

!" #&/
4;O <548G=>3> 70AB>AC20==O ?@5?0@0BC
!□®
(CLEXANE®)

!;:04:

4VNG0 @5G>28=0: 5=>:A0?0@8=;
1 <; @>7G8=C 100 <3 5=>:A0?0@8=C =0B@VN;
6000 0=B8-%0 /0,6 <; 5:2V20;5=B=> 60 <3 5=>:A0?0@8=C =0B@VN;
8000 0=B8-%0 /0,8 <; 5:2V20;5=B=> 80 <3 5=>:A0?0@8=C =0B@VN;
4>?> @5G>28=0: 2>40 4;O V=T: FV9.

V:0@AL:0 D>@<0. >7G8= 4;O V='T: FV9.

\$0@<0:>B5@0?52B8G=0 3@C?0. □=B8B@><1>B8G=V 70A>18. @C?0 35?0@8=C.
>4 " ! 0105.

;V=VG=V E0@0:B5@8AB8:8.

>:070==O.

V:C20==O 4V03=>AB>20=>3> B@><1>7C 3;81>:8E 25=, I> AC?@>2>46CTBLAO B@><1>5<1>;VTN
;535=52>W 0@B5@VW 01> 157 =5W B0 =5 <0T BO6:8E ;;V=VG=8E A8< B@><1>5<1>;VW ;535=52>W
0@B5@VW, O:0 28<030T ;V:C20==O B@><1>;VB8G=8< 70A>1><< 01> EV@C@3VG=>3> 2B@CG0==O;
V:C20==O =5AB01V;L=>W AB5=>:0@4VW B0 3>AB@>3> V=D0@:BC:0@40 157 7C1FO Q C :>
<1V=0FVW 7 0F5B8;A0;VF8;>2>N :8A;>B>N;
V:C20==O 3>AB@>3> V=D0@:BC:0@40 7 ?V49><>

@>B8?>:070==O.

V428I5=0 GCB;82VABL 4> 5=>:A0?0@8=C, 35?0@8=C 01> 4> 9>3> ?>EV4=8E, C B>V=H8E .
002=VABL 2 0=0<=57V BO6:>W 35?0@8=V=4C:>20=>W B@><1>F8B>?5=VW (") B8?C , I> 1C;0
A?@8G8=5=0 =5D@0:FV=>=>20=8< 35?0@8=><< 01> =87L:><>;5:C;O@=8< 35?0@8=><<
(482. @>74V; «A>1;82>ABV 70AB>AC20==O»).

@>2>B5G0 (01> AE8;L=VABL 4> :@>2>B5GV), ?>2O70=0 7 ?>@CH5==O< 35<>AB07C (<>6;828<
28=OB:>< V7 FL>3> ?@>B8?>:070==O <>65 1CB8 48A520=5 2=CB@VH=L>AC48==5 73>@B0==O
:@>2V, O:I> 2>=> =5 ?>2O70=5 7 35?0@8=>B5@0?VTN (482. @>74V; «A>1;82>ABV 70AB>AC20==O»).

@30=VG=V C@065==O, O:V 7C<>2;NNBL AE8;L=VABL 4> :@>2>B5GV.
:B82=0 ;;V=VG=> 7=0GCI0 :@>2>B5G0.
=CB@VH=L><>7:>289 :@>2>28;82.
:B82=0 28@07:0 H;C=:0 01> 420=04FOB8?0;>W :8H:8.
'5@57 2V4ACB=VABL 2V4?>2V4=8E 40=8E ?@5?0@0B =5 70AB>A>2C20B8 E2>@8< V7 BO6:>N
=8@:>2>N =54>AB0B=VABN (:;V@5=A :@50B8=V=C, @>7@0E>20=89 70 D>@N >:@>DB0,
AB0=>28BL 30 <;/E2), 70 28=OB:>< ?0FVT=BV2, I> ?5@51C20NBL =0 4V0;V7V. %2>@8< 7 BO6:>N
=8@:>2>N =54>AB0B=VABN A;V4 ?@87=0G0B8 =5D@0:FV=>=>20=89 35?0@8=.

;O ?@>2545==O @>7@0EC=:C 70 D>@N >:@>DB0 =5>1EV4=> <0B8 40=V >AB0==L>3> 28
«A>1;82>ABV 70AB>AC20==O»).

%2>@8<, I> ?5@51C20NBL =0 ;V:C20==V (=87L:><>;5:C;O@=8< 35?0@8=0<8), C 6>4=>
8BOG89 2V:.

5 @5:><5=4CTBLAO 70AB>A>2C20B8 F59 ?@5?0@0B C =0ABC?=8E 28?04:0E:

@8 3>AB@>1H8@=>;>2=>3> <>7:C 7/157 2B@0B8 A2V4><>ABV. /:I> V=AC;LB A?@8G8=5=> 5
<1>;VTN, C ?5@HV 72 3>48=8 ?VA;O V=AC;LBC 5=>:A0?0@8= 70AB>A>2C20B8 =5<>6=0.
D5:B82=VABL ;V:C20;L=8E 4>7 2A5 I5 =5 287=0G5=>, =570;56=> 2V4 ?@8G8=8, >1H8@=>ABV
C@065==O 01> BO6:>ABV ;;V=VG=8E ?@>O2V2 V=D0@:BC 3>;>2=>3> <>7:C.
@8 3>AB@>:0@48BV (:@V< 45O:8E 70E2>@N20=L A5@FO, A?@8G8=5=8E 5<1>;VTN).
@8 =8@:>2V9 =54>AB0B=>ABV ;53:>3> 01> ?>3> ABC?5=O BO6:>ABV (:;V@5=A :@50B8=V=C 30-60
<;/E2).
@V< B>3>, F59 ?@5?0@0B 7030;>< =5 @5:><5=4CTBLAO ?@87=0G0B8 C :><1V=0FVW 7 B0:8<8
70A>10<8 (482. @>74V; «□70T<>4VO 7 V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T<>4V9»);

1. F5B8;A0;VF8;>20 :8A;>B0 C 7=51>;N20;L=8E, 60@>7=86C20;L=8E B0 ?@>B870?0;L=8E 4>70E.
2. 5AB5@>W4=V ?@>B870?0;L=V ?@5?0@0B8 () (A8AB5<=5 70AB>AC20==O).
3. 5:AB@0= 40 (?0@5=B5@0;L=5 70AB>AC20==O).

!>AV1 70AB>AC20==O B0 4>78.

(;OE 22545==O ?V4H:V@=89 (:@V< ?0FVT=BV2 7 V=D0@:B<< :0@40 7 5;520FVTN A53<5=B0 ST, O:8<=5>1EV4=5 2=CB@VH=L>25==5 1>;NA=5 22545==O).

5:><5=4>20=89 4;O 70AB>AC20==O 4>@>A;8

@5?0@0B =5 A;V4 22>48B8 2=CB@VH=L<<□07>2>.

1 <; @>7G8=C 4;O V=T:FV9 5:2V20;5=B=89 ?@81;87=> 10000 0=B8-%0 5=>:A0?0@8=C.

"5E=V:0 ?V4H:V@=>3> 22545==O.

>7C 5=>:A0?0@8=C, I> 1C45 22>48B8AO, A;V4 2V4:>@83C20B8 70;56=> 2V4 <0A8 BV;0 ?0FVT=B0.

5@54 ?@>2545==O< V=T:FVW =5>1EV4=> 2840;8B8 709289 >1T< ?@5?0@0BC. /:I> 7092>3> >1T

=>:A0?0@8= A;V4 22>48B8 V=T:FV9=8< H;OE<< C ?V4H:V@=V B:0=8=8. 060=>, I>1 ?V4 G0A V=T:FVW ?0FVT=B 7=0E>482AO C ?>;>65==V ;560G8 =0 A?8=V. VAFO 22545==O ?@5?0@0BC A;V4 G5@3C20B8, ?@>2>40G8 V=T:FVW B> C ;V2C, B> C ?@02C ?5@54=L>;0B5@0;L=C G8 704=L>;0B5@0;L=C 4V;O=:C G5@52=>W ABV=:8.

>;:C A;V4 22>48B8 =0 2AN 4>268=C C A;:04:C H:V@8, 7V1@0=C

"5E=V:0 2=CB@VH=L>25==>3> (I>;NA=>3>) 22545==O/70AB>AC20==O 1030B>4>7>2>3> D;0:>=0 ?@5?0@0BC ;5:A0=® 30 000 0=B8-%0/3 <; 4;O ;V:C20==O 3>AB@>3> V=D0@:BC :0@40 7 ?V49><><< A53<5=B0 ST.

V:C20==O @>7?>G8=0B8 7 2=CB@VH=L>25==>W 1>;NA=>W V=T:FVW, ?VA;O G>3> =5309=>

?@>2>48B8 ?V4H:V@=C V=T:FVN. 030B>4>7>289 D;0:>= A;V4 70AB>A>2C20B8 4;O B>3>, I>1 <>6=0

1C;> =01@0B8 ?>G0B:>2C 4>7C 3000 , B>1B> 0,3 <;, 70 4>?><>3>N 3@04C9>20=>3> 1 <; V=AC;V=>2>3> H?@8F0.

&N 4>7C 5=>:A0?0@8=C 22>48B8 C B@C1:C A8AB5<8 4;O 2=CB@VH=L>25==>3> 22545==O

@>7G8=V2. 5 4>?CA:0TBLAO 7 >4=>G0A=5 22545==O ?@5?0@0BC 7 V=H8<8 ;V:0@AL:8<8 70A>10<8.

;O 2840;5==O 70;8H:V2 V=H8E ;V:0@AL:8E 70A>1V2, 0 >B65, V 4;O ?>?5@5465==O WE 7:A0?0@8=<< ?5@54 ?@>2545==O< 2=CB@VH=L>25==>3> 1>;NA=>3> 2545==O 5=>:A0?0@8=C B0 ?VA;O =L>3>

:@0?5;L=8FN =5>1EV4=> ?@><8B8 4>AB0B=L>N :V;L:VABN 0,9 % @>7G8=C =0B@VN E;>@84C 01> @>7G8=C 3;N:>78. =>:A0?0@8= <>6=0 157?5G=> 22>48B8 C 0,9 % @>7G8=V =0B@VN E;>@84C 01> C 5 % @>7G8=V 3;N:>78.

C<>20E AB0FV>=0@C 1030B>4>7>289 D;0:>= <>6=0 70AB>A>2C20B8 4;O:

- >B@8<0==O 4>78 100 /:3 4;O ?5@H>W ?V4H:V@=>W V=T:FVW, O:C =5>1EV4=> ?@>25AB8 A;V4> <70 2=CB@VH=L>25==>N 1>;NA=>N V=T:FVTN, 0 B0:>6 ?>40;LH8E 4>7 100 /:3, O:V =5>1EV4=> 22>48B8 ?V4H:V@=> :>6=V 12 3>48=;

- >B@8<0==O 4>78 30 /:3 4;O 2=CB@VH=L>25==>3> 1>;NA=>3> 22545==O E2>@8<, O:8< ?@>2>48BLAO ?>40;LH0 :>@>=0@=0 0=3V>;?0AB8:0.

030;L=V @5:><5=40FVW.

#?@>4>26 CAL>3> ?5@V>4C ;V:C20==O A;V4 @53C;O@=> :>=B@>;N20B8 :V;L:VABL B@>1>F8BV2,

>A:V;L:8 VA=CT @878: 28=8=:5==O 35?0@8=V=4C:>20=>W B@>1>F8B>?5=VW (") (482. @>74V;

«A>1;82>ABV 70AB>AC20==O»).

