81,9(56,7< 2) 0,66285, 6<67(0
),6&$/ <($5 5$7(6
678'(17 +286,1* $&7,9,7<)$&,/,7<
$1' +($/7+ 6(59,&( )((6

2IILFH RI 3ODQQLQJ %XGJHW
8QLYHUVLW\ RI 0LVVRXUL 6\VWHP

8QLYHUVLW\ RI 0LVVRXUL 6\VWHP
)LVFDO <HDU 5DWHV

+RXVLQJ 6\VWHP +LJKOLJKWV

5RRP DQG %RDUG &RQWUDFW 5DWHV

¾ 7KH SUHGRPLQDQW URRPFRQVWUVERDUGSHDDQFRU)LF \ DQG FRQ
RI D UHQRYDWHG WUDGLWLRQDO UURRXLEGHV URRPHDQG SHGLQHP
PHDOV SHU ZHHN 7KHUH DUH DZQGKRXVLQJ\DFLDEWRPRVG
+RXVLQJ UDWHV IRU)< UDQJH IURP D KLJK RI SHU DFD
EUHDNV WR D ORZ RI IRU DQ XQ UHQRYDWHG WUDGLWLR
KRXVLQJ DVVLJQPHQWV DQG GHPDQG LV KLJKHVW IRU WKH PR

ZLOO EH DYDLODEOHQ)U RP DD GJDFHPLFSHDU IRU PHDO
DQG GHFOLQLQJ EDODQFH SHU VHPHVWHU WR D ORZ RI
GHFOLQLQJ EDODQFH SHU VHPHVWHUQRWLFHRULGLQJXHDY
LQFUHDVHV UHIOHFW WKH LQIODWRQDUDGMXVWPHQWV UHTX

¾ +RXVLQJ DQG G&QL/QZLOUDWHFUHDVH DW WKH UDWH RHH LQIODW
SUHGRPLQDQW URRP DQG ERDUG SODQGQFRVW)< ZLSHUULQFDGHE
7KH SUHGRPLQDQW SODQ FRQVLVWV RI DEOHRGNOPHDRSOQ 2SD
GHFOLQLQJ EDODQFH GROODUV SHU VHPHVWHU

+RXVLQJ UDWHV ZLOO LQFUHDVH E\ UDQHJH)URP D+RXJKLQRJ RS
VLQJOH URRP LQ 2DN +DOO WR D ORZ RI IRU D VPDOO VL
UHVHUYHG IRU 2SWRPHWU\ DQG OGHU VWXGHQWV

806/¶V PHDO SODQV DUH FRQWUDFWHG ZLWK D WKLUG SDUW\ I
DQG UDQJH IURP D ORZ RI SHUEDORRFNHZPLLWFK\HDU IRGUHDOLQE
SHU VHPHVWHU WR D KLJK RI IRGHDFOLQHQQ EDORRFNHZLWSKHU V
SODQ FRVWV ZLOO LQFUHDVH KHSHFRQWKUHEQWIODQGLRQPSUXVFQE

