

28 September 2011

Milkiland

Rising milk costs after loss of state subsidy are not being passed on

- We lower our target price to EUR 7.6 per share (PLN 33.6) to reflect worsened dairy markets and increased cost of equity, but remain bullish on the stock: BUY, upside of 75%
- Milkiland's 1H11 financial results were below our expectations: top line growth was 5% y-o-y to EUR 127.5 mln vs. our forecast of 15%
- We see Milkiland's business, with commodity inputs and consumer good outputs, as one of the few in the Ukrainian equity universe that could benefit from a commodities downturn

Rising milk costs after loss of state subsidy are not being passed on.

Milkiland is not fully passing through the rising price of raw milk, a key input, which is squeezing profit margins. Input cost growth and an unexpectedly generous bonus to the previous CEO led Milkiland's EBITDA margin to decline by 6 pp y-o-y to 12% in 1H11.

Interim revenue figures missed our forecasts. Milkiland's top line growth of 5% y-o-y to EUR 127.5 mln in 1H11 was below our expectations of 15% growth, with consumption volumes stagnating as a reaction to high dairy prices.

No turnaround coming in 2H11... We expect dairy markets in Russia and Ukraine to remain sluggish in absolute volumes in 2H11, as dairy prices tend to move higher in the second half of the year, which should suppress consumption. In margins, we expect a slight 1 pp decrease in 2H11 to 14% on adj. EBITDA vs. 1H11: positives from cheese production cycle seasonality should be offset by ruble depreciation, which makes Milkiland's exports to Russia less profitable.

... but the long-term investment case is still attractive.

- Cheese prices in Russia should remain above those in Ukraine, helping to maintain Milkiland's EBITDA margin at 13%-14% over 2011-20
- Both Russian and Ukrainian dairy consumption per capita should move toward levels elsewhere in Eastern Europe, which implies 3.5%-7.0% CAGRs over the next five years
- Milkiland remains a processing business with commodity inputs and consumer good outputs, which means lower margins when commodities are growing and higher when commodities are falling, as consumer goods prices are less volatile than commodities

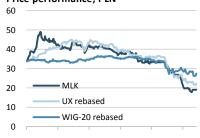
Target price cut in half; we reiterate BUY. We lower our target price for Milkiland to EUR 7.6 per share (PLN 33.6) from EUR 14.8 per share (PLN 58.7), which reflects a more pessimistic view of the market in 2011-12, an increase in cost of equity and lower peer multiples. Since the publication of Milkiland's disappointing 1H11 financial results on August 29, the stock has fallen 28% (vs. the UX's -17%, and WIG-20's -7%). We reiterate our BUY recommendation.

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Bloomberg	MLK PW
Reuters	MLKA.WA
Recommendation	BUY
Price (27 Sep 11), EUR	4.35
12M price target, EUR	7.60
Price (27 Sep 11), PLN	19.2
12M price target, PLN	33.6
Upside	75%
No of shares, mln	31.25
Market Cap, EUR mln	136.1
Performance since IPO	-43%
Range since IPO, EUR	12.2/4.2
ADT, 12M, EUR mln	0.07
Free float, %	22.4%
Free float, EUR mln	30.5

Note: Milkiland listed on December 3, 2010. Exchange rate used: 4.40 PLN per EUR. Prices as of Sept. 27, 2011

Price performance, PLN



Dec-10 Jan-11 Mar-11 May-11 Jul-11 Sep-11

Source: Bloomberg, UX



Dairy processors not passing through rising milk costs

Loss of state subsidies forces Milkiland to absorb rising milk costs

Raw milk costs increased to 59% of revenues in 1H11 from 49% in 1H10, as the government abolished its subsidy system (which exempted processors from paying VAT on raw milk purchased from households) as of January 1, 2011, and has yet to introduce a replacement mechanism.

