

&XUULFXOXP 9LWDH

(XUR

,QIRUPDWI  
1XPH 3L  
\$GL  
7HO  
(PI  
1DWLF  
'DWD

9DF 6HEDVWLDQ &DOLQ

VWID 1DSRFIQ

HIRQ

FDOLQ YDF;

URP

([SHUL  
SURIHV

HQWD 2 SUH]HQW 2 FRQIHUHQWLDU XQLY GU OD 8QLYHU

LQDUD GLQ &OXM 1DSRFD 86\$09&1 'HSW 6WLLQW

x ± SUH]HQW ± GLUHFWRU DGMXQFW ,QVW GH &HUF

x 0DU ± SUH]HQW ± FRRUGRQDWRU /DERUDWRUXO GH &HU  
7HKQRORJLF OD 86\$09&1

x ± ± OHFWRU XQLY GU OD 86\$09 &OXM 1DS

x ,XOLH ± SUH]HQW ± DVRFLDW XQLF VL DGPLQLVWUDWR

x ± ± WLWXODU IQWUHSULQGHUH ,QGLYLGXD

x ± ± PDQDJHU GH SURLHFWH &RUGRQDWR

7UDQVIHU 7HKQRORJLF OD 86\$09 &OXM 1DSRFD

x ± ± 'RFWRUDQG FX IUHFYHQWD OD 86\$09 &

x ± ± PDQDJHU ILQDQFLDU OD 6& 0/& &RQVX

x ± ± DQDOLVW ILQDQFLDU OD 6& 6FKQHFNH

%XFXUHVWL SXQFW GH OXFUX &OXM 1DSRFD

x ± ± DQDOLJD FUHGLWH ,00 VL FRUSRUDWH

x ± ± DGPLQLVWUDUH FUHGLWH OD %DQFD 7

x ± ± LQJLQHU GH VLVWHP OD %DQFD 7UDQV

x ± ± DQDOLVW SURJUDPDWRU OD &HQWUXO

x ± ± SURIHVRU GH LQIRUPDWLFD OD /LFHXO 7HRUHW

x ± ± SURIHVRU GH LQIRUPDWLFD OD /LFHXO GH ,QIR

x ± ± SURIHVRU GH LQIRUPDWLFD OD &ROHJLXO 1DWL

x ± ± SURIHVRU GH LQIRUPDWLFD OD /LFHXO 7HRUHW

x ± ± DVRFLDW XQLF VL DGPLQLVWUDWRU OD 6& 9HG

&RRUGRQDUH 'SURIHVVRU' &HWRILVW SURLGXOVH /E3RDUHFLDU DQDOLVW &DOLQ

UHVSR FRQVRUWLX 31'5 PDU PDL ± FHUFHW WRU 0DUN

x QEXUDMDUHD VL VXVWLQHUHD DQWUHSUHQRULDW V

LPSOHPHQW 86\$09&1 &1),6 )', LXQ GHF ± H[SHUW IRUPDWR

PHPEUX LQ HFKLSD GH L IRUPDUH FRPSHWLEWQH IISLSDU DQDOLVW

LPSOHPHQW DUHMHO ± H[SHUW IRUPDWRU DQWUHSUHQRULDW

x 6XVWLQHUHD DQWUHSUHQRULDWXOXL 86\$09&1 &1),6 )',

x 6RODUYLEHV ± 5HYROXWLRQLHQRH IIRFLDQDQDOLVW &DOLQ

HXURSHDQ + ,R) HXU LDQ PDU ± UHVS

x 0DQDJHPHQWXO DSHORU XJDWH LQ FDGUXO UHDFHWLXDJLUR

SURSULL 86\$09&1 OHL FWU FHUFHWDUH FRQVXOWL

FRQWUDFW

x 6WDUW XS BOMILELDU 86\$09&1 ± SDUWHQHU LQ FRQVRUW

OHL ± UHVSQRVDELO SDUWHQHU 86\$09 VLIRUPDW

x /HDUQ 'R (QWUHSUHQRULDW 86\$09&1 ± SDUWHQHU LQ FRQ

GHF ± H[SHUW IRUPDWRU DQWUHSUHQRULDW

x &HQWUXO GH ,QYDWLHQW VL FLOWH 86\$09&1 ( 526 (

GHF OHL ± HODERUDWRU VL PHPEUX LQ HFKLSD

x 3ROLFLHV WR GHYHORS HQWUHSUHQRUXUVKL &DPHUD GH &RPHUW VL ,QG XVWLH %LVWULWD 1DVXG ,

HFKLSD GH SURLHFW

x &RUHODUHD RIHUWHL HGXFDWLRQDOH FX FHBHQHDL SLDWHL  
 86\$09&1 &1),6 )', LXQ GHF OHL ± HO  
