

!" #&/
4;O <548G=>3> 70AB>AC20==O ;V:0@AL:>3> 70A>1C

!®
(DIABREX®)

!;:04:

4VNG0 @5G>28=0: glimepiride;

1 B01;5B:0

4>?>28=8: ;0:B>78 <=>3V4@0B, =0B@VN :@>E<0;L3;V:>;OB (B8?), F5;N;>70:@8AB0;VG=0,
?>2V4>= (K30), <03=VN AB50@0B, 10@2=8:8: B01;5B:8 1 <3 70;V70 >:A84 G5@2>=89 (E 172); B01;5B:8
2 <3 70;V70 >:A84 6>2B89 (E 172), V=483>:0@ 3 <3 70;V70 >:A84 6>2B89 (E 172); B01;5B:8 4 <3
V=483>:0@

V:0@AL:0 D>@<0. "01;5B:8.

A=>2=V DV78:>-EVABV: ?@>4>23C20BV B01;5B:8, 7 ;V=VTN @>7;>1>E 1>:V2, 7 <6;828<8
2:@0?;5==O<8; B01;5B:8 1 <3 @>652>3> :>;L>@C; B01;5B:8 2 <3 75;5=>3> :>;L>@C; B01;5B:8 3 <3
A2VB;>-6>2B>3> :>;L>@C; B01;5B:8 4 <3 A2VB;>-1;0:8B=>3> :>;L>@C.

\$0@<0:>B5@0?52B8G=0 3@C?0.

=B84V015B8G=V 70A>18. V?>3;V:518, 70 28=OB:>< V=AC;V=V2.

>4 "% 1012.

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

\$0@<0:>48=0

;V<5?V@84 F5 3V?>3;V:528=0, 0:B82=0 ?@8 ?5@>@0;L=>AC20==V, O:0 =0;568BL 4> 3@C?8

AC;LD>=V;A5G>28=8. >3> <6=0 70AB>A>2C20B8 ?@8 FC:@>2>

;V<5?V@84 4VT ?5@5206=> H;OE>< AB8

/: V C 28?04:C V=H8E ?@5?0@0BV2 AC;LD>=V;A5G>28=8, B0:89 5D5:B '@C=BCTBLAO =0

?V428I5==V GCB;82>ABV ;;VB8= ?V4H;C=>2>W 70;>78 4> DV7V>;>3VG=>W AB87>N. @V< FL>3>,>

3;V<5?V@84 G8=8BL 28@065=C ?>70?0=:@50B8G=C 4VN, O:0 B0:>6 E0@0:B5@=0 V 4;O V=H8E

?@5?0@0BV2 AC;LD>=V;A5G>28=8.

82V;L=5==O V=AC;V=C. @5?0@0B8 AC;LD>=V;A5G>28=8 @53C;NNBL A5:@5FVN V=AC;V=C H;OE>

< 70:@8BBO "\$-70;56=>3> :0;VT2>3> :0=0;C, @>7B0H>20=>3> C<5<1@0=V 15B0-;;VB8=8

?V4H;C=>2>W 70;>78. 0:@8BBO :0;VT2>3> :0=0;C A?@8G8=OT 45?>;O@870FVN 15B0-;;VB8=8 V,

H;OE>< 2V4:@8BBO :0;LFVT28E :0=0;V2, ?@872>48BL 4> 71V;LH5==O ?@8B>:C :0;LFVN 2 ;;VB8=C,

I>, C A2>N G5@3C, ?@872>48BL 4> 282V;L=5==O V=AC;V=C H;OE>< 5:7>F8B>7C.

;V<5?V@84 7 28A:>N H284:VABN 70< <5<1@0=8 15B0-;;VB8=, ?>2O70=8< 7 "\$-70;56=8< :0;VT28<

:0=0;>, >4=0: @>7B0HC20==O 9>3> 3> =V;A5G>28=8.

>70?0=:@50B8G=0 0:B82=VABL. > ?>70?0=:@50B8G=8E 5D5:BV2 =0;560BL, =0?@8;;04, ?>:@015==O

GCB;82>ABV ?5@8D5@8G=8E B:0=8= 4> V=AC;V=C B0 7<5=H5==O CB8;V70FVW V=AC;V=C

?5GV=:>N.

#B8;V70FVO 3;N:>78 :@>2V ?5@8D5@8G=8<8 B:0=8=0<8 (<O7>2>N B0 68@>2>N) 2V41C20TBLO 70

4>?><>3>N A?5FV0;L=8E B@0=A?>@B=8E 1V;;V2, @>7B0H>20=8E C ;;VB8==V9<5<1@0=V.

"@0=A?>@BC20==O 3;N:>78 2 FV B:0=8=8 T >1<565=8< H284:VABN 5B0?C CB8;V70FVW 3;N:>78. ;V

<5?V@84 4C65 H284:> 71V;LHCT :V;L:VABL 0:B82=8E<>;5:C, O:V B@0=A?>@BCNBL 3;N:>7C, =0 ?>07

<0B8G=8E <5<1@0=0E ;;VB8= <O7>2>W V 68@>2>W B:0=8=8, I> ?@872>48BL 4> AB8?;5==O 3;N:>78.

;V<5?V@84 71V;LHCT 0:B82=VABL 3;V:>78;D>AD0B848;V=>78B>;A?5F8DVG=>W D>AD>;V?078 !, 7

O:>N 2 V7>;L>20=8E <O7>28E B0 68@>28E ;;VB8=0E <65 :>@5;N20B8 A?@8G8=5=89 ?@5?0@0B><

;V?>35=57 B0 3;V:>35=57.

;V<5?V@84 ?@83=VGCT ?@>4C:C20==O 3;N:>78 2 ?5GV=FV H;OE>< 71V;LH5==O

2=CB@VH=L;;VB8==8E :>=F5=B@0FV9 D@C:B>7>-2,6-1VD>AD0BC, O:89, C A2>N G5@3C,

?@83=VGCT 3;N:>5>35=57.

030;L=V E0@0:B5@8AB8:8. # 74>@>28E >AV1 ;>3VG=0 @50:FVO =0 3>AB@V DV78G=V
=020=B065==O, B>1B> 7<5=H5==O A5:@5FVW V=AC;V=C, 2 C<>20E 4VW 3;V<5?V@84C
715@V30TBLAO.

