

Purpose

This document provides you with key information about this investment product. It is not marketing material. The information is required by law to help you understand the nature, risks, costs, potential gains and losses of this product and to help you compare it with other products.

Product

The information contained in this document is preliminary and subject to completion or amendment.

Product name	6-Year Quanto Autocallable Barrier Note linked to the FTSE 100 Index and the S&P 500® Index linked preference shares
Product identifiers	ISIN: XS1728148591 WKN: GD95KB
Product manufacturer	Goldman, Sachs & Co. Wertpapier GmbH (see http://www.gspriips.eu or call +442070510106 for more information)
Competent Authority	Federal Financial Supervisory Authority (BaFin), Germany
Date of this document	January 11, 2018 7:35 Frankfurt am Main local time

You are about to purchase a product that is not simple and may be difficult to understand.

What is this product?

Type The product is in the form of a note issued under Cayman law. It is not an interest bearing security. The payment obligations of the product manufacturer are guaranteed by Goldman Sachs International.

Objectives The product provides the potential for capital growth and does not pay interest. What you will receive at the end of the term of the product is not certain and will depend on the performance of the class 0384 preference shares issued by GOLDMAN SACHS (CAYMAN) LIMITED (ISIN: GS00PSH03847) (the preference shares). The performance of the preference shares is in turn linked to the performance of a basket consisting of the FTSE 100 Index and the S&P 500® Index (the **underlying assets**). In addition, you will take the risk that some or all of the value of your investment may be lost at the end of the term of the product. The term of the product will end no later than March 11, 2024. However, the product may terminate early depending on the performance of the underlying assets. Each note has a face value of GBP 1.00. The issue price is 100.00% of the face value. The product will be listed on the Luxembourg Stock Exchange (Main Segment).
Autocall feature: If the closing price of each underlying asset on any autocall observation date is at or above its autocall barrier, the preference shares and the notes will terminate on the corresponding autocall payment date. In this case, you will receive the autocall payment shown below for each note that you hold.

Autocall observation date	Autocall payment date	Autocall barrier		Autocall payment
		FTSE 100 Index	S&P 500® Index	
March 2, 2020	March 9, 2020	100.00%*	100.00%*	GBP 1.140
September 2, 2020	September 9, 2020	100.00%*	100.00%*	GBP 1.175
March 2, 2021	March 9, 2021	95.00%*	95.00%*	GBP 1.210
September 2, 2021	September 9, 2021	95.00%*	95.00%*	GBP 1.245
March 2, 2022	March 9, 2022	90.00%*	90.00%*	GBP 1.280
September 2, 2022	September 9, 2022	90.00%*	90.00%*	GBP 1.315
March 2, 2023	March 9, 2023	85.00%*	85.00%*	GBP 1.350
September 5, 2023	September 12, 2023	85.00%*	85.00%*	GBP 1.385
March 4, 2024	March 11, 2024	80.00%*	80.00%*	GBP 1.420

* of the initial reference price of the relevant underlying asset.

Repayment at maturity:

This section applies only if no autocall occurs as described above.

On March 11, 2024, for each note that you hold:

- If the closing price of the underlying asset with the lowest performance (as compared with its initial reference price) on March 4, 2024 is at least equal to 60.00% of its initial reference price, you will receive GBP 1.00; or
- Otherwise, you will receive GBP 1.00 multiplied by (i) the closing price of the underlying asset with the lowest performance (as compared with its initial reference price) on March 4, 2024 divided by (ii) the initial reference price of such underlying asset.

The initial reference prices are shown below.

Underlying asset	Initial reference price
FTSE 100 Index	TBD
S&P 500® Index	TBD

The initial reference price of an underlying asset is the closing price of such underlying asset on March 2, 2018.

The product terms also provide that if certain exceptional events occur (1) adjustments may be made to the product and/or (2) the product issuer may terminate the product early. These events are specified in the product terms and principally relate to the underlyings, the product and the product manufacturer. The return (if any) you receive on such early termination is likely to be

Intended retail investor

different from the scenarios described above and may be less than the amount you invested.

The product is intended to be offered to retail investors who:

1. have the ability to make an informed investment decision through sufficient knowledge and understanding of the product and its specific risks and rewards, with experience of investing in and/or holding a number of similar products providing a similar market exposure;
2. seek capital growth, expect the movement in the underlying to perform in a way that generates a favourable return, have an investment horizon of the recommended holding period specified below and understand that the product may terminate early;
3. accept the risk that the issuer or guarantor could fail to pay or perform its obligations under the product but otherwise are able to bear a total loss of their investment;
4. are willing to accept a level of risk to achieve potential returns that is consistent with the summary risk indicator shown below; and
5. are making use of professional advice.

What are the risks and what could I get in return?

Risk indicator



← Lower risk Higher risk →



The risk indicator assumes you keep the product for 6 years. You may not be able to sell your product easily or may have to sell at a price that significantly impacts on how much you get back.

The summary risk indicator is a guide to the level of risk of this product compared to other products. It shows how likely it is that the product will lose money because of movements in the markets or because we are not able to pay you.

We have classified this product as 4 out of 7, which is a medium risk class. This takes into account two elements: (1) the market risk - that the potential losses for future performance are rated at a medium level; and (2) the credit risk - that poor market conditions are deemed very unlikely to impact our capacity to pay you.

