

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

!" " %"

(SERETIDE □ EVOHALER")

!,:04:

4VNGV @5G>28=8: A0;L<5B5@>; (C D>@  
1 4>70 ?@5?0@0BC 125 250 D;NB8:07>=C ?@>?V>=0BC;  
4>?>28=0: ?@>?5;5=B HFA 134a.

V:0@AL:0 D>@<0. 5@>7>;L 4;O V=30;OFV9, 4>7>20=89.  
A=>2=V DV78:>-EVABV: ACA?5=7VO 1V;>3> 01><0965 1V;>3> :>;L>@C.

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

@>B80AB<0B8G=V 70A>18. 4@5=5@3VG=V ?@5?0@0B8 4;O V=30;OFV9=>3> 70AB>AC20==O.  
4@5=5@3VG=V 70A>18 C :><1V=0FVW 7 V=H8<8 ?@>B80AB<0B8G=8<8 70A>10<8. >4 "% R03A 06.

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

\$0@<0:>48=0

!5@5B84 2>E0;5@

/0;L<5B5@>;

!0;L<5B5@>; F5 A5;5:B82=89 03>=VAB □2-04@5=>@5F5?B>@V2 B@820;>W (12 3>48=) 4VW, I><0T  
4>2389 1>:>289 ;0=FN6>;, ?>72070=89 V7 7>2=VH=V< 4><5=>< @5F5?B>@0.

!0;L<5B5@>; 70157?5GCT 1V;LH B@820;C 1@>=E>48;0B0FVN (=5<5=H5 12 3>48=), =V6 @5:>  
<5=4>20=V 4>78 B@048FV9=8E 03>=VABV2 □2- 04@5=>@5F5?B>@V2 :>@>B:>W 4VW.

\$.NB8:07>=C ?@>?V>=0B

\$.NB8:07>=C ?@>?V>=0B ?@8 9>3> V=30;OFV9=>AC20==V C @5:><5=4>20=8E 4>70E <0T 28@065=C  
3;N:>:>@B8:>W4=C ?@>B870?0;L=C 4VN C ;535=OE, I> ?@872>48BL 4> 7<5=H5==O ;V=VG=8E A8B8  
703>AB@5=L 1@>=EV0;L=>W 0AB<8 157 ?>O28 ?>1VG=8E @50:FV9, I> A?>AB5@V30NBLAO ?@8  
A8AB5<=>AC20==V :>@B8:>AB5@>W4V2.

\$0@<0:>:V=5B8:0.

@8 :><1V=>20=>AC20==V A0;L<5B5@>;C B0 D;NB8:07>=C ?@>?V>=0BC V=30;OFV9=8< H;OE<< D0@  
<0:>:V=5B8:0 :>6=>3> :>5=B0 70;8H0TBLAO B0:>N, O: ?@8 70AB>AC20==V F8E :>=5=BV2 >:@5<>, B>

/0;L<5B5@>;

!0;L<5B5@>; 4VT C ;535=52V9 B:0=8=V V B>3> :V;L:VABL C ?;072V =5 :>@5;NT 7 B5@0?52B8G=8<  
5D5:B>2V (?@81;87=> 200 ?3/<; V <5=H5) ?VA;O 9>3> V=30;OFV9=>3> 70AB>AC20==O C  
B5@0?52B8G=8E 4>70E.

\$.NB8:07>=C ?@>?V>=0B

1A>;NB=0 1V>4>ABC?=VABL D;NB8:07>=C ?@>?V>=0BC ?VA;O V=30;OFV9=>3> 22545==O C  
74>@>28E ;N459 AB0=>28BL ?@81;87=> 5-11 % 2V4 =>W 4>78, 70;56=> 2V4 V=30;OFV9=>3>  
?@8AB@>N, I> 28:>@8AB>2CTBLAO. # E2>@8E =0 1@>=EV0;L=C 0ABAB5@V30NBLAO =86GV  
@V2=V A8AB5<=>W 5:A?>78FVW ?@8 V=30;OFV9=>AC20==V D;NB8:07>=C ?@>?V>=0BC. !8AB5<=>  
01A>@1FVO 2V41C20TBLAO ?5@5206=> C ;535=OE, A?>G0B:C H284:>, ?>BV< A?>2V;L=NTBLAO.  
'0AB8=0 V=30;OFV9=>W 4>78 <>65 1CB8 ?@>:>2B=CB0, 0;5 A8AB5<=0 4VO WW T 3> ?@>E>465==O»  
C ?5GV=FV. V>4>ABC?=VABL D;NB8:07>=C ?@>?V>=0BC ?@8 9>3> 2A>:BC20==V 7V H;C=>:>2>-  
:8H:>2>3> B@0:BC AB0=>28BL <5=H5 1 %. !?>AB5@V30TBLAO ;V=V9=5 71V;LH5==O  
:>=F5=B@0FVW D;NB8:07>=C ?@>?V>=0BC C ?;072V 7V 71V;LH5==O< V=30;OFV9=>W 4>78  
?@5?0@0BC. >7?>2AN465==O D;NB8:07>=C ?@>?V>=0BC E0@0:B5@87CTBLAO 28A>:8< ?;07<>28<

::V@5=A>< (1150 < ;/E2), 25;8:8< >1T<>< @>7?>4V;5==O (?@81;87=> 300 ;) B0 :V=F528< ?5@V>4<< =0?V2282545==O, I> AB0=>28BL ?@81;87=> 8 3>48=. !BC?V=L 72O7C20==O 7 1V;:0<8 ?;07<8 :@>2V T ?>@V2=O=> 28A>:>N (91 %). \$;NB8:07>=C ?@>?V>=0B H284:> 282>48BLAO V7 A8AB5<=>W F8@:C;OFVW, 3>;>2=8< G8=>< H;OE>< <5B01>;V7 =50:B82=>3> :0@1>:A8;L=>3> <5B01>;VBC 70 4>?> <>3>N 5=783> ?@5?0@0BC.

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

>:070==O.

53C;O@=5 ;V:C20==O 1@>=EV0;L=>W 0AB<8 C ?0FVT=BV2, O:8< ?>:070=0 :<1V=>20=0 B5@0?VO  
□<sub>2</sub>-03>=VAB< B@820;>W 4VW B0 V=30;OFV9=8< :>@B8:>AB5@>W4>

- ?0FVT=BV2 7 =5704>2V;L=8< :>=B@>;5< 1@>=EV0;L=>W 0AB<8 =0 B;V B5@0?VW V=30;OFV9=8< 8 :>@B8:>AB5@>W40<8 B0 □<sub>2</sub>-03>=VAB0<8 :>@B:>W 4VW 70 28<>3>N 01>

- ?0FVT=BV2 7 045:20B=8< :>=B@>;5< 1@>=EV0;L=>W 0AB<8 =0 B;V B5@0?VW V=30;OFV9=8< 8 :>@B8:>AB5@>W40<8 B0 □<sub>2</sub>-03>=VAB0<8 B@820;>W 4VW C @V7=8E V=30;OB>@0E.

@>B8?>:070==O.

V?5@GCB;82VABL 4> 1C4L-O:>3> :>=5=B0 ?@5?0@0BC.

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

!;V4 C=8:0B8 ?@87=0G5==O ?0FVT=B0< 7 >1>@>B=8<8 >1AB@C:B82=8<8 70E2>@N20==O<8 48E0;L=8E H;OEV2 =5A5;5:B82=8E B0 A5;5:B82=8E □<sub>2</sub>-1;>:0B>@V2, >:@V< 28?04:V2, :>;8 4;O FL>3> T A5@9>7=V ?V4AB028.

