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

® 5
(CORONAL® 5)
® 10
(CORONAL® 10)

!:;04:
4VNG0 @5G>28=0: bisoprolol;
1 B01;5B:0
4>?>28=8:
>@>=0;® 5: F5;N;>70 :@8AB0;VG=0, :@>E<0;L :C:C@C47O=89, =0B@VN ;0C@8;AC;LD0B, :@5<=VN 4V>:A84 :>;>W4=89 1572>4=89, <03=VN AB50@0B, 3V?@><5;>70, <0:@>3>; 400, B8B0=C 4V>:A84 (171), 70;V70 >:A84 6>2B89 (172);
>@>=0;® 10: F5;N;>70 :@8AB0;VG=0, :@>E<0;L :C:C@C47O=89, =0B@VN ;0C@8;AC;LD0B, :@5<=VN 4V>:A84 :>;>W4=89 1572>4=89, <03=VN AB50@0B, 3V?@><5;>70, <0:@>3>; 400, B8B0=C 4V>:A84 (171), 70;V70 >:A84 G5@2>=89 (172).

V:0@AL:0 D>@<0. "01;5B:8, 2:@8BV ?;V2:>2>N >1>;>=:>N.
A=>2=V DV78:>-EVABV:
>@>=0;® 5: A2VB;>-6>2BV 42>>?C:;V B01;5B:8, 2:@8BV ?;V2:>2>N >1>;>=:>N, O:V <0NBL @>74V;L=C @8A:C 7 >4=>3> 1>:C.
>@>=0;® 10: A2VB;>-@>652V 42>>?C:;V B01;5B:8, 2:@8BV ?;V2:>2>N >1>;>=:>N, O:V <0NBL @>74V;L=C @8A:C 7 >4=>3> 1>:C.

$0@<0:>B5@0?52B8G=0 3@C?0. !5;5:B82=V 1;>:0B>@8 □-04@5=>@5F5?B>@V2.
>4 "% C07A B07.

$0@<0:>;>3VG=V 2;0AB82>ABV.
$0@<0:>48=0
VA>?@>;>; 28A>:>A5;5:B82=89 □1-04@5=>1;>:0B>@. @8 70AB>AC20==V C B5@0?52B8G=8E 4>70E =5 <0T 2=CB@VH=L>W A8:0@40 2 :8A=V 7024O:8 7<5=H5==N '!! V 7<5=H5==N A5@F52>3> 28:84C B0 7=865==N 0@B5@V0;L=>3> B8A:C, 71V;LHCT ?>AB0G0==O :0@40 :8A=5< 70 @0EC=>: 7<5=H5==O :V=F52>-4V0AB>;VG=>3> B8A:C V ?>4>265==O 4V0AB>;8. @5?0@0B <0T 4C65 =87L:C A?>@V4=5=VABL V7□2-@5F5?B>@0<8 3;04:>W =EV2 V AC48=, 0 B0:>6 V7□2-@5F5?B>@0<8 5=4>:@8==>W A8AB5<8.
0:A8<0;L=89 5D5:B 1VA>?@>;>;C =0AB0T G5@57 3-4 3>48=8 ?VA;O ?@89>4 =0?V2282545==O 7 ?;07<8 AB0=>28BL 10-12 3>48=, I> ?@872>48BL 4> 24-3>48==>W 5D5:B82=>ABV ?VA;O >4=>@07>2>3> ?@89>@>B:>G0A=>AC20==V ?@5?0@0BC C ?0FVT=BV2 7 VH5N E2>@>1>N A5@FO 157 E@>=VG=>W A5@F52>W =54>AB0B=>ABV 1VA>?@>;>; 7=86C202 G0AB>BC A5@F528E A:>@>G5=L B0 C40@=89 >1T< V 7024O:8 FL>:0@4>AC20==V ?@5?0@0BC 2V= 7C<>2;N202 7=865==O ?5@8D5@8G=>3> >?>@C AC48=, O:0 A?>G0B:C 7@>AB0;0.
@V< B>3>, =0@07V ?@>4>26CTBLAO >13>2>@5==O 2?;82C □-1;>:0B>@V2 =0 7=865==O 0:B82=>ABV @5=V=C ?;07<8 :@>2V.
$0@<0:>:V=5B8:0.
A<>:BC20=VABL. VA;O ?@89>>@>=0;® 4>1@5 04A>@1CTBLAO 7V H;C=:>2>-:8H:>2>3> B@0:BC. V>4>ABC?=VABL AB0=>28BL 1;87L:> 90 % ?VA;O ?5@>@0;L=>3> 70AB>AC20==O V=5 70;568BL 2V4 ?@89>$0@<0:>:V=5B8:0 1VA>?@>;>;C V :>=F5=B@0FVO C ?;072V ;V=V9=V C 4V0?07>=V 4>7 2V4 5 <3 4> 20 <3. 0:A8<0;L=0 :>=F5=B@0FVO C ?;072V ($!_{max}$) 4>AO30TBLAO G5@57 2-3 3>48=8.
>7?>4V;. 1T< @>7?>4V;C AB0=>28BL 3,5 ;/:3. 2O7C20==O 7 1V;:0<8 ?;07<8 :@>2V AB0=>28BL 1;87L:> 30 %.