 LQ HFKLSD GH SURLHFW  
 x \$JUR7UDQVLOYDQLD &OXVWHU ± FOXVWEHUHQHQRFLDWLSVRSFH  
 &OXVWHUXO \$JUR )RRG ,QG 1DSRFD VL 86\$09&1 32&  
 'LUHFWRU FHUFHWDUH GHJYROWDUH LQRYDUH VL WUDQVIF  
 x 3ODQW DQG )LVK %LRGSLYHUUVWMBGWDQDEH 'HDXD  
 H[SHUW IRUPDWRU LQ HFKLSD GH SURLHFW  
 x ,PEXQDWDWLUHD FDOLWDWLL VLVWHPXOXL QDWLRQDO GH  
 VRFLHWDWLL ED]DWH SH FXQRDEWHUHFVDF 86\$09&1 ± SD  
 FRQVRUWLX 326 '58 PDL LXO OHL ± H[SHUW  
 x 2 LQWHUYHQWLH LQWHJUDWD LQ YHGHUHD FRQVROLGDU  
 EHQHILFLDU 86\$09&1 ± SDUWHQHU LQ FRQVRUWLX 326 '5  
 H[SHUW IRUPDWRU 7/  
 x ,QVWLWXWXO GH &HUFHWDUL EHQHILFDWH \$8\$09&1 ± SD  
 VHS LXO OHL ± VHI SURLHFW  
 x 5HWHD GH FRODERUDUH XQLYHUVLWDUD RQOLQH LQ VFRS  
 FRPSHWLWLYLWDWELSHHOMFLDUSLSDWQPKGFSDUWHQHU LQ  
 RFW QRY OHL ± DVLVWHQW VWUDWHJLL VL

\$OWH S

x RIRHFDWH FRPSHWHQ•HORU GH DQWUHSUHQRULDWL BXDWOC  
 6& 3529,92 65/ 6DWX 0DUH 31'5 PDL RFW ± H[SHUW  
 x 'HJYROWDUHD VL PRGHUQL]DUHD DFWLYLWDWLL VRFLHWDV  
 PRGHUQH VSHFLILFH DFWLYLWELWQHIGFLDUH\$OXFSURJ16HVLYE  
 325 PDU DSU OHL ± FRQVXOWDQWD LPSO  
 x \$XWRPDWL]DUHD SH ED]D GH VHQ]RUL D EHQHILFDWH \$8\$09&1  
 86\$09&1 LQ SDUWHQHULD FX 8QLYHUVLWDWHD 7HKQLFD  
 x 6HUFLLL PRGHUQL]DUHD EHQHILFDWH \$8\$09&1 0DYLXV 1XWULWD 65/ 7XU  
 DQWUHSUHQRUL DXJXVW OHL ± PDQDJHU SURL  
 x 'HJYROWDUHD GXUDELOD EHQHILFDWH \$8\$09&1 0DYLXV 1XWULWD 65/ 7XU  
 VHS IHE OHL ± VHUY FRQVXOWDQWD LPSO  
 x ,QVWDODUHD 3) 3DOIL ' (QLNR OD H[SORDWDWLD DJULFR  
 31'5 GHF QRY HXU ± PDQDJHU GH SURLHF  
 x )HUPD DSLFROD D 3) &RUQHOLD 31\$5 FRQVXOWDQWD \$JKKHVX M  
 HXU ± PDQDJHU SURLHFW  
 x ,QVWDODUHD 3) 9\$& 6HEDVWLDQ &DOLQ OD H[SORDWDWLD  
 31'5 DXJ DXJ HXU ± FRRUGRQDWRU VL EH  
 x 0RGHUQL]DUH PLFURLQWUHSULQGHUH 5HDELOD UDUH 68&  
 .UDV]WHO \$VRFLDWLL 65/ 7RSOLWD PLQLPLV JXYHUQDP  
 GH SURLHFW  
 x 3DUF HROLDQ vQ FRPXQDEHQHILFDWH \$8\$09&1 0DYLXV 1XWULWD 65/ 7XU  
 QRY LDQ OHL ± PDQDJHU GH SURLHFW  
 x 3DUF VRODU IRWRIRXQV DLFMLDEHQHILFDWH \$8\$09&1 \*OREDO \$50  
 DSU PLO HXU FRQVXOWDQW ILQDQFLDU HODERUD  
 x 8]LQDGH EHQHILFDWH \$8\$09&1 6% %HUJEDX 7HKQLF 65/ 2UDGHD  
 ILQDQFLDU HODERUDUH 6)  
 x &RPSOH[ LQGXVWULDO SHQWUX SURGXFHUHQHILFDWH \$8\$09&1  
 \*OREDO \$50 65/ 2UDGHD \$)0 LXQ PDL PLO HXU

