

& RQIRUPH-DO-UHJRODPHQWR- & (-

- 5 (\$ & + - \$ OOHJDWR - ,, - -, WDOLD



AkzoNobel

6 & + ('\$ -' \$ 7, - ', - 6, & 85 (== \$

3527 (& 725

6 (=, 21 (- -, GHQWLILFD] LRQH-GHOOD-VRVWDQJ DR-GHOOD-PLVFHOD-H-GHOOD-VRFLHWj
LPSUHVD

-, GHQWLILFDWRUH-GHO-SURGRWWR

1RPH-SURGRWWR

3527 (& 725

- 8VL-SHUWLQHQL-LGHQWLILFDWL-GHOOD-VRVWDQJ DR-PLVFHOD-H-XVL-VFRQVLJOLDWL

8VR-GHO-3URGRWWR

3LWWXUD-DO-VROYHQWH-SHU-HVWHUQL

-, QIRUPD] LRQL-VXO-IRUQLWRUH-GHOOD-VFKHGD-GL-GDWL-GL-VLFXUH]] D

6HGH- / HJDOH

\$ N] R-1REHO- & RDWLQJV-6 S \$

9LD- & - * ROGRQL -

- 7UH]] DQR-VXO-1DYLJOLR

0, -, WDOLD

6HGH- \$ PPLQLWUDWLYD

\$ N] R-1REHO- & RDWLQJV-6 S \$

9LD- * -3DVFROL -

- 'RUPHOHWWR

7HO - - -

) D [- - -

ZZZ KHUERO LW

, QGLUL]] RH PDLO-GHOOD-
SHUVRQD-UHVSQVDELOH-
GHOOD-VFKHGD-GDWL-GL-
VLFXUH]] D

VHUYL] LR FOLHQWL # DN] RQREHO FRP

- 1XPHUR-WHOHIRQLFR-GL-HPHJHQ]] D

1XPHUR-GL-WHOHIRQR

- DWWLYR-WXWWL-L-JLRUQL- -RUH-VX-

9HUVLRQH

'DWD-GHO HGL] LRQH-
SUHFHGHQWH

1HVXQD-SUHFHGHQWH-FRQYDOLGD

6 (=, 21 (- -, GHQWLILFD] LRQH-GHL-SHULFROL

- & ODVVLILFD] LRQH-GHOOD-VRVWDQJ DR-GHOOD-PLVFHOD

'HILQL] LRQH-GHO-SURGRWWR

0LVFHOD

& ODVVLILFD] LRQH-D-ORUPD-GHOOD-GLUHWLWD- & (-> '3' @

4XHWWR-SURGRWWR-q-FODVVLILFDWR-FRPH-SHULFRORVR-LQ-EDVH-DOOD-'LUHWLWD- &

& (- H-VXRL-HPHQGDPHQWL

ODVVLILFD] LRQH

5

5 - 5

1 -5

3HULFROL-ILVLFL FKLPLFL

, QILDPPDELOH

3HULFROL-SHU-OD-VDOXWH-
XPDDQ

/ HVSRLV] LRQH-ULSHWXWD-SXz-SURYRFDUH-VHFFKH]] DH-VFUHSRODWXUH-GHOOD-
SHOOH / LQDOD] LRQH-GHL-YDSRUL-SXz-SURYRFDUH-VRQQROHQWL

3HULFROL-SHU-O¶DPELHQWH

7RVVLF-R-SHU-JOL-RUJDQLVPL-DFTXDWLFL -SXz-SURYRFDUH-D-OXQJR-WHUPLQH-HIIHWWL-QHJDWL-
SHU-O DPELHQWH-DFTXDWLFR

'DWD-GL-HGL] LRQH' DWD-GL-
UHYLVLRQH

3DJLQD -

6 (=, 21 (- -, GHQWLILFD] LRQH-GHL-SHULFROL

9HGHHU-OD-VH] LRQH- -SHU-L-WHVV-LQWHJUDOL-GHOOH-) UDV-5-R-GHOOH-LQGLFD] LRQL-GL-SHULFROR-VXPPHQ] LRQDWH 3HU-
LQIRUPDOLD-SLWHOL-SLWHOL-SLRWHOL] -HIIHWWL-SHU-OD-VDOXWH-HL-VLQWRPL -YHGHHU-OD-6H] LRQH-

- (OHPHQWL-GHOOH]HWLFKHWW

6LPEROR-R-VLPEROL-GL-
SHULFROL



, QGLFD] LRQH-GL-SHULFROR
) UDV-GL-ULVFKLR

& RQVLJOL-GL-SUXGHQ] D

, QJUHGLHQWL-SHULFRORVL
(OHPHQWL-VXSOPHQWDUL-
GHOH HWLFKHWW

\$ OOHJDWR-; 9 ,, - -5HVWUL] LRQL-
LQ-PDWHULD-GL-IDEEULFD] LRQH
LPPLVLRQH-VXO-PHUFDR-H-
XVR-GL-WDOXQH-VRVWDQ] H
SUHSDUDWL-H-DUWLFROL-
SHULFRORVL

[2EOLJ\]KL-VSHFLDOL-UL\]XDUGDQWL-O LPEDOODJ\]LR](#)

5HFLSLHQWL-FKH-GHYRQR-
HVHUUH-PXQLWL-GL-FKLXVXUD-
GL-VLFXUH]] D-SHU-EDPELQL

\$ YHUWLPHQWR-WDWWLOH-GL-
SHULFROR

- \$ OWUL-SHULFROL

\$ OWUL-SHULFROL-QRQ-
PHQ] LRQDWL-QHOOD-
FODVVLILFD] LRQH

3HULFRORVR-SHU-O DPELHQWH

5 -, QILDPPDELOH
5 - / HVSRVL] LRQH-ULSHWXWD-SXz-SURYRFDUH-VHFFKH]] DH-VFUHSRODWXUH-GHOOD-SHOOH
5 - / LQDOD] LRQH-GHL-YDSRUL-SXz-SURYRFDUH-VRQQROHQ] DH-YHUWLJLQL
5 - 7RVVLR-SHU-JOL-RUJDQLVPL-DFTXDWLFL -SXz-SURYRFDUH-D-OXQJR-WHUPLQH-HIIHWWL-
QHJDWLYL-SHU-O DPELHQWH-DFTXDWLFR

6 - & RQVHUVDUH-IXRUL-GHOOD-SRUWDWD-GHL-EDPELQL
6 - (YLVDUH-LO-FRQWDWWR-FRQ-JOL-RFFKL-H-FRQ-OD-SHOOH
6 - 1RQ-JHWWDUH-L-UHVLGXL-QHOOH-IRJQDWHUH -VPDOWLUH-TXHVVWR-PDWHLDOH-HL-UHODWLYL-
FRQWHQLWRUL-LQ-XQ-SXQWR-GL-UDFFROWD-ULILXWL-SHULFRORVL-R-VSHFLDOL
6 -, Q-FDVR-G LQJHVWLRQH-FRQVXOWDUH-LPPHGLDWDPHQWH-LO-PHGLFR-H-PRVWUDUJOL-LO-
FRQWHQLWRUH-RO HWLFKHWW
6 - 8VDUH-VROWDQWR-LQ-OXRJR-EHQ-YHQWLQDWR
QDIWD- SHWUROLR -SHVDQWH-LGURGHVROIRUDWD
& RQWLHQH- EXWDQRQH-RVLPD -3Xz-SURYRFDUH-XQD-UHD] LRQH-DOOHUJLFD

1RQ-DSSOLFDELOH

1RQ-DSSOLFDELOH

1RQ-DSSOLFDELOH

1HVXQR-FRQRVFXWR

6 (=, 21 (- - & RPSRVL] LRQH LQIRUPD] LRQL-VXJOL-LQJUHGLHQWL

6RVWDQ] D PLVFOD

OLVFOD

1RPH-GHO-SURGRWWR LQJUHGLHQWH	, GHQWLILFDWRUL		& ODVVLILFD] LRQH & ((5HJRODPHQWR- & (-Q -> & / 3 @	7LSR
QDIWD- SHWUROLR SHVDQWH-LGURGHVROIRUDWD	& (- 1XPUR - & \$ 6 , QGLFH -	-	5 ; Q -5 5 - 5 1 -5 ; Q -5 5	) ODP - / LT - - + 6727-6 (- - + \$ VS -7R [- - + \$ TXDWLF- & KURQLF- - + \$ VS -7R [- - + > @ -> @
QDIWD- SHWUROLR SHVDQWH-LGURGHVROIRUDWD	& (- 1XPUR - & \$ 6 , QGLFH -	-		

