; GGC://J J J .7HI 4?F6; BB?F.BE: /; H??

, G4EG D4G8 9BE G; <F)E<A6<C4?: 7/1/2018

(C8E &, "D F<?8)	A6G<I 8
(C8E &, "D F<?8)	E?8@8AG4EL , 6; BB?) $-5
(C8E &, "D F<?8)	$-12 8A8E4? E7H64G<BA
	18F

-; ⊰F C?4A ⊰F C8A7⊰A: 4CCEBI 4? 5L G; 8 DHI 4? CBHAGL , 6; BB? BB4E7.

, 86G⊰BA 1001.42(18), F?BE⊰74 , G4GHG8F, E8DHⱰ8F 7⊰FGE⊰6G F6; BB? 5B4E7F GB 4AAH4??L 4CCEBI 8 4A7 E8DHⱰ8 ⊰@C?8@8AG4G⊰BA B9 4 , 6; BB?J⊰78 "@CEBI 8@8AG)?4A (, ")) 9BE 846; F6; BB? ⊰A G; 8 7⊰FGE⊰6G G; 4G ; 4F 4 F6; BB? : E478 B9 D BE F. -; ⊰F C?4A ⊰F 4?FB 4 E8DHⱰ8@8AG 9BE -4E: 8G87 , HCCBEG 4A7 "@CEBI 8@8AG (-, &") 4A7 CB@CE8; 8AF⊰I 8 , HCCBEG 4A7 "@CEBI 8@8AG (C, &") F6; BB?F CHEFH4AG GB 1008.33 F., . 4A7 G; 8 EI 8EL , GH78AG , H66887F A6G (E, , A).

-B 58 78F⊰: A4G87 4F -, &", 4 F6; BB? @HFG ; 4I 8 BA8 BE @BE8 E, , A FH5: EBHC(F) J⊰G; 4 F878E4? "A78K 58?BJ 41%. -; ⊰F C?4A F; 4?? 58 4CCEBI 87 5L G; 8 7⊰FGE⊰6G. -; 8E8 4E8 G; E88 J 4LF 4 F6; BB? 64A 58 78F⊰: A4G87 4F C, &":

    1. ; 4I 8 4 F6; BB? : E478 B9 D BE F
    2. ; 4I 8 4 : E47H4G⊰BA E4G8 B9 67% BE ?BJ 8E
    3. ; 4I 8 4A BI 8E4?? F878E4? "A78K 58?BJ 41%.

FBE G; 8F8 F6; BB?F, G; 8 , ") F; 4?? 58 4CCEBI 87 5L G; 8 7⊰FGE⊰6G 4F J 8?? 4F G; 8 BHE84H B9 , 6; BB? "@CEBI 8@8AG.

-; 8 F?BE⊰74 D8C4EG@8AG B9 E7H64G⊰BA (FD (E) , ") G8@C?4G8 @88GF 4?? FG4GHGBEL 4A7 EH?8 E8DHⱰ8@8AGF 9BE GE47⊰G⊰BA4? CH5?⊰6 F6; BB?F 4A7 ⊰A6BECBE4G8F 4?? 6B@CBA8AGF E8DHⱰ87 9BE F6; BB?F E868⊰I ⊰A: -⊰G?8 " 9HA7F. -; ⊰F G8@C?4G8 ⊰F E8DHⱰ87 5L , G4G8 BB4E7 B9 E7H64G⊰BA +H?8 6A-1.099811, F?BE⊰74 A7⊰A⊰FGE4G⊰I 8 CB78, 9BE 4?? ABA-6; 4EG8E F6; BB?F J⊰G; 4 6HEE8AG : E478 B9 D BE F, BE 4 : E47H4G⊰BA E4G8 67% BE ?8FF. D⊰FGE⊰6GF @4L BCG GB E8DHⱰ8 4 , ") HF⊰: 4 G8@C?4G8 B9 ⊰GF G; BBF⊰: 9BE F6; BB?F G; 4G 7B ABG SG G; 8 49BE8@8AG⊰BA87 6BA7⊰G⊰BAF. -; ⊰F 7B6H@8AG J 4F CE8C4E87 5L F6; BB? 4A7 7⊰FGE⊰6G ?8478EF; ⊰C HF⊰: G; 8 FD (E)'F F6; BB? ⊰@CEBI 8@8AG C?4AA⊰A: J 85 4CC?⊰64G⊰BA ?B64G87 4G JJJ.TBE⊰746⊰@F.BE: .