)DPLO\ +RXVLQJ
7KH LQFUHDVHV LQ UDWHV IRU IDPLOLDWVW8GHQWKRXVLQJWD6U
WR DW 80)6</ IRUDWKGHPLF \HDUW8RJ&HGRHPLQR\ KRXVLQJ

7DEOH D 8QLYHUVLW\ RI 0LVVRXUL &RORXPELDQJ &RPSXWHG &KDQJ
(IIHFWLYH %HJLQQLQJ 6XPPHU 6HVVLRQ

08

5RRP DQG %RDUG 3ODQV ,QFUHDVHG 3HUFHQW
$FDGHPL

0LVVRXUL 6 7 &KDQJHV LQ +RXVLQJ &RQWUDFWV FRQWLQXHG

0LVVRXUL 6 7

,QFUHDVH3HUFHQW

6XPPHU 6HVVLRQ &RPELQHG 5RRP DQG)RRG 7D[&RQGLWLRQDO5HWHDV&KDQJH

7KRPDV -HIIHUVRQ IXOO PHDOV
'RXEOH
6LQJOH

7KRPDV -HIIHUVRQ SDUWLDO PHDOV
'RXEOH
6LQJOH

,QFUHDVH3HUFHQW

)DPLO\ 6WXGHQW +RXVLQJ 3HU)RRQWK) 'HFUHDVH&KDQJH

%HGURRP %DVLF
%HGURRP)XUQLVKHG
0XUU\ )XUQLVKHG
0XUU\ )XUQLVKHG 3OXV

&DSDFLW\ DQG 2FFXSDQF\

5HVLGHQFH KDOO FDSDFLW\ LV SOHGGHG WR KROG VHFRQG\HDU VWXGHQWV
UHVLGHQFH KDOOV XQGHU 0U8HKDRVY DVWHLRQ ERHUGEVHIKRQV)F<O ROVHHVGV EHG
GXH WR WKH FORVLQJ RI &XDGUDQJOH 6RXWK DV EXRL GHGLQJ LQ WKHLU F
FRPELQHG FDPSXV FKDQJHV EULQJ LWVKHGFEDSOHRZWLVWRKH DQEVHLGFV
KDOO RFFXSDQF\ IRU ILVFDO \HDU

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08 80.& 6 7 806/ 7RWDO

5HVLGHQFH +DOO 2FFXSDQF\
3HUFHQW RI &DSDFLW\
&KDQJH LQ 2FFXSDQF\ 5DWH IURP)<

7KH DSDUWPHQWQQFHDGSDWFRLVQEVHSDOVHE\DQG WUKRHPR)FFXSDQF\ U
DUH DQWLFLSDWHG WR LQFUHDVH E\ IRU)< ([SHFWHG R
806/ DUH DQG UHVSHFWLYHO\

)LQDQFLDO 3ODQV

7DEOHV ± G SUHVHQW WKH KRXKVHLQJVWVWHPV MLRQWQDLDQGS
08¶VLQDQFLDO SODQ VKRZV D EDODQFHGLEXGHWQSXDOHDYQDZQGWK[SH
WUDQVIHUV IRU)< ([SHQGLWXUHG LQLFRPSHQVDWKGHQ DGXH WQ
RI D PHULW SRRO DQG D LQFUHGLVQJWRWKLHO OVDHWY HEUHDQGHIRSWHQ
UHTXLUHG SRVLWLRQV &RVW RH JER\RGV GRHDGWERSQXRMEHFWRIGIDW
IRRG FRVW WKH SHUFHQW SDUWLFLSDWPLHRQOVQVPHUYHGSO8WQVODLQ
GXH WR DQ H[SHFWHG UDWH LQQFJURHDWHKHR6DEDVL ZLHQDLQJ JKWKH
)< IRU UHQRYDWRLRQ IP2WKLHUFUEEWHQGOHX[SHQSGLRWXLGHLQJ ZLUHG
FRQQHFWLYLW\ LQ WKH UHPDLQGHRVRI WWRKHOHUDWHG(HQHEQGHDG&DE
FRVWV IRU SDSHU JRRGV UHODWHGSDQVWRKOH RIS3HQDL]QJ R0ID6QGEDWL
LQFUHDVH RI PLOLRQ RU LV GXH WR DGGLWLRQDO GH
9LUJLQLD $YHQXH 6RXWK DV SDUW RI WKH 5HVLGHQWLDO /LH 0D
),*6 SURJUDP DQG WR WKH SODQW UHVZHUYHHXVHRG WRRLEDWHQQDFHF
NHHS UDWHV DIHRUGDEOH WHUDHGXFKRQXVWHRGUWV ZHUH H

