



CONCORDE CAPITAL

Ukraine/ Consumer Durables NORD

Raiding The Icebox

April 12, 2006

12M Target

USD 43.0

Olha Pankiv
+380 44 207 50 37
op@concorde.com.ua

Market Information

No of Shares, mln	2.7
Free Float, %	5%

Stock Ownership

Management	75.2%
Treasury stock	11.8%*
Other	13.0%

Ratios 2005

EBITDA Margin	5.0%
EBIT Margin	2.5%
Net Margin	1.6%

Net Debt/Equity 0.05

**According to Ukrainian legislation, treasury stock has either to be cancelled or sold during a 12-months period. In practice, treasury stock in most cases is sold to affiliated structures. We expect this to be the case for Nord, and do not exclude treasury stock from calculations of target share price. If the stock is cancelled, this would increase our target price to USD 48.0*

We are initiating coverage of Nord, Ukraine's monopoly producer of household refrigerators. Growing incomes and housing construction are driving the company's top line, however, growing competition is putting pressure on Nord's margins. These conditions, in our belief, make the company an appealing acquisition target. To survive Nord either needs to succeed in lobbying for the return of tax privileges or seek a JV/merger with a multinational producer. Both scenarios will have positive influence on the company's margins. Our 12M target price is USD 43

The King Of Ukrainian Refrigerators. Open JSC Nord is a member of the Nord group, which accounts for 33% of Ukraine's refrigerator market (including 20% held by OJSC Nord itself). The group is also diversified into vacuum cleaners and air conditioners, and the companies included in the group are closely interconnected. Roughly 52% of OJSC Nord's output is exported to Russia and the EU.

Growing Competition – How To Survive. Increasing competition from Russian-made refrigerators, coupled with the canceling of privileges for free economic zones, caused a decrease in the company's profitability in 2005. We believe these factors will push Nord to seek a partnership or merger with a multinational producer or alternatively – make present owner Valentyn Landyk, MP from Regions of Ukraine faction, lobby for the restoration of these privileges.

Margins To Bounce Back. In either cases we expect an increase in Nord's margins. A partnership would mean more efficient production and stronger brand positioning, backed with the name of a multinational producer. The restoration of privileges for free economic zones would mean lower income tax, privileges for VAT, and the absence of import tariffs.