5 1C;> 28O2;5=> 4>AB>2V@=>W @V7=8FV C 4VW 3;V<5?V@84C ?@8 70AB>AC20==V ?@5?0@0BC 70
30 E28;8= 4> 26820==O W6V 01> 157?>A5@54=L> ?5@54 ?@89<0==O< W6V. # ?0FVT=BV2 7
FC:@>28< 4V015B<< =0;56=89 <5B01>;VG=89 :>=B@>;L 2?@>4>26 24 3>48= 70157?5GC202AO ?@8
70AB>AC20==V ?@5?0@0BC 1 @07 =0 4>1C.

%>G0 3V4@>:A8;L>20=89 <5B01>;VB A?@8G8=OT =57=0G=5, 0;5 4>AB>2V@=5 7=865==O @V2=O
3;N:>78 :@>2V C 74>@>28E >AV1, F5 ;8H5 =57=0G=0 A;:04>20 7030;L=>W 4VW ?@5?0@0BC.
0AB>AC20==O C :><1V=0FVW 7 <5BD>@>4=>A;V465==V 1C;> ?@>45<>=AB@>20=> ?>:@0I5==O
<5B01>;VG=>3> :>=B@>;N ?@8 AC?CB=V9 B5@0?VW 3;V<5?V@84<<, ?>@V2=O=> 7 <>=>B5@0?VTN
<5BD>@< C ?0FVT=BV2, 4V015B C O:8E =0;56=8< G8=>< =5 :>=B@>;NTBLAO ?@8 70AB>AC20==V
<0:A8<0;L=8E 4>7 <5BD>@

0AB>AC20==O C :><1V=0FVW 7 V=AC;V=> 0=V I>4> 70AB>AC20==O ?@5?0@0BC C :><1V=0FVW 7
V=AC;V=><>1<565=V. ;O ?0FVT=BV2, 4V015B C O:8E =0;56=8< G8=>< =5 :>=B@>;NTBLAO ?@8
70AB>AC20==V <0:A8<0;L=8E 4>7 3;V<5?V@84C, <>6=0 @>7?>G0B8 AC?CB=T ;V:C20==O V=AC;V=>
E 4>A;V465==OE 7024O:8 FV9 :><1V=0FVW 240;>AO 4>AO3B8 B0:>3> 6 ?>:@0I5==O <5B01>;VG=>3>
>=B@>;N, O: V ?@8 <>=>B5@0?VW V=AC;V=><> ?@>B5 ?@8 :><1V=>20=V9 B5@0?VW 28
<030TBLAO <5=H0 A5@54=O 4>70 V=AC;V=C.

A>1;82V :0B53>@VW ?0FVT=BV2.

VB8, 2 B> ?V4;VB:8. 0 @57C;LB0B0<8 ;V:C20==O 3;V<5?V@84<< 6>4=8E =>28E ?@>1;5< 7
157?5G=VABN C 4VB59, ?>@V2=O=> 7 4>@>A;8<8 ?0FVT=B0<8 7 FC:@>28< 4V015B<< B8?C, =5 1C;>
28O2;5=>. 0=8E AB>A>2=> 4>23>AB@>:>2>W 5D5:B82=>ABV B0 157?5:8 C 4VB59 =5<0T.
\$0@<0:>:V=5B8:0.

A<>:BC20==O. VA;O ?5@>@0;L=>3> 70AB>AC20==O 3;V<5?V@84 <0T 100 % 1V>4>ABC?=VABL. @89
<0==O W6V =5 <0T 7=0G=>3> 2?;82C =0 2A<>:BC20==O, 0 ;8H5 45I> C?>2V;L=NT 9>3> H284:VABL.
0:A8<0;L=V :>=F5=B@0FVW ?@5?0@0BC 2 A8@>20BFV :@>2V (Cmax) 4>AO30NBLAO ?@81;87=>
G5@57 2,5 3>48=8 ?VA;O ?5@>@0;L=>3> 70AB>AC20==O ?@5?0@0BC (A5@54=V9 ?>:07=8:
AB0=>28BL 0,3 7>N B0 Cmax, 0 B0:>6 4>7>N B0 AUC (?>I0 ?V4 :@82>N «:>=F5=B@0FVO G0A»).
>7?>4V;. ;V<5?V@84 <0T 4C65 =87L:89 >1T< @>7?>4V;C (1;87L:> 8,8 ;), I> ?@81;87=> 4>@V2=NT >1T
7?>4V;C 0;L1C:89 ABC?V=L 72O7C20==O 7 1V;;0<8 ?07<8 (1V;LH5 99 %) V =87L:89 ;V@5=A (1;87L:> 48
<:/E2).

B20@8= 3;V<5?V@84 ?@>=8:0T C 3@C4=5 <>;>. ;V<5?V@84 ?@>=8:0T :@V7L ?;0F5=BC.

@>=8:=5==O G5@57 35<0B>5=F5D0;VG=89 10@T@ T =87L:8

V>B@0=AD>@<0FVO B0 282545==O. !5@54=V9 >A=>2=89 ?5@V>4 =0?V2282545==O ?@8
>=F5=B@0FVOE ?@5?0@0BC C ?;072V, I> 2V4?>2V40NBL 1030B>@07>2>7C20==O, AB0=>28BL
?@81;87=> 2V4 5 4> 8 3>48=. VA;O 70AB>AC20==O 25;8:8E 4>7 A?>AB5@V30;>AO =57=0G=5
71V;LH5==O ?5@V>4C =0?V2282545==O.

VA;O ?@89<0==O >4=>@07>2>W 4>78 3;V<5?V@84C, 3> @04V>0:B82=8< V7>B>?<, 58 %
@04V>0:B82=>W @5G>28=8 28O2;O;>AL C A5GV B0 35 % C :0;V. 5728=0 2 A5GV =5 28O2;O:0AL. #
A5GV B0 :0;V 28O2;ONBLAO 420 <5B01>;VB8, O:V, =091V;LH V<>2V@=>, CB2>@NNBLAO C
@57C;LB0BV <5B01>;V7;>2=89 D5@<5=B CYP2C9), >48= 7 O:8E T 3V4@>:A8?>EV4=8<, 0 V=H89
:0@1>:A8?>EV4=8@0;L=>3> 70AB>AC20==O 3;V<5?V@84C B5@48 =0?V2282545==O F8E
<5B01>;VBV2 AB0=>28;8 2V4 3 4> 6 B0 2V4 5 4> 6 3>48= 2V4?>2V4=>.