5B01>;V7< B0 282545==O. VA>?@>;>; 282>48BLAO 7 >@30=V7<0 H;OE0<8: 50 % 1V>B@0=AD>@ @5==O< =50:B82=8E <5B01>;VBV2 B0 282>48BLAO =8@:0<8, 50 % 282>48BLAO =8@:0<8 C =57 >A;V465==O *in vitro* 7 28:>@8AB0==O< A>< ?5GV=:8 ;N48=8 ?>:070;8, I> 1VA>?@>;>; <5B01>;V7CTBLAO 7 CG0ABN CYP3A4 (~ 95 %), CYP2D6 2V4V3@0T ;8H5 =525;8:C @>;L. 030;L=89 :;V@5=A 1VA>?@>;>;C AB0=>28BL 15;/3>4. 5@V>4 =0?V2282545==O AB0=>28BL 10-12 3>4.

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

>:070==O.

- @B5@V0;L=0 3V?5@B5=7VO;
- VH5@>10 A5@FO (AB5=>:0@4VO);
- E@>=VG=0 A5@F520 =54>AB0B=VABL V7 A8AB>;VG=>N 48ADC=:FVTN ;V2>3> H;C=>G:0 C :> <1V=0FVW 7 V=3V1VB>@0<8 $, 4VC@5B8:0<8, C @07V =5>1EV4=>ABV A5@F528<8 3;V:>7840<8.

@>B8?>:070==O.

- >AB@0 A5@F520 =54>AB0B=VABL 01> A5@F520 =54>AB0B=VABL C AB0=V 45:?>B@51CT V=>B@>?=>W B5@0?VW;
- :0@4V>35==89 H>:;
- 0B@V>25=B@8:C;O@=0 1;>:040 II V III ABC?5=O (70 28=OB:>< B0:>W C ?0FVT=BV2 7V HBCG=8< 2>4VT< @8B
- A8=4@>< A;01:>ABV A8=CA>2>3> 2C7;0;
- 28@065=0 A8=>0B@V0;L=0 1;>:040;
- A8<0B8G=0 1@048:0@4VO;
- A8<0B8G=0 0@B5@V0;L=0 3V?>B5=7VO;
- BO6:0 D>@<0 1@>=EV0;L=>W 0AB<8 01> BO6:V E@>=VG=V >1AB@C:B82=V 70E2>@N20==O ;535=L;
- ?V7=V AB04VW ?>@CH5==O ?5@8D5@8G=>3> :@>2>>1V3C 01> E2>@>18 59=>;
- D5>E@><>F8B><0, I> =5 ;V:C20;0AO;
- <5B01>;VG=89 0F84>7;
- ?V428I5=0 GCB;82VABL 4> 1VA>?@>;>;C 01> 4> V=H8E :>=5=BV2 ?@5?0@0BC.

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

><1V=0FVW, O:V =5 @5:><5=4>20=> 70AB>A>2C20B8.

V:C20==O E@>=VG=>W A5@F52>W =54>AB0B=>ABV.

- □=B80@8B18 :;0AC (=0?@8:;04 EV=V48=, 487>?V@0:0W=, D5=VB>W=, D;5:0W=V4, ?@>?0D5=>=): =530B82=89 2?;82 =0 0B@V>25=B@8:C;O@=C ?@>2V4=VABL B0 V=>B@>?=C DC=:FVN:0@40.

#AV ?>:070==O.

- =B03>=VAB8 :0;LFVN B8?C 25@0?0N 48;BV075@>GC20;L=C DC=:FVN :0@40 B0 0B@V>25=B@8:C;O@=C ?@>2V4=VABL. =CB@VH=L>25==5 22545==O 25@0?0□-1;>:0B>@8.
- =B83V?5@B5=782=V ?@5?0@0B8 7 F5=B@0;L=8< <5E0=V7<>< 4VW (:;>=V48=, <5B8;4>?0, <>:A8=V48=, @8;<5=V48=): <>6CBL ?@8725AB8 4> 7=865==O G0AB>B8 A5@F528E A:>@>G5=L B0 A5@F52>3> 28:84C, 0 B0:>6 A?@8G8=8B8 207>48;0B0FVN. @8 :><1V=>20=V9 B5@0?VW @0?B>20 2V4 1V2 <>65 ?V428I8B8 @878: @5D;5:B>@=>W 3V?5@B5=7VW.

><1V=0FVW, O:V A;V4 70AB>A>2C20B8 7 >15@56=VABN.

V:C20==O 0@B5@V0;L=>W 3V?5@B5=7VW 01> VH5W E2>@>18 A5@FO (AB5=>:0@4VW).

- □=B80@8B18 :;0AC (=0?@8:;04 EV=V48=, 487>?V@0:0W=, D5=VB>W=, D;5:0W=V4, ?@>?0D5=>=): <>6CBL ?V428IC20B8 =530B82=89 2?;82 =0 0B@V>25=B@8:C;O@=C ?@>2V4=VABL B0 V=>B@>?=C DC=:FVN :0@40.