Raw milk producer subsidy s	vstem	comparison
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Milk producer	Share in milk supply	Old subsidy system	New subsidy system (since 1 January 2011)
Households	80% of Ukraine`s total (46% of Milkiland)	Processors retain VAT on raw milk and pass it on to households	Processors pay VAT. Households are able to certify their cows and reclaim VAT on a special banking account. In practice, processors pay the previous price including VAT, while households do not reclaim VAT
Farms	20% of Ukraine`s total (54% of Milkiland)	Farms pay VAT to a special account, from which they get it back	(no changes)

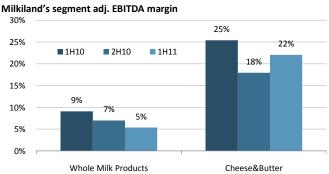
Source: Tax Code, Concorde Capital

Our talks with market players indicate they do not expect the government to introduce a new subsidy system for households in the near future.

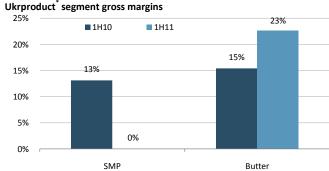
To counteract rising raw milk prices, Milkiland is working on the creation of cooperatives among households. Under this scheme, households rent their cows to the cooperative and get around a 5% markup to non-cooperative milk prices, while the cooperative is eligible to reclaim VAT (20%). The quality of milk produced by the cooperatives is higher and allows for the production of higher-margin cheeses, according to Milkiland. The company expects to collect up to 15% of its milk supplies from cooperatives until yearend.

Raw milk price growth not absorbed in whole milk and skimmed milk product pricing

Milk processors, including Milkiland, were generally unable to pass through increased raw milk costs onto consumers in whole milk and skimmed milk production in 1H11 (adj. EBITDA margin decreased in WMP from 9% in 1H10 to 5% in 1H11), while the increased costs were absorbed in cheese and butter segment (margin was relatively stable y-o-y: 25% in 1H10 vs. 22% in 1H11).







*We use Ukrproduct figures as a reference for margin changes at Milkiland since Milkiland ceased to report its SMP and butter as separate segments.

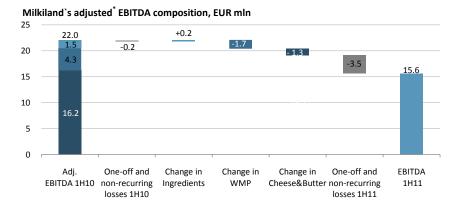
Source: Ukrproduct



Weak 1H11 financials, no fast turnaround

Interim financials impaired by input cost pressure and one-offs

Milkiland's EBITDA margin decreased by 6 pp y-o-y to 12% in 1H11 due to its inability to pass through raw milk price growth in its WMP segment and a margin decline in cheese & butter.



^{*} Segment EBITDA adjusted by company to deduct one-off spending. Source: Company data

Unexpected one-off spending of EUR 2.6 mln in 1H11, mainly due to a EUR 1.8 mln bonus to the company's former CEO and EUR 0.8 mln in IPO-related costs, accounted for 2 pp of the 6 pp EBITDA margin decline in 1H11 y-o-y to 12%.

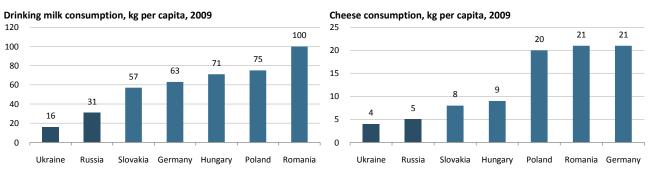
Top line weak due to sluggish consumer demand

Milkiland's revenues rose only 5% y-o-y in 1H11 vs. our expectations of 15% growth, sapped by pressure from dairy price inflation on consumer demand both in Russia and Ukraine.