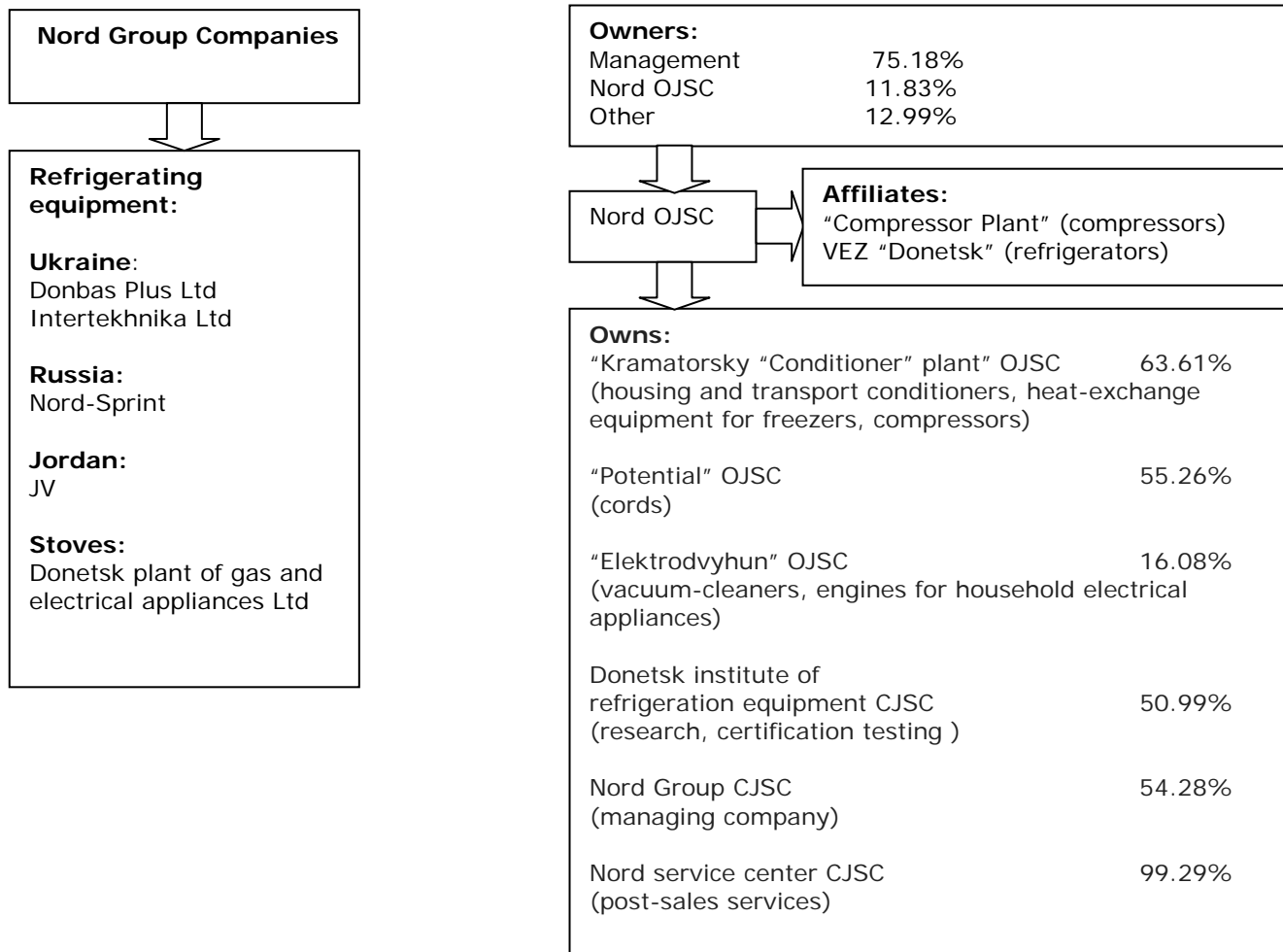
KEY FINANCIAL DATA, USD mln

	Net Revenue	EBITDA	Net Income	Gross Margin	EBITDA Margin	Net Margin
2004	128.1	10.2	4.6	23%	8%	4%
2005E	187.4	9.8	3.3	17%	5%	2%
2006E*	244.4	12.6	5.1	19%	5%	2%
Spot Exchange Rate		5.5				

* Under "Partnership/Acquisition" scenario

Refrigerators And More

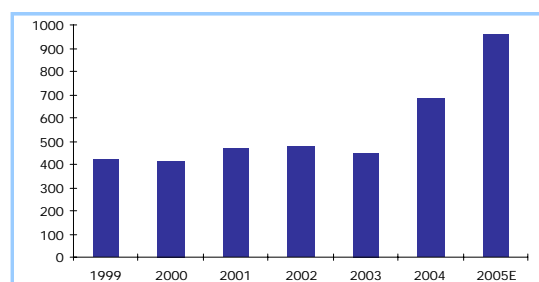
OJSC Nord is the central company of Nord Group, specializing in the production of refrigerators and deep freezers.



The Nord group companies are inter-connected in terms of production of parts and components for assembly workshops. In addition to OJSC Nord and its consolidated affiliate, refrigerators are also produced at two other Nord-controlled companies in Ukraine (Donbas Plus accounts for household refrigerators, Intertekhnika – for industrial refrigerating equipment). There is also a plant in Russia and one in Jordan.

In 2003 Nord Group sold its 50% stake in an Ivano-Frankivsk producer of washing machines to Antonio Merloni, Italy, which plans to produce Ardo machines there. Nevertheless, except for refrigerators, Nord Group remains diversified with its business in gas and electric stoves (capacity 300 ths units), vacuum-cleaners and conditioners.

Production of Refrigerators by OJSC Nord



Source: Company Data

The annual capacity of OJSC Nord is 1 mln compressors. The company is currently producing at close to 100% capacity (we estimate total production of household refrigerators by Nord Group at 960 mln in 2005, with OJSC Nord accounting for 83% of the entire amount).

Nord Group produces 64 models of refrigerators and deep freezers (over 280 different types), seven models of gas and electric stoves (more than 42 modifications). Preparations for the launch of a new model of refrigerator takes eight months and 5-7 new models of refrigerators are launched annually. Service is provided by 32 regional centers in Ukraine and 147 in Russia.

Refrigerators and deep freezers make up 89.9% of the company's sales.

The group is controlled by Valentyn Landyk, Party of Regions MP.

The Market: Gains And Losses

Ukraine: Housing Booming, Incomes On The Rise

Ukraine's market of large household appliances (refrigerators, washing machines and dishwashers, gas and electric stoves) is estimated at over USD 1 bln, having an estimated growth of 25-30% last year. Refrigerators account for ~1/3 of the market.