'DWD-GL-HGL] LRQH' DWD-GL-
UHYLVLRQH

3DJLQD -

6 (=, 21 (- - & RPSRVL] LRQH LQIRUPD] LRQL-VXJOL-LQJUHGLHQWL

ELV RUWRIRVIDWR -GL- WUL] LQFR	& (- 1XPBUR - & \$ 6 - , QGLFH -	-	1 -5	\$ TXDWLF- \$ FXWH- - + \$ TXDWLF- & KURQLF- - +	> @
QDIWD-VROYHQWH- SHWUOLR - DURPDWLF- SHVDQWH	& (- 1XPBUR - & \$ 6	-; Q	5 5 - 5	6727-6 (- - + \$ VS -7R [- - +	> @
RVVLGR-GL-] LQFR	, QGLFH - & (- 1XPBUR - & \$ 6 - , QGLFH -	- 1 -5	1 -5	\$ TXDWLF- & KURQLF- - + \$ TXDWLF- \$ FXWH- - + \$ TXDWLF- & KURQLF- - +	> @
QDIWD- SHWUOLR IUD] LRQH-SHVDQWH-GL- K \ GURWUHDWLQJ	& (- 1XPBUR - & \$ 6 , QGLFH -		; Q -5 5	\$ VS -7R [- - +	> @> @
ELV HWLOHVDQRDWR -GL- VWURQJ LR	& (- 1XPBUR - & \$ 6 - , QGLFH -VHOIFODVVLILHG	- -	; L -5	6NLQ-, UULW - - +	> @
EXWDQRQH-RWLPD	& (- 1XPBUR - & \$ 6 - , QGLFH -	- -	& DUF - & DW - - 5 ; Q -5 ; L -5 5	\$ FXWH-7R [- - + (\ H-'DP - - + 6NLQ-6HQV - - + & DUF - - +	> @
QDIWDOHQH	& (- 1XPBUR - & \$ 6 - , QGLFH -	- & DUF - & DW - - 5	; Q -5 1 -5 & RQVXOWDUH-OD- VH] LRQH- -SHU-LO- WHVWR-FRPSOHWR-GHOOH- IUDVL-5-VRSUD- ULSRUWDWH	\$ FXWH-7R [- - + & DUF - - + \$ TXDWLF- \$ FXWH- - + 9-UT.G.XH.D.UWLH.F-988.F-QH--+- D-RV.UH.R.]QLR SHU-L-WHVWL-LQWHJUDOL- GHOOH-LQGLFD] LRQL-GL- SHULFROR- VXPPHQ] LRQDWH	> @> @

1RQ-VRQR-SUHVHQWL-LQJUHGLHQWL-DGGL] LRQDOL-FKH -QHOOH-FRQRVHQ] H-DWWXDOL-GHO-IRUQLWRUH-H-QHOOH-FRQFHQWLD-DOQL-
DOQLFOLFDEL-RDO-DSLQLFDELV-RDO-DSSOLFDELV DPELHQWH -ULVSRQGDQR-DL-FULWHUL-3% 7-R-Y3Y% -R-DL-TXDOL-VLD-VWDWR-DVVH]QDWR-XQ-
OLPLWH-GL-HVSRVL] LRQH-SURIHVLRQDOH-HVGLHU-TXHL-HVGHU-TXG -ULSRUWDWL-LQ-TXHVWD-VH] LRQH

7LSR

> @ -6RVWDQ] D-FKH-SUHVHQWD-XQ-SHULFROR-SHU-OD-VDOXWH-R-SHU-O DPELHQWH

> @ -6RVWDQ] D-SHU-FXL-VXVLRQR-OLPLWL-DOO HVSRVL] LRQH-VXO-ORJR-GL-ODYRUR

> @ - / D-VRWDQ] D-ULVSRVQGH-DL-FULWHUL-SHU-OD-FODVVLILFD] LRQH-3% 7-D-QRUPD-GHO-UHJRODPHQWR- & (-Q - - \$ OOHJDWR -; ,,,

> @ - / D-VRWDQ] D-ULVSRQGH-DL-FULWHUL-SHU-OD-FODVVLILFD] LRQH-Y3Y% -D-QRUPD-GHO-UHJRODPHQWR- & (-Q - - \$ OOHJDWR -; ,,,

, - OLPLWL-GL-HVSRVL] LRQH-RFFXSD] LRQDOH -VH-FRQRVFLXWL -VRQR-HOHQFDWL-LQ-VH] LRQH-

6 (=, 21 (- -0LVXUH-GL-SULPR-VRFFRUVR

- 'HVFUL] LRQH-GHOOH-PLVXUH-GL-SULPR-VRFFRUVR

* HQHUDOL

, Q-FDVR-GL-LQVRUJHQ] D-GL-GXEEL-R-GL-SHUVLVWHQ] D-GHL-VLQWRPL -ULYROJHUVL-DO-PHGLFR -1RQ-
VRPPLQLVWUDUH-PDL-QXOOD-SHU-YLD-RUDO -SHUVRQD-LQ-VWDWR-GL-LQFRVFLHQ] D -6H-
O LQIRUWXQDWR-q-LQ-VWDWR-GL-LQFRVFLHQ] D -IDUJOL-DVXPHUH-OD-SRVL] LRQH-GL-VLFXUH] DH-
FKLDPDUH-LO-PHGLFR

& RQDWWWR-FRQ-JOL-RFFKL

9HULILFDUH-OD-SUHVHQ] D-GL-OHQWL-D-FRQDWWWR-H-LQ-WDO-FDVR -ULPXRYHUOH -, UULJDUH-
, 00 (' , \$ 7 \$ 0 (17 (-JOL-RFFKL-FRQ-DFTXD-FRUUHQWH-SHU-DOPHQR- -PLQWL-WHQHQGR-OH-
SDOSHEUH-DSHUWH - & RQVOWDUH-LPPHGLDWDPHQWH-XQFR-

, QDOD] LRQH

3RUWDUH-DOO DULD-DSHUWD -7HQHUH-OD-SHUVQRD-DO-FDOGR-HD-ULSRVR -, Q-FDVR-GL-PDQFDQ] D-
GL-UHVSLUD] LRQH -UHVSLUD] LRQROH-LUHUH] LRQROH-LUHR SUDWLFDUH-OD-UHVSLUD] LRQH-
DUWLILFLDOH-R-IDU-VRPPLQLVWUDUH-RWLJHQR-GD-SHUVQRDOH-DGGHVVUDWR

& RQDWWWR-FRQ-OD-SHOOH

5LPXRYHUH-LQGXPQWL-H-FDO] DWXUH-FRQWDPLQDWH - / DYDUH-DEERQGDQWHPHQWH-FRQ-
DFTXD-H-VDSRQH-R-XVDUH-XQ-HIILDFHQ-GHWHU-XQHH-FXWHR-FXWHR-FXWHR-FXWHR

, QJHVWLQRH

, Q-FDVR-GL-LQJHVWLQRH -FRQVOWDUH-LPPHGLDWDPHQWH-XQ-PHGLFR-H-PRWUDUH-LO-
FRQWHQLWRUH-RO HWLFKHWWD -7HQHUH-OD-SHUVDR-ULDOGR-HDPLY-DOR-HDPLY-R

3URWH] LRQH-GHL-VRFFRUULWRUL

1RQ-GRYUj-HVVHUH-LQWUDSUHVD-DOFXQD-D] LRQH-FKH-LPSOLFKL-TXDOVLDEL-
ULVFKLR-SHUVQRDOH-R-VHQ] DO DGGHVVUDPHQWR-DSSURSULDx -HVVHUH-
SHULFRORVR-SHU-OD-SHUVQRD-FKH-VWD-SUHVWDQGR-DLXWR

6 (=, 21 (- -0LVXUH-GL-SULPR-VRFFRUVR

- 3ULQFLSDOL-VLQWRPL-HG-HIIHWWL -VLD-DFXWL-H-FKH-ULWDUGDWL

1RQ-YL-VRQR-GDWL-GLVSRQLELOL-VXOOD-PLVFHOD-VWHVVD -.
& (- H-FODVVLILFDWR-GL-FRQVHJXHQJ D-SHU-OH-SURSULHWj-WRVVLFORJLFKH -3HU-
XOWHULRUL-GHWWDJOL -FRQVXOWDUH-OH-6HJ LRQL- -H-

/ HVSRVLJ LRQH-D-FRQFHQWUDJ LRQL-GL-YDSRUL-GL-VROYHQWH-VXSHULRUL-DO-OLPLWH-SURIHVVLQRQDOH-SUHILVVDWR-SXz-QXRFHUH-DOGRY-
VDOXFR-LUWOOH-LUWHFR-VDOXFR-HVHOOH-LUWFRXFRX WUDWWR-UHVSLUDWRULR-FRQ-HIIHWWL-DYYHUVL-VXL-UHQ -VXO-IHJDWR-H-VXO-
VLVWHPD-QHUYRVR-FHQWUDOH -, - GLQWRPLQ-FRPSUHQJ-GLQWRPLQ-FRPSUHQJ EDUFROODPHQWR -DIIDWLFDPHQWR -DVVHQLD-PXVFRODUH
-VWDWR-GL-VRQROHQJ DH-LQ-FDVL-HVVUHL-SHUGLWD-GL-FRQRVFHQJ D
, - VROYHQWL-SRVVRQR-SURYRFDUH-DOFXQL-GHJOL-HIIHWWL-VRSUDPHQJ LRQDWL-WUDPLWH-O DVVRUELPHQWR-FXWDQHR-, O-FRQDWWWR-ULSHWR-SXPR-ODPR-ODPR-
ODPR-ODPR-ODPR-SURQ-ODPR-ODPR-SURQ-ODPR-ODPR-ODQR LRQH-GHO-JUDVVR-QDWXUDOH-GHOOD-SHOOH -FRQ-FRQVHJXHQWH-GHUPDWLWH-QRQ-DOOHUJLFD-GD-
FRQDWWWR-H-DVVRUELPHQWR-DWWUDYHOOVR-OD-SH
, O-FRQDWWWR-GHO-OLTXLGR-FRQ-JOL-RFFKL-SXz-FDXVDUH-LUULWDJ LRQL-H-GDQQL-
UHYHUVELOL / LQJHVWLQRH-SXz-SURYRFDUH-QDXVWH-DGLD-HGLD
6L-WLHQH-FRQWR -RYH-VLDQR-QRWL -GHJOL-HIIHWWL-ULWDUGDWL-HG-LPPHGLDWL -QRQFKp-GHJOL-HIIHWWL-FURQLFL-GHL-
FRPSRQHQLW-GHULYDXJ WHUPLQH -SHU-YLD-RUDOH-H-GHUPLD -SHU-LQDODJ LRQH-H-SHU-FRQDWWWR-FRQ-JOL-RFFKL

