## Market-Linked Products

Risk management solutions with defined outcomes

Market-Linked Products are considered complex investments and may not be suitable for all investors, so its important to review the relevant offering documents.



### Are you...

Worried about losing your principal?

Concerned about volatility and equity market declines?

Unsatisfied with the yield on most conservative investments?

Seeking opportunities to meet or exceed certain benchmarks?

## What if...

you could receive some level of downside protection while capturing market growth or income opportunities?

Market-Linked Products, also known as Structured Products, aim to meet the needs of many of today's investors in ways that traditional investments cannot. They can help control a portfolio's exposure to market performance, rather than allow market performance to control the portfolio.

### Distinguishing features





**Combine** fixed income characteristics and exposure to equity-like performance **Offer** the potential for varying degrees of growth, income, and/or downside protection<sup>1</sup>



**Can provide** access to strategies predominantly used by high-net-worth and institutional investors



#### **Can enhance**

diversification across geographic markets, asset classes, time horizons, and performance outcomes

### Types of Market-Linked Products

#### MLCD

#### Market-Linked Certificates of Deposit

Similar to traditional CDs, Market-Linked CDs are issued by banks and offer full principal back at maturity.<sup>1</sup> They also carry FDIC insurance up to applicable limits and an estate feature.<sup>1.2</sup> Unlike traditional CDs, any potential gain and/or income generated is linked to the performance of one or more underlying assets.



#### **Principal Protected Notes**

Principal Protected Notes offer full principal back at maturity.<sup>1</sup> Any potential gain and/or income generated is linked to the performance of one or more underlying assets. These senior unsecured debt instruments are issued by financial institutions and carry credit risk similar to corporate bonds.

#### MLN

#### **Market-Linked Notes**

Market-Linked Notes offer varying degrees of principal protection at maturity.<sup>1</sup> Any potential gain and/or income generated is linked to the performance of one or more underlying assets. These senior unsecured debt instruments are issued by financial institutions and carry credit risk similar to corporate bonds.

Market-Linked Products are complex investments and may not be suitable for all investors, yet they offer defined outcomes and characteristics that may be attractive to you.

2 Market-Linked CDs may have an estate feature that, upon death or adjudication of incompetency, allows beneficiaries to redeem Market-Linked CDs for at least their principal value, without interest, prior to maturity. Certain restrictions apply, and redemptions may be limited. Please refer to the investment's offering documents for details.

<sup>1</sup> Any return of principal, as well as interest and gains generated are subject to the credit risk of the issuer and terms of the offering documents, which could include participation rates, interim caps, and various risks. Dividends paid on the underlying asset are not passed through to the Market-Linked Product. There is no guarantee that a Market-Linked Product will generate a positive return. Any applicable downside protection will be realized only at maturity, which may range up to 10 years. For certain Market-Linked Notes, return at maturity could be less than the original amount invested. Regarding Market-Linked CDs, the Federal Deposit Insurance Corporation (FDIC) insures principal amounts up to applicable limits in the event the issuer becomes insolvent.

### Terms to know

#### Underlying asset ("Underlier")

Market-Linked Products are linked to the performance of one or more underlying assets. Common underliers include individual stocks, equity indices, or indices that provide asset class diversification or exposure to popular themes.

#### **Participation rate**

Participation rate is the degree to which your investment participates in the potential growth or appreciation of the underlier.<sup>1</sup> A participation rate can be in excess of 100% (1.0x). If you desire a higher participation rate, you must be willing to accept the potential for a longer time to maturity, or less downside protection.

#### Cap

A cap represents the highest level of growth, or maximum return, you can receive from the investment, regardless of the actual return of the underlier. Not all Market-Linked Products have caps.

#### **Buffer**

A buffer is the amount of principal that is protected from loss. It's typically measured down from the initial level and serves as a cushion against declines in the underlier by absorbing a predetermined percentage of negative returns at maturity.

#### Barrier

A barrier is a contingent protection that shields a percentage of loss based on the performance of the underlier at maturity. If the underlier declines below the barrier level, the protection may disappear, and you would participate fully in the loss of the underlier.

#### It is important to note...

Market-Linked Products are designed as buy-and-hold investments, and there may not be a liquid secondary market. The value of the investment may be worth less than the principal amount if sold prior to maturity. Any return of principal, interest and gains generated is subject to the credit risk of the issuer. Dividends paid on the underlier are not passed through to the Market-Linked Product.

<sup>1</sup> Any return of principal, as well as interest and gains generated are subject to the credit risk of the issuer and terms of the offering documents, which could include participation rates, interim caps, and various risks. Dividends paid on the underlying asset are not passed through to the Market-Linked Product. There is no guarantee that a Market-Linked Product will generate a positive return. Any applicable downside protection will be realized only at maturity, which may range up to 10 years. For certain Market-Linked Notes, return at maturity could be less than the original amount invested. Regarding Market-Linked CDs, the Federal Deposit Insurance Corporation (FDIC) insures principal amounts up to applicable limits in the event the issuer becomes insolvent.

