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# **Ukrainian Equity Market**



**Ready to ride THE roller-coaster?** 

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## **Our top picks**

### Top picks summary

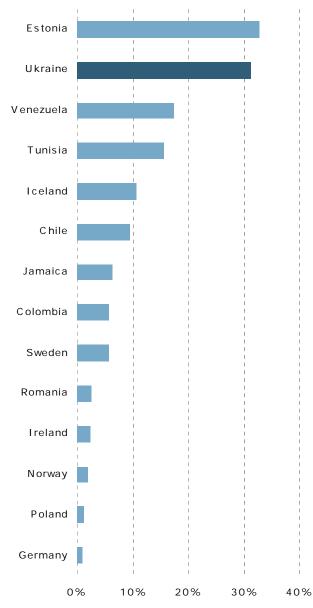


### Top performing markets, YTD

		Sector	МСар	FF	Target price	Upside
			USD mln	USD mln	USD	
Pivnichny Iron Ore	SGOK	Metals & Mining	2,618	15.7	1.92	69%
Azovstal	AZST	Metals & Mining	1,407	62.2	0.56	67%
Centralny Iron Ore	CGOK	Metals & Mining	762	5.3	1.28	97%
Khartsyzk Pipe	HRTR	Metals & Mining	410	8.2	0.32	105%
Motor Sich	MSICH	Machinery	546	185.6	350	33%
Kryukiv Wagon	KVBZ	Machinery	362	17.0	5.2	65%
Stakhaniv Wagon	SVGZ	Machinery	176	21.1	1.04	33%
Centrenergo	CEEN	Electricity	568	123.3	2.40	56%
Donbasenergo	DOEN	Electricity	221	31.4	19.7	110%
Raiffeisen Bank Aval	BAVL	Banking	1,169	44.4	0.062	29%
Ukrsotsbank	USCB	Banking	805	36.2	0.09	47%
Forum Bank	FORM	Banking	175	18.9	1.43	84%
Myronivsky Hliboproduct	MHPC LI	Agriculture	1,429	318.6	16.8	30%
Astarta Holding	AST PW	Agriculture	432	82.0	29.1	68%
MCB Agricole	4GW1 GR	Agriculture	46	11.3	6.15	128%
NordStar Pharmashare	4SI1 GR	Pharmaceuticals	278	19.4	7.4	47%



Source: Concorde Capital, PFTS, UX, Bloomberg



Source: Bloomberg



# Macro: On the right track

## Ukraine's ratings are up...



### Sovereign rating actions in 2010

### Ukraine's sovereign ratings, outlooks

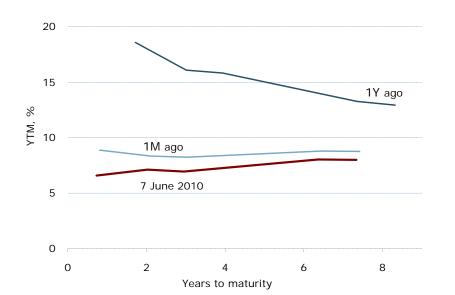
Mar 15 <sup>th</sup>	Moody's	S&P	Fitch
S&P upgraded Rating to B-	Aaa	AAA	AAA
(Outlook: Stable) from CCC+	Aa	AA	AA
	А	А	А
	Baa	BBB	BBB
Mar 17 <sup>th</sup>	Ba	BB	BB
Fitch revised Outlooks to Stable	B1	B+	B+
from Negative, affirms rating B-	B2 (Negative)	B (Stable)	В
May 17 <sup>th</sup>	В3	B-	B- (Stable)
S&P upgraded Rating to B	Саа	CCC	CCC
(Outlook: Stable) from B-	Са	CC	CC
	С	С	С

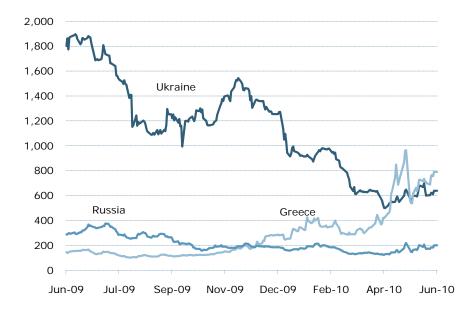
## ...while yields are down in 2010



### Ukraine's sovereign yield curve



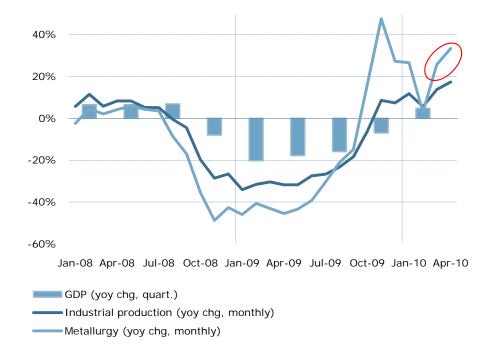




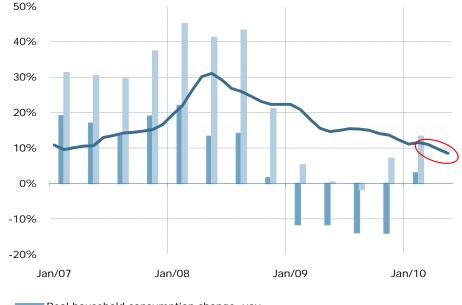
## Economic activity recovers, inflation eases



# Real growth is returning thanks to metallurgy



## Inflation drops below 10% in April-May, for the first time in 3 years



- Real household consumption change, yoy
- Nominal household consumption change, yoy

CPI change, yoy

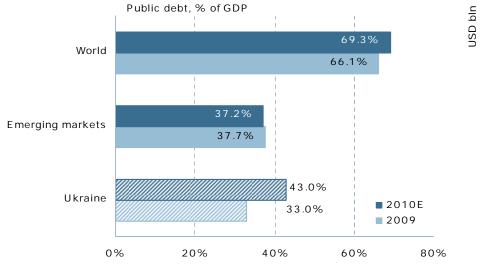
Source: State Statistics Committee of Ukraine

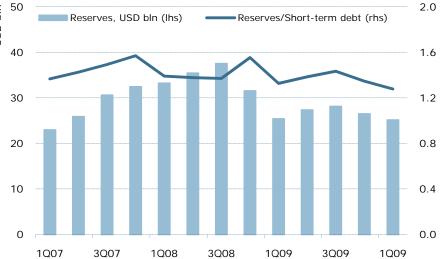
## Public debt and total external debt are in check



# Public debt size is at manageable 43% of GDP in 2010F

### NBU has enough reserves to cover shortterm external debt





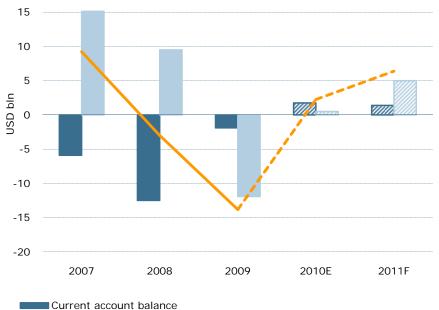
Source: State Statistics Committee of Ukraine, National Bank of Ukraine, IMF, Concorde Capital estimates

## **USD/UAH** stable as **BoP** improves



### BoP: from double deficit to double surplus

### USD/UAH is stable at 7.9-8.1 starting since November







Capital account balance 

Overall balance of payments

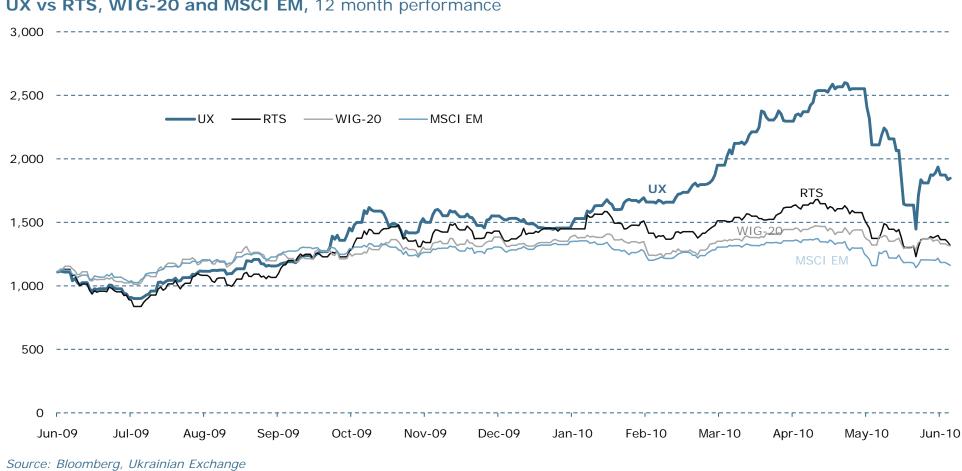
Source: National Bank of Ukraine, UkrDealing, Concorde Capital estimates