>@V2=O==O D0@<0:>:V=5B8:8 ?VA;O >4=>@07>2>3> 70AB>AC20==O B0 1030B>@07>2>3> ?@89
<0==O ?@5?0@0BC >48= @07 =0 4>1C =5 28O28;> 4>AB>2V@=8E 2V4AB59. V6V=482V4C0;L=0
20@V015;L=VABL 1C;0 4C65 =87L:>N. C

A>1;82V :0B53>@VW ?0FVT=BV2.

\$0@<0:>:V=5B8G=V ?0@0<5B@8 C G>;>2V:V2 B0 6V=>:, B0: A0<> O: V C <>;>48E B0 >AV1 ;VB=L>3>
2V:C (2V4 65 @>:V2), 1C;8 ?>4V1=8<8. # ?0FVT=BV2 7V 7=865=8< ;V@5=A<< :@50B8=V=C
A?>AB5@V30;0AO B5=45=FVO 4> 71V;LH5==O ;V@5=AC 3;V<5?V@84C B0 7=865==O 9>3>
A5@54=VE :>=F5=B@0FV9 C ?;072V, I>, =09V<>2V@=VH5, 7C<>2;5=> H284H8< 282545==O<
2=0A;V4>: <5=H>3> ABC?5=O 72'O7C20==O 7 1V;;0<8. 82545==O >1>E <5B01>;VBV2 ?>@CHC20;>AO.
030;>< C F8E ?0FVT=BV2 =5 >GV:CTBLAO 4>40B:>2>3> @878:C :C

\$0@<0:V=5B8G=V ?>:07=8:8 C ?0FVT=BV2, O:V ?5@5=5A;8 EV@C@3VG=5 2B@CG0==O =0
6>2G>282V4=8E H;OE0E, 1C;8 ?>4V1=V 4> B0:8E C 74>@>28E 4>1@>2>;LFV2.
VB8, 2 B>. >A;V465==O, C O:>4=>@07>2>3> 70AB>AC20==O 1 <3 3;V<5?V@84C C A8B> 4VB59 (2V:<
10-17 @>:V2) 7 FC:@>28< 4V015B>< B8?C ?@>45<=>AB@C20;>, I> A5@54=V ?>:07=8:8 AUC(0-last) ,
Cmax B0 t1/2 1C;8 ?>4V1=V 4> B8E, I> @0=VH5 A?>AB5@V30;8AO 2 4>@>A;8E.
>.:V=VG=V 40=V 7 157?5:8. D5:B8, I> A?>AB5@V30;8AO ?V4 G0A 4>;V=VG=8E 4>A;V465=L, 28=8:0;8
?@8 @V2=OE 5:A?>78FVW, O:V =01030B> ?5@528IC20;8 <0:A8<0;L=V @V2=V 5:A?>78FVW C ;N48=8,
I> 2:07CT =0 WE =57=0G=C FV==VABL 4;O ;:V=VG=>W ?@0:B8:8, 01> 6 1C;8 A?@8G8=5=V D0@
<0:>48=0N 4VTN ?@5?0@0BC (3V?>3;V:5B@8<0=V 2 <560E B@048FV9=8E D0@<0:>;>3VG=8E
4>A;V465=L 7 157?5:8, 4>A;V465=L B>:A8G=>ABV ?@8 22545==V ?>2B>@=8E 4>7, B5ABV2 =0
35=>B>:A8G=VABL, >=:>35==89 ?>B5=FV0; B0 @5?@>4C:B82=C B>:A8G=VABL. >1VG=V 5D5:B8,
28O2;5=V 2 E>4V >AB0==VE (O:V >E?>;N20;8 282G5==O 5<1@V>B>:A8G=>ABV, B5@0B>35==>ABV
B0 B>:A8G=>3> 2?;82C =0 @>728B>: >@30=V7< 3V?>3;V:5< C A0<8FL B0 C 48B8=G0B.

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

>:070==O.

V:C20==O FC:@>2>3> 4V015BC B8?C, ?@8 =55D5:B82=>ABV 4VTB8, 4>7>20=8E DV78G=8E
=020=B065=L B0 7=865==O <0A8 BV;0.

@>B8?>:070==O.

V01@5:A =5 ?@87=0G5=89 4;O ;V:C20==O V=AC;V=>70;56=>3> FC:@>2>3> 4V015BC B8?C,
4V015B8G=>3> :5B>0F84>7C, 4V015B8G=>W :<8. 0AB>AC20==O ?@5?0@0BC ?@>B8?>:070=5 E2>@8
< V7 BO6:8<8 ?>@CH5==O<8 DC=:FV9 =8@>: 01> ?5GV=:8. # 28?04:C BO6:8E ?>@CH5=L DC=:FV9
=8@>: 01> ?5GV=:8 ?>B@V1=> ?5@525AB8 ?0FVT=B0 =0 V=AC;V=.

V01@5:A =5 <6=0 ?@89<0B8 E2>@8< V7 ?V428I5=>N GCB;82VABN 4> 3;V<5?V@84C 01> 4> 1C4L-
O:>3> 4>?>3> V=3@54VT=B0, I> 2E>48BL 4> A:;04C ?@5?0@0BC, 4> ?>EV4=8E AC;LD>=V;A5G>28=8
01> 4> V=H8E AC;LD0=V;0728B:C @50:FV9 ?V428I5=>W GCB;82>ABV).

5@V>4 203VB=>ABV 01> 3>4C20==O 3@C44N (482. @>74V; «0AB>AC20==O C ?5@V>4 203VB=>ABV
01> 3>4C20==O 3@C44N»).