2H11 outlook: no fast turnaround

We expect dairy markets in Russia and Ukraine to remain sluggish in absolute volumes in 2H11, as the second half of the year traditionally yields higher dairy prices, which should continue to limit consumption growth. In margins, we expect a slight 1 pp decrease in 2H11 to 14% on adj. EBITDA vs. 1H11: positives from cheese production cycle seasonality should be offset by ruble depreciation, which makes Milkiland's exports to Russia less profitable.

We do not see significant dairy price inflation in 2012 as the bullish outlook on soft commodities has disappeared, and believe that per capita consumption of WMP and cheese should start growing again next year. We keep our 5Y CAGR estimates for Milkiland's key segments: 4.0% in cheese in Russia, 3.5% in WMP in Russia, 7.0% in cheese in Ukraine, and 6.0% in WMP in Ukraine.



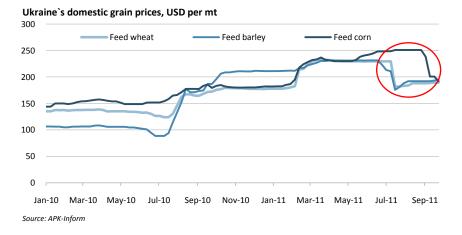
Source: Eurostat, State Statistics Committee of Ukraine, Rosstat, UN Comtrade database



In terms of margins, we expect the same 5% level in WMP in 2012 as in 1H11, while the cheese & butter margin should drop to 19% from 21% in 2011E (22% in 1H11) due to higher raw milk price growth in Ukraine than in Russia.

Commodity slowdown could benefit Milkiland's margin

We believe Milkiland could benefit from a broad soft commodities slowdown that are starting to see this season. Though Milkiland's exposure to commodity price volatility is limited, because as a processor, the timing of margins changes differ from pure traders, for instance. Milkiland's key input is raw milk, which we deem a commodity linked to corn/wheat prices, while output is a consumer good, whose price is inherently less volatile. This means Milkiland's margin squeezes when commodities rise and should increase when commodities fall.



CapEx to deliver growth since 2012

The 16% increase in cheese production capacity following modernization of the Okhtyrka cheese plant should help Milkiland to grow its revenue by 10% yo-y in 2012, if the company's new facilities come on line in early 2012 as Milkiland promises.

The company says modernization of its flagship WMP plant, Ostankino, now in the early stages, should increase its milk intake capacity from 170 ths mt per annum to 600 ths mt (representing a 2.6x increase in Milkiland's total WMP capacity), which we view as a revenue and profitability driver in 2013-15.

A third announced investment project, the construction of two modern dairy farms, could affect earnings only after late 2013-2014, when launched.



Valuation

We decrease our target price for Milkiland to EUR 7.6 per share (PLN 33.6), which still presents an upside of 75% to current levels. We reduce our top line projections due to weaker-than-expected dairy markets, an increase in cost of equity, and lower multiples for peer companies. In setting our target, we use our standard approach: the average of DCF model and peer group comparative valuation (EV/EBITDA '11-12E).

Main changes to our model:

- Revenue growth of only 5% in 2011E and 10% in 2012E (vs. 16% and 13% previously) due to weaker-than-expected dairy markets
- EBITDA margins flat at 13% for 2011-12E

Old forecasts, EUR mln								
2011E	2012E							
319	361							
15.9%	13.2%							
43	48							
13.4%	13.4%							
26	30							
8.2%	8.3%							
	2011E 319 15.9% 43 13.4% 26							

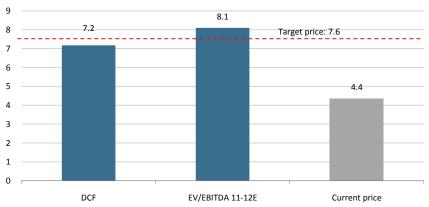
Revenues	319	361				
у-о-у	15.9%	13.2%				
EBITDA	43	48				
EBITDA margin, %	13.4%	13.4%				
Net Income	26	30				
Net margin, %	8.2%	8.3%				
Source: Concorde Capital						