)EBI‹78 4A 87H64G‹BA4? 8KC8E‹8A68 B9 &4FG8EL & EK68?!8A68 68AG8E87 BA EKC?‹6‹G D4G4-DE‹I 8A
"AFGEH6G‹BA 4A7 C4E‹A: +8?4G‹BAF; ‹CF G; 4G 9BFG8E G; 8 J ; B?8 6; ‹?7 9BE EI 8EL C?4FFEBB@, EI 8EL
, GH78AG, EI 8EL D4L.

EAFHE8 8I 8EL FGH78AG ‹F EA6BHE4: 87, "AFC‹E87 4A7)E8C4E87 J ‹G; G; 8 A868FF4EL F>‹??F GB 58
FH668FF9H? ‹A G; 8 C?4FFEBB@, CB??8: 8 BE 4 C4E88E 4A7 %‹98.

"78AG‹9L G; 8 A4@8, 8@4‹? 477E8FF, CBF‹G‹BA G‹G?8, 4A7 =B5 7HG‹8F/E8FCBAF‹5‹?‹G‹8F 9BE 846;
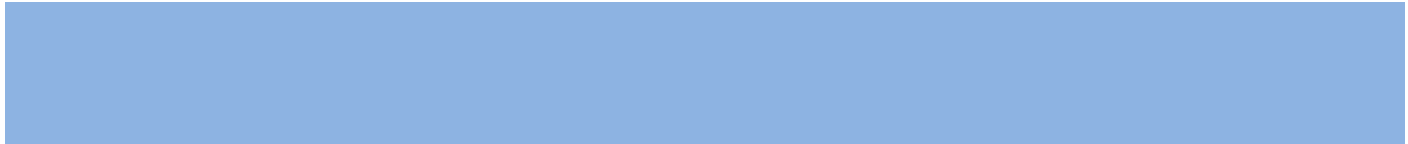@8@58E B9 G; 8 F6; BB? ?8478EF; ‹C G84@.

(C8E &, "D F⟨?8)	A6G⟨I 8
(C8E &, "D F⟨?8)	E?8@8AG4EL , 6; BB?) $-5
	E?8@8AG4EL , 6; BB?

		(0)	(0)	(0)	(0)	(0)	(0)	0 (0)

03	2019	25%	51%	-26%	58%	-33%	
	2018	25%	50%	-25%	57%	-32%	
, 4@8 E478 CB@C4E‹FBA	0%						
CB; BEG CB@C4E‹FBA							
04	2019	45%	52%	-7%	58%	-13%	
	2018	38%	49%	-11%	56%	-18%	
, 4@8 E478 CB@C4E‹FBA	7%						
CB; BEG CB@C4E‹FBA	20%						
05	2019	41%	50%	-9%	56%	-15%	
	2018	49%	51%	-2%	55%	-6%	
, 4@8 E478 CB@C4E‹FBA	-8%						
CB; BEG CB@C4E‹FBA	3%						

03	2019	48%	61%	-13%	62%	-14%	
	2018	67%	59%	8%	62%	5%	
, 4@8 E478 CB@C4E‹FBA	-19%						
CB; BEG CB@C4E‹FBA							
04	2019	72%	64%	8%	64%	8%	
	2018	65%	60%	5%	62%	3%	
, 4@8 E478 CB@C4E‹FBA	7%						
CB; BEG CB@C4E‹FBA	5%						
05	2019	58%	57%	1%	60%	-2%	
	2018	59%	61%	-2%	61%	-2%	
, 4@8 E478 CB@C4E‹FBA	-1%						
CB; BEG CB@C4E‹FBA	-7%						

05	2019	28%	49%	-21%	53%	-25%
	2018	37%	56%	-19%	55%	-18%
, 4@8 E478 CB@C4E⊰FBA	-9%					
CB; BEG CB@C4E⊰FBA						

, ◯D	38	68		58	79	80					
B%$	35	71	76	57	61	50	26				
F+%	33	69	70	58	59	61	34				

, ◯D	17	64		30	31						
B%$	39	62	60	67	71	53	39				
F+%	36	59	61	65	66	50	39				

−; ⊰F 74G4 ; 4F 588A HC74G87 9BE G; 8 2018-19 F6; BB? L84E 4F B9 7/16/2019.