# Equities: Back to most liquid

## UX index volatility: Thrill not for faint-hearted

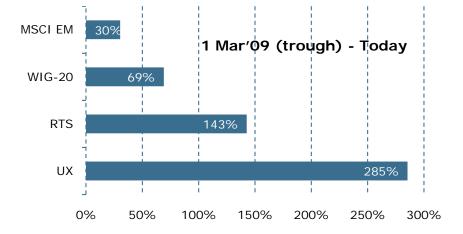


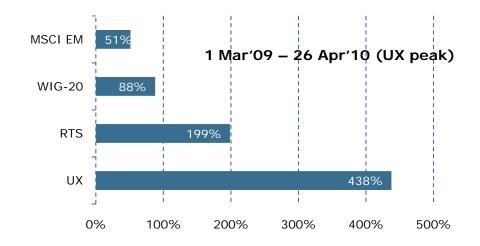


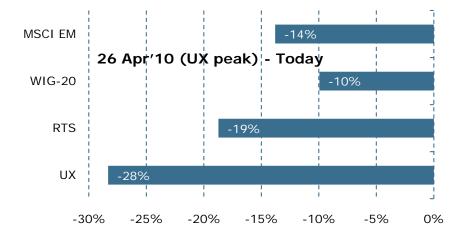
UX vs RTS, WIG-20 and MSCI EM, 12 month performance

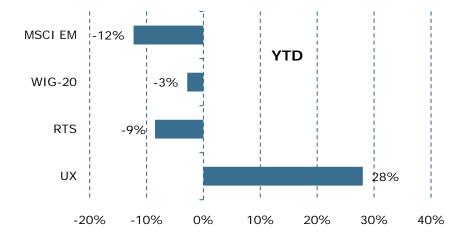
## Despite recent correction, the UX outperforming YTD



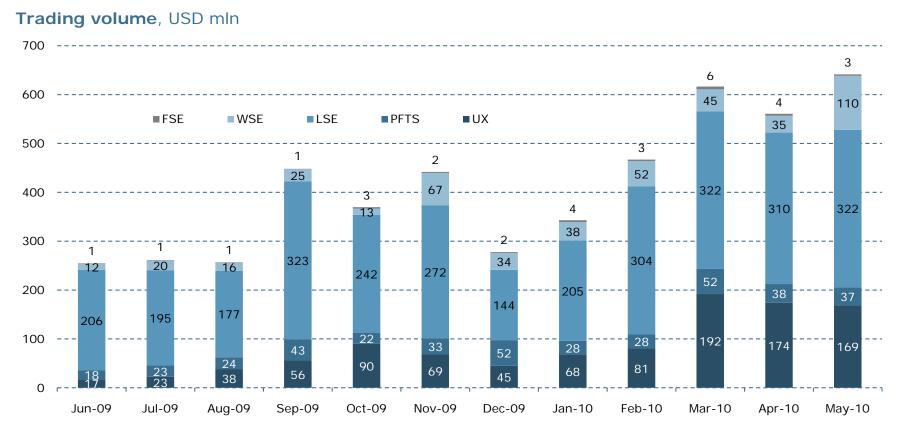








## LSE leader by trading volume, local liquidity on the rise



Source: PFTS, UX, Bloomberg

## **Sector barometer**



Machinery	outperform	Depends on external demand, mainly from Russia, with whom relations are improving. Railway machinery has been recovering at the fastest rate: traded railcar makers beat their 2005- 2008 monthly average output.	Consumer, retail	under- perform	Recovery in domestic demand expected to be slow and deleveraging painful. Fundamentally these sectors will see only a marginal improvement in 2010. Respective stocks (illiquid small caps en masse) are set to underperform in the current year.
Agriculture	outperform	We expect strong operating and financial results. Depends on bank loan availability, global commodity prices. Soon cancellation of the moratorium on agri land sale not likely. Less liquid stocks in the sector expected to outperform in 2010.	Oil & Gas	market perform	We note the government's traditionally high attention to the sector. Specific cases carry higher sensitivity: Cadogan Petroleum (license dispute) and Ukrnafta (wrestling for control between the government and Privat group).
Metals & Mining	market perform	We expect domestic steel & iron ore output to grow 10% and 6- 9%, respectively, in 2010. Exports are reviving, prices are up. We prefer iron ore due to strong financials, high margins and favorable price outlook, and then liquid names in steel.	Real Estate	under- perform	Fundamentals remain weak. Stagnation in construction continues; property prices for all segments will stay low. Demand depressed due to lack of mortgage lending and bank loans, slow pace of economic recovery.
Utilities	outperform	GenCos' margins will benefit from an expected 15% wholesale electricity price growth. GenCos privatization likely in 1H11- a price trigger. Privatization of Oblenergo stakes should resume. GenCos are set to outperform in 2010.	Banks	market perform	Depends on rate of recovery in the real economy and the regulatory environment (i.e. FX lending restrictions, tight monetary policy). Banks still have high share of NPLs (20-25%) and lack cheap, long funding sources.

**Our recommendations for stock-picking** 



Stay with liquid names in steel, agriculture, energy and banking
 Given uncertain global outlook, liquidity is king again
 Following correction in May, blue chips look attractively valued

• Fundamentally strong less liquid plays suitable for long term buyers We recommend second tier *mining*, *pipe*, *agri*, *machinery and pharmaceuticals* 

Keep cash and debt in check
 Low Debt/Equity, Debt/EBITDA ratios; profitability; parent backup

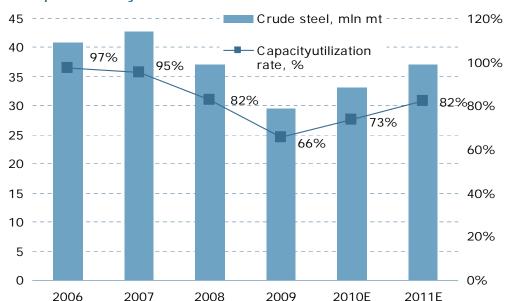
### Hryvnya stability should encourage investing in UAH-based assets



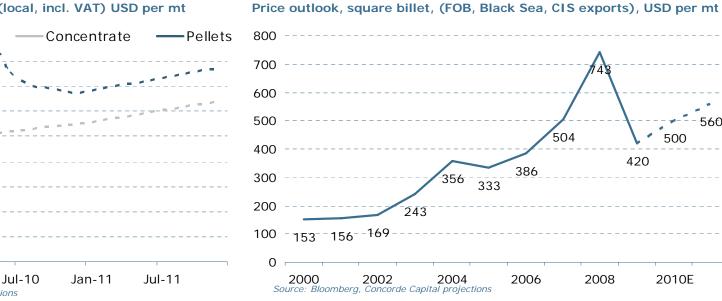
# Metals & Mining: Stay with integrated

## Metals&Mining: Look at iron ore

- In 4M10, Ukrainian steelmakers increased output 22.0% yoy to 11.3 mln mt, while iron ore output grew 30% yoy
- Despite recent correction of 20%, steel prices gained ~15-20% YTD, and we expect them to grow by another +5-10% by the end of 2010
- Iron ore and pellets prices jumped 50% and 75% YTD respectively and gained 150%-200% from their lows in 2009



#### **Steel production dynamics**



Source: Company data, Concorde Capital projections

### Price outlook, pellets, concentrate (local, incl. VAT) USD per mt

180

160

140

120

100

80

60

40

20 0

Jan-09

Jul-09

Source: Company data, Concorde Capital projections

Jan-10



## **Steel top pick: Azovstal**



### Azovstal

PFTS/UX ticker:	AZST
MCap, USD mln:	1,407
FF,%:	4.4%
FF, USD mln:	61.9
Current price, USD	0.34
Target price, USD:	0.56
Upside:	67%
Net Debt/EBITDA10E	0.6x
Net debt/Equity 10E:	0.1x

• Backed by SCM, Ukraine's largest business group

• Secured supply of raw materials thanks to sourcing internally within Metinvest Holding (100% sufficient in iron ore and coal), has own coke production

• In 4M09 increased steel output by 62.4% yoy to 1.9 ths mt

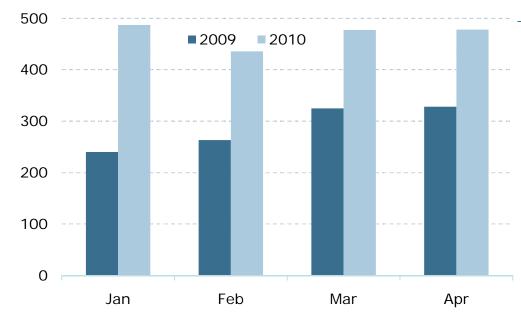
- One of the most liquid stocks on the UX (avg. daily tr. vol.  $\sim$  USD 500 ths in June)