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

4=>G0A=5 70AB>AC20==O ?@5?0@0BC V01@5:A 7 ?52=8<8 ;V:0@AL:8<8 70A>10<8 <>65
A?@8G8=OB8 O: ?>A;01;5==O, B0: V ?>A8;5==O 3V?>3;V:5W 4VW 3;V<5?V@84C. "><>, I> 2=0A;V4>:
>4=>G0A=>3> ?@89<0==O V=4C:B>@V2 (=0?@8:;04, @8D0 V=3V1VB>@V2 CYP2C9 (=0?@8:;04,
D;C:>=07>;C) F59 <5B01>;V7< <65 7A;V465==O 270T<>4VW Vn vivo ?>:070;8, I> D;C:>=07>;, >48= V7
=09A8;L=VH8E V=3V1VB>@V2 CYP2C9, 71V;LHCT AUC 3;V<5?V@84C ?@81;87=> 242VGV. @>
VA=C20==O F8E B8?V2 270T<>4V9 A2V4G8BL 4>A2V4 70AB>AC20==O 3;V<5?V@84C B0 V=H8E
?>EV4=8E AC;LD>=V;A5G>28=8.

>B5=FV0FV0 5D5:BC 7=865==O @V2=O 3;N:>78 2 :@>2V, 0, >B65, 2 45O:8E 28?04:0E V 3V?>3;V:5
70AB>AC20==O 7 3;V<5?V@84<< B0:8E ?@5?0@0BV2 O: D5=V;1CB07>=, 070?@>?07>= B0
>:A8D5=1CB07>=, AC;LDV=?V@07>=, V=AC;V= B0 ?5@>@0;L=V ?@>B84V015B8G=V ?@5?0@0B8,
45O:V AC;LD>=0W 4VW, <5BD>@A0;VF8;>20 :8A;>B0, V=3V1VB>@8 MAO, 0=01>;VG=V AB5@>W48
B0 G>;>2VGV AB0B52V 3>@<>=8, EV=>;=>2V 0=B81V>B8:8 B0 ;:0@8B@>@0;, ?@>15=5F84, :C
<0@8=>2V 0=B8:>03C;O=B8, =07>;, D5=D;C@0?V@0:A8DV;V= (28A>:V 4>78 ?0@5=B5@0;L=>),
DV1@0B8, B@8B>:20;V=, V=3V1VB>@8 \$, D;C:>=07>;, D;C>:A5B8=, 0;>?C@8=>;, A8;VB8:8, F8:;>-,
B@>- B0 VD>AD0

>A;01;5==O 5D5:BC 7=865==O @V2=O 3;N:>78 2 :@>2V B0 71V;LH5==O FL>3> @V2=O <>65
2V41C20B8AO, :>8 E2>@89 >4=>G0A=> ?@89<0T B0:V ;V:8: 5AB@>35=8 B0 ?@>35AB035=8;
A0;C@5B8:8, BV0784>2V 4VC@5B8:8; ?@5?0@0B8, O:V AB8284=>W 70;>78, 3;N:>:>@B8:>W48;
?>EV4=V D5=>BV078=C, E;>@?@<078=; 04@5=0;V= B0 A8 =V:>B8=>20 :8A;>B0 (28A>:V 4>78) B0
WW ?>EV4=V; ?@>=>A=V 70A>18 (4>23>B@820;5 70AB>AC20==O); D5=VB>W=, 4V07>:A84;
3;N:03>=, 10@1VBC@0B8 B0 @8D07>;0
=B03>=VAB8 H2-@5F5?B>@V2, 15B0-1;>:0B>@8, ;>=V48= B0 @575@?V= <>6CBL ?@872>48B8 O: 4>

?>B5=FV0FVW, B0: V 4> ?>A;01;5==O 5D5:BC 7=865==O @V2=O 3;N:>78 2 :@>2V.
V4 2?;82>< A8;VB8:V2, B0:8E O: 15B0-1;>.0B>@8, ;>=V48=, 3C0=5B848= B0 @575@?V=, ?@>O28
04@5=5@3VG=>W 72>@>B=>W @53C;OFVW 3V?>3;V:5
6820==O 0;:>3>;N <>65 ?>A8;N20B8 01> ?>A;01;N20B8 3V?>3;V:5
;V<5?V@84 740B5= O: 71V;LHC20B8, B0: V 7<5=HC20B8 2?;82 ?>EV4=8E :C<0@8=C.
>;5A525;0< 72'O7CTBLAO 7 3;V<5?V@84>< B0 7<5=HCT 2A<>:BC20==O >AB0==L>3> 7 H;C=:>2>-
:8H:>2>3> B@0:BC. >4=8E 270T<>4V9 =5 A?>AB5@V30;>AO, O:I> 3;V<5?V@84 ?@89<0B8 I>=09<5=H5
70 4 3>48=8 4> 70AB>AC20==O :>;5A525;03;V<5?V@84 A;V4 ?@89<0B8 I>=09<5=H5 70 4 3>48=8 4>
70AB>AC20==O :>;5A525;0.

A>1;82>ABV 70AB>AC20==O.