#AV ?>:070==O. =B03>=VAB8 :0;LFVN B8?C 483V4@>?V@848=C (=0?@8:;04 =VD548?V=, D5;>48?V=, 0<;>48?V=): <>6CBL ?V428IC20B8 @878: 28=8:=5==O 0@B5@V0;L=>W 3V?>B5=7VW. 5 28:;NG0TBLAO <>6;82VABL 7@>AB0==O =530B82=>3> 2?;82C =0 V=>B@>?=C DC=:FVN:0@40 C ?0FVT=BV2 V7 A5@F52>N =54>AB0B=VABN. =B80@8B40@>=): <>6CBL ?V428IC20B8 =530B82=89 2?;82 =0 0B@V>25=B@8:C;O@=C ?@>2V4=VABL.

- □-1;>:0B>@8 W 4VW (=0?@8:;04 B0:V, I>G=8E :@0?;OE 4;O ;V:C20==O 3;0C:><8): 4VO 1VA>?@>;>;C <>65 ?V4A8;N20B8AO.
- 0@0A8

- =AC;V= B0 ?5@>@0;L=V 3V?>3;V:518: ?>A8;NTBLAO 4VO F8E ?@5?0@0BV2. 7=0:8 3V?>3;V:5□-1;>:0B>@V2.
- 0A>18 4;O 0=5AB57VW: 7<5=HCTBLAO @5D;5:B>@=0 B0EV:0@4VO, ?V428ICTBLAO @878: ?@83=VG5==O DC=:FVW :0@40 V 28=8:=5==O 0@B5@V0;L=>W 3V?>B5=7VW (482. @>74V; «A>1;82>ABV 70AB>AC20==O»).
- !5@F52V 3;V:>7848 (?@5?0@0B8 =0?5@ABO=:8): <>6CBL 7=86C20B8 G0AB>BC A5@F528E A:>@>G5=L, 71V;LHCNBL G0A 0B@V>25=B@8:C;O@=>W ?@>2V4=>ABV.
- 5AB5@>W4=V ?@>B870?0;L=V 70A>18 (): <>6CBL ?>A;01;N20B8 3V?>B5=782=89 5D5:B 1VA>?@>;>;C.
- □-A8AC20==O C :><1V=0FVW 7 ?@5?0@0B>< >@>=0;® <>65 ?@8725AB8 4> 7=865==O B5@0?52B8G=>3> 5D5:BC >1>E 70A>1V2.
- !8□-04@5=>@5F5?B>@8 (=0?@8:;04 04@5=0;V=, =>@04@5=0;V=): ?V428ICNBL 0@B5@V0;L=89 B8A:. >4V1=0 270T<>4VO 1V;LH 2V@>3V4=0 ?@8 70AB>AC20==V =5A5;5:B82=8E □-1;>:0B>@V2.
- 4=>G0A=5 70AB>AC20==O 7 0=B83V?5@B5=782=8<8 ?@5?0@0B0<8, 0 B0:>6 7 V=H8<8 ;V:0@AL:8<8 70A>10<8, I> 740B=V 7=86C20B8 0@B5@V0;L=89 B8A: (=0?@8:;04 B@8F8:;VG=V 0=B845?@5A0=B8, 10@1VBC@0B8, D5=>BV078=): ?V428ICNBL @878: 0@B5@V0;L=>W 3V?>B5=7VW.
>6;82V :><1V=0FVW.
- 5D;>EV=: <>6CBL ?V428IC20B8 @878: @>728B:C 1@048:0@4VW.
- =3V1VB>@8 (70 28=OB:>< V=3V1VB>@V2 B8?C): ?V428ICNBL 3V?>B5=782=89 5D5:B □-1;>:0B>@V2. @878: @>728B:C 3V?5@B>=VG=>3> :@87C.
- 8D06;825 =57=0G=5 A:>@>G5==O ?5@V>4C =0?V2@>7?04C 1VA>?@>;>;C G5@57 V=4C:FVN ?5GV=:>28E D5@<5=BV2, I> <5B01>;V7CNBL ?@5?0@0B. >@83C20==O 4>78 70728G09 =5 ?>B@V1=>.
- >EV4=V 5@3>B0AB@5==O ?>@CH5=L ?5@8D5@8G=>3> :@>2>>1V3C.

A>1;82>ABV 70AB>AC20==O.
@5?0@0B A;V4 70AB>A>2C20B8 7 >15@56=VABN ?0FVT=B0< ?@8 B0:8E AB0=0E:
- FC:@>289 4V015B 7 @V7:8<8 :>;820==O<8 @V2=O 3;N:>78 2 :@>2V, ?@8 FL>
- AC2>@0 4VTB0;
- ?@>2545==O 45A5=A81V;V70FV9=>W B5@0?VW;
- 0B@V>25=B@8:C;O@=0 1;>:040 I ABC?5=O;
- AB5=>:0@4VO @8=F<5B0;0;
- ?>@CH5==O ?5@8D5@8G=>3> :@>2>>1V3C (=0 ?>G0B:C B5@0?VW <>6;825 ?>A8;5==O A:0@3);
- 7030;L=0 0=5AB57VO.

