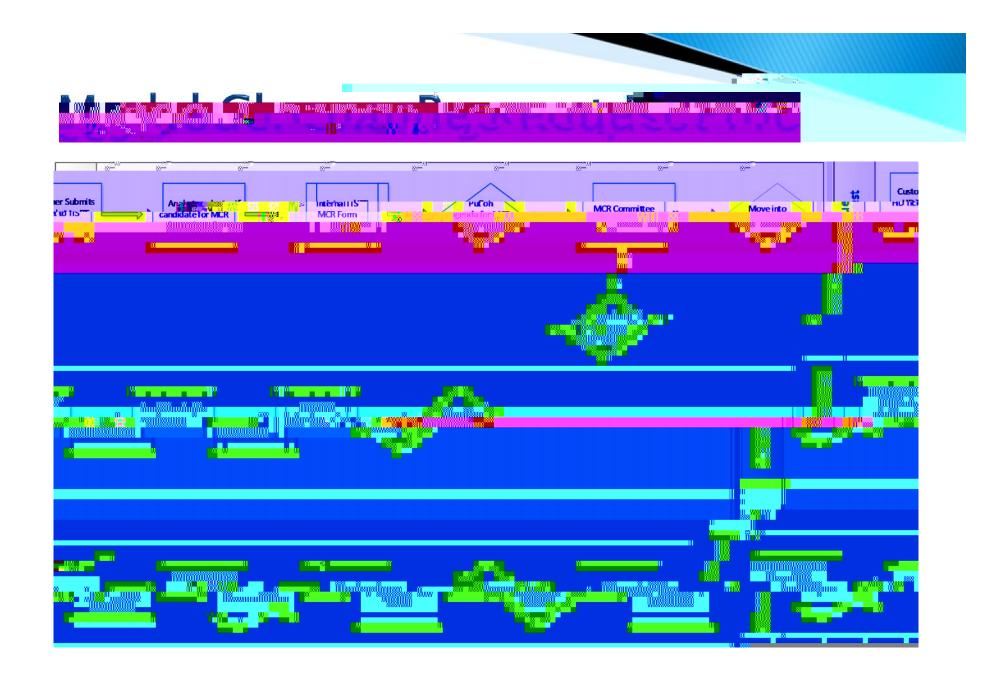


#### Acenda

- 10WARGXFWARQ RI + KDQJ H 5 DQDJ HP HQW8URFHW
- > = SFRP LQJ / HRW LD*FIRST* 8URN<del>M</del>FW DQG 10LM/DWYHV
- FKHGXOHRI) QQXDO7 LDFOH 5 DLQVMQDQFH
- 5 RGXOH; SHFILLF = SGDVMV 6HZ IHDVXUHV RUFKDQJHV ; VDVXV RI 3QRZ Q 1VVXHV
- 7 WKHU SURGXFWARQ < KLQJ V Z H DUH Z RUNLQJ RQ' + AŽŁł "łŁ&&, RFXP HQWDWARQ DQG < UDLQLQJ + 76=; fl7 + 76=; = SGDWHV
- 9°)