### The Market-Linked Product spectrum

% principal protection (backed by issuer) <sup>1</sup> + FDIC Irance <sup>1</sup> + Estate Feature <sup>2</sup> % principal protection (backed by issuer) <sup>1</sup>	HIGHER	<>	LOWER
rance <sup>1</sup> + Estate Feature <sup>2</sup> % principal protection (backed by issuer) <sup>1</sup>	MLCD		
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ving degrees of protection (backed by issuer)'			MLN
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% or more participation in the growth of the underlier, luding dividends, subject to a potential cap on maximum Irn <sup>1</sup>	MLCD	PPN	MLN
ed or contingent coupons if the underlier meets certain formance thresholds at predetermined times (annual pons typically range up to 10%) <sup>1</sup>	MLCD	PPN	MLN
	LONGER	$\longleftrightarrow$	SHORTER
ween 1-5 years <sup>1</sup>			MLN
ween 3-7 years <sup>1</sup>	MLCD	PPN	
vidual stocks or equity indices with exposure domestic/international markets, small-, mid-, or large- companies and/or industry sectors	MLCD	PPN	MLN
ces employing asset allocation or thematic strategies	MLCD	PPN	MLN
	uding dividends, subject to a potential cap on maximum m <sup>1</sup> d or contingent coupons if the underlier meets certain ormance thresholds at predetermined times (annual pons typically range up to 10%) <sup>1</sup> veen 1-5 years <sup>1</sup> veen 3-7 years <sup>1</sup> vidual stocks or equity indices with exposure lomestic/international markets, small-, mid-, or large- companies and/or industry sectors	LOWER   % or more participation in the growth of the underlier, uding dividends, subject to a potential cap on maximum rn <sup>1</sup> MLCD   d or contingent coupons if the underlier meets certain ormance thresholds at predetermined times (annual pons typically range up to 10%) <sup>1</sup> MLCD   veen 1-5 years <sup>1</sup> MLCD   vidual stocks or equity indices with exposure lomestic/international markets, small-, mid-, or large-companies and/or industry sectors MLCD	LOWER   % or more participation in the growth of the underlier, uding dividends, subject to a potential cap on maximum m <sup>1</sup> MLCD PPN   d or contingent coupons if the underlier meets certain ormance thresholds at predetermined times (annual pons typically range up to 10%) <sup>1</sup> MLCD PPN   veen 1-5 years <sup>1</sup> MLCD PPN   veen 3-7 years <sup>1</sup> MLCD PPN   vidual stocks or equity indices with exposure lomestic/international markets, small-, mid-, or large- companies and/or industry sectors MLCD PPN

> You can use **Market-Linked Products** to target a predefined level of risk and return that aligns with your market outlook and investment objectives. Select pre-built offerings, or customize your own.

1 Any return of principal, as well as interest and gains generated are subject to the credit risk of the issuer and terms of the offering documents, which could include participation rates, interim caps, and various risks. Dividends paid on the underlying asset are not passed through to the Market-Linked Product. There is no guarantee that a Market-Linked Product will generate a positive return. Any applicable downside protection will be realized only at maturity, which may range up to 10 years. For certain Market-Linked Notes, return at maturity could be less than the original amount invested. Regarding Market-Linked CDs, the Federal Deposit Insurance Corporation (FDIC) insures principal amounts up to applicable limits in the event the issuer becomes insolvent.

2 Market-Linked CDs may have an estate feature that, upon death or adjudication of incompetency, allows beneficiaries to redeem Market-Linked CDs for at least their principal value, without interest, prior to maturity. Certain restrictions apply, and redemptions may be limited. Please refer to the investment's offering documents for details.

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# What you should know before investing in Market-Linked Products...

Speak with your financial professional about the risks and suitability of Market-Linked Products in your portfolio.

#### **Call risk**

Some Market-Linked Products (MLPs) are callable or redeemable, solely at the option of the issuer. The issuer is not obligated to redeem a callable note, and will typically call a Note when it is most advantageous for them to do so. If the Note is called, it is possible that you may be unable to reinvest in a Note with similar or better terms.

#### **Credit risk**

For a Market-Linked CD, any investment above the FDIC allowable limit is subject to the credit risk of the issuer, as are any market-linked returns. A Market Linked Note or Principal Protected Notes represents a senior unsecured debt that is subject to the credit risk of the issuer. If the issuer goes into default, any return of principal, interest and gains generated could be at risk of loss.

#### Fees

MLPs are subject to fees and costs, including commission paid to your financial professional, structuring and development costs, and offering expenses. There are also trading costs, including costs to hedge the product. Any sales prior to maturity will be reduced by all associated fees and costs, which are detailed in the offering documents.

#### Liquidity risk

MLPs are intended to be held until maturity and there is no formal secondary market for the product, which makes early redemptions difficult and subject to a variety of market-related factors. If you are able to redeem MLPs prior to maturity, the redemption proceeds may be less than the amount you invested due to fluctuations in the underlying assets and other market-related factors.

#### **Performance risk**

MLPs pay a return based upon the performance of an underlying asset as outlined in the offering documents. These terms could include interim caps, averaging, and rates of participation in the underlying asset. MLPs do not pay dividends. If dividends are declared on the underlying asset, they will be excluded when calculating the performance. There are a variety of factors that may influence the performance of the underlying asset such as volatility, interest rate moves, and time to maturity. Additionally, potential fees charged on the underlying asset may reduce or eliminate any positive return in that underlying asset, thereby reducing the return on the MLP.

#### **Tax implications**

The tax treatment and timing of tax payments for a Market-Linked Product vary depending on the structure and type of account it resides in. For Market-Linked CDs and Principal Protected Notes in non-retirement accounts, you may be required to pay ordinary income tax on the Original Issue Discount (OID) amount calculated by the issuer each year, even if you do not receive interest payments during the life of the investment. Your brokerage firm or account custodian should provide the applicable 1099 forms for tax purposes. For specific terms, please refer to the offering documents or consult a tax professional. For additional information, please refer to the offering documents.

#### Volatility

Volatility refers to the amount of uncertainty or risk in a investment's value, and the size of changes in that value. Higher volatility indicates that the price of the investment has the potential to change dramatically over a short period of time, in either direction. Volatility, the degree of positive and negative swings in the index, may increase or decrease. Uncertainty in the market can have a negative effect on statement values.



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