

\$ 07 H W7 KH&HQNUIRU\$ FFWEBOW DQG' LDEONV5HRXUFV RI LFHOUR ZKFK LVMH6DQW RXL/8 CLYHUUVIOKUGHO/LQWHG/ 8  
EOHFRGULWZKLMRXLQH/ %HCHDK WHIOKUGHO/LV6DQW RXL/8 CLYHUUVIQ6/ 8 EOHIROZ HGXQGHQHDKE. DGYLGHUQHQ6/ 8  
EOHIROZ HGXQGHQHDKE. &HQNUIRU\$ FFWEBOW DQG' LDEONV5HRXUFV/IQ6/ 8 EOHB

) DFXOV ) HGEDFN 6XUYH 5HSRUW

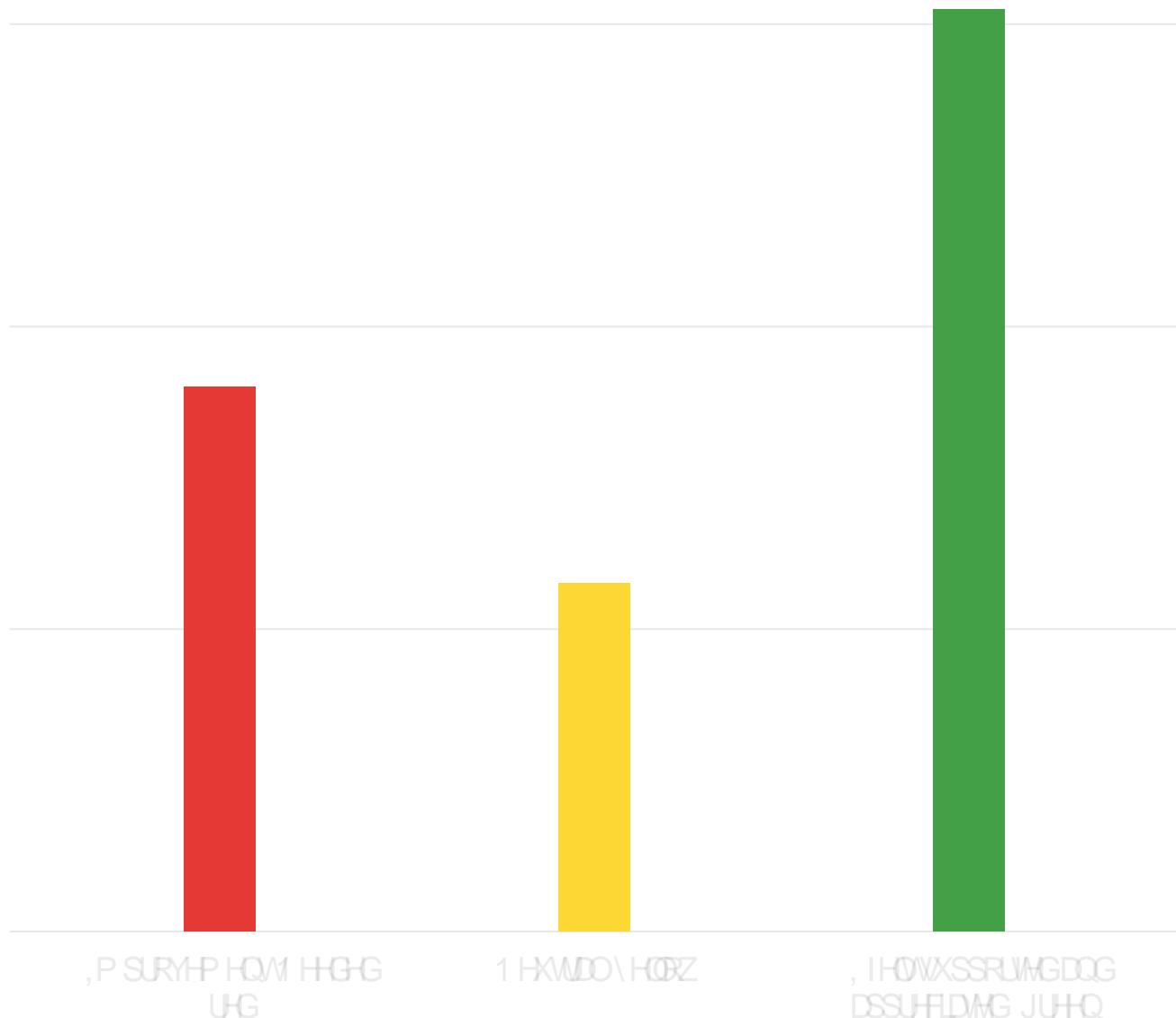
# 3XLSRH

7KHSXLSRH RI WKLVXUH ZD\WR REWDLQI DFXOWH SHUIQFHV DQG SHUSSHFWLHV R WKH  
DFDGH P LF\ HDU 7KH&HQWU RU\$ FFRWIEHOLV DQG' LVDEOLV5 HRXUHV JRDO\ WR FRQHFV  
GDU DDD

4 ,QJHQHDOOKRZ Z RXQ\ RX UD\ RXULQH\ WRQZ L\K VKHWDI P HP EHVR  
&\\$' 5"