V:C20==O 4V03=>AB>20=>3> B@>1>7C 3;81>:8E 25=, O:89 AC?@>2>46CTBLAO 01> =5

AC?@>2>46CTBLAO B@><1>5<1>;VTN ;535=52>W 0@B5@VW, ?@8 2V4ACB=>ABV BO6:8E

::V=VG=8E A8

@8 1C4L-O:V9 ?V4>7@V =0 B@><1>7 3;81>:8E 25= F59 4V03=>7 A;V4 H284:> ?V4B25@48B8 H;OE<<

?@>2545==O 2V4?>2V4=8E >1AB565=L.

!E5<0 22545==O: 22>4OBL 2 V=T:FVW =0 4>1C 7 V=B5@20;<< C 12 3>48=.

>70: 4>70 4;O >4=VTW V=T:FVW AB0=>28BL 100 0=B8-%0 /:3. >7C20==O 4;O E2>@8E 7 <0A>N BV;0

?>=04 100 :3 01> <5=H5 40 :3 =5 282G0;>AL. # E2>@8E 7 <0A>N BV;0 ?>=04 100 :3 5D5:B82=VABL

B5@0?VW <>65 1CB8 45I> =86G>N, 0 C E2>@8E 7 <0A>N BV;0 <5=H5 40 :3 <>65 VA=C20B8

?V428I5=89 @878: :@>2>B5GV. "0:8< E2>@8< A;V4 ?5@51C20B8 ?V4 >A>1;828< ;:V=VG=8<

A?>AB5@565==O

"@820;VABL ;V:C20==O "(B@><1>7C 3;81>:8E 25=): ?@8 ;V:C20==V =87L:<>;5:C;O@=8< 35?0@8=<< A;V4 O:><>30 @0=VH5 ?5@5E>48B8 =0 B5@0?VN ?5@>@0;L=8<8 0=B8:>03C;O=B0<8, O:I> =5 VA=CT ?@>B8?>:070=L 4;O FL>3>. "@820;VABL ;V:C20==O =5<0T ?5@528IC20B8 10 4=V2, 7 C@0EC20==O<

G0AC, =5>1EV4=>3> 4;O 4>AO3=5==O =5>1EV4=>3> B5@0?52B8G=>3> 5D5:BC 2V4 ?5@>@0;L=>3> 0=B8:>03C;O=BC, :@V< 28?04:V2, :>;8 FL>3> 5D5:BC 206:> 4>AO3B8. B65, ;V:C20==O ?5@>@0;L=8<8 0=B8:>03C;O=B0<8 A;V4 @>7?>G8=0B8 O:>>30 @0=VH5.

V:C20==O =5AB01V;L=>W AB5=>.:0@4VW B0 3>AB@>3> V=D0@:BC:0@40 157 7C1FO Q.

=>:A0?0@8= ?@87=0G0NBL C 4>7V 100 0=B8-%0 /:3, O:C A;V4 22>48B8 ?V4H:V@=> 2 @078 =0 4>1C G5@57 :>6=V 12 3>48=, C :><1V=0FVW 7 0F5B8;A0;VF8;>2>N :8A;>B>N (@5:><5=4>20=0 4>70 75-325 <3 2=CB@VH=L> ?VA;O

5:><5=4>20=0 B@820;VABL ;V:C20==O AB0=>28BL 2-8 4=V2 (4> AB01V;V70FVW ;;V=VG=>3> AB0=C E2>@>3>).

V:C20==O 3>AB@>3> V=D0@:BC:0@40 7 ?V49><>< A53<5=B0 ST C :><1V=0FVW 7 B@>

<1>;VB8G=8< 70A>I>< C E2>@8E, C O:8E ?@>2>48BLAO ?>40;LH0 :>@>=0@=0 0=3V>?;0AB8:0, 0 B0:>6 C E2>@8E, O:8< FO ?@>F54C@0 =5 ?@>2>48BLAO. >G0B:>2C 2=CB@VH=L>25==C 1>;NA=C V=T:FVN ?@>2>48B8 C 4>7V 3000 0=B8-%0 . VA;O G>3> ?V4H:V@=> 22>48B8 100 0=B8-%0 /:3 ?@>BO3>< 15 E28;8=, ?>BV< :>6=V 12 3>48= (4;O ?5@H8E 42>E ?V4H:V@=8E V=T:FV9 <0:A8<0;L=0 AC<0@=0 4>70 AB0=>28BL 10000 0=B8-%0).

5@HC 4>7C 5=>:A0?0@8=C A;V4 22>48B8 C 1C4L-O:89 G0A 70 15 E28;8= 4> 01> G5@57 30 E28;8= ?VA;O ?>G0B:C B@><1>;VB8G=>W B5@0?VW (DV1@8=A?5F8DVG=>W 01> =V).

5:><5=4>20=0 B@820;VABL ;V:C20==O AB0=>28BL 8 4=V2 01> ?>:8 ?0FVT=B0 =5 28?8HCBL 7V AB0FV>=0@C, O:I> 3>A?VB0;V70FVO B@820T <5=H5 8 4=V2.

!C?CB=O B5@0?VO: ?VA;O ?>O28 A87?>G8=0B8 ?@89>< 0F5B8;A0;VF8;>2>W :8A;>B8 V ?@>4>26C20B8 C 4>7V 75-325 <3 =0 4>1C ?@>BO3>< =5 <5=H5 30 4=V2, O:I> =5 ?>:070=> V=H5. %2>@V, O:8< ?@>2>48BLAO :>@>=0@=0 0=3V>?;0AB8:0:

- O:I> 7 G0AC >AB0==L>3> ?V4H:V@=>3> 22545==O 5=>:A0?0@8=C 4> @>74C20==O 10;>=0 ?@>9H;> <5=H5 8 3>48=, 4>40B:>25 22545==O 5=>:A0?0@8=C =5 ?>B@V1=5;
- O:I> 7 G0AC >AB0==L>3> ?V4H:V@=>3> 22545==O 5=>:A0?0@8=C 4> @>74C20==O 10;>=0 ?@>9H;> 1V;LH5 8 3>48=, =5>1EV4=> ?@>25AB8 2=CB@VH=L>25==C 1>;NA=C V=T:FVN 30 0=B8-%0 /:3 5=>:A0?0@8=C. ;O 70157?5G5==O B>G=>ABV >1T 22>4OBLAO V=T:FV9=>, @5:> <5=4CTBLAO @>725AB8 ?@5?0@0B 4> 300 /<; (B>1B> 0,3 <; 5=>:A0?0@8=C, @>72545=>3> C 10 <;) (482. B01;8FN 1).

"01;8FO 1

1□T<8, =5>1EV4=V 4;O V=T:FV9=>3> 22545==O, :>;8 @>72545==O 74V9A=NTBLAO 4;O E2>@8E, O:8< ?@>2>48BLAO :>@>=0@=0 0=3V>?;0AB8:0:

030, :3	5>1EV4=0 4>70,	1□T<, =5>1EV4=89 4;O V=T:FV9=>3> 22545==O, ?@8 @>72545==V 4> 300 /<; (B>1B> 0,3 <; 5=>:A0?0@8=C, @>72545=V C 10 <;), <;
45	1350	4,5
50	1500	5
55	1650	5,5
60	1800	6
65	1950	6,5
70	2100	7
75	2250	7,5
80	2400	8
85	2550	8,5
90	2700	9
95	2850	9,5
100	3000	10

0FVT=B0< C 2VFW 75 @>:V2 V AB0@H5, O:V 7=0E>4OBLAO =0 ;V:C20==V 7 ?@82>4C 3>AB@>3> V=D0@:BC :0@40 7 ?V49><>< A53<5=B0 ST, ?>G0B:>2C 2=CB@VH=L>25==C 1>;NA=C V=T:FVN =5 ?@>2>4OBL. >6=V 12 3>48= W< A;V4 ?V4H:V@=> 22>48B8 4>7C 75 0=B8-%0 /:3 (BV;L:8 4;O ?5@H8E 42>E V=T:FV9 <0:A8<0;L=0 AC<0@=0 4>70 AB0=>28BL 7500 0=B8-%0).

=AB@C:FVW I>4> A0<>ABV9=>3> 22545==O ?@5?0@0BC ;5:A0=® C H?@8F-4>7V V7 70E8A=>N
A8AB5<N 3>:;8

1. □8<89B5 @C:8 V 4V;O=:C, C O:C 1C45 28;>=C20B8AO V='T:FVO ?@5?0@0BC, 2>4>N 7<8;>
2. ?52=VBLAO C B> 8 10G8B5 48B8 ?@5?0@0B.
3. 15@VBL 4V;O=:C C ?@02V9 01> ;V2V9 G0AB8=V 0H>3> 682>B0. &O 4V;O=:0<0T 1CB8 2V440;5=0 (C =0?@O 0H8E 1>:V2) 2V4 0H>3> ?C?:0 I>=09<5=H5 =0 5 A0=B8<5B@V2.
- 4.
5. 15@56=> 7=V2?0G>: 7 3>;:8, ?@8T4=0=>W 4> H?@8F0 7 ?@5?0@0B<< ;5:A0=®. 8:8=LB5 F59 :>2?0G>: (?@8F T ?>?5@54=L> =0?>2=5=8< V 3>B>28< 4> 28:>@8AB0==O. =0B8A:09B5 =0 ?>@H5=L 4> 28:>=0==O V='T:FVW,I>1 ?>71CB8AO 1C;L10H>: ?>2VB@O. &5 <65 ?@8725AB8 4> 2B@0B8 ;V:0@AL:>3> 70A>1C. VA;O B>3> O: 8 7=O;8 :>2?0G>;, =5 4>?CA:09B5, I>1 3>;:0 B>@:0;0AO G>3>- =51C4L. &5 =5>1EV4=> 4;O B>3>, I>1 3>;:0 70;8H0;0AO G8AB>N (AB5@8;L=>N).
6. "@8<09B5 H?@8F C @CFV B0:, O: 8 B@8<0TB5 >;V25FL ?@8 ?8ALN @C:>N 7;53:0 2V7L?5@54=L> >1@>1;5=C 4V;O=:C H:V@8 0H>3> 682>B0 2:07V2=8< V 25;8:8< ?0;LFO<8, I>1 CB2>@8;0AO A:;04:0 H:V@8. 1>2'07:>2> CB@8BO3<< 2AVTW V='T:FVW.
7. "@8<09B5 H?@8F B0:8< G8=>< , I>1 3>;:0 1C;0 A?@O<>20=0 4>=87C (25@B8:0;L=> 2V4 :CB<< 90°). 254VBL 3>;:C C H:V@=C A:;04:C =0 ?>2=C 4>268=C.
8. 0B8A=VBL ?>@H5=L H?@8F0 ?0;LF52'07:>2> CB@8BO3<< 2AVTW V='T:FVW.
9. 8254VBL 3>;:C, 28BO3CNG8 WW ?@O<> C 72>@>B=>;:0 02B<<0B8G=> 2:@8TBLAO 70E8A=8< G>E;> 4@07C 6 28:8=LB5 H?@8F C =091;86G89 :>=B59=5@ 4;O 3>AB@8E ?@54<5BV2. @8 70E8A=0 A8AB5<0, O:0 ?@872>48BL 4> CB2>@5==O 70E8A=>3> G>E;0, <65 1CB8 0:B82>20=0 ;8H5 ?VA;O A?>@>6=5==O H?@8F0 =0B8A:0==O< ?>@H=O 4> :V=FO. :O C=8:=5==O CB2>@5==O A8=FO =5 @>7B8@09B5 .

