

ADA As Produced Script

[Music and various on screen images in background throughout]

On screen disclosures:

Supporting documentation for any claims, comparison, recommendations, statistics, or other technical data, will be supplied on request.

Merrill, its affiliates and financial advisors do not provide legal, tax or accounting advice. You should consult your legal and/ or tax advisors before making any financial decisions.

Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") makes available certain investment products sponsored, managed, distributed or provided by companies that are affiliates of Bank of America Corporation ("BofA Corp."). MLPF&S is a registered broker-dealer, member <u>SIPC</u>, and a wholly owned subsidiary of BofA Corp.

Investment products:

| Are Not FDIC Insured | Are Not Bank Guaranteed | May Lose Value |
|----------------------|-------------------------|----------------|
|----------------------|-------------------------|----------------|

3196059

On screen copy: Merrill[®] logo

On screen copy: So why **do** people trade options?

On screen disclosure:

NOTE: The securities in this video are fictional. Everyone's situation is different, and this video is not financial advice. Do your own research.

People trade options for a variety of reasons.

On screen copy: Hedging their Investments Investors can hedge their holdings from losses beyond a certain point

One reason is to hedge their holdings from future losses over a period of time with a protective put.

On screen copy: A little background before we begin...

BANK OF AMERICA

Before we explain hedging with a protective put, we would like to make you aware of some key concepts:

A protective put is one example of a hedging strategy. A put is a type of option that represents the right to sell. Each contract represents 100 shares and includes an agreed upon price known as the strike price, and a specified time frame, known as the expiration date.

On screen copy: Protective Put Put Right to sell 1 Contract 100 Shares Strike Price Agreed price Expiration Date Time frame

On screen disclosure:

Every example that we use is for illustrative purposes only and we do not include any commission and fees.

On screen copy: OPTIONS CONTRACT XYZ Stock 100 Shares

If you own shares of a stock, you could hedge them by buying a "Put" option. Imagine you own 100 shares of XYZ, which is currently trading around \$50 per share.

On screen copy: Buying a Protective Put XYZ STOCK PRICE TODAY MARKET PRICE \$50.00 MARKET PRICE \$20.00

On screen disclosure:

For illustrative purposes only, not an actual investment. Example does not include trade commissions or other fees

[Line graph shows fictional stock's price falling]



If XYZ falls to \$20, perhaps due to some calamitous event or announcement, your position would lose \$3,000 in value.

If you're worried about a potential future loss, you can buy what's called a "protective put."

On screen copy: REW

To hedge, you would choose a strike price and a time frame. You now own the right to sell XYZ at the agreed strike price at any time within the specified time frame. To put it another way, you're hedged against some loss for any time during that period in exchange for the premium you paid for the protective put.

On screen copy: Buying a Protective Put PREMIUM \$6.00 XYZ STOCK PRICE Break Even = \$56.00 (stock purchase price at \$50.00 + premium at \$6.00) Max Gain = Unlimited, Max Loss = Premium MARKET PRICE \$50.00 BREAK EVEN EXPIRATION DATE HEDGED PERIOD STRIKE PRICE \$40.00 TODAY 60 DAYS FROM NOW

On screen disclosure:

For illustrative purposes only, not an actual investment. Example does not include trade commissions or other fees

[Line graph shows a hedged period with a strike price set to expire in 60 days]

If you choose to sell, your position only loses \$1000 in value, compared to losing \$3000 without the option.

On screen copy: Buying a Protective Put PREMIUM \$6.00 XYZ STOCK PRICE Break Even = \$56.00 (stock purchase price at \$50.00 + premium at \$6.00) Max Gain = Unlimited, Max Loss = Premium BREAK EVEN STRIKE PRICE \$40.00 MARKET PRICE \$20.00



TODAY 10 DAYS FROM NOW

On screen disclosure:

For illustrative purposes only, not an actual investment. Example does not include trade commissions or other fees

[Line graph shows market price falling below strike price within the hedged period]

This is how people can use options to hedge their investments.

On screen copy: Merrill[®] logo

[End of transcript]