!CAC20==O 7 ;V:0@AL:8<8 70A>10<8, I> □<sub>2</sub>-04@5=5@3VG=V ?@5?0@0B8, <>65 <0B8 ?>B5=8E 89 048B82=89 5D5:B.

\$;NB8:07>=C ?@>?V>=0B.

# 728G09=8E C<>20E ?VA;O V=30;OFV9=>3> 22545==O 4>AO30NBLAO =87L:V :>=F5=B@0FVW D;NB8:07>=C ?@>?V>=0BC C ?;072V 7024O:8 5:AB5=A82=>3> ?@>E>465==O B0 28A>:> ?>A5@54:>20=>3> F8B>E@><<< 450 34 C ?5GV=FV B0 :8H5G=8:C. ">

0 40=8<8 4>A;V465=L 7 282G5==O <548:0<5=B>7=>W 270T<>4VW =0 74>@>28E 4>1@>2>;LFOE V7 70AB>AC20==O< V=B@0=070;L=>3> D;NB8:07>=C ?@>?V>=0BC 1C;> ?>:070=>, I> @8B>=02V@ (A8;L=89 V=3V1VB>@ F8B>E@>2V, I> ?@872545 4> VAB>B=>3> 7<5=H5==O :>=F5=B@0FVW :>@B87>;C 2 A8@>20BFV :@>2V. "0:>W V=D>@<0FVW I>4> V=30;OFV9=>3> D;NB8:07>=C ?@>?V>=0BC =5<0T, 0;5 >GV:CTBLAO ?>=C ?@>?V>=0BC C A8@>20BFV :@>2V. C;8 ?>2V4<;5==O ?@> 28?04:8 A8=4@>28E 70;>7. !C3> 70AB>AC20==O A;V4 C=8:0B8, O:I> ;8H5 :>@8ABL 2V4 70AB>AC20==O =5 1C45 ?5@528IC20B8 71V;LH5=89 @878: A8AB5<=8E 3;N:>:>@B8:>W4=8E ?>1VG=8E 4V9.

0 40=8<8 =525;8:>3> 4>A;V465==O =0 74>@>28E 4>1@>2>;LFOE 7 B@>E8 <5=H A8;L=8< CYP3A V=3V1VB>@>< :5B>:>=07>;<, 5:A?>78FVO D;NB8:07>=C ?@>?V>=0BC ?VA;O 1 V=30;OFVW 71V;LHC20;0AO =0 150 %, I> A?@8G8=O;> 1V;LH5 7<5=H5==O @V2=O :>@B87>;C C ?;072V ?>@V2=O=> V7 70AB>AC20==O< D;NB8:07>=C ?@>?V>=0BC A0<>ABV9=>. GV:CTBLAO, I> AC AC20==O 7 V=H8< A8;L=8< CYP3A V=3V1VB>@><, B0:8< O: VB@0:>=07>;, B0 7 ?> /0;L<5B5@>;.

!8:L=V CYP3A4 V=3V1VB>@8

!CAC20==O :5B>:>=07>;C (400 <3 ?5@>@0;L=> 1 @07 =0 4>1C) B0 A0;L<5B5@>;C (50 2 @078 =0 4>1C) C 15 74>@>28E 4>1@>2>;LFOE ?@>BO3>< 7 4=V2 A?@8G8=8;> ACBBT25 71V;LH5==O ?;07<>2>W 5:A?>78FVW A0;L<5B5@>;C (C 1,4 @070 C<sub>max</sub> B0 C 15 @07V2 AUC). &5 <>65 ?@872>48B8 4> 71V;LH5==O 28?04:V2 V=H8E A8AB5<=8E 5D5:BV2 2V4 ;V:C20==O A0;L<5B5@>;< (=0?@8;:04, ?>4>265==O V=B5@20;C QT B0 ?>A8;5=5 A5@F518BBO) ?>@V2=O=> V7 70AB>AC20==O< A0;L <5B5@>;C 01> :5B>:>=07>;C A0<>ABV9=> (482. @>74V; «A>1;82>ABV 70AB>AC20==O»).

!CBBT2>3> ;V=VG=>3> 2?;82C =0 B8A: :@>2V, G0AB>BC A5@F528E A:>@>G5=L, @V25=L 3;N:>78 :@>2V B0 @V25=L :0;VN C :@>2V 28O2;5=> =5 1C;>. !CAC20==O 7 :5B>:>=07>;< =5 71V;LHC20;> ?5@V>4 =0?V2282545==O A0;L<5B5@>;C 01> 0:C7C20==V.

!C3> 70AB>AC20==O 7 :5B>:>=07>;< A;V4 C=8:0B8, O:I> ;8H5 :>@8ABL 2V4 70AB>AC20==O =5 ?5@52060T ?>B5=FBV9=89 @878: 28=8:=5==O A8AB5<=8E ?>1VG=8E 4V9 ?@8 ;V:C20==V A0;L <5B5@>;<, @8B>=02V@><).

≥ CYP3A4 V=3V1VB>@8

!CAC20==O 5@8B@> 2 @078 =0 4>1C) C 15 74>@>28E 4>1@>2>;LFBV2 ?@>BO3>< 6 4=V2 A?@8G8=8;> =525;8:5 B0 AB0B8AB8G=> =5ACBBT25 71V;LH5==O ?;07<>2>W 5:A?>78FVW A0;L<5B5@>;C (C 1,4 @070 C<sub>max</sub> B0 2 1,2 @070 AUC). !CAC20==O 7 5@8B@>< =5 0A>FVN20;>AO 7 28=8:=5==O< 1C4L-O:8E ?>1VG=8E 5D5:BV2.

**A>I;82>ABV 70AB>AC20==O.**

!5@5B84 2>E0;5@ =5 T ?@5?0@0B<< 4;O CAC=5==O 3>AB@8E A8B@V1=5 70AB>AC20==O H284:>- B0 :>@>B:>4VNG8E 1@>=E>48;0B0B>@V2 (=0?@8::04, A0;L1CB0<>;C). !;V4 ?>@048B8 ?0FVT=BC 702648 <0B8 ?@8 A>1V ?@5?0@0B 4;O ?>;53H5==O A8

5 A;V4 @>7?>G8=0B8 ;V:C20==O !5@5B84<< 2>E0;5@<< ?0FVT=BV2 ?V4 G0A 703>AB@5==O 70E2>@N20==O, C @07V ACBBT2>3> 01> 3>AB@>3> ?>3V@H5==O AB0=C E2>@>3> B0 ?5@51V3C E2>@>18.

