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London
Stock Exchange Group

LSEG CIS & CEE CONFERENCE

FRIDAY 11 MARCH 2016

LONDON STOCK EXCHANGE
10 PATERNOSTER SQUARE, LONDON

MEETING REQUEST FORM

Name: _____

Email: _____

Company: _____

Contact No: _____

Please indicate the companies you would like to meet with, as well as meeting type, by clicking on the relevant boxes. Additionally please fill in your contact details, then resave the document and email back to: tomislav.bajic@intercapital.hr

RSVP BY 4 MARCH 2016

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MEETING REQUEST FORM

CEE Companies

OMV PETROM (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	ROMGAZ (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	KRKA Brane Kastelec, Finance Director Peter Skubić, Deputy Fin. Director <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	FONDUL PROPRIETATEA Grzegorz Konieczny, CEO Romania Marius Dan, IR Director <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>
HRVATSKI TELEKOM Davor Tomašković, CEO Elvis Knežević, IR Manager <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	TRIGLAV GROUP Uroš Ivanc, CFO <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	PETROL GROUP Igor Stebernak, CFO Barbara Jama Živalić, Head of Risk <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	VALAMAR RIVIERA Marko Čizmek, CFO Filip Močibob, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>
ATLANTIC GRUPA Zoran Stanković, CFO Ivana Barać, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	PODRAVKA GROUP Zvonimir Mršić, CEO Siniša Latinović, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	SAVA RE Mateja Treven, CFO Polona Pirš Župančič, Strategy <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	GORENJE (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>
HIDROELECTRICA Petronel Chiriac, CFO <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	POȘTA ROMÂNĂ (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>		

CIS Companies

NOVOLIPETSK STEEL (NLMK) Sergey Takhiev, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	POLYMETAL Elena Revenko, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	MAGNITOGORSK IRON AND STEEL WORKS (MMK) Andrei Serov, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	ROS AGRO Maxim Basov, CEO Sergey Tribunsky, First CEO Deputy <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>
CREDIT BANK OF MOSCOW (CBM) Eric de Beauchamp, CFO <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	TMK GROUP Igor Baryshnikov, Director of Strategy Marina Badudina, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	CHERKIZOVO Sergey Mikhailov, CEO Ludmila Mikhailova, CFO <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	TBC BANK Sean Wade, Head of Capital Markets <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>
MECHEL Alexey Lukashov, Head of IR <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	MD Medical Group (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	ER-TELECOM (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	AVITO (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>
SOVCOMFLOT (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	ULMART (TBC) <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	EUROOPT Andrei Matsiavin, CIO, Board Memb. <i>One to One</i> <input type="checkbox"/> <i>One to Few</i> <input type="checkbox"/>	

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CEE Companies:

Company description	Country	Market cap (EURm)	Sector
OMV Petrom is the largest oil and gas group in Southeastern Europe, with activities in the business segments of Upstream, Downstream Gas and Downstream Oil. OMV Petrom is the main crude oil producer in Romania and supplies around half of the internal gas production.	Romania	2,772	Oil & Gas
Romgaz is the largest natural gas producer and the main supplier in Romania. The company has a vast experience in the field of gas exploration and production. Romgaz undertakes geologic research in order to discover new gas reserves, produces methane by exploiting the reservoirs included in the company portfolio, stores natural gas in the underground deposits, interventions, workover and special operations on wells and technological transport.	Romania	2,039	Oil & Gas
Krka is one of the leading generic pharmaceutical companies in Central and Eastern Europe. Its core activity is pharmaceutical activity which contributes in greatest part to the business. In addition to prescription drugs and self-medication products, the Company also manufactures veterinary and cosmetic products. Supplementary activities are represented by the health-tourism activities.	Slovenia	2,015	Pharma Producer
Fondul Proprietatea is the largest regional and listed closed-end investment fund established by the Romanian government in 2005. The fund is currently managed by Franklin Templeton Investments, while its largest shareholder is Elliot Associates (21%). Approximately 50% of the fund's NAV is in listed companies with the remaining stake planned to be listed within the next couple of years. For years FP has been one of the engines of development of Romania's equity market by pushing the companies in its portfolio to improve corporate governance, discontinue political appointment of management and optimise operations, all aimed at increasing value for shareholders.	Romania	1,841	Fund
Hrvatski Telekom is the leading telecom operator in Croatia, counting 2.3m users in mobile, 1.1m in fixed, 0.7m in broadband and 0.4m in television services. It is 51% owned by Deutsche Telekom. The Company is one of the most profitable telcos in the broader region (EBITDA margin cca. 40%). Year 2015 was marked by restructurings and the consolidation of Optima Telekom.	Croatia	1,490	Telecoms
Triglav Group is the leading insurance/financial group in Slovenia and one of the leading groups in the South-East Europe. The Group's key business pillars are insurance, asset management, as well as their support activities.	Slovenia	539	Financial
Petrol Group is the leading Slovenian energy company which supplies oil and other energy-generating products in Slovenia and the region. Its distribution network of petrol stations enables it to offer a wide spectrum of services, including the sale of merchandise which account for an important part of Petrol's revenue.	Slovenia	532	Retail and energy
Valamar Riviera is the leading tourism group in Croatia, encompassing 10 percent of the country's categorised accommodation capacity. The company has a unique portfolio of hotels, apartment villages, camps and other tourist facilities on the west and east Istria coast, in the Kvarner region and in Dubrovnik. 2015 was marked by strong growth on the back of a good tourism season and minor takeovers.	Croatia	375	Tourism
Atlantic Grupa is one of the leading food companies in the region with the renowned regional brands which is, alongside the product range of external partners, supported by strong distribution systems. Atlantic Grupa's products are highly represented both in CIS and Western European countries and the product portfolio consists of beverages including coffee, instant vitamin drinks, soft drinks, teas and functional water, meat and fish savoury spreads, confectionary and salted snacks, sports and functional food assortment and cosmetics and personal care products.	Croatia	352	Food Consumer
Podravka operations are focused on two main pillars – FMCG and pharma. The Company is one of the largest branded food producers in Central, Eastern and South-Eastern Europe, while their company Belupo is the second largest pharmaceutical company in Croatia. Podravka marked the year 2015 by raising €67m to finance the takeover of Zito, a Slovenian food company. With the consolidation the company should gain 25% in sales and benefit from consolidation of the regional FMCG market.	Croatia	294	Food and Pharma Producer
Sava Re is the leading reinsurer in Slovenia, and an important primary insurer in both life and non-life segments. Outside of Slovenia it underwrites the global reinsurance products, while in the other former Yugoslavia markets (Croatia, Serbia, Montenegro, Macedonia and Kosovo) it offers primary insurance. Sava Re went public on Ljubljana Stock Exchange in June 2008, raising €42m.	Slovenia	215	Financial
Gorenje is one of SEE's leading household appliances manufacturers, involved in production of small and major appliances, heating, ventilation, air conditioning appliances and other home-related services.	Slovenia	106	Home Appliances

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Hidroelectrica is currently the most awaited privatisation story in Romania. The government might offer a 15% in the company via IPO by the end of this year or in 2017, i.e. as soon as the remaining claims are solved in the insolvency procedure. Hidroelectrica is Romania's largest electricity producer, using hydropower to cover approx. 30% of the market, with installed capacities amounting to 6,443 MW. The insolvency and reorganisation procedures that began in 2012 enabled the company to improve performance and operate with high margins and profitability. After the IPO Hidroelectrica would be the second largest Romanian company by market cap (EUR 2.9bn) according to the latest valuation published by Fondul Proprietatea.	Romania	N/A	Energy
Poșta Română is the national operator in the field of postal services in Romania. It is the sole supplier of universal service in any point on the Romanian territory. In 2015 the government tried to privatize the company after a failed attempt in 2013, but the sole interested bidder, Belgium's bpost, didn't submit a binding bid.	Romania	N/A	Postal Services

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CIS Companies:

Company description	Country	Market cap (EURm)	Sector
Novolipetsk Steel (NLMK) is a vertically integrated steel company with production capacity of over 17 million tonnes per year. NLMK produces a wide range of flat and long steel products that are used in a variety of industries, from construction and machine-building to the manufacture of power generation equipment and offshore windmills. NLMK has GDRs listed in London.	Russia	4,850	Steel Producer
Polymetal International is a holding company. The Company's subsidiary currently owns gold and silver mines and carries out operations in the Russian Federation and Kazakhstan. In addition, the Group produces a limited amount of copper concentrate as a by-product of producing gold at one of its processing centres.	Russia	3,400	Metals & Mining
Magnitogorsk Iron and Steel Works (MMK) is a global steel player and the largest rolled steel supplier in Russia (market share of c.20%). MMK is dual-listed on the Moscow Exchange (ordinary shares) and the London Stock Exchange (GDRs).	Russia	2,358	Metals and Mining
Ros Agro is an agricultural company. The Company is involved in manufacturing of sugar, oils and fats, meat and agricultural business activities. The company's shares are listed in London and Moscow.	Russia	1,625	Agricultural Producer
Credit Bank of Moscow (CBM) is a medium-sized universal bank operating in Moscow and Moscow region, rated 12th among Russian banks by assets. The bank services over 15,000 active corporate banking customers and over 930,000 retail banking customers through 61 offices and 21 cash offices, c. 5,400 payment terminals and over 920 ATMs. CBM's shares are listed on the Moscow Exchange.	Russia	1,009	Financial
TMK Group produces tubular products. The Company offers products such as oil country tubular goods (OCTG), line pipe, as well as pipes for industrial applications and provides services in heat treating, protective coating, premium connections threading, and warehousing. TMK serves customers worldwide. Its shares are traded in Moscow with GDRs listed in London.	Russia	574	Steel Producers
Cherkizovo Group is a meat manufacturer serving the poultry, pork and meat processing markets. The Company's vertically integrated structure includes grain storage facilities, feed production, livestock breeding, slaughtering, meat processing and integrated distribution. Cherkizovo's strategy is to consolidate the Russian meat market through organic growth and M&A.	Russia	533	Agricultural Producer
TBC Bank is a commercial bank. The Bank offers a range of banking products and services to its retail, corporate, SME and micro clients. TBC Bank operates in Georgia with GDRs listed in London.	Georgia	408	Banking
Mechel is involved in four business segments which include mining, steel, ferroalloy and power. The Company unites producers of coal, iron ore concentrate, nickel, steel, ferrochrome, ferrosilicon, rolled products, hardware, heat and electric power. Mechel is listed in Moscow with ADRs in the US.	Russia	290	Steel Producer
MD Medical Group is the leading and the most dynamic player on the Russian private healthcare market for women and children. The Company offers a full range of high-quality services from infertility treatment to diagnostics and treatment for all family members in a number of Russia's regions. MD Medical Group is the only Russian healthcare company that successfully completed an IPO in London and its shares have been listed on the London Stock Exchange in the form of GDRs.	Russia	254	Healthcare
ER-Telecom is a leading telecom operator in Russia providing triple play services (broadband internet access, cable and HD-television and landline communication) to residential and corporate customers. The Company covers 56 cities and is one of the top-2 Russian internet providers and one of the top-3 cable TV operators. The company accounted for 9% of Russian market of broadband Internet access and for 10% of cable TV market in 2015.	Russia	N/A	Telecoms
Avito is the largest web platform for free online classified ads in Russia and is a top-10 most visited website in Russian internet and has an average of 27m visitors per month.	Russia	N/A	Technology
Sovcomflot is Russia's largest shipping company and one of the global leaders in the maritime transportation of hydrocarbons, as well as the servicing and support of offshore exploration and oil & gas production.	Russia	N/A	Transport
Ulmart is Russia's first internet-retailer to exceed \$1 billion in sales, operating in more than 200 cities, offering the full range of products and delivering via its online market place.	Russia	N/A	Technology
Euroopt is a private company and the largest retail chain in Belarus, aiming to IPO in London within 12-18 months. In 2015 the company recorded roughly USD 1.9b in net sales, with a 24% gross margin and almost 7% EBITDA margin. Euroopt plans to deleverage (current net debt / EBITDA = 5.4x) before the IPO and mitigate capital structure risks.	Belarus	N/A	Retail Chains