

5HSRUW WR	7UXVW %RDUG F	\$JHQGD 6)7 LWHP
'DWH RI 0H	\$XJXVW	

5HSRUW 7LW	5HYDOLGDWLRQ	%RDUG 5HSRUW
6WDWXV	,QIRUPDV	'LVFXVV \$VXUDG \$SSURYDO
	;	
3UHSDUHG E\	'U &KULVWLQH %ODQVKDUG 0HGLFDO 'LUHFWRU	
([HFXWLYH 6S	ROXRU+DUJUHDYHV 'LUHFWRU RI 2UJDQLVDWLRQ	
SUHVHQWLQ\		
\$SSHQGLDHW LI		
DSSOLFDEOH		

([HFXWLYH 6XPPDU\
,Q \$SULO 1+6 (QJODQG SXEOLXVHG DUVXUHQFH IRW UHYD ZKLFK UHTXLUHV 5HVSQRVLEOH 2IILFHUV 52V WR SURGXFH W WKH %RDUG RI WKHLU 'HVLJQDWHG %RG\ LQ D SUHVFULEHG IR H[HFXWLYH WR VLJQ D VWDWHPHQW RI FRPSOLDQFH WR EH VX 2IILFHU 7KLV UHSRUW GHVFULEHV WKH QXPEHU RI GRFWRUV Z 7UXVW WKH QXPEHU RI FRPSOHWHG DSSUDLVDOV ZLSKULQ WKO TXDOLW\ DVVXUDQFH SURFHVV DQ\ ILWQHVV WR SUDFWLFH LV DSSUDLVDO DQG UHYDOLGDWLRQ SURFHVV



5HYDOLG\$QQRDO %RDUG 5HSRUW

([HFXWLYH VXPPDU\  
,Q \$SULO 1+6 (QJODQG

DSSHDUDQFH RI ELDV LQ DFWLQJ DV DQ 52 GRU DQ DRMHG KH G  
ERG\ WKH 7UXVW LV UHTXLUHG WR DSSWLEDMHQQBEMHUUQAW  
IRU 6DOLVEXU\ )RXQGDWLRQ 7UXVW VLQFH WKH DGYHQW RI  
7KH 5HVSQRVLEFOXVQMLXHU WKDWLOYSODHVRDEWDLQLQJ DQG  
DFXW RI DOO DYDLODEOH LQIRUPDWLRQ UHODWLQJ WR W  
SUDFWLVH LQ WKH ZRUN FDUULHG RXW E\ WKHQ SUIDFWLWLR  
DQ\ RWKHUQERXGLQJ RWKHU 7UXVWV LQGHSHQQGHQW VHFW  
RU DLDVDWLRQV GXULQJ WKH DSSUDLVDO SHULRG  
6KH DQVR

0 ` eT KH GHV

xÃ äQL @! &,,€

E HQVXUH WKDW SURFHGXUHV DUH LQ SODFH WR DG  
SDWLHQWV RU VWDII RI WKH GHVLJQDWHG ERG\ R  
VRXUFH

F HQVXUH WKDW DQ\ LQYHVWLJDWLRQ LQWR WKH FR  
PHGLFDO SUDFWLWLRQHU WDNHV LQWR DFRXQW  
ZLWKLQ WKH GHVLJQDWHG ERG\

G FRQVLGHU WKH QHHG IRU IXUWKHU PRQLWRULQJ R  
DQG SHUIRUPDQFH DQG HQVXUH WKDW WKLV WDNHV

H HQVXUH WKDW D PHGLFDO SUDFWLWLRQHU ZKR LV  
WKLV SDUDJUDSK LV NHSW LQIRUPHG DERXW WKH S

I HQVXUH WKDW SURFHGXUHV XQGHU WKLV SDUDJUDSK  
PHGLFDO SUDFWLWLRQHU FRPPHQWV WR EH VRX  
ZKHUH DSSURSULDWH

7KH 7UXVW KDV DSSURSULDWH SROLFLHV DQG SURFHGXUHV  
&RQGXFW DQG SHUIRUPDQFH RI ~~FRXQWV~~ ~~SROLFLHQ~~ ~~GLVFRXWV~~ ~~WUHQWV~~ ~~WUHQWV~~ ~~WUHQWV~~  
UHYLHZ ZH DOVR KDYH D FRPSS ~~SRILHQ~~ VLYH 5HPHGLDWLRQ