V4 G0A ;V:C20==O !5@5B84<< 2>E0;5@<< <>6CBL 28=8:0B8 A5@9>7=V 0AB<>70;56=V ?>1VG=V 4VW B0 703>AB@5==O. 0FVT=B0< A;V4 ?>@048B8 ?@>4>26C20B8 ;V:C20==O, 0;5 725@=CB8AO 70 ?>@04>N 4> ;V:0@O, O:I> A8<8 70;8H0NBLAO =5:>=B@>;L>20=8<8 01> ?>3V@HCNBLAO ?VA;O ?>G0B:C ;V:C20==O !5@5B84<< 2>E0;5@>

1V;LH5==O 70AB>AC20==O 1@>=E>48;0B0B>@V2 :>@>B:>W 4VW 4;O ?>;53H5==O A8=EV0;L=>W 0AB<8 A2V4G8BL ?@> ?>3V@H5==O :>=B@>;N =04 0AB<>N V I> ?0FVT=BC =5>1EV4=0

:>=AC;LB0FVO ;V:0@O. (284:5 B0 ?@>3@5ACNG5 ?>3V@H5==O :>=B@>;N =04 0AB<>N T ?>B5=FBV9=> 68BBT2> =5157?5G=8< V ?0FVT=BC =5>1EV4=0 =52V4::04=0 <548G=0 4>?><>30. !;V4 28@VHC20B8 ?8B0==O ?@> 71V;LH5==O 4>78 :>@B8:>AB5@>W4V2. 0FVT=B ?>B@51CT >1AB565==O ;V:0@O B0:>6 C 28?04:C, O:I> ?@87=0G5=0 4>70 !5@5B84C 2>E0;5@C =5 70157?5GCT 045:20B=>3> :>=B@>;N =04 A8<0<8 0AB<8.

@8 4>AO3=5==V :>=B@>;N 70 A8<0<8 1@>=EV0;L=>W 0AB<8 4>7C !5@5B84C 2>E0;5@C A;V4 ?>ABC?>2> 7<5=HC20B8. V4 G0A 7<5=H5==O 4>78 206;828< T @53C;O@=89 :>=B@>;L 70 ?0FVT=B> A>2C20B8 =09=86GC 5D5:B82=C 4>7C !5@5B84C 2>E0;5@C (482. @>74V; «!>AV1 70AB>AC20==O B0 4>78»).

V:C20==O ?@5?0@0B<< =5 <>6=0 ?@8?8=OB8 @0?B>2> G5@57 <>6;8289 @878: 703>AB@5==O 70E2>@N20==O.

/: V 2AV V=30;OFV9=V ?@5?0@0B8, I>@B8:>AB5@>W48, !5@5B84 2>E0;5@ A;V4 7 >15@56=VABN ?@87=0G0B8 ?0FVT=B0< 7 0:B82=>N 01> ;0B5=B=>N D>@<>N BC15@:C;L>7C ;535=V2.

@8 70AB>AC20==V 2AVE A8 A8AB>;VG=>3> 0@B5@V0;L=>3> B8A:C B0 G0AB>B8 A5@F528E A:>@>G5=L, >A>1;82> ?@8 70AB>AC20==V 28A>:8E 4>7. ">A>2C20B8 7 >15@56=VABN 4;O ;V:C20==O ?0FVT=BV2 V7 A5@F52>-AC48==8<8 70E2>@N20==O<8.

!5@5B84 2>E0;5@ ?@8 70AB>AC20==V C 28A>:8E B5@0?52B8G=8E 4>70E <>65 A?@8G8=OB8 ?>@CH5==O A5@F52>3> @8B;VN 01> DV1@8;OFVN ?5@5A5@4L B0 ;53:5 B@0=78B>@=5 7 <5=H5==O @V2=O :0;VN C A8@>20BFV :@>2V. ">A>2C20B8 7 >15@56=VABN 4;O ;V:C20==O ?0FVT=BV2 V7 A5@F52>-AC48==8<8 70E2>@N20==O<8, ?>@CH5==O<8 @8B@8E =0 FC:@>289 4V015B, B8@5>B>:A8:>7, 7 =5:>@83>20=>N 3V?>:0;VT ?0FVT=BV2, AE8;L=8E 4> =87L:>3> @V2=O :0;VN C A8@>20BFV :@>2V.

A=CNBL 4C65 @V4:VA=V ?>2V4<<;5==O ?@> 71V;LH5==O @V2=O 3;N:>78 C :@>2V (482. @>74V; <<>1VG=V @50:FVW») V F5 A;V4<0B8 =0 C207V ?@8 ?@87=0G5==V ?@5?0@0BC E2>@8< =0 FC:@>289 4V015B 2 0=0<=57V.

/: V ?@8 70AB>AC20==V V=H8E V=30;OFV9=8E ?@5?0@0BV2, <>65 A?>AB5@V30B8AO ?0@04>:A0;L=89 1@>=E>A?07< V7 =5309=8< 71V;LH5==O< 7048H:8 ?VA;O V=30;OFVW. V4?>2V4=5 ;V:C20==O <8BBT28< V=30;OFV9=8< 1@>=E>48;0B0B>@<< :>@>B:>W 4VW =5>1EV4=> ?@>25AB8 =5309=>. !5@5B84 2>E0;5@ =5>1EV4=> =5309=> 2V41AB568B8 B0 ?@8 =5>1EV4=>ABV ?@87=0G8B8 0;LB5@=0B82=C B5@0?VN.

>2V4><;O;>AO ?@> ?>1>G=V D0@<0;>;>3VG=V 5D5:B8 ;V:C20==O β<sub>2</sub>-03>=VAB0<8, B0:V O: B@5  
<>@, A5@F518BBO B0 3>;>2=89 1V;L, 0;5 2=>8 T<8=CI8<8 B0 7=86CNBLAO ?@8 @53C;O@=> (482.  
@>74V; «>1VG=V @50:FVW»).

@8 70AB>AC20==V V=30;OFV9=8E :>@B8:>AB5@>W4V2 >A>1;82> C 28A>:8E 4>70E ?@>BO3<  
B@820;>3> G0AC <>6;825 28=8:=5==O A8AB5<=8E 5D5:BV2. &V O28I0 =01030B> <5=H V<>2V@=V,  
=V6 ?@8 70AB>AC20==V ?5@>@0;L=8E :>@B8:>AB5@>W4V2 (482. @>74V; «5@54>7C20==O»).

>6;82V A8AB5<=V 5D5:B8 2;;NG0NBL A8=4@< CH8=30, :CH8=3>W4=V >7=0:8, ?@83=VG5==O  
=04=8@:>28E 70;>7, 70B@8ABC C 4VB59 B0 ?V4;VB:V2, 7<5=H5==O :, :0B0@0:BC B0 3;0C:>6 @V4H5 □  
@O4 DV7V>;>3VG=8E B0 ?>254V=:>28E 5D5:BV2, 2;;NG0NG8 ?A8E><>B>@=C 3V?5@@@50:B82=VABL,  
?>@CH5==O A=C, =5A?>:V9, 45?@5AVN B0 03@5AVN (>A>1;82> C 4VB59)." > AB0= ?0FVT=B0  
?5@53;O40B8 @53C;O@=> B0 4>7C V=30;OFV9=>3> :>@B8:>AB5@>W4C 7<5=HC20B8 4>  
"@820;5 ;V:C20==O ?0FVT=BV2 28A>:8<8 4>70<8 V=30;OFV9=8E :>@B8:>AB5@>W4V2 <>65  
A?@8G8=OB8 AC?@5AVN DC=:FVW =04=8@:>28E 70;>7 B0 3>AB@89 04@5=0;>289 :@87. ?8A0=V  
?>>48=>:V 28?04:8 28=8:=5==O AC?@5AVW DC=:FVW =04=8@:>28E 70;>7 B0 3>AB@>3>  
04@5=0;>2>3> :@87C ?@8 70AB>AC20==V 4>7 D;NB8:07>=C ?@>?V>=0BC 1C. > A8BC0FV9, I>  
<>6CBL ?>B5=V9=> ?@>2>:C20B8 3>AB@89 04@5=0;>289 :@87, =0;560BL B@02<8, EV@C@3VG=V  
2B@CG0==O, V=D5:FVW 01> 1C4L-O:5 H284:5 7<5=H5==O 4>78. !8<8 70728G09 T =5GVB:8<8 V  
<>6CBL 2;;NG0B8 0=>@5:AVN, 1V;L C 682>BV, 2B@0BC<0A8 BV;0, ?V428I5=C 2B<;N20=VABL,  
3>;>2=89 1V;L, =C4>BC, 1;N20==O, 0@B5@V0;L=C 3V?>B5=7VN, 7=865=89 @V25=L A2V4<>ABV,  
3V?>3;V:5<8. # AB@5A>289 ?5@V>4 01> ?V4 G0A ?@>2545==O EV@C@3VG=>3> 2B@CG0==O A;V4  
72068B8 =0 =5>1EV4=VABL 4>40B:>2>3> ?@87=0G5==O A8AB5<=8E :>@B8:>AB5@>W4V2 G5@57  
<>6;825 C@065==O DC=:FVW =04=8@:>28E 70;>7.