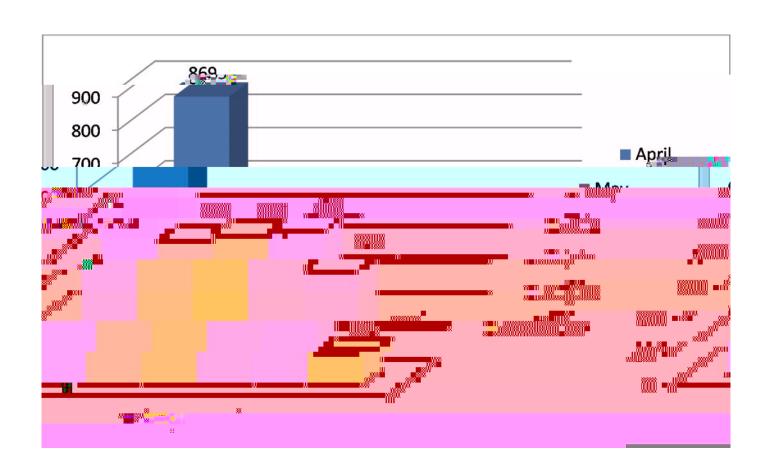




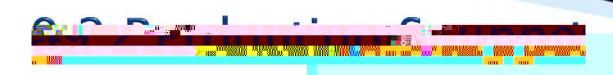
# Team

° Ži \$f7" `ł i ` ŽŁ Ł f#//" ᢩ/ž!/"/ł #/ i	″ ˇŁ/	`{ " <i>#f#</i> \$# <b>Ž</b> {		
5 DDDACLD, GPA?I' DDPGDPW AALRKOOKE 8CMLOODKE	) I?@C' OKLIB	; 95		
(RBECO/PPRCP)LJJCCCC)F?CC	OPJ (CC., COOK?KBCP	- 6)		
); 65)F?©~+UMCKPCP	*?MFKC(ROAF	' OJ POOLKE		
)'5)F?©~-2	1G (QTK	- CLOEG 9LROFCOK		
5 DDDAC LD, GPA?I' DDPGPW(RBECQ	: O'ACV) LLH	; 95		
'AALRKOP6?V?@C	KOPP? 9K?SOV</td <td>- CLŒG - TŒKCŒ</td>	- CLŒG - TŒKCŒ		
' PPCQ3 ?K?ECJ CKQ" (RBECQ600M				

### Production Suppor







#### : **(AHCOP)** (00?(00B)

(V3 LBRIC	' M <b>O</b> G	3 ?V	<b>ORK</b> C	ORIV	' RERPO	90MICJ @00	: 5: ' 2
'AALRKOP6?V?@C	f∦ fi	žŽ	ŽŽ	Žfi	ž\$	f∦	łŽfl
' II 5ŒCO	Ł!	fl\$	f∦	f∦	fľž	Ž	\$\$
' PPCQ3 ?K?ECJ CKQ	Ł!	Łł	Łfl	ŁŽ	&	ł	flfi!
(RBECO6001M	łŁ	fl\$	flfl	fl&	ł	fi	<b>\$</b> }
) LJ J GOJ CKO) LKOODLI	f‼	į.	Łfl	Ł!	Ž	fi	# <b>ł</b>
C6OLAROCJ CKQ	ž!	Žfl	Ł&	fl&	Ł#	ł	f#ž
+UMCKPCP	flfi!	Žž	łŽ	Ł!	fl&	Ž	ŁłŽ
- CKCO'I 20BECO	flfl!	Ž#	\$fl	fľŽŁ	#fi	ŁŽ	Ž&fi
- CLŒG, 189. 3?0HCQMI?AC	Ł!	flŽ	!	ļ	flŽ	\$	#Ž
6ROAF?POKE	f∦Ł	#&	flfiž	# <b>ł</b>	Ž&	f‼	ŽžŽ
8CML0027RCOV	fŁ	\$	fŁ	f‼	flfi	Ł	! fi
9CAR(06)/	flfl&	<b>ł!</b>	Žfi	łž	ł!	fl <u>Ž</u>	Ł\$fi
:CAFKGA?I+KSGGLKJCKQ	łž	fl\$	fl\$	flŽ	Łfl	Ž	flflfi
= LODDLT	ł #	flž	fl&	&	flfi	Ž	8 <u>Ž</u>
: LŒI	\$! &	ŽłŁ	ŽžŽ	Ž! Ł	łŽž	flfifl	Ł!!ł



- \* XGJ HW) P HQGP HQW QK DQFHP HQW
- [ SORUDVARQ RI ) XVRP DVARQ RI ) . : : HSRUMAQJ
- ▶ 1P SDFW) QDO\VLV RI QHZ 8HURG &&%
- > 8RVMQVVDO: HSODFHP HQW/RUL; VVDVMJ\



- ▶ 5 RUH WKDQ D WSLFDOUHOHDVH
  - : HOHDVH " File L
- ▶ 10F0XGHV'
  - = SJUDGLOJ 8HRSOH< RROV/ %fižfiž VR %fi! fiž
  - = SJUDGLQJ, DVDEDVH^{\}JVR\}ŽF
  - ) SSOLQJ 7 LDFOH = SGDVM 1P DJ HV VKLRXJK I Ž
- \* HQHILW RI GRLQJ WKLV'

  3HHSV XV RQ FXWHQWYHQGRUVXSSRUWFKHGXOH

  4D\V IRXQGDWRQ IRULP SOHP HQWQJ P RELOH
  IXOFWRODOW
  - : HVROYHV *most* RI RXU&fŽ J R/OQYH 3QRZ Q 1VVXHV 6 HZ . HDVXUHV DQG I XQFVNRQDODW(



- i / ' 'fiff ' fifftffi 'fi
  - ) OQXDOP DLQVMQDQFH Z LQDH[ FHHG QRLP DOUHOHDVH P DLQVMQDQFH Z LQGRZ fi
  - VMP DVMG 5 DLQVMQDQFH; FKHGXOH
  - . UGD\1 6RYHP EHUłž<sup>W( ^ " '</sup>ŁŁSP