### Peer valuation

	Мсар	EV.		EV/EBITDA	
	USD mln	10E	11E	10E	11E
UKRAINE					
Azovstal	1,401.3	0.5	0.4	5.1	2.9
GEM					
Arcelormittal	4,580.7	0.9	0.7	5.5	4.2
CIA SIDERURGICA-CSN	22,500.8	2.7	2.1	6.2	4.7
Gerdau S.A.	17,669.0	1.3	1.0	6.5	4.6
Usiminas	12,558.1	1.9	1.5	7.2	5.1
Angang Steel Co	8,330.1	0.9	0.8	5.6	4.5
Baoshan	15,766.3	0.7	0.6	4.7	3.8
China Steel Corp	12,143.1	1.9	1.6	8.6	8.4
Maanshan Iron&Steel	3,798.6	n/a	n/a	n/a	n/a
Pz New St.&Vanadium	6,748.5	1.1	1.0	14.9	8.9
Whiron & Steel Co.	5,381.5	0.7	0.6	5.0	4.0
Steel Authority	17,565.9	1.6	1.6	6.4	5.7
Tata Steel Ltd	9,005.2	0.8	0.7	5.9	5.1
Eregli Demir Celik	4,087.5	1.3	1.0	8.7	6.5
Average		1.3	1.1	7.1	5.4
Russia peers					
Evraz Group S.A.	10,701.0	1.2	0.9	5.7	3.8
Magnitogorsk Iron	9,498.2	1.8	1.4	9.1	5.8
Novolipetsk	15,882.1	2.0	1.7	6.5	5.2
Severstal	11,084.7	0.9	0.7	5.8	4.3
Average		1.5	1.2	6.8	4.8
AZST price Implied by GEM peers		0.77	0.87	0.48	0.63
Implied by Rus. peers		0.86	0.87	0.46	0.03
implied by Rus. peels		0.00	0.90	0.40	0.50
Upside/Downside to GEM a	vg.	131%	160%	44%	90%
Upside/Downside to Russia	n avg.	159%	171%	37%	67%

Source: Bloomberg, Company data, Concorde Capital calculations

### AZST steel production in Jan-Apr of 2009-2010, mt ths



## Iron Ore top picks: Pivnichny and Centralny Iron Ore

· Backed by SCM, Ukraine's largest business

Stable demand from Metinvest-related

• In 4M09, increased iron ore and pellets output by 19% and 39% yoy, respectively • Iron ore prices skyrocketed 150%-200%

• In October 2009, launched deliveries to China where iron ore trades at +15..+20%

 One of the most liquid stocks in metals & mining universe (average daily trading

• Plans to increase pellet production capacity by 17% in 2H 2010 to 14 mln

group

mt/year

steel companies

from their lows in mid 2009

premium to Ukrainian prices

volume ~USD 200 ths in June)



### **Pivnichny Iron Ore**

SGOK
2,618
0.6%
15.7
1.13
1.92
69%
0.2x
0.1x

#### Peer valuation

	Мсар	EV/	S	EV/EBITDA	
	USDmln	10E	11E	10E	11E
UKRAINE					
Centralny Iron Ore	762.0	1.4	1.2	2.5	2.1
Pivnichny Iron Ore	2,618.0	1.7	1.4	3.0	2.5
Average		1.8	1.5	3.6	2.9
DEVELOPED MARKETS					
Bhp Billiton Plc	168,478.9	3.3	2.4	6.9	4.4
Valedo Rio Doce	139,236.2	3.7	2.8	7.2	5.2
Rio Tinto Plc	105,847.0	2.1	1.7	4.6	3.7
Xstrata Plc	42,301.9	1.7	1.5	4.4	3.5
Aanglo Aamerican Plc	50,173.1	2.0	1.7	5.1	4.0
Vedanta Resources	8,882.2	1.0	0.6	2.5	1.4
Antofagasta Plc	12,713.8	2.5	1.6	3.9	2.5
Average		2.3	1.8	5.0	3.5
CGOK price					
Implied by Ukrainian peers		0.85	0.84	0.93	0.88
Implied by DM peers		1.07	0.97	1.28	1.08
Upside/Downside to Ukrainian avg.		30%	29%	42%	35%
Upside/Downside to Developed avg.		64%	49%	97%	65%
SGOK price					
Implied by Ukrainian peers		1.21	1.23	1.38	1.33
Implied by DM peers		1.54	1.43	1.92	1.65
Upside/Downside to Ukrainian avg.		6%	8%	21%	17%
Upside/Downside to Developed avg.		36%	26%	69%	45%

### **Centralny Iron Ore**

			Implied by DM peers
PFTS/UX ticker:	CGOK	<ul> <li>Backed by SCM, Ukraine's largest business</li> </ul>	Upside/Downside to Ukrainian avg.
MCap, USD mln:	762.0	group	Upside/Downside to Developed avg.
FF,%:	0.7%	<ul> <li>Stable demand from Metinvest-related</li> </ul>	Source: Bloomberg, Company data, Concor
FF, USD mln:	5.3	steel companies	
Current price, USD	0.65	• In 4M09, increased pellets and iron ore	
Target price, USD:	1.28	output by 0.4% and 43.2% yoy, respectively	
Upside:	97%	<ul> <li>Iron ore prices skyrocketed 150%-200% from their lows in mid 2009</li> </ul>	
Net Debt/EBITDA10E	0.0x	<ul> <li>We expect CGOK to increase its sales by</li> </ul>	
Net debt/Equity 10E:	0.0x	90% to USD 69 mln and grow 3x its EBITDA (to USD 38 mln) in 2010	

corde Capital calculations

## Pipes top pick: Khartsyzk Pipe



### **Khartsyzk Pipe**

PFTS/UX ticker:	HRTR
MCap, USD mln:	410.1
FF,%:	2.0%
FF, USD mln:	8.2
Market price, USD	0.16
Target price, USD:	0.32
Upside:	105%

0.0x

0.0x

Net Debt/EBITDA10E Net debt/Equity 10E:

- Payout of UAH 600 mln in dividends expected following AGM on June 25 (UAH 0.23 per share, 19% div. yield at cur. price)
- Paid out 90-95% of net income in
- dividends 4 years in a row
- · Secured tube strip deliveries from related Azovstal
- Merger with Azovstal possible in 2011
- · Benefits from small percentage of fixed cost in total costs (10%-20%) in case of instability on the pipe market
- Launched new production line in May 2010 (invested USD 33 mln), which will increase assortment of products
- New contracts from Russian and EU gas companies expected in 2H10-2011 (in excess of USD 500 mln)
- Most likely will produce pipes for modernization of Ukrainian gastransportation system (2011-2013)
- One of the most transparent companies in Ukrainian metals&mining sector

### Peer valuation

	Мсар	EV/	'S	EV/EBITDA	
	USD mln	10E	11E	10E	11E
UKRAINE					
Khartsyzsky Pipe Plant	396.9	0.9	0.6	4.1	2.5
DEVELOPED MARKETS					
Tenaris SA-ADR	20,311.1	2.4	1.6	8.8	5.4
National Oilwell Varco Inc	14,477.1	1.0	0.9	4.2	4.2
Vallourec	9,203.6	1.8	1.4	9.3	5.7
Tmk-GDR	3,273.8	1.3	1.0	7.3	5.1
Maruichi Steel Tube Ltd	1,668.4	0.8	0.7	5.4	4.3
Maharashtra Seamless Ltd	563.2	1.5	1.2	5.5	5.0
Tubacex SA	361.5	1.1	0.9	12.5	6.7
Average		1.4	1.1	7.6	5.2
HRTR price					
Implied by Ukrainian peers avg., USD	)/share	0.16	0.16	0.20	0.26
Implied by DM peers avg., USD/share	9	0.27	0.28	0.26	0.32
Upside/Downside to Ukrainian avg.		2%	6%	32%	73%
Upside/Downside to Developed avg.		63%	73%	68%	109%