\$ O\TH WDEDUUDSKZ L\K VKHEDUVIURP O\W\RLWKWUG \H\Z JUHQb

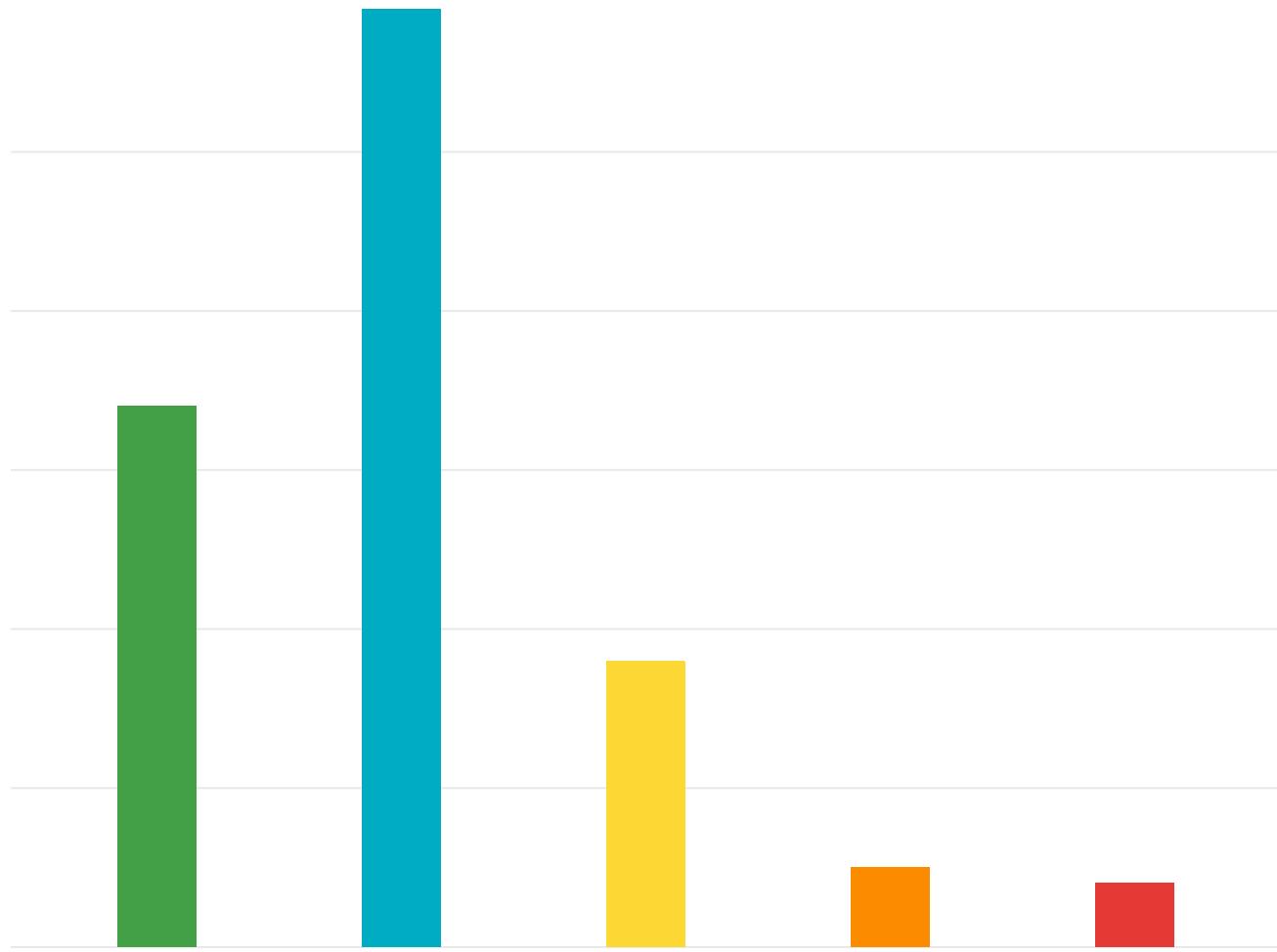
5 HSROQF



4 +RZ HIHFYHILWQHQ RUP DMRQ JXLGQFH RUHRXUHV SURYLGHE &\$' 5"

\$OVH WDEDUWSKZ LWTLYHEDVURP OHWRUJKWUHQ EOHD\HORZ RUDQJH UHG

5 HSRQH



((WPHD  
HIHFYH,  
IUTXHQDXH  
VH  
LQRUPDMRQ  
JXLGQFH RU  
UHRXUHV  
JUHQ

6QJKW  
HIHFYH,  
GRQVXHMH  
DOOKHMPH  
EX&\$' 5 IVD  
KHSIXO  
UHRXUHV EOHD

1HJKHU  
HIHFYHQH  
LQHIIHFYH,  
KDHQWHLQH  
PXFKSRMWH  
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GIIHFQH  
\HORZ

