6FKULWW
c djhd

¾ 1HKPHQ 6LH DQ HLQHP DOOJHPHLQHQ 6SUDFKNXUVH(UOD
¾ 'LH .XUVH ELHWHQ YHUVFKLHGHQH UHJLRQDOH 9HUDQVWDO
¾ 'LH .XUVH XPIDVVHQ]ZLVFKHQ XQG 8QWHUULFKWVHLQ
YRUKDQGHQHQ 6SUDFKNHQQWQLVVHQ]ZLVFKHQ XQG 0RQG
¾ 'LH .XUVH VLQG NRVWHQIUHL
¾ $QVSUHFKSDUWQHU /DQGNUHLVH $XVOIQGHUEHK|UGH

¾ <•avf•lv mqZklv m aZ]Zevghfm fh\ghfm dmjk• ^ey ^hky]g_ggy j•\g
¾ Dmjkb ijhihgmxlv j•ag• j_]•hgZevg• hj]Zg•aZlhjb gZijbdeZ^ jZc
^hjhkebo
¾ Dmjkb ljb\Zxlv \•^ ^h mjhd•\ ih o\bebg dh`_g aZe_`gh \•^
gZ\bqhd \•^ ^h f•kyp•\
¾ Dmjkb [_adhrlh\g•
¾ DhglZdlg• hkh[b Z^f•g•kljZlb\g• jZchgb •ff•]jZp•cg• hj]Zgb

6FKULWW
c djhd

¾ 6LH EHUHLWHQ VLFK DXI GLH VRJ)DFKVSUDFKSU•IXQJ YRU
¾ 6LH QHKPHQ DQ HLQHP 6SH]LDOEHUXIVSUDFKWHUPLQ I•U DND
¾ %HL GHU 6XFKH QDFK HLQHP SDVVHQGHQ .XUV ILQGHQ 6LH
$UEHLW -REFHQWHU GHP %XQGHVDPW I•U 0LJUDWLRQ XQG
9HUHLQHQ] % GHP ,QVWLWXW I•U %HUXIVSIGDJRJLN H 9
¾ 'HU .XUV EHLQKDOWHW FD ELV 8QWHUULFKWVHLQKHL
9ROO]HLW
¾ 'LH .XUVH ZHUGHQ] % YRQ YHUVFKLHGHQHQ %LOGXQJVWUI
¾ 'LH .RVWHQ I•U GHQ .XUV N|QQHQ •EHUQRPPHQ ZHUGHQ G
GDEHL
¾ 6LH QHKPHQ LP $QVFKOXVV DQ GHU)DFKVSUDFKSU•IXQJ
)UDJHVWHOOXQJHQ XQG *HVSUlFKH DXVJHULFKWHW LVW 'L
6DFKVHQ $QKDOW GXUFK :HLWHUH ,QIRUPDWLRQHQ
KWWSV ZZZ DHNVD GH ZZZ ZHEVLWH 3XEOLF1DYLJDWLRQ DU
¾ 6LH N|QQHQ YRQ GHP .XUVDQELHWHU 8QWHUVW•W]XQJ EHL G
¾ 'LH .RVWHQ I•U GLH 3U•IXQJ N|QQHQ HEHQIDOOV •EHUQRP
XQWHUVW•W]HQ GDEHL] % ,QVWLWXW I•U %HUXIVSIGDJRJLN