Source: Bloomberg, Company data, Concorde Capital calculations

## **Steel: Key financials**



USD mln	2008	2009	2010E	2011E
Azovstal				
Net revenues	4148.8	1849.9	2572.8	3254.6
EBITDA	555.5	120.0	308.7	488.2
EBITDA margin	13.4%	6.5%	12.0%	15.0%
NI	360.0	-14.8	115.8	260.4
Net margin	8.7%	-0.8%	4.5%	8.0%
Shareholder Equity	1224.7	1289.6	1405.4	1665.7
Net Debt	108.7	170.0	170.0	0.0
USD mln	2008	2009	2010E	2011E
Pivnichny Iron Ore				
Net revenues	2067.6	844.1	1595.3	1912.7
EBITDA	922.6	322.3	925.3	1109.4
EBITDA margin	44.6%	38.2%	58.0%	58.0%
NI	683.4	163.8	546.7	601.4
Net margin	33.1%	19.4%	34.3%	31.4%
Shareholder Equity	1193.1	1458.2	2005.0	2606.3
Net Debt	683.4	163.8	150.0	120.0
USD mln	2008	2009	2010E	2011E
Centralny Iron Ore				
Net revenues	901.8	284.9	543.5	639.7
EBITDA	465.7	101.6	304.3	358.2
EBITDA margin	51.6%	35.7%	56.0%	56.0%
NI	362.5	31.2	136.0	180.0
Net margin	40.2%	11.0%	25.0%	28.1%
Shareholder Equity	556.9	872.5	1008.5	1188.5
Net Debt	43.4	15.0	10.0	5.0
USD mln	2008	2009	2010E	2011E
Khartsyzsky Pipe Plant				
Net revenues	705.6	619.9	464.9	627.6
EBITDA	319.9	122.8	88.3	160.0
EBITDA margin	45.3%	19.8%	19.0%	25.5%
NI	239.3	75.7	55.8	116.1
Net margin	33.9%	12.2%	12.0%	18.5%
		100 (		071 F
Shareholder Equity Net Debt	294.3 0.7	199.6 -4.4	255.4 1.0	371.5 1.4

Source: Company data, Concorde Capital projections



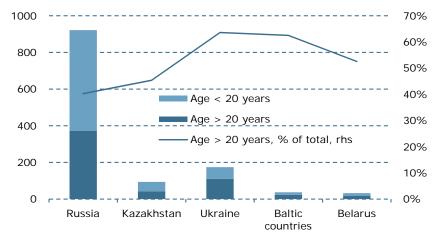
# Machinery: Propped by demand from Russia

## Railcar manufacturers: demand on the upswing



- Demand for cargo railcars rebounding in the CIS, driven by revival of commodity shipments
- Ukrainian manufacturers increased their market share in the CIS during the upswing to 44% in 4M10 from 35% in depressive 2009
- Increased bargaining power of railcar manufacturers thanks to currently high capacity utilization helps boost profits: EBITDA mgn 14-15% in 1Q10 vs. 6-13% in 3Q-4Q09
- LT demand driven by heavy need for replacement of railcar rolling stock in the CIS, est. at 500 ths in 2011-15

CIS rolling stock fleet in a bad need for replacement, ths units



\* Service lifetime for railcars varies from 22 to 28 years Source: Bloomberg, Company data, Concorde Capital projections

#### **Railcar manufacturing peers**

91					
	MCap	EV/EBI1	DA	P/E	
	USD mln	10E	11E	10E	11E
Stakhaniv Wagon	176	6.3	5.1	10.0	8.7
Kryukiv Wagon	362	5.3	4.0	7.9	6.3
Global peers					
American Railcar Industries	278	15.1	6.8	n/m	377.6
Freightcar America	297	n/m	8.6	n/m	35.0
Greenbrier Companies	276	9.6	7.7	n/m	34.2
Trinity Industries	1,570	6.2	5.1	34.7	15.8
Const Y Auxiliar De Ferr	1,362	5.1	4.6	9.2	8.6
Kinki Sharyo Company Ltd	310	n/a	n/a	9.0	8.9
United Group	1,748	8.5	7.3	14.3	12.1
Nippon Sharyo Ltd	645	n/a	n/a	18.4	17.6
China Motor Corp	779	8.8	8.1	22.0	16.5
Jinxi Axle Company Ltd	388	12.3	10.0	32.4	22.6
lochpe Maxion	787	6.7	5.7	12.5	10.3
Taiyuan Heavy Industry	1,224	8.5	n/a	12.9	12.1
		8.5	7.3	14.3	16.2
Price SVGZ, USD per share					
Implied by peer median		1.0	1.1	1.1	1.4
Upside/Downside		30%	38%	36%	77%
Price KVBZ, USD per share					
Implied by peer median		5.0	5.5	5.7	8.1
Upside/Downside		58%	73%	82%	157%

Source: Bloomberg, Company data, Concorde Capital projections

## **Railcar manufacturers: Top picks**



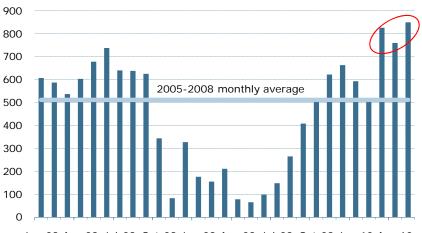
### Kryukiv Wagon: BUY

PFTS/UX ticker:	KVBZ	<ul> <li>Output of freight railcars is 3.3x up yoy in 4M10, monthly output in the last 6M exceeded pre-crisis</li> </ul>
MCap, USD mln:	362	average
FF, %:	4.7%	<ul> <li>Transport sector reform pack announced by the President this June stipulates replacement of 30% of</li> </ul>
FF, USD mln:	17	passenger rolling stock in Ukraine by 2014, implying
Last price, USD:	3.16	demand for 900 passenger railcars (est. worth ~ USD 900 mln, produced only by Kryukiv Wagon)
Target price, USD:	5.2	<ul> <li>Likely to get an order for ~2 ths railcars from Brunswick Rail (~35% of 2010E output). The latter is</li> </ul>
Upside:	65%	planning to place an order for c. 7 ths railcars with Ukrainian plants in 2010-12
Net Debt/EBITDA10E	-0.1x	•Only sector play with zero debt
Net debt/Equity 10E:	Оx	

### Stakhaniv Wagon : BUY

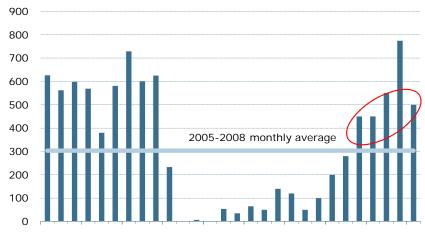
PFTS/UX ticker:	SVGZ	•Output of freight railcars up 14x yoy in 4M10, monthly output in the last 5M exceeded pre-crisis average
MCap, USD mln:	176	•EBITDA mgn at historical high of 15% in 1Q10 vs.
FF, %:	12%	10% in 4Q09
FF, USD mln:	21	•Likely to get an order for ~5 ths railcars from
Last price, USD:	0.78	Brunswick Rail (~90% of 2010E output). The latter is planning to place an order for c. 7 ths railcars with
Target price, USD:	1.04	Ukrainian plants in 2010-12
Upside:	33%	
Net Debt/EBITDA10E	0.3x	
Net debt/Equity 10E:	0.1x	

### Kryukiv Wagon monthly output, cargo railcars



Jan-08 Apr-08 Jul-08 Oct-08 Jan-09 Apr-09 Jul-09 Oct-09 Jan-10 Apr-10 Source: Company data, Promishlennie gruzi

### Stakhaniv Wagon monthly output, cargo railcars



Jan-08 Apr-08 Jul-08 Oct-08 Jan-09 Apr-09 Jul-09 Oct-09 Jan-10 Apr-1

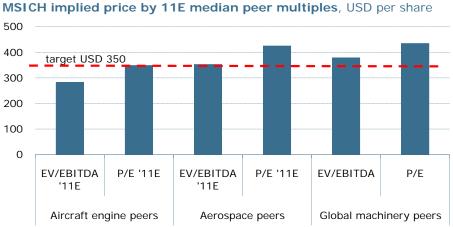
Source: Company data, Promishlennie gruzi

## Motor Sich: bet on Ukraine-Russia interdependency



PFTS/UX ticker: MCap, USD mln: FF, % FF, USD mln: Current price: Target price: Upside:	MSICH 546 34% 184 USD 262 USD 350 33%	<ul> <li>Posted impressive 24% yoy sales growth in 2009 vs. overall machinery sector decline in Ukraine by 45%.</li> <li>A 19% top line growth projected for 2010E, driven by a USD 110 mln contract with India</li> <li>Offers a new generation of jet and helicopter engines that fit Russian state sponsored programs</li> </ul>
Net debt/ Equity 10E: Net debt/ EBITDA	0.1x	• Three of four new Russian/Ukrainian regional passenger jets (An-140, An- 148 and Tu-334) require Motor Sich engines (TV3-117, D-436)
10E:	0.3x	<ul> <li>Forecasted 10E EBITDA margin of 30% is the highest among its peers</li> <li>USD-denominated sales hedge against FX risks related to USD- denominated debt</li> </ul>