New Idrecasts, Edit IIIII		
	2011E	2012E
Revenues	272	300
у-о-у	5.2%	10.2%
EBITDA	37	40
EBITDA margin, %	13.4%	13.3%
Net Income	16	20
Net margin, %	5.9%	6.8%

New forecasts FLIR min

Cost of equity increased by 4.0 pp to 17%: 3 pp due to a rise in the yields of the 2020 sovereign Ukrainian Eurobonds, and 1.0 pp due to company-specific risk because of generous unexpected payments to the previous CEO and decreased transparency

Milkiland price per share, EUR



Note: PLN/EUR exchange rate of 4.40 as of September 27 Source: Bloomberg, Concorde Capital



DCF output

DCF output, EUR mln

DCF output, EOK IIIII										
	2011E	2012E	2013E	2014E	2015E	2016E	2017E	2018E	2019E	2020E
EBITDA	37	40	43	50	60	63	66	68	71	74
EBIT	26	29	32	39	48	52	54	57	60	62
Tax Rate	5%	5%	10%	10%	15%	15%	16%	16%	16%	16%
Taxed EBIT	25	27	29	35	41	44	46	48	50	52
Plus D&A	10	11	11	11	11	11	11	11	11	11
Less CapEx	(28)	(25)	(12)	(12)	(10)	(11)	(11)	(9)	(9)	(11)
Less change in OWC	(4)	(3)	0	(5)	(8)	(5)	(3)	(3)	(3)	(3)
FCFF	-	10	28	30	35	39	43	47	49	50
WACC	16%	16%	16%	16%	16%	16%	16%	16%	16%	16%
Sum of disct'd CF's		158								
Terminal Value										415
Disct'd TV		109								
Firm value 267				F	Portion d	lue to T\	,			40.7%
Less Net Debt		(43)								
Equity Value as of 25 September 2012 22				I	mplied e	xit EBIT	DA Mult	tiple		5.1 x
Perpetuity Growth Rate			2.5%							
Fair price of ord. share					Р	LN 31.6		1	EUR 7.2	

Fair price of ord. share Note: Exchange rate of 4.40 PLN per EUR is used Source: Concorde Capital

Sensitivity tables

00	Tity ta.										
		Perpetuit	ty Growth	Rate				Exit Mu	ltiple (EBI	TDA)	
	1.5%	2.0%	2.5%	3.0%	3.5%		3.1 x	4.1 x	5.1 x	6.1 x	7.1 x
WACC						WACC					
-3.0%	8.3	8.5	8.6	8.8	9.0	-3.0%	6.9	7.8	8.6	9.5	10.3
-2.0%	7.8	8.0	8.1	8.3	8.5	-2.0%	6.5	7.3	8.1	8.9	9.7
-1.0%	7.3	7.5	7.6	7.8	8.0	-1.0%	6.2	6.9	7.6	8.4	9.1
+0.0%	6.9	7.0	7.2	7.3	7.5	+0.0%	5.8	6.5	7.2	7.9	8.5
+1.0%	6.5	6.6	6.7	6.9	7.0	+1.0%	5.5	6.1	6.7	7.4	8.0
+2.0%	6.1	6.2	6.4	6.5	6.6	+2.0%	5.2	5.8	6.4	6.9	7.5
+3.0%	5.8	5.9	6.0	6.1	6.2	+3.0%	4.9	5.4	6.0	6.5	7.1

WACC decomposition

	2011E	2012E	2013E	2014E	2015E	2016E	2017E	2018E	2019E	2020E
Debt-to-Equity	0.42	0.34	0.18	0.10	0.12	0.14	0.15	0.15	0.15	0.16
Avg. Interest Rate	13.5%	13.4%	13.1%	12.3%	12.4%	12.3%	12.1%	12.1%	12.1%	12.3%
Ukr Eurobonds YTM	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%
Equity premium	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Compspecif. prem	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Cost of Equity	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%	17.0%
WACC	15.8%	15.9%	16.2%	16.5%	16.3%	16.2%	16.1%	16.1%	16.1%	16.1%
WACC to Perpetuity	16.1%									

Source: Company data, Concorde Capital projections



Comparative valuation: EUR 8.1 per share

Comparative valuation using the emerging market dairy peers' median suggests a value of EUR 8.1 per share (PLN 35.6) on EV/EBITDA '11-12 multiples, which we use as 50% input in setting our target price.