V01@5:A =5>1EV4=> ?@89<0B8 =5704>23> 4> 01> ?V4 G0A ?@89<0==O W6V.
?5@HV B86=V ;V:C20==O <>65 VA=C20B8 ?V428I5=89 @878: @>728B:C 3V?>3;V:5!EV4=>
74V9A=N20B8 >A>1;82> @5B5;L=5 A?>AB5@565==O.
28?04:C =5@53C;O@=>3> E0@GC20==O 01> ?@>?CA:C ?@89<0==O W6V ;V:C20==O ?@5?0@0B<
V01@5:A <>65 A?@8G8=8B8 3V?>3;V:5 <>6;828E A83;V:5;>2=89 1V;L, A8;L=5 2V4GCBBO 3>;>4C,
=C4>B0, 1;N20==O, ?V428I5=0 2B><;N20=VABL, 0?0BVO, A>=;82VABL, @>7;048 A=C, ?V428I5==O
@CE>2>W 0:B82=>ABV, 03@5AVO, ?>@CH5==O :>=F5=B@0FVW, B@82>6=VABL V 70B@8
;V=VG=0 :0@B8=0 BO6:>3> =0?04C 3V?>3;V:5
!8<8 3V?>3;V:5
7 4>A2V4C 70AB>AC20==O V=H8E ?>EV4=8E AC;LD>=V;A5G>28=8 2V4><, I>, =572060NG8 =0
?>G0B:>2C 5D5:B82=VABL 70E>4V2 7 CAC=5==O 3V?>3;V:5=0 <>65 28=8=:CB8 7=>2C.
"O6:0 01> B@820;0 3V?>3;V:52> CAC20TBLAO 728G09=8<8 :V;L:>ABO<8 FC:@C, 28<030T =5309=>3>
;V:C20==O, V=>4V 3>A?VB0;V70FVW.
> D0:B>@V2, I> A?@8ONBL @>728B:C 3V?>3;V:5
- =51060==O 01> (>A>1;82> 2 ;VB=L> A?V2?@0FV 7 ;V:0@5<;
- =54>W40==O, =5@53C;O@=5 E0@GC20==O G8 ?@>?CA: ?@89<0==O W6V 01> ?5@V>4
3>;>4C20==O;
- ?>@CH5==O 4VTB8;
- =52V4?>2V4=VABL
- 26820==O 0;:>3>;N, >A>1;82> C ?>T4=0==V 7 ?@>?CA:< ?@89<0==O W6V;
- ?>@CH5==O DC=:FVW =8@>;
- BO6:5 ?>@CH5==O DC=:FVW ?5GV=:8;
- ?5@54>7C20==O ?@5?0@0B< V01@5:A;
- ?52=V 45:>20=V 70E2>@N20==O 5=4>:@8==>W A8AB5<8, O:V 2?;820NBL =0 2C3;52>4=89 >1
:=B@@53C;OFVN 3V?>3;V:5@CH5==OE DC=:FVW I8B>284=>W 70;>78 B0 =54>AB0B=>ABV
DC=:FVW ?5@54=L>W 4>;V 3V?>DV7C G8 :>@8 =04=8@:>28E 70;>7);
- >4=>G0A=5 70AB>AC20==O 45O:8E V=H8E ;V:0@AL:8E 70A>1V2 (482. @>74V; «70T<>4VO 7
V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T<>4V9»).

V:C20==O ?@5?0@0B< V01@5:A 28<030T @53C;O@=>3> :=B@>;N @V2=O 3;N:>78 2 :@>2V B0
A5GV. @V< B>3>, @5:><5=4CTBLAO ?@>2>48B8 287=0G5==O 278;L>20=>3> 35<>3;>1V=C.
V4 G0A ;V:C20==O ?@5?0@0B< V01@5:A =5>1EV4=> @53C;O@=> :=B@>;N20B8 ?>:07=8:8
DC=:FVW ?5GV=:8 B0 35<0B>;>3VG=V ?>:07=8:8 (>A>1;82> :V;L:VABL ;59:>F8BV2 V B@>1>F8BV2).
AB@5A>28E A8BC0FVOE (=0?@8;:04, B@02<0, =570?;0=>20=V EV@C@3VG=V 2B@CG0==O,
V=D5:FVW, I> AC?@>2>46CNBLAO ?V428I5==O< B565 1CB8 ?>:070=5 B825 ?5@52545==O ?0FVT=B0
=0 V=AC;V=.

>A2V4 70AB>AC20==O ?@5?0@0BC V01@5:A ?0FVT=B0< V7 BO6:8<8 ?>@CH5==O<8 DC=:FV9
?5GV=:8 01> ?0FVT=B0<, O:V ?5@51C20NBL =0 4V0;V7V, 2V4ACB=V9. 0FVT=B0< V7 BO6:8<8
?>@CH5==O<8 DC=:FV9 =8@>: 01> ?5GV=:8 ?>:070=> ?5@52545==O =0 V=AC;V=.

V:C20==O ?0FVT=BV2 7 45DVF8B< 3;N:>7>-6-D>AD0B453V4@>35=078 ?@5?0@0B0<8
AC;LD>=V;A5G>28=8 <>65 ?@8725AB8 4> @>728B:C 35<>;VB8G=>W 0=5=V;A5G>28=C.
V01@5:A 78 <=>3V4@0B. &59 ?@5?0@0B =5 A;V4 ?@89<0B8 ?0FVT=B0<, O:V <0NBL 4>A8BL
@V4:VA=C A?04:>2C =5?5@5=>A878, 45DVF8B ;0:B078 0?0 01> ?>@CH5==O< 01A>@1FVW 3;N:>78-
30;0:B>78.

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

03VB=VABL.

878.: ?>2O70=89 V7 4V015B>

V4E8;5==O 2V4 =>@<0;L=8E @V2=V2 3;N:>78 2 :@>2V C ?5@V>4 203VB=>ABV <>6CBL 1CB8
?@8G8=>N 71V;LH5==O V<>2V@=>ABV 28=8:=5==O 2@>465=8E 204 @>728B:C B0 ?5@8=0B0;L=>W
;5B0;L=>ABV.">A;V4 @5B5;L=: :=B@>;N20B8 :V;L:VABL 3;N:>78 2 :@>2V 203VB=>W 6V=:8 4;O
B>3>, I>1 C=8:=CB8 B5@0B>35==>3> @878:C.

03VB=C 7 FC:@>28< 4V015B>< =5>1EV4=> ?5@525AB8 =0 V=AC;V=. V=:8, O:V E2>@VNBL =0
FC:@>289 4V015B, ?>28==V V=D>@3> ;V:0@O ?@> 70?;0=>20=C 203VB=VABL 4;O :>@5:FVW
;V:C20==O B0 ?5@5E>4C =0 V=AC;V=.

878.: ?>2O70=89 V7 3;V<5?V@84>

5<0T 40=8E I>4> 70AB>AC20==O 3;V<5?V@84C 203VB=8< 6V=:02V4=> 4> @57C;LB0BV2 5:A?5@8
<5=V2 V7 B20@8=0<8, ?@5?0@0B <0T @5?@>4C:B82=C B>:A8G=VABL, ?>2O70=C, V<>2V@=>, 7
D0@<0.>;>3VG=>N 4VTN 3;V<5?V@84C (3V?>3;V:5B03>< CAL>3> ?5@V>4C 203VB=>ABV 6V=V
3;V<5?V@84 70AB>A>2C20B8 =5 <>6=0 (482. @>74V; «@>B8?>:070==O»).

/:I> ?0FVT=B:0, O:0 ?@89<0T 3;V<5?V@84, ?;0=CT 203VB=VABL 01> 70203VB=V;0, WW O:>>30
H284H5 A;V4 ?5@525AB8 =0 B5@0?VN V=AC;V=>

5@V>4 3>4C20==O 3@C44N.