Demand for refrigerators in Ukraine driven by two sources. Firstly, growth in residential construction volumes implies an increase in demand for refrigerators; secondly, as the population's disposable income increases people start replacing old refrigerators with new ones.

The population's nominal income grew by 38.4% yoy in 2005, real income increased by 20.1%. Housing construction was the only segment of the entire construction industry which reported 3.7% growth last year, while overall construction amounts fell by 6.6%.

Compared to other durable goods, refrigerators are present in the largest number of Ukraine's households. According to a poll by Ukraine's State Statistics committee, on average 96% of households had refrigerators in 2004, compared to 74% owning washing machines, and 83% had color TV. The presence of refrigerators in the household remains relatively stable (93-96%), which means that the population treats it as a necessity good.

Presence of Durable Goods (on average per 100 households)

	2000	2001	2002	2003	2004
Colour TV	69	71	74	79	83
Fridges and deep freezers	94	93	94	95	96
Washing machines	74	74	74	75	74
Vacuum cleaners	56	55	54	56	56

Source: State Statistics Committee, based on questioning of 10.1 households. Presence means physical availability of goods, in spite of exploitation term, source (bought, received as present, etc), state (active, temporarily broken, sent for repair or expected to be sent for repair)

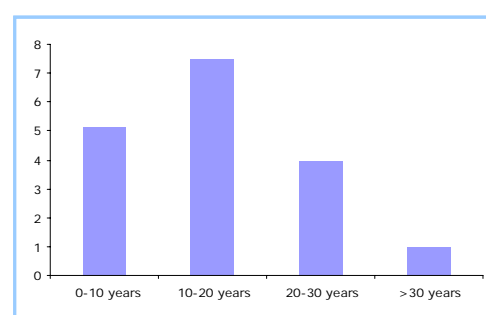
Based on the poll's results, we estimate the total number of refrigerators present in Ukraine's households at 17.6 mln. The poll revealed that 71% of refrigerators are older than 10 years (which is the exploitation term prescribed by most producers). Vasykivsky Refrigerator Plant reported that the average age of a fridge owned by a Ukrainian household is 15 years, 40% of refrigerators are older than 15 years, and 6% (1 mln) are older than 30 years.

Thus, we expect 5 mln refrigerators (older than 20 years) in total to be replaced in the next 3-5 years, and 7.5 mln more (now 10-20 years old) – in 5-10 years.

According to our estimates, based on the results of the State Statistics Committee's poll, the number of refrigerators present in the household has increased by ~155 ths annually on average over the last five years (above those purchased for replacement of old ones). We assume this trend will continue in the mid-term.

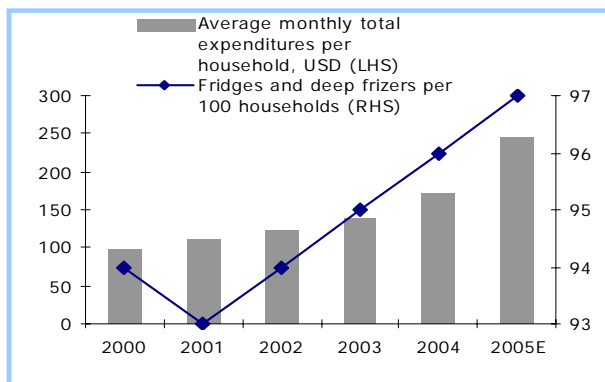
Given, OJSC Nord's projected share of 18-20% in the mid-term, we expect Nord to sell 2.5-2.8 mln refrigerators in Ukraine in the next five years.

Age Distribution Of Ukrainian Refrigerators, mln units

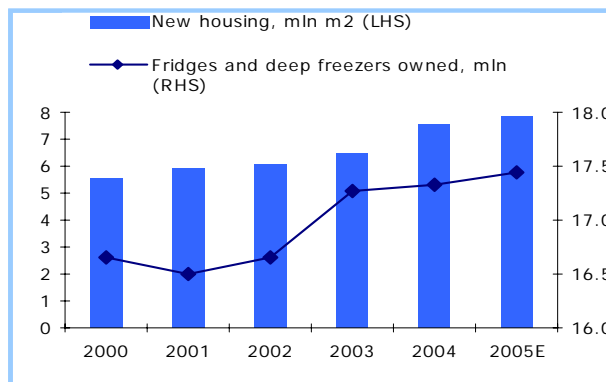


Source: Vasykivsky Plant of Refrigerators, State Statistic Committee, Concorde Capital Estimates

Household Expenditures vs Fridges Owned, %



New Housing vs New Fridges Owned, mln



Source: State Statistics Committee

Local production of household refrigerators by other companies is negligible. A small amount is made at Vasytkivsky Plant of Refrigerators, which has actually been concentrating on its production of ballot-boxes, and Dnipropetrovsk Machine Building Plant.