5>1EV4=> >1>2O7:>2> ?>?5@548B8 ;V:0@O-0=5AB57V>;>30 ?@> ?@89>< 1;>:0B>@V2 □-04@5=>@5F5?B>@V2. # ?0FVT=BV2, O:8< ?;0=CTBLAO 7030;L=0 0=5AB57VO, 70AB>AC20==O □-1;>:0B>@V2 7=86CT 28?04:8 0@8B:0@40 ?@>BO3>< =0@:>7C, V=BC10FVW B0 ?VA;O>?5@0FV9=>3> ?5@V>4C. 5:><5=4>20=> ?@>4>26C20B8 70AB>AC20==O □-1;>:0B>@V2 ?V4 G0A V=B@0>?5@0FV9=>3> ?5@V>4C. =5AB57V>;>3 ?>28=5= 2@0E>2C20B8 ?>B5=FV9=C 270T<>4VN 7 V=H8<8 ;V:0<8, O:0 <>65 ?@8725AB8 4> 1@04V0@8B@=>W B0EV:0@4VW B0 7=865==O <>6;82>AB59 @5D;5:B>@=>3> <5E0=V7?@>;>;C ?5@54 >?5@0B82=8<8 2B@CG0==O<8 4>7C A;V4 ?>ABC?>2> 7=878B8 B0 ?@8?8=8B8 ?@89>< ?@5?0@0BC 70 48 3>48= 4> 7030;L=>W 0=5AB57VW. 0 40=89 G0A =5<0T 4>AB0B=L>3> B5@0?52B8G=>3> 4>A2V4C ;V:C20==O E@>=VG=>W A5@F52>W =54>AB0B=>ABV C ?0FVT=BV2 7 B0:8<8 70E2>@N20==O<8 V ?0B>;>3VG=8<8 AB0=0<8: FC:@>289 4V015B B8?C, BO6:V ?>@CH5==O DC=:FVW =8@>:, BO6:V ?>@CH5==O DC=:FVW ?5GV=:8, @5AB@8:B82=0 :0@4V>?0BVO, 2@>465=V ?>@>:8 A5@FO, 35<>48=0 7=0GCIV =01CBV :;0?0==V ?>@>:8 A5@FO, V=D0@:B :0@40 70 >AB0==V 3 ><1V=0FVW 1VA>?@>;>;C 7 0=B03>=VAB0<8 :0;LFVN B8?C 25@0?0 48;BV075<, V7 0=B80@8B @8 1@>=EV0;L=V9 0AB V=H8E E@>=VG=8E >1AB@C:B82=8E 70E2>@N20==OE ;535=L ?>:070=0 AC?CB=O B5@0?VO 1@>=E>48;0B0B>@0<8. # 45O:8E 28?04:0E =0 B;V ?@89>=EV0;L=>N 0AB<>N G5@57 ?V428I5==O B>=CAC 48E0;L=8E H;OEV2 <>6CBL ?>B@51C20B8 1V;LH 28A>:8E 4>7□2-A8 /: V V=HV □-1;>:0B>@V8, 1VA>?@>;>;<>65 ?V4A8;N20B8 GCB;82VABL 4> 0;5@35=V2 B0 71V;LHC20B8 0=0DV;0:B8G=V @50:FVW. # B0:8E 28?04:0E ;V:C20==O 04@5=0;V=>< =5 702648 40T ?>78B82=89 B5@0?52B8G=89 5D5:B.

0FVT=B0< 7 ?A>@V07>< (C B.G. 2 0=0<=57V) A;V4 70AB>A>2C20B8 □-1;>:0B>@V8 (=0?@8:;04 1VA>?@>;>;) ?VA;O @5B5;L=>3> A?V22V4=>H5==O :>@8ABL/@878:.

0FVT=B0< V7 D5>E@><>F8B><>N ?@87=0G0B8 ?@5?0@0B >@>=0;® BV;L:8 =0 B;V ?>?5@54=L>W B5@0?VW α-04@5=>1;>:0B>@0<8. !8<8 B8@5>B>:A8:>7C <>6CBL 1CB8 70<0A:>20=V =0 B;V ?@89> AC20==V ?@5?0@0BC >@>=0;® <>65 2V47=0G0B8AO ?>78B82=89 @57C;LB0B ?@8 ?@>2545==V 4>?V=3:>=B@>;N.
0 ?>G0B:C ;V:C20==O ?@5?0@0B>< =5>1EV4=> ?@>2>48B8 @53C;O@=89 <>=VB>@8=3.
@07V =5>1EV4=>ABV B5@0?VN ?@5?0@0B>< A;V4 7025@HC20B8 ?>2V;L=>, ?>ABC?>2> 7=86CNG8 4>7C. 06;82> =5 ?@8?8=OB8 @0?B>2> ?@89>< ?@5?0@0BC, >A>1;82> C ?0FVT=BV2 7 VH5N E2>@>1>N A5@FO, 70 28=OB:>< 28?04:V2 =030;L=>W =5>1EV4=>ABV, >A:V;L:8 F5<>65 ?@8725AB8 4> B@0=78B>@=>3> ?>3V@H5==O AB0=C ?0FVT=B0 (482. @>74V; «!?>AV1 70AB>AC20==O B0 4>78»).
VA>?@>;>; A;V4 7 >15@56=VABN ?@87=0G0B8 ?0FVT=B0< 7 0@B5@V0;L=>N 3V?5@B5=7VTN 01> AB5=>:0@4VTN, I> AC?@>2>46CNBLAO A5@F52>N =54>AB0B=VABN.