## **Entration-Unsommittelly 4-cered**

žI fifi fifi/fiž/Łfifiž ; MEC?BC QL 6CLMC: LLIPSCOPGLK \$IŽŽ, 5C?AIC fleA

'KKR?I6CLMC9LDDRMB?ODP

žıflfi fle/fle/efiflž (58 flfi&&, GLCP, 50°AIC BCIGSCOOB M? QAF': (\*1

žiflfi?" fl/fi&/kfifl! KQQQB 801C?PC @KCCBCB°

žileti , C@OR?OV (RBECO6ODM?O?OGEK 8CIC?PC, LKCRPE.) 3 ODNROGCJ CKOP,

CONRECORD FOR MODE COGY XLKC LODY 5 CHAIC MY COAFCP

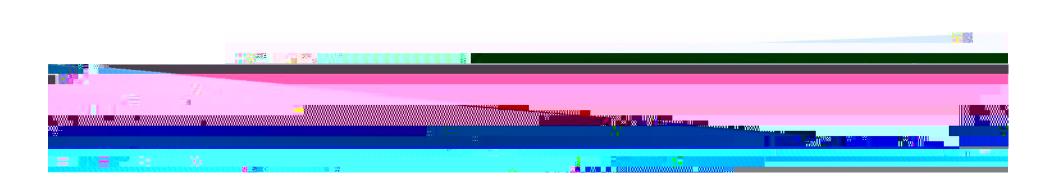
žilifi 3 ?V , CPA?I >C?OCKB 8CIC?PC

žiŽfi 90M00J@00 'KKR?I507AICBO(\$COOBG ?ECRMB?00

OKOL MOD BRACOLK

žıžfi \* CACJ @CO flfi&& BCICSCOOB M? CAF ? KB CONRCGOB XLKC LDDY

50°AIC BOISCOOB M?OAFCP





- KLV? HE-[SUHVHQVDVMRQZLOOVDNHVKHSODFHRI VMDQGDUGUHOHDVHQRVMVfi
- > 8UHVHQVIDVARQ ZLODEH VHQVVAR ODVWHUYV ENVARP RURZ "1 1 fle! DQG SRVVANG VAR / HRUJ LD*FIRST*". LQDQFLDOV ZHEVLVANFI
- DSSURSUDMY VMMID DWXRXULQVMXMXMARQFI
- DQG SRVVMIG VR WKH Z HE VLVM ODVMU WKLV Z HHNFi
  80HDVH VXEP LWDQ 1<; OHOSGHVN WFNHWLI \RX
  HQFRXQVMIU DQ\ IXUWKHU LVVXHV IRU 3QRZ Q 1√VXHV WKDW
  VKRXOG EH UHVROYHG DV RI 6RYHP EHUł #™fi





> < KHUH Z LOODEH D QHZ FRORU VFKHP H RQ S DJ HV LQ 8HRSOH; RI W. LQDQFLDOV DI VMU: HOHDVH " FLŁ fi , DUN EOXH S DJ H KHDGHU DV VKRZ Q'

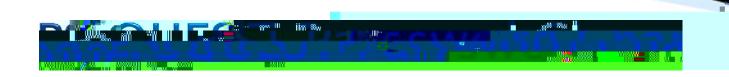


FINE COLVINDOR WITH THE PROPERTY OF THE PROPER

6 HZ LROHV DGGHG IRU) 5 DQG 87 \*X\HU? RLN+HQVMUV'

- \*7: C87 C? 7: 3+-6<-:
- \*7: C) 5 C? 7: 3+-6<-:

: HP LQGHU/ ) OVR QHHG \*7: C? 7: 3+-6<-: C=; -:



- DFFRXQW Z LOOWDNH DITHFWRQ ł ł flł #flŽŁł"
- > 89; < ~ ~ DFFHVV Z LOOQRWEH DYDLODE OH GXUQJ WKHP DLOVMODOFH Z LOGRZ
- + RQVDFWI<; OHOSGHVN VR UHTXHVVQHZ SDVV7 RUG



#### ▶ 6HZ *Potential* 3QRZ Q 1WXHV'

10VMJ ULW + KHFN " ' \* 7 : C+ O 3 C 3 3 4- , / C) + <> 10VMJ ULW + KHFN #' \* 7 : C+ O 3 C 3 3 4- , / C\* = ,

- \*RWK 10WHJ ULW + KHFNV Z HUH H[SHUHQFLQJ ORQJ UXQ
   WLP HV GXUQJ V\VMP VMVMQJ fi
- 1<; Z LOOFROMOXH WR P ROLWRU DI WHU WKH UHOHDVH WR VHH LI DQ\ FK DQJ HVFIWKOLQJ LV QHHGHGFI