¾ <b]hlm}l_ky ^h lZd a\Zgh]h l_klm a ijhn_k•cgh€ fh\b
¾ <b [_j_l_ mqZklv m ki_p•Zevghfm ijhn_k•cghfm fh\ghfm dmjk•
f_^bqgbo ijhn&k•c
¾ RmdZxqb \•^ih\•^gbc dmjk \b agZc^_l_ i•^ljbfdm a [hdm Z]_
-REFHQWHU N_^_jZevgh]h mijZ\e•ggy a iblZgv f•]jZp•€ lZ [•`_
Zkhp•Zp•c gZijbdeZ^ 1gklblmlm ijhn_k•cgh€ hk\•lb H 9
¾ Dmjk \dexqZ} ijb[ebagh \•^ ^h mjhd•\ ih o\bebg dh`_
ijb[ebagh f•kyp•\ ih\gbc jh[hqbc ^_gv
¾ Dmjkb ijhihgmxlv gZijbdeZ^ j•ag• gZ\qZevg• aZdeZ^b
¾ <bljZlb gZ dmjk fh`gZ ihdjblb ljh\Zc^_jb dmjk•\ i•^ljbfmxlv p_
¾ l•key pvh]h \b \•avf_l_ mqZklv m l_og•qghfm fh\ghfm •kibl• yd
f_^bqg• iblZggy lZ l_fb 1kibl ijh\h^blv KZdkhgkvdh :g]Zevlk
Zkhp•Zp•y >h^Zldh\Z •gnhjfZp•y
¾ KWWSV ZZZ DHNVD GH ZZZ ZHEVLWH 3XEOLF1DYLJDWLRQ DU
¾ <b fh`_l_ hljbfZlb i•^ljbfdm \•^ ijh\Zc^_jZ dmjkm ^ey j_}kljZp•€ g

¾ <bljZlb gZ •kibl lZdh` fh`mlv [mlb ihdjbl• ijh\Zc^_jb dmjk•\ i•^
gZijbdeZ^ ,QVWLWXW I•U %HUXIVHUODXEQLV EHNRPPHQ

E :LH HUKDOWH LFK HLQH VFKULIWOLFKH (LQVWHOOXQJV]XVDJ
[Yd hljbfZlb ibkvfh_ i•^l_j^`_ggy ijZp_\eZrlm\Zggy"

¾ 'DPLW 6LH GLH %HUXIVHUODXEQLV EHNRPPHQ N|QQHQ EHQ|
LQ HLQHU PHGL]LQLVFKHQ (LQULFKWXQJ DOV $U]W DUEHLWH
¾ 1XW]HQ 6LH GLH 0|JOLFKNHLWHQ XQG KRVSLWLHUHQ 6LH YR
(LQULFKWXQJ NHQQHQ]XOHUQHQ XQG GDQQ HLQH (LQVWHOO
¾ 'LH +RVSLWDWLRQ N|QQHQ 6LH JHJHEHQHQIDOOV DXFK ZLKU
¾ :HQQ 6LH HLQH $U]WSUD[LV RGHU HLQ .UDQNHQKDXV I•U
(LQVWHOOXQJV]XVDJH VXFKHQ ZHQGHQ 6LH VLFK JHUQ DQ I
- $U]WSUD[LV LQ HQIU]WOLFKH 9HUHLQLJXQJ 6DFKVHQ $QKDOW
0DLQ&RQQ\ =LPPHUPDQQ#HQ9D GH
- .UDQNHQKDXVW ZZZ NJVDQ GH ZQI QDYEDU ZQI SKS"RLG

¾ Sh[hljbfZlb e•p_ga•x gZ ijZdlbdm \Zf ihlj•[_g ^hdZa lh]h sh \b
ijZpx\Zlb e•dZj_f m f_^bqghfm aZdeZ^•
¾ KdhjbklZcl_ky fh`eb\•klx • aZ\qZkgh i•^rmdZcl_ dZ[•g_l e•dZjy q
hagZchfblbky a aZdeZ^hf sh[ihl•f hljbfZlb i•^l_j^`_ggy ijZp_\eZ
¾ ljb g_h[o•^ghkl• \b lZdh` fh`_l_ ijhclb klZ`m\Zggy i•^ qZk fh\gbo
¾ Ydsh \b rmdZ}l_ ijZdlbdm e•dZjy Z[h e•dZjgx ^ey kihkl_j_`_ggy lZ
ijZp_\eZrlm\Zggy [m^v eZkdZ a\¶y`•lvky a lZdbfb dhglZdlZfb
RF_^bqgZ ijZdlbdmZZdkhg•y :g]ZevlkvdZ Zkhp•Zp•y e•dZj•\ aZ]Zev
f_^bqgh]h kljZom\Zggy Dhgg• Pbff_jfZgg _e_dljhggZ
ihrlZ&RQQ\ =LPPHUPDQQ#_eYVD GH