& RQWLHQH- EXWDQRQH-RVLPD -3Xz-SURYRFDUH-XQD-UHDJ LRQH-DOOHUJLFD

-, QGLFDJ LRQH-GHOQ¶HYHQWDOH-QHFHVVLWj-GL-FRQVXOWDUH-LPPHGLDWDPHQWH-XQ-PHGLFR-RSSXUH-GL-WUDWWDPHQWL-VSHFLDOL

1RWH-SHU-PHGLFR 7UDWWDUH-LQ-PRGR-VLQWRPDWLR --1HO-FDVR-L-FXL-VLDQR-LQJHULWH-R-LQDODWH-JUDQL-
TXDQWLWj FRQDWWDUH-LPPHGLDWDPHQWQWH-XQ-FHO
7UDWWDPHQWL-VSHFLILFL 1HVXQ-WUDWWDPHQWR-VSHFLILFR

9HGHU-OD-VHJ LRQH- -SHU-OD-, QIRUPDJ LRQL-7RVVLFORJLFKH- 6HJ LRQH-

6 (=, 21 (- -0LVXUH-DQWLQFHQGLR

- 0HJ] L-GL-HVWLQJ LRQH

0HJ] L-GL-HVWLQJ LRQH-LGRQHL 5DFFRPDQGDWR -VFKLXP-UHVLVWHQWH-DOO DOFRRO - &2E -SROYHUL -DFTXD-QHEXOLJ] DWD

0HJ] L-GL-HVWLQJ LRQH-QRQ-LGRQHL 1RQ-XWLOLJ] DUH-DFTXD-D-JHWWR-SLHQR

- 3HULFROL-VSHFLDOL-GHULYDQWL-GDOOD-VRVWDQJ DR-GDOOD-PLVFHOD

3HULFROL-GHULYDQWL-GDOOD-VRVWDQJ DR-GDOOD-PLVFHOD (YHQWDOL-LQFHQGL-VYLOXSSDQR-XQ-IXPR-QHUR-H-GHQVR - / HVSRVLJ LRQH-DL-SURGRWWL-GL-
GHFRPSRVLJ LRQH-SXz-HVVHUH-SHULFRORVD-SHU-SHU
3URGRWWL-SHULFRORVL-GD-GHFRPSRVLJ LRQH-WHUPLFD -, SURGRWWL-GHOOD-GHFRPSRVLJ LRQH-SRVVRQR-FRPSUHQGHUH-L-PDWHULDOL-
VHJXHQL PRQRVVLGR-GL-FDUERQLR -DQLGULGH-FDUERQLFD -IXPR -RVVLJ

- 5DFFRPDQGDJ LRQL-SHU-JOL-DGGHWWL-DOO¶HVWLQJ LRQH-GHJOL-LQFHQGL

6SHFLDOL-DJ LRQL-GL-SURWHJ LRQH-SHU-YLJLOL-GHO-IXRFR 5DIUHGGDUH-FRQ-DFTXD-L-FRQWHQLWRUL-FKLXVL-HVSRVWL-DOOH-ILDPPH -1RQ-
FRQYRJOLDUH-L-SURGRWWL-GL-XQ-LQFHQGLR-QHJOL-VFDUL-¶
6SHFLDOL-PHJ] L-SURHWWWLYL-SHU-LO-SHUVRQDOH-DQWLQFHQGLR 6L-SXz-ULFKLGHUH-O XVR-GL-XQ-DXWRUHVSLUDWRUH

6 (=, 21 (- -0LVXUH-LQ-FDVR-GL-ULODVFLR-DFFLGHQWDOH

- 3UHFDXJ LRQL-SHUVRQDOL -GLVSRVLWLYL-GL-SURWHJ LRQH-H-SURFHGXUH-LQ-FDVR-GL-HPHUJHQJ D

3HU-JOL-RSHUDWRUL-GHL-VHUYLJ L-GL-QRQ-HPHUJHQJ D 5LPXRYHUH-HYHQWDOL-IRQWL-GL-LJQLJ LRQH-HG-DHUDUH-O DPELQWH - (YLWUDH-GL-UHVSLUDUH-L-
YDSRUL-R-OH-QHEELH - & RQVXOWDUH-OH-PLH-HO-GLDH-HO-PLHJ QHOOH-VHJ LRQL- -H-
3HU-JOL-RSHUDWRUL-GHL-VHUYLJ L-GL-HPHUJHQJ D 6H-OD-JHVWLQRH-GHOOD-IXRULXVFLWD-ULFKLGH-O XVR-GL-LQGXPQWL-VSHFLDOL -WHQHUH-SUHVHQWH-
RJQL-LQIRUPDJ LRQH-QHOOD-6HQL-HQWH-LRQH-LGD-HQL-QHLQH-LGDW LGRQHL --9HGHU-DQFKH-OH-
LQIRUPDJ LRQL-FRQWHQXWH-LQ- 3HU-JOL-RSHUDWRUL-GHL-VHUYLJ L-GL-QRQ-HPHUJHQJ D

3HU-XOWHULRUL-LQIRUPD] LRQL-VXO-WUDWWDPHQWR-GHL-ULILXWL -IDUH-ULIHULPHQWR-DOOD-6H] LRQH-

3URYHYGHUH-DOOR-VWRFFDJJLR-LQ-FRQIRUPLWj-DOOD-QRUPDWLYD-YLJHQWH
1RWH-VXOOR-VWRFFDJJLR-LQ-FRPXQH
 7HQHUH-ORQWDQR-GD-DJHQWL-RVVLGDQWL-DOFDOL-IRUWL-DFLGL-IRUWL
, QIRUPDJ LRQL-VXSOPHPHQWDUL-VX-FRQGLJ LRQL-GL-VWRFFDJJLR
 2vhuyduh-oh-suhfdxj LRQL-UlsrudW-VXOO HWLFKHWWWD - & RQVHUyDUH-LQ-XQ-DPELHQWH-DVFLXWWW
 IUHVFR-H-EHQ-YHQWLQDWR - & RQVHUyDUH-ORQWDQR-GDO-FDORH-H-GDOOD-OXFH-GLUHWWWD-GHO-
 Vroh 7HQHUH -ORQWDQR-GDOOH-IRQWL-GL-FRPEXVVLRRQH -9LHWDWR-IXPDUH -9LHWDWR-O DFFHVVR-
 DJOL-HVWUDQHL -, -FRQWHQLWRUL-DSHUWL-GHYRQWL-HVWHUL-GHYRQWL-HVHOD

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6 (=, 21 (- -0DQLSROD] LRQH-H-LPPDJD]] LQDPHQWR

SHU-HYLWDUH-IXRULXVFLWH-DFFLGHQWDOL-GHO-SURGRWWR

- 8VL-ILQDOL-VSHFLILFL

\$ YYHUWHQJ] H 1RQ-GLVSRQLELOH

2ULHQWDPHQWL-VSHFLILFL-GHO-1RQ-GLVSRQLELOH

VHWWRUH-LQGXXVWULDOH

6 (=, 21 (- - & RQWUROOR-GHOO¶HVSRL] LRQH SURWH] LRQH-LQGLYLGXDOH

/ H-LQIRUPD] LRQL-FRQWHQXWH-LQ-TXHVVWD-VH] LRQH-FRQWHQJRQR-LQGLFD] LRQL-H-DYYHUWHQJ] H-JHQHUDOL - & RQVXOWDUH-OQ HOHQFR-LGDH-OQWLQFR-LGDH] -LQIRUPD] LRQL-VSHFLILFKH-GLVSRQLELOL-IRUQLWH-QHOOR-VFHQDULR-R-QHJOL-VFHQDUL-GL-HVSRL] LRQH

- 3DUDPHWUL-GL-FRQWUROOR

/ LPLWL-GL-HVSRL] LRQH-RFFXSD] LRQDOH

1RPH-GHO-SURGRWWR LQJHGLHQWH	9DORUL-OLPLWH-G HVSRL] LRQH
QDIWD- SHWUOLR - SHVDQWH-LGURGHVROIUDWD	(8-2 (/ - (XURSD -- 67 (/ - - PJ Pñ- -PLQXWL -- 7: \$ - - PJ Pñ- -RUH
QDIWD- SHWUOLR - SHVDQWH-LGURGHVROIUDWD	(8-2 (/ - (XURSD -- 7: \$ - - PJ Pñ- -RUH -- 67 (/ - - PJ Pñ- -PLQXWL
QDIWD- SHWUOLR - IUD] LRQH-SHVDQWH-GL-K \ GURWUHDWLQJ	(8-2 (/ - (XURSD -- 7: \$ - - PJ Pñ- -RUH -- 7: \$ - - SSP- -RUH
QDIWDOHQH	(8-2 (/ - (XURSD - - 1RWH -OLVW-RI-LQGLFDWLYH-RFFXSDWLRQDO-H [SRVXUH-OLPLW-YDOXHV -- 7: \$ - - PJ Pñ- -RUH -- 7: \$ - - SSP- -RUH