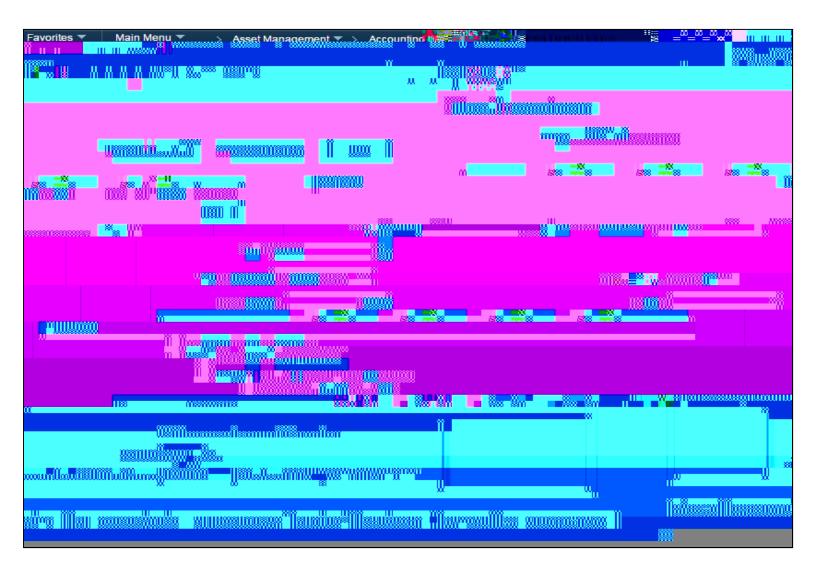
#### S. Mvi - Criange

- ▶ 6 HZ ) XVRP DWF 2RXUQDO/HQHUDWRQ
  - ) QHZ ) FFRXQMQJ , HILQLMRQ VHFMRQ KDV EHHQ DGGHG VR VKH + UHDVM) FFRXQMQJ - QWLHV DQG + ORVH , HSUHFLDMRQ SDUDP HMMUV SDJ Hfi
  - 11 WKH LQIRUP DWLRQ LQ WKH) FFRXQWLQJ, HILQLWLRQ; HFWLRQ LV SRSXODVMGI DFFRXQWLQJ HQWLHV Z LOD DXVRP DWLFDOD NAXUQDOJ HQHUDWH DQG SRVWWR WKH + DSLWDO4HGJ HU LI WKHUH DUH QR HULRUVFI