'RPHQLL GH  
 FRPSHWHQW

x \$QWUHSUHQRULDW VWUDWHJLLH VL PDQDJHPHQW GH SURL  
 x %LRGSLYHUUVWMBGWDQDEH 'HDXD  
 x (QHJLLH VL PHGLX UHVXUVH UHJHQHUELOH GH HQHJLLH  
 x \$JULFXOWXUD LQWHOLJHQWD  
 x &RQVXOWDQWD ILQDQFLDUD VL GH EXVLQHVV LQFOXVLY J  
 x 'LVFLSOLQH GLGDFWLH \$QWUHSUHQRULDW 0DQDJHPHQW

5H]XC  
 VHPQLILE

x DFRQVXOWDQW ILQDQFLDU GH EXVLQHVV  
 x DPFRQVLOLDW VL VSULMLQLW SHVWH GH FOLHQWL EX  
 UDPEXUVELOD VDX QHUPPEXUVELOD GLQ IRQGXL EDG  
 VXSHUYL]DUH DFWLYLWDWL GH LQYHVWLWLL DVLVWDUH v  
 GH SURLHFW SURPRYDUH VL EXVLQHVV PDQDJHPHQW SC  
 MXVWLILFDWLYH VWXGLL GH SLDWD HYDOXDUL GH EXVLQ

& \IUHIHUH(

x DP FRQVWUXLW SHVWH GH DSOLFDWLL ,7 EDQFDUH JHV  
 x DP SURSXV QRL SURGXVH EDQFDUH GH FUHGLWDUH FDU  
 x DP DQDOLJDW SHVWH GH GRVDUH GH ILQDQWDUH DP R  
 ) PHPEUX DO FRPVL DO %7 6XF

(GXFDWLH


VL ~~IRUR~~ QH , QIRUPDWLFD 37LEHND3RBFUHDVXHQ & OXM 1  
 x 8QLYHUVLWDWHD %DEHV %RO\DL & OXM 1DSRFD )DFXOWD  
 /LFH ~~QV~~ VSHFLDOLJDUHD , QIRUPDWLFD PHGLD JHQHUDOD  
 x 8QLYHUVLWDWHD %DEHV %RO\DL & OXM 1DSRFD )DFXOWD  
 ODV ~~QV~~ VSHFLDOLJDUHD , QIRUPDWLFD GH \*HVWLXQH 5HW  
 \*HVWLXQH 2SWLPLJDUH %DJH GH 'DWH PHGLD JHQHUDOD  
 x 8QLYHUVLWDWHD %DEHV %RO\DL & OXM 1DSRFD , QVWLWX  
 ±6WXGLL \$FDGHPLFHV3SRFWQQLYDUHD \$GDHQLVWUDUHD IQV  
 QRWD \*FKXGOKH ~~IRUR~~ NDHWLQJ EDQFDU  
 x 8QLYHUVLWDWHD GH 6WLLQWH \$JULFROH VL OHGLFLQD 9H  
 'RFRWRU LQ \$XURF ~~IRUR~~ DEHLOLWDWHD HFRQRPLFD VL IL  
 UHHJHUDELOH GH HGHUJLH  
 x 8QLYHUVLWDWHD %DEHV %RO\DL & OXM 1DSRFD )DFXOWD  
 VSHFLDOLJDUHD \$GPLQLVWUDUHD \$IDFHULORU GRPHQLXC

