



CONCORDE CAPITAL

Ukraine / Steel

Ukrainian steel makers

Interim 9M07 results in line with our forecasts

December 05, 2007

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Company

Arcelor Mittal Kriviy Rih
Azovstal
MMK Ilicha
Alchevsk Iron & Steel
Enakievo Steel
DMK Petrovskogo
Donetsk Metal Rolling
Donetsk Steel Plant
Dniprospeysstal
Zaporizhstal

Bloomberg

KSTL UZ
AZST UZ
MMKI UZ
ALMK UZ
ENMZ UZ
DMZP UZ
DMPZ UZ
DOMZ UZ
DNSS UZ
ZPST UZ

Sector's market information*

MCap, USD mln 25,250
Target MCap, USD mln 25,239
FF, USD mln 768
Avg sector EV/S '08 1.2
Avg sector EV/EBITDA '08 7.6
Avg sector P/E '08 10.8
Concorde Steel Index, YTD 268.6%
* includes only covered stocks

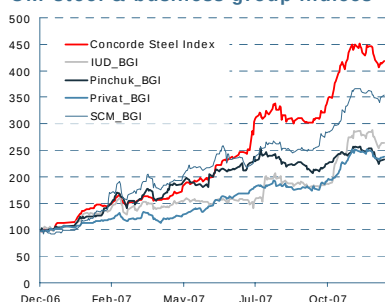
- 9M07 preliminary results – no big surprises: sector sales grew 34.3% yoy (we forecast 27.9% yoy growth for 2007); the sector EBITDA margin was 19.3% vs. our annual forecast of 19.8%; and the sector net margin was 12.6% vs. our projection of 12.9% for the year
- 2007 forecasts – sales upgraded for DMP Petrovskogo and Alchevsk Iron & Steel; EBITDA and net income revised downward for Enakievo Steel (see our note from Dec 4, 2007)
- Targets & recommendations maintained except for DMPZ. The stock has jumped 75% since our last update and appears fairly priced. We technically downgrade DMPZ to HOLD

Steel stock valuation summary

Ticker	Price, USD	MCap, USD mln	FF, %	12M TP, USD	Upside, %	EV/S '08	EV/EBITDA '08	P/E '08	Rec'
KSTL	3.00	11563.3	1.1%	2.20	-26.6%	2.6	9.1	14.9	SELL
AZST	1.08	4530.7	4.0%	1.35	25.0%	1.2	5.6	8.9	BUY
MMKI	1.28	4274.3	2.0%	1.50	17.6%	1.1	6.6	9.4	BUY
ALMK	0.09	2226.6	5.0%	0.11	27.3%	1.2	8.1	15.4	BUY
ENMZ	80.41	833.9	13.8%	120.00	49.2%	0.7	4.5	7.6	BUY
DMZP	0.36	664.7	10.4%	0.50	39.1%	1.1	5.2	5.2	BUY
DMPZ*	0.07	68.9	7.2%	0.08	12.8%	0.7	7.3	9.5	HOLD
DOMZ	0.12	44.1	30.0%	0.10	-17.9%	0.6	13.0	15.4	SELL
DNSS	970.8	1043.6	5.8%	875.00	-9.9%	1.6	8.5	10.8	HOLD

* First stage of subscription for the additional share issue started December, 03 (please see our alert of July 16). Based on fully diluted number of shares, the target price will be USD 0.032 per share