3URFHGXUH-GL-PRQLWRUDJJLR-FRQVLJOLDWH

6H-WKLV-SURGXFV-FRQWLHQH-LQJHGLHQWL-FRQ-OLPLWL-GL-HVSRL] DQG -SRWUHEEH-HVVHUH-ULFKLHVWR-LO-PRQLWRUDJJLR-SHUVRQDOH -GHOO DWPRVIHUD-LQ WKH DPETHQWH-GL-RUNLQJ-H-ELRORJLFR-SHU-GHWHUPLQDUH- O HIILDFLD-GHOOD-YHQWLOD] LRQH-R-GL-DOWUH-PLVXUH-GL-FRQWUROOR-H R-OD-QHFHVVLWJ-GL-XVDUH-GLVSRVLWLYL-GL-SURWH] LRQH-UHVSUDR] QRUPH-GL-PRQLWRUDJJLR -FRPH-DG-HVHPSLR-DOOH-VHJXHQWL --1RUPD-HXURSHD- (1- \$ WPRVIHUD-QHOO DPETHQWH-GL-ODYRUR- - * XLGD-DOOD-YDOQROO-L] SHU-LQDOD] LRQH-D-FRPSRWL-FKLPLFL-DL-ILQL-GHO-FRQIURQWR-FRQ-L-YDORUL-OLPLWH-H-VWUDWHJLD-GL-PLVUD] LRQH --1RUPD-HXURSHD- (1- - \$ WPRVIUH-QHOO DPETHQWH-GL-ODYRUR- - * XLGD-DOO DSSOLF] LRQH-H-DOO XWLOL]] R-GL-SURFHGLPHQWL-SHU-OD-YDOXWD] LRQH-GHOO HVSRL] LRQH-DG-DJHQWL-FKLPLFL-H-ELRORJLFL --1RUPD-HXHD - \$ 1RUPD-HXHD WPRVIUH-QHOO DPETHQWH-GL-ODYRUR- -5HTXLVLWL-JHQHUDOL-SHU-OD-SUHVVWD] LRQH-GL-SURFHGXUH-SHU-OD-PLVUD] LRQH-GL-DJHQWL-FKLWHL-FKLPLYR -DL-GRFXPHQWL-QD] LRQDOL-GL-RULHQWDPHQWR-VXL-PHWRL-SHU-OD-GHWHUPLQD] LRQH-GHOOH-VRVWDQJ] H-SHULFRORVH

'1 (' 0 (/

1HVXQ-'1 (/ '0 (/ - GLVSRQLELOH

31 (&

1HVXQ-31 (& - GLVSRQLELOH

- & RQWUROOL-GHOO¶HVSRL] LRQH

\$ SSURSULDWL-FRQWUROOL-LQJHQHULVWFL

3UHYHGHUH-XQD-YHQWLOD] LRQH-DGHJXDWD -4XDQGR-UDJLRQHYROPHQWH-SRVLELOH -FLZ-SXZ-HVVHUH-RWWHQXWR-WUDPLWH-ODQR-ULDHUD-ODQR-HVDHUD-LQSL-ODR-ODQR-ULQHUI-HV-ODR-FDVR-GL-LPSRVLELOLWJ-D-PDQWHQHUI-OH-FRQFHQWUD] LRQL-GHL-YDSRUL-GL-VROYHQWH-H-GHOOH-SROYHUL-DO-GL-VRWWR-GHO-OLPLWH-GLQL-HVDVHV-HVRHVHV-HVRHVHV-SURHV PHJJ] L-DGHJXDWL-GL-SURWH] LRQH-GHOOH-YLH-UHVSLUDWRULH

OLVXUH-GL-SURWH] LRQH-LQGLYLGXDOL

OLVXUH-LJLHQLFKH

3ULPD-GL-PDQJLDUH -IXPDUH-H-XVDUH-LO-EDJQR-H-DOOD-ILQH-GHO-SHULRGR-ODYRUDWLYR -ODYDUVL-DFFXUDWDPHQWH-OH-PDQL -OH-EUDFFLD-H-ODR-IDH PDQLSRODWR-SURGRWWL-FKLPLFL 2FRUUH-XVDUH-WHFQLFKH-DSSURSULDWH-SHU-WRJOLHUH-JOL-LQGXPQWL-SRWHQJ] LDOPHQWH-FRQWDPQLQDWL - / DYDUH-JOL-LQGXPQWL- FKH-OH-VWD] LRQL-ODYDRFFKL-H-OH-GRFFLH-GL-HPHJHQJ] D-VLDQR-LQ-YLFLQDQJ] D-GHO-OXRJR-G XVR

3527 (& 725

6 (=, 21 (- - & RQWUROOR-GHOO¶HVSRLJ LRQH SURWHJ LRQH-LQGLYLGXDOH

3URWHJ LRQL-SHU-RFFKL YROWR

8VDUH-RFFKLDOL-GL-SURWHJ LRQH-SHU-SUHYHQLUH-OD-SHQHWUDJ LRQH-DFFLGHWDOH-GL-OLTXLGL-QHJOL-RFFKL

3URWHJ LRQH-GHOOD-SHOOH

3URWHJ LRQH-GHOOH-PDQL

1RQ-HVLVWH-QHVXQ-PDWHULDOH-R-FPELQDJ LRQH-GL-PDWHULDOH-GHL-JXDQWL-FKH-JDUDQWLVD-XQD-UHVLVWHQJ D-LOOLPLWDQLVD-DJ D-LOOLPLWDQWD-DLDVD-RVDVD-VDPL-RVDVD-RVDVD LRQH-GL-VRVWDQJ H-FKLPLFKH

, O-WHPSR-GL-SDVVDJJLR-GHYH-HVVHUH-PDJJLRUH-GHO-WHPSR-GL-XWLQJ R-GHO-SURGRWWR \$ WWWQHUVL-DOOH-LVWUXJ LRQL-H-LQIRUPDJ LRWHQL-IRQL GHL-JXDQWL-LQ-PHULWR-DOO XVR -OD-FRQVHUJDJ LRQH -OD-PDQXWHQJ LRQH-H-OD-VRVWLWXJ LRQH

, - JXDQWL-GHYRQR-HVVHUH-VRVWLWLWL-UHJRODUPHQWH-H-RJQL-YROWD-FKH-YL-VLDQR-VHJQL-GL-GDQQHJJLDPHQWR-GHO-PDWHULDOH-GLWL-FKXL

\$ VVLFXUDUVL-VHPSUH-FKH-L-JXDQWL-VLDQR-HVHQWL-GD-GLIHWL-H-FKH-YHQJDQR-FRQVHUJDWL-H-XWLQJ DWL-LQ-PRGRWWWWL-H-FKH-YHQJDQR-FRQVHUJDWL-H-XWLQJ DWL-LQ-PRGRWR-FRUUH -JXDQWR-SRVVRQR-HVVHUH-ULGRWWH-GD-GDQQL-ILVLFL FKLPLFL-H-GDOOD-FDWWLYD-PDQXWHQJ LRQH / H-FUHPH-SURWHWWLYH-SRVVRQR-OHWHJHOOD DSSOLFDOH-GRSR-O HVSRLJ LRQH

* XDQWL 3HU-XQD-PDQLSRODJ LRQH-SUROXQJDWD-R-ULSHWXWD -XVDUH-L-VHJXHQL-WLSL-GL-JXDQWL

5DFFRPDQGDWR -JRPPD-QLWUOH -SROLHWLOHQH- 3
(1RQ-FRQVLJOLDWR -JRPPD-QDWXUDOH- ODWWLFH

/ H-UDFFRPDQGDJ LRQL-VXO-WLSR-RL-WLSL-GL-JXDQWL-GD-XVDUH-TXDQGR-VL-PDQLSROD-TXHVWR-SURGRWWR-VRQR-EDVDH-VXOOH-LQIRUPH IRDJ

/ ¶XWLQJ DWRUH-GHYH-FRWUROODUH-FKH-OD-VFHOWD-GHILQLWLYD-GHO-WLSR-GL-JXDQWR-SHU-OD-PDQLSRODJ LRQH-GL-TXHVWR-SURGRWWR-VLDWHDH -WHQJD-FRQR-GHOH-SDUWLFRODUL-FRQLJ LRQL-GL-XVR -FRPH-VSHFLILFDWR-QHOOD-YDOXWDJ LRQH-GHL-ULVFKL-GHOH¶XWLQJ DWRUH

'LVSRLWLJR-GL-SURWHJ LRQH-GHO-FRUSR

, O-SHUVRQDOH-GHYH-LQGRVVDUH-LQGXPQWL-DQWLWDLWL-LQ-ILEUD-QDWXUDOH-R-LQ-ILEUD-VLQHWLFD-UHVLVWHQWH-DOOH-DOWHX

\$ OWUL-GLVSRLWLJR-GL-SURWHJ LRQH-GHOOD-SHOOH

6FHJOLHUH-RSSRUWXQH-FDOJ DWXUH-HG-HYHQWXDOL-PLVXUH-VXSOHPHQWDUL-GL-SURWHJ LRQH-GHOOD-SHOOH-LQ-EDVH-DOO DWWLYLWJ-FKH-YLYDOL-DLHOWF-VDH-UL-VHWF -GHYRQR-HVVHUH-DSSURYDWH-GD-XQR-VSHFLDOLVD-SULPD-GHOOD-PDQLSRODJ LRQH-GL-TXHVWR-SURGRWWR