80.&¶VLQDQFLDO SODQV VKRZ DQ LQFUH[DVHEWLHQOUHYHQXHVOL
ZKLFK LV PDLQO\ GXH WR WKH DGGLWLRQQ R7K%HHD[SRQG LWXUSHSVDULQ

LV GULYHQ E\ LQFUHDVHV LQ FRPSHQVDWLRQ DQG EHQHILWV SDLG
SHUVRQQHO DQG LQ NLQG EHQHILWV RU DVUHVXOWLQJ LQFUHDVHG
7KH XWLOLWLHV LQFUHDVH LV GXH WR LQWHUHVW RQ ERUURZHG PRQH
LQFUHDVH LQ HOHFWULFLW\ D LQFUHDVH LQ FDEOH VHUYLFHV

KRXVLQJ V\VWHP UHYHQXHV GHFUHDVH WR EH RIIVHW E\ ([SHQG
UHPDLQ IODW IRU)< 7KH GHFUHDVH LV GXH SULPDULO\ WR
EXLOGLQJ RI WKH 4XDG &RPSOH[ )7<RW DZLOO KDYH GHFUHDVH
GHFUHDVH $ SRUWLRQ RI LWV EXGHW UHSUHVHQWHG E\ D OHDVHG

7DEOH 8QLYHUVLW\ RI 0LVVRXUL 6\VWHP)L

	)< $FWXDO	)< (VWLPDWHG	)< 3ODQQHG	)< 3HUFHQW &KDQJH
5HYHQXHV				
0HDO &RQWUDFWV				
5RRP &RQWUDFWV				
$SDUWPHQW 5HQWDO				
2WKHU				
7RWDO 5HYHQXHV				
([SHQGLWXUHV 7UDQVIHUV				
6DODULHV :DJHV				
6WDII %HQHILWV				
,Q NLQG 5RRP %RDUG				p
6XEWRWDO				
&2*6				
8WLOLWLHV				
5HSDLU DQG 5HSODFHPHQW				
2WKHU				
7RWDO ([SHQGLWXUHV			×p[À 5 Å	€ p0 p I

	)< $FWXDO	)< (VWLPDWHG	)< 3ODQQHG	)< 3HUFHQW &KDQJH
5HYHQXHV				
0HDO &RQWUDFWV				
5RRP &RQWUDFWV				
$SDUWPHQW 5HQWDO				
2WKHU				
7RWDO 5HYHQXHV				
([SHQGLWXUHV 7UDQVIHUV				
6DODULHV :DJHV				
6WDII %HQHILWV				
,Q NLQG 5RRP %RDUG				
6XEWRWDO				
&2*6				
8WLOLWLHV				
5HSDLU DQG 5HSODFHPHQW				
2WKHU				
7RWDO ([SHQGLWXUHV				
0DQGDWRU\ 7UDQVIHUV				
2WKHU 7UDQVIHUV				
7RWDO ([SHQGLWXUHV 7UDQVIHUV				
&KDQJH LQ 1HW $VVHWV				
5HVLGHQFH +DOO 2FFXSDQF\				
5HVLGHQFH +DOO &DSDFLW\				
3HUFHQW RI &DSDFLW\				
$SDUWPHQW 2FFXSDQF\				
$SDUWPHQW &DSDFLW\				
3HUFHQW RI &DSDFLW\				

1RWHV

7KH LQFUHDVH LQ UHYHQXH IURP HPEHDVH WRRQWKHDFWWDOLVSODDXH UDWHV L
EXGJHWLQJ D KLJKHU RFFXSDQF\ UDWH RQ VLHWWHQGW QZHHWK DSDUHVY LR7K
VPDOOHU WKDQ H[SHFWHG LQ)< ZKRLEEKHFDXVHG WXUQRYHUHG WXKDQRSFXHSYDQRX\VUDHWD
7KH LQFUHDVH LQ URRP UHYHQXHV DQG FXHDWRU DFRQWUSLWFWHQGV KZLJWKHUSR
UHVLGHQFH KDOOV DV ZHOO DV DFDOHQGDU PLQFDHUDWHK DZKHI[SHFWHK
FDXVHG RXU RFFXSDQF\ UDWH WR EH ORZHU WKDQ SUHYLRXV \HDUV