Ukr steel & business group indices



Steel companies 9M07 results

	Sales, USD mln			EBITDA margin, %			Net margin, %			Production, ths mt			Implied selling price, USD/mt		
	9M06	9M07	YoY	9M06	9M07	chg, p.p.	9M06	9M07	chg, p.p.	9M06	9M07	YoY	9M06	9M07	YoY
Steel producers															
KSTL	2050	2797	36.4%	28.9%	31.0%	2.2%	19.8%	22.1%	2.3%	5093	5316	4.4%	402	526	30.7%
AZST	1759	2364	34.4%	16.4%	21.0%	4.6%	8.0%	14.3%	6.3%	3881	4130	6.4%	453	572	26.3%
MMKI	2000	2591	29.5%	13.0%	16.1%	3.1%	6.4%	10.4%	4.0%	4356	4391	0.8%	459	590	28.5%
ALMK	897	1240	38.3%	12.1%	12.7%	0.6%	4.6%	4.4%	-0.2%	2467	2643	7.1%	364	469	29.0%
ENMZ	480	707	47.4%	6.6%	9.3%	2.7%	1.6%	4.7%	3.2%	1873	1988	6.2%	256	356	38.9%
DMZP	324	466	43.6%	-1.1%	17.3%	18.4%	-3.1%	14.0%	17.2%	919	922	0.3%	353	505	43.1%
DMPZ	45	70	56.2%	5.5%	5.9%	0.4%	4.7%	5.2%	0.5%	98	113	15.2%	458	621	35.5%
DOMZ	80	82	3.3%	3.6%	2.8%	-0.8%	1.0%	0.1%	-0.8%	555	620	11.8%	144	133	-7.6%
ZPST	1151	1387	20.5%	18.6%	13.7%	-4.9%	10.7%	7.2%	-3.5%	2776	2806	1.1%	415	494	19.2%
Average			34.4%	11.5%	14.4%		6.0%	9.2%					367	474	29.1%
Specialty steel producers															
DNSS	350	562	60.7%	11.5%	16.3%	4.7%	6.8%	11.5%	4.7%	271	287	5.6%	1290	1962	52.1%

Source: Company data, Ukrainian news

Revised forecasts

	Sales, USD mln					EBITDA margin, %					Net margin, %				
	2006	2007E	new	new/old	07E/06	2006	2007E	new	new/old	07E/06	2006	2007E	new	new/old	07E/06
KSTL	2851	3826.4	0.0%	34.2%	4319.2	29.0%	29.5%	0.0p.p.	0.5%	28.5%	20.4%	20.5%	0.0p.p.	0.1%	18.0%
AZST	2480	3104.8	0.0%	25.2%	3781.5	15.7%	22.0%	0.0p.p.	6.3%	22.0%	8.8%	13.9%	0.0p.p.	5.1%	13.5%
MMKI	2850	3534.1	0.0%	24.0%	3807.5	13.6%	17.0%	0.0p.p.	3.4%	17.0%	6.3%	11.8%	0.0p.p.	5.5%	12.0%
ALMK	1224	1620.0	5.1%	32.4%	2412.0	11.1%	13.5%	0.0p.p.	2.4%	15.0%	4.0%	4.8%	0.0p.p.	0.8%	6.0%
ENMZ	701.9	920.2	0.0%	31.1%	1171	5.8%	10.4%	-4.8p.p.	4.6%	16.4%	4.4%	5.0%	-3.1p.p.	0.6%	9.3%
DMZP	461	590.0	10.8%	28.0%	708.8	3.5%	18.0%	-3.0p.p.	14.5%	21.0%	1.3%	14.0%	-4.0p.p.	12.7%	18.0%
DMPZ	62.31	85.0	5.9%	36.4%	99.9	7.0%	9.5%	0.0p.p.	2.5%	9.4%	5.0%	7.4%	0.0p.p.	2.4%	7.3%
DOMZ	107.6	108.7	0.0%	1.0%	110	3.7%	9.5%	0.0p.p.	5.8%	9.4%	1.2%	2.1%	0.0p.p.	0.9%	2.6%
ZPST	1562	1881.1	0.0%	20.4%	1720.3	16.9%	15.0%	0.0p.p.	-1.9%	15.0%	9.3%	9.5%	0.0p.p.	0.2%	9.3%
DNSS	503.5	710.0	2%	41.0%	745.5	13.2%	16.5%	0.0p.p.	3.3%	18.5%	7.7%	12.5%	0.0p.p.	4.8%	13.0%

Note: For more details please see our reports (Steel of Oct. 19, ALMK of Nov. 11 and ENMZ of Dec. 4)

Steel sector: Financial overview

Aggregate steel company financials

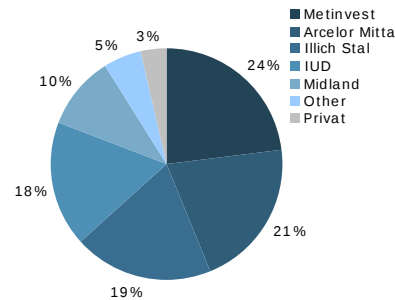
	9M06	9M07	YoY	2006	2007E	YoY	2008E	YoY
Net Revenues	9137	12268	34.3%	12803	16380.3	27.9%	18876	15.2%
EBITDA	1539	2373	54.2%	2136	3251	52.2%	3829	17.8%
EBITDA margin, %	16.8%	19.3%	2.5 p.p.	16.7%	19.8%	3.2 p.p.	20.3%	0.4 p.p.
EBIT	1320	2104	59.4%	-	-	-	-	-
EBIT margin, %	14.4%	17.1%	2.7 p.p.	-	-	-	-	-
Net Income	864	1548	79.1%	1252	2115	68.9%	2097	-0.9%
Net margin, %	9.5%	12.6%	3.2 p.p.	9.8%	12.9%	3.4 p.p.	11.1%	-1.8 p.p.