!8AB5<=0 01A>@1FVO A0;L<5B5@>;C B0 D;NB8:07>=C ?@>?V>=0BC 3>;>2=8< G8=><  
74V9A=NTBLAO G5@57 ;535=V. A:V;L:8 70AB>AC20==O A?59A5@0 @07< 7 V=30;OB>@<< <>65  
71V;LH8B8 4>AB02:C ?@5?0@0BC 4> ;535=V2, F5 A;V4<0B8 =0 C207V, >A:V;L:8 ?@8 FL>  
0AB>AC20==O V=30;OFV9=>3> D;NB8:07>=C ?@>?V>=0BC <0T 1EV4=VABL ?@89>@0;L=8E  
AB5@>W4V2, 0;5 C ?0FVT=BV2 ?@8 ?5@5E>4V 7 ?5@>@0;L=8E AB5@>W4V2 ?@>BO3<< ?52=>3>  
G0AC 70;8H0TBLAO @878: 28=8:=5==O ?>@CH5=L 04@5=0;>2>3> @575@2C. ">A>1;82>N C203>N B0  
7 @53C;O@=8< :>=B@>;5< DC=:FVW :>@8 =04=8@:>28E 70;>7 0FVT=B8, O:V 70AB>A>2C20;8  
28A>:V 4>78 :>@B8:>AB5@>W4V2 O: =52V4;;04=C 4>?><>3C C <8=C;>6 <0NBL B0:89 @878:.  
>6;82VABL 70;8H:>2>W =54>AB0B=>ABV A;V4 702648<0B8 =0 C207V C 28?04:0E =52V4;;04=>W 4>?>  
<>38 B0 <>6;828E AB@5A>28E A8BC0FVOE B0 2@0EC20B8 =5>1EV4=VABL 70AB>AC20==O  
:>@B8:>AB5@>W4V2 (482. @>74V; «5@54>7C20==O»). 5@54 ?52=8<8 ?@>F54C@0<8 <>65  
7=04>18B8AO A?5FV0;L=0 :>=AC;LB0FVO 4;O >FV=:8 ABC?5=O 04@5=0;>2>W =54>AB0B=>ABV.  
@0E>2CNG8 <>6;82VABL ?>@CH5==O DC=:FVW =04=8@:>28E 70;>7, =5>1EV4=> 7 >A>1;82>N  
>15@56=VABN ?5@52>48B8 ?0FVT=BV2 7 ?5@>@0;L=>W AB5@>W4=>W B5@0?VW =0 ;V:C20==O  
!5@5B84>< 2>E0;5@>

?>G0B:>< 70AB>AC20==O V=30;OFV9=>3> D;NB8:07>=C ?@>?V>=0BC, 2V4  
0AB>AC20==O @8B>=02V@C <>65 7=0G=> ?V428I8B8 :>=F5=B@0FVN D;NB8:07>=C ?@>?V>=0BC C  
?;072V. ">3> 70AB>AC20==O A;V4 C=8:0B8, O:I> BV;L:8 ?>B5=V9=0 :>@8ABL =5 ?5@52060T @878:  
28=8:=5==O A8AB5<=8E :>@B8:>AB5@>W4=8E ?>1VG=8E 4V9. "0:>6 71V;LHCTBLAO @878: A8AB5  
<=8E ?>1VG=8E 5D5:BV2 ?@8 ACAC20==V D;NB8:07>=C ?@>?V>=0BC 7 V=H8<8 A8;L=8<8 CYP3A  
V=3V1VB>@0<8 (482. @>74V; «70T<>4VO 7 V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T  
<>4V9»).

0 40=8<8 B@8@VG=>3> ;V=VG=>3> 4>A;V465==O C ?0FVT=BV2 7 E@>=VG=8<8 >1AB@C:B82=8<8  
70E2>@N20==O<8 ;535=V2 (%) 1C;> 28O2;5=> 71V;LH5==O ?>2V4<;5=L ?@> V=D5:FV9=V  
70E2>@N20==O =86=VE 48E0;L=8E H;OEV2 (3>;>2=8< G8=>< ?=52<=>=VW B0 1@>=EVB8) ?@8  
70AB>AC20==V !5@5B84C 2>E0;5@C ?>@V2=O=> ? ?0F51>. # B@8@VG=>A;V465==V E2>@8E =0 %,  
?0FVT=B8 AB0@H>3> 2V:C, ?0FVT=B8 7 =87L:8< V=45:A<< <0A8 BV;0 (<25 :3/<2) B0 ?0FVT=B8 7 4C65  
BO6:8< 70E2>@N20==O< (\$<sub>1</sub> < 30 % =0;56=>3> @V2=O) B0:>6 <0;8 1V;LH89 @878: 28=8:=5==O ?=52  
<=>=VW =570;56=> 2V4 ;V:C20==O, I> W< ?@>2>48;>AO. V:0@V <0NBL 1CB8 C206=8<8 I>4> <>6;82>3>  
@>728B:C ?=52<=>=VW 01> V=H8E V=D5:FV9 =86=VE 48E0;L=8E H;OEV2 C FVTW :0B53>@VW  
E2>@8E, >A:V;L:8 ;V=VG=V A8<8 ?=52<=>=VW B0 703>AB@5==O %G0AB> 71V30NBLAO. /:I> C  
E2>@8E =0 %28=8:0T ?=52<=>=VO, ;V:C20==O !5@5B84>< 2>E0;5@>< A;V4 ?5@53;O=CB8.