Comparative valuation

comparative valuation										
Price	MCap	EV/S			EV	/EBITDA	P/E			
EUR	EUR mln	10	11E	12E	10	11E	12E	10E	11E	12E
4.4	136	0.7	0.7	0.6	4.1	4.9	4.2	6.4	8.2	6.2
46.2	29,969	2.2	1.9	1.7	11.6	10.6	9.6	18.0	16.8	15.1
30.3	6,175	1.4	1.3	1.2	10.9	10.1	9.3	17.7	15.9	14.8
3.3	4,671	2.0	1.8	1.6	9.7	8.8	8.1	12.8	12.3	11.9
2.2	3,923	1.0	0.7	0.6	14.3	9.8	7.5	26.5	20.3	16.0
4.4	1,295	0.8	0.7	0.7	9.7	8.4	7.6	12.5	10.3	9.3
49.2	759	0.3	0.3	0.3	4.2	4.4	3.9	9.9	9.5	8.4
3.2	816	0.3	n/a	n/a	5.5	n/a	n/a	14.5	11.9	9.6
		0.7	0.7	0.7	8.0	8.0	7.0	14.7	13.0	11.5
edian, EUR per	share	4.0	5.0	5.4	9.7	8.1	8.1	10.1	6.9	8.1
		-9%	16%	24%	124%	85%	87%	131%	57%	85%
	46.2 30.3 3.3 2.2 4.4 49.2 3.2	EUR EUR mln 4.4 136 46.2 29,969 30.3 6,175 3.3 4,671 2.2 3,923 4.4 1,295 49.2 759	EUR EUR mln 10 4.4 136 0.7 46.2 29,969 2.2 30.3 6,175 1.4 3.3 4,671 2.0 2.2 3,923 1.0 4.4 1,295 0.8 49.2 759 0.3 3.2 816 0.3 cedian, EUR per share 4.0	EUR EUR min 10 11E 4.4 136 0.7 0.7 46.2 29,969 2.2 1.9 30.3 6,175 1.4 1.3 3.3 4,671 2.0 1.8 2.2 3,923 1.0 0.7 4.4 1,295 0.3 0.3 49.2 759 0.3 0.3 3.2 816 0.3 n/a 0.7 0.7 edian, EUR per share 4.0 5.0	EUR EUR mln 10 11E 12E 4.4 136 0.7 0.7 0.6 46.2 29,969 2.2 1.9 1.7 30.3 6,175 1.4 1.3 1.2 3.3 4,671 2.0 1.8 1.6 2.2 3,923 1.0 0.7 0.6 4.4 1,295 0.3 0.3 0.3 49.2 759 0.3 0.3 0.3 3.2 816 0.3 n/a n/a 0.7 0.7 0.7 0.7	EUR EUR min 10 