Note: Excluding DMK Dzerzhinskogo

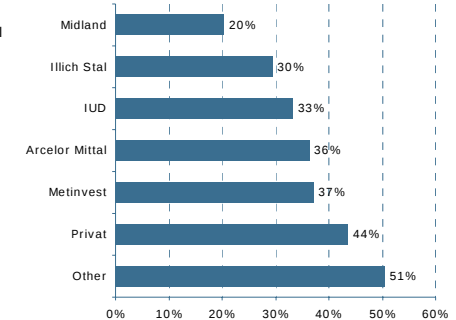
	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07
Net Revenues	2494	3144	3499	3667	3695	4263	4309
EBITDA	263	534	741	598	642	940	790
EBITDA margin, %	10.6%	17.0%	21.2%	16.3%	17.4%	22.1%	18.3%
EBIT	194	462	664	525	562	848	694
EBIT margin, %	7.8%	14.7%	19.0%	14.3%	15.2%	19.9%	16.1%
Net Income	97	323	444	389	376	657	515
Net margin, %	3.9%	10.3%	12.7%	10.6%	10.2%	15.4%	12.0%

Note: Excluding DMK Dzerzhinskogo

9M07 sales breakdown

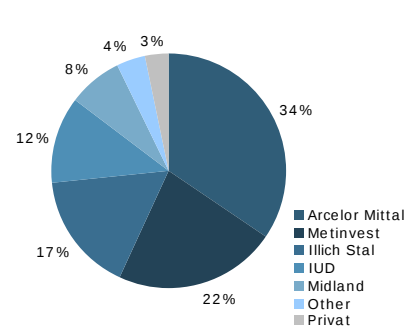


Sales growth, % yoy

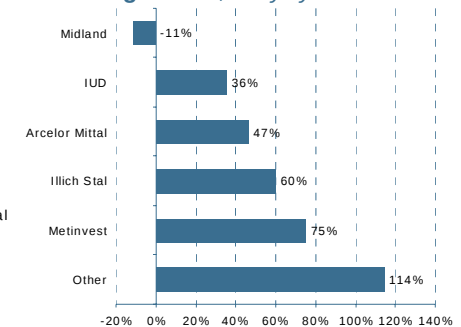


Note: IUD's 9M07 results includes DMK Dzerzhinskogo

9M07 EBITDA breakdown

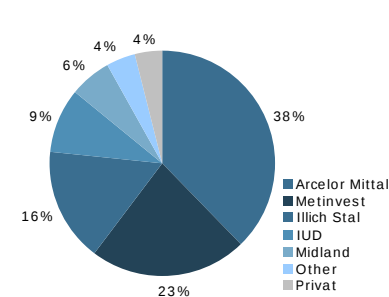


EBITDA growth, % yoy

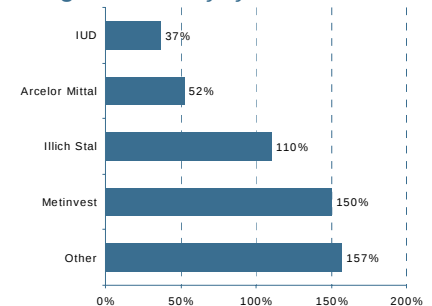


Note: IUD's 9M07 results includes DMK Dzerzhinskogo; in 9M06 Privat reported losses

9M07 net income breakdown



NI growth, % yoy



Note: IUD's 9M07 results includes DMK Dzerzhinskogo; in 9M06 Privat & Midland reported losses