>1VG=V @50:FVW.

5<>@03VG=V ?@>O28. C:8 70@5TAB@>20=V 28?04:8 7=0G=8E 35<>@03VG=8E CA:;04=5=L, 45O:V 7 =8E 1C;8 D0B0;L=8<8. 5G0AB8<8 ?>1VG=8<8 @50:FVO<8 1C;8 2=CB@VH=L>G5@5?>V B0 @5B@>?5@8B>=50;L=V :@>2>28;828. "0:>6 @5TAB@C20;8AO 28?04:8 35<>@03VG=8E CA:;04=5=L (:@>2>B5GV), B0:8E O: 35<0B><0, 5:EV<>7 C

>=8 3>;>2=8< G8=>< ?>2O70=V:

- V7 AC?CB=V<8 D0:B>@0<8 @878:C: =0O2=VABL >@30=VG=8E C@065=L, I><0NBL AE8;L=VABL 4> :@>2>B5GV, ?52=V :<1V=0FVW ;V:0@AL:8E 70A>1V2 (482. @>74V;8 «@>B8?>:070==O» B0« 70T<>4VO 7 V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T<>4V9»), 2V:, =0O2=VABL =8@:>2>W =54>AB0B=>ABV, =87L:0<0A0 BV;0;
- 7 =54>B@8<0==O< B5@0?52B8G=8E @5:><5=40FV9, 7>:@5<0 B0:8E, I> AB>ACNBLAO B@820;>ABV ;V:C20==O B0 :>@5:FVW 4>78 2V4?>2V4=> 4> <0A8 BV;0 (482. @>74V; «A>1;82>ABV 70AB>AC20==O»).

0@5TAB@>20=> =5G0ABV 28?04:8 A?V=0;L=>W 35<0B><8 ?VA;O 22545==O =87L:<>;5:C;O@=>3> 35?0@8=C ?V4 G0A A?V=0;L=>W 0=5AB57VW, 0=0;357VW 01> 5?V4C@0;L=>W 0=5AB57VW.

&V ?>1VG=V O28I0 A?@8G8=O;8 =52@>;>3VG=V CH:>465==O @V7=>3> ABC?5=O BO6:>ABV, 2 B> ABV9=89 ?0@0;VG (482. @>74V; «A>1;82>ABV 70AB>AC20==O»).

VA;O ?V4H:V@=>W V='T:FVW<>6:825 CB2>@5==O 35<0B><8 C &59 @878: ?V428ICTBLAO ?@8 =54>B@8<0==V @5:><5=4>20=>W B5E=V:8 ?@>2545==O V='T:FV9 B0 ?@8 28:>@8AB0==V =52V4?>2V4=>3> V='T:FV9=>3> <0B5@V0;C. # @57C;LB0BV 70?0;L=>W @50:FVW <>6CBL 28=8:=CB8 70B25@4V==O, O:V 7=8:0NBL ?@>BO3<< :V;L:>E 4=V2. E ?>O20 =5 ?>B@51CT ?@8?8=5==O ;V:C20==O.

!>AB5@V30;>AO 28=8:=5==O B@><1>F8B>?5=VW. A=CT 420 WW B8?8:

- B8? , B>1B> =091V;LH @>7?>2AN465=V 28?04:8, 70728G09 ?>3> ABC?5=O BO6:>ABV (1V;LH5 100000/<<3), 7O2;ONBLAO =0 @0==VE 5B0?0E (4> 5-3> 4=O) V =5 ?>B@51CNBL ?@8?8=5==O ;V:C20==O.
- B8? , B>1B> =5G0ABV 28?04:8 BO6:>W V0;5@3VG=>W B@><1>F8B>?5=VW ("). '0AB>B0 28=8:=5==O 4>A;V465=0 =54>AB0B=L> (482. @>74V; «A>1;82>ABV 70AB>AC20==O»).

>6:825 157A8<=5 B0 >1>@>B=5 ?V428I5==O @V2=O B@><1>F8BV2.

@8 70AB>AC20==V 35?0@8=V2 1C;8 70@5TAB@>20=V ?>>48=>:V 28?04:8 =5:@>7C H:V@8, ?5@5206=> C ?@8?8=8B8 B5@0?VN.

8=8:0;8 =5G0ABV ?@>O28 A8AB5<=8E 0;5@3VG=8E @50: FV9 (0=0DV;0:B8G=V/0=0DV;0:B>W4=V @50:FVW) 01> @50:FV9 7 1>:C H:V@8 (1C;L>7=V 28A8?0==O), O:V 2 ?52=8E 28?04:0E <>3;8 ?@872>48B8 4> ?@8?8=5==O ;V:C20==O.

/: V ?@8 70AB>AC20==V =5D@0:FV>=>20=8E 35?0@8=V2, =5 28;;NG5=0 <>6;82VABL @>728B:C >AB5>?>@>7C ?@8 ?>4>265==V B@820;>ABV ;V:C20==O.

"825 ?V428I5==O @V2=V2 B@0=A0.

0@5TAB@>20=> :V;L:0 28?04:V2 3V?5@:0;VT.

0@5TAB@>20=V 4C65 @V4:VA=V 28?04:8 20A:C;VBC 2=0A;V4>: ?V428I5==O GCB;82>ABV H:V@8. >A8BL @V4:> 28=8:0;0 3V?5@5>78=>DV;VO, O: V7>;L>20=>, B0: V =0 B;V H:V@=8E @50:FV9, O:0 7=8:0;0 ?VA;O ?@8?8=5==O ;V:C20==O.

5@54>7C20==O. 8?04:>25 ?5@54>7C20==O ?@8 ?V4H:V@=>

28?04:C :@>2>B5GV 4;O ;V:C20==O 45O:8E E2>@8E <>6=0 70AB>A>2C20B8 ?@>B02CNG8 =0ABC?=V D0:B>@8:

- 5D5:B82=VABL ?@>B0=86G0, =V6 5D5:B82=VABL, 70@5TAB@>20=0 ?@8 ?5@54>7C20==V =5D@0:FV>=>20=>3> 35?0@8=C;

- G5@57 ?>1VG=V 5D5:B8 (7>:@5<0 0=0DV;0:B8G=89 H>:) A;V4 A?>G0B:C @5B5;L=> 72068B8 A?V22V4=>H5==O @878:/:>@8ABL 70AB>AC20==O ?@>B0

59B@0;V70FVN 74V9A=NNBL H;OE<< ?>2V;L=>3> 2=CB@VH=L>25==>3> 22545==O ?@>B0 3V4@>E;>@84C).

5>1EV4=0 4>70 ?@>B0

- 2V4 22545=>W 4>78 35?0@8=C (100 ?@>B835?0@8=>28E >48=8FL ?@>B0<>;5:C;O@=>3> 35?0@8=C), O:I> 7 <<5=BC 22545==O 5=>:A0?0@8=C =0B@VN ?@>9H;> =5 1V;LH5 8 3>48=;

- 2V4 G0AC, I> ?@>9H>2 7 <<5=BC 22545==O 35?0@8=C: <>6=0 ?@>25AB8 V=DC7VN 50 ?@>B835?0@8=>28E >48=8FL ?@>B0:A0?0@8=C =0B@VN, O:I> 7 <<5=BC 22545==O 5=>:A0?0@8=C =0B@VN ?@>9H;> 1V;LH5 8 3>48= 01> O:I> ?>B@V1=0 V=H0 4>70 ?@>B0

- O:I> 7 <<5=BC V=T:FVW 5=>:A0?0@8=C =0B@VN ?@>9H;> 1V;LH5 12 3>48=, =5<0T =5>1EV4=>ABV 22>48B8 ?@>B0

&V @5:><5=40FVW AB>ACNBLAO E2>@8E 7 =>@<0;L=>N =8@:>2>N DC=:FVTN, O:V >B@82B>@=V 4>78.

4=0: ?>2=VABN =59B@0;V7C20B8 0=B8-%0 0:B82=VABL =5<>6;82>.

V;LH5 B>3>, =59B@0;V70FVO <>65 <0B8 B8289 E0@0:B5@ 2=0A;V4>: >A>1;82>AB59 D0@ <0:>:V=5B8:8 2A<>:BC20==O =87L:><>;5:C;O@=>3> 35?0@8=C, C @57C;LB0BV G>3> <>65 28=8:=CB8 =5>1EV4=VABL @>7?>4V;8B8 7030;L=C @>7@0E>20=C 4>7C ?@>B0

VA;O ?>B@0?;O==O =87L:><>;5:C;O@=>3> 35?0@8=C 4> H;C=:0, =02VBL C 25;8:8E :V;L:>ABOE, BO6:V CA::04=5==O T <0;>9<>2V@=8<8 (B0:8E 28?04:V2 70@5TAB@>20=> =5 1C;>) 2=0A;V4>: =57=0G=>3> 2A<>:BC20==O ;V:0@AL:>3> 70A>1C C H;C=:C B0 :8H5G=8:C.

VA;O ?>B@0?;O==O =87L:><>;5:C;O@=>3> 35?0@8=C 4> H;C=:0, =02VBL C 25;8:8E :V;L:>ABOE, BO6:V CA::04=5==O T <0;>9<>2V@=8<8 (B0:8E 28?04:V2 70@5TAB@>20=> =5 1C;>) 2=0A;V4>: =57=0G=>3> 2A<>:BC20==O ;V:0@AL:>3> 70A>1C C H;C=:C B0 :8H5G=8:C.

VA;O ?>B@0?;O==O =87L:><>;5:C;O@=>3> 35?0@8=C 4> H;C=:0, =02VBL C 25;8:8E :V;L:>ABOE, BO6:V CA::04=5==O T <0;>9<>2V@=8<8 (B0:8E 28?04:V2 70@5TAB@>20=> =5 1C;>) 2=0A;V4>: =57=0G=>3> 2A<>:BC20==O ;V:0@AL:>3> 70A>1C C H;C=:C B0 :8H5G=8:C.

0AB>AC20==O C ?5@V>4 203VB=>ABV 01> 3>4C20==O 3@C44N.

03VB=VABL. 002=8E ;V=VG=8E 40=8E =54>AB0B=L> 4;O B>3>, I>1 28O28B8 <>6;82C 740B=VABL 5=>:A0?0@8=C A?@8G8=OB8 2048 @>728B:C 01> 28O2;OB8 D5B>B>:A8G=89 2?;82 ?@8 9>3> 22545==V C ;V:C20;L=8E 4>70E C ?5@V>4 203VB=>ABV, B>1V6=89 70EV4 70AB>A>2C20B8 ;V:C20;L=V 4>78 5=>:A0?0@8=C C ?5@V>4 203VB=>ABV =5 @5:><5=4CTBLAO.

03VB=VABL. 002=8E ;V=VG=8E 40=8E =54>AB0B=L> 4;O B>3>, I>1 28O28B8 <>6;82C 740B=VABL 5=>:A0?0@8=C A?@8G8=OB8 2048 @>728B:C 01> 28O2;OB8 D5B>B>:A8G=89 2?;82 ?@8 9>3> 22545==V C ;V:C20;L=8E 4>70E C ?5@V>4 203VB=>ABV, B>1V6=89 70EV4 70AB>A>2C20B8 ;V:C20;L=V 4>78 5=>:A0?0@8=C C ?5@V>4 203VB=>ABV =5 @5:><5=4CTBLAO.