A Threat To Nord's Market Share In Ukraine

Nord is pursuing a cost leadership strategy, and positions its refrigerators in the low-price segment with a retail price of USD 300-400. The price of a Nord refrigerator is ~USD 50 lower than that for similar model made by its closest competitors.

Import duties of 5-50% are levied depending on the country of origin and type of fridge, which increases the price of imported refrigerators even more (0% tariff applies to fridges from Russia, 5-25% - on those, coming from EU).

Import Duties For Refrigerators, %

	Preferential*	Privileged*	Full
Combined fridges-deep-freezers	0	5	5
Household refrigerators	0	25	50
Household deep-freezers	0	25	50

Source: Law "Ukraine's Customs Tariff"

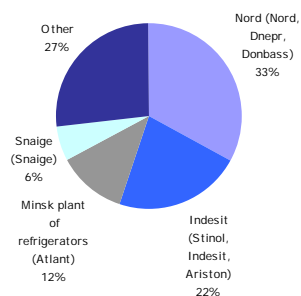
*Preferential duty is levied on the imports coming from the countries- participants of customs unions together with Ukraine, or having created special customs zones with Ukraine. Privileged duty is levied on the imports coming from countries or economic unions, enjoying regime of the largest procurement. Imports from the rest of the world is taxed at full duty.

Recent changes in the market pose a threat to Nord's position as EU-based producers start production in Russia. This will cause lower production costs due to lower prices for metals, energy and labor in Russia, and will imply no customs duties due to the free trade agreement between the two countries.

The production of refrigerators in Russia will estimatedly decrease prices for cheap segment models by 20-25%, and for expensive refrigerators – by 10-15%.

The market share of Nord Group made up 32.6% in 2004, according to the estimates of the Industrial Policy Ministry. Our estimations show that in 2005 Nord accounted for 36% of total refrigerators (in unit terms) sold in Ukraine. Taking into account the lower price of Nord refrigerators, this implies approximately the same market share in 2005, compared to 2004. For OJSC Nord alone that would be 20%.

Market Share by Producer in 2004



Ukraine's Market for Refrigerators (ths units)

	2005E
Exports	615
Nord Group production	960
Imports	603
Total consumption in Ukraine	947
Nord Group's share	36%

Source: Business World Agency, Ukraine's Machine Building magazine

Source: Nord, Concorde Capital Estimates

Major Cost Cuts By Nord's Competitors

For the last few years Western European producers of household appliances have been announcing labor cuts at their European plants, transferring production to Asia and Russia. The main reason for this was cheap imports coming from Asia, pressuring European producers to cut costs. In addition, taking into account the scale of the Russian market, large savings on the transportation of heavy domestic appliances are possible for those starting production in Russia. This was the aim of South Korean LG and Turkish Vestel, which also view Russia as an expedient production ground.

BSH Bosch und Siemens (Germany) constructed a plant for the production of household fridges and a logistical center near St Petersburg. The company plans to invest ~EUR 50 mln in the project. Serial production is expected to start in 1Q07. The test bulk of refrigerators will be made at the end of 2006. The production of 60 ths refrigerators is planned for 2007, increasing to 250 ths by 2010.

In April 2005 **LG Electronics** (South Korea) started construction on facilities for the assembly of refrigerators, washing machines, TVs and audio devices in the Moscow oblast. An investment of USD 100 mln is planned for 2005-08. Production plans: 4 mln units in total per year. The company intends to produce typical models as well as those specially designed for the Russian market.

Indesit Company (Italy) has been producing in the Lipetsk oblast (Russia) for several years. It holds ~30% of the Russian market. Late last year the Russian government imposed a special economic zone scheme for the territory of Indesit's operations, foreseeing tax and customs privileges.

Snaige (Lithuania) opened its plant in Kaliningrad (Russia) in 2004 after Lithuania joined the EU, and Russia introduced import duties for Snaige refrigerators. The company invested EUR 13 mln in the production of 350 ths refrigerators, which was increased to 500 ths afterwards. In February 2006 **Electrolux** (Sweden) announced plans to start assembly operations at the Snaige plant. The production of 100-150 ths refrigerators annually is planned.