x :KHUH DSSURSULDWH UHIHU FRQFHUQV ~~WERR~~ ~~XWK~~ ~~HWKH~~ P  
\*HQHUDO PHGLFDO &RXQFLO

x 5: ~~KVSRQGH~~ ~~TXRH~~ ~~VMT~~ ~~AHAWO~~ ~~AHU~~ ~~POE~~ ~~KH~~ \*0& IRU LQIRUPDWLRQ

'RFWRUV VWUXJJOLQJ WR HQJDJH ZLWK WKH DSSUDLVDO  
JXLGHG WKURXJK WKH SURFHVV

,Q DGGLWLRQ VKH DFWV DV D VRXUFH RI H[SHUW DGULFH I  
DSSUDLVDO SURFHVV V\HVSRUWIXQJWZKHUHQHGHFH DQG JXLGH  
ZRUNV ZLWK DSSUDLVHUV DQG DSSUDLVHHV RQ FRQWLQXR  
DSSUDLVDO SURFHVV

\$GPLQLVWU\ DSSRUW WR WKH 52 DQG DSSUDLVDO OHDG LV E  
ZKR LV UHVSRUWLE

x (QVXULQJ WKDW WKH OLVW RI GRFWRUV ZLWK D SU  
GHVLJQDWHG V\HVSRUWIXQJWZKHUHQHGHFH DQG JXLGH  
HOHFWURQHFRVWDI(65

x 'HDOLQJ ZLWK TXHULHV DERXW WKH DSSUDLVDO DQG UH

x 7UDLQLQJ DQG VXSSRUWLQJ GRFWRURQLR WKH XVH RI W

x 5HPLQGLQJ GRFWRUV ZKHQ WKHLU DSSUDLVDO LV GX  
FRPSOHWH LW LQ D WLPHO\ PDQQHU

x +HOSLQJ HQVXUH WKDW GRFWRUV WDNH UHOHYDQW FO  
WKHLU DSSUDLVDO

x 6XSSRUWLQJ WKH 52 LQ DVVXULQJ VKH KDV DFFHVV W  
QHHGV WR PDNH D UHYDOLGDWLRQ UHFRPPHQGDWLRQ  
PDQQHU

\$IWHU VL[ \HDUV LQ WKH SRVW 0V -DFTXL &RRSHU KDV UHV  
YDFDQW

\$SSUDLVHUV DUH UHVSRUWLEOH IRU

x (QVXULQJ WKH\ DUH WUDLQGHV DQG ZLWKHSKXSDSSUD  
UHTXLUHPHQWV IRU UHYDOLGDWLRQ 7KLV LQFOXGHV  
DSSUDLVDOV SUHGRH\DLQWDLQ WKHLU VNLOOV

x (QVXULQJ WKDW DSSURFWRUPHHWV WKH UHTXLUHPHQW  
DQG SURYLGLQJ DVVXUDQFH WR WKH 52 WKDW WKLV L  
DSSUDLVDO RXWSXW IRUP ZKLFK FRQILUPV FRPSOLDQFH

\$SSUDLVHHV DUH UHVSRUWLEOH IRU HQVXULQJWKDW WKH\  
PHHWV WKH UHTXLUHPHQWV IRU UHYDOLGDWLRQ DQG IHH  
DSSUDLVDOV DQV\HGHXGDLW\ DQG YDOXH RI WKH DSSUDLVDO