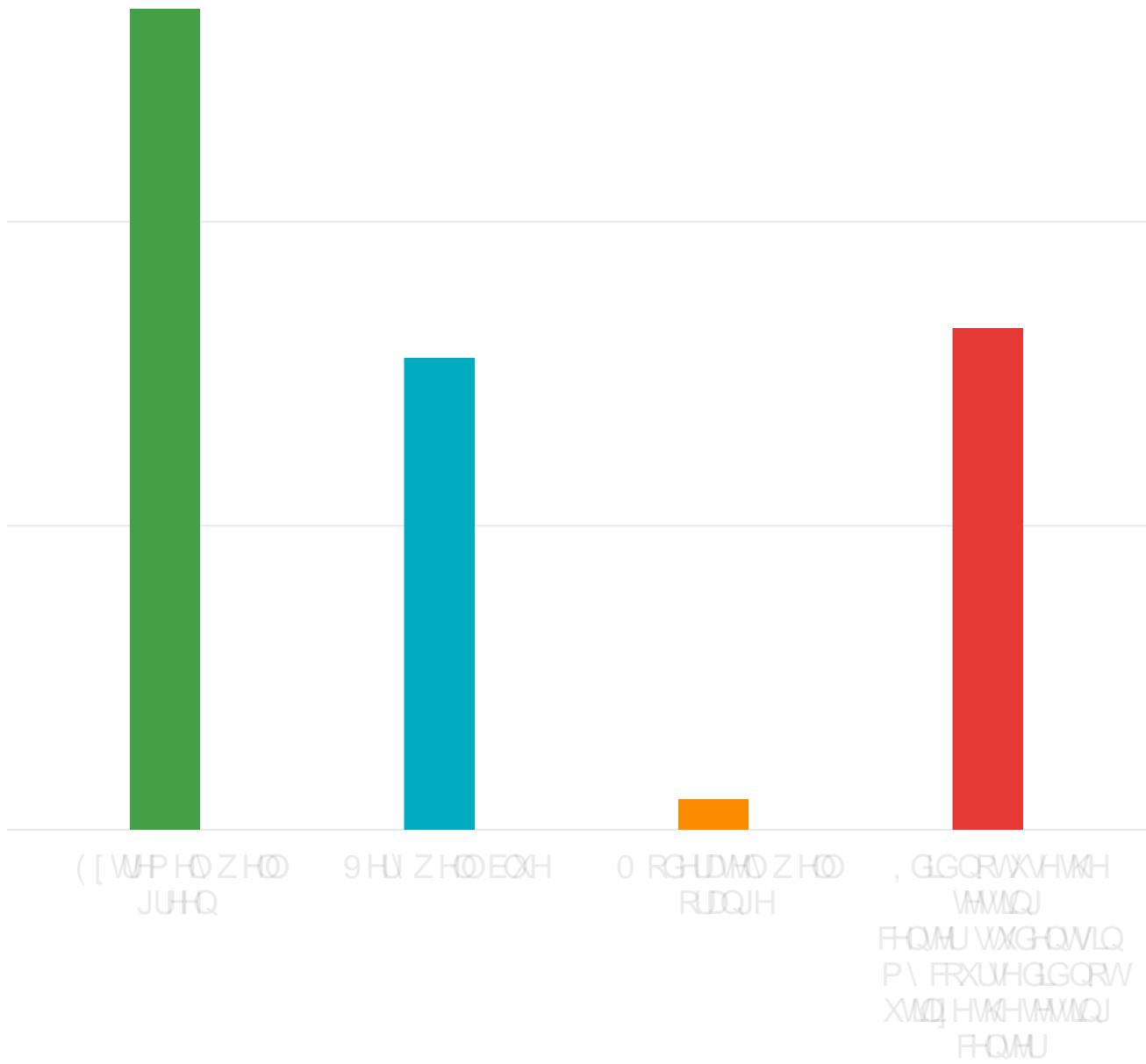
6QJKW  
LQHIIHFYH,  
IHQDNH, NQZ  
WHHHMLQJV  
DOHDG  
RUDQJH

((WPHD  
LQHIIHFYH,  
IHO  
XQXSSRUJMG  
IURP &\$' 5  
UHG

4 +RZ HIHFVYHDUHVWVWVQJ FQMVZRUNQJ VRVHJH RXUQHGVDVIDFXOV  
PHPEHU