Quarterly financials by company

	KSTL							AZST						
	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07
Net Revenues	558.8	717.9	773.2	801.4	836.9	983.2	976.9	481.7	553.7	723.9	720.6	734.0	797.5	832.7
EBITDA	141.0	200.3	250.6	235.4	227.6	307.9	332.5	46.7	98.5	143.7	101.3	151.4	175.9	169.1
EBITDA margin, %	25.2%	27.9%	32.4%	29.4%	27.2%	31.3%	34.0%	9.7%	17.8%	19.8%	14.1%	20.6%	22.0%	20.3%
EBIT	127.6	186.8	237.3	223.0	214.3	293.7	317.5	34.8	85.9	129.9	88.8	138.0	160.9	154.1
EBIT margin, %	22.8%	26.0%	30.7%	27.8%	25.6%	29.9%	32.5%	7.2%	15.5%	17.9%	12.3%	18.8%	20.2%	18.5%
Net Income	87.9	138.8	179.5	174.2	162.5	213.1	242.2	10.5	62.1	67.9	78.0	87.1	123.9	126.2
Net margin, %	15.7%	19.3%	23.2%	21.7%	19.4%	21.7%	24.8%	2.2%	11.2%	9.4%	10.8%	11.9%	15.5%	15.2%

	MMKI							ALMK						
	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07
Net Revenues	550.0	689.1	761.4	849.6	814.9	885.7	890.6	188.1	367.1	341.7	326.7	315.5	454.9	469.8
EBITDA	14.3	97.7	148.9	127.9	115.6	176.3	125.7	12.5	32.3	63.8	27.2	27.2	74.8	55.0
EBITDA margin, %	2.6%	14.2%	19.6%	15.1%	14.2%	19.9%	14.1%	6.6%	8.8%	18.7%	8.3%	8.6%	16.4%	11.7%
EBIT	(3.5)	79.9	126.8	109.6	91.2	151.8	100.4	4.9	25.3	56.3	19.3	19.5	57.2	35.6
EBIT margin, %	-0.6%	11.6%	16.7%	12.9%	11.2%	17.1%	11.3%	2.6%	6.9%	16.5%	5.9%	6.2%	12.6%	7.6%
Net Income	(12.2)	49.9	90.9	51.8	44.4	156.3	69.9	(1.0)	10.2	32.5	6.9	8.6	26.3	20.1
Net margin, %	-2.2%	7.2%	11.9%	6.1%	5.5%	17.6%	7.8%	-0.5%	2.8%	9.5%	2.1%	2.7%	5.8%	4.3%

	ENMZ							DMZP						
	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07
Net Revenues	150.1	154.1	175.6	222.0	209.0	251.0	247.4	94.7	116.2	113.4	136.7	141.5	158.5	165.5
EBITDA	6.1	11.4	14.2	8.8	12.6	42.4	10.7	(13.3)	1.7	8.2	19.6	16.6	47.8	16.2
EBITDA margin, %	4.1%	7.4%	8.1%	4.0%	6.0%	16.9%	4.3%	-14.0%	1.5%	7.2%	14.3%	11.8%	30.1%	9.8%
EBIT	2.6	7.9	10.7	5.2	8.8	38.7	7.0	(14.9)	0.1	6.5	17.8	15.0	45.7	14.2
EBIT margin, %	1.7%	5.1%	6.1%	2.4%	4.2%	15.4%	2.8%	-15.7%	0.1%	5.7%	13.0%	10.6%	28.8%	8.6%
Net Income	2.0	5.0	0.6	23.4	4.8	24.3	4.6	(14.8)	(0.7)	5.4	15.9	12.1	42.8	10.5
Net margin, %	1.4%	3.2%	0.4%	10.5%	2.3%	9.7%	1.9%	-15.7%	-0.6%	4.8%	11.7%	8.5%	27.0%	6.3%

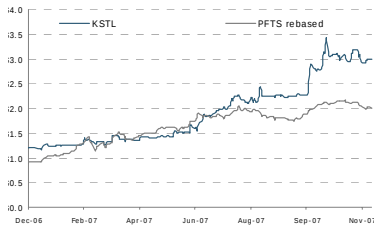
	DMPZ							DOMZ						
	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07
Net Revenues	14.2	15.3	15.5	17.3	20.8	22.9	26.5	28.2	24.5	27.0	27.8	26.9	26.5	29.0
EBITDA	1.0	0.6	0.9	1.9	2.1	1.9	0.2	0.7	1.4	0.8	1.1	0.9	1.1	0.4
EBITDA margin, %	6.9%	4.0%	5.7%	10.7%	10.1%	8.1%	0.7%	2.4%	5.9%	2.9%	3.8%	3.3%	4.1%	1.3%
EBIT	0.9	0.5	0.8	1.5	2.0	1.7	0.0	0.2	0.9	0.2	0.5	0.3	0.6	(0.1)
EBIT margin, %	6.2%	3.4%	5.1%	8.8%	9.5%	7.5%	0.2%	0.6%	3.7%	0.9%	1.6%	1.1%	2.3%	-0.3%
Net Income	0.8	0.5	0.8	1.7	1.9	1.3	0.4	(0.6)	1.9	(0.5)	0.5	0.3	0.5	(0.8)
Net margin, %	5.7%	3.2%	5.2%	9.7%	9.2%	5.9%	1.5%	-2.3%	7.7%	-1.8%	1.8%	1.3%	2.0%	-2.7%

