

U k Uhg]b i l]g'YggYbh]U 'Zcf'h Y g' WwggUbX`cb[Yj]hm cZ
nci f'cf[Ub]nUh]cb"K \]W'a YUbg'nci 'UbX'nci f'Ya d'cnYYg'a i gh'
Ya VfUW'WUb[Y" b'ZMh'YUX]b['WUb[Y'k ci 'X'VY'h Y'cdh]a U'
UddfcUW" b'fYU]hm'WUb[Y]g'i gj U` : cWg'cb'g_]` Vi] X]b[&"

gca Yh]b['VYhYf]g'cb'h Y chh Yf'g]XY!]g'k \Uhk Y'bYYX'h
fYd']WhY]b'ci f'Vi g]bYggYg"
=fYWbhmgdc_Y'k]h' U'ga U` Vi g]bYgg'ck bYf'k \c'WU'Yb[YX'
\Yf'Ya d'cnYYg]b' &&& h' di fgj Y'U'dUg]cb'dfc'YWhfYUhYX'h
h'Y Vi g]bYgg'G\Y[Uj Y'h Y a Y'h c'k cf'_cb'h Y]f'dUg]cb'

Dfca ch'UbX'gj ddcfhYI dYf]a YbhUh]cb

8Yg][bUh'WUb[Y`YUXYfg'cf'WUa d]cbg

F c / S . B d /

G_]` Vi] X]b['UbX'Wb]bi ci g'YUfb]b['UfY'U'Zcfa 'cZWUb[Y"
FYa Ya VYf'k \Yb'nci 'cf'nci f'h YbU[Yf'k YfY'dfYdUf]b['h' [YhU
Xf]j Yfg`]Wbgy3HUhWUb[Y'fYe] fYg'U`chcZYXi Wh]cbzU`ch
cZdfUW'WzUbX'U`chcZbYk 'fYgdcbg]V] hm'5bX'nYhYYbU[Yfg'
Yj Yfnk \YfY'Ya VfUW'h]g'WUb[Y]b'h Yf`]j Yg'h]g_]bX'cZ
YI Wh]a Ybh'UbX'XYX]Wh]cb'h'YUfb]b['bYk 'g_]`g' 'VWU'gY'

]b]h]Uh]j Yg]h]Uh]UfY]ci hg]XY]cZ]h]Y]h]fUX]h]cbU]k Um]cZ]Xc]b[.
h]b[g]K]h]ci hei Yg]cbg]k Y]W]b hg]YY]dcgg]V]]h]Yg]UbX]
k]h]ci h]Yl dYf]a Yb]h]cb]k Y]W]b h]Yj c]j Y]UbX]fck "
Mi]\U]Y]i bXci Vh]YX]m]YUfX]UVci h; cc[`Yg]&\$i `fi `Y]b]k \]W]
Y]Yfncb]Y]g]`jj Yb]&\$i `cZ]h]Y]f]k cf]_k YY]_h]Y]dYf]a Ybh]k]h]
]XYUg]h]Uh]a][\h]VYbY h]h]Y]cf[Ub]nUh]cb]"h]g]g]U]dc]]W]h]h]Uh
dfca ch]Yg]Y]dYf]a Yb]h]cb]"`b]fYU]h]ma cg]hcf[Ub]nUh]cbg]
h]k Ufh]Y]dYf]a Yb]h]cb]VYV]g]Y]h]h]Yg]h]a Y]Uk Um]Z]ca
dfYgg]b[`XUh]h]c! XUm]Ygdcbg]V]]h]Yg"

G]W]z]h]Y]`&*`V]`]cb]W]a dUb]n]k Ug]cf][]b]U`mg]Uf]h]X]Ub]Ub]
]b]h]fbU]W]a a i b]W]h]cb]hcc` k]h]b]U]W]a dUb]m]h]Uh]k Ug]
V]YU]h]b[`Ub]cb]b]Y] [Ua Y]K \Yb]h]Y] [Ua Y]Z]`YX]h]` bX]
gi W]gg]h]Y]Z]i bXYfg]k cbXYfYX]k \Uh]h]Ym]W]i `X]Xc]k]h]`h]Y]
W]a a i b]W]h]cb]hcc` h]Ym]V]YU]h]Y]Z]f]h]Ya g]Y]j Yg]h]N]g]g]U]
a]b]Xg]h]h]Uh]Y]Ya d] Yg]h]Uh]cg]g]bch]Z]`i fY]h]g]`t gh]Ugh]d]
]b]h]Y]dfc]W]gg"

I bZ]f]h]bUh]Y]n]a cg]hcf[Ub]nUh]cbg]di b]g]`]b]X]j]Xi U`]b]h]Uh]j Y]
cf]V]YU]h]j]h]mk \Yb]`h]Xc]Yg]hd]Ub]ci h]Ug]cf][]b]U`md]Ub]YX]
K Y]W]YVfU]Y]Yb]fY]Yb]Yi fg]k \c]Vf]b[`h]`a Uf]Yh]h]b[g]`_Y]
7U]f]Ub]U]Ub]X]Fc]V]b\cc]X]Vi h]k Y]Xcb]h]c]Y]b`\Y]Uf]h]Y]V]U]W]g]cfm
cZ]h]Y]Z]`i fY]h]Ym]Y]dYf]Yb]WX]V]Y]Z]f]Y]h]Ym]Z]i bX]g]W]gg"]

g]dYf]a Yb]h]cb]V]YU]h]Yg]Y]dUb]g]j Y]h]]b]Yfg]k \Yb]h]Ym]V]h]
U]fc]U]X]V]c]W]`]b]g]h]Y]U]X]c]Z]c]b[`V]U]W]h]Y]c]X]k Um]cf][j]]b[
i d]Yl dUb]g]j Y]h]]b]Yfg]h]]b]_Z]K Y]`k \Uh]g]dcgg]V]Y]bck 3K \Uh]

De /a e C a/ e Leade C a/ /

7\Ub[Y]`YUX]Yfg]d]g]U` g]K Y Yg]Y] cf] [Y]K Y A [g] n]j]"

Ab e A

8f'BUbYhY'A]bYf]g'U`YUXYfg\]d'XYj Y`cda YbhUbX'k cf_d`UW!`YUfb]b[
ghfUhY[mWbgj `HUbh'Hfci [\`Yf fa zHAYHfUfb]b[8cWcfzg\Y`\Ug
fYj c`i h]cb]nYX'hY'k UmhUh]bX]j]Xi U'g'UfY'dfYdUfYX'Zcf`YUXYfg\]d'fc`Yg]b
hY]f'cf[Ub]nUh]cbg"FUhYf'hUb'U'WcgYb'Z\Yf'dfcWgg]g'U]a YX'UhYbgj f]b[
Yj YfncbY]b hY'Wd a dUbm\Ug'hY'g_]`g'UbX'Vi g]bYgg'UW'a Yb'cZU`YUXYf'Ha]g
UddfcUW'Ybgj fYg'Vch]a a YX]UhY'UbX'cb[!hYfa 'fYh fb!cb!]bj Yg]a YbhffFC
Zcf'Ub'cf[Ub]nUh]cb"

G\Y`\Ug'k f]hYb'Ufh]Wg'Zcf'7\]YZ@YUfb]b['CZ W'a U[Uh]bYz: cfVYgZUbX'^® f A