0AB>AC20==O C ?5@V>4 203VB=>ABV 01> 3>4C20==O 3@C44N. # ?5@V>4 203VB=>ABV ?@5?0@0B 70AB>A>2C20B8 BV;L:8 B>4V, :>;8 >GV:C20=0 :>@8ABL 4;O<0B5@V ?5@528ICT ?>B5=FV9=89 @878: 4;O ?;>40. 030;>< 1;>:0B>@8 15B0-04@5=>@5F5?B>@V2 7<5=HCNBL ?;0F5=B0@=C ?5@DC7VN, I> 0A>FV9>20=5 V7 70B@8N @>ABC ?;>40, 2=CB@VH=L>CB@>1=>N A<5@BN ?;>40, 28:84=5< 01> ?5@54G0A=8<8 ?>;>30<8. # ?;>40 B0 C =>2>=0@>465=>W 48B8=8 <>6CBL A?>AB5@V30B8AO @V7=V ?>1VG=V 5D5:B8 (=0?@8:;04 3V?>3;V:5 ;V:C20==O □-1;>:0B>@>< =5>1EV4=5, 1060=> I>1 F5 1C2 □1-A5;5:B82=89 □-1;>:0B>@. >@>=0;® =5 @5:><5=4>20=> ?@87=0G0B8 C ?5@V>4 203VB=>ABV, 70 28=OB:>< 28?04:V2, :>;8 VA=CT =030;L=0 =5>1EV4=VABL B0:>3> ;V:C20==O. /:I> ;V:C20==O 1VA>?@>;>;>< 1C;> @>7FV=5=5 O: =5>1EV4=5, A;V4 <>=VB>@C20B8 <0B:>2>-?;0F5=B0@=C 35 <>48=0728B>: ?;>40. /:I> ?@5?0@0B A?@8G8=82 1C4L-O:V =5A?@8OB;82V 5D5:B8 ?@8 203VB=>ABV 01> 4;O ?;>40, A;V4 72068B8 4>FV;L=VABL 70AB>AC20==O 0;LB5@=0B82=>3> ;V:C20==O.
VA;O ?>;>3V2 =>2>=0@>465=89 ?>28=5= 7=0E>48B8AO ?V4 @5B5;L=8< =03;O4> 0=8E I>4> 5:A:@5FVW 1VA>?@>;>;C C 3@C4=5<>;>:> 01> 157?5:8 2?;82C =0 3@C4=8E 4VB59 =5<0T, B><5=4CTBLAO 70AB>A>2C20B8 >@>=0;® C ?5@V>4 3>4C20==O 3@C44N.

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. # 4>A;V465==V, 2 O:>N E2>@>1>N A5@FO, 1VA>?@>;>; =5 ?>3V@HC202 740B=VABL :5@C20B8 B@0=A?>@B=8<8 70A>10<8.
@>B5 G5@57 V=482V4C0;L=C 20@V015;L=VABL @50:FV9 =0 1VA>?@>;>; 740B=VABL :5@C20B8 B@0=A?>@B=8<8 70A>10<8 B0 ?@0FN20B8 7 <5E0=V7<0<8 <>65 ?>@CHC20B8AO. A>1;82C C203C =5>1EV4=> ?@84V;OB8 =0 ?>G0B:C ;V:C20==O, ?@8 778 ?@5?0@0BC.

!?>AV1 70AB>AC20==O B0 4>78.
@5?0@0B >@>=0;® A;V4 ?@89<0B8 =5 @>76>2CNG8, 2@0=FV =570;56=> 2V4 ?@89>N :V;L:VABN @V48=8.
@B5@V0;L=0 3V?5@B5=7VO; VH5@>10 A5@FO (AB5=>:0@4VO).
5:><5=4>20=0 4>70 AB0=>28BL 5<3 (1 B01;5B:0 >@>=0;® 5) =0 4>1C. # 28?04:C ?>W 3V?5@B5=7VW (4V0AB>;VG=89 B8A: 4> 105 << @B. AB.) ?V4E>48BL 4>70 2,5<3 (½B01;5B:8 >@>=0;® 5).
@07V =5>1EV4=>ABV 4>1>20 4>70 <>65 1CB8 ?V428I5=0 4> 10 <3 (1 B01;5B:0 >@>=0;® 10) =0 4>1C.
0:A8<0;L=0 @5:><5=4>20=0 4>70 AB0=>28BL 20<3 =0 4>1C.
@83C20==O 4>78 2AB0=>2;NNBLAO ;V:0@5< V=482V4C0;L=>, 70;56=> 2V4 AB0=C ?0FVT=B0.
>@>=0;® >1>2O7:>2> A;V4 70AB>A>2C20B8 7 >15@56=VABN ?0FVT=B0< 7 0@B5@V0;L=>N 3V?5@B5=7VTN 01> VH5N E2>@>1>N A5@FO, I> AC?@>2>46CTBLAO A5@F52>N =54>AB0B=VABN.
%@>=VG=0 A5@F520 =54>AB0B=VABL V7 A8AB>;VG=>N 48ADC=:FVTN ;V2>3> H;C=>G:0 C :> <1V=0FVW 7 V=3V1VB>@0<8 $, 4VC@5B8:0<8, ?@8 =5>1EV4=>ABV A5@F528<8 3;V:>7840<8.
!B0=40@B=0 B5@0?VO E@>=VG=>W A5@F52>W =54>AB0B=>ABV: V=3V1VB>@8 $ (01> 1;>:0B>@8 0=3V>B5=78=>28E @5F5?B>@V2 C @07V =5?5@5=>A8<>ABV V=3V1VB>@V2 $), 1;>:0B>@8 □-04@5=>@5F5?B>@V2, 4VC@5B8:8 V, ?@8 =5>1EV4=>ABV, A5@F52V 3;V:>7848.
>@>=0;® ?@87=0G0B8 4;O ;V:C20==O ?0FVT=BV2 V7 E@>=VG=>N A5@F52>N =54>AB0B=VABN 157 >7=0: 703>AB@5==O.