	DNSS							ZPST						
	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07	1Q06	2Q06	3Q06	4Q06	1Q07	2Q07	3Q07
Net Revenues	96.0	118.9	135.1	153.5	174.4	195.2	192.7	332.0	386.6	432.7	411.1	421.4	487.3	478.3
EBITDA	7.5	14.0	18.9	26.2	27.0	33.5	31.0	47.0	75.9	91.3	49.0	61.4	78.9	49.4
EBITDA margin, %	7.8%	11.7%	14.0%	17.1%	15.5%	17.2%	16.1%	14.2%	19.6%	21.1%	11.9%	14.6%	16.2%	10.3%
EBIT	5.4	11.8	16.8	24.0	24.5	30.8	28.1	35.7	63.3	78.7	35.4	48.7	66.3	37.0
EBIT margin, %	5.6%	9.9%	12.4%	15.6%	14.1%	15.8%	14.6%	10.8%	16.4%	18.2%	8.6%	11.6%	13.6%	7.7%
Net Income	3.4	8.4	11.9	15.1	21.4	23.9	19.2	21.4	46.7	55.3	21.4	32.6	44.5	22.8
Net margin, %	3.6%	7.0%	8.8%	9.8%	12.3%	12.2%	10.0%	6.5%	12.1%	12.8%	5.2%	7.7%	9.1%	4.8%