)>1 C=8:=CB8 ?>B@0?;O==O ?@5?0@0BC 3;V<5?V@84 @07>< V7 3@C4=8< <>;><0B5@V 2
>@30=V7< 48B8=8 B0 <>6;82>3> H:V4;82>3> 2?;82C =0 =5W, F59 ?@5?0@0B =5 A;V4 ?@89<0B8 6V=:0<
C ?5@V>4 3>4C20==O 3@C44N. /:I> =5>1EV4=>, ?0FVT=B:0 ?>28==0 ?5@59B8 =0 70AB>AC20==O
V=AC;V=C 01> ?>2=VABN 2V4<>28B8AO 2V4 3>4C20==O 3@C44N (482. @>74V; «@>B8?>:070==O»).

40B=VABL 2?;820B8 =0 H284:VABL @50:FVW ?@8 :5@C20==V 02B>B@0=A?>@B< 01> V=H8<8
<5E0=V7<0<8.

>A;V465=L V7 282G5==O 2?;82C ?@5?0@0BC =0 740B=VABL :5@C20B8 B@0=A?>@B=8<8 70A>10<8
B0 ?@0FN20B8 7 <5E0=V7<0<8 =5 ?@>2>48;8.

40B=VABL 4> :>=F5=B@0FVW B0 H284:VABL @50:FVW<>6CBL 7=86C20B8AO 2=0A;V4>: 3V?>3;V:5,
=0?@8.;04, G5@57 ?>3V@H5==O 7>@C. &5 <>65 AB2>@N20B8 @878: C A8BC0FVOE, :>;8 B0:0
740B=VABL T >A>1;82> 206;82>N (=0?@8.;04, :5@C20==O 02B><>1V;5< 01> @>1>B0 7 <5E0=V7<0<8).
0FVT=V2 A;V4 70AB5@V30B8, I> 2>=8 =5 ?>28==V 4>?CA:0B8 @>728B:C 2 A515 3V?>3;V:5@B=8<
70A>1>&5 >A>1;82> AB>ACTBLAO B8E >AV1, O:V ?>30=> 01> 7>2AV =5 <>6CBL @>7?V7=020B8 2
A515 A8<8-?@>2VA=8:8 3V?>3;V:53> =0?048 3V?>3;V:5.

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

#A?VH=5 ;V:C20==O FC:@>2>3> 4V015BC 70;568BL 2V4 4>B@8<0==O ?0FVT=B>< 2V4?>2V4=>3>
@0FV>=C E0@GC20==O, @53C;O@=>W DV78G=>W 0:B82=>ABV, 0 B0:>6 ?>ABV9=>3> :=B@>;N
@V2=O 3;N:>78 2 :@>2V B0 A5GV. 54>B@8<0==O E2>@8< 4VTB8 =5 <>65 1CB8 :>20=5
70AB>AC20==O< B01;5B>: G8 V=AC;V=C.

>70 ;V:0@AL:>3> 70A>1C 2AB0=>2;NTBLAO V=482V4C0;L=> =0 >A=>2V 40=8E ?@> @V25=L 3;V:5
7C@VW.

5:><5=4>20=0 ?>G0B:>20 4>70 AB0=>28BL 1<3 V01@5:AC =0 4>1C. /:I> B0:0 4>70 4>72>;OT 4>AO3B8
:=B@>;L>20=>ABV 70E2>@N20==O, WW A;V4 70AB>A>2C20B8 4;O ?V4B@8W B5@0?VW.

28?04:C =5704>2V;L=>3> :=B@>;N 70 @V2=5< 3;V:57C A;V4 ?>ABC?>2> 71V;LHC20B8 4> 2 01> 3,
01> 4 <3 3;V<5?V@84C =0 4>1C, 4>40NG8 ?> 1 <3 7 V=B5@20;>< C 1-2 B86=V.

>70 ?>=04 70 4 <3 =0 4>1C 40T :@0IV @57C;LB0B8 BV;L:8 2 >:@5<8E 28?04:0E. 0:A8<0;L=0 @5:>
<5=4>20=0 4>70 6 <3 V01@5:AC =0 4>1C.

/:I> <0:A8<0;L=0 4>1>20 4>70 3;V<5?V@84C =5 70157?5GCT 4>AB0B=L>3> 3;V:53> :=B@>;N, ?@8
=5>1EV4=>ABV <>6=0 @>7?>G0B8 AC?CB=N B5@0?VN V=AC;V=>B@8?5@54=L>3> 4>7C20==O 3;V
<5?V@84C, ;V:C20==O V=AC;V=> A;V4 @>7?>G8=0B8 7 =87L:>W 4>78, O:C ?>BV< <>6=0
?V428IC20B8, >@VT=BCNG8AL =0 1060=89 @V25=L <5B01>;VG=>3> :=B@>;N. ><1V=>20=C

B5@0?VN =5>1EV4=> ?@>2>48B8 ?V4 @5B5;L=8< =03;04>< ;V:0@O.

/:I> <0:A8<0;L=0 4>1>20 4>70 <5BD>@AB0B=L>3> 3;V:53> :=B@>;N, <>6=0 @>7?>G0B8 AC?CB=N
B5@0?VN ?0FVT=B0 3;V<5?V@84>

>B@8?5@54=L>3> 4>7C20==O <5BD>@< 3;V<5?V@84C A;V4 @>7?>G0B8 7 =87L:>W 4>78, O:C ?>BV<
<>6=0 ?>ABC?>2> ?V428IC20B8 4> <0:A8<0;L=>W 4>1>2>W 4>78, >@VT=BCNG8AL =0 1060=89
@V25=L <5B01>;VG=>3> :>=B@>;N. <<1V=>20=C B5@0?VN =5>1EV4=> ?@>2>48B8 ?V4 @5B5;L=8<
=03;O4<< ;V:0@O.

"01;5B:C 3;V<5?V@84C ?@89<0B8 2=CB@VH=L>, =5 @>76>2CNG8, 157?>A5@54=L> ?5@54 01> ?V4
G0A A=V40=:C, 01> >A=>2=>3> ?5@H>3> ?@89>N 2>48, 1 @07 =0 4>1C.