\$Q DQQXDO DSSUDLVDO PXVW EH FRPSOHWHG RQ RU EH  
DSSUDLVDOUHV ZLWK DSSUDLVDOV LV PRQLWRUH E\ WKH  
PRQWKO\ PHHWLQJ DQG DQ\ GRFWRUV ZKR KDYH QRW FRP  
DQQLYHUVDU\ RI WKHLU SUHYLRXV DSSUDLVDOKDW VHQW  
SURJUHVV WKH\ DUH WRDIFHUHQSSRUWPHHQW ZLWK WKH DGP  
VXSSRUW WKHP LQ FRPSOHWLQJ WKHLU SRUWROLR LI WKL  
WKH GRFWRU DQG RIIHU PRUH LQV\HGHVPHV\SSWKW GRFWR  
SDUWLFLSDWLRQ LQ DQ DQQXDO DSSUDLVDO SURFHVV LV E  
UHTXLUHPHQWWRDIFHUHQSSRUWPHHQW \$V D  
LQIRUPHGPHHQW ZLWK WKH DSSUDLVDO SURFHVV

D 3ROLF\ DQG \*XLGDQFH

2XU DSSURFWRUPHHWV IRU PHGLFDO VWDII UHPHGLDWLRQ SROL  
SROLF\ KDYHSDOWHGHZLWKLQ WKH ODVW \HDU 2XU UHPHGL  
XVHG DV DQ H[DPSON RI EHVW SUDFWLFH E\ 1+6( DQG ZH KD

WKH VHFWL RQJ BQH QW LQ WKH DSS KDDQ GDDQ SR DR QFHUQV S  
ZLOO UHTXLUH IXUWKHU XSGDWLQJ LQ OLQH ZLWK QDWLRQD  
FRQVXOWDWLRQ

0HGLFDO \$SSUDLVDO

D \$SSUDLVDO DQG 5HYDOLGDWLRQ 3HUIRUPDQFH 'DWD  
)RWKH DSSUDLVDO \HDU

GRFWRUV KDG D SUHVFULEHGDFRQJOLFLWFDQWWRWKFR7USOM  
WH SUHYLRXV \HDU LQFOXGLQJ FRQVXOWDWLRQ\ R6\$6 GR  
VKRWMDEVB DQP^SQ WRUK p 7U V ` MGRDP` HDUFE S 0L

H LRQ(E V °€0p0UDLVD@r`RQÅ ULWVB ð™g` @P(E p@ ÄÄVVL0 À pPp 0D P.V WD

	1XPEHU RI G	1RW VLJQHG	2XW RI GDW
&6 )6			
6XUJHU\			
06.			
0HGLFLQH			

\$W WKH WLPH RI ZULWLQJ DSSUDLVDO KVDROWH BRUX WQ GZ KHZURH DS  
WR GHOD\ KDV QRW EHHQ JUDQWHG DUH DV IROORZV

*UDGH	'LUHFWRUDWH	/DVW DSSUDLVDO
/RFXP FRQVXOW	VXUJHU\	1RY
0LGGOH JUDGH	06.	-DQ
&RQVXOWDQW	06.	-DQ
&RQVXOWDQW	0HGLFLQH	1RY
&RQVXOWDQW	0HGLFLQH	-DQ

\$OO RI WKHVH GRFWRUV DUH EHLQJ PDQDJHG LQ OLQH ZLWK  
DSSUDLVDO DQG UHYDOLGDWLRQ SROLF\ 2QH FRQVXOWDQW  
WR GRQDJH PHQW ZLWK WKH DSSUDLVDO GRQDJHU HFYRDO\XGDWLRQ  
ZDV IRUPDOO\ PDQDJHG GRQDJHU SURFHVV DQG KDV VLQFH  
KLV DSSUDLVDO

(IIRUWV DUH XQGHUZD\ WR UHFRYHU DSSUDLVDO SHUIRUPDO

2QO\ QLQH GRFWRUV ZHUH GXH IRU UHYDODGDWLRQ GXULQJ  
GRFWRUV ZHUH UHYDOLGDWHG SHULRUL\ UHYDODGDWLRQ  
UHFRPPHQGDWLRQ ZDV PDGH LQ DOO RI WKHP