6WXGLL

FDUWL

FDUWL 9DF 8 QWUHSUHQH XULDO (GXFDWLH QH \$FDGHPLFH 3UH  
 DULFWL

x 9DF 8 QWUHSUHQH XULDO (GXFDWLH QH \$FDGHPLFH 3UH  
 H , 6%1  
 x 9DF 6 & SDV 6 \$GDGHPLFH 3UH 6WDUQGLW \$DGHPLFH 3UH  
 , 6%1  
 x 9DF 8 GXFD LH DQWUHSUHQH XULDO BRQD \$ULGHWDQD  
 x 9DF 8 QWURGXFHUH LQ \$QWUHSUHQH XULDO BRQD \$ULGHWDQD  
 x 9DF 8 QWURGXFHUH LQ \$QWUHSUHQH XULDO BRQD \$ULGHWDQD  
 8QLYHUVLWDWHD GH 6WLLQWH \$JULFROH VL OHGLFLQD 9H  
 , 6%1  
 x 9DF 8 QDOLJD HFRQRPLFD VL ILQDQFLD QDQWLXUH XUVHORU  
 \$FDGHPLFH 3UH , 6%1  
 DUWLFRH VVLLQWLILFH LQGHJDWH , 6,  
 9DF 8 QGHULFD , 3URPDQ \$IRU 5HVDFK 'HYHORSFH  
 7HFQRORJ\ 7UDQVIHU 6QVWDQD QDQWLXUH  
 :26  
 9DF 5RPDQ , 'DUMDQ 6 'SURPDQ \$ 5VXVWDQD QDQWLXUH EXV  
 OHDGHUVKLS SURILOH ±RUFODQ RWRQDFDQ 5RQDQD QDQWLXUH  
 9RO ;, 1R SS :26  
 5RPDQ \$ 5 9DF 5RPDQ QFJHDVH WKH HILFDF\ RI ZHHG F  
 FXOWXUH XVLQJ WKH DV\PPHWULFDQ RVPDQDQD QDQWLXUH  
 5HVDFK 1R SS :26  
 5RPDQDF 8 5RPDQ \$ VSHVPHQW RI SKVLFRFKHPLFDQ SUR  
 ZLQWHU DSSOH YDULHWHLV DQDFWK 6 EUHSHVWVWDEKIDQ 6RORR  
 +RUWRUXP &XOWXV 9RO 1R SS :26  
 5RPDQDF 5RPDQ 7KH URH RI WKH /LIH 6FLHQFHV /HDUQ  
 & OXM 1DSRFD LQ GRISQV SUHGXFWLFRQDO 6FLHQFHV D  
 1R SS :26  
 'DUMDQ 6 9DF 5RPDQ WLRQDQ LQWHOOLJHQBH RI VWXGHQW  
 DQDGRQWURO RI WRXUDQGLYHU (GXFDWLH QH 6FLHQFHV  
 9RO 1R SS :26  
 , OHD 0 9DF 5WXGLH VWHFKQRORJLFDQ FKHDFWHU  
 SURGXFWLRQ IRU FHUWLILFDQ RVPDQDQD QDQWLXUH  
 DQDGRQJ\ 9RO 1R SS :26  
 9DF 8 WLVXV LQJ VXVWDQDQD QDQWLXUH GYHORSFHQW LQ DQ DJ  
 XVLQJ UHQZDEOH HXUQDQDQD QDQWLXUH (GLYHURQW  
 9RO 1R SS :26



9DF )LW: %XLOGLQJ VXVWDLQDEOH GHYHORSPI  
8QLYH6XVWDLQDELOLW\ :26  
.DVD 6 1 2PDU 0 ) \$EGXOODK9DF0 \$O&% 9L\XPDHLQX 13  
(IIFW RI 8QPRGLILHG DQG 0RGLILHG 1DQRFU\ VWDOOLQH  
3RO\PHU 3UHSUHG E\ 6ROYHQW &DVWLQJ 0HWKRG 0RUSK  
0DWHULDOH 3ODVWLFH %XFXUHVWL 9RO 1R S  
9DF &RSLW\DRPD\ (FRQRPLFDO VRFLDO DQG HQYLURQF  
LPSOHPH\XVWDLQRI (QYLURQPHQWDO 3URWHFWLRQ DQG )  
:26  
9DF &RSLWD \* )UXQ]HWDLXDWLWLRQSRILYLFHQBKRXVH \*DV  
\$QLPDO 0DQXUH 8VLQJ WKH &ORVH\HWXODPHR\WLVWKRIR  
\$JURERWDQLFL &OXM 1DSRFD 9RO 1R SS  
9DF &RSLWD \* )UXQ]HWL 1 3RSLR\DLFSD\$QWMDH (  
VXVWDLQDEOH\QRLH(QYLURQPHQWDO 3URWHFWLRQ DQ  
SS :26