03VB=VABL. 002=8E ;V=VG=8E 40=8E =54>AB0B=L> 4;O B>3>, I>1 28O28B8 <>6;82C 740B=VABL 5=>:A0?0@8=C A?@8G8=OB8 2048 @>728B:C 01> 28O2;OB8 D5B>B>:A8G=89 2?;82 ?@8 9>3> 22545==V C ;V:C20;L=8E 4>70E C ?5@V>4 203VB=>ABV, B>1V6=89 70EV4 70AB>A>2C20B8 ;V:C20;L=V 4>78 5=>:A0?0@8=C C ?5@V>4 203VB=>ABV =5 @5:><5=4CTBLAO.

6>4=>

5@V>4 3>4C20==O 3@C44N. A:V;L:8 30AB@>V=B5AB8=0;L=0 01A>@1FVO C =>2>=0@>465=8E T <0;>9<>2V@=>N, 6V=:0<, O:V 3>4CNBL 3@C44N, ;V:C20==O 5=>:A0?0@8=<=5 ?@>B8?>:070=5.

VB8. '5@57 2V4ACB=VABL 2V4?>2V4=8E 40=8E =5 @5:><5=4CTBLAO 70AB>A>2C20B8 C ?54V0B@8G=V9 ?@0:B8FV.

A>1;82>ABV 70AB>AC20==O. @5?0@0B =5 4>72>;OTBLAO 22>48B8 2=CB@VH=L><'O7>2>. 87L:><>;5:C;O@=V 35?0@8=8 =5 T 270T<>70B@V1=> ?@84V;OB8 C203C B0 4>B@8=:@5B=8E A?>A>1V2 70AB>AC20==O, @5:><5=4>20=8E 4;O :>6=>3> 7 ?@5?0@0BV2 =87L:><>;5:C;O@=8E 35?0@8=V2.

A?>A>1V2 70AB>AC20==O, @5:><5=4>20=8E 4;O :>6=>3> 7 ?@5?0@0BV2 =87L:><>;5:C;O@=8E 35?0@8=V2.

0?>1V6=V 70E>48 ?@8 70AB>AC20==V.

□@>2>B5G0. /: V ?@8 70AB>AC20==V CAVE V=H8E 0=B8:>03C;O=BV2,<>6;825 28=8:=5==O
:@>2>B5GV (482. @>74V; <<1VG=V @50:FVW)). @8 @>728B:C :@>2>B5GV A;V4 287=0G8B8 WW
?@8G8=C B0 ?@87=0G8B8 2V4?>2V4=5 ;V:C20==O.
\$C=:FVO =8@>.: 5@H =V6 @>7?>G0B8 ;V:C20==O =87L:><>;5:C;O@=8< 35?0@8=><, A;V4 >FV=8B8
=8@:>2C DC=:FVN, 7>:@5<0 C E2>@8E 2V:>< 75 @>:V2 01> AB0@H5, H;OE<< 287=0G5==O
;V@5=AC :@50B8=V=C (:@) 70 D>@N >:@>DB0, 28:>@8AB>2CNG8 40=V >AB0==L>3> 28
- 4;O E2>@8E G>;>2VG>W AB0BV: ::@ = (140-2V:) E<0A0 BV;0/ (0,814 E :@50B8=V= C A8@>20BFV),
45 2V: 28@065=> 2 @>:0E, <0A0 2 :V;>3@0<0E, 0 :@50B8=V= C A8@>20BFV :@>2V 2 <>;L/;;
- 4;O 6V=>: FN D>@53CNBL H;OE<< <=>65==O @57C;LB0BC =0 0,85.
/I> A8@>20B:>289 :@50B8=V= 28@065=> 2 <3/<;, ?>.07=8: A;V4 ?<=>68B8 =0 :>5DVFVT=B 8,8.
0AB>AC20==O ;V:C20;L=8E 4>7 E2>@8< 7 4V03=>AB>20=> BO6:>N =8@:>2>N =54>AB0B=VABN
(;V@5=A :@50B8=V=C 30 <;/E2) ?@>B8?>:070=5 (482. @>74V; <<@>B8?>:070==O)).
@83=VG5==O A5:@5FVW 0;L4>AB5@>=C. 5?0@8= <>65 ?@83=VGC20B8 A5:@5FVN 0;L4>AB5@>=C
=04=8@:>28<8 70;>70<8, >A>1;82> C ?0FVT=BV2 7 FC:@>28< 4V015B<<, E@>=VG=>N =8@:>2>N
=54>AB0B=VABN, ?>?5@54=L> VA=CNG8< <5B01>;VG=8< 0F84>7<<, ?V428I5=8< @V2=5< :0;VN 2 ?>07
2V, 0 B0:>6 C ?0FVT=BV2, O:V >4=>G0A=> ?@89<0NBL ?@5?0@0B8 :0;VN 01> :0;V9715@V30NG8
;V:0@AL:V 70A>18. 878: 3V?5@:0;VT@>B=82V =5>1EV4=> 28 ?>G0B:C ;V:C20==O 35?0@8=>< B0
@53C;O@=> :>=B@>;N20B8 C ?>40;LH>A>1;82> O:I> ;V:C20==O ?>4>265=5 ?>=04 7 4=V2.
01>@0B>@=V ?>:07=8:8. >=VB>@8=3 :V;L:>ABV B@<1>F8BV2 C ?0FVT=BV2, O:V >B@8728B:C
35?0@8=V=4C:>20=>W B@<1>F8B>?5=VW (" B8?C). <>65 A?@8G8=OB8 " B8?C FO A5@9>7=0 D>@
<0 B@<1>F8B>?5=VW V;>3VG=>3 ?>E>465==O <>65 ?@872>48B8 4> CA::04=5=L C 283;04V
0@B5@V0;L=8E B0 25=>7=8E B@<1>5<1>;VG=8E CA::04=5=L, O:V <>6CBL 703@>6C20B8 68BBN
01> ?>@CHC20B8 A0<>?>GCBBO ?0FVT=B0 (482. @>74V; <<1VG=V @50:FVW)). ;O ?>B8<0;L=>3>
28O2;5==O " <>=VB>@8=3 ?0FVT=BV2 A;V4 74V9A=N20B8 =0ABC?>8< G8=>
0FVT=B8, O:V =5I>402=> ?5@5=5A;8 EV@C@3VG=>5 2B@CG0==O 01> B@02BO3<< 3 >AB0==VE
A8AB5<0B8G=89 <>=VB>@8=3 ;01>@0B>@=8E ?>:07=8:V2 A;V4 74V9A=N20B8 C 2AVE ?0FVT=BV2
=570;56=> 2V4 B>3>, G8 B5@0?VO =>A8BL ?@>DV;0:B8G=89 01> ;V:C20;L=89 E0@0:B5@, 70 C<>28,
I> :V;L:VABL 28?04:V2 28=8:=5==O " C F8E ?0FVT=BV2 ?5@528ICT 0,1 %, 0 V=>4V ?5@528ICT 1 %.
&59 <>=VB>@8=3 2;;NG0T 2 A515 ?V4@0EC=>: :V;L:>ABV B@<1>F8BV2:
- ?5@54 ?@87=0G5==O< ;V:C20==O 01> =09?V7=VH5 ?@>BO3<< 24 3>48= 2V4 ?>G0B:C ;V:C20==O;
- ?>BV< 42VGV =0 B8645=L ?@>BO3<< 1 4 ?V428I5=>3> @878:C);
- ?>BV< 1 @07 =0 B8645=L 4> ?@8?8=5==O ;V:C20==O C 28?04:C B@820;>3> ;V:C20==O.
0FVT=B8, O:V =5 ?5@5=5A;8 EV@C@3VG=>3> 2B@CG0==O 01> B@02<8 (?@>BO3<< 3 >AB0==VE
A8AB5<0B8G=89 <>=VB>@8=3 ;01>@0B>@=8E ?>:07=8:V2 A;V4 74V9A=N20B8 =570;56=> 2V4 B>3>,
G8 B5@0?VO =>A8BL ?@>DV;0:B8G=89 01> ;V:C20;L=89 E0@0:B5@, 0 B0:>6 73V4=> 7 @5:<5=40FVO
<8, =040=8<8 4;O ?0FVT=BV2, O:V =5I>402=> ?5@5=5A;8 EV@C@3VG=>5 2B@CG0==O 01> B@02
- O:V ?@>BO3<< >AB0==VE 6
- O:V <0NBL ?V4B25@465=V AC?CB=V 70E2>@N20==O B0 ?>B5=FV0;L=89 @878: 28=8:=5==O ".
V=H8E ?0FVT=BV2, 70 C<>28 <5=H>W 9<>2V@=>ABV @>728B:C " (<5=H5 0,1 %), >1AO3
<>=VB>@8=3C :V;L:>ABV B@<1>F8BV2 <>65 7<5=HC20B8AO 4>:
- >4=>3> ?V4@0EC=:C :V;L:>ABV B@<1>F8BV2 =0 ?>G0B:C ;V:C20==O 01> =09?V7=VH5 ?@>BO3<<
< 24 3>48= 2V4 ?>G0B:C ;V:C20==O;
- >4=>3> ?V4@0EC=:C :V;L:>ABV B@<1>F8BV2, O:I> :;V=VG=V >7=0:8 40NBL ?V4AB028
?@8?CA:0B8 @>728B>: ", B>1B> 28=8:=5==O 1C4L-O:>3> =>2>3> 28?04:C 0@B5@V0;L=>3> 01>
25=>7=>3> B@<1>5<1>;VG=>3> CA::04=5==O, 1C4L-O:>3> 1>;VA=>3> 2V4GCBBO =0 H:V@V C
1C, 1C4L-O:>W 0;5@3VG=>W 01> 0=0DV;0:B>W4=>W @50:FVW ?V4 G0A ;V:C20==O. 0FVT=B0
A;V4 ?>?5@548B8 ?@> <>6;82VABL 28=8:=5==O F8E A8=5>1EV4=VABL V=D>@3> ;V:0@O C @07V
=5>1EV4=>ABV.
" A;V4 ?V4>7@N20B8 C 28?04:C, :>;8 :V;L:VABL B@<1>F8BV2 <5=H0 70 150 000/<<3 (01> 150
3V30;) V/01> :>;8 2V41C20TBLAO 2V4=>A=5 7<5=H5==O :V;L:>ABV =0 50 %, 01> =02VBL =0 30 %,
?>@V2=O=> 7 ?>G0B:>2>N :V;L:VABN. " @>72820TBLAO, O: ?@028;>, ?@>BO3<< 5-21 4>18 2V4
?>G0B:C ;V:C20==O 35?0@8=>< (1V;LHVABL 28?04:V2 28=8:0T G5@57 10 4=V2).
4=0: C E2>@8E 7 " 2 0=0<=57V F5 CA::04=5==O <>65 28=8:=CB8 =01030B> @0=VH5. @> >:@52V4>
<;O;>AO G5@57 21 45=L. B65, A;V4 A8AB5<0B8G=> 28O2;OB8 E2>@8E 7 B0:8< 0=0<=57<<,
?@>2>4OG8 45B0;L=V A?V215AV48 7 E2>@8-8 ?5@54 ?>G0B:><< ;V:C20==O.

@V< B>3>, @878: @5F8482C ?@8 2V4=>2;5==V ;V:C20==O 35?0@8=< <65 715@V30B8AO ?@>BO3>
< :V;L:>E @>:V2 01> =02VBL ?@>BO3< =5>1<565=>3> ?5@V>4C G0AC (482. @>74V;
«@>B8?>:070==O»).