•Disappointing 1% dividend payout for a strong 2009 year



<sup>100</sup> 

Source: Bloomberg, Company data, Concorde Capital projections

### Motor Sich peer multiples

	MCap	EV/EBI		P/E	
	USD mln	10E	11E	10E	111
Motor Sich	546	3.6	4.7	5.5	7.4
Aircraft engine peers					
IHI Corporation	2,328	6.0	5.1	15.1	9.
Ufimskiye Motors	120	5.8	4.9	4.1	2.
Magellan Aerospace Corp	42	3.5	3.1	3.7	2.
Sichuan Chengfa	356	19.4	17.3	40.9	33.
MTU Aero Engines	2,880	7.0	6.2	15.3	13.
Median		6.0	5.1	15.1	9.9
Price MSICH, USD per share					
Implied by engines peer median		455.3	282.9	725.5	349.
Upside/Downside		73%	8%	176%	339
Aerospace peers					
Boeing Co	46,347	8.2	7.1	16.2	13.
Lockheed Martin	28,756	5.8	5.5	10.5	10.
Cobham	3,843	7.0	6.3	11.8	11.
EADS	15,752	3.3	2.8	24.4	16.
Finmeccanica	6,029	3.9	3.6	7.5	6.
Meggitt PLC	2,999	8.0	7.2	12.3	10.
Safran SA	11,016	7.8	6.3	20.3	14.
Dassault Aviation	7,240	6.3	5.8	18.8	15.
Textron	5,149	11.1	6.5	32.2	11.
Zodiac SA	2,796	11.3	9.2	20.1	14.
Median		7.4	6.3	17.5	12.
Price MSICH, USD per share					
Implied by aerospace peer median	l	572.5	353.1	842.0	425.
Upside/Downside		118%	34%	221%	629
Global machinery peers					
United Technologies Corp	60,006	7.4	6.6	13.9	12.
Honeywell International Inc	31,176	8.0	7.0	15.9	13.
ABB	38,550	7.5	5.6	14.6	11.
Siemens	78,742	7.7	6.9	14.6	12.
Median		8.4	9.4	14.4	15.
Price MSICH, USD per share					
Implied by global machinery peer	median	588.4	379.1	703.5	435.
Upside/Downside		124%	44%	168%	669

Source: Bloomberg, Company data, Concorde Capital projections

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## Machinery: Key financials



USD mln	2009	2010E	2011E	USD mln	2008	2009	2010E
Kryukiv Wagon				Stakhaniv Wagon			
Net revenues	182.0	391.6	505.5	Net revenues	58.6	267.0	322.5
EBITDA	18.2	78.3	96.0	EBITDA	5.5	29.3	35.5
EBITDA margin	10.0%	20.0%	19.0%	EBITDA margin	9.4%	11.0%	11.0%
Net income	9.2	54.8	68.9	Net income	-7.2	17.6	20.2
Net margin	5.0%	14.0%	13.6%	Net margin	-12.3%	6.6%	6.3%
Shareholder equity	150.5	205.3	246.8	Shareholder equity	48.4	66.0	81.0
Net debt	-2.2	-7.8	-37.5	Net debt	-10.8	8.8	3.4

USD mln	2009	2010E	2011E
Motor Sich			
Net revenues	480.1	555.2	611.0
EBITDA	156.8	166.6	122.2
EBITDA margin	32.7%	30.0%	20.0%
Net income	95.0	100.0	73.3
Net margin	19.8%	18.0%	12.0%
Shareholder equity	318.8	413.8	483.5
Net debt	63.6	48.6	33.6

Source: Bloomberg, Concorde Capital calculations



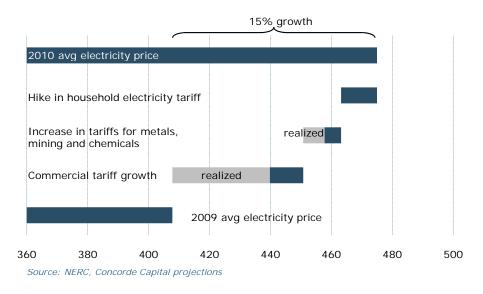
# **Electricity generation: Sector liberalization on the agenda**

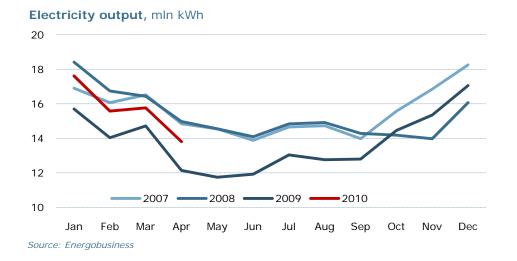
## GenCos: Sector liberalization on the agenda

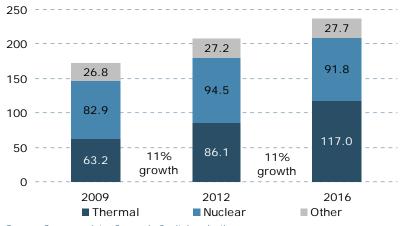


- Electricity market reform, announced by President Viktor Yanukovych, stipulates liberalization of electricity pricing, which would allow GenCos to sell directly to end-users at higher prices
- Clear intention by the new government to privatize all four GenCos by 2014, first auction may be announced already in 4Q10
- Capacities of Ukrainian GenCos are among the least utilized in the world; listed GenCos are in a prime position to feed domestic demand when it increases in the mid and long-term. We project 11% CAGR in GenCos output in 2010-16

#### Electricity price drivers in 2010







### Electricity generation in Ukraine by type of producer, mln kWh

Source: Company data, Concorde Capital projections

## **GenCos: Top picks**

### **Centrenergo: BUY**

PFTS/UX ticker:	CEEN
MCap, USD mln:	568
FF, %:	21.7%
FF, USD mln:	123.1
Last price, USD:	1.54
Target price, USD:	2.4
Upside:	56%
Net debt/ EBITDA 10E:	2.8x
Net debt/Equity 10E:	0.5x

**Donbasenergo: BUY** 

PFTS/UX ticker:	DOEN
MCap, USD mln:	221
FF, %:	14.2%
FF, USD mln:	31.4
Last price, USD:	9.38
Target price, USD:	19.7
Upside:	110%
Net debt/ EBITDA 10E:	1.7x
Net debt/Equity 10E:	0.4x

•Expected 15% increase in electricity price in 2010 should improve EBITDA margin to 5% from 0% in 2009, according to our estimates

 Investment allowance of USD 32 mln approved by NERC in Nov 2009 should help increase EBITDA margin by additional 2 pp in 2010-2015

•Receipt of EUR 150 mln loan from European banks for power unit modernization (6.5% share in total installed capacity) is likely in 2010 after disputes over previous loan are solved. Modernized unit will be 4-8% more cost efficient and work with 1.5-2x higher capacity utilization

•Most liquid GenCo stock, monthly average trading volume amounted to USD 6 mln over the last 6M

•Only GenCo to increase output in 2009, 10% yoy vs. the sector aggregate of a 15% yoy decline

•Only GenCo to work purely on anthracite coal, which is available in excess in the long-term. Close location to coal mines allows savings of ~5% in COGS on transportation costs

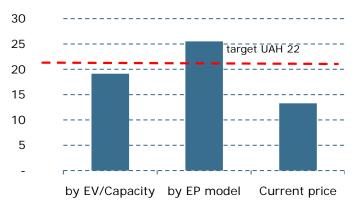
•200 MW power unit modernization announced on 8 June. We expect this investments to be 70% financed through tariff increase, modernized unit will be 4-8% more cost efficient and work with 1.5-2x higher capacity utilization

•Expected 15% increase in electricity price in 2010 should improve EBITDA margin to 6% from 4% in 2009, according to our estimates

•Least efficient GenCo by fuel consumption (4-9% more than its peers) per MWh produced

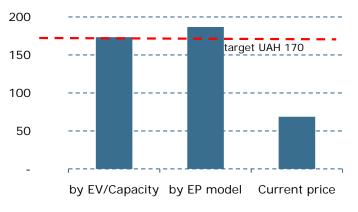


### Centrenergo implied price, UAH per share



Source: Bloomberg, Company data, Concorde Capital





Source: Bloomberg, Company data, Concorde Capital

## **GenCos: Key financials**



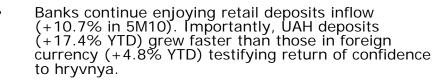
USD mln	2008	2009	2010E	USD mln	2008	2009	2010E
Centrenergo				Donbasenergo			
Net revenues	887.0	574.2	694.1	Net revenues	419.2	331.1	389.0
EBITDA	45.1	-0.2	34.7	EBITDA	44.6	12.5	23.4
EBITDA margin	5.1%	0.0%	5.0%	EBITDA margin	10.7%	3.8%	6.0%
Net income	-37.5	-32.4	2.0	Net income	2.9	-4.3	7.0
Net margin	-4.2%	-5.6%	0.3%	Net margin	0.7%	-1.3%	1.8%
Shareholder equity	264	225	189.5	Shareholder equity	118.6	105.8	99.6
Net debt	98	93	98	Net debt	47.6	40.7	39.9

Source: Company data, Concorde Capital



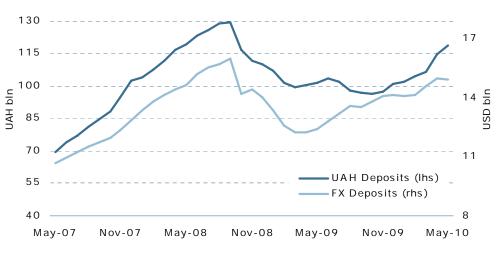
# Banks: On the way to recovery

## **Banks: Stabilization continues**



- Banks are still reluctant to lend: gross loan portfolios rose just 1% in 4M10. This is due to poor asset quality (average system NPLs stand at est. 25% of loan portfolios) and still high uncertainty about economic prospects.
- With loan portfolios unchanged and deposits flowing in, banks' liquidity is improving, as their total cash and equivalents averaged UAH 46.6 bln in 4M10 vs. UAH 34.9 bln over 2009. With cash in hand and economic and political stabilization, banks are set to restart lending in coming months.