DUWLFROH VWLLQWLILFH LQGH[DWH %',  
9DF 69DF , 0 5RPHDQSBFWL\YHV IRU WKH HYROXWLRQR  
DQG VXVWDLQDEOH HQVUR\$QYHQXQPHQW\ LQ 5RPDQIS  
5RPDQ \$ 5 20DJ&RFD 0 \$ 7KRFDQWLFDO 6WXG\ 5HJDUG  
7\SHV RI 0DFKLQHV 8VHG IRU\KQWRV\QPMQW 7UHDWPHQ

)LWL9DF\$ &5HFVHDUFK RQ FKDUDFWHULVWLVV RI WUDGLWL  
YLOODJH DQG LQGLFDW\RXV\OHRWLRQRDQDQYFHUWMLRQVUBC  
9HWHULQDU\ 0HGLFLQH &OXM 1DSRFD +RUWLFXOWXUH  
)LWL9DF\$ &5HFVHDUFK RQ DVVHVVLQJ WKH SRWHQWLDO IR  
YLOODJH %RQDQWQ RI 8QLYHUVLW\ RI \$JULFXOWXUDO 6F  
1DSRFD +RUWLFXOWXUH 9RO ,VXXH SS  
9DF 1DV 7KH ±PSDFW RI )LVFDO 3ROLF\ RQ 5XUDO (FRQR  
%XOOHWLQ RI 8QLYHUVLW\ RI \$JULFXOWXUDO 6FLHQFHV D  
9RO ,VXXH SS

'vUMDQDF6 &± &RPPXQLFDWLRQ WHFKQLTXHV %XOYHWLVQXG  
RI 8QLYHUVLW\ RI \$JULFXOWXUDO 6FLHQFHV DQG 9HWHUL  
9RO ,VXXH SS  
1DV 9DF &UMDQ 6 \$QDQWMLXRSWKH LQGLFDWRUV DF  
VWXGHQWV HQUROOHG LQ 6HFWRUDO 2SHUDWLRQDO 3URJ  
+5' SURMHFWV LPSOHPHQWHG LQ WKH 8QLYHUVLWLHV RI  
IURP 5R\PDQDHWLQ RI 8QLYHUVLW\ RI \$JULFXOWXUDO 6F  
1DSRFD \$JULFXOWXUH 9RO ,VXXH SS

1DV 9DF &'vEMDQ 6 \$QSDWVWRK6HFWRUDO 2SHUDWLR  
+XPDQ 5HVRXUFHV 'HYHORSPHQW 623 +5' RQ 'RFWRUDO  
3XEOLVKLQJ \$FWLYLW\ RI 'RFWRUDO 6WXGHQWV HQUROOH  
9HWHULQDU\ 0HGLFLQH\HWLQ 5RIPDQDHWLW\ RI \$JULFXO  
0HGLFLQH &OXM 1DSRFD \$JULFXOWXUH 9RO ,VXXH  
9DF /9DF &0LWUH 9 7ULSRURESHPDV\DFWLRQ 0HWKRG  
7HFKQRORJ\ 7UDQVIHU LQ 3RPLFXOWXUH DW WKH 8QLYHU  
0HGLFLQH RI%&OXMWDSRFD8QLYHUVLW\ RI \$JULFXOWXUDO  
&OXM 1DSRFD ± \$JULFXOWXUH 9RO ,VXXH SS

9DF &DF / 0 5HWHVDFK ,QQRYDWLRQ DQG 7HFKQRORJ\  
ZLGH ([SHULHQFH DQG 3URVSHFWV IRU%&OXMWDSRISPHQV  
8QLYHUVLW\ RI \$JULFXOWXUDO 6FLHQFHV DQG 9HWHULQD  
,VXXH SS  
%DGH \*K 0XUHVQ ' \$VFKLQDFDQRURQDQGRYDQZDJH%  
7UHDWPHQW\RXV\WSSOLFDFWLRQV LQ (QYLURQPHQWDO  
:6(\$ 3UHV 0DOD\VL 9RO SS