V:C20==O E@>=VG=>W A5@F52>W =54>AB0B=>ABV ?@5?0@0B>< >@>=0;® @>7?>G8=0TBLAO 2V4?>2V4=> 4> ?>40=>W =86G5 AE5<8 B8B@C20==O B0 <>65 :>@83C20B8AO 70;56=> 2V4 V=482V4C0;L=8E @50:FV9 >@30=V7

- 1,25 <3* 1VA>?@>;>;C DC<0@0BC 1 @07 =0 4>1C ?@>BO3>< 1 B86=O, ?V428ICNG8 4>
- 2,5 <3* 1VA>?@>;>;C DC<0@0BC 1 @07 =0 4>1C ?@>BO3>< =0ABC?=>3> 1 B86=O, ?V428ICNG8 4>
- 3,75 <3* 1VA>?@>;>;C DC<0@0BC 1 @07 =0 4>1C ?@>BO3>< =0ABC?=>3> 1 B86=O, ?V428ICNG8 4>
- 5 <3 1VA>?@>;>;C DC<0@0BC 1 @07 =0 4>1C ?@>BO3>< =0ABC?=8E 4-E B86=V2, ?V428ICNG8 4>
- 7,5 <3 1VA>?@>;>;C DC<0@0BC 1 @07 =0 4>1C ?@>BO3>< =0ABC?=8E 4-E B86=V2, ?V428ICNG8 4>
- 10 <3 1VA>?@>;>;C DC<0@0BC 1 @07 =0 4>1C O: ?V4B@8

* 0 ?>G0B:C B5@0?VW E@>=VG=>W A5@F52>W =54>AB0B=>ABV @5:><5=4CTBLAO 70AB>A>2C20B8 4>7C20==O 2,5 <3. ;O >B@8<0==O 4>7C20==O 2,5 <3 B01;5B:C >@>=0;® 5 <>6=0 @>74V;8B8 =02?V;. 0:A8<0;L=0 @5:><5=4>20=0 4>70 1VA>?@>;>;C DC<0@0BC AB0=>28BL 10<3 1 @07 =0 4>1C.

0 ?>G0B:C ;V:C20==O ABV9:>W E@>=VG=>W =54>AB0B=>ABV =5>1EV4=> ?@>2>48B8 @53C;O@=89 <>=VB>@8=3. @>BO3>< D078 B8B@C20==O =5>1EV4=89 :>=B@>;L 70 =0ABC?=8<8 ?>:07=8:0<8 68BBT4VO;L=>ABV (0@B5@V0;L=89 B8A:, G0AB>B0 A5@F528E A:>@>G5=L) V A8<0<8 ?@>3@5AC20==O A5@F52>W =54>AB0B=>ABV.

>48DV:0FVO ;V:C20==O.

/:I> ?V4 G0A D078 B8B@C20==O 01> ?VA;O =5W A?>AB5@V30TBLAO ?>3V@H5==O A5@F52>W =54>AB0B=>ABV, @>72820TBLAO 0@B5@V0;L=0 3V?>B5=7VO 01> 1@048:0@4VO, @5:> <5=4CTBLAO :>@83C20==O 4>78 ?@5?0@0BC, I> <>65 ?>B@51C20B8 B82>3> 7=865==O 4>78 1VA>?@>;>;C 01>, <>6;82>, ?@87C?8=5==O ;V:C20==O. VA;O AB01V;V70FVW AB0=C ?0FVT=B0 ;V:C20==O ?@5?0@0B>< ?@>4>26C20B8.

C@A ;V:C20==O ?@5?0@0B>< >@>=0;® B@820;89.

5 A;V4 ?@8?8=OB8 ;V:C20==O @0?B>2> B0 7<5=4>20=C 4>7C 157 :>=AC;LB0FVW 7 ;V:0@5<, >A:V;L:8 F5 <>65 ?@8725AB8 4> ?>3V@H5==O AB0=C ?0FVT=B0. # @07V =5>1EV4=>ABV ;V:C20==O ?@5?0@0B>< A;V4 7025@HC20B8 ?>2V;L=>, ?>ABC?>2> 7=86CNG8 4>7C.

0FVT=B8 7 ?5GV=:>2>N B0 =8@:>2>N =54>AB0B=VABN.