In late 2005, **Vestel** (Turkey) got a long-term loan from EBRD to finish construction of a plant for the production of washing machines and refrigerators in Aleksandrov, Russia (total capacity 1 mln units). **Whirlpool** (USA), which signed a strategic agreement with Vestel at an international level, announced plans to start assembly of its washing machines and refrigerators at Vestel's plant.

Pay Later Benefit

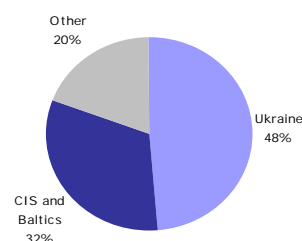
Banks, actively developing consumer loans, are to much extent accountable for the rapid annual growth of the market for large household appliances in Ukraine and Russia over the last few years. In Ukraine personal loans increased by 127% in 2005 to USD 5.5 bln. Up to 50% of large household appliances in Ukraine are purchased through installments.

Market participants both in Russia and Ukraine say that the growth in the market for large household appliances connected to booming consumer loans will slow down from 20-30% in the last few years to 10-15% in the mid-term as replacement of the most aged appliances is made.

Export Growth To Slow Down

Nord's Products Destinations in 2004

According to our estimates, exports in terms of units grew by 13% in 2005. Nord is likely to lose part of its share in the fast-growing Russian market in the mid-term as foreign companies are starting production there. The total market for refrigerators in Russia is estimated at 4 mln units in 2005 (~10-15% growth yoy).



Source: Company Data

Decrease in market share in Russia is likely to be to some extent compensated by an increase in deliveries to the EU. As this market contains less growth potential, compared to CIS countries with a massive market for replacement refrigerators, we project Nord's exports growth to slow down to 1-2% in the mid-term.

Nord is well positioned in terms of technical characteristics of its products, Its exports to the EU (Italy, France, Greece) have been stimulated by the re-equipment of the production of compressors to keep up with the requirements of the Montreal Protocol, signed by Ukraine in 1988.

The protocol was initially signed in 1987 by 24 countries who agreed to limit their consumption of chlorine-fluorine carbons, which are harmful to the earth's ozone layer, to 50% of the 1986 level by 2000. This caused many countries to stop production and usage of R12, R11, R141b, R113 chlorine-fluorine carbons and banned imports of products containing them.

In 2003 Nord re-opened its compressor plant after reconstruction, having doubled its capacity to 1 mln compressors per year. In line with international ecological requirements, Nord started making compressors based on ecologically clean isobutan (R 600). USD 25 mln was invested in this project; this included the company's own money (40%), a grant from the Global Ecological Fund and a loan from Prominvestbank.

The new models designed to keep up with the environmental requirements were also consuming up to 30% less energy than before (A and B classes).

What's Next: Scenario Analysis

Profitability margins saw a significant decrease in 2005. We see two reasons for this. Firstly: tightening competition in Ukraine's market as foreigners start offering cheaper models of refrigerators with well-known brands. And secondly: the cancellation of privileges in the free economic zone "Donetsk" where Nord's production is located.

The bill on canceling privileges for free economic zones (absence of imports tariffs, privileges in VAT and income tax, ability to exclude investment from the company's revenues, etc.) was pushed by Serhiy Teryokhin, the economy minister in Tymoshenko's government which was in power from March-September 2005.

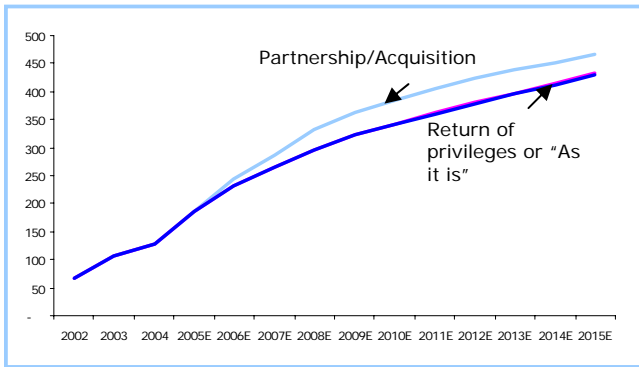
This resulted in an increase in VAT from 7% of total sales in 2004 to 9% in 2005. The return of import duties pushed the cost of goods sold up, thus both of these factors caused a decrease in gross profit margin from 23% by the end of 2004 to 17% at the end of 9M05.