RE•dZjgkKWWSV ZZZ NJVDQ GH ZQI QDYEDU ZQI SKS"RLG

F $QHUNHQQXQJ ,KUHU DEJHVFKORVVHQHQ lU]WOLFKHQ $XVEL
\ <bagZggy \Zrh€ aZd•gq_gh€ f_^bqgh€ i•^]hlh\db

(V ZHUGHQ OLQHDUELJWH .RSLHQ XQG LQ EHUXIVWWLJHQ SUDFKH GHU
'RNXPHQWH EHQ|WLJW
¾ 5HLVHSDVV RGHU ,GHQWLWlWVNDUWH
¾ *HEXUWVXUNXQGH
¾ +HLUDWVXUNXQGH ZHQQ YRUKDQGHQ
¾ JJI 8UNXQGH •EHU 1DPHQVlQGHUXQJ
¾ 7DEHOODULVFKHU /HEHQVODXI PLW $QJDEH]X
- DEVROYLHUWHQ $XVELOGXQJHQ
- ELVKHULJHQ (UZHUEVWlWLJNHLWHQ
- ELVKHULJHQ $XIHQWKDOWVRUWHQ
- 'DWXP XQG 8QWHUVFKULIW
¾ 1DFKZHLVH •EHU DEJHVFKORVVHQH lU]WOLFKH $XVELOGXQJ
- 'LSORP E]Z $EVFKOXVV]HXJQLV
-)lFKHU•EHUVLFKW GHV 6WXGLXPV PLW $QJDEH GHU DEVRO

- 1DFKZHLV GHU SUDNWLVFKHQ 7lWLJNHLW LP $QVFKOXVV D
  %HVWDQGWHLO GHU $XVELOGXQJ ZDU] % ,QWHUQDWXU
- %HUXIVDXV•EXQJVEHUHFKWLJXQJ /L]HQ] $SSUREDWLRQ G
- 1DFKZHLVH •EHU :HLWHUELOGXQJHQ XQG %HUXIVWlWLJNH

¾ ZHQQ P|JOLFK
- SROL]HLOLFKHV)•KUXQJV]HXJQLV 8QEHGHQNOLFKNHLWVE

>ey pvhhhj•[g• aZ\•j_g• dhi•€ lZ i_j_deZ^ hhghk_pvdhx
¾ lZkihjl Z[h ihk\•^q_ggy hkh[b
¾ K\•^hpl\h ijh gZjh^`_ggy
¾ K\•^hpl\h ijh rex[ydsh }
¾ Ydsh } ^h\•^dZ ijh af•gm •f_g•
¾ LZ[ebqg_ j_axf_ a •gnhjfZp•}x ijh
  R aZ_jr_g_ gZ\qZggy
  R ihi_j_^gy jh[hlZ
  R ihi_j_^g} f•kp_ ijh`b\Zggy
  R >ZlZ lZ i•^ibk
¾ >hdZa ijh aZ_jr_gm f_^bqgm i•^]hlh\dm
  R >biehf Z[h i•^kmfdh\bc k_jlbn•dZl
  R \bly] a ^biehfm a ^_lZevghx •gnhjfZp•}x ijh \•^ijZpvh\Zg•]h^
  dh`gh]h ij_^f_lZ
  R l•^l_j^`_ggy ijZdlbqgh€ jh[hlb i•key dmjkm ydsh py jh[hlZ [
  gZ\qZggy gZijbdeZ^ klZ`m\Zggy •gl_jgZlmjZ
  R ljhn_k•cgZ e•p_ga•y e•p_ga•y ko\Ze_ggy MdjZ€gb
  R >hdZab i•^\bs_ggy d\Ze•n•dZp•€ lZ ijhn_k•cgh€ ^•yevghkl•
¾ ydsh fh`eb\h
  }>h\•^dZ ijh g_km^bf•klv a MdjZ€gb

