

)OH['D\ UHSRUW

0DUF 3HUNLQV &KDLU)OH[\$FWLYLW\ &RPPLWWH
2FWREHU

8SFRPLQJ)OH['D\V

" 7KXUVGD\)HEUXDU\)ULGD\ \$XJXVW

6SULQJ

:LOO EH UXQ PXFK OLNH SULRU GD\V

" 6DPH W\SH RI IRUPDW VHVVLQR SURSRVDOV DFFHSWHG IUR

" ([WHQGLQJ WKH HYHQW LQWR WKH HYHQLQJ :H KDG PRUH V
GXULQJ ERWK HYHQLQJ KRXUV LQ 6SULQJ

" 3DUW WLPH IDFXOW\ ZKR KDYH 7KXUVGD\ FODVVHV PXVW DW
WKHLU FODVV ZDV FDQFHOOHG

" ,QFOXGHV EUHDNIDVW OXQFK DQG GLQQHU RSWLRQV

:LWK D IHZ SURSRVDOV FKHQWLYH IRU QRZ WR EH GLVFXVVHG

" :HOOQHVV VHVVLQRV ILHOG WULSV DQG GHSDUWPHQW IRFX
GXULQJ FHUWDLQ WLPH VORWV

" .HHS SURSRVLQJ DOO WKH ~~DZHDWR RIXV\YHVE FNCHS~~ RRLQJ DQG
 WKLQNLQJ RI LQQRYDWLYH WKLQNLQJ\WR\GR BQ\XOFHVD\ EHFDX
 ZKROH FDPSSXV LV FRPLQJ WRJHWKHU WR PDNH LW JUHDW
)" LQG D WKLUG IDFXOW\ PHPEHU WR SDUWLFLSDWH RQ WKH F
 UHSUHVHQWDWLYH

7LPHOLQH IRU 6SULQJ)OH[GD\

" 6HVVLRLQ SURSRVDOV WR JR RXW E\ WKH HQG RI WKLV PRQW
 " 6HVVLRLQ SURSRVDOV GXH 7%' SRVVLEO\ DV HDUO\ DV PLG
 " 6FKHGHOH VHW JRHV OLYH LQ &RUQHUVWRQH 0LG WR ODW

0DNHXS

'HDQV ZLOO FRQWDFW WKRVH IDFXOW\ ZKR GLG QRW FRPSOHWH
 FRPLQJ ZHHNV 0DNHXS GR QRW QHHG WR EH FRPSOHWHG XQW
 LQIRUPDWLRQ LQFOXGLQJ P~~DNHXS HSRUW LV~~ DYDLODEOH

0DNHXS WLPOLQH

" 0DUFK 'HDGOLQH IRU VXEPLWWLQJ D SODQ IRU KRZ \R
 | 7KLV SODQ FDQ EH VXEPLWWHG DQ\WLPH « QR QHHG WR
 | 3ODQV PXVW EH ~~HDSWRYPID~~ 0DNHXS DFWLYLW\ LV FDUULHG
 " \$SULO 'HDGOLQH IRU VXEPLWWLQJ WKH 3ZRUN FRPSO
 FRPSOHWHG \RXU PDNHXS DFWLYLW\

+LVWRULFDO LQIRUPDWLRQ

	\$SULO	\$XJXVW)HEUXDU\	\$XJXVW
RI HYHQWV				
RI VHVVLRLQ H[FO IRRG V				
RI SRVWHUV				
6SHDNHUV				
RI 6FKHG FRP UH				
6LQJOH WLPVOP H[FO IRRG	.H\QRWH & 6PLWK ZU	.LFNR II XQL ZUDS XS	.H\QRWH) VSHHFK SD	.LFNR II .H XQLRQ KR
6RFLDO IRR	%UHDNIDVW R II FDPSSX ZUDS XS	/LJKW EUH OXQFK ZU	%UHDNIDVW SRVWHUV	&RIIHH VRFL KDSS\ KRX
(YHQW KRXUV IRU HYHQWV	DP S	DP S	DP SP	DP SP
	2SWLRLQD DWWHQGD		6RPH SDUW IDFXOW\ RE	3RVWHU VH GXULQJ OX