1R GRFWRUV ZHUH LQYROYHG LQ UHFRYHUWLRQ SURFHVV  
DSSUDLVDO RZHYHU VRPH FRQFHUQWLQJ GRFWRUV WKH SWHD LGHQWLILH  
RXU JRYHUQDQFH SURFHVVHV

7ZR GRFWRUV HHIQ UPDOO\ LQYHVWLJDWHG IRU PLVFRQGXFWDQ  
UHIHUHG E\ WKH 52 WR WKH \*0& 2QH GRFWRU UHFHLYHG D  
\*0& UHODWHG WR LVVXH LGHQWLILHG SURFHVV DSSRLQWP  
FRQFHUQV DERXW KLV SUDFWLFH KHUH 2QH GRFWRU UHFHLYH  
UHODWLRQ WR PLVFRQGXFWDQ SULRU WR KLV DSSRLQWPHQW  
FRQFHUQV GRFWRUV & DQHG WKHLU SUHYLRXV 52

7ZR GRFWRUV KDYH RPSOHUH GILDFRORJ\ SURFHVV RI  
SHUIRUPDQFH FRQFHUQV DQG D SHULRUL\ ZOH ILQPHVSRQFH  
WR D FOLQLFDO LQFLGHQW

7KH 52 PHHWV TXDUWHUO\ ZLWK KHU \*0& HPSOR\HU OLDLVRC  
DQG SRWHQWV ROSULFWLQJ GRFWRUV O\ FRQVXOWV KHU 1DW  
\$VVHVPHQW 6HUFLFH ORFDO DGYLVHU IRU DGYLFH

E \$SSUDLVHUV

7KH WUXVW KDLQHG DSSUDLVDO WZRGHDM OHDVW RQH DSS  
VXSSRUW JURXS PHHWLQJ UFRLOH WBS UDWL VCHD RWHRQ H



WKH FRXUVH \$DOKHLUHFWRUDWHV DUH UHSUHVHQWHG DQG V  
LQFOXGHV 6\$6 GRFWRUV \$URXQG KDOI RI RXU DSSUDLVHUV  
\HDU VR ZH SODQ WR UHGXFH WKH QXPEHU RI DSSUDLVHUV  
RU :H KDYH D VPDOO QXPEHU RI ³VXSHU DSSUDLVHUV  
LQ DSSUDLVDO DQG FRDFKLQJ DQG DUH DEOH WR XQGHUWDN  
WKHUH LV D SHUIRUPDQFH KHDOWK RU FRQGXFWDQFH

:H KD D QXPEHU DSSUDLVHU VXSSRUWRU RYHUWULHQJ VHV  
DV ZH DOKDOI GD\ ZRUNVKRS IRU DSSUDLVHUV IDFLOLWDWHG  
IRU GLVFXVVLRQ ZHUH VHOHFWHG E\ WKH 52 WK DSSUDLVDO  
WKH PHWKHLU QHHGV \$V D FRQVHTXHQFH RI IHGDFN RQ WK  
KDYH LQFOXGHG JRRG SUDFWLFH LQ 3'3V DQG ZLOO LQFOXGH  
DQG KRZ WR FROOHFW VXSSRUWLQJ LQIRUPDWLRQ WKURXJK  
QAD0QAD0QAD00I c0W L]GLQAD0QAD00R @ L`àV pHPÀQJ À!q† 6"m

)ROORZLQJ WKH DGSFUDRUSOHMDFK D IHGEDFN IRUP ZKLFK L

5LVN DQG ,VVXHV

7KH VXFFHVV RI WKH PHGLFDO DSSUDLVDO DQG UHYDOLGDW  
H[SHULRPHV DHPDOO QXPEHU RI LQGLYLGXRV SRZLWK OLPLWHG E

7KH WUXVW KGR FWRUD WDRG VQYHVWLJDWRU 52 LV WKH RQO  
WUDLQHG DQG H[SHULHQFHG & DVH ODQDJPHU GLFDOLFD FHWLJ  
LQYHVWLJDWRUV ZKHQ WKH LVVXH LV FOHDUO\ RQH RI P  
LQYHVWLJDWRUV ZKHQ GHWHUQDO\ FDVH LQYHVWLJDWRU KD  
DQG WKH & OLQLFDO 'LUHFWRUV DUH WR WUDLQ DV FDVH PDC