### Ardafa Accounting Entring Damoan



#### AM Claca Danka di distra

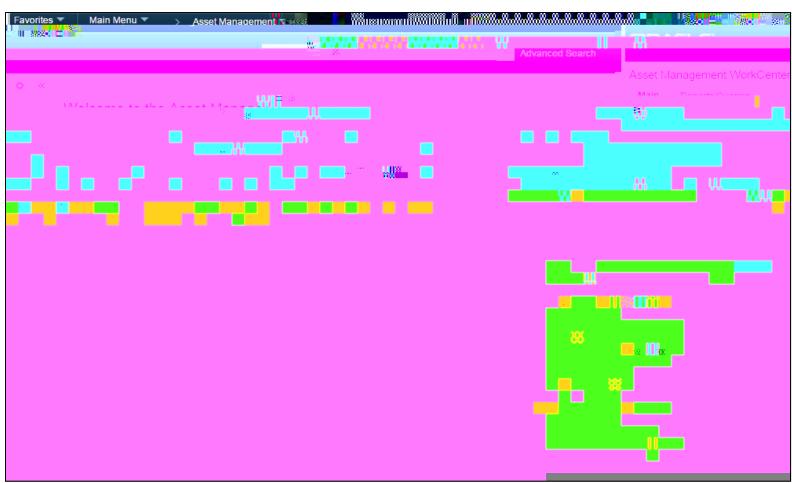


#### AM. Changes

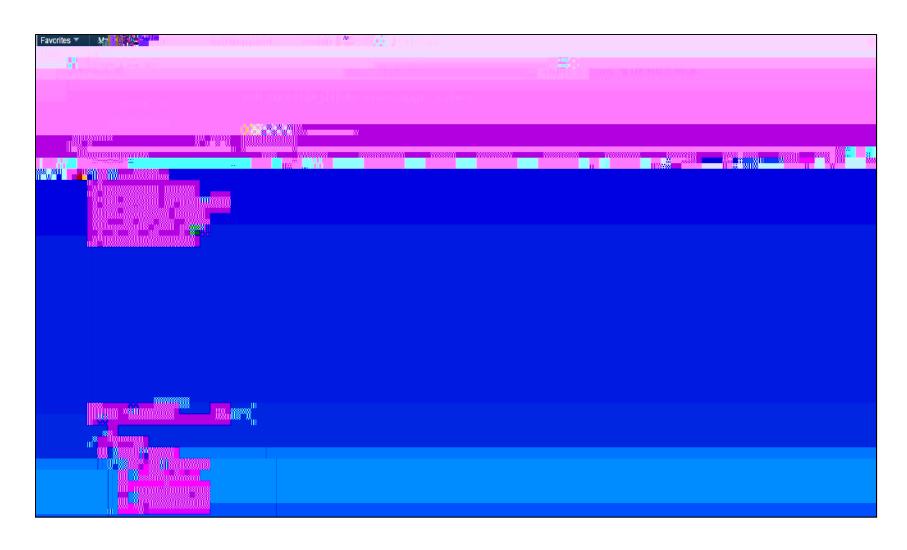
- 6 HZ ) 5 ? RUN+HQVMULV DYDLODE OH XQGHUVKH ) VVHW 5 DQDJ HP HQWP HQXfi
  - , HVLJ QHG WR P DNH P XONWOVNLQJ HDV\ DQG VHDP OHVVfi ; HFXUW UROHV QHHGHG'
  - \*7: C) 5 C? 7: 3+-6<-: "6 HZ UROH,
  - \*7: C? 7: 3+-6<-: C=; -: "-[LVMQJ LROH QHHGHG IRU DFFHW WRDQ\ ? RUN+HQVMU.</li>
  - ) 5 ? RUN+HQVMU LQFOXGHV OQNV VR FRP P RQ DVVHW VMDQVDFVMRQ SDJ HV DQG SURFHVVHV DV Z HOODV I UHT X HQVOX XVHG T X HULHV DQG UHSRUWfi
  - = VHUV Z LOOEH DEOH VR DGG TXHULHV "LQVWWX FWLRQV Z LOOEH DGGHG VR VKH NRE DLG QRWHG EHORZ fi
  - RUQHZ QQNVi VXEP LMDQ 1<; OHQSGHVN VMFNHMM</li>
- : HIHUWR / HQHUDO4HGJHU2RE ) LG a? RUN+HQWMUV LQ Y&fŽbIRULQVWWXFWWRQV WR GHILQH\RXUEXVLQHVV XQLW RUDGGTXHUHVfi
  - 80HDVH QRVMI WKLV MRE DLG KDV QRVX HWE HHQ XSGDVMG VR DGG VKH QHZ ? RUN+HQVMUV







#### AFFORD MARKET MARKET PER CEPT

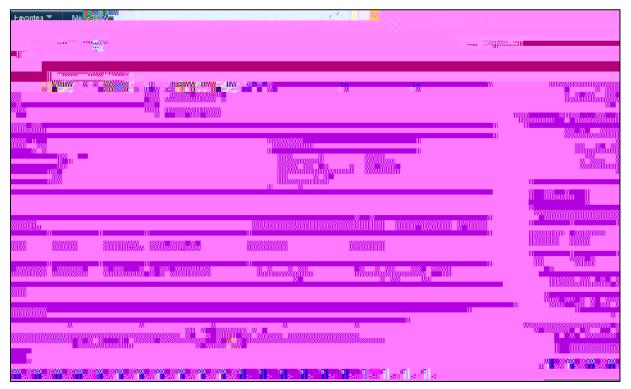


- : HVROYHG 3QRZ Q 1VVXHV' 31&fŽ/%) 5 1QVMU DFHG) WHW Z LVK BHUR FRVW
  - 1WXH Z DV LGHQWILHG LQ 2XQH Z KHUH DWHWFRWWZ DV VKRZ LQJ DV] HUR IRUVRP H DVVHW LQWHU DFHG IURP WKH ) FFRXQW 8D\DE OH DQG 8XUFKDVLQJ P RGXOHVFI
  - ) WHW KDG WKH FRWHFWFRWWWQ WKH 8UH/) 5 SDJ HV EXWWKH FRWWZ DV VKRZ Q DV EODQN LQ WKH: HYLHZ . LQDQFLDOV 1QWMU DFH SDJ HV DI VMU UXQQLQJ WKH 8D\DEOHVFI8XUFK DVLQJ LOVMU DFHFI
  - 11 WKH FRVWZ DV QRWFRWHFWMG SULRUWR UXQQLQJ WKH
     < UDQVORDGHUSURFHVVI WKH DVVHW Z HUH FUHDWMG LQ WKH) 5</li>
     5 RGXOH Z LWK D] HUR FRVWM
  - 7 LDFOHILI WRUHVROYH WKLV LVVXH ZLOODEHLO LHOHDVH "FILL fi
    - + ROMOXH VR P ROLMRU\RXUFRVVYDOXHV LQ WKH: HYLHZ . LQDQFLDOV 1QVMUDFH SDJ HV I RUD SHURG VR WLP H VR YHULL\fi