9DF &RFRO & 5RSLZDEOH HQHUJ\ ± ,QYHVPHQW IRU VX  
GHYHORSPHQW\RXV\WSSOLFDFWLRQV LQ (QYLURQPHQWDO  
&OXM 1DSRFD ± +RUWLFXOWXUH 9RO ,VXXH SS  
9DF \$ULRQ ) 6DQ5HWHVDFKGRGFRQFOXVLRQV RI OHJ  
IHDVLELOLW\ RI UHQH\ZDEOH\HWLQ 8QQY\RPDQDRI \$JULF  
9HWHULQDU\ 0HGLFLQH &OXM 1DSRFD ± +RUWLFXOWXUH  
6FULGRQ 6 3DPILO '9DRE:DFL\$Q\]HDFU 5HQHZDEOH  
5HVRXUFHV LQ WKH 1RU%&OXMWDSRISPHQV LQRI \$JU  
9HWHULQDU\ 0HGLFLQH &OXM 1DSRFD ± +RUWLFXOWXUH

6FULGRQ 6 0HUFH 9DF :7KH 3URILOH RI WKF  
IURP 5HQHZDEOH 5HVRXUFHV LQ %WCHO HRVLQ KR: H8QL 5HUVRV  
\$JULFXOWXUDO 6FLHQFHV DQG 9HWHULQDU\ 0HGLFLQH & C  
SS  
9DF & DQD 6 5HQHZDEOH (QHUJ\ 0XUNGHWLO RRBDQYDUV  
\$JULFXOWXUDO 6FLHQFHV DQG 9HWHULQDU\ 0HGLFLQH & C  
SS  
6DQD 6 6RFDFLXDR & FXUEBRI 6LRI%MOOHLQLRRDQLD  
8QLYHUVLW\ RI \$JULFXOWXUDO 6FLHQFHV DQG 9HWHULQDU  
,VXXH SS

! SDUWLFLS UL OD FRQIHULQ!H QD!LRQDOH uL LQWHUQD!  
! FLW UL

6WXGLL GRFSLDMLDJDVWURQRPLH WUDGLWLRQDOD vQ 7XUG  
YDUVWQLFH & OXM 1DSRFD SLDWD VSDWLLORU GH ELUR

6SHFLDOLADUWLUHSUHGHXULDO 0LQGKLIW IRU (GXFDWRUV \$Q 2QOL  
H[SHULHQWH (QWUHSUHGHXULDOO\ %DEVRQ \$FDGHP\ -XO\  
LQWHUQDWLRQDOH (QWUHSUHGHXULDOO\ %DEVRQ \$FDGHP\ -XO\  
x (QYLURQPHQWDO (QJLQHULQJ DQG 6XVWDLQDEOH 'HYHO

x Ä(OVHGLPD' ,QWHUQDWLRQDO &RQIHUHQFH LQ & OXM 1DSR  
x 3&KDOOHQJHV LQ (GXFDWRU RI WKH ,QWHUQDWLRQDO 6W  
x 8QLYHUVLW\ RI %DQMD /XND (UDVPXV WHDFKLQJ -XO\  
x 8QLYHUVLW\ RI 7LUDQD \$OEDQLD (UDVPXV VWDII WUDLQL  
x 7HFKQLFDO 8QLYHUVLW\ RI 0ROGRYD (UDVPXV VWDII WUD  
x 0HQGHGX 8QLYHUVLW\ RI %512 &]HFK 5HSXEOLF (UDVPXV  
x 8QLYHUVLW\ RI .UDJXMHYDF 6HUED (UDVPXV VWDII WUD  
x ,R) ,QWHUQHWR RI )RRG )DUP 3DUWQHUV (YHQW 3UD  
x WK \$QQXDO )RUXP RI WKH (8 6WUDWHJ\ IRU WKH 'DQXE  
x 3ROLF\ 'LDOR\ )RUXP RI WKH (8 6WUDWHJ\ IRU WKH 'DQXE  
x WK \$QQXDO )RUXP RI WKH (8 6WUDWHJ\ IRU WKH 'DQXE  
x +RUL]RQ 60( ,QVWUXPHQW 7UDLQLQJ %DLD 0DUH -XQ  
x :6% 6FKRRO RI %DQNLQJ 8QLYHUVLW\ LQ :URFáDZ 3ROD  
(QWUHSUHGHXUVKLS DQG 7HFKQRORJ\ 7UDQVIHU  
x WK 3ULRULW\ \$UHDV 3\$V &URV )HULOLVDWLRQ 3HUVS  
RI 60(V LQ %LRHFRQRPL\ LQ 'DQXE 5HJLRQ 9XNRYDU DSU  
x ÄODGH LQ 'DQXE' ,QWHU5HJ 'DQXE,FRQRORJ\ SDUWQHUV  
WHFKQRORJ\ WUDQVIHU  
x WK ,QWHUQDWLRQDO 5HQHZDEOH & 0HDG F(QHQLFH & SRQD FWHQRPH  
,QQRYDWLRQ