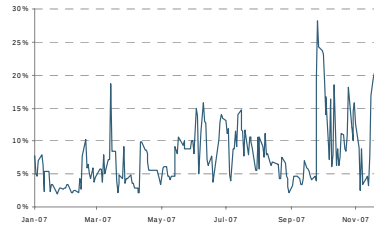
Stock monitor

Arcelor Mittal Kryviy Rih

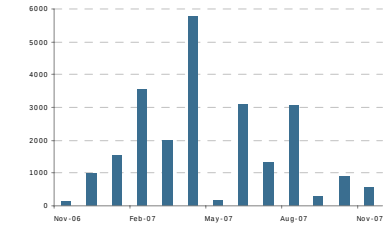
Price vs PFTS index



Spread, %

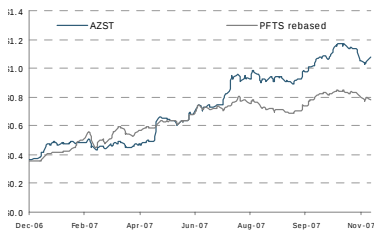


Trading volumes, USD ths

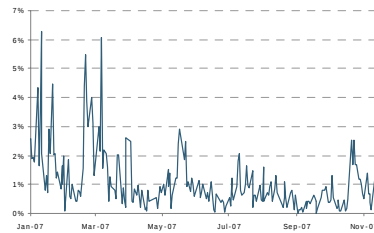


Azovstal

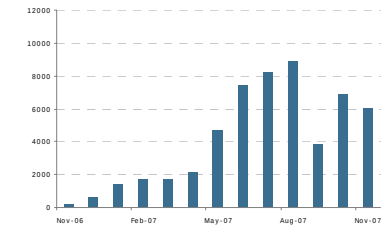
Price vs PFTS index



Spread, %

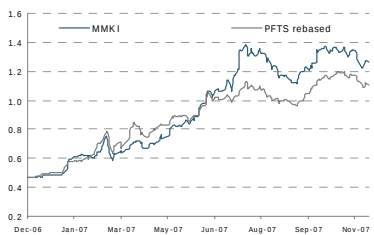


Trading volumes, USD ths

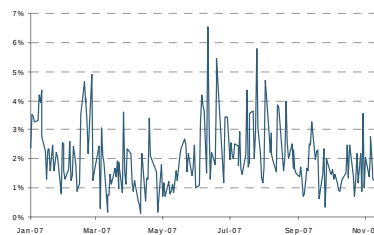


MMK Ililcha Steel

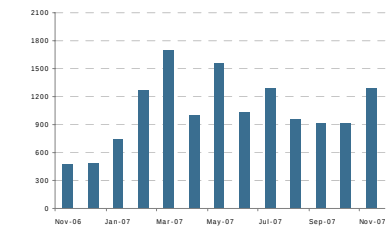
Price vs PFTS index



Spread, %

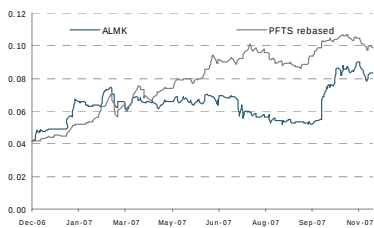


Trading volumes, USD ths

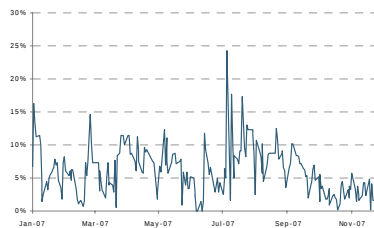


Alchevsk Iron & Steel

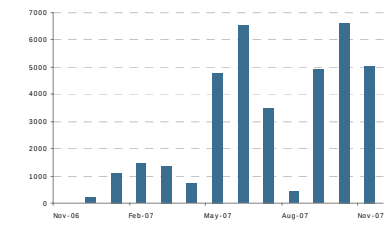
Price vs PFTS index



Spread, %

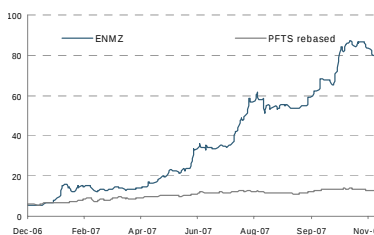


Trading volumes, USD ths

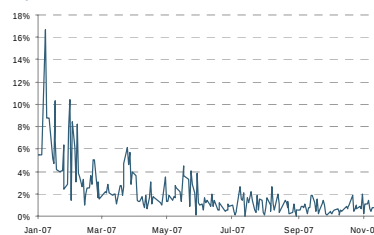


Enakievo Steel

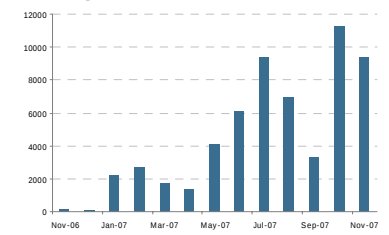
Price vs PFTS index



Spread, %

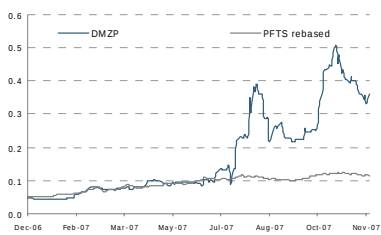


Trading volumes, USD ths

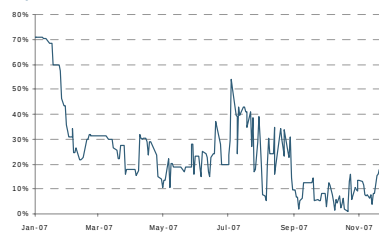


DMK Petrovskogo

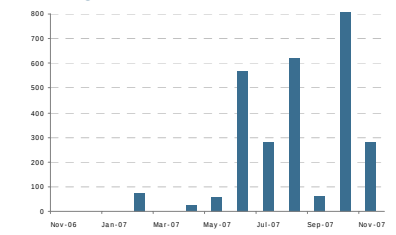
Price vs PFTS index



Spread, %

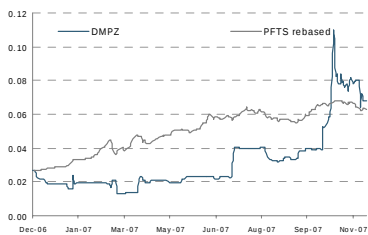


Trading volumes, USD ths



Donetsk Metal Rolling

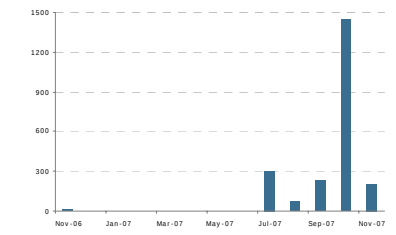
Price vs PFTS index



Spread, %

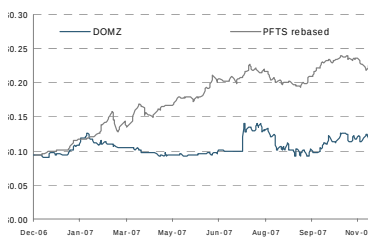


Trading volumes, USD ths

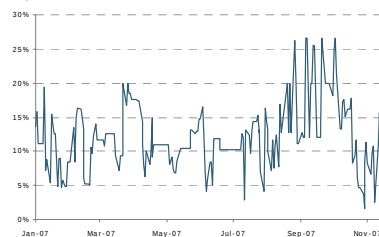


Donetsk Steel Plant

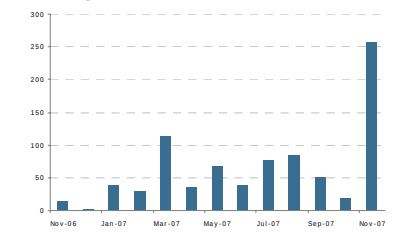
Price vs PFTS index



Spread, %