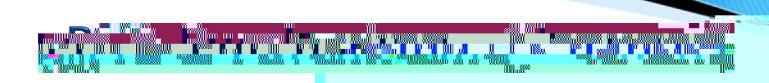




- 6 HZ \*X\HU5 DW + KDQJ H . XQFWRQDQW
  - ? LOODVVLVWLQ TXLFNOL XSGDWLQJ 8XLFKDVH 7 LIGHU V
  - Z KHUH D FKDQJ H LQ \* X\HU LV QHHGHG
  - ) OHZ NAE DLG Z LODEH SURYLGHG







- 6 HZ \* X\HU? RUN+ HQVMU LV DYDLODE OH RQ 8XUFK DVLQJ P HQX
  - ; HFXUW UROW QHHGHG WR DFFHW WKH \*X\HU
  - ? RUN+HQVMU
  - \*7: C87 C? 7: 3+-6<-: "6HZ UROH,
  - \*7: C? 7: 3+-6<-: C=; -: "-[LVMQJ UROH QHHGHG IRU DFFHVV VR DQ\ ? RUN+HQVMU\_
  - = VHUV FDQ DGG DGGLMRQDOTXHULHV VR ? RUN+ HQVMU
  - 10VWWXFWWRQV Z LOODEH DGGHG WR WKH a? RUN+HQWMUV LQ Y&fŽ b
     2RE ) LG RQ WKH / HRUJ LD FIRST Z HE VLVM
  - ) GGLMRQDOODONV FDQ EHDGGHG DOVR EXWP XVWEHDGGHG E\ 1<;
  - 80HDVH VXEP LVVDQ 1<; O HCS GHVN WLFNHWWR UHT X HVVV</li>







- HVROYHG 3QRZ Q 1VVXHV' 87/\$' 87`V UHYHUMQJ VR 8HQGLQJ) SSURYDODIVMU DGGLQJ 87 + RP P HOW
  - < KLV LVVXH Z LODEH UHVROYHG E\ DQ 7 UDFOH I L[ LQFOXGHG LQ : HOHDVH " fil l fi</li>

87/11' H8UR: HTXLVLMARQV UHURXVMQJ IRUDSSURYDOZKHQ
\*X\HUPDNHVDFKDQJHiHYHQVMRXJK\*X\HUKDVVMH
\_+)6+0)6/-)44`UROHDFWARQ

- : HTXLVLMRQV Z LODORWLH/URXWHIRUDSSURYDOLI WKH \*X\HUP DNHV D FKDQJH SURUWR FXGJHWFKHENFI
  - 7 OFH EXGJ HWFKHFNHGi LI D FKDQJ H LV P DGH LWZ LOOUHT X LUH DOO OHYHOV RI DSSURYDODJ DLQfi



#### o Dro & Dura

: HVROYHG 3QRZ Q 1VVXHV'

87/ł Ž' H8UR Z RUNI ORZ GRHV QRWDOZ D\V UHLQLWIDOD] H I RUGHQLHG UHT XLVLWIRQV WKDWKDYH E HHQ XSGDWHGfi
87/ł ž' 87`V WKDWZ HUH FUHDWHG DQG GLVSDWFKHG LQ Y%f&i
WKHQ FKDQJ HG LQ Y&fŽi DUH XSGDWLQJ WK D 8HQGLQJ
) SSURYDOVWDWKVfi 1Q FHUMDLQ FDVHV DQ H/P DLOLV QRWWHQW
RXWDQG WKH 87 GRHV QRWDSSHDU LQ WKH DSSURYHU V
7 RUNOWWFI

31&fŽ/łŁ'1WXHVZLMK5XOMY; SHHG+KDUW. XQFMARQDODW RQ8XUFKDVH7UGHUV

• ) 8HRSOH; RIWILL ZLODEH DSSOLHG DV SDUWRI : HOHDVH " FLŁ FI = VHU V ZLODEH DEOH WRUHVXP H XVLQJ WKLV IXQFWLRQDOWN DQG ZLOD QRORQJHU UHFHLYH DQ HULRUP HVVDJH DIVMU UXQQLQJ 87 EXGJHW FKHENLOJ FI



6 HZ 3 QRZ Q 1VVX HV' 31&fž/łž' H8UR \*7: C-@C+); O), >C)/16/9XHU\

- : HVROYHG 3QRZ Q 1VVXHV'
  - -@/{'9XLFN/.LOO?LOGRZ, LVSOD\V<ZLFH
  - · ? LOGRZ Z LOOROO GLVSOO\ ROFH
  - "6R31", 8HU, LHP DPRXQWQRWDXWR/SRSXODWLQJZKHQPHDOODQHVDGGHGXVLQJ9XLFN/.LOD
  - ) PRXQW ZLOODXWRP DWFDOOD DSSHDULQWMDGRI LEFLE
  - -@/ž8UQVMG-[SHQVH: HSRUW2XPEOQJ4LQHV
  - 4LQHV Z LOODS S HDU LQ GDWH RUGHU
  - "6R 31" = SGDVM = QSRVVMG [SHQVH: HSRUW