\$OVH WDEDUUDSKZ LKIRXUEDUURP OIWRUJKWUHQ EOH RUDQJH UHG

5 HSROQF



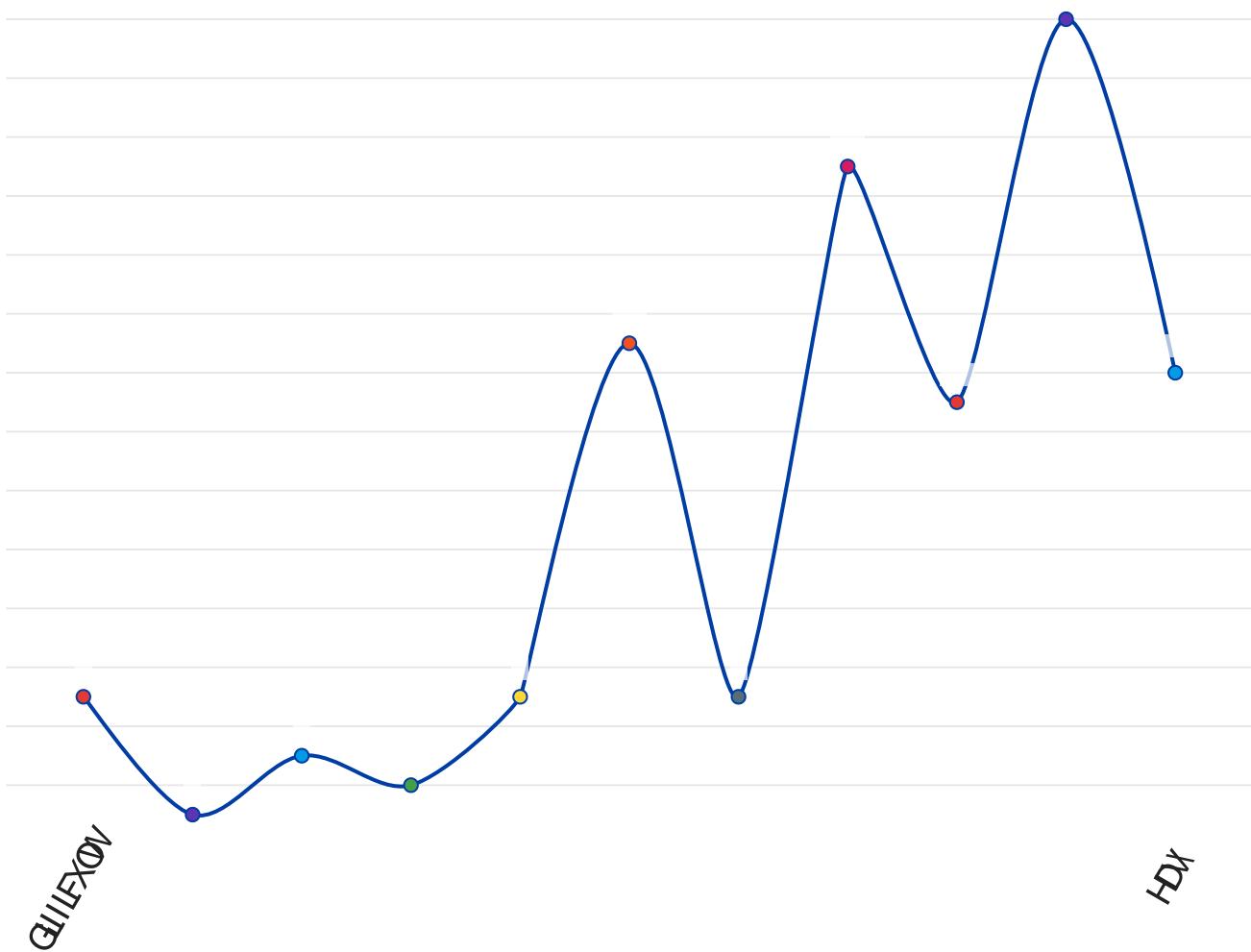
4 +RZ Z RXC\ RX UDMKRZ WAGHQ\DTFP P RGD\IRQV/DJHLP SGP HQMGRU  
GLFXWHG  
\$ OVT H W\$ SHFKDUWZ LK VUHHSRUWQ\WUWUQ IURP WHMSP RYLOJ FORNZ VH JUHQ  
\HORZ UHGb

