5,$/72 81,),(' 6&+22/ ',675,&7

/($' $&$'(0,& $*(17 6(&21'$5<
/,7(5$&< /($51,1* $1' ,1129$7,21
0DQDJHPHQW -RE 'HVFULSWLRQ

'(),1,7,21

8QGHU WKHRGLWKLFWHURG ,QQRYDWLRQ $JHQW WKH DUHDGL$FFHDUGHFRLFH$UJHQQOLV\JRI
ZLOO EH UHVSRQVLELOOHDSHUSVUKRLSLGQGFRGRGLFKLQJULWRFLVSHDUOQ\FLDSVDVLVWWDORQWV
WHDFKHU OHDGHUV WR HQKDQFH VWXGHQGHWURX,QGFRP&%,RQ7KKLV&ROOHLJHQHOO&
YDULHW\ RI VLWH DQG GLVWULFW WHDRPJRWLRQFUVXSSRIUFURHHUVOVDSSWUGHWHFK\ZOQW
RQ HTXLW\ WKURXJK VWUDWHJLFV VHOQWH JDVSR FOKRHVHHHOGLV\SFDGOJHPDLFFKLSHOJHPH
/HDUQLQJ DQG ,QQRYDOWLGRHHQQKVDXSSRWWVWKVHWULXFVWLULRFQWDOOV SURJUDPV WKURXJ
SURIHVVLRQDO GHYHORSOPHQOWLWVGFVFXSURKEHHFULRXPDLQGVDVVHVVPHQW

',67,1*8,6+,1* &+5&$7(5,67,&6

7KH SRVLWLRQ UHTXLUHV VXEMHFW PHD RI &&6V ,[SOHULWHH\VHRQ GLDU \DQGJ OLQVKRZOOHDGJ
+LVWRU\ 6RFLDO 6WXGLHV 6FLHQFH DOLQGV,7RHFK QOLVKKHD SR6XELXWLHRQ GHPDQQ GLG D
HVVHQWLDO HOHPHQWV RLV&X7DO8OUDRQJU 3HU$SRUPHQSHQ$USULWVQ FUH ZLDWWKHGQ/HDXLU QLQJ
DQG LQQRYDWLYH RXSOHQFVXOOXOR GHHYHOLYHU\ PHWKRGV

',UHFWO\ UHODWHGUOLHHOODOFHHWLVVKQ$IFHH[SVHDXUH\ GVXWRXW PHDQ DDUDQHG WURHIVSWRKQVLSUROOWLRLRQ
UHTXLUHV WKH DELOLW\ WR DQDO\]HSURGEHOYHOHRSDQQGVRROXIXHWLRQWHUWRDDWMYDLOH
FRQFHUQV 7KH /HDG $FDGHPLF $JHQWJ6HODRQGRQ GDOODRU Y/DWHRUO FRXVWDWHHGLI HSH
WHFKQRORJ\ IRU SUHVHQWDWLRQ DQGDGGDHWDDWRDQRO\RLLVWWLYHO'HELPS\DLSDFTQW WDKUH PH
SURJUDPV DQG VHUYLFHV RI WKH GLVPHHUHWVW ZWZLWKLV PSDRQLWDJHPPHHQQ WUHW VOHHEHQKHU
SDUHQWV DQG VXSSRUW VWDII WR LQIHOO XSHQUIFHHVPVRRWRLYDOWKHH VDQOGQGDWRROLFWQFVEDD
RSHUDWLRQ RIQWDKOH6HGUXFYLLFDFVVLVR'HSDUWPHQW