)DOO DWWHQGDQFH DQG HYDOXDWLRQ UHVXOW
 \$QDO\|VHV QRW FRPSOHWHG E\ ,(\HW

)DOO KLJKOLJKWV

- " 3RVWHU VHVVLQRQ ZDV D KXJH VXFFHVV ORWV RI
 DWWHQGDQFH VKDULQJ DQG OHDUQLQJ RYHU OXQFK
 6HH SLFWXUH WR WKH ULJKW
- ")OH[LEOH KRUV ZHUH D KLW SHRSOH ZHUH DEOH WR
 FXVWRPL]H WKHLU KRUV WR WKHLU QHHGV IURP
 VWDUWLQJ DW WR VWD\LQJ XQWLO
- " 2XU ILUVW VWXGHQW RULHQWHG VHVVLQRQ -LOO 3DUVHOO U
 D 36WXGHQW 2ULHQWDWLRQ IRU 6XFFHVV IRU +XPDQ
 \$QDWRP\ D FKDOOHQJLQJ FRXUVH

)OH[\$FWLYLW\ &RPPLWWHH

&RPPLWWHH FRPSRVLWLRQ VXJJHVWHG LQ &)(FRQWUDFW

1DPH	7LWOH	5HSUHVHQWLQJ DSS	\$SSRLQWPH
0DUF 3HUNLQV	3URIHVVRU %LRO)OH[&RRUGLQDWRU ,QVWUXFWLRQ \$FDQ	
&ODXGLD 0RQWR	3URIHVVLQRQDO 'HY &RRUGLQDWRU	&ODVVLILHG HPSOR\ GHYHORSPHQW 3UH	
5RELQ 2\&RQQR	3URIHVVRU .LQHVL \$WKOHWLFV	\$FDGHPLF 6HQDWH	\$SULO
'DZQ 1LFHZDUQH	3DUW WLPH LQVWU	\$FDGHPLF 6HQDWH	\$SULO
		\$FDGHPLF 6HQDWH	
-XOLH :HOOV	,QVWUXFWRU %LR	&RDVW)HGHUDWLRQ UHSUHVHQWDWLYH	0D\
&HFLOLD 6FKUHV	/DE &RRUGLQDWRU	&RDVW)HGHUDWLRQ (PSOR\HHV	\$SULO
0DULFHOD 6DQG	6WXGHQW (TXLW\ 3 &RRUGLQDWRU	0DQDJPHQW 3UHV &'0\$	
-RKQ 7D\ORU	'HDQ /LEUDU\ /H 6XSSRUW	0DQDJPHQW 3UHV &'0\$	
		6WXGHQW \$62&&	

1RQ YRWLQJ PHPEHUV QRW OLVWHG LQ &)(FRQWUDFW

- " 3UHVVLGHQW V 2ILFH OLDLVRQ 7KX\ 1JX\HQ
- " &ODVVLILHG 6HQDWH 5HSUHVHQWDWLYH -DVPLQH 1JX\HQ

8SFRPLQJ)OH[\$FWLYLW\ &RPPLWWHH PHHWLQJV

)ULGD\ 2FWREHU DP

0LG 1RYHPEHU

0LG 'HFHPEHU

0LG -DQXDU\

)OH[LQIRUPDWLRQ RQOLQH

" 3XEOLF IDFLQJ)OH['D\ 3RUWDO SDJH IRU WKH FDPSXV
| [KWWSV RFFSRUWDO RUDQJHFRDVFROOHJH QHW 'HSDU](#)
[V \)OH\['D\ DVS\[](#)

" ,QWHUQDO JRYHUQDQFH)OH[\$FWLYLW\ &RPPLWWHH SDJH R
| [KWWSV RFFSRUWDO RUDQJHFRDVFROOHJH QHW &RPP](#)
[H DVS\[](#)

" 0DNH XS IRUPV IRU WKRVH ZKR QHHG WKHP
| [KWWSV RFFSRUWDO RUDQJHFRDVFROOHJH QHW &RPP](#)
[GH WR \)OH\['D\ 5HTXLUHPHQWV \)DFXOW\ *XLGH](#)
['D\ 5HTXLUHPHQWV DOO LQ RQH IRU SC](#)

" 2 GULYH 2 IOH[GD\ VWRUDJH DQG DFFHVV E\ DOO RI FRUI
| 0HHWLQJ PLQXWHV SURJUDPV HYDOXDWLRQ GDWD HW

" \$OO KLVWRULF 6FKHG FRP HYHQW SDJHV DUH VWLOO OLYH
| [KWWSV IDOOIOH\[GD\ VFKHG FRP](#)
| [KWWSV VSULQJIOH\[GD\ VFKHG FRP](#)
| [KWWSV IDOOIOH\[GD\ VFKHG FRP](#)
| [KWWSV VSULQJIOH\[GD\ VFKHG FRP](#)

&RPPHQWV TXHVWLRQV HWF"

&RQWDFW 0DU [PSHUNLQV#DWFRU](#) FFG HGX