2AVE 28?04:0E " T:@8B8G=8< AB0=< V ?>B@51CT :>=AC;LB0FVW A?5FV0;VAB0.
C4L-O:5 7=0G=5 7=865==O :V;L:>ABV B@<1>F8BV2 (30-50 % ?> 2V4=>H5==N 4> ?>G0B:>2>3>
@V2=O) T ?>?5@546C20;L=8< 7=0:< =02VBL 4> B>3>, O: F59 ?>:07=8: 4>AO3=5 :@8B8G=>3> @V2=O.
2AVE 28?04:0E 7=865==O :V;L:>ABV B@<1>F8BV2 A;V4 268B8 =0ABC?=8E 70E>4V2:

1) "5@2> ?@>25AB8 :>=B@>;L :V;L:>ABV B@<1>F8BV2.
2) @8 ?V4B25@465==V 01> =02VBL ?@>3@5AC20==V B@<1>F8B>?5=VW ?@8 2V4ACB=>ABV
V=H>W >G5284=>W ?@8G8=8 FL>3> O28I0 =5>1EV4=> 2V4<.
@07>: :@>2V 7018@0NBL C ?@>1V@:C 7 F8B@0B< 4;O ?@>2545==O B5ABV2 =0 03@530FVN B@>
<1>F8BV2 in vitro B0 V;>3VG=8E B5ABV2. 4=0: ?@8 B0:8E AB0=0E B5@2V 70E>48 ?@89<0NBL =5 =0
?V4AB02V @57C;LB0BV2 B5ABV2 =0 03@530FVN B@<1>F8BV2 in vitro 01> V;>3VG=>3> 0=0;V7C,
>A;V;L:8 B0:V 0=0;V78 28:>=CNBLAO C 728G09=>@04:C ;8H5 2 45O:8E A?5FV0;V7>20=8E
;01>@0B>@VOE, 0 @57C;LB0B8, C :@0I>B>2V ;8H5 G5@57 :V;L:0 3>48=. &V 0=0;V78 T =5>1EV4=8<8
4;O 4V03=>AB8:8 CA::04=5=L, >A;V;L:8 ?@8 ?@>4>265==V ;V:C20==O 35?0@8=< @878: @>728B:C
B@<1>7C 4C65 28A>:89.
3) @>DV;0:B8:0 01> ;V:C20==O B@<1>B8G=8E CA::04=5=L, ?>2O70=8E 7".
/:I> VA=CT =5>1EV4=VABL ?@>4>26C20B8 0=B8:>03C;O=B=C B5@0?VN, 35?0@8= A;V4 70>1>B8G=8<
70A>1>< V=H>W 3@C?8, =0?@8::04 40=0?0@>W4< =0B@VN 01> ;5?V@C48=<, O:V
?@87=0G0NBLAO C ;V:C20;L=8E 01> ?@>DV;0:B8G=8E 4>70E C :>6=>@5<.
0@0;L=8< 0=B8:>03C;O=B<< <6;820 BV;L:8 ?VA;O =>@<0;V70FVW :V;L:>ABV B@<1>F8BV2,
>A;V;L:8 VA=CT 703@>70 @5F8482C B@<1>7C ?V4 2?;82<< ?5@>@0;L=8E 0=B8:>03C;O=BV2.
0@0;L=8<8 0=B8:>03C;O=B0<8. <5B>N <=>VB>@8=3C 5D5:BV2 ?5@>@0;L=8E 0=B8:>03C;O=BV2
A;V4 ?>A8;8B8 ;;V=VG=89 =03;O4 B0 ?V428I8B8 G0AB>BC ?@>2545==O ;01>@0B>@=8E 0=0;V7V2
(?@>B@<1V=>289 G0A, I> 28@065=89 O: 4=5 =>@<0;V7>20=5 A?V22V4=>H5==O (!)).
A:V;L:8 4;O @>728B:C <0:A8<0;L=>3> 5D5:BC ?5@>@0;L=>3> 0=B8:>03C;O=BC ?>B@V15= 450:89
G0A, B> =5>1EV4=> ?@>4>26C20B8 35?0@8=>B5@0?VN C ?>ABV9=V9 4>7V ?@>BO3<< G0AC,
4>AB0B=L>3> 4;O 715@565==O ?>:07=8:0 ! C 1060=>3> B5@0?52B8G=>3> ?>:070==O V=B5@20;V <0
?>A;V4>2=> 28:>=0=8<8 0=0;V70<8.
>=VB>@8=3 0=B8-%0 0:B82=>ABV. A:V;L:8 1V;LHVABL ;;V=VG=8E 4>A;V465=L, O:V ?@>45
<=>AB@C20;8 5D5:B82=VABL , 1C;8 ?@>2545=V V7 70AB>AC20==O< 4>78, @>7@0E>20=>W
28E>4OG8 7 <0A8 BV;0 E2>@>3>, 157 A?5FV0;L=>3> ;01>@0B>@=>3> :>=B@>;N, =5>1EV4=VABL
?@>2545==O ;01>@0B>@=8E 0=0;V7V2 4;O 287=0G5==O 5D5:B82=>ABV ;V:C20==O =5 2AB0=>2;5=0.
4=0: C ?52=8E ;;V=VG=8E A8BC0FVOE, O:V G0AB> AC?@>2>46CNBLAO @878:< ?5@54>7C20==O,
;01>@0B>@=V 0=0;V78, 0 A0<5: <=>VB>@8=3 0=B8-%0 0:B82=>ABV, <65 1CB8 :>@8A=8< 4;O
?>?5@5465==O @878:C 28=8:=5==O :@>2>B5GV.
"0:V A8BC0FVW ?5@5206=> AB>ACNBLAO ;V:C20;L=8E ?>:070=L 4> 70AB>AC20==O V ?>2O70=V 7
4>70<8, I> ?@87=0G0NBLAO E2>@8
- 7;53:>N B0 ?>N =8@:>2>N =54>AB0B=VABN (:;V@5=A :@50B8=V=C 30-60<;/E2 70 D>@N
>:@>DB0). A:V;L:8, =0 2V43> =5D@0:FV>=>20=>3> 35?0@8=C, 282>48BLAO ?5@5206=> =8@:0<8,
B> 1C4L-O:0 =8@:>20 =54>AB0B=VABL <65 AB0B8 ?@8G8=>N 28=8:=5==O 2V4=>A=>3>
?5@54>7C20==O. "06:0 =8@:>20 =54>AB0B=VABL T ?@>B8?>:070==O< 4> 70AB>AC20==O C
;V:C20;L=8E 4>70E (482. @>74V; «@>B8?>:070==O»);
- V7 =04728G09=> 25;8:>N 01> <0;>N <0A>N BV;0 (AEC4=5==O 01> =02VBL :0E5:AVO, >68@V==O);
- V7 :@>2>B5G5N =57OA>20=>W 5BV;>3VW.
02?0:8, ?@>2545==O ;01>@0B>@=>3> <=>VB>@8=3C =5 @5:><5=4CTBLAO C 28?04:C
70AB>AC20==O ?@>DV;0:B8G=8E 4>7, O:I> ;V:C20==O ?@>2>48BLAO 2V4?>2V4=> 4>
B5@0?52B8G=8E @5:><5=40FV9 (7>:@5<0 I>4> B@820;>ABV ;V:C20==O), 0 B0:>6 ?V4 G0A 35
<>4V0;V7C.
;O 28O2;5==O <6;82>W :C2B>@=>3> 22545==O @5:><5=4CTBLAO, ?@8 =5>1EV4=>ABV, 1@0B8
:@>2 =0 0=0;V7 =0 ?V:C 0:B82=>ABV (73V4=> 7 =0O2=8<8 40=8<8), B>1B> G5@57 4 3>48=8 ?VA;O
B@5BL>W V=T:FVW ?@8 ?V4H:V@=>1C.

5>1EV4=VABL ?@>2545==O ?>2B>@=8E 0=0;V7V2 0=B8-%0 0:B82=>ABV 4;O 287=0G5==O @V2=O 35?0@8=C 2 :@>2V, =0?@8;;04 G5@57 :>6=V 2-3 4=V, 28@VHCTBLAO 2 V=482V4C0;L=>@04:C 70;56=> 2V4 @57C;LB0BV2 ?>?5@54=L>3> 0=0;V7C. "0:>6 <>65 1CB8 =5>1EV4=> 2V4:>@83C20B8 4>78 .

87=0G5=0 0=B8-%0 0:B82=VABL 72V4 >:@5<>3> B0 >:@5<>3> @5687C20==O.

> 2V4><0: 28E>4OG8 7 =0O2=8E 40=8E, A5@54=V9 ?>:07=8: (± AB0=40@B=5 2V4E8;5==O), O:89 A?>AB5@V302AO G5@57 4 3>48=8 ?VA;O AL<>W V=T:FVW 5=>:A0?0@8=C, I> 22>482AO C 4>7V 100 0=B8-%0 /:3/V=T:FVN 2 @078 =0 4>1C, A;:0402 1,20± 0,17 0=B8-%0 /<;.

&59 A5@54=V9 ?>:07=8: A?>AB5@V302AO ?V4 G0A ;;V=VG=8E 4>A;V465=L, C O:8E :V;L:VA=5 287=0G5==O 0=B8-%0 0:B82=>ABV ?@>2>48;>AO E@><>35==8< (0;VB8G=8<) <5B>4>

:B82>20=89 G0AB:>289 B@><I>?;0AB8=>289 G0A ("""). 5O:V A?@8G8=ONBL ?>3> 5D5:BC =5 7OA>20=5, B> =5<0T =5>1EV4=>ABV 28:>@8AB>2C20B8 F59 B5AB 4;O <>=VB>@8=3C ;V:C20==O.

!/?V=0;L=0/5?V4C@0;L=0 0=5AB57VO C E2>@8E, O:V >B@8DV;0:B8G=5 ;V:C20==O ./: V C 28?04:C 7 V=H8<8 0=B8:>03C;O=B0<8, 1C;8 70@5TAB@>20=V ?>>48=>:V 28?04:8 A?V=0;L=8E 35<0B>< ?@8

70AB>AC20==V ?V4 G0A ?@>2545==O A?V=0;L=>W/5?V4C@0;L=>W 0=5AB57VW, I> A?@8G8=O;8 B@820;89 01> ?>ABV9=89 ?0@0;VG.

878: @>728B:C A?V=0;L=>W 35<0B><8 28I89 C 28?04:C 5?V4C@0;L=>W 0=5AB57VW, O:0

?@>2>48BLAO V7 70AB>AC20==O< :0B5B5@0, =V6 C 28?04:C A?V=0;L=>W 0=5AB57VW.

878: 28=8:=5==O B0:8E ?>>48=>:8E 28?04:V2 <>65 7@>AB0B8 ?@8 B@820;>@8AB0==V 5?V4C@0;L=8E :0B5B5@V2 C ?VA;O>?5@0FV9=89 ?5@V>4.

28?04:C :>;8 ;V:0@ ?@89<0T @VH5==O ?@> ?@87=0G5==O 0=B8:>03C;O=BV2 =0 D>=V ?@>2545==O 5?V4C@0;L=>W/A?V=0;L=>W 0=5AB57VW, =5>1EV4=> 4>B@8W ?8;L=>ABV B0 74V9A=N20B8

G0AB89 :>=B@>;L 4;O 28O2;5==O 1C4L-O:8E >7=0: B0 A8;>3VG=8E ?>@CH5=L, B0:8E O: 1V;L ?> A5@548==V9 ;V=VW A?8=8, ?>@CH5==O GCB;828E B0 @CE>28E DC=:FV9 (>=V A;01:VABL =86=VE :V=FV2>:), 48ADC=:FVO :8H5G=8:0 B0/01> A5G>2>3> 1EV4=> ?@>V=AB@C:BC20B8 I>4>

=5>1EV4=>ABV =5309=> ?>2V4><;OB8 A2>T 28=8:=5==O C =8E 1C4L-O:8E 7 28I5=0720=8E >7=0: 01> A8 ?V4>7@NNBLAO >7=0:8 01> A8<8 A?V=0;L=>W 35<0B><8, =5>1EV4=> @>7?>G0B8 =52V4;:04=V 4V03=>AB8G=V B0 ;V:C20;L=V 70E>48, 2 B>3> <>7:C.