11E 12E 10 4.4 136 0.7 0.7 0.6 4.1 46.2 29,969 2.2 1.9 1.7 11.6 30.3 6,175 1.4 1.3 1.2 10.9 3.3 4,671 2.0 1.8 1.6 9.7 2.2 3,923 1.0 0.7 0.6 14.3 4.4 1,295 0.8 0.7 0.7 9.7 49.2 759 0.3 0.3 0.3 4.2 3.2 816 0.3 n/a n/a 5.5 0.7 0.7 0.7 0.7 8.0	EUR EUR min 10 11E 12E 10 11E 4.4 136 0.7 0.7 0.6 4.1 4.9 46.2 29,969 2.2 1.9 1.7 11.6 10.6 30.3 6,175 1.4 1.3 1.2 10.9 10.1 3.3 4,671 2.0 1.8 1.6 9.7 8.8 2.2 3,923 1.0 0.7 0.6 14.3 9.8 4.4 1,295 0.8 0.7 0.7 9.7 8.4 49.2 759 0.3 0.3 0.3 4.2 4.4 3.2 816 0.3 n/a n/a 5.5 n/a 0.7 0.7 0.7 0.7 8.0 8.0	EUR EUR min 10 11E 12E 10 11E 12E 4.4 136 0.7 0.7 0.6 4.1 4.9 4.2 46.2 29,969 2.2 1.9 1.7 11.6 10.6 9.6 30.3 6,175 1.4 1.3 1.2 10.9 10.1 9.3 3.3 4,671 2.0 1.8 1.6 9.7 8.8 8.1 2.2 3,923 1.0 0.7 0.6 14.3 9.8 7.5 4.4 1,295 0.8 0.7 0.7 9.7 8.4 7.6 49.2 759 0.3 0.3 0.3 4.2 4.4 3.9 3.2 816 0.3 n/a n/a 5.5 n/a n/a edian, EUR per share 4.0 5.0 5.4 9.7 8.1 8.1	EUR EUR mln 10 11E 12E 10 11E 12E 10 ms 11E 12E 10 ms 11E 12E 10E 11E 12E 10E 1	EUR EUR min 10 11E 12E 10 11E 12E 10E 11E 4.4 136 0.7 0.7 0.6 4.1 4.9 4.2 6.4 8.2 46.2 29,969 2.2 1.9 1.7 11.6 10.6 9.6 18.0 16.8 30.3 6,175 1.4 1.3 1.2 10.9 10.1 9.3 17.7 15.9 3.3 4,671 2.0 1.8 1.6 9.7 8.8 8.1 12.8 12.3 2.2 3,923 1.0 0.7 0.6 14.3 9.8 7.5 26.5 20.3 4.4 1,295 0.8 0.7 0.7 9.7 8.4 7.6 12.5 10.3 49.2 759 0.3 0.3 0.3 4.2 4.4 3.9 9.9 9.5 3.2 816 0.3 n/a n/a 5.5 n/a n/a