(66(17,$/ '87,(6

- x 6XSHUYLVH DQG HYODOYDOXQGWHV SVDRILQQ FDLVSGOD SHUFVLWQHWHGHEQ\GWHOKQWV RU /HDG ,QQRYDWL
- x :RUN LQ FRQFHUWK RLRWKSPLGQGDSDYODOFV QWRIHQOQKDKDQJHHPHQW\WXODGQHG HQVXUH KLJK V
  [th]JUDGH VWXGHQWW[th]JSUDGRPHRWHG WR
- x 3URYLGH OHDGHUVDKGLSLDQQ,GWVSUHDUWRLU\VPYHGOXRXWLSLPHPVQLQ DWWQKHKHRLRGHSIFOHWW[th]HQ WLDWWUULFW
  LQIRUPDWLRQ DQG DFDGHPLF WHFKQRORJ\ SURJUDPV
- x 5HVHDUFK DQG GLVDWVWHLPPYLHQ LDLOWLHVHLQODUQODRYHJ&FWHLRKQORD ODPSO8 SUDEROLWDLVWW\V YDHOODOG ZROOD DZ
  WR SORW DQG LPSOHPHQW QHZ WHFKQRORJLHV
- x :RUN LQ SDUWQHUVKLS ZLWK VFKRRPHDODQGPPLQ QV'WGUHHDWRXUOROGHDJHUVWWDLUQODURLNFXUHGLHWYHLSOULQJ
  LPSOHPHQWLQJ VXVWDLQLQJ DQG H[FX\OXQGGLVQQJULWHWFKQRORJ\ WKURXJKRK[WW
- x $GYLVH JXLGH DQGDVDGPSLVLRQQRLUVWWVUWDFHWRRRSHGSGDOUQGJPGHLZWQVWVULULFQWDD'DUHDV UHODWHG WRK
  LQWHJUDWLRQ DQG UHSODFHPHQW
- x :RUN ZLWK GHVLJQOHDDWHRUVG WRDRPKWWVW[th]KHUUQFWLSVDOIZJHK KRDQOQODGQSQGHSGUURIRURGODOPVSHDFOLGQLSURMH
  UHODWHG WR WHFKQRORJ\
- x $VVLVW WKH &RXQDJQKMHOHRJURQ RKQ6ORQ6OSH&FR2L$D IODDFOXODGGWYRRVKO6HK6UHOGQJFOGQIHOHVVSRKUHHUUQRVXUH \VKD
  FRXQVHORUV DGGUHGGOMWYWKHORISDODFWGDDOQGPHLWQVWUULLFQFWLDFD'UHDV UHODWHG WRK
  - x $OLJQ OHDGHUVKLSYSRMXUFHHQXVHRDW

,QTXLU\

%DVHG /HDG%OQLSDQOSURJUDPV

&RQWLQXHG RQ SDJH

(66(17,$/ '87,(6 ± FRQWLQXHG

x   0RQLWRU WKH LPSOHPHQWDWLRQ RIKW4XHDOL(WVV&8Q(WS.DURJ(UODPPVHQWV RI +LJ

x $VVLVWDQGLVWUWFHWWDII LQ GHYHORSLQJ DQG VWUHQJWKHQLQJ &7(SDWKZ

x   6XSSRUW WKH UHFUXLWLQPHRQ&7(RSDYWKKGDHWVWZDLQG HDWWDEOLVKLQJ DQG PDLQW
    &DUHHU 7HFKQLFDO 6WXGHQW 2UJDQL]DWLRQV &762V

x $VVLVW ZLWK WKH GHYHORSPHQW USSURSWPHQWH $GO\GVRDLQW\WHHOODOGWFUR RI
    VHFWRU DQG HVWDEOLVK DQG PDLQWZWKLQ RSXOVDEURSDWLYQHUMODOODQGLERRVWL
    LQIRUP FXUULFXOXP DQG SURJUDP GHYHORSPHQW

x   'LUHFW WKH GHYHORDSPLHRQ DLLPSVSOLFHXPXOHDDQWLLRRQ RDOWVKHH.YLDVQ/QUTLXFLW¶V%SDUVHG /HD
    ,%/ 3URJUDPV

x   6XSSRUW WKH GHYHORSPHQW RI FXPXOODUHOWLLYYHDQYW,T,X (HG SWRURXUOHHDRQQOG FKODXWWX&H
    DFFHVV WR TXDOLQWXLVVLQQWHQUXFWLZWVWKQWFKWHD&RHP P WRQ&GRDUHGV &&66

x   2UJDQL]H FRRUGLQDWH %DDSGGRLRJQUQDPJWVWRRQUGHVSRXQGFHWR WKH QHHGV DQG VWU
    FDPSXV

x   &RRODERUDWH ZLWK WHDFKHUV WRRSZFDDQOOHDYHDQ GOQSGUURGSMHFHD'DOQVHWVYUHHLFQWWVZGLELSVL
    DQG ,%/ SURJUDPV

x   3URYLGH LQSXXW LQWR DQG PDQDJH,%/'LSVVURWUUIUPDWZ QGWLEDEXWGLJYHHW SODDQQQIRDLQ
    PRQLWRU LQWHUQDO DQG H[WHUQDO UHVRXUFHV