:R NDQQ LFK PHLQH 2ULJLQDOXQWHUODJHQ EHJODXELJHQ ODV
>_ y fh`m aZk\•^qblb k\h€ hjb]•gZeb ^hdmf_gl•\"

)ROJHQGH 6WHOOHQ IHUWLJHQ EHJODXELJWH .RSLHQ DQ
¾ /DQGHVSU•IXQJVDPW
  - 0D[LP *RUNL 6WUD‰H +DOOH
    /3$ *HVXQGKHLWVEHUXIH#OYZD VDFKVHQ DQKDOW GH
¾ %HK|UGHQ] % 6WDGW XQG /DQGNUHLVYHUZDO
  KWWSV ZZZ QRWDUNDPPHU VDFKVHQ DQKDOW GH
¾ GHXWVFKH %RWVFKDIWHQ GHXWVFKH .RQVXODWH

+LQZHLVW]HQ 6LH GLH $QJHERWH YRQ JHPHLQQ•W]LJHQ 9HUHL
KDEHQ EHUHLWV (UFDKUXQJHQ XQG NHQQHQ HQWVSUHFKHQGH

AZk\•^q_g• dhi•€ \b]hlh\eyxlv lZd• mklZgh\b

¾ >_j`Z\gZ _daZf_gZp•cgZ kem`[Z
  R 0D[LP *RUNL 6WUD‰H +DOOH
    /3$ *HVXQGKHLWVEHUXIH#OYZD VDFKVHQ DQKDOW GH
¾ Hj]Zgb \eZ^b gZijbdeZ^ f•kvdZ lZ jZchggZ Z^f•g•kljZp•y Z[h
  KWWSV ZZZ QRWDUNDPPHU VDFKVHQ DQKDOW GH
¾ G•f_pvd• ihkhevkl\Z g•f_pvd• dhgkmevkl\Z

ljbf•ldZkdhjbklZcl_ky ijhihabp•yfb g_ijb[mldh\bo Zkhp•Zp•c lZ
f_j_` <hgb fZxlv ^hk\•^

:DV LVW EHL GHU hEHUVHW]XQJ]X EHDFKWHQ"
Sh ke•^ \jZoh\m\Zlb ijb i_j_deZ^•"

¾ $OOH IUHPGVSUDFKLJHQ 'RNXPHQWH P•VVHQ LQ GLH GHXW
:LFKWLJ LVW GDVV GHP hEHUVHW]HU GLH EHJODXELJWH .RS
¾ 'LH hEHUVHW]XQJ PXVV YROOVWlQGLJ HUIROJHQ 6LHJHO
XQG VRQVWLJH 9HUPHUNH JJI DXFK GHU 5•FNVHLWH P•VVH
¾ 'LH hEHUVHW]XQJ ZLUG QXU YRQ IROJHQGHQ 3HUVRQHQ DN]
○ HLQHU JHULFKWOLFK HUPlFKWLJWHQ 3HUVRQ |IIHQWOLF
hEHUVHW]HU GHU %XQGHVUHSXEOLN 'HXWVFKODQG RGHU
(XURSlLVFKHQ 8QLRQ RGHU
○ GHU GHXWVFKHQ %RWVFKDIW YRP GHXWVFKHQ .RQVXOD
¾ 'XUFK GHQ hEHUVHW]HU LVW GLH EHJODXELJWH .RSLH G
XQWUHQQEDU DQ GLH 2ULJLQDO•EHUVHW]XQJ]X KHIWHQ] %
DQ GHQ 9HUELQGXQJVVWHOOHQ XQG GLH 5LFKWLJNHLW XQ
EHVWlWLJHQ