5 HSRQV

- , NQRZ KRZ VRIP SGP HQMDFRP P RGD\IRQV/DJHLP SGP HQMGRU
- , KDVHVRP HFKDOOQJH/EXWDQ DMF
- , IHHORWZ KHQLWRP HMRDTRP P RGD\IRQV/DJHLP SGP HQMGRU

4 +RZ Z RXQ\ RX UDMKHDEOMV RERDQWUH RXUH WWDWRX QHGIRU  
WDFKLQJ WKGHQNZ LK GLDEOMV LQ\ RXURXUH  
\$ OTH WDOQHFKDUWUWUQJ DAKHOIWP RYLQJ VRWKHUIJKW\$ EOHQHVKRZ WKH  
GLIIHJQFHRI HDK UDMQJ VFDIGHJQDMRQE\ HQLJ HUR GLIIFXOWRWLQJ HDX

5 HSROQH



- 1XP EHURI 5 HSROQH & KRLFH

4 : KDWWSHVR HGXFDWQRQDORUHGHDSP HQWRSSRUJXQWVHZ RXO\ RX ONH&\$' 5  
VR SURYLGHDERXWWXGHQWZ LK GLDELOHVLQWHFRQJHVWVHQJ IRUI DFXOWVR  
HQJDJHLQ' 6RP HH DP S0MFRXOEH XQLYHU DOGHUJQ LP S0P HQWQJ DFDGP LF  
DTRP P RGDWQRQLQ\DRFXUH VSHULFVP XDWQRQVZ RUNKRSV VSHDNHUVDERXW  
GLDELOHVLQJQRHV HV

7 KHI R0RZ LQJ DUHWHQGVI URP VXUYH UHSRQHV

, P S0P HQWQJ DFDGP LF DTRP P RGDWQRQLQ\DRFXUH

1 DHDHR0VGH

4 ' R\RX KDYHDQ \XJJH\W\LRQV LGHDV RUI H\GED\NIRULP SURYHP HQ\WRU&\$' 5  
DQG\W\HWDI"

7 KHI RORZ LQJ DUHW\HQGM URP \XUYH UHSRQHV

5 HP LQGHVIRUV\W\HQMDERX\W\HSXL\SRVHDQGH\ SHF\W\LRQVRI D\TRP P RGDMRQV/  
HSHFLDOO Z \W\ DIQ\ LEQID\W\QDQFH D\TRP P RGDMRQ