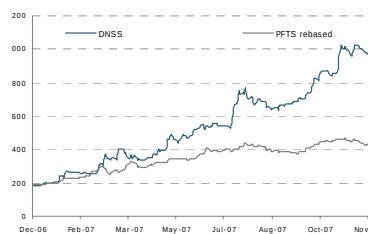


Trading volumes, USD ths

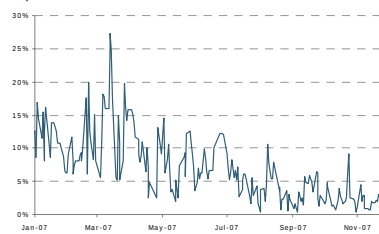


Dnipropetsstal

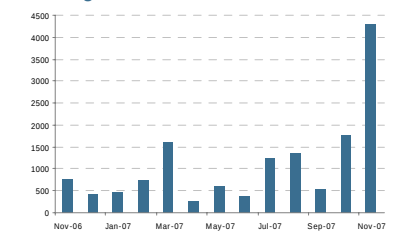
Price vs PFTS index



Spread, %



Trading volumes, USD ths



Appendix - Disclosures

Analyst Certification

I, Eugene Cherviachenko, 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.

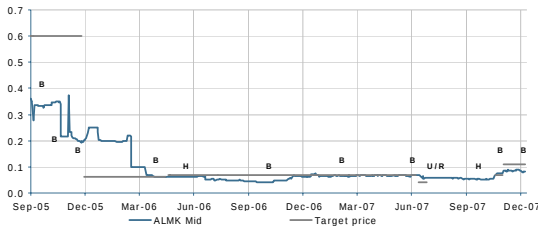
ALMK					KSTL					AZST				
Date	Target, USD	Market, USD	Rec'	Action	Date	Target, USD	Market, USD	Rec'	Action	Date	Target, USD	Market, USD	Rec'	Action
23-Sep-05	0.60	0.38	BUY	Initiating	04-Jan-05	0.45	0.35	BUY	Initiating	04-Jan-05	0.40	0.55	SELL	
15-Nov-05	0.60	0.32	BUY	Maintain	06-Jul-05	Pending	0.48	HOLD	Downgrade	23-Sep-05	0.45	0.65	SELL	
14-Dec-05	0.60	0.35	BUY	Maintain	23-Nov-05	0.58	0.65	SELL	Downgrade	22-Mar-06	0.55	0.59	HOLD	
08-Feb-06	0.06	0.03	BUY	Maintain	07-Dec-05	0.93	0.76	BUY	Upgrade	05-May-06	U/R	0.47	U/R	
30-Jun-06	0.07	0.10	HOLD	Downgrade	22-Mar-06	0.93	0.78	HOLD	Downgrade	18-Aug-06	0.51	0.47	BUY	
11-Oct-06	0.07	0.05	BUY	Upgrade	18-Aug-06	0.91	0.76	BUY	Upgrade	14-Jun-07	0.87	0.72	BUY	
28-Feb-07	0.07	0.04	BUY	Maintain	20-Nov-06	1.22	0.94	BUY	Maintain	19-Oct-07	1.35	1.09	BUY	
09-Jun-07	0.04	0.04	BUY	Maintain	22-Dec-06	1.22	1.22	HOLD	Downgrade	04-Dec-07	1.35	1.07	BUY	
27-Jun-07	U/R	0.07	U/R	U/R	19-Oct-07	2.20	3.13	SELL	Downgrade					
19-Oct-07	0.07	0.08	HOLD	Downgrade	04-Dec-07	2.20	3.00	SELL	Maintain					
01-Nov-07	0.11	0.08	BUY	Upgrade										
27-Nov-07	0.11	0.08	BUY	Maintain										
04-Dec-07	0.11	0.08	BUY	Maintain										