3URWHJ LRQH-UHVSLUDWRULD

6H-LO-SHUVRQDOH-q-HVSRVWR-D-FRQFHQWUDJ LRQL-VXSHULRUL-DO-OLPLWH-GL-HVSRLJ LRQH -XVDUH-UHVSLUDWRUL-DSSURSULDWL-H-RPRORJD

& DUWHJJLDWXUD-D-VHFFR -WDJOLR-D-ILDPPD-H R-VDOGDWXUD-GL-VXSSRUWL-YHUQLFDWL-SRVVRQR-SURYRFDUH-IRUPDJ LRQH-GL-SROYHUL-H R-VDOGDWXUD-GL-VXSSRUWL-YHUQLFDWL-SRVVRQR-SURYRFDUH-IRUPDJ -SRVLEOH-VLWHL-GL- FDUWHJJLDWXUD OHYLJDWXUD -DG-XPLGR -4XDORUD-QRQ-VLD-SRVLEOH-HYLWDUH-O HVSRLJ LRQH-PHGLDQWL-O XWLQJ GLDQWL-RVHJJ GLDHL-RVHLJ DWD -LQGRVVDUH-DSSURSULDWL-PHJJ L-SURWHWWLYL-GHOH-YLH-UHVSLUDWRULH

& RQWUROOL-GHOH¶HVSRLJ LRQH-DPELQWDOH

1RQ-GLVSHUGHUH-LO-SURGRWWR-QHO-VLVWHPD-IRJDULR-H-QHL-FRUVL-G DFTXD

6 (=, 21 (- -3URSULHWj-ILVLFKH-H-FKLPLFKH

- , QIRUPDJ LRQL-VXOOH-SURSULHWj-ILVLFKH-H-FKLPLFKH-IRQGDPHQWDOL\$

VSHWWR

6WDWR-ILVFR

/ LTXLGR

& RORUH

1RQ-GLVSRQLEOH

2GRUH

1RQ-GLVSRQLEOH

6RJOLD-GL-RGRUH

1RQ-GLVSRQLEOH

S +

1RQ-GLVSRQLEOH

3XQWR-GL-IXVLRQH SXQWR-GL-FRQJHODPHQWR

1RQ-GLVSRQLEOH

3XQWR-LQLJ LDOH-GL-HEROOLJ LRQH-H-LQWUHYDOOR-GL-HEROOLJ LRQH

f &

3XQWR-GL-LQILDPPDELQWj
7DVVR-GL- (YDSRUDJ LRQH

9DVR-FKLXVR - f &
1RQ-GLVSRQLEOH

6 (=, 21 (- -3URSULHWj-ILVLFKH-H-FKLPLFKH

/ LPLWL-VXSHULRUH LQIHULRUH-GL-LQILDPPDELOLWj-R-GL-HVSORVLYLWj	1RQ-GLVSRQLELOH
7HQVLRQH-GL-YDSRUH	1RQ-GLVSRQLELOH
'HQVLWj-GL-YDSRUH	1RQ-GLVSRQLELOH
'HQVLWj-UHODWLYD	
/ D-VROXELOLWj OH-VROXELOLWj	, QVROXELOH-QHL-PDWHULDOL-VHJXHQWL -DFTXD-IUHGGD
6ROXELOLWj-LQ-DFTXD	1RQ-GLVSRQLELOH
& RHILFLHQWH-GL-ULSDUWL] LRQH -Q RWWDQROR DFTXD	1RQ-GLVSRQLELOH
7HPSHUDWXUD-GL-DXWRDFFHQVLRQH	1RQ-GLVSRQLELOH
7HPSHUDWXUD-GL-GHFRPSRVL] LRQH	1RQ-GLVSRQLELOH
9LVFRVLWj	& LQHPDWLFR- WHPSHUDWXUD-DPELHQWH - - FP V.
3URSULHWj-HVSORVLYH	1RQ-GLVSRQLELOH
3URSULHWj-RVVLGDQWL	1RQ-GLVSRQLELOH
- \$ OWUH-LQIRUPD] LRQL	
1HVXQD-LQIRUPD] LRQH-DJLLXQWLYD	

6 (=, 21 (- - 6WDELOLWj-H-UHDWWLYLWj

- 5HDWWLYLWj	1RQ-VRQR-GLVSRQLELOL-GDWL-VSHULPHQWDOL-VSHFLILFL-UHODWLYL-DOOD-UHDWWLYLWj-SHU-TXHVVW-SURGRWWR-RL-VXRL-LQJUHGLHQWL
- 6WDELOLWj-FKLPLFD	, O-SURGRWWR-q-VWDELOH-VH-VL-ULVSHWWDQR-OH-FRQGL] LRQL-GL-PDQLSROD] LRQH-H-VWRFFDJJLR-UDFFRPDQGDWH- YHGL-VH] LRQH-
- 3RVVLELOLWj-GL-UHD] LRQL-SHULFRORVH	1HOOH-QRUPDOL-FRQGL] LRQL-GL-VWRFFDJJLR-H-XWLQJ] R -QRQ-VL-YHULILFDQR-UHD] LRQL-SHULFRORVH
- & RQGL] LRQL-GD-HYLWDUH	6H-HVSRVWR-D-WHPSHUDWXUH-HOHYDWH-SXz-SURGXXUH-SURGRWWL-GL-GHFRPSRVL] LRQH-SHULFRORV
- ODWHULDOL-LQFRPSDWLELOL	3HU-HYLWDUH-IRUWL-UHD] LRQL-HVRWHUPLFKH -WHQHUH-ORQWDQR-GDL-VHJXHQWL-PDWHULDOL -DJHQWL-RVVLGDQWL -DOFDOL-IRUWL-IRDFL
- 3URGRWWL-GL-GHFRPSRVL] LRQH-SHULFRORV	, Q-QRUPDOL-FRQGL] LRQL-GL-VWRFFDJJLR-H-XWLQJ] R -QRQ-GRYUHEEHUR-HVVHUH-JHQHUDWL-SURGRWWL-GL-GHFRPSRVL] LRQH-SHULFRORV

6 (=, 21 (- -, QIRUPD] LRQL-WRVVLFRO RJLFKH

- , QIRUPD] LRQL-VXJOL-HIIHWWL-WRVVLFRO RJLFL	
1RQ-YL-VRQR-GDWL-GLVSRQLELOL-VXOOD-PLVFHOD-VWHVVD -.	
XOWHULRUL-GHWWDJOL -FRQVXOWDUH-OH-6H] LRQL- -H-	& (- H-FODVVILFDWR-GL-FRQVHJXHQ] D-SHU-OH-SURSULHWj-WRVVLFRO RJLFKH -3HU-
/ HVSRLV] LRQH-D-FRQFHQWUD] LRQL-GL-YDSRUL-GL-VROYHQWH-VXSHULRUL-DO-OLPLWH-SURIHVVLRQDOH-SUHILVVDWR-SXz-QXRFHUH-DOGRY-VDOXFR-LUWHOOH-LUWHFR-VDOXFR-HVHOOH-LUWFRXFRX WUDWWR-UHVSLUDWRULR-FRQ-HIIHWWL-DYYHUVL-VXL-UHQL -VXO-IHJDWR-H-VXO-VLVWHPD-QHUYRVR-FHQWUDOH -, - GLQWRPLQ-FRPSUHQ]-GLQWRPLQ-FRPSUHQ] EDUFROODPHQWR -DIIDWLFDPHQWR -DVWHQLD-PXVFRODUH -VWDWR-GL-VRQQROHQ] DH-LQ-FDVL-HVWUHLPL-SHUGLWD-GL-FRQRVFHQ] D	
, - VROYHQWL-SRVVRQR-SURYRFDUH-DOFXQL-GHJOL-HIIHWWL-VRSUDPHQ] LRQDWL-WUDPLWH-O DVVRUELPHQWR-FXWDQHR-, O-FRQWDWWR-ULSHWR-SXPR-ODPR-ODPR-ODPR-ODPR-SURQ-ODPR-ODPR-SURQ-ODPR-ODPR-ODQR LRQH-GHO-JUDVVR-QDWXUDOH-GHOOD-SHOOH -FRQ-FRQVHJXHQWH-GHUPDWLWH-QRQ-DOOHUJLFD-GD-FRQWDWWR-H-DVVRUELPHQWR-DWWUDYHOOVR-OD-SH	
, O-FRQWDWWR-GHO-OLTXLGR-FRQ-JOL-RFFKL-SXz-FDXVDUH-LUULWD] LRQL-H-GDQQL-UHYHUVELOL / LQJHWWLRQH-SXz-SURYRFDUH-QDXVWHD-HGLD-HGLD	
6L-WLHQH-FRQWR -RYH-VLDQR-QRWL -GHJOL-HIIHWWL-ULWDUGDWL-HG-LPPHGLDWL -QRQFKp-GHJOL-HIIHWWL-FURQLFL-GHL-FRPSRQHQLW-GHULYDX] WHUPLQH -SHU-YLD-RUDOH-H-GHUPLFD -SHU-LQDOD] LRQH-H-SHU-FRQWDWWR-FRQ-JOL-RFFKL	