The net margin decreased significantly due to an increase in effective tax rate from 10% by the end of 2004 to 25% at the end of 9M05.

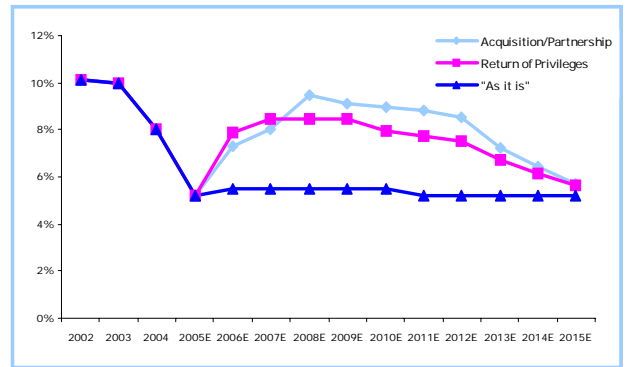
The destiny of the company is highly dependent on whether management decides to sell the company to a multinational producer or whether it will be able to influence the government to return privileges. This leads us to examine three possible scenarios in the course of the company's valuation with the following cases considered:

1. **Partnership/Acquisition.** The company may be acquired or form a partnership with a multinational producer who is interested in production in Ukraine due to cheaper (than in the EU) production costs, savings on transportation, etc. We do not expect a significant increase in production volumes as competition in the market is tight. Nord is likely to maintain its current market share in Ukraine and moderately increase export deliveries. We expect a higher investment in brand development which will result in Nord avoiding decline in its present market share of 20% (as forecast in the other two scenarios) at the expense of the higher SG&A. Cooperation with the partner's other plants will allow for the optimization of the production process. Brand development, backed by the known name of a multinational producer, will result in competition on a differentiation basis, thus increasing prices and profitability margins to the level of international peers. (EBITDA margin of 9% in the mid-term).
2. **Return of privileges.** It is highly likely that the present owner, backed by the support of the Party of Regions faction who hold 41% of the parliamentary seats, will manage to push for privileges for Nord in terms of VAT and income tax privileges, customs duties, etc. The Party of Regions is a clear supporter of free economic zones while there is no unanimity in the potential orange coalition on this issue. MP Teryokhin (BYT list) initiated the cancellation of privileges for free economic zones and MP Kinakh (Our Ukraine list) has been voicing support. We expect a return of privileges to bring Nord's profitability margins to the levels of 2004 (EBITDA margin of 8% in the mid-term).
3. **"As it is" scenario.** Due to tightening competition, Nord is gradually losing its market share from the present 20% to 18%. Profitability stays at the current level as the market is competitive enough that the entry of additional participants will not push the prices down (EBITDA margin of 5%).

Net Revenues Projections by Scenario



EBITDA Margin Projections by Scenario



Source: Company data, Concorde Capital forecasts

Valuation Summary

The higher target implied by DCF modeling for 'Partnership/Acquisition' and 'Return of Privileges' scenarios, compared to that obtained through peer valuation, can be explained by the fact that for these scenarios we expect a gradual increase in profitability in the years after 2006, while in the 'As it is' scenario margins are stable.

We set the target at USD 43, implied by weighted results of the scenario analysis, as in our opinion it better reflects the future development possibilities of the company.

Scenario	12-mo DCF-Implied price	12-mo Peer comparison-implied price	Weight
Partnership/Acquisition	50	37	0.55
Return of privileges	41	36	0.25
"As it is"	26	27	0.20
Weighted	43	35	1.00

Source: Concorde Capital

Below we provide unit sales projections and DCF Valuation results for the most probable 'Partnership/Acquisition' scenario.

Sales Projections, ths units

	2004	2005E	2006E	2007E	2008E	2009E	2010E	2011E	2012E	2013E	2014E	2015E
GDP growth	12.1%	7.0%	6.0%	5.0%	4.5%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Industrial production growth	12.5%	9.5%	6.5%	5.5%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Total consumption of refrigerators in Ukraine	758	947	1089	1198	1318	1384	1425	1468	1512	1542	1573	1604
Change in total consumption of refrigerators in Ukraine		25.0%	15.0%	10.0%	10.0%	5.0%	3.0%	3.0%	3.0%	2.0%	2.0%	2.0%
Nord OJSC refrigerators sold total	682	800	889	945	1004	1039	1071	1095	1112	1126	1140	1155
OJSC Nord's share in Ukraine	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
OJSC Nord's exports	530	611	672	705	741	763	786	801	809	817	826	834
OJSC Nord's exports growth		15.1%	10.0%	5.0%	5.0%	3.0%	3.0%	2.0%	1.0%	1.0%	1.0%	1.0%
OJSC Nord's sales in Ukraine	152	189	218	240	264	277	285	294	302	308	315	321