x   'HYHORS D FRPPXQLFDWLRQ SODQ WRPPPXQQWWUV DXSSSSRXXWWV8RUQ&HU[DWWHHQOGQ DQEDOO FL

x $WWHQG %RDUG RI (GXFDWLRQ PHHWLQJV

x   3HUIRUP DGGLWLRQQ DSROQ GXWEVLOHGLVWDLQGLG' WKHGHGHXSOSHJUDLVQHWHQ GHQW RU /HDG ,QQR

48$/,),&$7,216

.QRZOHGJH RI

6XSHUYLVLRQ
5HVSRQVLEOH WR /HDG ,QQRYDWLRQ $JHQW
5HVSRQVLEOH IRU L§FDWLHG HDG GHFLODVVLILHG SHUVRQQHO

3+<6,&$/ '(0$1'6
3K\VLFDO FODVV
0RGHUDWH OLIWLQJ LPXP SZRLXWK GR FFD[V GR RUD FD LULWLLQ JURQQJ OEHQQ H FXVSVWZRH SRXQ V

:RUN DUHD UHTXLUHPHQWV
$ELOLW\ WR WUDYHUVH FHUWDLQ LQSODFLWX GRRQQV LFWRHQ VFDLPSFXWLHRV ILHOGV DQG FRQFU
XVH FRPPRQ VFKRRO PKDSXQGH WR WDOODGH SKRO QHDFKLQH

3K\VLFDO UHTXLUHPHQWV
7KH WLPH UHTXLUHPHQWV DUH OLVWHG GRRQ VLGHULQJ WKLV ZRUGLQJ DQ\ P

2FFDVLRQDOO\	ORZ	XS WR KRXUV
)UHTXHQWO\	0HGLXP	WR KRXUV
&RQVWDQWO\	+LJK	WR KRXUV

6WRRSLQJ	/RZ	&DUU\LQJ	2FFDVLRQDOO\
%HQGLQJ	)UHTXHQWO\	6WDQGLQJ	2FFDVLRQDOO\
/LIWLQJ	2FFDVLRQDOO\	.QHHOLQJ	/RZ
5HDFKLQJ	2FFDVLRQDOO\	6LWWLQJ	2FFDVLRQDOO\
+ D Q G O L Q J		&	F
*UDVSLQJ	2FFDVLRQDOO\	:DONLQJ	&RQVWDQWO\
)LQJHULQJ	2FFDVLRQDOO\	3XVK 3XOO	2FFDVLRQDOO\
.H\ERDUGLQJ	0HGLXP	PXVW EH OLWHUDWH	

9HULILFDWLRQ RI WKH SRVVHVVLRQ RI D FODHO2GH&UDDWLRE IJQLDLFHRQWVRU 9H'L
LQVXUDELOLW\ E\ OLWKHELLVLWVWLLFQWJXUHDTXHUHFGUULHU LV U

)UHTXHQW PRWLRQ
7ZLVWLQJ   /RZ
:ULVW IOH[LRQ   )UHTXHQWO\
(OERZ IOH[LRQ H[WHQVLRQ   )UHTXHQWO\
5HDFKLQJ WR VKRXOGHU OHYHO   2FFDVLRQDOO\
)RUZDUG VKRXOGHU QHFN IOH[LRQ   2FFDVLRQDOO\   KRXUV SHU GD
5HDFKLQJ WR DERYH VKRXOGHU OHYHO   2FFDVLRQDOO\
5HDFKLQJ EHORZ VKRXOGHU OHYHO   )UHTXHQWO\

6HQVRU\ UHTXLUHPHQWV
$ELOLW\ WR VHH   &RQVWDQWO\
$ELOLW\ WR KHDU   &RQVWDQWO\
$ELOLW\ WR WDON   &RQVWDQWO\
$ELOLW\ WR VPHOO   &RQVWDQWO\
$ELOLW\ WR WRXFK   &RQVWDQWO\

0XVW EH DEOH WR GHDO ZLWK WKHVH HQYLURQPHQWDO FRQVLGHUDWLRQV
+HDW   +DV RZQ FRQWUROV
2GRU   <HV
1 R L V H   < H V
+XPLGLW\   2FFDVLRQDO
0RLVWXUH   2FFDVLRQDO
)OXRUHVFHQW OLJKWV   <HV
)ORRU PD\ EH VOLSSHU\ DW WLPHV   7LOHG DUHDV
:RUNLQJ LQ FORVH TXDUWHUV ZLWK RWKHUV   <HV DOO WKH WLPH
:RUNLQJ LQVLGH   RI WKH GD\
:RUNLQJ RXWVLGH   RI WKH GD\

7KLV MRE UHTXLUHV

$ O H U W Q H V V

$ W W H Q W L R Q W R

7KH XVH RI WZR KDQG &RQVWDQWO\