6 (=, 21 (- -, QIRUPD] LRQL-WRVVLFRO RJLFKH

1RPH-GHO-SURGRWWR LQJUHGLHQWH	5LVXOWDWR	6SHFLH	3XQWHJJLR	(VSRVL] LRQH	2VVHUJD] LRQH
QDIWD-VROYHQWH- SHWUOLR DURPDWLF-DSHVDQWH RVVLGR-GL-] LQFR EXWDQRQH-RVVLPD QDIWDQH	3HOOH- - / LHYH-LUULWDQWH 2FFKL- - / LHYH-LUULWDQWH 3HOOH- - / LHYH-LUULWDQWH 2FFKL- -) RUWHPHQWH-LUULWDQWH 3HOOH- - / LHYH-LUULWDQWH 3HOOH- -) RUWHPHQWH-LUULWDQWH	& RQLJOLR & RQLJOLR & RQLJOLR & RQLJOLR & RQLJOLR & RQLJOLR			

1RQ-GLVSRQLELOH

6 (=, 21 (- -, QIRUPD] LRQL-HFRORJLFKH

1RPH-GHO-SURGRWWR LQJUHGLHQWH	5LVXOWDWWR	6SHFLH	(VSRVL) LRQH
ELV RUWRIRVIDWR -GL-WULJ LQFR	\$ FXWR - & / - - PJ O	3HVFH- -2QFRUK \ QFKXV-NLVXWFK	- RUH
	\$ FXWR - & / - - PJ O	3HVFH- -3LPHSKDOHV-SURPHODV	- RUH
	\$ FXWR - & / - - PJ O	3HVFH- -7K \ PDOOXV-DUWLFXV	- RUH
RVVLGR-GL-J LQFR	\$ FXWR - (& - - PJ O	'DIQLD- - & HULRGDSKQLD-GXELD'	- RUH
	\$ FXWR - (& - - PJ O	DI DI-PDJQLD- -'DSQKQL	- RUH
	\$ FXWR - (& - - PJ O	'DIQLD- -'DSKQLD-SXOH [	- RUH
	\$ FXWR -, & - - PJ O	\$ OJKH- -6HOHQDVWUXP-	- RUH
		FDSULFRUQXWXP	
	\$ FXWR - & / - - PJ O	3HVFH- - & \ SULQXV-FDUSLR	- RUH
	\$ FXWR - & / - - PJ O	3HVFH- -2QFRUK \ QFKXV-0 \	- RUH
	\$ FXWR - & / - - PJ O	NLVV 3HVFH- -2QFRUK \ QFKXV-	- RUH
	\$ FXWR - & / - - PJ O	NLVXWFK 3HVFH-	- RUH
	\$ FXWR - & / - - PJ O	-3LPHSKDOXV-SURPHODV	- RUH
QDIWDOHQH	\$ FXWR - & / - - PJ O- \$ FTXD-IUHVFD	3HVQOOH- -7KDHL-PDHOL-	- RUH
		PDHOL- (	
	\$ FXWR - & / - - —J O- \$ FTXD-IUHVFD	3HVFH- -0HODQRWDHQLD-IOXYLDWLQLV - /	- RUH
		\$ 59 \$ (	
	\$ FXWR - & / - - —J O- \$ FTXD-IUHVFD	3HVFH- -0HODQRWDHQLD-IOXYLDWLQLV - /	- RUH
		\$ 59 \$ (	

1RQ-GLVSRQLELOH

3D/LQD -

6 (=, 21 (-, QIRUPD] LRQL-HFRORJLFKH

- 3HUVLVWHQJ DH-GHJUDGDELOLWj	
& RQFOXVLRQH 5LHSLORJR	1RQ-GLVSRQLELOH
- 3RWHQJ LDOH-GL-ELRDFFXPOR	
- 0RELOLWj-QHO-VXROR	
& RHILFLHQWH-GL-ULSDUWLJ	1RQ-GLVSRQLELOH
LRQH-VXROR DFTXD- ²⁸	
0RELOLWj	1RQ-GLVSRQLELOH
- 5LVXOWDWL-GHOOD-YDOXWDJ LRQH-3% 7-H-Y3Y%	
3% 7	1RQ-DSSOLFDELOH
Y3Y%	3 -1RQ-GLVSRQLELOH -% -1RQ-GLVSRQLELOH -7 -1RQ-GLVSRQLELOH 1RQ-
	DSSOLFDELOH
	Y3 -1RQ-GLVSRQLELOH -Y% -1RQ-GLVSRQLELOH 1RQ-VRQR-
- \$ OWUL-HIIHWWL-DYYHUVL	QRWL-HIIHWWL-VLJQLILFDWLYL-R-SHULFROL-FULWLFL

6 (=, 21 (- & RQVLGHUD] LRQL-VXOOR-VPDOWLPHQWR

/ H-LQIRUPD] LRQL-FRQWHQXWH-LQ-TXHVWD-VHJ LRQH-FRQWHQJRQR-LQGLFDJ LRQL-H-DYYHUWHQJ H-JHQHUDOL - & RQVXOWDUH-OQ HOHQFR-LGDH-OQWLQFR-LGDHJ -LQIRUPD] LRQL-VSHFLILFKH-GLVSRQLELOL-IRUQLWH-QHOOR-VFHDQDULR-R-QHJOL-VFHDQDUL-GL-HVSRVLJ LRQH

- 0HWRGL-GL-WUDWWDPHQWR-GHL-ULILXWL	
<u>3URGRWWR</u>	
0HWRGL-GL-VPDOWLPHQWR	/ D-JHQHUDJ LRQH-GL-ULILXWL-GRYUHEEH-HVVHUH-HYLWDWD-R-PLQLPLJ] DWD-TXDORUD-SRVVLELOH / R-VPDOWLPHQWR-GL-TXHVWR-SURGRWWR -GHOOHJ VRWWRSURGRWWR-GHYH-HVVHUH-HIIHWWXDWR-DWWHQHQGRVL-VHPSUH-DOOH-LQGLFDJ LRQL-GL-OHJJH-VXOOD-SURWHJ LRQH-GHOO DPELHQWH-H-VXOOR-VPDOWLPHQWR-GHL-ULILXWL-HG-DL-UHTXLVLWL-GL-RJQL-DXWRULWj-ORFDOH-SHUWLQHQWH --6PDOWLUH-L-SURGRWFFWL-LQ-HGJ LHQGD-DXWRULJ] DWD-DOOR-VPDOWLPHQWR-GHL-ULILXWL -, - ULILXWL-QRQ-WUDWWDWL-QRQ-YDQQR-VPDOWLWL-QHOOD-UHWH-IRJQDULD-DQ-PHQRQH-F DL-UHTXLVLWL-GL-RJQL-HQWH-H-GHOOD-QRUPDWLYD
5LILXWL-3HULFRORVL	/ D-FODVLILFDJ LRQH-GHO-SURGRWWR-SRWUHEEH-ULHQWUDUH-QHL-FULWHUL-SUHYLVWL-SHU-L-ULILXWL-SHULFRORVL
2VVHUyD] LRQL-VXOOR-VPDOWLPHQWR	1RQ-GLVSHUGHUH-LO-SURGRWWR-QHO-VLVWHPD-IRJQDULR-H-QHL-FRUVL-G DFTXD 6PDOWLUH-LQ-EDVH-DOOH-OHJJL-UHJLRQDOL -VQGRWDOL-H-VQHWDOL-HQDWHR-TXGRWHR-HF -DG-DOWUL-ULILXWL -LO-FRGLFH-ULIXLWR-RULJLQDOH-QRQ-SRWUj-SL -HVVHUH-DSSOLFDRW-H-RFFRUUHUj-DVVHJQDUH-XQ-FRGLFH-DSSURSULDWR
	3HU-XOWHULRUL-LQIRUPD] LRQL -FRQDWWDUH-O HQWH-UHVSQVDELOH-GHOOR-VPDOWLPHQWR-GHL-ULILXWL
<u>PEDoor</u>	
0HWRGL-GL-VPDOWLPHQWR	/ D-JHQHUDJ LRQH-GL-ULILXWL-GRYUHEEH-HVVHUH-HYLWDWD-R-PLQLPLJ] DWD-TXDORUD-SRVVLELOH * OL-LPEDOODJJL-GL-VFDUWR-GHYRQR-HVVHUH-ULFLFODWL - / LQFHQHULPHQWR-R-OD-PHVVD-LQ-GLVFDULFD-GHYH-HVVHUH-SUHVLR-LQGRQ-FRQVLGHJ -q-SUDWLDELOH
2VVHUyD] LRQL-VXOOR-VPDOWLPHQWR	8WLOLJ] DQGR-OH-LQIRUPD] LRQL-IRUQLWH-LQ-TXHVWD-VFKHGD-GL-VLFXUHJ] D -ULYROJHUVL-DOO RSSRUWXQR-HQWH-UHVSQVDELOH-GFWLOWL-GHDWLOWL-GHDWLOWL-GPH -FODVLILFDJ LRQH-GHL-FRQWHQLWRUL-YXRWL
	, - FRQWHQLWRUL-YXRWL-GHYRQR-HVVHUH-VFDUWDWL-R-ULFRQLJ LRQDWL
	, - FRQWHQLWRUL-QRQ-VYXRWDWL-VRQR-FRQVLGHUDWL-ULILXWL-SHULFRORVL