&DQYDVDF\W\ELQVLP S\OP HQ\W\LRQTXH\W\LRQV

\$ GG\W\RQDOZ RUNKRSV W\W\QJ\IRU\DX\W\LQ\W\X\W\LRUV

7 H\W\QJ &HQ\W\U\KDOOQJH\W\XXH\W\

&\$' 5 KDV\GRS\W\H\W\DU\H\VR LP SURYHP HQ\W\QGI H\GED\ND\W\U\H\W\SRQV

# \$ GUHWLQJ 7 DJHWBRQW

6WXGHQWHP LQGHUVRUVSHUFLFDTRP P RGDMRQSXLSR/H/DQGH SHFMDMRQV  
6RP HI DFXOW LQMMXFRUJKDUGFKDOOQJH/Z LMK FHMDQDFDGP LF DTRP P RGDMRQV  
HSHFLDOOZ LMK WHI QI LEQIDM/QGDQFH DTRP P RGDMRQ 7 KVLQFOG-GH SHUHQFH/Z KHJH  
WXGHQWDMP SMGVRSSSO DEVQFH/UHARDFWYHO RUXEP LMGEOQN DTRP P RGDMRQI RUP'  
Z LMK QRFRQM WRUFQMHJDARQV

: KHQWXGHQWP HHZ LMK D&\$' 5 WDI P HP EHUEQDPOQI LEQIDM/QGDQFH DTRP P RGDMRQ

VR XWHDICLIE °



Ó, QFRUSRUDARQRI I DFXOWFRP P HQWIURP VVLLXUH VSHULLFDQ RQHVKDASURYLG  
GLHFVH SHUHQFH VURP VVHHMMWQJ HQMU LQRQHZ SURFWRUMWQJQJ  
Ó6KLUWR RQQQHI RUP DWRU2 &7 DQG5( 5 ) RUP V YLD' RFX6LJQ VVJWQJ I DO  
Ó. HSLQJ DQHP SKDVVRQGHYHU VP HQHVIRURRP SOWMGH DP VZ KHQWDQJQJ  
QHZ DQGUHMMWQJ VVJW

Ó) RUGHYHUVW\SHULLFRILFHVRUP DQER OFDARQV GHYHUIQJ DAEHZ HQ  
VR KRXUDWUFRP SOWMRQ

6RP HI DFXOWVKDJHGIIHQEDNVKDAGHOMHJHVKRXCCEHP DGHQWVHDP HQD DVD  
FRP SOWMGH DP ' XHMRVHYROXP HRI H DP VDQGVWV LQJ DYLDELOV VVLLVQRWUDUHDQW  
UHTXHWURURXUMWQJ HQMUDVWVLP H 7 KXVII DI DFXOWP HP EHuz RXCCONHVRKDYHDQ  
H DP UHXLQHGRQWVHDP HQD VKDWKHJH DP LVWQHQ &\$' 5 UFRP P HQGVKDVKHMH  
SURIHWURVHDFWFDQ XQGHUWKHJH DP UHXLQRSMRQRQWVH2 &7 IRUP

## 5 HTXHWIRUP RGVLQJ 5( 5 IRUP GHDGQH UHTXHWHP HQW

6RP HI DFXOWUHTXHWVGWD&\$' 5 FKDQJHMH5( 5 IRUP GHDGQH 5( 5 IRUP VP XWEH  
VXEP LVWGDWDW KRXULQDGYDQFH LQEXVLQHWGDV IRUWGHQWZ KRGRQRWKDMHJH DP  
DFFRP P RGDMQWRP DHXS DP LVWGHJH DP : KLO&\$' 5 P D FRQVGHUHTXHWZ VWD  
VKRUWVLP HQHRQDFDWH E FDHEDV VVH KRXUHTXHWHP HQWZ LOQRWHDGXXWGDWV  
WP H, VVFKDQJLQJ VR DFFRP P RGDM5( 5 UHTXHWZ VWDGD RI RUGD EH RUHHTXHW  
HSHFLDOOZ VWDKJKHUYROXP HVR H DP VWDWHDQHDOHDG EHQVFKHGOG 7 KHFVWQW  
GHDGQHDOOZ VVHWDI VR HQXUHMWD

7 KHHLVVDYLODEONSDPHI RUMKHUHTXHWWR EHDFH-SMG

7 KDWKHHLVWDI FRYHJDJHRSURFWRUMWQJH DP

7 KDQNL RXWKRHIDFXOWP HP EHYZ KRSQJWLSDMGLQRXUIHGEDN\XUH

3ODVHUDFK RXWKRKH&HQWUIRU\$ FFW