Source: Bloomberg, Concorde Capital estimates



Risks

Inability to pass input cost growth on to consumers. As Milkiland's key input is raw milk and its output is a consumer good, there is risk of the company not passing on rising input costs to consumers, which could negatively impact the company's margin. **Probability: High**

Risk of a Russian cheese import ban being reintroduced. We see this risk as insignificant given Russia's strong dependence on cheese imports and recently improved political relations between Russia and Ukraine since the election of a new Ukrainian President in early 2010. Moreover, the availability of Ostankino Dairy's production capacity, as well as an additional planned acquisition of a cheese production facility in Russia should mitigate this risk for Milkiland. **Probability: Low**

Ruble depreciation/appreciation vs. the Ukrainian hryvnya. As the company's key cheese segment is based on (1) lower Ukrainian hryvnya-denominated raw milk prices on the cost side and (2) higher Russian ruble-denominated output prices, the company's business is directly influenced by exchange rate fluctuations. Ruble appreciation is beneficial for the company, while depreciation is margin-destructive.

Corporate governance. We note a several incidents that prompted us to increase company-specific risk for Milkiland by 1 pp due to worsening corporate governance:

- A generous severance payment to the previous CEO who resigned in June 2011 of EUR 1.6 mln (2% of revenues in 1H11), which were not disclosed in the IPO prospectus
- A change in segment representation in IFRS financials since 1H11 which, in our view, make the statements more difficult to compare with historical figures and mix the totally different whole milk product markets of Russia and Ukraine
- The company discontinuing the disclosure of volumes sold by product segment



Financial statements, IFRS

Income statement summary, I	EUR mln
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	2009	2010	2011E	2012E	2013E	2014E	2015E	2016E	2017E	2018E	2019E	2020E
Net Revenues	200	258	272	300	332	378	422	451	468	486	505	522
Change y-o-y	N/M	29.2%	5.2%	10.2%	10.8%	13.9%	11.7%	6.7%	3.9%	3.9%	3.9%	3.4%
Cost Of Sales	(124)	(153)	(176)	(194)	(215)	(244)	(270)	(288)	(299)	(311)	(323)	(334)
Gross Profit	76	106	96	106	116	134	152	162	169	175	182	189
Other Operating Income/Costs. net	(3)	(10)	(5)	(6)	(7)	(8)	(8)	(9)	(9)	(10)	(10)	(10)
SG&A	(44)	(51)	(54)	(60)	(66)	(76)	(84)	(90)	(94)	(97)	(101)	(104)
EBITDA	30	44	37	40	43	50	60	63	66	68	71	74
EBITDA margin, %	14.9%	17.2%	13.4%	13.3%	13.1%	13.3%	14.1%	14.0%	14.0%	14.1%	14.1%	14.1%
Depreciation	(8)	(10)	(10)	(11)	(11)	(11)	(11)	(11)	(11)	(11)	(11)	(11)
EBIT	22	35	26	29	32	39	48	52	54	57	60	62
Interest Expense	(14)	(15)	(9)	(7)	(5)	(3)	(2)	(3)	(3)	(3)	(3)	(4)
Financial income	1	1	-	-	-	-	-	-	-	-	-	-
Other income/(expense)	(1)	0	-	-	-	-	-	-	-	-	-	-
PBT	8	22	17	21	27	36	46	49	51	54	57	59
Tax	0	0	(1)	(1)	(3)	(4)	(7)	(7)	(8)	(9)	(9)	(9)
Net Income	8	22	16	20	24	32	39	42	43	45	48	49
Net Margin, %	4.1%	8.5%	5.9%	6.8%	7.3%	8.6%	9.2%	9.2%	9.2%	9.3%	9.4%	9.5%
Dividend declared	-	-	-	-	5	16	39	42	43	45	48	49

Balance sheet summary, EUR mln

balance sheet summary, LON	111111											
	2009	2010	2011E	2012E	2013E	2014E	2015E	2016E	2017E	2018E	2019E	2020E
Current Assets	56	108	87	93	97	106	118	126	131	136	141	146
Cash & Equivalents	7	38	10	10	12	13	15	16	16	17	18	18
Trade Receivables	22	22	27	30	33	38	42	45	47	49	51	52
Inventories	19	27	29	32	35	40	44	47	49	51	53	55
Other current assets	9	21	22	21	17	15	17	18	19	19	20	21
Fixed Assets	128	160	179	196	201	208	212	216	218	218	218	220
PP&E. net	120	126	144	158	159	159	158	158	158	155	153	153
Other Fixed Assets	8	33	35	38	43	49	54	58	60	62	65	67
Total Assets	184	268	266	290	298	314	331	342	349	354	359	366
Shareholders' Equity	38	117	133	153	173	189	189	189	189	189	189	189
Share Capital	3	3	3	3	3	3	3	3	3	3	3	3
Reserves and Other	35	114	130	150	170	186	186	186	186	186	186	186
Current Liabilities	45	61	49	46	41	36	43	48	51	53	54	57
ST Interest Bearing Debt	31	44	29	24	16	8	13	16	18	18	18	20
Trade Payables	14	16	18	20	23	26	28	30	31	33	34	35
Other Current Liabilities	1	1	1	1	2	2	2	2	2	2	2	2
LT Liabilities	101	90	85	90	85	89	99	105	108	112	116	120
LT Interest Bearing Debt	62	36	28	28	15	10	10	10	10	10	10	10
Other LT	39	54	57	63	70	79	89	95	98	102	106	110
Total Liabilities & Equity	184	268	266	290	298	314	331	342	349	354	359	366