7LSR-GL-LPEDOODJJLR & (3 (-3DLQW- * XLGHOLQHv	(XURSHDQ-: DVWH- & DWDORJXH- & DWDORJR-HXURSHR-GHL-ULILXWL - - LPEDOODJJL-FRQWHQHQLW-UHVLGXL-GL-VRVWDQJ H-SHULFRORVH-R-FRQWDPLQDWL-GD-WDOL-VRVWDQJ H
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3UHFDXJ LRQL-VSHFLDOL	1RQ-GLVIDUVL-GHO-SURGRWWR-H-GHO-UHFLSLHQWH-VH-QRQ-FRQ-OH-GRYXWH-SUHFDXJ LRQL --2FFRUUH-SUHVWDUH-DWWHQJ LRQH-TXDQGR-VL-PDHJQWQL-PDHH-TXDQGR-VQWQRX -VRQR-VWDWL-SXOLWL-R-ULVFLDFTXDWL -, - FRQWHQLWRUL-YXRWL-RL-ULYHVWLPHQWL - SRVVRQR-WUDWWHQHUH-GHL-UHVLGXL-GL-SURGRWWLR - HPV- GL-SURGRWWLR - HPV- GLDS-SURGRWLR - HPV- GLDS-SURGRWLR Srvvrqr-vyloxssduh-xq dwprvihud-idflopqhwh-lqildppdeloh-r-hvsorvlyd-doo lqwhuqr-gho-frqwhqlwruh --1rq-wdjolduh -vdogduh-r-uhwwlfduh-frqwhqlwrul-xvdwl-d-phqr-fkh-qrq-vldqr-vwdwl-sxolwl -DFFXUDWDPHQWH-DO-ORUR-LQWHUQR - (YLWDUH-OD-GLVSHUVRQH-HG-LO-GHIOXVVR-GL-PDWHULDOL-HYHQWXDOPHQWH-VYHUVDWR-HG-LOQR-FRQWF-HG-LO-FRQWF IRJQH
-----------------------	--

3527 (& 725		
6 (=, 21 (- -, QIRUPD] LRQL-VXO-WUDVSRUWR		
\$ '5, 0 '*		
- 1XPHUR-218	81	81
- 1RPH-GL-VSHGL] LRQH-GHOO¶218	3.7785 (	3.7785 (
- & ODVVL-GL-SHULFROR-FRQQHVVR-DO-WUDVSRUWR & ODVVH & ODVVH-VHFRQGDULD		
- * UXSSR-G¶LPEDOODJ]LR	'''	'''
- 3HULFROL-SHU-O¶DPELHQWH, QTXLQDQWH-PDULQR 6RVWDQ] H-LQTXLQDQWL-PDULQH	6u	6u QDIWD- SHWUROLR -SHVDQWH-LGURGHVROIRUDWD -ELV RUWRIRVIDWR -GL-WUL] LQFR
- 3UHFDX] LRQL-VSHFLDOL-SHU-JOL-XWLLOJ] DWRUL	7UDVSRUWR-DOO LQWHUQR-GHOOH-SURSULHWj-GHOO XWLLOJ] DWRUH-HIIHWWXDUH-VHPSUH-LO-WUDVSRUWR-FRQ-FRQWHQLWRUL-FKLXL -VWRFDWL-YHUWLFDOPHQWH-H-DVLEFUDWL-DO-PH]] R-GL-WUDVSRUWR - \$ FFHUWDUVL-WKH LGRQHLWj-RI-SHUVRQH-FKH-HIIHWWXDQR-LO-WUDVSRUWR -DG-LQWHUYHQLUH-HIILFDFHPHQWH-LQ-FDVR-GL-LQFLGHQWH-H R-VYHUVDPHQWR	
1XPHUR-GL-LGHQWLILFD] LRQH-GHO-SHULFROR-R-1XPHUR- . HPOHU 6FKHPL-GL-HPHUJHQ] D-(P6		) (-6 (
- 7UDVSRUWR-GL-ULQIXVH-VHFRQGR-O¶DOOHJDWR - ,, - GL-0 \$ 532 / -- H-LO-FRGLFH-, % & 1RQ-DSSOLFDELOH		
, QIRUPD] LRQL-VXSSOHPHQWDUL	1RUPH-VSHFLDOL- - * & RGLFH-UHVWUL] LRQL-VX-WUDVSRUWR-LQ-JDOOHULD' '(	

6 (=, 21 (- -, QIRUPD] LRQL-VXOOD-UHJRODPHQWD] LRQH

- 1RUPH-H-OHJLVOD] LRQH-VX-VDOXWH -VLFXUH]] DH-DPELHQWH-VSHFLILFKH-SHU-OD-VRVWDQ] DR-OD-PLVFHOD

5HJRODPHQWR-8 (- & (-Q - - 5 (\$ & +

\$ OOHJDWR - ; 9- - (OHQFR-GHOOH-VRVWDQ] H-VRJ]HWWH-DG-DXWRUL]] D] LRQH

6RVWDQ] H-HVWUHPDPHQWH-SUHRFFXSQWL

1HVXQR-GHL-FRPSRQHQL-q-HOHQFDWR

6 (=, 21 (- -, QIRUPD] LRQL-VXOOD-UHJRODPHQWD] LRQH

1RQ-DSSOLFDELOH

\$ OWUH-QRUPH-8 (

& 29-SHU-PLVFHOH-SURQWH-
DOO XVR

1RQ-DSSOLFDELOH

, QYHQWDULR- (XURSHR

\$ OPHQR-XQ-FRPSRQHQWH-QRQ-q-HOHQFDWR

6RVWDQ] H-FKLPLFKH-
GHOO¶HOHQFR-GL-SULRULWj-
& ((

3UHVHQWH

1RPH-GHO-SURGRWWR LQJUHGLHQWH	(IIHWWL-FDQFHURJHQL	(IIHWWL-PXWDJHQL	(IIHWWL-VXOOR- VYLOXSSR	(IIHWWL-VXOOD-IHUWLQWJ
EXWDQRQH-RVLPD QDIWDOHQH	& DUF - - + & DUF - - +			

1RUPH-QD] LRQDOL

'/ JV -

- 7DEHOOD -% - & ODVVH-,
- 7DEHOOD -% - & ODVVH -, - 7RWDOH-HPLVLRQL
- - 7RWDOH-HPLVLRQL

- 9DOXWDJ LRQH-GHOOD-
VLFXUH]] D-FKLPLFD

1RQ-DSSOLFDELOH

6 (=, 21 (- - \$ OWUH-LQIRUPD] LRQL

& RGLFH - & (3 (

\$ EEUHYLDJ LRQL-H-DFURQLPL

\$ 7 (- -6WLPD-GHOOD-7RVVFLWJ- \$ FXWD
& / 3- & ODVVLILFDJ LRQH - (WLFKHWWDXUD-H-, PEDOODJJLR-> 5HJRODPHQWR- & (-1 '1 (/ - / LYHOOR-GHULYDWR-VHQJ D-HIIHWWR
, QGLFDJ LRQH- (8 + - -GLSVRLJ LRQL-GL-ULVFKLR-VSHFLILFKH-DO-UHJRODPHQWR - & / 3 31
(551--1XPHUR-5 (\$ & + - GL-5HJLVWUDJ LRQH

@

& ODVVLILFD] LRQH-VHFROGR-5H|RODPHQWR - & (- 1R -> & / 3 * + 6 @

) ODP - / LT - - +

\$ TXDWLF- & KUROLF- - +

3URFHGXUD-XWLOLII DWD-SHU-GHULYDUH-OD-FODVVILFDI LROH-D-ORUPD-GHO-UHIRODPPHOWR- & (-1 - -> & / 3 * + 6 @

& ODVVLILFDJ LRQH) ODP - / LT - - + \$ TXDWLF- & KURQLF- - +	* LXVWLILFDJ LRQH 6XOOD-EDVH-GHL-GDWL-VSHULPHQWDOL-GHOOH-SURYH 0HWRGR-GL-FDOFROR
---	--

7HVWL-LQWHJUDOL-GHOOH-
LQGLFDJ LRQL-GL-SHULFROR-
DEEUHYLDWH

```
+ / LTXLGR-H-YDSRUL-LQILDPPDELOL
+ 1RFLYR-VH-LQJHULWR
+ 3Xz-HVVHUH-OHWDOH-LQ-FDVR-GL-LQJHVWLRQH-H-GL-SHQHWUDJ LRQH-QHOOH-YLH-
  UHVS LUDWRULH
+ 1RFLYR-SHU-FRQWDWWR-FRQ-OD-SHOOH
+ 3URYRFD-LUULWDJ LRQH-FXWDQHD
+ 3Xz-SURYRFDUH-XQD-UHDJ LRQH-DOOHUJLFD-FXWDQHD
+ 3URYRFD-JUDYL-OHVLRL-REFXODUL
+ 3Xz-LUULWDUH-OH-YLH-UHVS LUDWRULH
+ 3Xz-SURYRFDUH-VRQQRHQJ DR-YHUWLJLQL
+ 6RVSHWWDWR-GL-SURYRFDUH-LO-FDQFUR
+ 0ROWR-WRVVLF-SHU-JOL-RUJDQLVPL-DFTXDWLFL
+ 0ROWR-WRVVLF-SHU-JOL-RUJDQLVPL-DFTXDWLFL-FRQ-HIIHWWL-GL-0XQJD-GXUDWD
+ 7RVVLF-SHU-JOL-RUIDQLVPL-DFTXDWLFL-FRQ-HIIHWWL-GL-0XOID-GXUDWD
```

