme ratings of 'BBB' and 'BBB-', respectively, and a final short-term senior preferred programme rating of 'F3'.

#### KEY RATING DRIVERS

Triodos's senior preferred programme ratings are in line the bank's Long-Term Issuer Default Rating (IDR) of 'BBB' and Short-Term IDR of 'F3', reflecting our view that the default risk of senior preferred debt is equivalent to that of the bank, and that senior preferred debt has average recovery prospects.

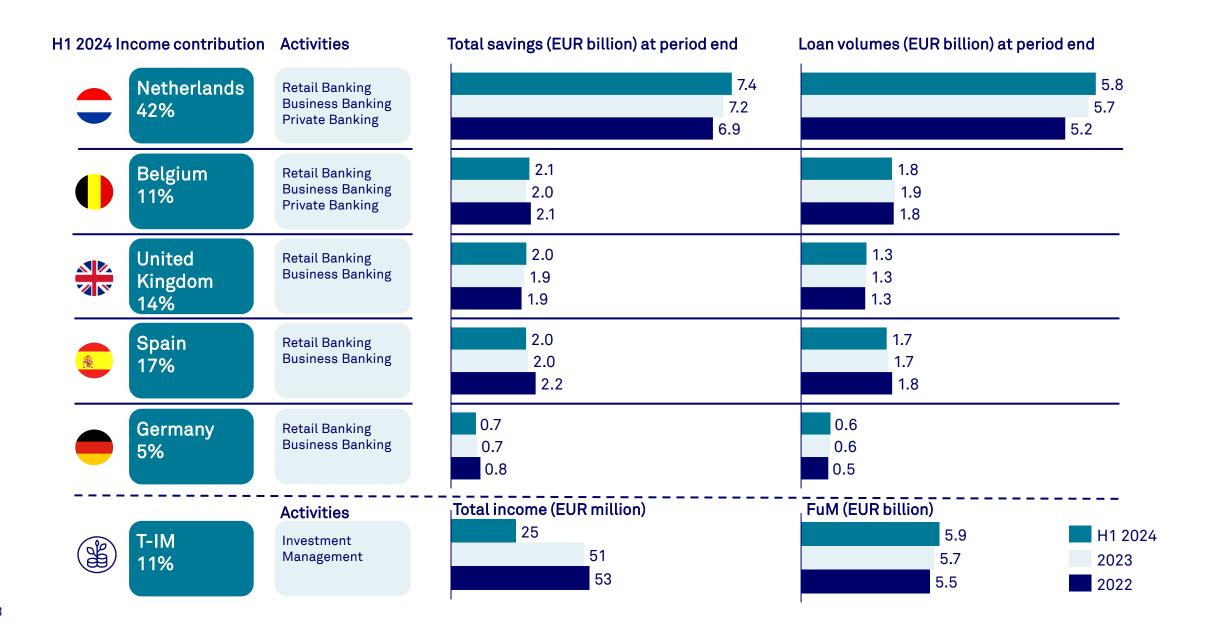
## **Triodos Bank Inaugural Senior Preferred Green Notes**

#### Summary of Terms

Issuer	Triodos Bank N.V. (LEI: 724500PMK2A2M1SQQ228)
Issuer Rating	BBB (Fitch) (Outlook: Negative)
Expected Issue Ratings	BBB (Fitch)
Status	Senior Preferred Notes, intended to be MREL Eligible
Currency/Size	EUR [●]
Issue Date	[•] 2024 (T+[•])
Maturity Date	
Optional Redemption Date	[●]
Use of Proceeds	The Issuer intends to use an amount equivalent to the net proceeds from the issuance to finance and/or refinance, in whole or in part, Eligible Green Loans in accordance with (and as further described in) the Issuer's Green Bond Framework, available on the Issuer's website
Interest	[●]% per annum from (and including) the Issue Date to (but excluding) the Optional Redemption Date, 3m€ plus the Initial Margin, from (and including) the Optional Redemption Date and quarterly thereafter
MREL Disqualification Event	Applicable
Early redemption for Taxation Reasons	a Applicable
Clean-Up Call	Applicable (75%)
Substitution/Variation	Applicable, on an MREL disqualification event
Statutory Loss Absorption	Each Noteholder acknowledges and accepts to be bound by the exercise of Statutory Loss Absorption Powers by the Relevant Resolution Authority
Day Count Fraction	For the Fixed Rate Period: Actual/Actual ICMA For the Floating Rate Period: Actual/360
Business Day Convention	For the Fixed Rate Period: Unadjusted Following For the Floating Rate Period: Adjusted Modified Following
Business Day for Payments	T2
Listing	Euronext Amsterdam regulated market
Form of Notes	Bearer Notes, NGN
Clearing:	Euroclear and Clearstream, Luxembourg
Waiver of Set-Off	No Noteholder may at any time exercise or claim any right of set-off or netting in respect of any amount owed to it by the Issuer arising under or in connection with the Notes
Governing law	Dutch Law
Denominations	EUR 100,000 and integral multiples of EUR 100,000 there above
Documentation	Final Terms as stated in the Base Prospectus, consisting of the Securities Note and the Registration Document, both dated 18 June 2024
Selling Restrictions	TEFRA D; additional selling restrictions in accordance with the Securities Note
Target Market	MiFID II/UK MiFIR professionals/ECP-s only. No PRIIPs or UK PRIIPs key information document has been prepared as not available to retail in the EEA or UK

# **Appendix**

## **Operations in five countries**



#### Disclaimer - 1 of 3

#### Important Information and Disclaimer

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