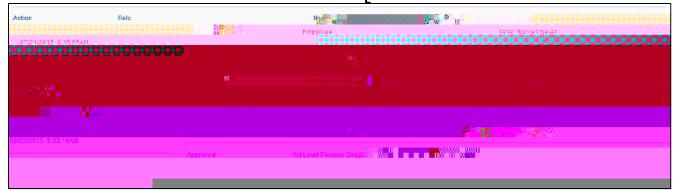


- ▶ 6 HZ 3QRZ Q 1WXHV'
  - -@/ | \$' ) FFRXQMQJ , HMDLOV + RYHUHG E \ ; FUROO\* DU
  - 5 XVWFOFN [SDQG) OOVR VHH HQWLH + KDUMLHOG
  - 7 UDFOH\*XJZLMKIL[LQ1PDJHł!





- ▶ 6 HZ 3 QRZ Q 1 WXHV "FRQMQXHG!"
  - -@/{%') SSURYDOOLWIRU\ +XW7 || || PRUH WKDQ "URZ V
  - 3QRZQ7LDFOH\*XJZLMKIL[LQ1PDJHł!



- -@/1&'6DPHRQ-[SHQVH:HSRUWKHDGHUGLVDSSHDUVZKHQDSSURYHUVRJJOHVIURP;XPPDU\WR,HMDLQSDJH
- 7 LOFOH EXJ DZ DLMQJ ILL





► 6 HZ; XSSOLHUŽ#Ł; HDUFK SDJH 4RFDWMG XQGHU; XSSOLHUV (; XSSOLHUŽ#Ł



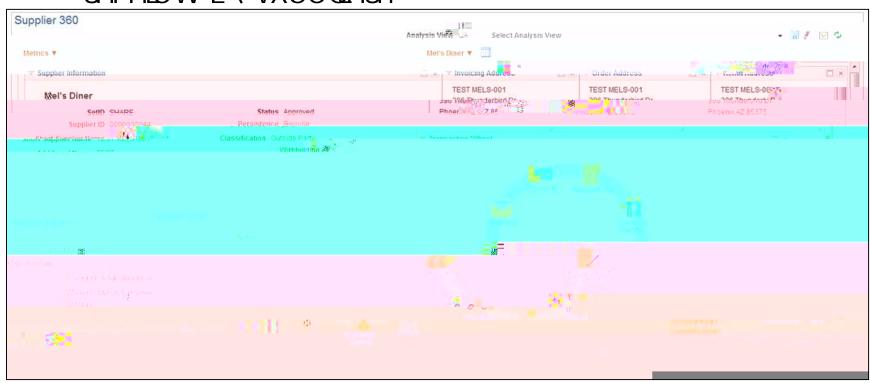


### 6 HZ LODFWYH; XSSODHU ODONV RO 10YRLFH 10I RUP DWRO SDJ H

8DUWRI WKHIXWKUH; XSSODHUIXQFWLRQDODW, LQFOXGHG RQ QH[ WWODGH



#### . XVXUH; XSSODHUTXQFWRQDODW(^FXVWRPL]DEOH GDVKERDUGVKRZLQJYRXFKHUV(87`V(SD\PHQW) UHFHLSWE\VXSSODHUFI







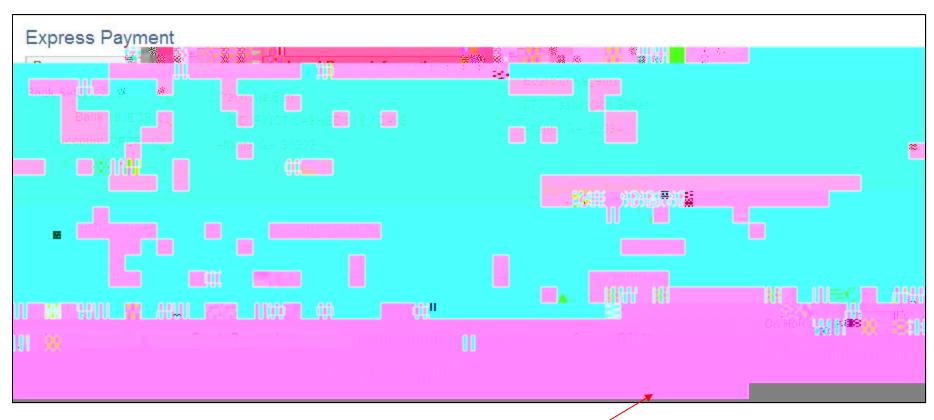
> 8D\P HQW, HOHFWARQ ^ 8UHIHUHQFHV < DE KDV D QHZ 8ULQWMU 7 XWSXW. RUP DWRSWARQ I LHOG 1QVWWXWARQV VKRXOG FRQWAQXH WR XVH 8, . 7 WKHURXWSXWRSWARQV DUH QRWDYDLODE OH I RU / HRUJ LD*FIRST* FKHFN SULQWAQJ fi







