

# **United Media Holding**

Jumping on Yahoo!

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GDR (Frankfurt/Xetra)	A65
Market information	
Market price, EUR	6.3
USD	10.0
MCap, EUR mln	227.4
USD mln	354.0
Chg YTD	19.4%
Hi/Lo YTD, EUR	6.3/5.3
USD	10.0/8.2
DRs per common share	2:1
No of shares, mln	18.1
Free float	15.0%
Free float, EUR mln	34.1
USD mln	53.1
Prices as of Jul. 14, 2008	
Shareholders	
Integrity International	
Holding Ltd	80.9%
Institutional investors	15.0%
Torbock Holdings Ltd	4.1%

## Current price: USD 10.0/ EUR 6.3 12M Target: USD 11.9/ EUR 7.6

# BUY

- UMH said last week that it agreed to become Yahoo! and Last.fm's exclusive banner ad vendor in Ukraine
- In a conversation with us, the company revealed plans to launch two new Internet projects (catering to TV and automobile segments) in early autumn

#### UMH becomes an exclusive Yahoo! banner ad vendor in Ukraine

United Media Holding's Director of New Media Vitaliy Gorduz told representatives of the local press late last week that the company received the rights to become the exclusive vendor of banner ads on *Yahoo!* and the British music social network *Last.fm* via an agreement with Russian Internet ad company SUP, which is their sole Internet advertising partner in the CIS. In a conversation with us following the announcement, Gorduz confirmed the deals and said that UMH also concluded a similar agreement with the owners of the first Ukraine-based social network, *tuse.ua*.

The three pacts came as a positive surprise to us, underscoring the high importance UMH ascribes to its Internet business. We expect that revenues from the contracts will be material in four-five years time.

#### Two new Internet projects set to go live in early fall

According to Gorduz, early this fall UMH will launch two new websites currently under development (focusing on TV and automobiles). The company's publishing business has a strong presence in these segments, which will allow UMH to target leading positions there thanks to synergies. This will bring the company's new Internet launches in 2008 to four, in line with management's plans to bring 10 new Internet projects online by yearend. We confirm our previous projection that by 2010 UMH will capture 10% of Ukraine's internet ad market.

# Stock performance, 12M



Source: Bloomberg, Concorde Capital estimates

#### Internet advertising in Ukraine, USD mln



Source: ZenithOptimedia, Ukraine's Advertising Coalition, Concorde Capital estimates

## Key financials & ratios, USD mln

	Net Revenue	<b>EBITDA</b>	Net income	Net Debt	EV/S	EV/EBITDA	P/E
2008E	153.2	(1.2)	(17.0)	71.1	2.7	neg	neg
2009E	212.1	21.9	3.2	90.6	2.1	19.8	107.6
2010E	265.5	42.8	18.3	93.5	1.7	10.2	18.8
Spot exchan	ge rate: 5.05 UAH/USD						



# **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.

#### Concorde Capital ratings distribution

Buy	58	50%
Hold	19	17%
Sell	6	5%
Under Review	32	28%
Total	115	100%

#### Investment banking clients\*

Buy	8	100%
Hold	0	0%
Sell	0	0%
Under Review	0	0%
Total	8	100%

<sup>\*</sup> Within the last twelve month period, Concorde Capital has obtained compensation from these companies for investment banking services.



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