/:I> C ?5@54>?5@0FV9=>4V ?>B@V1=5 ;V:C20==O (C E2>@8E, O:V B@820;89 G0A 7=0E>4OBLAO =0 ?>ABV;L=> :>@8ABL 2V4 W/@53V=>=0;L=>W A?V=0;L=>W 0=5AB57VW @5B5;L=> 72065=0, B> E2>@8 <, O:V >B@8<0;8 V=T:FVN C ?5@54>?5@0FV9=>4V, <>6=0 ?@>2>48B8 0=5AB57VN 70 C<>28, I> 5:><5=4CTBLAO ?@>2>48B8 @5B5;L=5 =52@>;>3VG=5 A?>AB5@565==O G5@57 =5157?5:C

28=8:=5==O A?V=0;L=>W 35<0B><8.

0965 2 CAVE E2>@8E G5@57 6-8 3>48= ?VA;O 0=5AB57VW 01> ?VA;O 2840;5==O :0B5B5@0<>6=0 @>7?>G8=0B8 ?@>DV;0:B8G=5 ;V:C20==O ?@8 ?@>2545==V =52@>;>3VG=>3> A?>AB5@565==O. !;V4 4>B@8A>1;82>W >15@56=>ABV ?@8 70AB>AC20==V ?@5?0@0BC >4=>G0A=> 7 V=H8<8 ;V:0@AL:8<8 70A>10<8, O:V 2?;820NBL =0 35<>AB07 (>A>1;82> =5AB5@>W4=8<8 ?@>B870?0;L=8<8 70A>10<8, 0A?V@8=><).

!B0=8, I> AC?@>2>46CNBLAO >A>1;828< @878:> !?>AB5@565==O 70 E>4>< ;V:C20==O A;V4

?>A8;8B8 C =0ABC?>8E 28?04:0E:

- ?5GV=>20 =54>AB0B=VABL;

- =0O2=VABL 2 0=0<=57V 28@07:8 30AB@>4C>45=0;L=>W 7>=8 01> V=H8E >@30=VG=8E C@065=L, O:V 7C<>2;NNBL :@>2>B5GV;

- AC48==5 E>@V>@5B8=0;L=5 70E2>@N20==O;

- ?VA;O>?5@0FV9=89 ?5@V>4 ?VA;O EV@C@3VG=>3> 2B@CG0==O =0 3>;>2=>A?8==>

- ;N<10;L=0 ?C=:FVO: A;V4 2@0E>2C20B8 @878: V=B@0A?V=0;L=>W :@>2>B5GV V, C @07V <>6;82>ABV, 2V4;:040B8 WW ?@>2545==O =0 O:=094>2H89 G0A;

- >4=>G0A=5 70AB>AC20==O 7 ;V:0@AL:8<8 70A>10<8, I> 2?;820NBL =0 35<>AB07 (482. @>74V; « 70T<>4VO 7 V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T<>4V9»).

@>F54C@8 @520A:C;O@870FVW :>@>=0@=8E 0@B5@V9 .;O >1<565==O @878:C @>728B:C :@>2>B5GV C ?0FVT=BV2, O:8< ?@>2>48BLAO 0=3V>;0AB8:0 :>@>=0@=8E 0@B5@V9 7 <5B>N ;V:C20==O =5AB01V;L=>W AB5=>:0@4VW, V=D0@:BC:0@40 157 7C1FO Q 01> 3>AB@>3> V=D0@:BC :0@40 7 ?V49><< A53<5=BC ST A;V4 AC2>@> 4>B@8<5=4>20=8E ?@>A?5FV0;L=8E 70A>1V2 70:@8BBO AC48=8 (35<>AB0B8G=8E ?@8AB@>W2) A;V4 =5309=> 2840;8B8 ?@>2V4=8:. # 28?04:C 74V9A=5==O @CG=>W :>2V4=8: =5>1EV4=> 2840;8B8 G5@57 6 3>48= ?VA;O >AB0==L>3>

?V4H:V@=>3>/2=CB@VH=L>25==>3> 22545==O 5=>:A0?0@8=C. @8 ?@>4>265==V ;V:C20==O V7
70AB>AC20==O< 5=>:A0?0@8=C =0ABC?=C V=T:FVN A;V4 74V9A=N20B8 =5 @0=VH5, =V6 G5@57 6-
8 3>48= ?VA;O 2840;5==O ?@>2V4=8:0. 5>1EV4=> A;V4:C20B8 70
%>G0 :=F5=B@0FVW @V7=8E =87L:<>;5:C;O@=8E 35?0@8=V2 287=0G0NBLAO 2 4=8E >48=8FOE ()
0=B8-%0 0:B82=>ABV, WE 5D5:B82=VABL 287=0G0TBLAO =5 ;8H5 WE 0=B8-%0 0:B82=VABN.
5157?5G=> 7048= @568< 4>7C20==O =0 V=H89, >A;V;L:8 :>65= @568< 1C;> >1'@C=B>20=>
A?5FV0;L=8<8 ;V=VG=8<8 4>A;V465==O<8. B65, ?@8 70AB>AC20==V :>6=>3> ?@5?0@0BC A;V4
4>B@8A>1;82>W >15@56=>ABV B0 28:>=C20B8 A?5FV0;L=V V=AB@C:FVW V7 9>3> 70AB>AC20==O.
0AB5@565==O.

878: :@>2>B5GV: =5>1EV4=> 4>B@8<5=4>20=8E @5687C20==O (4>7C20==O B0 B@820;VABL
;V:C20==O). 528:>=0==O F8E @5:<5=40FV9 <>65 A?@8G8=8B8 @>728B>: :@>2>B5GV, 7>:@5<0 C
E2>@8E, O:V =0;560BL 4> 3@C?8 ?V428I5=>3> @878:C (E2>@V ;VB=L>3> 2V:C, 7 =8@:>2>N
=54>AB0B=VABN B>I>).

8?04:8 B06:8E :@>2>B5G A?>AB5@V30;8AO C =0ABC?=8E A8BC0FVOE:

- C E2>@8E ;VB=L>3> 2V:C, 7>:@5<0 G5@57 7=865==O DC=:FVW =8@>:, I> 28=8:0T 7 2V:< ;
- C E2>@8E 7 =8@:>2>N =54>AB0B=VABN;
- ?@8 <0AV BV;0<5=H5 40 :3;
- ?@8 ;V:C20==V, B@820;VABL O:>3> ?5@528ICT @5:<5=4>20=C A5@54=N B@820;VABL C 10 4=V2;
- ?@8 =528:>=0==V B5@0?52B8G=8E @5:<5=40FV9 (7>:@5<0 B8E, I> AB>ACNBLAO B@820;>ABV
;V:C20==O B0 :>@5:FVW 4>78 2V4?>2V4=> 4><0A8 BV;0 ?V4 G0A ;V:C20==O);
- ?@8 >4=>G0A=>AC20==V 7 ?@5?0@0B0<8, O:V ?V428ICNBL @878: 28=8:=5==O :@>2>B5GV (482.
@>74V; «□70T<>4VO 7 V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T<>4V9»).

=T:FVW 5=>:A0?0@8=C, O: V 1C4L-O:>3> V=H>3> 0=B8:>03C;O=BC, =5>1EV4=> 70AB>A>2C20B8 V7
>15@56=VABN ?@8 AB0=0E, 4;O O:8E 2;0AB820 ?V428I5=0 2V@>3V4=VABL 28=8:=5==O :@>2>B5G,
B0:8E O: ?>@CH5==O 35<>AB07C, =0O2=VABL ?5?B8G=>W 28@07:8 2 0=0<=57V, =5I>402=>
?5@5=5A5=89 VH5=B@>;L>20=0 0@B5@V0;L=0 3V?5@B5=7VO, 4V015B8G=0 @5B8=>?0BVO,
=5I>402=> ?5@5=5A5=5 =59@>EV@C@3VG=5 01> >DB0;L<;>3VG=5 EV@C@3VG=5 2B@CG0==O.
1C4L O:>@8< ;VB=L>3> 2V:C B0/01> E2>@8< 7 =8@:>2>N =54>AB0B=VABN, 0 B0:>6 E2>@8<,
;V:C20==O O:8E B@820T 1V;LH5 10 4=V2, =5>1EV4=> ?5@51C20B8 ?V4 >A>1;828< <548G=8<
A?>AB5@565==O

?52=8E 28?04:0E :V;L:VA=5 287=0G5==O 0=B8-%0 0:B82=>ABV<>65 1CB8 :>@8A=8< 4;O 28O2;5==O
:C

878: 35?0@8=V=4C:>20=>W B@><1>F8B>?5=VW ("). @8 @>728B:C =0ABC?=8E B@><1>B8G=8E
CA:;04=5=L C E2>@>3>, O:89 >B@8 ?@>DV;0:B8G=8E 4>70E: 703>AB@5==O B@><1>7C, D;51VB,
B@><1>5<1>;VO ;535=52>W 0@B5@VW, 3>AB@0 VH5:, 01> =02VBL V=D0@:B :0@40 01> VH5;V4
?V4>7@N20B8 <>6;82VABL @>728B:C 35?0@8=V=4C:>20=>W B@><1>F8B>?5=VW ("), 0 B0:>6
=52V4:;04=> ?@>2>48B8 ?V4@0EC=>: :V;L:>ABV B@><1>F8BV2 (482. @>74V; «A>1;82V 70E>48
157?5:8»).

(BCG=V <5E0=VG=V :;0?0=8 A5@FO. 0AB>AC20==O 5=>:A0?0@8=C 7 <5B>N ?>?5@5465==O B@>
<1>5<1>;VG=8E CA:;04=5=L C ?0FVT=BV2 7V HBCG=8<8 <5E0=VG=8<8 ;;0?0=0<8 A5@FO C
A?5FV0;L=8E 4>A;V465==OE =5 282G0;>AO. 4=0: 1C;> 70@5TAB@>20=> :V;L:0 ?>>48=>:8E 28?04:V2
B@><1>7C C ?0FVT=BV2 7V HBCG=8<8 <5E0=VG=8<8 ;;0?0=0<8 A5@FO, O:V >B@8:A0?0@8= 7
<5B>N ?>?5@5465==O B@><1>5<1>;VG=8E CA:;04=5=L.