@B5@V0;L=0 3V?5@B5=7VO; VH5@>10 A5@FO. ;O ?0FVT=BV2 7 ?>@CH5==O< DC=:FV9 ?5GV=:8 01> =8@>: ;53:>3> V A5@54=L>3> ABC?5=O BO6:>ABV ?V41V@ 4>78 70728G09 @>18B8 =5 ?>B@V1=>. 0FVT=B0< 7 BO6:>N D>@<>N =8@:>2>W =54>AB0B=>ABV (:;V@5=A :@50B8=V=C <5=H5 20 <;/E2) V ?0FVT=B0< 7 BO6:>N D>@<>N ?5GV=:>2>W =54>AB0B=>ABV 4>70 =5 ?>28==0 ?5@528IC20B8 4>1>2C 4>7C 10 <3 ?@5?0@0BC >@>=0;®.

%@>=VG=0 A5@F520 =54>AB0B=VABL 5<0T 40=8E I>4> D0@<0:>:V=5B8:8 1VA>?@>;>;C C ?0FVT=BV2 7 E@>=VG=>N A5@F52>N =54>AB0B=VABN >4=>G0A=> 7 ?>@CH5==O<8 DC=:FVW ?5GV=:8 B0/01> =8@>:, B>7C =5>1EV4=> 7 >15@56=VABN.

0FVT=B8 ;VB=L>3> 2V:C=5 ?>B@51CNBL :>@83C20==O 4>78.

VB8. ;V=VG=V 40=V I>4> 5D5:B82=>ABV V 157?5:8 70AB>AC20==O ?@5?0@0BC 4;O ;V:C20==O 4VB59 2V4ACB=V.

5@54>7C20==O.

09G0ABVH8<8 >7=0:0<8 ?5@54>7C20==O ?@5?0@0B>< >@>=0;® T 1@048:0@4VO, 0@B5@V0;L=0 3V?>B5=7VO, 3>AB@0 A5@F520 =54>AB0B=VABL, 3V?>3;V:5=E>A?07:0 20@V015;L=VABL V=482V4C0;L=>W GCB;82>ABV 4> >4=>:@0B=>W 28A>:>W 4>78 1VA>?@>;>;C, ?0FVT=B8 7 A5@F52>N =54>AB0B=VABN <>6CBL 1CB8 1V;LH GCB;82V 4> ?@5?0@0BC.

28?04:C ?5@54>7C20==O =5>1EV4=> =5309=> 725@=CB8AO 4> ;V:0@O.

0;56=> 2V4 ABC?5=O ?5@54>7C20==O =5>1EV4=> ?@8?8=8B8 ;V:C20==O ?@5?0@0B>< B0 ?@>2>48B8 ?V4B@8

@8 1@048:0@4VW: 2=CB@VH=L>25==5 22545==O 0B@>?V=C. /:I> @50:FVO 2V4ACB=O, 7 >15@56=VABN 22>48B8 V7>?@5=0;V= 01> V=H89 ?@5?0@0B 7 ?>78B82=8< E@>=>B@>?=8< 5D5:B> 28E 28?04:0E 22>48B8 HBCG=>3> 2>4VO @8B

@8 0@B5@V0;L=V9 3V?>B5=7VW: ?@89>< AC48=>72C6C20;L=8E ?@5?0@0BV2, 2=CB@VH=L>25==5 22545==O 3;N:03>=C.

@8 0B@V>25=B@8:C;O@=V9 1;>:04V II V III ABC?5=O: V=DC7V9=5 22545==O V7>?@5=0;V=C; ?@8 =5>1EV4=>ABV :0@4V>AB8
@8 703>AB@5==V E@>=VG=>W A5@F52>W =54>AB0B=>ABV: 2=CB@VH=L>25==5 22545==O 4VC@5B8G=8E 70A>1V2 V 207>48;0B0B>@V2.
@8 1@>=E>A?07=E>;VB8G=V ?@5?0@0B8 (=0?@8:;04 V7>?@5=0;V=), □2-04@5=>DV;V=.
@8 3V?>3;V:525==5 22545==O 3;N:>78.