Source: Concorde Capital

DCF Valuation

 Valuation Date **April 5 2007**

For the purposes of forecasting local currency is used (UAH mln)

	2005E	2006E	2007E	2008E	2009E	2010E	2011E	2012E	2013E	2014E	2015E
EBITDA	50	90	115	158	166	173	179	181	158	146	133
EBIT	25	64	89	131	138	145	150	152	129	117	104
Tax Rate	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%	25%
Taxed EBIT	19	48	67	98	104	109	113	114	97	88	78
Plus D&A	25	25	26	27	27	28	28	29	29	29	29
Less CapEx	(40)	(40)	(40)	(40)	(38)	(38)	(34)	(34)	(29)	(28)	(28)
Less change in OWC	(8)	(38)	(18)	(29)	(22)	(30)	(21)	(21)	(8)	(8)	(9)
FCFF	-	-	35	56	70	69	86	87	89	81	70
WACC	-	-	14.7%	13.9%	12.9%	12.4%	11.6%	11.2%	11.0%	11.1%	11.1%
WACC to Perpetuity	11%								Disc. Terminal Value		332
Firm Value	692								Portion due to TV		48%
Less Net Debt	-18								Perpetuity Growth Rate		3%
Equity Value	673								Implied Exit EBITDA Multiple		6.8x
Current Fair Value per Share											USD 42.7
12 Mo Fair Value per Share											USD 50.0

Sensitivity Analysis

Implied Share Price, USD

WACC to perpetuity	Perpetuity Growth Rate				
	2.0%	2.5%	3.0%	3.5%	4.0%
9.5%	51.07	53.06	55.35	58.03	61.19
10.0%	49.51	51.26	53.26	55.56	58.25
10.5%	48.14	49.69	51.45	53.46	55.77
11.0%	46.92	48.30	49.87	51.63	53.65
11.5%	45.83	47.08	48.47	50.04	51.82
12.0%	44.85	45.98	47.24	48.64	50.22
12.5%	43.97	45.00	46.14	47.40	48.81