## 8U\_QVMU7XVSXW.RUPDWRSWRQDOVRH[LVWRQVKH-[SUHVV8D\PHQWSDJHDQGVKRXOGEHVHWWR88, .fi







► 6 HZ > RXFKHU = SORDG; SUHDGVKHHW 6 HZ FRS\ RI YRXFKHUVSUHDGVKHHWKDV EHHQ XSGDWMG RQ WKH / HRUJ LD FIRST. LQDQFLDOV Z HEVLWMfi 1QVWWWW.NARQV VKRXOG EHJ LQ XVH RI LW5 RQGD\I 6 RYHP EHUł #W IROORZ LQJ: HOHDVH " FLŁfi

KWWS' FIFIZ Z Z FIX VJ FIHGX FU DI LLUVW I LQFIGREXP HQWDWLRQFIFDWHJ RU\ FU HQHUDODNAE CDLGVCDQGCUHI HUHQFHCGREXP HQW



- 7 XWWDOGLQJ 3QRZ Q 1WXHV'
  - ) 8/&' 8D\P HQWOLVMRU\ E\ 8D\P HQW5 HMKRG: HSRUW
  - ") 8@ŽŁ"Ł, ^ QRWFRWHFWOX FDOFXODWLOJ WRWDOYfi
  - + DVH LV LQ Z LVM. 7 LDFOH VM. GHYHORS D I L[ fi "6 R 31" , + <@ I LOHV QRWLQVHUMQJ FRWHFWDGGHQGD
  - UHFRUGV SHU6) +0) J XLGHOQHVfi
  - + XWHQWOX LP SDFWLQJ D FRXSOH RI 1QVVLLVXVLLRQVfi
  - ? RUNDURXQG LV VR XVH ++, ~ RU VHS DUDVM) + O SD\P HQWfi
  - + DVH LV LQ Z LMK 7 LDFOH DQG 1<; LV Z RUNLQJ WR HVFDODWM</li>
     VKLV LVVX Hfi



- > ; HYHUDOLMAP V Z LODEH LOFOXGHG LQ : HOHDVH " fi Ł
  - < HQVDVMYHO, VFKHGXOHG, HFHP EHUł &VK
  - ? LOOLOFOXGH ! Ł&&: HSRUMOJ IRU\_\*`; HM, UHSRUMDE OH SD\P HOW
  - \*7:: AŁłŁ XSGDWMV WR LQFOXGH\_\*; HWY, SD\P HQW
  - 11 DYDLODE OHTURP 7 LOFOH LQ WLP HI 1:; FKDQJHV WR 1:; ILOH DQG + RS\
    \*HTRLP V Z LODEH LQFOXGHGFI 11 QRWDYDLODE OH LQ WLP HI WKHVH Z LODEH
    UHOHDVHG LQ 2DQXDU\fi
- ▶ &fŽ + KDQJ HV / 6 HZ 8HRSOH; RIVWRIE WR VWMHDP ODQH UXQQLQJ ł Ł&& SURFHVVHV IURP RQH SDJ H WKDWZ HUH SUHYLRXVOL VHSDUDWM SDJ HV'
  - · ? LMKKROG ł Ł&&: HSRUW8RVW
  - ? LMKKROG ł Ł&&: HSRUW
  - 1+&&? LVMKROG WR VHOG: HSRUW
  - 8UQWI Ł&& +RS\ \*
  - + KDQJ HV VR = SGDVM? LVKKROGLQJ V 8DJ H
  - FKHGX0HG NATE VAR UXQ SURFHVV IRU DOOD1QVVVVVVVVVVQV
  - : HSODFLOJ VRP HłŁ&& YDOGDWRQ UHSRUW ZLWK TXHULHV



- PłŁ&&, RFXP HOWDWIRO DOG < UDLOLOJ ? HE-[WRUHYLHZ FKDOJHVIURP %F& WR&FŽ ZLODEH VFKHGXOHG IRUHDUOX, HFHP EHUFI <KHXSGDWIG ŁŁ&& = VHU/XLGH ZLODEH DYDLODEOH DW WKDWWIP HFI
- RUQRZ i 1QVMM/MRQV FDQ VHMX/ &