03VB=V 6V=:8. V4 G0A ;V=VG=>3> 4>A;V465==O A5@54 203VB=8E 6V=>: 7V HBCG=8<8 <5E0=VG=8
<8 ;;0?0=0<8 A5@FO, O:V >B@8:A0?0@8=C 2 @078 =0 4>1C 7 <5B>N 7<5=H5==O @878:C B@><1>5
<1>;VG=8E CA:;04=5=L, C 2-E V7 8-<8 6V=>: @>728=C2AO B@><1>7, O:89 ?@872V2 4> B0=048 ;;0?0=0
B0 ;5B0;L=>3> =0A;V4:C <0B5@V B0 ?;>40. @V< FL>3>, ?>>48=>:V 28?04:8 B@><1>7C C 203VB=8E
6V=>: 7V HBCG=8<8 <5E0=VG=8<8 ;;0?0=0<8 A5@FO, O:V >B@8:A0?0@8= 7 <5B>N 7<5=H5==O
@878:C B@><1>5<1>;VG=8E CA:;04=5=L, 1C;8 70@5TAB@>20=V V ?V4 G0A ?@>2545==O ?>AB
<0@:5B8=3>2>3> A?>AB5@565==O 70 ?@5?0@0B><1>5<1>;VG=8E CA:;04=5=L C F8E ?0FVT=B>: <>65
1CB8 28I8

**40B=VABL 2?;820B8 =0 H284:VABL @50:FVW ?@8 :5@C20==V 02B>B@0=A?>@B< 01> @>1>BV 7
V=H8<8 <5E0=V7<0<8. @89>< ?@5?0@0BC =5 2?;820T=0 740B=VABL :5@C20B8 02B>B@0=A?>@B=8
< 70A>1><< B0 ?@0FN20B8 7 <5E0=V7<0<8. @>B5 A;V4 1CB8 >15@56=8<8 7 >3;O4C =0 <>6;82V
?>1VG=V @50:FVW (482. @>74V; «>1VG=V @50:FVW»).**

70T<>4V0 7 V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T<>4V9.

V:0@AL:V 70A>18 01> B5@0?52B8G=V ;:A8 <>6CBL A?@8OB8 @>728B:C 3V?5@:0;5;V :0;VN,
:0;V9715@V30NGV 4VC@5B8:8, V=3V1VB>@8 ?5@5B2>@N20;L=>3> D5@<5=BC, V=3V1VB>@8
0=3V>B5=78=C , =5AB5@>W4=V ?@>B870?0;L=V ?@5?0@0B8, 35?0@8=8 (=87L:><>;5:C;O@=89 01>
=5D@0:FV=>=>20=89 35?0@8=), F8;:>A?>@8= B0 B0:@>;V
>728B>: 3V?5@:0;5

878: WW 28=8:=5==O 7@>AB0T, O:I> 2815 2:070=V ;V:0@AL:V 70A>18 70AB>A>2CNBLAO
>4=>G0A=>.

51060=V :><1V=0FVW.

F5B8;A0;VF8;>20 :8A;>B0 C 7=51>;N20;L=8E, 60@>7=86C20;L=8E B0 ?@>B870?0;L=8E 4>70E (V 70
0=0;>3VTN V=HV A0;VF8;0B8). 1V;LHCTBLAO @878: :@>2>B5GV (?@83=VG5==O DC=:FVW B@>
<1>F8BV2 ?V4 4VTN A0;VF8;0BV2 B0 C@065==O A;87>2>W >1>;>=:8 H;C=:>2>-.8H:>2>3> B@0:BC).
!;V4 70AB>A>2C20B8 60@>7=86C20;L=V 7=51>;N20;L=V 70A>18, I> =5 =0;560BL 4> A0;VF8;0BV2
(=0?@8::04 ?0@0F5B0<>).

(A8AB5<=5 70AB>AC20==O). 1V;LHCTBLAO @878: :@>2>B5GV (?@83=VG5==O DC=:FVW B@>
<1>F8BV2 ?V4 4VTN B0 C@065==O A;87>2>W >1>;>=:8 H;C=:>2>-.8H:>2>3> B@0:BC).

/:I> =5<>6;82> C=8:=CB8 >4=>G0A=>3> 70AB>AC20==O, A;V4 ?@>2>48B8 @5B5;L=5 ;;V=VG=5
A?>AB5@565==O.

5:AB@0= 40 (?0@5=B5@0;L=5 70AB>AC20==O). V42815=89 @878: :@>2>B5GV (?@83=VG5==O
45:AB@0=>< 40 DC=:FVW B@><1>F8BV2).

><1V=0FVW, I> ?>B@51CNBL 26820==O 70?>1V6=8E 70E>4V2.

5@>@0;L=V 0=B8:>03C;O=B8. >A8;5==O 0=B8:>03C;O=B=>3> 5D5:BC. @8 70@0;L=8<
0=B8:>03C;O=B<< A;V4 ?>A8;8B8 ;;V=VG=89 =03;O4.

><1V=0FVW, O:VA;V4 2@0E>2C20B8. =3V1VB>@8 03@530FVW B@><1>F8BV2 (V=HV =V6
0F5B8;A0;VF8;>20 :8A;>B0 C 7=51>;N20;L=8E, 60@>7=86C20;L=8E B0 ?@>B870?0;L=8E 4>70E;):
01A8:A8<01, 0F5B8;A0;VF8;>20 :8A;>B0 2 0=B803@530=B=8E 4>70E ?@8 :0@4V>;>3VG=8E B0
=52@>;>3VG=8E ?>:070==OE, 15@0?@>AB, ;;>?V4>3@5;L, 5?B8DV10B84, V;>?@>AB, B8;:>?V48=
B8@>DV10=. 1V;LHCTBLAO @878: :@>2>B5GV.

\$0@<0:>;>3VG=V 2;0AB82>ABV.

\$0@<0:>48=0

=>:A0?0@8= T =87L:><>;5:C;O@=8< 35?0@8=><, C O:>3> 0=B8B@><1>B8G=0 B0 0=B8:>03C;O=B=0
0:B82=VABL AB0=40@B=>3> 35?0@8=C =5 ?>2O70=V1>N. >:0 0=B8-%0 0:B82=VABL, =V6 0=B8-0 01>
0=B8B@><1V=>20 0:B82=VABL. ;O 5=>:A0?0@8=C A?V22V4=>H5==O F8E 42>E 284V2 0:B82=>ABV
AB0=>28BL 3,6.

?@>DV;0:B8G=8E 4>70E 2V= =5 G8=8BL 7=0G=>W 4VW =0 "".

0 ?V:C 0:B82=>ABV ;V:C20;L=8E 4>7 "" <>65 1CB8 2 1,5-2,2 @070 1V;LH5 :=>B@>;L=>3> G0AC. &5
?>4>265==O 2:07CT =0 70;8H:>2C 0=B8B@><1V=>2C 4VN.

V:C20==O 3>AB@>3> V=D0@:BC :0@40 7 ?V49><>< A53<5=B0 ST C :><1V=0FVW 7 B@>
<1>;VB8G=8< 70A>I>< C E2>@8E, C O:8E ?@>2>48BLAO ?>40;LH0 :>@>=0@=0 0=3V?>;0AB8:0, 0
B0:>6 C E2>@8E, O:8< FO ?@>F54C@0 =5 ?@>2>48BLAO. # 25;8:>F5=B@>2>A;V465==V 20479
E2>@8E V7 3>AB@8< V=D0@:B<< :0@40 7 ?V49><>< A53<5=B0 ST, ?VA;O B>3>, O: 2>=8 >B@8<0;8
DV1@8=>;VB8G=C B5@0?VN, 1C;8 @0=4>20=> @>7?>4V;5=V =0 3@C?8 4;O >B@8<0==O 01>
5=>:A0?0@8=C C 283;O4V 1>;NA=>W 2=CB@VH=L>25==>W V=T:FVW 3000 0=B8-%0 , A;V4< 70
O:>N =5309=> ?V4H:V@=> 22>48;0AO 4>70 100 0=B8-%0 /:3, ?>BV< ?@>2>48;8AO ?V4H:V@=V
V=T:FVW ?> 100 0=B8-%0 /:3 :>6=V 12 3>48=, 01> 4;O 22545==O 2=CB@VH=L>25==>3>
=5D@0:FV=>=>20=>3> 35?0@8=C C 283;O4V 1>;NA=>W V=T:FVW 60 /:3 (<0:A8 70;56=> 2V4 ?>:07=8:0
0:B82>20=>3> G0AB:>2>3> B@><1>?;0AB8=>2>3> G0AC. V4H:V@=V V=T:FVW 5=>:A0?0@8=C
?@>2>48;8 4> 28?8A:8 7V AB0FV=>0@C 01> =5 1V;LH5 8 3>48= (C 75 % 28?04:V2 =5<5=H5 6 4=V2).
>;>28=V E2>@8E, O:V >B@8

E>4V 4>A;V465==O 4716 (23%) E2>@8< 1C;0 ?@>2545=0 :>@>=0@=0 0=3V?>;0AB8:0 =0 B;V
0=B8B@><1>B8G=>W B5@0?VW V7 70AB>AC20==O< 70<0A:>20=8E 4>A;V46C20=8E ?@5?0@0BV2.
%2>@V =5 >B@840B:>2V 4>78, O:I> 7 <><5=BC >AB0==L>W ?V4H:V@=>W V=T:FVW 5=>:A0?0@8=C
4> @>74C20==O 10;>=0 ?@>9H;> <5=H5 8 3>48=, 01> 6 >B@8;NA=C 2=CB@VH=L>25==C V=T:FVN
5=>:A0?0@8=C C 4>7V 30 0=B8-%0 /:3, O:I> 7 <><5=BC >AB0==L>W ?V4H:V@=>W V=T:FVW