x QG1R\*\$3 %URNHUDJH (YHQWRZODHGHXUVWDLQXHU &RPPXQLW  
JDS EHWZHHQ UHVHDFK LQQRYDWLRQ DQG EXVLQHVV FU  
x 6XPPHU 3RORODQG )LVK %LRGLXIM VILWALLD DQXEHKFRUW  
x VV(DVWHUQ (XURSHDQ ,QQRYDWLRQ 3DUWQHUVKLSJHLJK /H  
RI EHVW SUDFWLFHV LQ ,QQRYDWLRQ 7HFKQRORJ\ 7UDQV  
VWLPXODWH WKH UHVSHFWLYH FDSDELOLWLHV LQ WKH 'DQ  
x 3'DQXE ,QQRYDWLRQ DQG 7HFKQRORJ\ 7UDQVIHU &HQWHU  
(XURSD =HQWRZWR 'ZULWH D VXFFHVVIXO (8 SURSRVDO  
x 9L]LWD GH VWXGLX LQ SDUWHGHULDW FX 352,6 19 & OXM 1  
LPSOHPHQWUHD vQ SDUWHGHULDW D SURLHFWHORU SULY  
x (ILFLHQF\ 9DOXDWLRQ 2UJDQL]DWLRQ ± (92 6RILD L  
HQHUJHWLFD vQ SDUWHGHQEDDQFDOHFLJR%LXL&OXM ±

\$WHVWDWH x &HUWLILFDW\ \$QWHUQDWLRQDO & OXM LXC  
&HUWLILFDW\ \$QWHUQDWLRQDO & OXM LXC  
x &HUWLILFDW\ \$QWHUQDWLRQDO & OXM LXC  
FDGUXO SURLHFWXOXL 32&8 ± (GXFD•LH "L IRUPDUH FRPS  
VHS

x 'LSORPD FXUZHQRUW EDUSUÄ 6D\$Q9 &RKHU QHD L  
x 'LSORPD FXUW GHDIRQDQW LÄE 6H\$Q9&QMDWDSUQJ  
x &HUWLILFDW\ \$QWHUQDWLRQDO & OXM LXC  
VL YHSW

x HYDOXDWRU & SGRNDFGRH65/ LXQ  
 x \$WHVWDW GH7SHKQWEELGSD QHVVUHEHÄHU,DLQLQJ 6 5 / & OXM  
 x \$WHVWDW GHUSDDWLBSHSSURIDVLRQDOD SHQWUX WLQHULL  
 9HVW VL &HDDQWOW SULQ 0DVXUDDQD3H'BH\$WQWUKUWPHRD  
 &RQWDELQWLDWHD IHUPHL \$JULFXOWXUD HFRORJLFD 6V  
 H[SORDWDWLLQH DJULFROH 3UHGHDO DXJXVW  
 x H[SHUW DFFHVDUH IRQGXL VWU&HFWXUDDO\$HLLBQDFR\$HLX  
 3URIHVLRQDOD D \$GXOWLORU & OXM VHSW  
 x H[SHUW DFKL&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 x IRUPDWRU WU&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 x FXUV F&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 ± 3LORW WUDLQLQJ 86\$09 & OXM 1DSRFD RFW  
 x SHLVDJLVW IOR&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 FRODERUDUH FX 86\$09 & OXM 1DSRFD RFW GHF  
 x PDQDJHU GH6\$09 & OXM 1DSRFD RFW GHF  
 x GHILQLWQYD&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 GLGDFWLF DXJXVW  
 x 6HPLQDUXO 3HGDJ&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 x DQDOLVW SURJ&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW

3UHP L OHGDOLD Ä+RQRU HW \*UDWLWXGLQLV' SHQWUX LPSOLFDUH  
 x \*DOD 0XOWLSOLFDRULORU GH 9DORUL (XURSHQH HGLWL  
 7UDQVLOYDQLD GH 1RUG & OXM 1DSRFD ± PDUHOH SU  
 ) %DQFD 7UDQV 1 :SUHPLX SHVFRQIHUL'LD (XU

\$SWLWXGLQL &FRPSHWHQWH  
 SHUV &HUWLILFDW GHFRPSHWHQWD OLQJYLWVWLFD HQJOHJD RF  
 /LPELVWUDLQ IUDQFHJD  
 FXQR  
 \$XWRH

,QWH		9RU		6FU
\$VFX	&L	3DUWL FRQYHUVDWLH	'LVFX	([SUL VFULV
%	%	&	&	&
%	%	%	%	%

&RPSH, x 'HWLQ FXQRVWLQWH DYDQVDWH GH RSHUDUH VL DGPLQLV  
 &RPSHWHGHVHFWRU DGMXQFW ,QVW GH &HUFHWDUL +RUWLFROH \$  
 RUJDQLD&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 DGPLQLVWU&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 PDQDJHU&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 x )RQGDWRU VL FRRUGRQDWRU DO '7& 2IILFH 6WHLQEHLV  
 x 0HPEUX vQ &RQVLQXO 'LUHFWRU DO & OXM ,7 & OXVWHU  
 x 0HPEUX vQ &RQVLQXO 'LUHFWRU ! YLFHSUHVHGLQW  
 DO 352,6 19 & OXM 1DSRFD  
 x 0HPEUX vQ &RQVLQXO 'LUHFWRU DO & OXVWHU 75(& & OXM  
 x 0HPEUX vQ &RQVLQXO 'LUHFWRU DO )XQGDWLHL & OXM ,C  
 x VHI GH DQ LQ FDGUXO FXUVXULORU GRFWRUDOH OD 86\$0  
 x DVRFLDW XQLF VL DGPLQLVWUDWRU OD 6& %LR9DF 6HUY  
 x WLWXODU LQWUHSULQGHUH LQGLYLGXDOD 0DL ± ,DQ  
 x DVRFLDW XQLF VL DGPLQLVWUDWRU OD 6& 0/& &RQVXOWL  
 ) DVRFLDW XQLF VL DGPLQLVL 65/ 1DSRFD:

\$SDUWHQHQQWD &HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 SURIHVLRQDOD &HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 x SUHVHGLQWH VL&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 x PHPEUX IR&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 x PHPEUX IR&HVMU&DEGHF\$HDFHUL 0DVWHU 'HYD VHSW  
 ) 0HPIL6RFLI,QWHUQDWLRQI !

&RPSHWHGHVHFWRU DGMXQFW ,QVW GH &HUFHWDUL +RUWLFROH \$  
 DSWLWXGLQL &HUWLILFDW GHFRPSHWHQWD OLQJYLWVWLFD HQJOHJD RF  
 x ± ± ± LQVWUXFWRU FRUHJUDI DO DQVDPEOXO  
 x ± GDQVDWRU PHPEUX DO \$QVDPEOXOXL )ROFORU  
 ) :GDQVDWRU (PHP)ROI'0DU' (&1DS

\$ OWH FRP	SHWHUWVQ GRPHQLXO YHJHWDO SRPL IUXFWLIHUL WKX
DSWL	QXHVWLWRU VL REVHUYDWRU DWHQW DO SLHWHL GH FD
	x VWLO GH YLDWD VL OXFUX HFKLOLEUDW VWUXFWXUDW
	x IRDUWH EXQH FDSDFLWDWL GH FRPXQLFDUH DGDSWDUH
	x FDSDFLWDWH GH DQDOLJD VL VLQWHJD GH SUHYLJLRQDU
	x EXQ VWUDWHJ VSLULW GH DQWUHSUHQRU SUR DFWLY J
	x DELOLWDWL GH VXSHUYLJDUH GHOHJDUH PRWLYDUH D J
3HUPFRQG	3HUPLV FRQG FHUH &DW %

'DWD 'HFHPEULH