5HQWV IURP JUDGXDWH DQG IDPLOEHKFDXVLQJ ZHVDSHRDMHFWLQJDOEH G
+RXVH ZLOO EH RII OLQH EHJLQQLQRJQLRU-DQXDU\ RI IRU UHQRYDW

7KH)< VDODU\ EXGJHW LQFOXGHV IXQGLQJ IRU DLOOVDHOYDHUUDSOR RS HDQ
5HVLGHQWLDO /LIH ,Q DGGLWLRQ]DWKHH(SDEQVLURHQSRUYRDMWHLRVQVDZLGOOWKE
RSHQ LQ $XJXVW RI 7KH)< EXGLJHWLQJ IRLQ FORXGKHVRIDWKHWHRGLDQL QYJW
%HQHILW FRVWV DUH H[SHFWHG WDRUHFUHDQVHDQ LQXHHWRVHLQFUWKHVH
7KH LQ NLQG URRP DQG ERDUG EXGXHWQWV VXWEHGHPWHRPERUSVHZKVRWOHYPHD
UHVLGHQFH KDOOV %HJLQQLQJ LQOC< EHVFRXSHQWDGVHVGNZLXWSKHUYRLRVRLD
LQVWHDG RI EHLQJ SDLG WKURXJKP SDFWRWGLV+LHJ[SHQVUROO RVU DO
&RVW RI JRRGV VROG LV SURMHFWHGRIWRDFWHRXSV LQEJKXGGQVQGXRRWGRFEVV
SDUWLFLSDWLRQ LQ PHDO SODQV &RQG WKH QXPEHU RI PHDOV VHUYHG

7DEOH E \8RQLOLHVVRXWL \DHRDVLQWP)LQDQFLDO 3ODQV

	)< $FWXDO	)< (VWLPDWHG	)< 3ODQQHG	)< 3HUFHQW &KDQJH
5HYHQXHV				
0HDO &RQWUDFWV				
5RRP &RQWUDFWV				
$SDUWPHQW 5HQWDO				
2WKHU				
7RWDO 5HYHQXHV				
([SHQGLWXUHV 7UDQVIHUV				
6DODULHV :DJHV				
6WDII %HQHILWV				
5$ 5RRP %HQHILWV				
6XEWRWDO				
8WLOLWLHV				
5HSDLU DQG 5HSODFHPHQW				
2WKHU 2SHUDWLQJ				
7RWDO ([SHQGLWXUHV				
0DQGDWRU\ 7UDQVIHUV				
2WKHU 7UDQVIHUV				
7RWDO ([SHQGLWXUHV 7UDQVIHUV				
&KDQJH LQ 1HW $VVHWV				
5HVLGHQFH +DOO 2FFXSDQF\				
5HVLGHQFH +DOO &DSDFLW\				
3HUFHQW RI &DSDFLW\				
$SDUWPHQW 2FFXSDQF\				
$SDUWPHQW &DSDFLW\				
3HUFHQW RI &DSDFLW\				