0 40=8<8 25;8:>3> ;V=VG=>3> 4>A;V465==O, ?@>2545=>3> C !((SMART), 1C;> ?@8?CI5=>, I> E2>@V  
0D@>0<5@8:0=AL:>3> ?>E>465==O <0NBL 1V;LH89 @878: @>728B:C A5@9>7=8E CA.;04=5=L 7 1>:C  
48E0;L=>W A8AB5<8 01> ;5B0;L=8E 28?04:V2 ?@8 70AB>AC20==V A0;L<5B5@>;C ?>@V2=O=> V7  
70AB>AC20==O< ?;0F51>. 52V4><>, G8 ?>2O70=> F5 7 D0@<0:>35=5B8G=8<8 01> V=H8<8 D0:B>@0<8.  
">

!CAC20==O 7 A8AB5<=8< :5B>:=>07>;< ACBBT2> 71V;LHCT A8AB5<=C 5:A?>78FVN A0;L<5B5@>;C,  
I> <>65 ?@872>48B8 4> 71V;LH5==O 28?04:V2 A8AB5<=8E 5D5:BV2 (=0?@8.;04, ?>4>265==O  
V=B5@20;C QT B0 ?>A8;5=>3> A5@F518BBO). ">3> 70AB>AC20==O 7 :5B>:=>07>;< B0 V=H8<8  
A8;L=8<8 CYP3A V=3V1VB>@0<8 A;V4 C=8:0B8, O:I> ;8H5 :>@8ABL 2V4 70AB>AC20==O =5 1C45  
?5@528IC20B8 ?>B5=V9=5 71V;LH5==O @878:C A8AB5<=8E ?>1VG=8E 4V9 2V4 ;V:C20==O A0;L  
<5B5@>;< (482. @>74V; «70T<>4VO 7 V=H8<8 ;V:0@AL:8<8 70A>10<8 B0 V=HV 2848 270T<>4V9»).

### VB8

A>1;8289 @878: 28=8:=5==O A8AB5<=8E 5D5:BV2 <0NBL 4VB8 B0 ?V4;VB:8 2V:< 4> 16 @>:V2, O:8E  
;V:CNBL 28A>:8<8 4>70<8 D;NB8:07>=C ?@>?V>=0BC (70728G09 ≥1000 1C). !8AB5<=V 5D5:B8  
70728G09 A?@8G8=5=V ;V:C20==O< ?@5?0@0B< C 28A>:8E 4>70E ?@>BO3< B@820;>3> G0AC.  
>6;82V A8AB5<=V 5D5:B8 2.;NG0NBL A8=4@< CH8=30, :CH8=3>W4=V >7=0:8, ?@83=VG5==O  
DC=:FV9 =04=8@:>28E 70;>7, 3>AB@89 :@87 =04=8@:>28E 70;>7, 70B@8ABC C 4VB59 B0 ?V4;VB:V2,  
7<5=H5==O . ;:0B0@0:BC B0 3;0C:>254V=:8, 2.;NG0NG8 ?A8E><>B>@=C 3V?5@0:B82=VABL,  
?>@CH5==O A=C, 71C465==O, 45?@5AVN 01> 03@5AVN.

5:<5=4CTBLAO @53C;O@=> :=B@>;N20B8 48=0ABC 4VB59, O:V >B@8@B8:>AB5@>W4 ?@>BO3>  
< B@820;>3> G0AC. >70 V=30;0FV9=>3> :>@B8:>AB5@>W4C ?>28==0 1CB8 7=865=0 4> =09=86G>W  
5D5:B82=>W 4;O :=B@>;N 70 A8<0<8 0AB<8.

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

### 03VB=VABL

0=V I>4> 70AB>AC20==O C ?5@V>4 203VB=>ABV C ;N459 T >1<565=8<8. @87=0G5==O !5@5B84C  
2>E0;5@C C ?5@V>4 203VB=>ABV 4>FV;L=5 ;8H5 C 28?04:0E, :>;8 >GV:C20=0 :>@8ABL 4;O<0B5@V  
?5@528ICT 1C4L-O:89 @878: 4;O ?;>40. VA;O 70AB>AC20==O A0;L<5B5@>;C B0 D;NB8:07>=C  
?@>?V>=0BC C ?5@V>4 203VB=>ABV (2V4 300 4> 1000 28?04:V2) =5 2AB0=>2;5=> ?>@CH5==O 5  
<1@V>=0;L=>3> @>728B:C B0 @>728B:C 204 C ?;>40. 57C;LB0B8 @5B@>A?5:B82=>3> 5?V45  
;>3VG=>3> 4>A;V465==O =5 28O28;8 ?V428I5=>3> @878:C 25;8:8E 2@>465=8E 204 @>728B:C ?VA;O  
5:A?>78FVW D;NB8:07>=C ?@>?V>=0B< ?@>BO3< B@8<5AB@C 203VB=>ABV ?>@V2=O=> 7 V=H8  
<8 V=30;0FV9=8<8 :>@B8:>AB5@>W40<8.

V4 G0A 4>A;V465=L, I> ?@>2>48;8AO =0 B20@8=0E, ?VA;O 22545==O β<sub>2</sub>-03>=VAB0  
04@5=>@5F5?B>@0 B0 3;N:>:>@B8:>AB5@>W4C A?>AB5@V30;0AO @5?@>4C:B82=0  
B>:A8G=VABL.

;O ;V:C20==O 203VB=8E ?@87=0G0B8 =09=86GV 5D5:B82=V 4>78 D;NB8:07>=C ?@>?V>=0BC 4;O  
?V4B@83> :=B@>;N 70 A8<0<8 1@>=EV0;L=>W 0AB<8.

### >4C20==O 3@C44N

0=8E I>4> :=F5=B@0FVW ?@5?0@0BC C 3@C4=>E0;5@C C ?5@V>4 3>4C20==O 3@C44N 4>FV;L=5  
;8H5 C 28?04:0E, :>;8 >GV:C20=0 :>@8ABL 4;O<0B5@V ?5@528ICT 1C4L-O:89 <>6;8289 @878: 4;O  
48B8=8.

### \$5@B8;L=VABL

5<0T 40=8E I>4> 2?;82C =0 D5@B8;L=VABL ;N48=8. >A;V48, ?@>2545=V =0 B20@8=0E, =5 ?>:070;8  
2?;82C A0;L<5B5@>;C 01> D;NB8:07>=C ?@>?V>=0BC =0 D5@B8;L=VABL.

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.

!5F8DVG=8E 4>A;V465=L 2?;82C !5@5B84C 2>E0;5@C =0 FN 4VO;L=VABL =5 ?@>2>48;8, ?@>B5 7  
>3;04C =0 D0@<0:>;>3VG=V 2;0AB82>ABV >1>E ?@5?0@0BV2 <>6=0 ?@8?CAB8B8 2V4ACB=VABL  
2?;82C 01> 4C65 =57=0G=89 2?;82 ?@8 :5@C20==V 02B>B@0=A?>@B< 01> @>1>BV 7 V=H8<8  
<5E0=V7<0<8.

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

!5@5B84 2>E0;5@ ?@87=0G5=89 ;8H5 4;O V=30;OFV9=>3> 70AB>AC20==O.

0FVT=B0< A;V4 CA2V4<;N20B8, I> !5@5B84 2>E0;5@ =5>1EV4=> 70AB>A>2C20B8 @53C;O@=>, =02VBL C ?5@V>4 2V4ACB=>ABV =0?04V2 1@>=EV0;L=>W 0AB<8.

0FVT=B0< A;V4 @53C;O@=> ?@>E>48B8 <548G=5 >1AB565==O 4;O B>3>, I>1 ?V4V1@0=0 4;O =8E 4>70 70;8H0;0AO >?B8<0;L=> 5D5:B82=>N, 7 /:I> B0:89 5D5:B82=89 :>=B@>;L 4>AO30TBLAO =0 B;V

2-03=>VAB8 B@820;>W 4VW, 4>7C !5@5B84C 2>E0;5@C<>6=0 7<5=HC20B8 4> ?@89>1C, O:I>, =0 4C ?V4B@8=B@>;L 70 A8<0<8 70E2>@N20==O. /:I> C ?0FVT=B0 2 0=0<=57V =VG=V =0?048

1@>=EV0;L=>W 0AB<8, FN >4=>@07>2C 4>7C A;V4 70AB>A>2C20B8 ?5@54 A=<, O:I> 2 0=0<=57V 3>;>2=8< G8=>< A8<8 28=8:0NBL 245=L, 4>7C A;V4 70AB>A>2C20B8 2@0=0FV.