<<8;;8 C 70AB>AC20==V ;V:0@AL:>3> 70A>1C, =0?@8;;04, 701C20==O ?@89=OB8 G5@3>2C 4>7C
=V:>;8 =5 <>6=0 28?@02;OB8 H;OE>< =0ABC?=>3> ?@89>:>W 4>78.

/:I> C E2>@>3> A?>AB5@V30TBLAO 3V?>3;V:5AC20==O 3;V<5?V@84C C 4>7V 1 <3 =0 4>1C, F5
>7=0G0T, I> ?5@51V3 E2>@>18 <>6=0 :>=B@>;N20B8 BV;L:8 70 4>?><>3>N 4>B@8<0==O 4VTB8.

>;V?H5==O :>=B@>;L>20=>ABV FC:@>2>3> 4V015BC AC?@>2>46CTBLAO ?V428I5==O<
GCB;82>ABV 4> V=AC;V=C, B>B@510 2 3;V<5?V@84V <>65 7<5=HC20B8AO. <5B>N C=8:=5==O
3V?>3;V:5ABC?>2> 7<5=HC20B8 4>7C 01> 27030;V ?5@5@20B8 B5@0?VN. 5>1EV4=VABL C
?5@53;O4V 4>7C20==O B0:>6 <>65 28=8:=CB8, O:I> C ?0FVT=B0 7AV1 68BBO 01> 4VNBL V=HV
G8==8:8, O:V ?V428ICNBL @878: 3V?>- G8 3V?5@3;V:5

5@5EV4 2V4 ?5@>@0;L=8E FC:@>7=86C20;L=8E 70A>1V2 =0 3;V<5?V@84.

V4 G0A ?5@5E>4C 2V4 ?5@>@0;L=8E FC:@>7=86C20;L=8E 70A>1V2 A;V4 2@0E>2C20B8 4>7C B0
?5@V>4 =0?V2282545==O ?>?5@54=L>3> 70A>1C. # 45O:8E 28?04:0E, >A>1;82> O:I>

FC:@>7=86C20;L=89 70AV1 <0T 4>2389 ?5@V>4 =0?V2282545==O, ?5@54 ?>G0B:<< ?@89<0==O 3;V
<5?V@84C @5:><5=4CTBLAO 70G5:0B8 :V;L:0 4=V2. &5 4>72>;8BL 7<5=H8B8 @878: 3V?>3;V:5:
048B82=>W 4VW 42>E 70A>1V2.

5:><5=4>20=0 ?>G0B:>20 4>70 1 <3 3;V<5?V@84C =0 4>1C. /: 707=0G0;>AL 28I5, 4>7C <>6=0 ?>5B0?=>
71V;LH8B8 7 C@0EC20==O< 5D5:B82=>ABV ;V:C20==O.

5@5EV4 2V4 V=AC;V=C =0 3;V<5?V@84.

28=OB:>28E 28?04:0E E2>@8< =0 FC:@>289 4V015B B8?C, O:V >B@83> =0 3;V<5?V@84. "0:89
?5@5EV4 A;V4 ?@>2>48B8 ?V4 ?8;L=8< =03;O4<< ;V:0@O.

VB8.

A=CNG8E 40=8E AB>A>2=> 157?5:8 B0 5D5:B82=>ABV 70AB>AC20==O ?@5?0@0BC 4VBO<
=54>AB0B=L>, B>3> =5 @5:><5=4CTBLAO 70AB>A>2C20B8 FV9 :0B53>@VW ?0FVT=BV2.

5@54>7C20==O.

5@54>7C20==O <>65 ?@872>48B8 4> 3V?>3;V:5 72 3>48= V ?VA;O ?5@H>3> ?>;53H5==O<>65
702;OB8AO ?>2B>@=>. !8<8 <>6CBL ?@>O28B8AO G5@57 24 3>48=8, ?VA;O 2A<>:BC20==O
?@5?0@0BC. /: ?@028;>, 4;O B0:8E E2>@8E @5:><5=4CTBLAO A?>AB5@565==O 2 ;;V=VFV. >6CBL
28=8:0B8 =C4>B0, 1;N20==O B0 1V;L 2 5?V30AB@VW. V?>3;V:5<>65 AC?@>2>46C20B8AO
=52@>;>3VG=8<8 A8<0<8, B0:8<8 O: =5A?>:V9, B@5<>@, @>7;048 7>@C, ?>@CH5==O :>>@48=0FVW,
A>;82VABL, :>0 B0 AC4<>8.

V:C20==O ?5@54>7C20==O. V:C20==O ?>;O30T C ?5@HC G5@3C 2 ?5@5H:>460==V 01A>@1FVW
?@5?0@0BC. ;O FL>3> =5>1EV4=> 28;;8:0B8 1;N20==O, 0 ?>BV< 28?8B8 2>48 01> ;8<>=04C 7
0:B82>20=8< 2C3V;;O< (04A>@15=B) B0 AC;LD0B< =0B@VN (?@>=>A=5). /:I> ?@89=OB8 25;8:C
:V;L:VABL 3;V<5?V@84C, ?>:070=> ?@><820==O H;C=:0, ?VA;O G>3> - 70AB>AC20==O 0:B82>20=>3>
2C3V;;O B0 AC;LD0BC =0B@VN. # @07V BO6:>3> ?5@54>7C20==O =5>1EV4=0 3>A?>VB0;V70FVO 4>
2V44V;5==O @50=V<0FVW. /:>>30 H284H5 A;V4 @>7?>G0B8 22545==O 3;N:>78: C @07V
=5>1EV4=>ABV A?>G0B:C >4=>@07>20 2=CB@VH=L>25==0 V=T:FVO 50<; 50 % @>7G8=C, 0 ?>BV<
2;820==O 10 % @>7G8=C, ?>ABV9=> :>=B@>;NNG8 @V25=L 3;N:>78 2 :@>2V. >40;LH5 ;V:C20==O A8
<0B8G=5.

@8 ;V:C20==V 3V?>3;V:5W 28?04:>28< ?@89><< ?@5?0@0BC V01@5:A, C =5<>2;OB V 4VB59
<>;>4H>3> 2V:C 4>7C 3;N:>78 ?>B@V1=> >A>1;82> @5B5;L=> :>@83C20B8 7 >3;O4C =0 <>6;82VABL
28=8:=5==O =5157?5G=>W 3V?5@3;V:5=B@>;L 74V9A=N20B8 H;OE>< C206=>3> A?>AB5@565==O 70
@V2=5< 3;N:>78 2 :@>2V.