DNSS					DMPZ					MMKI				
Date	Target, USD	Market, USD	Rec'	Action	Date	Target, USD	Market, USD	Rec'	Action	Date	Target, USD	Market, USD	Rec'	Action
16-Feb-06	201.60	172.90	BUY	Initiating	23-Jan-06	0.075	0.050	BUY	Initiating	22-Mar-06	0.80	0.72	HOLD	
22-Mar-06	236.70	186.80	BUY	Maintain	22-Mar-06	0.060	0.050	HOLD	Downgrade	18-Aug-06	0.65	0.49	BUY	
18-Aug-06	210.00	177.60	BUY	Maintain	18-Aug-06	0.050	0.045	HOLD	Maintain	19-Oct-07	1.50	1.36	HOLD	
29-Dec-06	210.00	200.00	BUY	Maintain	29-Dec-06	0.030	0.030	HOLD	Maintain	23-Nov-07	1.50	1.27	BUY	
26-Apr-07	421.10	374.30	BUY	Maintain	10-Jul-07	0.035	0.012	BUY	Upgrade	04-Dec-07	1.50	1.26	BUY	
19-Oct-07	875.00	874.00	BUY	Maintain	19-Oct-07	0.080	0.050	BUY	Maintain					
29-Oct-07	875.00	867.00	HOLD	Downgrade	04-Dec-07	0.080	0.068	HOLD	Downgrade					
04-Dec-07	875.00	966.83	HOLD	Maintain										

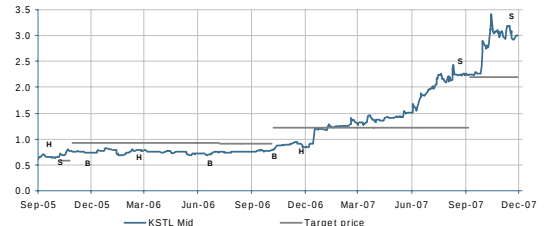
DOMZ					ENMZ					DMZP				
Date	Target, USD	Market, USD	Rec'	Action	Date	Target, USD	Market, USD	Rec'	Action	Date	Target, USD	Market, USD	Rec'	Action
22-Mar-06	0.10	0.20	SELL	Initiating	18-Aug-06	14.00	5.59	Spec BUY	Initiating	18-Aug-06	0.050	0.045	HOLD	
18-Aug-06	0.10	0.15	SELL	Maintain	19-Oct-07	120.00	67.70	BUY	Maintain	19-Oct-07	0.500	0.030	BUY	
19-Oct-07	0.10	0.12	HOLD	Upgrade	26-Oct-07	120.00	72.00	BUY	Maintain	04-Dec-07	0.500	0.068	BUY	
04-Dec-07	0.10	0.12	SELL	Downgrade	04-Dec-07	120.00	79.81	BUY	Maintain					

Recommendation history

ALMK



KSTL



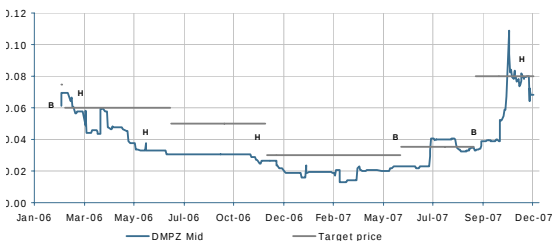
AZST



DNSS



DMPZ



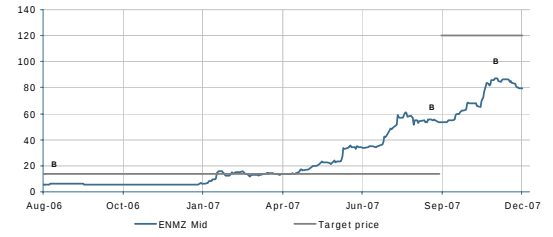
MMKI



DOMZ



ENMZ



DMZP



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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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Buy	37	44%
Hold	29	35%
Sell	7	8%
Under Review	11	13%
Total	84	100%

Investment banking clients*

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Hold	2	20%
Sell	0	0%
Under Review	0	0%
Total	10	100%

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