V;L:VABL D;NB8:07>=C ?@>?V>=0BC 2 >1@0=V9 D>@E0;5@C <0T 2V4?>2V40B8 BO6:>ABV 70E2>@N20==O. @8E0;5@ C 4>7V 25

5:><5=4>20=V 4>78.

>@>A;V B0 4VB8 2V:>< 2V4 12 @>:V2:

2 V=30;OFVW 25 =C ?@>?V>=0BC 2 @078 =0 4>1C;

01> 2 V=30;OFVW 25 =C ?@>?V>=0BC 2 @078 =0 4>1C;

01> 2 V=30;OFVW 25 =C ?@>?V>=0BC 2 @078 =0 4>1C.

;O ;V:C20==O 4>@>A;8E B0 ?V4;VB:V2 7 ?>N ?5@A8ABCNG>N 1@>=EV0;L=>N 0AB<>N (I>4>1>25 28=8:=5==O A84>1>25 70AB>AC20==O 70A>1V2 4;O H284:>3> ?>;53H5==O B0 2V4 ?>3> 4> BO6:>3>

ABC?5=O >1<565==O >1T2VB@O) !5@5B84 2>E0;5@ <>6=0 70AB>A>2C20B8 O: AB0@B>2C ?V4B@8 =5>1EV4=> 4>AO3B8 H284:>3> :>=B@>;N 70 A8<0<8 70E2>@N20==O. # B0:8E 28?04:0E ?@5?0@0B

@5:><5=4CTBLAO 70AB>A>2C20B8 C AB0@B>2V9 4>7V: 2 V=30;OFVW 25 =C ?@>?V>=0BC 2 @078 =0 4>1C. VA;O 4>AO3=5==O :>=B@>;N 70 A8<0<8 1@>=EV0;L=>W 0AB<8 B5@0?VN A;V4

?5@53;O=CB8 B0 28@VH8B8 ?8B0==O I>4> ?5@52545==O E2>@>3> =0 ;V:C20==O V=30;OFV9=8< :>@B8:>AB5@>W4<< A0<>ABV9=>. A:V;L:8 ;V:C20==O E2>@>3> ?5@53;O40TBLAO, A;V4

@53C;O@=> ?@>2>48B8 >FV=:C DC=:FV>=0;L=>3> AB0=C.

# @07V 2V4ACB=>ABV >4=>3> 01> 42>E :@8B5@VW2 BO6:>ABV GVB:>W ?5@52038

70AB>AC20==O !5@5B84C 2>E0;5@C ?>@V2=O=> 7 A0<>ABV9=8< 70AB>AC20==O< V=30;OFV9=>3> D;NB8:07>=C ?@>?V>=0BC O: AB0@B>2>W ?V4B@8W B5@0?VW =5 1C;> ?>:070=>. 030;><

V=30;OFV9=V :>@B8:>AB5@>W48 70;8H0NBLAO ?@5?0@0B0<8 ?5@H>W ;V=VW 4;O ;V:C20==O 1V;LH>ABV ?0FVT=0V2. !5@5B84 2>E0;5@ =5 ?@87=0G0B8 4;O ?>G0B:>2>3> ;V:C20==O ;53:>W

1@>=EV0;L=>W 0AB<8. !5@5B84 2>E0;5@ C 4>7V 25

VB8 2V:>< 4-12 @>:V2: 2 V=30;OFVW 25 =C ?@>?V>=0BC 2 @078 =0 4>1C.

0:A8<0;L=0 4>1>20 4>70 D;NB8:07>=C ?@>?V>=0BC C A;;04V !5@5B84C 2>E0;5@C AB0=>28BL 100 1C.

5<0T 40=8E I>4> 70AB>AC20==O !5@5B84C 2>E0;5@C 4VBO< 2V:>< 4> 4 @>:V2.

:@5: =5<0T =5>1EV4=>ABV :>@83C20B8 4>7C ?0FVT=B0< ;VB=L>3> 2V:C B0 E2>@8< 7 ?0B>;>3VTN =8@>: 01> ?5GV=:8.

=AB@C:FVO 4;O :>@8ABC20==O V=30;OB>@><

5@52V@:0 V=30;OB>@0.

5@54 ?5@H8< 70AB>AC20==O< V=30;OB>@0 01> ?VA;O ?5@5@28 C :>@8ABC20==V 1V;LH5 1 B86=O 7=OB8 :>2?0G>: 3> 7 1>:V2, 4>1@5 AB@CA8B8 V=30;OB>@ B0 7@>18B8 2 @>7?8;5==O C ?>2VB@O,

I>1 ?5@5:>=0B8AO C 9>3> ?@028;L=V9 @>1>BV.

>@8ABC20==O V=30;OB>@><

1. =OB8 :>2?0G>: 3> 7 1>:V2.

2. 5@5:>=0B8AO, I> 2A5@548=V B0 77>2=V V=30;OB>@0, 2;;NG0NG8

3. !B0@0==> AB@CA8B8 V=30;OB>@, I>1 1C4L-O:89 AB>@>==V9 ?@54<5B 2840;8B8 7 V=30;OB>@0 V 4;O B>3>, I>1 2@0 1C2 @V2=> 7

4. 7OB8 V=30;OB>@ C @C:C 25@B8:0;L=>

5. @>18B8 <0:A8<0;L=> 3;81>:89 2848E, ?>BV< 27OB8 B

6. >1;OG8 248E G5@57 @>B, =0B8A=CB8 =0 25@EV2:C V=30;OB>@0, I>1 28:>=0B8 @>7?8;5==O A0;L<5B5@>;C, ?@8 FL>4>26C20B8 ?>2V;L=> V 3;81>:> 248E0B8. 1 =0B8A:0==O =0 25@EV2:C

V=30;OB>@0 2V4?>2V40T 1 4>7V.