Peer Comparison

	Country	Market Cap	Net Revenues			EBITDA Mgn			Net Mgn			EV/Sales			EV/EBITDA			P/E			
			2004	2005E	2006E	2004	2005E	2006E	2004	2005E	2006E	2004	2005E	2006E	2004	2005E	2006E	2004	2005E	2006E	
Nord Acquisition Scenar.			128.1	187.4	244.4	8%	5%	7%	4%	2%	4%										
Nord Return of Privileges Scenar					230.9			8%			4%										
Nord "As it is" Scenar					230.9			6%			2%										
Hualing Holdings	HONG KONG	79.3	243.3	n/a	n/a	-27%	n/a	n/a	-33%	n/a	n/a	0.7	n/a	n/a	neg	n/a	n/a	neg	n/a	n/a	
Guangdong Kelon	CHINA	114.4	1,019.3	801.2	n/a	7%	n/a	n/a	-1%	0%	n/a	0.6	0.7	n/a	8.1	n/a	n/a	neg	29.8	n/a	
Teco Electric & Machinery	TAIWAN	569.6	973.3	n/a	n/a	3%	n/a	n/a	-1%	n/a	n/a	1.0	n/a	n/a	33.5	n/a	n/a	neg	n/a	n/a	
Sampo Corporation	TAIWAN	141.5	645.8	n/a	n/a	-1%	n/a	n/a	-5%	n/a	n/a	0.5	n/a	n/a	neg	n/a	n/a	neg	n/a	n/a	
Sanyo Electric Taiwan	TAIWAN	159.1	268.6	n/a	n/a	9%	n/a	n/a	6%	n/a	n/a	5.6*	n/a	n/a	65.1	n/a	n/a	9.5	n/a	n/a	
Daiwa Industries	JAPAN	464.5	220.6	n/a	n/a	-8%	n/a	n/a	-24%	n/a	n/a	2.2	n/a	n/a	neg	n/a	n/a	neg	n/a	n/a	
Wuxi Little Swan	CHINA	95.0	294.2	n/a	n/a	5%	n/a	n/a	1%	n/a	n/a	0.5	n/a	n/a	9.1	n/a	n/a	29.2	n/a	n/a	
Hefei Meiling	CHINA	83.7	173.9	n/a	n/a	9%	n/a	n/a	2%	n/a	n/a	1.0	n/a	n/a	10.6	n/a	n/a	24.4	n/a	n/a	
Guangdong Midea	CHINA	543.8	2,317.9	2,760.9	2,598.0	6%	5%	6%	2%	2%	2%	0.3	0.2	0.3	5.1	4.6	4.2	13.8	10.3	9.0	
Qingdao Aucma	CHINA	133.8	297.8	n/a	n/a	6%	n/a	n/a	1%	n/a	n/a	1.1	n/a	n/a	17.4	n/a	n/a	46.3	n/a	n/a	
Jiangsu Chunlan	CHINA	246.1	389.2	n/a	n/a	4%	n/a	n/a	0%	n/a	n/a	0.7	n/a	n/a	18.3	n/a	n/a	256*	n/a	n/a	
Gorenje Velenje	SLOVENIA	299.9	1,226.7	1,173.1	1,268.3	8%	9%	9%	2%	3%	3%	0.5	0.5	0.5	5.7	5.6	5.1	10.5	9.9	8.0	
Indesit	ITALY	1,427.1	4,318.1	3,722.6	3,744.0	12%	10%	11%	4%	2%	3%	0.4	0.6	0.6	3.6	5.8	5.4	9.0	17.9	14.1	
Whirlpool Corp.	USA	5,968.1	13,220.0	14,577.0	15,224.0	9%	9%	9%	3%	3%	4%	0.5	0.5	0.4	5.9	5.1	4.8	14.7	13.2	11.1	
Maytag Inc	USA	1,418.8	4,721.5	4,858.4	5,215.1	4%	5%	4%	-1%	0%	0%	0.5	0.5	0.4	10.9	10.0	10.6	neg	neg	neg	
De Longhi	ITALY	533.5	1,721.0	1,488.2	1,537.8	8%	10%	11%	1%	2%	2%	0.5	0.7	0.6	7.1	6.4	5.9	26.2	18.2	15.0	
Average						3%	8%	8%	-3%	2%	2%	0.7	0.5	0.5	15.4	6.3	6.0	20.4	16.6	11.4	
Median						6%	9%	9%	1%	2%	3%	0.5	0.5	0.5	9.1	5.7	5.3	14.7	15.6	11.1	
Acquisition Scenario																					
Target Price Average												33.7	35.0	40.5	57.3	21.7	38.2	34.4	20.2	39.0	
Target Price Median												24.7	33.7	39.2	33.2	19.6	33.4	24.8	19.0	37.8	
Return of Privileges Scenario																					
Target Price Average																	38.1		38.6		39.9
Target Price Median																	36.9		33.7		38.6
"As it is" Scenario																					
Target Price Average																		37.4		26.1	22.0
Target Price Median																	36.1		22.6		21.4

Source: Thomson Financial, Concorde Capital estimates

* Outlier

Concorde Capital
3V Sportyvna Square
2nd entry, 3rd floor
Kyiv 01023, UKRAINE

Tel +380 44 205 5030
Fax: +380 44 206 8366
www.concorde.com.ua
office@concorde.com.ua

CEO

Igor Mazepa

im@concorde.com.ua

COO/ Managing Partner

John David Suggitt

js@concorde.com.ua

Director, International Equity Sales

Peter Bobrinsky

pb@concorde.com.ua

Equity Sales

Marina Martirosyan

Lucas Romriell

Patrick W. Brainerd

Anastasiya Nazarenko

mm@concorde.com.ua

lr@concorde.com.ua

pwb@concorde.com.ua

an@concorde.com.ua

Director of Research

Konstantin Fisun, CFA

kf@concorde.com.ua

Utilities (Telecom, Energy)

Alexander Paraschiy

ap@concorde.com.ua

Metals, Pipes

Andriy Gostik

Eugene Cherviachenko

ag@concorde.com.ua

ec@concorde.com.ua

Machine Building, Consumer Goods

Olga Pankiv

op@concorde.com.ua

Banking & Macroeconomics, Retail

Alexander Viktorov

av@concorde.com.ua

Oil & Gas

Vladimir Nesterenko

vn@concorde.com.ua

Politics

Nick Piazza

np@concorde.com.ua

Junior Analyst

Polina Khomenko

pk@concorde.com.ua

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