E, , A C4G8: BEL (−, &" BE C, &")	' /A
(/E+A%% F878E4? "A78K N A?? , GH78AGF	56
(/E+A%% F878E4? "A78K B8?BJ 41% A?? , GH78AGF	' (
−BG4? ' H@58E B9 , H5: EBHCF &⊰FF⊰A: G; 8 −4E: 8G	0
)EB: E8FF B9 EA: ?⊰F; %4A: H4: 8 %84EA8EF ⊰A A6; ⊰8I ⊰A: EA: ?⊰F; %4A: H4: 8)EBS6⊰8A6L	
−BG4?)B⊰AGF E4EA87 9BE G; 8 F878E4? "A78K	390
−BG4? CB@CBA8AGF 9BE G; 8 F878E4? "A78K	7
)8E68AG −8FG87	100%

F878E4? "A78K - , GH78AGF ◯G; D⊰F45⊰⊰G⊰8F	65
, GH78AGF ◯G; D⊰F45⊰⊰G⊰8F , H5: EBHC B8?BJ 41% ⊰A G; 8 CHEE8AG 184E?	' (
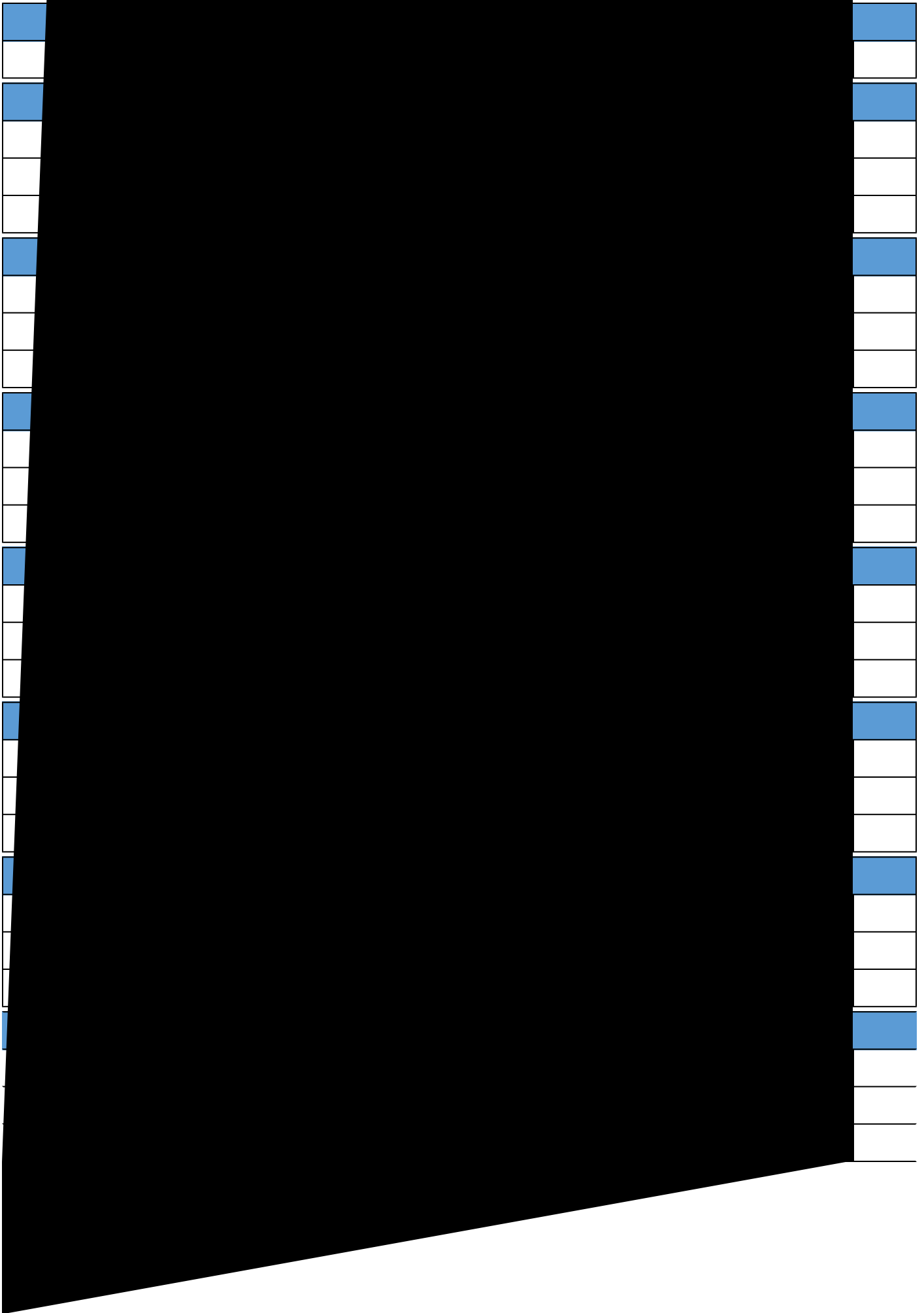
"AFGEH6G<BA4? 78?<I 8EL 8AFHE8 G; 4G FGH78AGF 4E8 8KCBF87 GB FG4A74E7F 4?<: A87
<AFGEH6G<BA, G4F>F, 4A7 4FF8FF@8AGF.