7. □0B@8<0B8 48E0==O, 28BO3=CB8 V=30;OB>@ 7 @>B0 V 7=OB8 ?0;5FL 7 25@EV2:8 V=30;OB>@0. @>4>26C20B8 70B@8  
8. /:I> =5>1EV4=> 28:>=0B8 ?>40;LHV @>7?8;5==O, 70G5:0B8 ?@81;87=> 30 A5:C=4, B@8<0NG8 V=30;OB>@ 25@B8:0;L=>. VA;O FL>3> 28:>=0B8 4VW, >?8A0=V C ?C=:B0E 3-7.  
9. 3>4>< ?@>?>;>A:0B8 @>B 2>4>N B0 A?;N=CB8 WW.  
10. 0A048B8 :>2?0G>: < =0B8A:0==O B0 ;:0F0==O C =5>1EV4=>  
8:>=C20B8 4VW, >?8A0=V C ?C=:B0E 5, 6 V 7, =5 ?>A?VH0NG8. 5@54 A0<8< @>7?8;5==O< 248E0B8 =5>1EV4=> O:><>30 ?>2V;L=VH5. 5@HV :V;L:0 @07V2 A;V4 ?>B@5=C20B8AO ?5@54 475@:0;>1V;O 25@EV2:8 V=30;OB>@0 01> 7 1>:V2 @>B0 7O28BLAO «E<0@:0», =5>1EV4=> @>7?>G0B8 ?@>F54C@C 7=>2C 7 ?C=:BC 2. 4@07C ?VA;O 28:>@8AB0==O 70:@8B8 2?0G>;<, >15@56=> =0B8A:CNG8 =0 =L>3> 4> ?>O28 ;:0F0==O. /: V ?@8 70AB>AC20==V V=H8E V=30;OFV9=8E ?@5?0@0BV2, B5@0?52B8G=0 5D5:B82=VABL <>65 1CB8 7<5=H5=0 ?@8 >E>;>465==V 10;>=G8:0. 5 @>718@0B8, =5 ?@>:>;N20B8 V =5 A?0;N20B8 10;>= =02VBL ?VA;O ?>2=>3> 28:>@8AB0==O. /:I> ;V:0@ 402 V=HV V=AB@C:FVW 4;O :>@8ABC20==O V=30;OB>@>, A;V4 28:>=C20B8 WE, 0 B0:>6 725@B0B8AO 70 ?>@04>N ?@8 28=8:=5==V 1C4L-O:8E B@C4=>IV2. VB8: <>65 28=8:=CB8 =5>1EV4=VABL C B>1 V=30;OFVW 4VBO< ?@>2>48;8 4>@>A;V. ?>@>A8B8 48B8=C 2848E=CB8 V 28:>=C20B8 @>7?8;5==O >4@07C ?VA;O B>3>, O: 2>=0 ?>G=5 248E. 5:> <5=4CTBLAO >A2>N20B8 B5E=V:C @07> >A;01;5=V 4>@>A;V <>6CBL B@8<0B8 V=30;OB>@ >1><0 @C:0<8. !;V4 ?>::0AB8 >18420 2:07V2=V ?0;LFV =0 25@EV2:C V=30;OB>@0, 0 >18420 25;8:V ?0;LFV =0 >A=>2C =86G5  
'8I5==O  
=30;OB>@ A;V4 G8AB8B8 =5 @V4H5 1 @07C =0 B8645=L.

1. =OB8 :>2?0G>:
2. 5 289<0B8 <5B0;5289 10;>= 7 ?;0AB8:>2>3> DCB;O@0.
3. @>B5@B8 7>2=VH=N B0 2=CB@VH=N ?>25@E=N :>2?0G:0 289 DCB;O@ ACE>N A5@25B:>N.
4. >2?0G>:

!""# #.

VB8.

5<0T 40=8E I>4> 70AB>AC20==O !5@5B84C 2>E0;5@C 4VBO< 2V:> 4> 4 @>:V2, B>A>2C20B8 ?@5?0@0B FV9 2V:>2V9 :0B53>@VW =5 @5:>5=4CTBLAO.

**5@54>7C20==O.**

0 40=8<8 ;:V=VG=8E 28?@>1C20=L =5<0T V=D>@<0FVW I>4> ?5@54>7C20==O !5@5B84><, >4=0: 4 0=V 7 ?5@54>7C20==O >1>E 4VNG8E @5G>28= =02>4OBLAO =86G5. 7=0:0<8 V A8<0<8, O:V <>6=0 >GV:C20B8 ?@8 ?5@54>7C20==V A0;L<5B5@>;C, T B8?>28<8 4;O =04W AB8-03>=VAB0<8, 2;:NG0NG8 70?0<>@>G5==O, B@5<>@, 3>;>2=89 1V;L, B0EV:0@4VN, ?V428I5==O A8AB>;VG=>3> 0@B5@V0;L=>3> B8A:C. /:I> ;V:C20==O !5@5B84>=5>1EV4=> ?@8?8=8B8 C @57C;LB0BV ?5@54>7C20==O □2-03>=VAB0, I> 2E>48BL 4> A;:04C ?@5?0@0BC, A;V4 ?@87=0G8B8 2V4?>2V4=C 70W4=C B5@0?VN. >40B:>2> <>65 28=8:=CB8 3V?>:0;VT=B@>;N20B8 @V2=V :0;VN C A8@>20BFV :@>2V B0 A;V4 72068B8 =0 =5>1EV4=VABL 70W B5@0?VW :0;VT >AB@5 ?5@54>7C20==O =30;OFVO D;NB8:07>=C ?@>?V>=0BC C 4>70E, I> ?5@528ICNBL @5:><5=4>20=V, <>65 A?@8G8=OB8 B82C AC?@5AVN DC=:FVW =04=8@:>28E 70;>7. &5 =5 ?>B@51CT =52V4;:04=8E 70E>4V2, >A:V;L:8 DC=:FVO =04=8@:>28E 70;>7 2V4=>2;NTBLAO G5@57 :V;L:0 4=V2, I> <>65 1CB8 ?5@52V@5=> 287=0G5==O< :>@B87>;C C ?;072V. %@>=VG=5 ?5@54>7C20==O T @878: 28=8:=5==O AC?@5AVW DC=:FVW =04=8@:>28E 70;>7 ?@8 70AB>AC20==V 28I8E 70 70B25@465=V 4>78 !5@5B84C 2>E0;5@C ?@>BO3>< B@820;>3> G0AC. >2V4><;O;>AO 4C65 @V4:> ?@> 3>AB@V 04@5=0;>2V :@878, I> B@0?;O;8AO 3>;>2=8< G8=>< C 4VB59, O:8< 70AB>A>2C20;8 4>78, I> 28I5 70 @5:><5=4>20=V ?@>BO3>< B@820;>3> G0AC (45:V;L:0 @>:V2). @8 FL>AB5@V30;8 3V?>3;V:5 ?>2O70=0 7 A?;CB0=VABN A2V4><>ABV B0 :>=2C;LAVO<8. > A8BC0FV9, I> ?>B5=FV9=> <>6CBL ?@>2>:C20B8 3>AB@89 04@5=0;>289 :@87, =0;560BL B@02<0, EV@C@3VG=5 2B@CG0==O, V=D5:FVO B0 1C4L-O:5 H284:5 7=865==O 4>78 V=30;OFV9=>3> D;NB8:07>=C ?@>?V>=0BC.

5:>5=4CTBLAO ?@>2>48B8 :=B@>;L @575@2=>W DC=:FVW :=@8 =04=8@>:>28E 70;>7. # 28?04:C  
 ?5@54>7C20==O D;NB8:07>=C ?@>?V>=0BC ?@8 70AB>AC20==V !5@5B84C 8A:CAC B5@0?VN  
 <6=0 ?@>4>26C20B8 C 2V4?>2V4=8E 4>70E, I> 70157?5GCNBL :=B@>;L A8  
 !?5F8DVG=>3> ;V:C20==O ?5@54>7C20==O A0;L<5B5@>;C B0 D;NB8:07>=C ?@>?V>=0BC =5<0T,  
 =5>1EV4=> 70AB>A>2C20B8 ?V4B@8=B@>;5< 70 AB0=>< ?0FVT=B0.

>1VG=V @50:FVW.

A:V;L:8 !5@5B84 2>E0;5@ 40B:>2V ?>1VG=V 5D5:B8 ?@8 >4=>G0A=>AC20==V 42>E :=5=BV2 =5  
 A?>AB5@V30NBLAO.