>1VG=V @50:FVW.

8E>4OG8 7 4>A2V4C 70AB>AC20==O 3;V<5?V@84C B0 V=H8E ?>EV4=8E AC;LD>=V;A5G>28=8, ?V4
G0A ;V=VG=8E 4>A;V465=L A?>AB5@V30;8AO =0ABC?=V ?>1VG=V @50:FVW, =02545=V =86G5 70
;0A0<8 >@30=V2 B0 A8AB5< C ?>@O4:C 7<5=H5==O G0AB>B8 28=8:=5==O: BV, I> 28=8:0;8 4C65
G0AB>: □ 1/10; G0AB>: □ 1/100 4> <1/10; =5G0AB>: □ 1/1000 4> < 1/100; @V4>: □ 1/10000 4> <1/1000;
4C65 @V4>: <1/10000); =5 2V4><> (=5 <>6=0 @>7@0EC20B8 70 =0O2=8<8 40=8<8).

1>:C :>2V B0 ;VW A8AB5<8.

V4>: B@><1>F8B>?5=VO, ;59:>?5=VO, 3@0=C;>F8B>?5=VO, 03@0=C;>F8B>7, 5@8B@>?5=VO, 35
<>;VB8G=0 0=5?5=VO, O:V, O: ?>@028;>, T 72>@>B=8<8 ?VA;O 2V4

'0AB>B0 =52V4><0: 2 E>4V ?VA;O@5TAB@0FV9=>3> A?>AB5@565==O@5TAB@C20;8AO 28?04:8
BO6:>W B@><1>F8B>?5=VW V7 :V;L:VABN B@><1>F8BV2 <5=H5 10000/ B0 B@><1>F8B>?5=VG=>W
?C@?C@8.

1>:C VW A8AB5<8.

C65 @V4>: ;59:>F8B>;0AB8G=89 20A:C;VB, ?>ABV, O:V <>6CBL ?@>3@5AC20B8 4> BO6:8E D>@<,
AC?@>2>46CNG8AL 7048H:>N, 7=865==O< 0@B5@V0;L=>3> B8A:C B0 V=>4V H>:>

52V4><>: <>6;820 ?5@5E@5A=0 0;5@3VO 7 AC;LD>=V;A5G>28=>N, AC;LD>=0

5B0I>;VG=V B0 0;V<5=B0@=V @>7;048.

V4>: 3V?>3;V:5

"0:V 3V?>3;V:5 28=8:0NBL =5309=>, <>6CBL 1CB8 BO6:8<8 B0 =5 702648 ;53:> <>6CBL 1CB8
A:>@53>20=V. 8=8:=5==O ?>4V1=8E @50:FV9, O: V C 28?04:C ;V:C20==O V=H8<8 3V?>3;V:5

1>:C >@30=V2 7>@C.

52V4><>: <>6CBL 28=8:0B8 B@0=78B>@=V 7>@>2V @>7;048, >A>1;82>=0 ?>G0B:C ;V:C20==O, 7C
<>2;5=V 7N @V2=O 3;N:>78 C :>2V.

1>:C H;C=:>2>-.8H:>2>3> B@0:BC.

C65 @V4>: =C4>B0, 1;N20==O, 4V0@5O, 2V4GCBBO BO6:>ABV B0 48A:>@BC C 682>BV, 1V;L C
682>BV, O:V @V4> ?>@872>4OBL 4> =5>1EV4=>ABV ?@8?8=5==O ;V:C20==O.

5?0B>1V;V0@=V @>7;048.

52V4><>: ?V428I5==O @V2=V2 ?5GV=:>28E D5@<5=BV2.

C65 @V4>: ?>@CH5==O DC=:FVW ?5GV=:8 (=0?@8;:04, E>;5AB07 01> 6>2BO=8FO), 35?0B8B B0
?5GV=:>20 =54>AB0B=VABL.

1>:C H:V@8 B0 ?V4H:V@=>W ;:VB:>28=8.

52V4><>: <>6CBL 28=8:=CB8 @50:FVW 3V?5@GCB;82>ABV, 2;:NG0NG8 A25@1V6, 28A8?0==O,
:@>?82O=:C B0 D>B>GCB;82VABL.

01>@0B>@=V ?>:07=8:8.

C65 @V4>: 7=865==O @V2=O =0B@VN C A8@>20BFV :@>2V.

>2V4><;5==O ?@> ?V4>7@N20=V ?>1VG=V @50:FVW.

>2V4><;5==O ?@> ?V4>7@N20=V ?>1VG=V @50:FVW ?VA;O AE20;5==O ;V:0@AL:>3> 70A>1C
4>72V;L=8<8 >@30=0<8 T 206;82>N ?@>F54C@>N. &5 4>72>;OT 74V9A=N20B8 ?>ABV9=89

<>=VB>@8=3 A?V22V4=>H5==O «:>@8ABL/@878:» 70AB>AC20==O FL>3> ;V:0@AL:>3> 70A>1C.

548G=8E ?@0FV2=8:V2 ?@>AOBL ?>2V4><;OB8 ?@> CAV ?V4>7@N20=V ?>1VG=V @50:FVW G5@57
=0FV>=0;L=V A8AB5<8 ?>2V4><;5=L.

"5@ABV.

2 @>:8.

#<>28 715@V30==O.

15@V30B8 ?@8 B5□.

15@V30B8 C =54>ABC?=>

#?0:>2:0.

> 10 B01;5B>: C 1 1;VAB5@V; ?> 1 01> 3 1;VAB5@8 C :0@B>==V9 C?0:>2FV 4;O B01;5B>: ?> 2<3 V 4
<3; ?> 3 1;VAB5@8 C :0@B>==V9 C?0:>2FV 4;O B01;5B>: ?> 1<3 V 3 <3.

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

0 @5F5?B>

8@>1=8:.

\$B4.

VAF57=0E>465==O 28@>1=8:0 B0 9>3> 04@5A020465==O 4VO;L=>ABV.

2C;. 0;168A:0 13, 60-198 >7=0=L, >;LI0.