AF 8KCE8FF87 <A G; 8 (CCBEGHA<GL &LG; , F6; BB?F A887 GB 8AFHE8 FGH78AGF 4E8
: 8GG<A: FG4A74E7F-4?<: A87 4A7 : E478 4CCEBCE<4G8 <AFGEH6G<BA, FB G; 4G G; 8L 4E8
CE8C4E87 GB 9468 G; 8 4FF8FF@8AGF 78F<: A87 5L G; 8 FG4G8 4?BA: J<G; G; 8
9B??BJ<A: L84E'F CEB: E8FF<BA B9 FG4A74E7F.

+4F; 4E7 O<??<F (J<??<FE1@7HI 4?F6; BB?.BE:)

-; 8 A7@<A<FGE4G<I 8 -84@ J<?? HF8 G; 8 C?4FFEBB@ O4?>-G; EBH: ; –BB? GB
78G8E@<A8 4?<: A@8AG B9 G; 8 <AFGEH6G<BA, G4F>F, 4A7 4FF8FF@8AGF GB G; 8
FG4A74E7F, 466BE7<A: GB G; 8 %84EA<A: AE6. A66BE7<A: GB G; 8 B5F8EI 4G<BA4?
74G4, 47=HFG@8AGF J<?? 58 @478 GB G; 8 <AFGEH6G<BA, G4F>F 4A7/BE 4FF8FF@8AGF
GB 8AFHE8 G; 8E8 <F 4?<: A@8AG GB G; 8 FG4A74E7F. -846; 8EF J<?? HF8 FGH78AG J BE>
4A4?LF<F CEBGB6B? GB 4A4?LM8 FGH78AG J BE>, 8AFHE8 4?<: A@8AG, 4A7 @4>8
47=HFG@8AGF GB <AFGEH6G<BA J<G; G; 8 FHCCBEG B9 G; 8 <AFGEH6G<BA4? 6B46; 8F,
47@<A<FGE4G<BA, 4A7 7<FGE<6G.

C?4FFEBB@ B5F8EI 4G<BAF J<?? 58 6BA7H6G87 5L G846; 8EF GB: 8G; 8E J<G;
47@<A<FGE4GBEF 49G8E C?4AA<A: B9 4 ?8FFBA 9BE 9HEG; 8E CEB98FF<BA4?
78I 8?BC@8AG. A7@<A<FGE4GBEF, "AFGEH6G<BA4? CB46; 8F, 4A7 D<FGE<6G FHCCBEG
FG4R J<?? 6BAG<AHBHF?L B5F8EI 8 <AFGEH6G<BA 4A7 CEBI <78 9887546> G; EBH: ;
FG4A74E7F 54F87 J 4?<-G; EBH: ; GBB?, <A9BE@4? 4A7 9BE@4? B5F8EI 4G<BAF.

1. +8I <8J B9 SEFG 7E49G B9 , 6; BB? "@CEBI 8@8AG)?4A GB , G4A74E7F A?<: A87 "AFGEH6G<BA J<G;
9466H?GL & FG4R
2. F46<?<G4G8)EB98FF<BA4? D8I 8?BC@8AG J<G; F46H?GL & , G4R BA %84EA<A: A+CF 4A7 , G4A74E7F
B4F87 "AFGEH6G<BA
3. CBA7H6G FG4A74E7F 54F87 <AFGEH6G<BA J 4?>G; EBH: ; F

A9G8E 6; BBF‹A: LBHE AE84(F) B9 FB6HF, 8KC?4‹A ; BJ LBH J‹?? 477E8FF G; 8 E8@4‹A‹A: F6; BB?J‹78 ‹@CEBI 8@8AG CE‹BE‹G‹8F.