+LQZHLVH]XU hEHUVHW]HU 6LH GLH $QJHERWH YRQ JHPHLQQ•W]LJHQ 9HUHLQ
KDEHQ EHUHLWV (UIDKUXQJHQ XQG NHQQHQ DXFK HQWVSUHFK

¾ Mk• ^hdmf_glb •gha_fghx fh\hx fZxlv [mlb i_j_deZ^_g• g•f_p
<Z`eb\h sh[m i_j_deZ^ZqZ [meZ aZ\•j_gZ dhi•y ^hdmf_gl•\
¾ I_j_deZ^ fZ} [mlb ih\gbf I_qZldb rlZfib Zihklbe• e_]Ze•aZp•y
fh`eb\h lZdh` gZ a\hjhl• ih\bgg• [mlb i_j_deZ^_g•
¾ I_j_deZ^ [m^_ ijbcgylh ebr_ lZdbfb hkh[Zfb
○ ijbagZq_gZ km^hf hkh[Z im[e•qgh ijbagZq_gbc • ijbky`gbc
N_^_jZlb\gh€ J_kim[e•db G•f_qqbgb Z[h •grh€ djZ€gb qe_gZ
Khxam Z[h
○ g•f_pvd_ ihkhevkl\h i_j_deZ^Zq \bagZgbc g•f_pvdbf dhgkmev
¾ I_j_deZ^Zq ah[h\¶yaZgbc ijbdj•iblb aZ\•j_gm dhi•x •grhfh\gh
g_jhajb\gh ^h hjb]•gZem i_j_deZ^m gZijbdeZ^ ijbdj•ib\rb k\hx i
a¶}^gZggy lZ i•^l_j^blb ijZ\bevg•klv • ih\ghlm i_j_deZ^m

Ijbf•ldZkdhjbklZcl_ky ijhihabp•yfb g_ijb[mldh\bo Zkhp•Zp•c lZ
f_j_` <hgb fZxlv ^hk\•^

8QWHUVW•W]XQJVP|JOLFKNHLWHQ EHLP $QHUNHQQXQJVSUR]HV
<Zj•Zglb i•^ljbfdb ijhp_km jhai•agZ\Zggy

,4 1HW]ZHUN 6DFKVHQ $QKDOW
$QHUNHQQXQJV XQG 4XDOLIL]LHUXQJVEHUDWXQJ
&DULWDVYHUEDQG I•U GDV %LVWXP 0DJGHEXUJ H 9
)UDX .DWKL .QDRIPRQH ± +DOEHUVWDGW
0RELO
LT JHVXQGKHLW#FDULWDV PDJGHEXUJ GH

)UDX 0HOLVVD +HQQLJHV ± 0DJGHEXUJ
7HO
0RELO
)D[
LT JHVXQGKHLW#FDULWDV PDJGHEXUJ GH

$QJHERWH YRQ 6SUDFKNXUVHQ 8QWHUVW•W]XQJ ZIKUHQG GH
(UODQJXQJ GHV 6SUDFKQLYHDXV %
Ijhihabp•€ fh\gbo dmjk•\ i•^ljbfdZ ijhly]hf mkvh]h ijhp_km i•key ^
fh\gh]h j•\gy %

,QVWLWXW I•U %HUXIVSIGDJRJLN H 9 1gklblml ijhn_k•cgh l_og
(ONH 2UORZVNL
7HO
0RELO
)D[
RUORZVNL#LES ELOGXQJ GH

:HQQ DOOH 8QWHUODJHQ YRUOLHJHQ GLH)DFKVSUDFKSU•I
(LQVWHOOXQJV]XVDJH HLQHU $U]WSUD[LV RGHU HLQHV .UDQ
%HUXIVHUODXEQLV YRP /DQGHVYHUZDOWXQJVDPW

AZ gZy\ghkl• \k•o ^hdmf_gl•\ ijhoh^`_ggy l_og•qgh]h l_klm\Zggy
hljbfZggy ijhihabp•c ijh jh[hlm \ e•dZjg• qb e•dZjg• \b hljbfZ}l_ ijh
\•^ H>:

/DQGHVYHUZDOWXQJVDPW ± Hn•k ^_j`Z\gh]h mijZ\e•ggy
(UQVW .DPLHWK 6WUD‰H
+DOOH 6DDOH

7HOHIRQLVFKHU .RQWDNW
DhglZdlgbc l_e_nhg
¾ 5HJLRQ +DOOH 6DDOH
¾ 5HJLRQ 0DJGHEXUJ
¾ 5HJLRQ 'HVVDX 5R‰ODX

:LH ODQJH JLOW GLH %HUXIVHUODXEQLV"
Ydbc l_jf•g ^•€ ^ha\hem gZ jh[hlm"

'LH %HUXIVHUODXEQLV ZLUG I•U -DKUH HUWHLOW XQG NDQQ
ZHUGHQ 'LHVH PXVV EHLP /DQGHVYHUZDOWXQJVDPW EHDQWUD
8QWHUODJHQ P•VVHQ HLQJHUHLFKW ZHUGHQ

Ijhn_k•cgbc ^ha\•e \b^Z}lvky gZ jhdb Z ihl•f fh`_ [mlb ijh^h\`_
f•kyp•\ >ey pvh]h g_h[o•^gh ih^Zlb aZy\m \ H>: lZ ih^Zlb \k• \bs_aZ

.RQWDNW]XP /DQGHVYHUZDOWXQJVDPW
A_jlZlbky ^h H>:

¾ 7HO
¾ (PDLO SD JHVXQGKHLWVEHUXIH#OYZD VDFKVHQ DQKDOW GH

$QWUlJH 9RUO>hJ^ZQdb±rZ[ehgb DQGHVYHUZDOWXQJVDPW 6DFKVH
,QIRUPDWLRQHQ

:LH NDQQ HV QDFK GHU %HUXIVHUODXEQLV ZHLWHUJHKHQ"
Yd \k fh` ijh^h\`m\Zlbky i•key ijhn k•cgh]h ^ha\hem"

:HQQ 6LH LQ %HVLW] GHU %HUXIVHUODXEQLV VLQG XQG GDQQ
N|QQHQ 6LH GLH $SSUREDWLRQ DOV $U]W HUKDOWHQ '
/DQGHSU•IXQJVDPW /DQGHVYHUZDOWXQJVDPW LQ +DOOH DE

$XFK DXI GLH .HQQWQLVSU•IXQJ NDQQ PDQ VLFK LQ EHUXIVEH

Ydsh m \Zk } ijhn_k•cgZ e•p_ga•y Z ihl•f ijhoh^blv lZd a\Zgbc l_k
hljbfZlb e•p_ga•x gZ f_^bqgm ijZdlbdm l_j_\•jdm agZgv ijh\h
_daZf_gZp•cgZ kem`[Z mijZ\e•ggy ^_j`Z\gh€ Z^f•g•kljZp•€ m =Ze
i•^]hlm\Zlbky ^h i_j_\•jdb agZgv m ihaZijhn•evg• dmjkb

$QJHERWHQ ZHUGHQ GLH .XUVH LQ 6DFKVHQ $QKDOW X D YRP
Dmjkb \ KZdkhg•€ :g]Zevl ijhihgmxlv

,QVWLWXW I•U %HUXIVSIGDJRJLN H 9 ± 1gklblml ijhn_k•cgh l_og
(ONH 2UORZVNL
7HO
0RELO
)D[
RUORZVNL#LES ELOGXQJ GH

0LW GHU $SSUREDWLRQ DOV $U]W NDQQ PDQ GLH VRJ :HLWHUE
VSH]LDOLVLHUHQ

A Zijh[Zp•}x yd e•dZjy fh`gZ jhaihqZlb lZd a\Zg_ i•^\bs_ggy d\Ze•n
lZ ki_p•Ze•aZp•€