>1VG=V @50:FVW.
51060=V 5D5:B8 :;0A8DV:CNBL 70 =0ABC?=8<8 :0B53>@VO<8:
1>:C A5@FO: 1@048:0@4VO (C ?0FVT=BV2 7 E@>=VG=>N A5@F52>N =54>AB0B=VABN), >7=0:8 ?>3V@H5==O A5@F52>W =54>AB0B=>ABV (C ?0FVT=BV2 7 E@>=VG=>N A5@F52>N =54>AB0B=VABN), ?>@CH5==O 0B@V>25=B@8:C;O@=>W ?@>2V4=>ABV, 1@048:0@4VO (C ?0FVT=BV2 7 0@B5@V0;L=>N 3V?5@B5=7VTN 01> VH5N E2>@>1>N A5@FO), >7=0:8 ?>3V@H5==O A5@F52>W =54>AB0B=>ABV (C ?0FVT=BV2 7 0@B5@V0;L=>N 3V?5@B5=7VTN 01> VH5N E2>@>1>N A5@FO).
1>:C =5@2>2>W A8AB5<8: 70?0<>@>G5==O*, 3>;>2=89 1V;L*, ?0@5AB57VO, A8=:>?5, 0<=57VO***.
1>:C >@30=V2 7>@C: 7=865==O A;L>7>284V;5==O (B@510 2@0E>2C20B8 ?@8 =>AV==V :>=B0:B=8E ;V=7), :>=N=:B82VB, ?>@CH5==O 7>@C.
1>:C >@30=V2 A;CEC: ?>3V@H5==O A;CEC***, 472V=/HC< C 2CE0E***.
1>:C 48E0;L=>W A8AB5<8: 1@>=E>A?07< C ?0FVT=BV2 7 1@>=EV0;L=>N 0AB<>N 2 0=0<=57V B0 E@>=VG=8<8 >1AB@C:B82=8<8 70E2>@N20==O<8 48E0;L=8E H;OEV2, 0;5@3VG=89 @8=VB*.
1>:C B@02=>3> B@0:BC: =C4>B0, 1;N20==O, 4V0@5O, 70?>@, 1V;L C 682>BV.
1>:C H:V@8 B0 A?>;CG=8E B:0=8=: @50:FVW 3V?5@GCB;82>ABV A25@1V6, ?>G5@2>=V==O, 28A8?0==O, =04?5FVO***, ?A>@V07>?>4V1=5 28A8?0==O. @8 ;V:C20==V □-1;>:0B>@0<8 <>65 A?>AB5@V30B8AO ?>3V@H5==O AB0=C E2>@8E =0 ?A>@V07 C 283;O4V ?A>@V0B8G=>3> 28A8?0==O.
1>:C :VAB:>2>-<O7>2>W A8AB5<8: <O7>20 A;01:VABL,<O7>2V 1>;V, AC4><8, 0@B@>?0BVO.
1>:C ?5GV=:8: 35?0B8B, ?V428I5==O 0:B82=>ABV ?5GV=:>28E D5@<5=BV2 C ?;072V (!", ").
1>:C AC48==>W A8AB5<8: 2V4GCBBO E>;>4C 01> >=V@B>AB0B8G=0 0@B5@V0;L=0 3V?>B5=7VO, 0@B5@V0;L=0 3V?>B5=7VO (>A>1;82> C ?0FVT=BV2 7 A5@F52>N =54>AB0B=VABN), ?>3V@H5==O A8W :C;L302>ABV, ?>3V@H5==O ?5@51V3C A8=4@>.
1>:C @5?@>4C:B82=>W A8AB5<8: 5@5:B8;L=0 48ADC=:FVO, 28:@82;5==O AB0B52>3> G;5=0***.
A8EVG=V @>7;048: 45?@5AVO, ?>@CH5==O A=C*, ?@83=VG5=89 =0AB@V9*, 5<>FV9=0 ;01V;L=VABL***, =VG=V :>H<0@8*, 30;NF8=0FVW.
01>@0B>@=V ?>:07=8:8: ?V428I5==O @V2=O B@83;VF5@84V2 C :@>2V.
030;L=V @>7;048: 0AB5=VO (C ?0FVT=BV2 7 E@>=VG=>N A5@F52>N =54>AB0B=VABN), 2B><;N20=VABL*, 0AB5=VO (C ?0FVT=BV2 7 0@B5@V0;L=>N 3V?5@B5=7VTN 01> VH5N E2>@>1>N A5@FO).
5B01>;VG=V B0 0;V<5=B0@=V @>7;048: 7=865==O B>;5@0=B=>ABV 4> 3;N:>78**, 0=><0;L=5 71V;LH5==O <0A8 BV;0***.
* &V A8<8 >A>1;82> V<>2V@=V =0 ?>G0B:C ;V:C20==O ?@5?0@0B><=8 70728G09 ;53:V V G0AB>7=8:0NBL ?@>BO3>< :V;L:>E B86=V2 2V4 ?>G0B:C ;V:C20==O.
** # ?0FVT=BV2 7 ;0B5=B=8< 01> <0=VD5AB=8< FC:@>28< 4V015B>< <>65 7=86C20B8AO B>;5@0=B=VABL 4> 3;N:>78. >6CBL<0A:C20B8AO A8<8 3V?>3;V:5
*** &V A8<8 A?>AB5@V30;8AO C ?0FVT=BV2, O:V >B@8□-1;>:0B>@8.
 # @07V 28=8:=5==O ?>1VG=8E O28I 01> =51060=8E @50:FV9 =5>1EV4=> =5309=> ?@>V=D>@

"5@ABV.
3 @>:8.

#<>28 715@V30==O.
15@V30B8 2 >@83V=0;L=V9 C?0:>2FV C =54>ABC?=>

#?0:>2:0.
> 10 B01;5B>: C 1;VAB5@V; ?> 3 01> ?> 6 1;VAB5@V2C :0@B>==V9 :>@>1FV.

> 15 B01;5B>: C 1;VAB5@V; ?> 2 01> ?> 4 1;VAB5@8 C :0@B>==V9 :>@>1FV.

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

8@>1=8:.
" «!0=5:0 $0@<0ALNBV:0;7».

VAF5 7=0E>465==O 28@>1=8:0 B0 9>3> 04@5A0 20465==O 4VO;L=>ABV.
VB@O=AL:0 100, 920 27 ;>3>25FL, !;>20FL:0 5A?C1;V:0.