A CBF‹G‹I 8 F6; BB? 6H?‹GHE8 4A7 8AI ‹EBA@8AG E8T86GF: 4 FHCCBEG‹I 8 4A7 9H?S??‹A: 8AI ‹EBA@8AG, ?84EA‹A: 6BA7‹G‹BAF G; 4G @88G G; 8 A887F B9 4?? FGH78AGF, C8BC?8 J ; B 4E8 FHE8 B9 G; 8‹E EB?8F 4A7 E8?4G‹BAF; ‹CF ‹A FGH78AG ?84EA‹A: , 4A7 4 6H?‹GHE8 G; 4G I 4?H8F GEHFG, E8FC86G 4A7 ; ‹: ; 8KC86G4G‹BAF. CBAFH?‹G‹A: J ‹G; I 4E‹BHF FG4>8; B?78E : EBHCF GB 8@C?BL F6; BB? ‹@CEBI 8@8AG FGE4G8: ‹8F G; 4G ‹@C46G G; 8 CBF‹G‹I 8 F6; BB? 6H?‹GHE8 4A7 8AI ‹EBA@8AG 4E8 6E‹G‹64?. , G4>8; B?78E : EBHCF @BE8 CEBK‹@4? GB G; 8 F6; BB? ‹A6?H78 G846; 8EF, FGH78AGF, 4A7 94@‹?‹8F B9 FGH78AGF, I B?HAG88EF, 4A7 F6; BB? 5B4E7 @8@58EF. BEB47 FG4>8; B?78E : EBHCF ‹A6?H78 84E?L 6; ‹?7; BB7 CEBI ‹78EF, 6B@@HA‹GL 6B??8: 8F 4A7 HA‹I 8EF‹G‹8F, FB6‹4? F8EI ‹68F, 4A7 5HF‹A8FF C4EGA8EF.

, G4>8; B?78EF C?4L 4 >8L EB?8 ‹A F6; BB? C8E9BE@4A68 4A7 477E8FF‹A: 8DH‹GL. CBAFH?‹G‹A: I 4E‹BHF FG4>8; B?78E : EBHCF ‹F 6E‹G‹64? ‹A 9BE@H?4G‹A: 4 FG4G8@8AG B9 I ‹F‹BA, @‹FF‹BA, I 4?H8F, : B4?F, 4A7 8@C?BL‹A: F6; BB? ‹@CEBI 8@8AG FGE4G8: ‹8F.

D8F6E‹58 ; BJ G; 8 F6; BB? 477E8FF8F 5H‹?7‹A: 4 CBF‹G‹I 8 F6; BB? 6H?‹GHE8 4A7 8AI ‹EBA@8AG 8AFHE‹A: 4?? FG4>8; B?78EF 4E8 ‹AI B?I 87.

, 4@H8? A. ! H?? E?8@8AG4EL ‹F 9B6HF87 BA 5H‹?7‹A: CBF‹G‹I 8 E8?4G‹BAF; ‹CF J ‹G; C4E8AGF, 94@‹?‹8F, 4A7 BG; 8E 6B@@HA‹GL FG4>8; B?78E G; EBH: ; BHE , 6; BB? A7I ‹FBEL CBHA6‹?,) –A 4A7) 4E8AG "AI B?I 8@8AG @88G‹A: F.) 4E8AGF 4E8 8A‹4: 4: 87 G; BH: ; BHE F6; BB? A8J F?8GG8E 4A7 4A7 J 8 ; 4I 8 4A "BC8A 7BBE CB?‹6L" B9 F8EI ‹68 GB 477E8FF G; 8 A887F 4A7 6BA68EAF B9 4?? FG4>8; B?78EF. "A 477‹G‹BA, G; 8 9B??BJ ‹A: 46G‹I ‹G‹8F 4E8 78F‹: A87 GB GB 9H?S?? G; 8 F6; BB?'F @‹FF‹BA 4A7 FHCCBEG G; 8 A887F B9 FGH78AGF:
Q F4@‹?L 4@8 ' ‹: ; G
Q F, A) 4E8AG ' ‹: ; G ○BE‹>F; BCF (E%A 4A7 &4G;)
Q FCA– , 6‹8A68 2.0) 4E8AG ' ‹: ; G ○BE‹>F; BCF
Q) 4E8AGF %HA6; & %84EA
Q , 6; BB?-J‹78 BBB> F4‹E

Q , 6; BB?-J‹78 D4G4 C; 4GF
Q AAAH4? –‹G?8 "/(C8A ! BHF8
Q)4E8AG +8FBHE68 C8AG8E
Q AJ 4E7F C8E8@BA‹8F
Q)4E8AG –846; 8E CBA98E8A68F

-; 8 F6; BB? 6B@C?8G8F 4)4E8AG4? "Al B?I 8@8AG)?4A ()FE)), J ; ‹6; ‹F 4l 4‹?45?8 4G G; 8 F6; BB?
F‹G8.