>1VG=V 4VW, I> A?@8G8=ONBLAO 70AB>AC20==O< A0;L<5B5@>;C/D;NB8:07>=C ?@>?V>=0BC,  
 =02545=V =86G5 (B01;8FO 1) B0 ;;0A8DV:>20=V 70 >@30=0<8 B0 A8AB5<0<8 B0 70 G0AB>B>N  
 28=8:=5==O. '0AB>B0 287=0G5=0 O:: 4C65 G0AB> (≥ 1/10), G0AB> (≥ 1/100, < 1/10), =5G0AB> (≥ 1/1000,  
 < 1/100), @V4:> (≥ 1/10 000, < 1/1000) B0 =52V4>< (>5 <>65 1CB8 ?V4@0E>20=>, 28E>4OG8 7 =0O2=8E  
 40=8E). =D>@<0FVO I>4> G0AB>B8 28=8:=5==O >B@8<0=0 70 @57C;LB0B0<8 ;;V=VG=8E  
 28?@>1C20=L. =D>@<0FVO I>4> 28?04:V2, 70DV:A>20=8E C 3@C?V ?;0F51>, =5 27OB0 4>  
 @>7@0EC=:C.

"01;8FO 1

@30=8 B0 A8AB5<8 >@30=V2	>1VG=0 4VO	'0AB>B0
=D5:FVW B0 V=207VW	0=484>7 @>B0 B0 3>@;0 0=484>7 AB@02>E>4C =52<>=VO @>=EVB8	'0AB> V4:> '0AB>1,3 '0AB>1,3
1>:C VW A8AB5<8	50:FVW 3V?5@GCB;82>ABV: H:V@=V @50:FVW 3V?5@GCB;82>ABV, 0=3V>=52@>B8G=89 =01@O: (3>;>2=8< G8=><>1;8GGO B0 @>B>3;>B:8) @5A?V@0B>@=V A8<8 (7048H:0), @5A?V@0B>@=V A8<8 (1@>=E>A?07<), 0=0DV;0:B8G=V @50:FVW, 2;;NG0NG8 0=0DV;0:B8G=89 H>:	5G0AB> V4:> 5G0AB> V4:> V4:>
1>:C 5=4>:@8==>W A8AB5<8	!8=4@>< CH8=30, :CH8=3>W4=V A8<8, ?@83=VG5==O DC=:FVW =04=8@>:>28E 70;>7, 70B@8 ABC C 4VB59 B0 ?V4;VB:V2, 7=865==O :	V4:>4
5B01>;V7< B0 ?>@CH5==O B@02;5==O	V?>:0;VT V?5@3;V:5	'0AB>3, 4 5G0AB>
1>:C ?A8EV:8	5A?>:V9, ?>@CH5==O A=C 254V=:8, 2;;NG0NG8 3V?5@0:B82=VABL B0 71C465==O (?5@5206=> C 4VB59) 5?@5AVO, 03@5AVO (?5@5206=> C 4VB59	5G0AB> V4:> 52V4><>
1>:C =5@2>2>W A8AB5<8	>;>2=89 1V;L "@5<>@	C65 G0AB>1 5G0AB>
1>:C >@30=V2 7>@C	0B0@0:B0 3;0C:><0	5G0AB> V4:>4



1>:C A5@FO	>A8;5=5 A5@F518BBO "0EV:0@4VO !5@F520 0@8B;VN) DV1@8;OFVO ?5@54A5@4L !B5=>:0@4VO	5G0AB> 5G0AB> V4:>  5G0AB> 5G0AB> C65 G0AB>2,3 '0AB> '0AB> '0AB>1,3 V4:>4
1>:C 48E0;L=>W A8AB5<8	07>D0@8=3VB >4@07=5==O 3>@;0 0E@8?;VABL 3>;>AC /48AD>=VO !8=CA8B 0@>4>:A0;L=89 1@>=E>A?07 <	'0AB>1,3
1>:C H:V@8 B0 ?V4H:V@=>W B:0=8=8	!8=8FV	'0AB>1,3
1>:C :VAB:>2><O7>2>W A8AB5<8	O7>2V A?07<8 "@02<0B8G=V ?5@5;><8 @B@0;3VW V0;3VW	'0AB> '0AB> '0AB> '0AB>

- 1 0DV:A>20=V O: «G0AB>» C 3@C?V ?;0F51>.
- 2 0DV:A>20=V O: «4C65 G0AB>» C 3@C?V ?;0F51>.
- 3 C;8 70DV:A>20=V ?@>BO3× 3 @>:V2 ?V4 G0A 4>A;V465==O %.
- 4 82. @>74V; «A>1;82>ABV 70AB>AC20==O».

?8A 45O:8E ?>1VG=8E @50:FV9

>2V4><;O;>AO ?@> D0@<0:>;>3VG=V ?>1VG=V 5D5:B8 ;V:C20==O β<sub>2</sub>-03>=VAB0<8, B0:V O: B@5  
<>@, AC1T:B82=5 2V4GCBBO A5@F518BBO, 3>;>2=89 1V;L, ?@>B5 2>=8 70728G09<8=CIV V 7  
<5=HCNBLAO ?@8 @53C;O@=>AC20==V.

024O:8 2=C ?@>?V>=0BC C A:;04V ?@5?0@0BC C 45O:8E ?0FVT=BV2 A?>AB5@V30NBLAO

70E@8?;VABL 3>;>AC B0 :0=484>7 @>B0 V 3>@;0, 0 B0:>6 @V4:>□ AB@02>E>4C.

'0AB>B0 ?@>O2V2 70E@8?;>ABV B0 :0=484>7C <>65 1CB8 7<5=H5=0 ?>;>A:0==O< @>B0 B0 3>@;0

2>4>N ?VA;O 70AB>AC20==O V=30;OB>@0. !8<0B8G=89 :0=484>7 <>6=0 ;V:C20B8 AC20==O

15@5B84C 2>E0;5@0.

0FVT=B8 48BOG>3> 2V:C

# 4VB59 B0 ?V4;VB:V2 <>6;82V A8AB5<=V 5D5:B8, 2;;NG0NG8 A8=4@<< CH8=30, :CH8=3>W4=V

>7=0:8, ?@83=VG5==O =04=8@:>28E 70;>7, 70B@8ABC. # 4VB59 <>65 B0:>6 28=8:0B8

B@82>6=VABL, ?>@CH5==O A=C B0 7254V=:8, 2;;NG0NG8 3V?5@0:B82=VABL B0 71C465==O.

"5@ABV. 2 @>:8.

#<>28 715@V30==O.

15@V30B8 ?@8 B5@>6C20B8.

0E8I0B8 2V4 2?;82C ?@O<8E A>=OG=8E ?@<5=V2.

15@V30B8 2 =54>ABC?=>

#?0:>2:0.

> 120 4>7 2 05@>7>;L=>=V 7 0;N3> A?;02C, I><0T 2=CB@VH=T ?>:@8BBO B0 4>7CNG89 ;;0?0=. >65=  
10;>=<0T ?;0AB8:>289 @>7?8;N20G B0 ?8;570E8A=89 :>2?0G>.: 0;>=?>==C :>@>1:C.

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

8@>1=8:.

;0:A> 5;;;< @>40:H=, \$@0=FVO/Glaxo Wellcome Production, France.

VAF57=0E>465==O 28@>1=8:0 B0 9>3> 04@5A020465==O 4VO;L=>ABV.  
;0:A> 5;;;< @>40:H=, >= =4CAB@V5;L 2, 23, @N 02C07`T, 27000 2@5, \$@0=FVO/  
Glaxo Wellcome Production, Zone Industrielle 2, 23, rue Lavoisier, 27000 Evreux, France.