'DWD-GL-HGLJ LRQH' DWD-GL-
UHYLVLROH

3D/LQD -

6 (=, 21 (- - \$ OWUH-LQIRUPD] LRQL

7HVWL-LQWHJUDOL-GHOOH-
FODVVLILFD] LRQL -> & / 3 * + 6 @

\$ FXWH-7R [- - +
\$ FXWH-7R [- - +
\$ TXDWLF- \$ FXWH- - +
\$ TXDWLF- & KURQLF- - +
\$ TXDWLF- & KURQLF- - +
\$ VS -7R [- - +
& DUF - - +
(\ H-'DP - - +

) ODP - / LT - - +
6NLQ-, UULW - - +

6NLQ-6HQV - - +
6727-6 (- - +

6727-6 (- - +

7266, &, 7-- \$ & 87 \$ -25 \$ / (- - &
DWHJRULD-7266, &, 7-- \$ & 87 \$ -3 (/ (- - &
DWHJRULD-3 (5, & 2/2 - \$ & 872- - & DWHJRULD-
3 (5, & 2 / 2- & 521, & 2- - & DWHJRULD-3 (5, & 2 / 2- & 521, &
2- - & DWHJRULD-3 (5, & 2 / 2-, 1 - & \$ 62 - ', - \$ 63.5 \$ =, 21 (-
- & DWHJRULD - & \$ 1 & (52 * (1, &, 7-- - & DWHJRULD-

* 5 \$ 9, - / (6.21, -2 & 8 / \$ 5, .55.7 \$ = .21 (-2 & 8 / \$ 5 (- &
DWHJRULD-
/ , 48, ', -, 1), \$ 00 \$ %, /, - - & DWHJRULD-
& 25526,21 (.55,7 \$ =, 21 (- '(// \$ - 3 (/ (- - & DWHJRULD-

6 (16,%, /, == \$ =, 21 (- '(// \$ - 3 (/ (- - & DWHJRULD-7266, &, 7--
63 (&.), & \$ - 3 (5 -25 * \$ 1, -% (56 \$ * / , 2- (6326, =, 21 (-6.1
* 2 / \$ ->, UULWD] LRQH-GHOOH-YLH-UHVSUDWRULH @ - -
& DWHJRULD-
7266, &, 7--63 (&.), & \$ - 3 (5-25 * \$ 1, -% (56 \$ * / , 2- (6326,
=, 21 (-6.1 * 2 / \$ -> 1DUFRL @ - - & DWHJRULD-

7HVWL-LQWHJUDOL-GHOOH-) UDV-5-
DEEUHYLDWH

5 -, QILDPPELOH
5 - 3RVLELOLWj-GL-HIIHWWL-FDQFHURJHQL²-SURYH-LQVXILFLHQWL
5 - 1RFLYR-D-FRQWDWWR-FRQ-OD-SHOOH
5 - 1RFLYR-SHU-LQJHVWLRQH
5 - 1RFLYR -SXz-FDXVDUH-GDQQL-DL-SROPRQL-LQ-FDVR-GL-LQJHVWLRQH
5 - 5LVFKLR-GL-JUDYL-OHVLRLQ-RFXODUL
5 -, UULWDQWH-SHU-OD-SHOOH
5 - 3Xz-SURYRFDUH-VHQVLELOL] DJ LRQH-SHU-FRQWDWWR-FRQ-OD-SHOOH
5 - / HVSRVL] LRQH-ULSHXWD-SXz-SURYRFDUH-VHFFKH] DH-VFUHSRODXUH-GHOOD-SHOOH
5 - / LQDOD] LRQH-GHL-YDSRUL-SXz-SURYRFDUH-VRQQROHQ] DH-YHUWLJLQL
5 - \$ OWDPHQWH-WRVVLF-SHU-JOL-RUJDQLVPL-DFTXDWLFL -SXz-SURYRFDUH-D-OXQJR-
WHUPLQH-HIIHWWL-QHJDWLYL-SHU-O DPELHQWH-DFTXDWLFL
5 - 7RVVLF-SHU-JOL-RUJDQLVPL-DFTXDWLFL -SXz-SURYRFDUH-D-OXQJR-WHUPLQH-HIIHWWL-
QHJDWLYL-SHU-O DPELHQWH-DFTXDWLFL

7HVWL-LQWHJUDOL-GHOOH-
FODVVLILFD] LRQL -> '6' '3' @

& DQF - & DW - - - & DQFHURJHQR-
FDWHJRULD-; Q- -1RFLYR
; L- -, UULWDQWH
1- -3HULFRORVR-SHU-O DPELHQWH

'DWD-GL-HGL] LRQH -'DWD-GL-
UHYLVLRQH

9HUVLRQH

\$ YYLVR-SHU-LO-OHWWRUH

127 \$ -,03257 \$ 17 (- / H-LQIRUPD] LRQL-ULSRUWDWH-LQ-TXHVVD-VFKHGD-QRQ-VRQR-GD-FRQVLGHUUVL-HVDXVWLYH-H-VRQR-EDVDWH-VXDOQ-QRVHUD-DWHQ-FRQVHQ-
DWHQWHQ-FRQVHQ-DWHQ-FRQVHQ-DWFX -OHJL-YLJHQWL -FKLXQTXH-XWLLOL] L-LO-SURGRWWR-SHU-VFRSL-GLYHUVL-GD-TXHOOL-VSHFLILFDPHQWH-VXJJHULWL-
QHOD-VFKHGD-WHFQL- DXWRUL] DJ LRQH-VFULWWD -OR-ID-D-SURSULR-ULVFKLR -Ê-VHPSUH-UHVSQVDELQWj-GHOO XWLLOL] DWRUH-DGRWWDUH-WXWWH-OH-
DOLUH-QHQHU-PLVXLH-QHQLFj -GHOOH-OHJL-ORFDOL - / HJJHUH-VHPSUH-OD-VFKHGD-GL-VLFXUH] DH-OD-VFKHGD-WHFQLFD-GL-TXHVVR-SURGRWWR -VH-GLVSRELOL-
OHJWULQ-7XWWLQ] LRQL-ULODVFLDWH-GD-QRL-LQ-PHULWR-DO-SURGRWWR- VLD-LQ-TXHVVD-VFKHGD-FKH-LQ-DOWUR-PRGR -VRQR-FRUUHHWWH-LQ-EDVH-DOOD-
QRVWUDH-FRQOLQRVH-FRQRQRVH-WXWWWDYLD-VRQR-DO-GL-IXRUL-GHO-QRVWUR-FRQWUROOR-OD-TXDOLWj-R-OR-VWDWR-GHO-VXSSRUWR-RL-PROWL-IDWWWRUL-
HVWHUQL-FKH-LQIOXHQ] D¶ DSSOLFD] LRQH-GHO-SURGRWWR -'L-FRQVHXHQ] D -LQ-PDQFDQ] D-GL-XQR-VSHFLILFR-DFFRUGR-VFULWWR -QRQ-DFFHWWLDPR-DOFXQD-
OHVSQVD-SHOH-SHGRWJDQVD] -R-SHU-OH-SHUGLWH-RL-GDQQL-GHULYDQWL-GHOO XVR-GHOOR-VHVVVR-7XWWL-L-SURGRWWL-HL-FRQVLJOL-WHFQLFL-IRUQLWL-VRQR-
FRQIRUPL-DL-WHU-QRVWUL] LRQL-GL-YHQGLWD-VWDQGDUG - & RQVLJOLDPR-GL-FKLHGHH-XQD-FRSLD-GL-TXHVVR-GRFXPHQWR-H-GL-SUHQGHUQH-YLVLRQH-FRQ-
DWQIRQH-LRQH-LRQHWHQ-LRQH-LRQH-LRQH-LRQH-LRQ -VFKHGD-VRQR-VRIJHWWH-D-PRGLILFKH-SHULRGLFKH -DOOD-OXFH-GHOOH-HVSHULHQ] H-DFTXLVLWH-H-
GHOOD-QRVWUD-SROLWLFD-GL-FRQWLQSSXR-VYO] -FKH-TXHVVD-VFKHGD-VLD-DJJLRUQDWD-SULPD-GL-XVDUH-LO-SURGRWWRRQVLJOLDPR-GL-FKLHGHH-XQD-FRSLD-GL-
TXHVVR-GRFXPHQWR-H-GL-SUHQGHUQH-YLVLRQH-FRQ-DWWHQ] LRQH - / H-LQIRUPD] LRQL-FRQWGHQX -PRGLILFKH-SHULRGLFKH -DOOD-OXFH-GHOOH-HVSHULHQ] H-
DFTXLVLWH-H-GHOOD-QRVWUD-SROLWLFD-GL-FRQWLQXR-VYLOXSSR -Ê-UHVSQVDELWLWj-H-DFTXLVLWH-H-GHOOD-QRVWUD-SROLWLFD-GL-FRQWLQXR-VYLOXSSR -Ê-
UHVSQVDELWLWj -DJJLRUQDWD-SULPD-GL-XVDUH-LO-SURGRWWR

4XHVVD-VFKHGD-FLWD-PDUFKL-FRPPHULDOL-GL-SURSULHWj-R-FRQFHVVL-LQ-OLFHQ] D-DG- \$ N] R1REHO