Cash flow statement summary, EUR mln

	2009	2010	2011E	2012E	2013E	2014E	2015E	2016E	2017E	2018E	2019E	2020E
PBT	8	22	17	21	27	36	46	49	51	54	57	59
Depreciation	8	10	10	11	11	11	11	11	11	11	11	11
Non-operating and non-cash items	6	10	0	1	(0)	0	(3)	(5)	(7)	(7)	(8)	(8)
Changes in working capital	(11)	(25)	(4)	(3)	0	(5)	(8)	(5)	(3)	(3)	(3)	(3)
Operating Cash Flow	9	15	23	31	38	43	46	50	53	55	57	59
Capital Expenditures. net	(2)	(14)	(28)	(25)	(12)	(12)	(10)	(11)	(11)	(9)	(9)	(11)
Investing Cash Flow	(2)	(14)	(28)	(25)	(12)	(12)	(10)	(11)	(11)	(9)	(9)	(11)
Net Borrowings/(repayments)	(3)	(20)	(23)	(5)	(20)	(13)	4	3	2	(0)	0	2
Dividends Paid	-	-	-	-	(5)	(16)	(39)	(42)	(43)	(45)	(48)	(49)
Other	-	50	-	-	-	-	-	-	-	-	-	-
Financing Cash Flow	(3)	30	(23)	(5)	(25)	(29)	(35)	(38)	(41)	(45)	(47)	(48)
Beginning Cash Balance	3	7	38	10	10	12	13	15	16	16	17	18
Ending Cash Balance	7	38	10	10	12	13	15	16	16	17	18	18
Exchange Rate Impact	(0)	0	-	1	2	3	4	5	6	7	8	9
Net Cash Inflows/Outflows	3	31	(28)	1	1	2	2	1	1	1	1	1



Appendices

Analyst certification

I, Yegor Samusenko, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in this research report.

Milkiland (MLK PW)

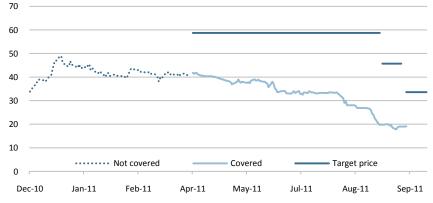
Analyst: Yegor Samusenko Covered since April 2011

Milkiland target price history

Date	12M target price, PLN	Market price, PLN	Rating	Action
11-Apr-11	58.7	25.0	BUY	Initiate
08-Sep-11	45.7	19.7	BUY	Maintain
28-Sep-11	33.6	19.2	BUY	Maintain

Source: Concorde Capital, Bloomberg

Milkiland: Target Price vs. Share Performance, PLN per share



Source: Concorde Capital, Bloomberg

Investment ratings

The time horizon for target prices in Concorde Capital's research is 12 months unless otherwise stated. Concorde Capital employs three basic investment ratings: Buy, Hold and Sell. Typically, Buy recommendation is associated with an upside of 15% or more from the current market price; Sell is prompted by downside from the current market price (upside <0%); Hold recommendation is generally for limited upside within 15%. Though investment ratings are generally induced by the magnitude of upside, they are not derived on this basis alone. In certain cases, an analyst may have reasons to establish a recommendation where the associated range given above does not correspond. Temporary discrepancies between an investment rating and its upside at a specific point in time due to price movement and/or volatility will be permitted; Concorde Capital may revise an investment rating at its discretion. A recommendation and/or target price might be placed Under Review when impelled by corporate events, changes in finances or operations. Investors should base decisions to Buy, Hold or Sell a stock on the complete information regarding the analyst's views in the research report and on their individual investment objectives and circumstances.



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