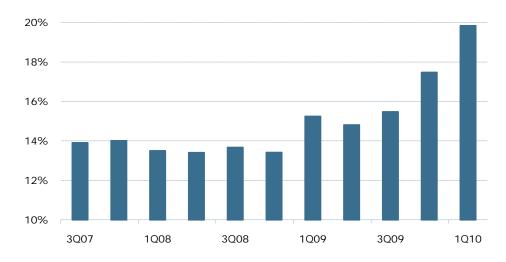


#### Retail deposits recovering

Source: National Bank of Ukraine



#### Regulatory capital to RWA ratio (CAR) improved across the system



Source: National Bank of Ukraine

\* Cash and equivalents include Cash accounts at the NBU, investments into UAH fixed income instruments

Source: National Bank of Ukraine

Banks' cash and equivalents (UAH bln)

## Banks: Top picks

### Ukrsotsbank (Unicredit group)

PFTS/UX ticker:	USCB
MCap, USD mln:	805
FF,%:	4.5%
FF, USD mln:	36.2
Target price, USD:	0.093
Upside:	47%

### **Raiffeisen Bank Aval**

PFTS/UX ticker:	BAVL
MCap, USD mln:	1,169
FF,%:	3.8%
FF, USD mln:	44.4
Target price, USD:	0.062
Upside:	29%

• Supported by parent UniCredit Group (~50% of liabilities)

- Strong retail deposits inflow of 8.2% in 1Q10 vs. system avg of +3.8%
- CAR of 16.4% at end-1Q10, has USD 100 mln subordinated loan from EBRD
- One of the best Cost/Income ratios in the sector: 33% in 2009-1010 (4q rolling)
- Most liquid local banking stock
- Boasts Ukraine's third largest retail branch network; Ukraine's #4 largest bank by assets (USD 6.8 bln)
- Shareholders approved UAH 932 mln (USD 116.5 mln) share capital increase in October. Attracted USD 150 mln in subordinated debt from EBRD at end-2009. CAR of 16.8% at end-1010

• In March RZB Chairman Christian Konrad said Raiffeisen considers reducing its exposure to Eastern Europe. Market rumors are that Russian Sberbank contemplates buying Aval currently.

### Forum Bank (Commerzbank group)

PFTS/UX ticker:	FORM
MCap, USD mln:	175
FF, %:	10.7%
FF, USD mln:	18.9
Target price, USD:	1.43
Upside:	84%

Shareholders approved UAH 2.4 bln (USD 300 mln, 2.1 times) charter fund increase in March'10 (FORM's CAR should go up to ~30%, from 17.3% as of end-1Q10). This was accompanied by Commerzbank consolidation of ~90% stake (up from 63%)

• Retail deposits inflow of +10.6% in 1Q10, vs. sector avg of +3.8%. Loans/Deposits ratio dropped to 230% as of end-1Q10 (253% at end-2009)

• Low interest rate margin (3.6% in 1Q10, 4q rolling) as a downside of attracting relatively expensive (vs. loans from parent) retail deposits

• Launched operating costs optimization program (C/I of 76% in 2009, 100% in 2009-1Q10, 4q rolling)



#### Peer valuation

		МСар	P/B	P/I
	Country	USD mln	2010F	2011
Domestic peer group				
Ukrsotsbank (Unicredit group)	Ukraine	805	1.19	0.9
Raiffeisen Bank Aval	Ukraine	1,169	1.32	1.1
Forum (Commerzbank group)	Ukraine	175	0.87	0.8
International peer group				
Bank Pekao	Poland	11,794	2.00	1.9
РКО ВР	Poland	13,526	2.05	1.8
BZ WBK	Poland	4,171	2.14	1.9
ING BSK	Poland	2,731	1.66	1.4
Bank Millennium	Poland	1,526	1.29	1.1
Getin Holding	Poland	2,025	1.57	1.3
Komercni Banka	Czech Republic	6,147	1.80	1.6
OTP Bank	Hungary	5,591	0.97	0.8
Sberbank	Russia	47,060	1.64	1.3
VTB	Russia	24,164	1.27	1.2
Bank of Moscow	Russia	4,810	1.55	1.5
Vozrozhdenie	Russia	734	1.36	1.1
Bank St Petersburg	Russia	813	1.15	0.9
Halyk Bank	Kazakhstan	2,650	1.88	1.5
Kazkommertsbank	Kazakhstan	2,533	1.15	1.0
Akbank	Turkey	19,375	1.90	1.6
Garanti Bank	Turkey	17,063	1.73	1.4
Median			1.64	1.4
USCB Price, USD				
Implied by international peer me	dian		0.087	0.09
Upside/Downside			38%	57%
BAVL Price, USD				
implied by international peer mee	lian		0.059	0.06
Upside/Downside			24%	349
FORM Price, USD				
implied by international peer med	lian		1.47	1.3
Upside/Downside			89%	799

Source: Bloomberg, Company data, Concorde Capital calculations

## **Banks: Key financials**

USD mln	2009E	2010E	2011E
Ukrsotsbank			
Net Loans portfolio	4,522	4,334	4,825
Total assets	4,934	4,700	5,225
Total equity	243	159	338
Net interest income	395	345	334
Net income	16	(21)	179
Loans/Deposits	329%	297%	292%
Costs/Income	33.1%	33.0%	37.0%
Interest rate margin	7.3%	6.7%	6.6%
RoE	2.4%	(3.1%)	23.6%
USD mln	2009	2010E	2011E
USD mln RB Aval	2009	2010E	2011E
	<b>2009</b> 5,219	<b>2010E</b> 5,395	<b>2011E</b> 6,006
RB Aval			
RB Aval Net Loans portfolio	5,219	5,395	6,006
RB Aval Net Loans portfolio Total assets	5,219 6,145	5,395 5,970	6,006 6,248
RB Aval Net Loans portfolio Total assets Total equity	5,219 6,145 852	5,395 5,970 1,086	6,006 6,248 1,308
RB Aval Net Loans portfolio Total assets Total equity Net interest income	5,219 6,145 852 570	5,395 5,970 1,086 512	6,006 6,248 1,308 512
RB Aval Net Loans portfolio Total assets Total equity Net interest income Net income	5,219 6,145 852 570 (237)	5,395 5,970 1,086 512 235	6,006 6,248 1,308 512 222
RB Aval Net Loans portfolio Total assets Total equity Net interest income Net income <i>Loans/Deposits</i>	5,219 6,145 852 570 (237) <i>190%</i>	5,395 5,970 1,086 512 235 <i>178%</i>	6,006 6,248 1,308 512 222 <i>178%</i>

USD mln	2009	2010E	2011E
Forum Bank			
Net Loans portfolio	1,737	1,804	2,009
Total assets	1,971	2,011	2,236
Total equity	108	218	240
Net interest income	98	101	114
Net income	(175)	33	22
Loans/Deposits	229%	205%	196%
Costs/Income	83.6%	75.0%	70.0%
Interest rate margin	4.5%	4.7%	5.0%
RoE	(100.8%)	13.3%	5.2%

Source: Companies' data, Concorde Capital calculations



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# Agriculture: Fueled by demand for food