This product does not include any protection from future market performance so you could lose some or all of your investment. If we are not able to pay you what is owed, you could lose your entire investment.

Performance scenarios

Investment: GBP 10,000

Scenarios		1 year	3 years	6 years (Recommended holding period)
Stress scenario	What you might get back after costs	GBP 8,351.10	GBP 5,622.35	GBP 4,362.26
	Average return each year	-16.42%	-13.41%	-12.90%
Unfavourable scenario	What you might get back after costs	GBP 9,230.88	GBP 7,573.74	GBP 5,644.94
	Average return each year	-7.66%	-6.71%	-9.08%
Moderate scenario	What you might get back after costs	GBP 10,312.68	GBP 11,653.38	GBP 11,947.99
	Average return each year	3.11%	3.90%	3.01%
Favourable scenario	What you might get back after costs	GBP 10,847.55	GBP 12,009.87	GBP 13,672.53
	Average return each year	8.43%	4.68%	5.35%

This table shows the money you could get back over the next 6 years under different scenarios, assuming that you invest GBP 10,000.00. The scenarios shown illustrate how your investment could perform. You can compare them with the scenarios of other products. The scenarios presented are an estimate of future performance based on evidence from the past on how the value of this investment varies, and are not an exact indicator. What you get will vary depending on how the market performs and how long you keep the product. The stress scenario shows what you might get back in extreme market circumstances, and it does not take into account the situation where we are not able to pay you. In addition, you should note that the results shown for the intermediate holding periods do not reflect estimates of the product's future value. You should therefore not base your investment decision on the results shown for these interim holding periods.

The figures shown include all the costs of the product itself, but may not include all the costs that you pay to your advisor or distributor. The figures do not take into account your personal tax situation, which may also affect how much you get back.

What happens if Goldman, Sachs & Co. Wertpapier GmbH is unable to pay out?

The product is not covered by an investor protection or guarantee scheme. This means that if we become insolvent, and the guarantor also becomes insolvent or otherwise fails to make full payment under the guarantee, you may suffer a total loss of your investment.

What are the costs?

The Reduction in Yield (RIY) shows what impact the total costs you pay will have on the investment return you might get. The total costs take into account one-off, ongoing and incidental costs.

The amounts shown here are the cumulative costs of the product itself, for three different holding periods. They include potential early exit penalties. The figures assume you invest GBP 10,000.00. The figures are estimates and may change in the future.

Costs over time The person selling you or advising you about this product may charge you other costs. If so, this person will provide you with information about these costs, and show you the impact that all costs will have on your investment over time.

Investment: GBP 10,000.00			
Scenarios	If you cash in after 1 year	If you cash in after 3 years	If you cash in at the end of the recommended holding period
Total costs	GBP 997.59	GBP 729.83	GBP 748.28
Impact on return (RIY) per year	9.92%	1.59%	1.05%

The costs shown in the table above represent how much the expected costs of the product would affect your return, assuming the product performs in line with the moderate performance scenario. Disregarding the impact on your return in that scenario, the estimated entry and exit costs as a percentage of the face value are estimated to be 9.20% if you cash in after year 1, 9.24% if you cash in after 3 years and 5.89% if you cash in after the recommended holding period.

Composition of costs

The table below shows:

- The impact each year of the different types of costs on the investment return you might get at the end of the recommended holding period.
- The meaning of the different cost categories.

The table shows the impact on return per year.

One-off costs			
	<i>Entry costs</i>	1.05%	The impact of the costs already included in the price. This includes the costs of distribution of your product.
	<i>Exit costs</i>	0.00%	Not applicable.

The costs shown in the table above represent the split of the reduction in yield shown in the costs over time table at the end of the recommended holding period. The split of the actual estimated costs of the product is estimated to be as follows: entry costs: 5.89% and exit costs: 0.00%.

How long should I hold it and can I take money out early?

Recommended holding period: 6 years

The recommended holding period for the product is 6 years as the product is designed to be held until maturity; however the product may terminate early due to an autocal or an extraordinary event. You have no contractual right to terminate the product prior to maturity.

The manufacturer is under no obligation to make a secondary market in the product, but may repurchase the product early on a case-by-case basis. In such circumstances, the price quoted will reflect a bid-ask spread and any costs associated with unwinding the hedging arrangements of the manufacturer in connection with the product.

How can I complain?

Any complaint regarding the person advising on or selling the product (such as your intermediary) can be submitted directly to that person. Complaints about the product and/or the conduct of the product manufacturer may be lodged in accordance with the steps set out at <http://www.gspriips.eu>. Complaints may also be addressed in writing to Goldman Sachs International, PRIIP KID - Compliance Securities, Peterborough Court, 133 Fleet Street, London, EC4A 2BB, United Kingdom or may be sent by email to gs-eg-priip-kid-compliance@gs.com.

Other relevant information

Any additional documentation in relation to the product, in particular, the issuance programme documentation, any supplements thereto and the product terms are available free of charge from the product manufacturer upon request. Where the product is issued pursuant to the EU Prospectus Directive (Directive 2003/71/EC, as amended), such documentation will also be available as described on <http://www.gspriips.eu>.