1RWHV

)< ,QFOXGHV WKH DGGSDWLRQHQWU%HXLOGLQJ $GRUDWLRQ $SDUWPHQW FRQWUDFW

0HDO FRQWUDFWV)RRG 6HUYLFH GHVLJQDWHG FDWHULQJ VHUYLFHV SURYLGHG

,QFOXGHV PDQGDWRU\ SURJUDPPLQJ H[SHQVHV GXH WR QHZ XQLWV EHLQJ

,QFUHDVH LQ LQ NLQG URRP H[SHQVH SHUG5HQW WKHSHFWHG XQLW)< 3URY

)< EXGJHWHG DW LQFUHDVH LQ ZDLWLQJ FUHGHQWLDOLQJ DQG

VHUYLFHV 7KH LQFUHDVH DOVR DSSURSULDWHV WKH%XLOGLQJ RI %HDFRQ

)< 3URSRVHG FDSLWDO SURMHFWV GUDZQ IURP UHSHUULQJ RI EX

)< $SDUWPHQW RFFXSDQF\ LV DGMXVWHG \HDU%WRHDSHQGLWXUHV R

7DEOH F 0LVVRXUL 8QLYHUVLW\ RI 6FLHQFH DQG 7HFKQRORJ\ 3RUWV+RXVLQ

	)< $FWXDO	)< (VWLPDWHG	)< 3ODQQHG	)< 3HUFHQW &KDQJH
5HYHQXHV				
0HDO &RQWUDFWV				
5RRP &RQWUDFWV				
$SDUWPHQW 5HQWDO				
2WKHU				
7RWDO 5HYHQXHV				
([SHQGLWXUHV 7UDQVIHUV				
6DODULHV :DJHV				
6WDII %HQHILWV				
6XEWRWDO				
8WLOLWLHV				
5HSDLU DQG 5HSODFHPHQW				
2WKHU				
7RWDO ([SHQGLWXUHV				
0DQGDWRU\ 7UDQVIHUV				
2WKHU 7UDQVIHUV				
7RWDO ([SHQGLWXUHV 7UDQVIHUV				
&KDQJH LQ 1HW $VVHWV				
5HVLGHQFH +DOO 2FFXSDQF\				
5HVLGHQFH +DOO &DSDFLW\				
3HUFHQW RI &DSDFLW\				
$SDUWPHQW 2FFXSDQF\				
$SDUWPHQW &DSDFLW\				
3HUFHQW RI &DSDFLW\				

1RWHV

5D\O &DIHWHULD DQG DOO EXW RQH EHXFOORVHG RIILFH 4\XHDG &RPSOH[ZL

$FWLYLW\ )DFLOLW\ DQG +HDOWK 6HUYLFH)HH +L

7DEOH VKRZV D VXPPDU\ RI DFWLFYHLWV\HHDFEOLWH\UDQGUK)HD
)< ZKLOH 7DEOHV D F SUHVHQWDWLRQV DOVR KHDWCKWHKVHDUFYWLFY
3HU VHPHVWHU LQQVWUDFWLYLWV VWXGHQWV VDWHKLGHLWH DHQGVKHRDOXQGHUJUDGX
E\ FDPSXV ZLWK IHH DGMXVWPHQWV UDQGDQGG.&URP D DW

)HHV DUH DVVHVVHG SUHGRPLQDQWOSORDQWEDSXHEIFUHFGLHWGLKWR
VHPHVWHU DQG WFKUHHYGXLPPKRXUVVMLURQ WKRZJHUYDHGXDWH DQG SURI
SODWHDX LV FUHGWLWUKRXGRPHSHHDHWHDUEDWWUHDWWHGSHU VHPHVWH
$W8 WKH VWXGHQW DFWLYLW\ IHH UHDFQGHDWKHRQHDFWLYLWH\
LQFUHDVHG E\ LLQQ WRKWDIDORUVQGUZLQRWUHXQGHPUJUDGXDWH VW
DFWLYLW\ IHH FRP\SRQHQW LQFSHDVWHGSEVWWHXGHQW DFWLYLW\ IH
WR IXQG VWXGHQW JRYHUQPHQW DVSXGHWKGWQRUJRUQJ]QLWDRQLVR
SURJUDP VXVWDLQDELOLW\ SURJUQVV SFRUSWWDFOXLPSURYHVRHQ
FRXQFLOV WUDQSRUWDWLRQ VFRXEHVHQLQGHQWXHQLR-HW VWDX

7KHVH FKDQJHV DUH EDVHG RQ WKHHWVHWXRGHEHQW ER\UGWDQG]HDQWL R&QR XQG
QHHGV

,Q DQ HIIRUW WR VLPSOLI\ IHHV IWRKSHOVWFXDGPHSQXWV DGGRGSWWHKGH
FRPSUHKHQVLYH EDVH WXLWLRQ URDXWHWXKLDWWRZQRXOOWHFRPZEELQKHDSF
KHDOWK VHUYLFH IHHV ZKLFK DUSHXFKZLLOJHGQRWRRQJHUWXGHHQWWWK
DQG KHDOWK VHUYLFH IHHV VHSDUDWHO\