## Myronivsky Hliboproduct

LSE ticker:	MHPC LI	<ul> <li>Larg</li> </ul>
MCap, USD mln:	1,428.8	43% s
FF, %	22.3	<ul> <li>Vert</li> </ul>
FF, USD mln:	318.6	self-si
Current price:	USD 12.9	• Sun
Target price:	USD 16.8	130 m hedgii
Upside:	30%	Stro
		EBITC
Net debt/ Equity		vs. 19
10E:	0.84x	• Issu
Net debt/ EBITDA		exten
10E:	2.20x	mln n
		Dlan

gest domestic poultry producer: share in chicken meat output

tical integration warrants ~83% sufficiency in fodder needs

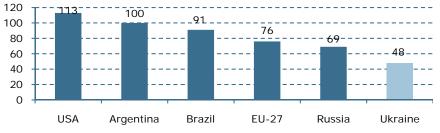
- nflower oil exports, to bring USD
- mln (+28% yoy) in sales in 10E, ing FX risks

ong operating efficiency secures DA margin of 26-29% in 2010-11E 9-22% for global peers

ued USD 330 mln Eurobonds & nded maturity of current USD 250 notes (both mature in 2015)

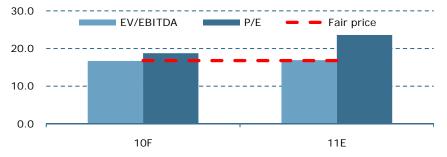
· Plans to start construction of Vinnytsya factory in 10E (will add 17% of cap-ties by 13E) and to grow land bank by 75% to 350 ths ha by 13E Most liquid Ukr. agricultural stock

### Ukraine's meat consumption vs. peers in 2009, kg/capita



Source: Company data, Concorde Capital calculations

### MHPC LI implied price by median peer multiples, USD/sh



Source: Bloomberg, Company data, Concorde Capital calculations

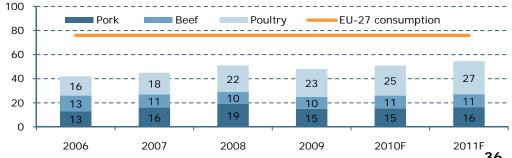


### Myronivsky Hliboproduct peer multiples

	Мсар	EV/EBIT	DA	P/E	
	USD mln	10F	11E	10F	11E
UKRAINE	1400 77	0.5		10.7	( 0
Myronivsky Hliboproduct	1428.77	8.5	6.5	10.7	6.9
Poultry and meat EM					
BRF - BRASIL FOODS SA	11,181.9	12.1	9.0	37.6	19.7
CHINA YURUN FOOD GROUP LTD	4,922.5	15.5	12.7	19.6	16.3
CHAROEN POKPHAND FOODS PUB	4,109.1	8.5	7.9	11.7	11.2
UNIVERSAL ROBINA CORP	1,182.9	5.8	5.3	11.1	10.1
CHERKIZOVO GROUP-GDR REG S	1,162.9	9.8	7.5	11.6	8.6
Median		9.8	7.9	11.6	10.1
Agriculture EM					
WILMAR INTERNATIONAL LTD	25,894.9	10.7	9.4	14.1	12.7
ASTRA AGRO LESTARI TBK PT	3,372.9	8.1	7.0	13.1	11.5
PP LONDON SUMATRA INDONES PT	1,283.3	7.6	6.6	12.6	11.3
SAO MARTINHO SA	905.0	7.1	5.6	19.1	15.6
SLC AGRICOLA SA	737.7	16.0	9.1	96.4	22.6
BLACK EARTH FARMING LTD-SDR	356.5	18.3	8.9	185.0	14.9
PGG WRIGHTSON LTD	286.6	8.3	7.3	17.9	10.3
RAZGULAY GROUP-CLS	205.5	6.3	5.6	15.8	11.9
Median		8.2	7.1	16.9	12.3
MHP Price					
Implied by P&M EM peers avg., USD/share		16.75	18.34	18.76	21.33
Upside/Downside to EM avg		30%	42%	45%	65%
Implied by Agri EM peers avg., USD/share		16.64	15.45	56.55	25.85
Upside/Downside to DM avg		29%	20%	338%	100%

Source: Bloomberg, Company data, Concorde Capital calculations

#### Ukraine's meat consumption by types of meat, kg/capita



Source: Company data, Concorde Capital calculations



## Myronivsky Hliboproduct: Key financials



USD mln	2009	2010E	2011E
Myronivsky Hliboproduct, USD mln			
Net revenues	711.0	870.7	1,047.0
EBITDA	271.0	227.3	305.9
EBITDA mgn	38%	26%	29%
Net Income	160.0	134.0	206.8
Net mgn	23%	15%	20%
Shareholder equity	494.4	598.1	775.2
Net Debt	490.6	499.6	560.7
Net debt/EBITDA	1.81	2.20	1.83
Net debt/Equity	0.99	0.84	0.72

Source: Company data, Concorde Capital projections

## **Astarta Holding**



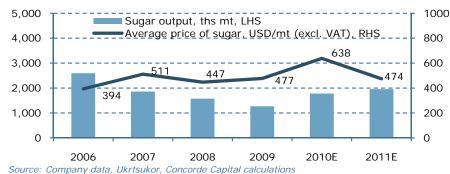
WSE ticker: MCap, USD mln:	AST PW 431.6	<ul> <li>Largest domestic su 18% share in output; made to largest Ukr.</li> </ul>
FF, % FF, USD mln:	19.0 82.0	Vertical integration     sufficiency in beets
Current price: Target price: Upside:	USD 17.3 USD 29.1 68%	•The most efficient su consumes ~28% less beets processed vs. U
Net debt/ Equity		Boasts 30-40% cro to domestic peer ave
10E: Net debt/ EBITDA	0.70x	<ul> <li>Plans to grow crops by 34% to 504 ths m</li> </ul>
10E:	1.50x	<ul> <li>Benefits from sugar Astarta's sales should</li> </ul>

<ul> <li>Largest domestic sugar producer:</li> </ul>
18% share in output; 80% of sales are
made to largest Ukr. FMCG producers
<ul> <li>Vertical integration ensures 90%</li> </ul>
sufficiency in beets
•The most efficient sugar producer:

s natural gas/mt of Ukr. average

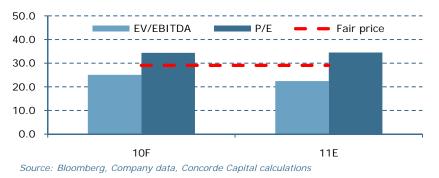
op yields premium erage

- s & oilseeds harvest nt in 2010
- ar deficit in Ukraine: d grow by 51% yoy to USD 263 mln in 2010



### Ukraine's sugar output (LHS) vs. sugar price (RHS)

### AST PW implied price by median peer multiples, USD/sh



### Astarta Holding peer multiples

		EV/EBIT		P/E	
	Mcap USD mln	10F	11E	10F	11E
	030 11111	TUP	IIE	IUF	IIE
UKRAINE					
ASTARTA HOLDING NV	431.61	5.6	5.5	6.3	6.3
Sugar Producting EM					
SHREE RENUKA SUGARS LTD	910.6	4.3	5.3	5.9	10.6
NANNING SUGAR INDUSTRY CO -A	658.0	n/a	n/a	16.5	24.0
MRIYA AGRO HOLDING -GDR REGS	534.3	7.1	5.8	8.1	6.7
KHON KAEN SUGAR INDUSTRY PCL	533.9	11.6	9.6	17.5	14.4
BAJAJ HINDUSTHAN LTD	445.3	7.0	7.0	11.5	17.5
RAZGULAY GROUP-CLS	205.5	6.3	5.6	15.8	11.9
TSUKROVYY SOYZ UKRROS-GDR	47.4	11.0	10.0	7.2	4.6
Median		7.1	6.4	11.5	11.9
Sugar Producing DM					
SUEDZUCKER AG	3,401.7	6.0	5.8	13.1	11.3
TATE & LYLE PLC	3,213.6	7.4	6.7	13.7	11.7
AGRANA BETEILIGUNGS AG	1,069.0	7.3	6.3	13.4	13.5
Median		7.3	6.3	13.4	11.7
ASTARTA Price					
Implied by EM peers avg., USD/share		27.17	24.31	32.20	35.35
Upside/Downside to EM avg		57%	41%	87%	105%
Implied by DM peers avg., USD/share		22.97	20.52	36.54	33.62
Upside/Downside to DM avg		33%	19%	112%	95%

Source: Bloomberg, Company data, Concorde Capital calculations

#### Beets processed, ths mt, LHS Sugar produced, ths mt, LHS Share of own beets, %, RHS 3,000 100% 84% 71% 90% 90% 90% 2,000 42% 50% 1,000 0 0% 2010E 2011E 2006 2007 2008 2009 38 Source: Company data, Concorde Capital calculations