\$VPDOO QXPEHU RI GRFWRUV DUHKMWHYDOLGDW RQO JH Z  
WKHUH LV D ULVN WKDW WKH\ ZLOO ORVH W@LNDV\ FHQFH  
FRPSOLDQFH LQFUHDVHV PDUNHGO\ DV WKH GJHYLDFXLOW\ WLR  
ZLOO EH NHHSLQJ WKHVH GRFWRUV HQJDJHG LQ DSSUDLVDO  
DQG WKLV LV EHJLQQLQJ GRFWRUV & DVH QWZ VHDH UHYDOL  
7KLV LV PLWLJDWHG E\ VXSSRUW IURP WKH DSSUDLVDO OHD  
FORVHO\ ZLWK OHDG FOLQLFDQV WR UHPLQG GRFWRUV RI  
DQG UHIOHFWLYH SUDFWLFH

1H[W 6WHSV

,Q )HEUXDU\ WKH 8. 0HGLFDO 5HYDOLGDWLRQ FROODERUDW  
WKH UHJXODWRU\ LPSDFW RI PHGLFDO UHYDOLGDWLRQ 7KH  
x 7KH \*0&V REMHFWLYH RI EULQJLQJ DOO GRFWRUV LQV  
W p

5HFRPPHQGDWLRQV

7KH%RDUG LV DVNHG WR QRWH WKEW VKHSRHWV ZLQK DWKHH H HRF  
/HYHO 5HVSQRVLEOH 2IILFHU

7KH%RDUG LV IXUWKHU UHTXHVWHG WR DSSURYH WKH μVWD  
WKDW WKH RUJDQLVDWLRQ DV D GHVLJQDWHG ERG\ LV LQ



1+6 (QJODQG ,1)250\$7,21 5(\$'(5 %2;

'LUHFWRUDWH

0HGLFDO	2SHUDWLRQV	3DWLHQWV DQG ,QIRUPDWLRQ
1XUVLQJ	3ROLF\	&RPPLVVLRQLQJ 'HYHORSPHQ
)LQDQFH	+XPDQ 5HVRXUFH	

3XEOLFDWLRQV \*DWHZD\ 5†

'RFXPHQW 3XUS	RXHGQFH	
'RFXPHQW 1DPH	\$ )UDPHZRUN RI 4XDOLW\ \$VUXUDQFH	RU 5HVS
\$XWKRU	1+6 (QJODQG 0HGLFDO 5HYDOLGDWLRQ	3URJUI
3XEOLFDWLRQ	DW\$ULO	
7DUJHW \$XGLHQ	\$OO 5HVSQRVLEOH 2IILFHUV LQ (QJODQG	
\$GGLWLRQDO /LVW	)RXQGDWLRQ 7UXVW &(V 1+6 (QJO 0HGLFDO \$SSUDLVDO /HDGV &(V RI 'HVLJQDWH 1+6 (QJODQG \$UHD 'LUHFWRUV 1+6 7UXVW %RI RI +5 1+6 7UXVW &(V \$OO 1+6 (QJODQG (PSOR	
'HVFULSWLRQ	7KH )UDPHZRUN RI 4XDOLW\ \$VUXUD RYHUYLHZ RI WKH HOHPHQWV GHILQH LQ W 5HVSQRVLEOH 2IILFHUV DQG WKHLU 'H WKH UHTXLUHG DVVXUDQFH WKDW WKH\ DUH G VWDWXWRU\ UHVSQRVLELOLWLHV	

&URVV 5HIHUHQFH 7KH 0HGLFDO 3URJUI 5HVSQRVLEOH 2IILFHUV DV DPHQGHG DQG WKH \*0& /LFHQFH K