5=>:A0?0@8=C 4> @>74C20==O 10;>=0 ?@>9H;> 1V;LH5 8 3>48=
=>:A0?0@8= 4>72>;82 7=0G=> 7<5=H8B8 G0AB>BC ?>4V9, O:V 2V4?>2V40NBL ?5@28==8< :V=F528<
B>G:0< (:>1V=>20=0 :V=F520 B>G:0, I> 2;:NG0T 2 A515 @5F8482 V=D0@:BC :0@40 B0 ;5B0;L=VABL 7
1C4L-O:>W ?@8G8=8, O:V <0;8 BO3<< 30-45==>3> ?5@V>4C A?>AB5@565==O ?VA;O 2;:NG5==O C
4>A;V465==O: 9,9% C 3@C?V 5=>:A0?0@8=C ?>@V2=O=> 7 12,0 % C 3@C?V =5D@0:FV=>=>20=>3>
35?0@8=C (7=865==O 2V4=>A=>3> @878:C 17 % (@<0,001)). '0AB>B0 @5F8482C V=D0@:BC :0@40
1C;0 7=0G=> =86G0 2 3@C?V 5=>:A0?0@8=C (3,4 % ?>@V2=O=> 7 5 %, @<0,001, 7=865==O
2V4=>A=>3> @878:C 3 1%). 5B0;L=VABL 1C;0 =86G0 C 3@C?V 5=>:A0?0@8=C, >4=0: @V7=8FO
5@52030 5=>:A0?0@8=C 7 B>G:8 7>@C ?5@28==>W :V=F52>W B>G:8 ?>:07=8:0 1C;0
15770AB5@56=>N =570;56=> 2V4 ?V43@C?8 (2V:, AB0BL, ;>:0;V70FVO V=D0@:BC:0@40, 4V015B 01>
V=D0@:B :0@40 2 0=0<=57V, B8? ?@87=0G5=>3> B@<1>;VB8:0 B0 ?@>: G0AC O2>N ?5@H8E
::V=VG=8E >7=0: B0 ?>G0B:<< ;V:C20==O).
=>:A0?0@8= ?@>45<>=AB@C202 7=0G=C ?5@5203C, ?>@V2=O=> 7 =5D@0:FV=>=>20=8< 35?0@8=<<,
7 B>G:8 7>@C ?5@28==>3> :@8B5@VN 5D5:B82=>ABV O: C E2>@8E, I> ?5@5=5A;8 :>@>=0@=C
0=3V>?;0AB8:C 2 30-45==89 ?5@V>4 ?VA;O 2;:NG5==O C 4>A;V465==O (10,8 % ?>@V2=O=> 7 13,9 %,
23 % 7=865==O 2V4=>A=>3> @878:C), B0: V C E2>@8E, O:8< :>@>=0@=0 0=3V>?;0AB8:0 =5
?@>2>48;0AO (9,7 % ?>@V2=O=> 7 11,4 %, =0 15 % 7=865==O 2V4=>A=>3> @878:C).
'0AB>B0 28=8:=5==O <0A82=8E :@>2>B5G 4> 30-3> 4=O 1C;0 4>AB>2V@=> 28I>N 2 3@C?V
5=>:A0?0@8=C (2,1 %) ?>@V2=O=> 7 3@C?>N 35?0@8=C (1,4 %). '0AB>B0 H;C=:>2>-:8H:>28E
:@>2>B5G 1C;0 28I0 C 3@C?V 5=>:A0?0@8=C (0,5 %), =V6 C 3@C?V 35?0@8=C (0,1 %), B>4V O:
G0AB>B0 2=CB@VH=L>G5@5?=8E :@>2>28;82V2 2 >1>E 3@C?0E 1C;0 >4=0:>2>N (0,8 % C 28?04:C
5=>:A0?0@8=C ?>@V2=O=> 7 0,7 % C 28?04:C 35?0@8=C).
=0;V7 :<<1V=>20=8E :@8B5@VW2, 70 4>?><>3>N O:8E 287=0G0;8 ;:V=VG=C :>@8ABL, ?>:0702
AB0B8AB8G=> 7=0GCIC ?5@5203C (@<0,0001) 5=>:A0?0@8=C =04 =5D@0:FV=>=>20=8< 35?0@8=>
A=>3> @878:C =0 14 % =0 :>@8ABL 5=>:A0?0@8=C (11 % ?>@V2=O=> 7 12,8 %) 4;O :<<1V=>20=8E
:@8B5@VW2, I> A:;040;8AO 7V ;5B0;L=>ABV, @5F8482C, V=D0@:BC:0@40 B0 BO6:>W :@>2>B5GV
(:@8B5@VW ") 4> 30-3> 4=O, V 17 % (10,1 % ?>@V2=O=> 7 12,2 %) 4;O :<<1V=>20=8E :@8B5@VW2,
I> A:;040;8AO 7V ;5B0;L=>ABV, @5F8482C V=D0@:BC:0@40 B0 2=CB@VH=L>G5@5?=>3>
:@>2>28;82C 4> 30-3> 4=O.
\$0@<0:>:V=5B8:0. \$0@<0:>:V=5B8G=V ?>:07=8:8 5=>:A0?0@8=C >FV=N20;8 =0 ?V4AB02V
B@820;>ABV 0=B8-%0 B0 0=B8-0 0:B82=>ABV C ?;07<5=4>20=8E 4>70E (20;V4>20=V 0;VB8G=V
<5B>48) ?VA;O >4=>@07>2>3> B0 ?>2B>@=>3> ?V4H:V@=>3> 22545==O V ?VA;O >4=>@07>2>W
2=CB@VH=L>25==>W V=T:FVW.
V>4>ABC?>VABL. =>:A0?0@8=, I> 22>48BLAO ?V4H:V@=>, H284:> V <0965 ?>2=VABN 2A
<>:BCTBLAO (?@81;87=> 100 %). 0:A8<0;L=0 0:B82=VABL C ?;072V A?>AB5@V30TBLAO G5@57 3-4
3>48=8 ?VA;O 22545==O. "0:0<0:A8<0;L=0 0:B82=VABL (I> 28@065=0 C 0=B8-%0) AB0=>28BL
0,18±0,04 (?VA;O 2000 0=B8-%0), 0,43±0,11 (?VA;O 4000 0=B8-%0) ?@8 ?@>DV;0:B8G=>
>;NA=0 2=CB@VH=L>25==0 V=T:FVO 3000 0=B8-%0 7 ?>40;LH8<8 ?V4H:V@=>8<8 V=T:FVO<8 ?> 100
0=B8-%0 /3 :>6=V 12 3>48= ?@872>48BL 4> 4>AO3=5==O ?5@H>3> <0:A8<0;L=>3> @V2=O
:=F5=B@0FVW 0=B8D0:B>@0 %0, I> AB0=>28BL 1,16 /<; (n=16), B0 A5@54=L>3> ?>:07=8:0 ?>IV ?V4
D0@<0:>:V=5B8G=>N :@82>N, I> 2V4?>2V40T 88 % @V2=>206=>3> @V2=O. V2=>206=89 AB0=
4>AO30TBLAO =0 4@C389 45=L ;V:C20==O.
<560E @5:><5=4>20=8E 4>7 D0@<0:>:V=5B8:0 5=>:A0?0@8=C T ;V=V9=>N.
=CB@VH=L>V=482V4C0;L=0 B0 2B>@=8E ?V4H:V@=>8E 22545=L 74>@>28< 4>1@>2>;LFO< 4000
0=B8-%0 1 @07 =0 4>1C @V2=>206=89 AB0= 4>AO30TBLAO =0 2-9 45=L, ?@8 FL>:A0?0@8=C
?@81;87=> =0 15 % 28I0, =V6 ?VA;O >4=>@07>2>W 4>78. V25=L 0:B82=>ABV 5=>:A0?0@8=C C
@V2=>206=> 65 % 28I5, =V6 ?VA;O >4=>@07>2>W 4>78, 0 <0:A8<0;L=89 B0 2V4?>2V4=>. 8E>4OG8
7 D0@<0:>:V=5B8:8 5=>:A0?0@8=C =0B@VN, FO @V7=8FO, I> A?>AB5@V30TBLAO 4;O
@V2=>206=>3> AB0=C, T ?5@5410GC20=>N V 7=0E>48BLAO C<560E B5@0?52B8G=>3> V=B5@20;C.
=B8-0 0:B82=VABL C ?;072V ?VA;O ?V4H:V@=>3> 22545==O ?@81;87=> 2 10 @07V2 =86G0 70 0=B8-
%0 0:B82=VABL. !5@54=O <0:A8<0;L=0 0=B8-0 0:B82=VABL A?>AB5@V30TBLAO ?@81;87=> G5@57
3-4 3>48=8 ?VA;O ?V4H:V@=>W V=T:FVW V 4>AO30T 0,13 0=B8-0 /<; ?@8 ?>2B>@=8E 22545==OE
4>78 100 0=B8-%0 /3 2 @078 =0 4>1C.
\$0@<0:>:V=5B8G=>W 270T<>4VW :A0?0@8=<< B0 B@<1>;VB8G=8< 70A>1<< ?@8 >4=>G0A=>
AB5@V30;>AO.

>7?>4V.; 1□T< @>7?>4V;C 0=B8-%0 0:B82=>ABV 5=>:A0?0@8=C AB0=>28BL 1;87L:>5 ;VB@V2 V T =01;865=8< 4> >1T2V.

5B01>;V7 =>:A0?0@8= <5B01>;V7CTBLAO ?5@5206=> C ?5GV=FV (45AC;LD0B870FVO, 45?>;V <5@870FVO).

82545==O. VA;O ?V4H:V@=>3> 22545==O ?5@V>4 =0?V2282545==O 0=B8-%0 0:B82=>ABV C =87L:> <>;5:C;O@=8E 35?0@8=V2 28I89, =V6 C =5D@0:FV=>=>20=8E 35?0@8=V2.

=>:A0?0@8=C 2;0AB825 <=>D07=5 282545==O 7 ?5@V>4<< =0?V2282545==O 1;87L:> 4 3>48= ?VA;O ?V4H:V@=>3> 22545==O >4=>@07>2>W 4>78 V 1;87L:> 7 3>48= ?VA;O 22545==O ?>2B>@=8E 4>7.

=87L:><<>;5:C;O@=>3> 35?0@8=C 0=B8-0 0:B82=VABL C ?;07

=>:A0?0@8= B0 9>3> <5B01>;VB8 282>4OBLAO =8@:0<8 (=5=0A8GC20=89 <5E0=V7<) V G5@57 6>2G>282V4=V H;OE8.

8@:>289 ;V@5=A D@03<5=BV2, I> <0NBL 0=B8-%0 0:B82=VABL, AB0=>28BL 1;87L:> 10 % 2V4 22545=>W 4>78, 0 7030;L=0 =8@:>20 5:A:@5FVO 0:B82=8E B0 =50:B82=8E @5G>28= 40 % 4>78.

@C?8 28A>:>3> @878:C: ?0FVT=B8 ;VB=L>3> 2V:C. 82545==O C?>2V;L=5=5 G5@57 DV7V>;>3VG=> 7=865=C DC=:FVN =8@>: C FV9 3@C?V. &O 77C20==O B0 @568< 22545==O ?@8 ?@>DV;0:B8G=V9 B5@0?VW, O:I> =8@:>20 DC=:FVO C B0:8E E2>@8E 70;8H0TBLAO C ?@89=OB=8E <560E, B>1B> :>;8 2>=0 ;8H5 B@>E8 7=865=0.

5@54 ?>G0B:<< ;V:C20==O C E2>@8E AB0@H5 75 @>:V2 =5>1EV4=> A8AB5<0B8G=> >FV=N20B8 DC=:FVW =8@>: 70 D>@N >:@>DB0 (482. @>74V; «0?>1V6=V 70E>48 ?@8 70AB>AC20==V»).

%2>@V 7 ;53:>N 01> ?>N =8@:>2>N =54>AB0B=VABN (:;V@5=A :@50B8=V=C >30<;/E2): C ?52=8E 28?04:0E <>65 1CB8 :>@8A=8< 25AB8 A?>AB5@565==O 70 0:B82=VABN F8@:C;NNG>3> 0=B8-%0 D0:B>@0 4;O 70?>1V30==O ?5@54>7C20==O, O:I> 5=>:A0?0@8= 70AB>A>2CTBLAO 7 ;V:C20;L=>N <5B>N (482. @>74V; «A>1;82>ABV 70AB>AC20==O»).

\$0@<0F52B8G=V E0@0:B5@8AB8:8.

A=>2=V DV78:>-EVABV: ?@>7>@89, 15710@2=89 01> 1;V4>-6>2B89 @>7G8=.

"5@ABV. 3 @>:8.

#<>28 715@V30==O. 15@V30B8 C =54>ABC?=>. 5 70<>@>6C20B8.

#?0:>2:0. 2: ?> 0,6 <; 01> 0,8 <; C H?@8F-4>7V V7 70E8A=>N A8AB5<>N 3>;:8, ?> 2 H?@8F-4>78 C 1;VAB5@V, ?> 1 1;VAB5@C 2 :0@B==V9 :>@>1FV.

0B53>@VO 2V4?CA:C. 0 @5F5?B>

;0A=8: B>@3>2>W ;VF5=7VW. "«!0=>DV-25=BVA #: @0W=0», #: @0W=0Sanofi-Aventis Ukraine LLC, Ukraine.

8@>1=8:. !0=>DV V=B@>? =40AB@V0, \$@0=FVO/Sanofi Winthrop Industrie, France.

VAF57=0E>465==O. 180, @N 0= >@5A, 94702 57>=-;LD>@ !545:A, \$@0=FVO/180, rue Jean Jaures, 94702 Maisons-Alfort Cedex, France.

01>

C;L20@ =4CAB@VT;L @><8A;>20 7>=0 76580 □L> "@5, \$@0=FVO / Boulevard Industriel Zone Industrielle 76580 Le Trait , France