### Astarta's sugar output (LHS) vs. share of beets, produced in-house (RHS)

## Astarta Holding: Key financials



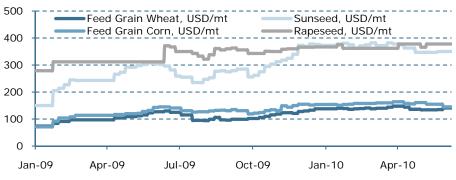
USD mln	2009	2010E	2011E
Astarta Holding, USD mln			
Net revenues	173.9	263.1	271.7
EBITDA	70.7	106.5	100.5
EBITDA mgn	41%	41%	37%
Net Income	41.5	68.3	68.9
Net mgn	24%	26%	25%
Shareholder equity	167.2	229.9	304.5
Net Debt	124.9	160.3	117.0
Net debt/EBITDA	1.77	1.50	1.16
Net debt/Equity	0.75	0.70	0.39

Source: Company data, Concorde Capital projections

## **MCB Agricole Holding AG**

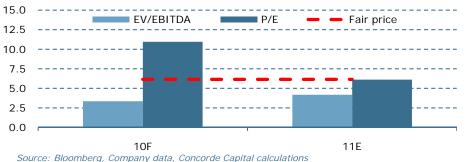
4GW1 GR 46.4 24.4 11.3 USD 2.70 USD 6.15 128%	<ul> <li>Large domestic grain producer, controls 96 ths ha of farmland, diversified across Central, Southern and Western Ukraine</li> <li>20-30% crop yields premium to average Ukrainian yields, aided by modern agronomy technologies</li> <li>Grew spring crops area 2.3x in 2010, which increased total planted acreage by 8.7% yoy to 78.1 ths ha in 2010</li> </ul>
0.12x	Is forecast to harvest 212.9 ths mt
0.65x	(+12% yoy) of crops in 2010, boosting sales by 36% yoy to USD 43.9 mln on the back of strong grain prices
	46.4 24.4 11.3 USD 2.70 USD 6.15 128% 0.12x

Low leverage



Source: Bloomberg





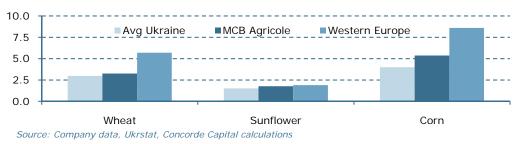


### MCB Agricole Holding AG peer multiples

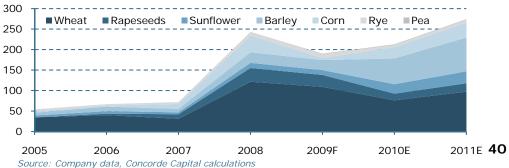
	Мсар	EV/EBITDA		P/E	
	USD mln	10F	11E	10F	11E
UKRAINE					
MCB AGRICOLE HOLDING AG-GDR	46.39	7.9	4.4	11.6	5.6
Grain growing EM					
KERNEL HOLDING SA	1,305.8	8.1	5.9	9.9	8.1
SLC AGRICOLA SA	737.7	16.0	9.1	96.4	22.6
CRESUD S.ASPONS ADR	611.4	5.4	5.1	11.1	16.6
MRIYA AGRO HOLDING -GDR REGS	527.5	7.0	5.7	8.0	6.6
BLACK EARTH FARMING LTD-SDR	351.0	18.1	8.8	182.2	14.7
RAZGULAY GROUP-CLS	205.5	6.3	5.6	15.8	11.9
SINTAL AGRICULTURE-REG S GDR	103.0	7.1	7.0	7.3	8.8
Median		7.1	5.9	11.1	11.9
MCB AGRICOLE Price					
Implied by G&G EM peers avg., USD/share		3.35	4.18	10.95	6.11
Upside/Downside to EM avg		24%	55%	306%	127%

Source: Bloomberg, Company data, Concorde Capital calculations

### Agricole's yield for major crops vs. Ukr. and European yields, mt/ha



### MCB Agricole Holding AG agricultural production volumes, mt



### Ukraine's prices for key agricultural crops, USD/mt

## MCB Agricole Holding AG: Key financials



USD mln	2009E	2010E	2011E
MCB Agricole Holding AG, USD mln			
Net revenues	32.3	43.9	61.4
EBITDA	3.1	6.4	11.1
EBITDA mgn	10%	15%	18%
Net Income	1.5	4.0	8.2
Net mgn	5%	9%	13%
Shareholder equity	29.5	33.5	41.8
Net Debt	4.4	4.2	2.2
Net debt/EBITDA	1.40	0.65	0.20
Net debt/Equity	0.15	0.12	0.05

Source: Company data, Concorde Capital projections



# Pharmaceuticals: Rich in cash thanks to fat margins

## Nord Star Pharmashare (Darnytsia)

FSE ticker:

FF, %

Upside:

09E:

09E:

MCap, USD mln:

FF, USD mln:

Current price:

Net debt/ Equity

Net debt/ EBITDA

Target price:

4SI1 GR

277.8

7.0

19.4

47%

n/m

n/m

USD 5.0 USD 7.4



### Darnytsia peer multiples

<ul> <li>In 2009 UAH-nominated sales</li> </ul>		Мсар	EV/EBITDA		P/E	
increased 37% yoy to UAH 609		USD mln	10F	11E	10F	11E
mln (USD-nominated declined 10%						
yoy to 72 mln), EBITDA was USD	UKRAINE					
41 mln, up 52% yoy	Nord Star Pharmashare	258.6	5.3	4.9	7.2	6.8
	DEVELOPED MARKETS					
• As of May 2010, the company	KRKA	2,831.5	8.1	7.4	14.1	13.1
was debt free and its cash balance	Richter Gedeon Nyrt.	3,605.0	9.9	8.6	15.9	14.0
was USD 20 mln	Pharmstandard-Cls	2,683.3	10.6	8.3	15.4	12.3
<ul> <li>The company is targeting net</li> </ul>	Egis Plc	634.7	4.9	4.0	9.7	8.5
sales in 2010 of UAH 703 mln	Ranbaxy Laboratories Ltd	3,876.4	13.5	12.4	20.2	19.2
(USD 88 mln) and an EBITDA	Zhejiang Hisoar Pharm-A	433.3	n/a	n/a	43.5	29.6
	Sanofi-Aventis	77,840.8	5.3	4.9	7.6	7.4
margin of 50%-55%	Stada Aarzneimittel AG	2,143.8	8.8	8.0	14.3	12.7
<ul> <li>In 2010, the company is planning</li> </ul>	Hikma Pharmaceuticals Plc	1,963.3	12.4	10.4	20.0	16.7
to increase its promotion budget	Teva Pharmaceutical Ind LTD	48,631.7	9.3	8.2	11.7	10.4
3.5 times to UAH 42 mln (USD 5.3	Mylan Inc	5,645.7	6.7	5.6	8.0	6.5
mln) and boost its share of	King Pharmaceutical Inc	1,967.1	4.5	3.7	11.6	10.7
	Ono Pharmaceutical Co Ltd	4,735.0	9.7	8.7	18.4	17.2
"promo" sales (promoted generic	Shionogi & Co Ltd	6,412.8	6.8	5.4	14.1	11.8
drugs that are Darnitsa branded)	Towa Pharmaceutical Co Ltd	1,066.0	n/a	n/a	16.5	15.9
from 22% of 2009 sales to 38% in	Sawai Pharmaceutical Co Ltd	1,362.6	8.8	7.3	19.9	16.4
2010	Pharmacy Chain 36,6-Cls	247.0	10.4	4.3	-	-
<ul> <li>The company is going to invest</li> </ul>	Pharmstandard-Reg S GDR	3,189.7	12.5	9.1	18.0	13.3
~USD 15 mln to bring itself in line	Veropharm-CLS	330.0	7.2	5.4	10.5	7.7
with GMP (Good Manufacturing	Abbott Laboratories	72,856.3	7.8	6.8	11.3	10.1
	Glaxosmithkline Plc	89,133.4	6.4	6.0	10.0	9.7
Products) standards by February	Pfizer Inc	120,266.1	4.3	3.9	6.9	6.6
2011	Roche Holding AG-BR	117,937.1	8.2	7.3	11.8	10.6
	Cvs Caremark Corp	43,412.2	6.5	5.9	11.6	10.6
	Richter Gedeon Nyrt.	3,605.0	9.9	8.6	15.9	14.0
	Walgreen Co	29,313.7	6.4	5.5	13.4	11.4
	Median		8.1	7.0	12.9	11.2
	Nord Star Price					
	Implied by DM peers median, U	Implied by DM peers median, USD/share		6.75	8.28	6.91
		Upside/Downside to DM peers median		35%	66%	38%

Source: Bloomberg, Company data, Concorde Capital calculations

## Nord Star: Key financials



USD mln	2009	2010E
Nord Star		
Net revenues	72.0	90.0
EBITDA	41.0	45.0
EBITDA mgn	57%	50%
Net Income	36.7	36.0
Net mgn	51%	40%
Net Debt (Net cash)	(18.0)	(35.0)

Source: Company data, Concorde Capital projections

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