

# ОСНОВНЫЕ ТРЕНДЫ И «ФИШКИ» IR ИНДУСТРИИ

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Country Account Manager  
24 May 2018, Almaty

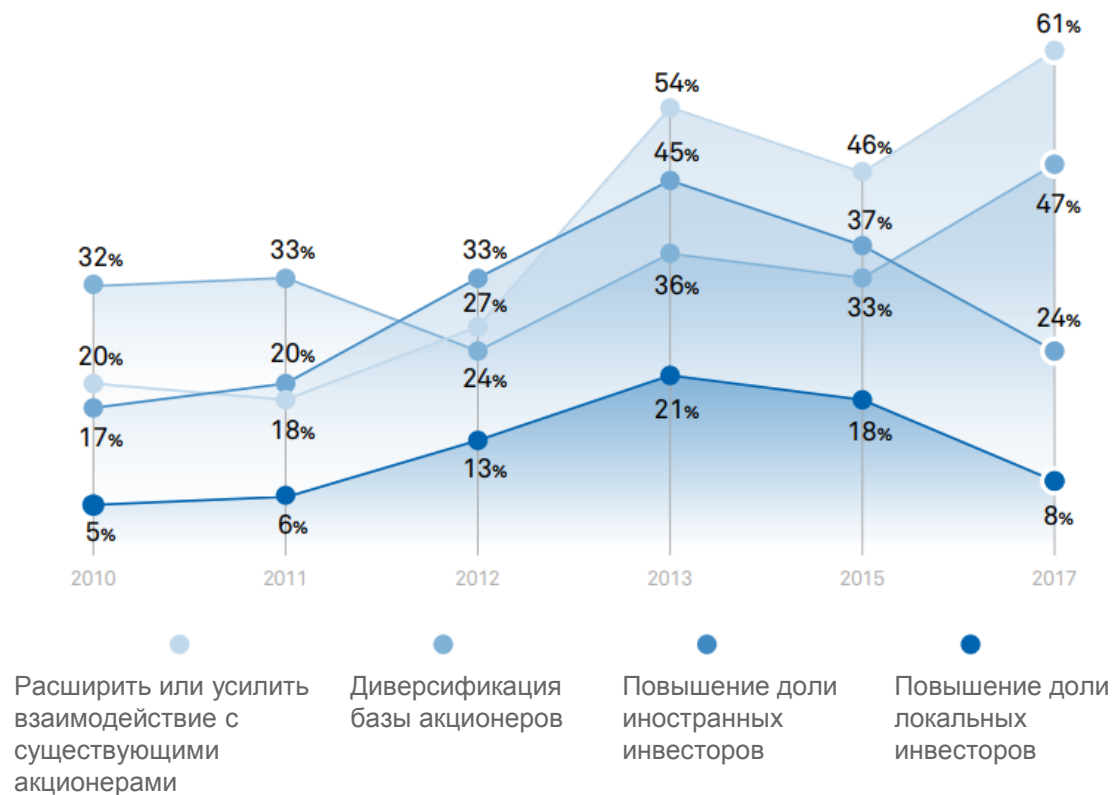
REUTERS/Fayaz Kabli

# Тренды 2017-2018

С таргетирования инвесторов по географии



Более целостному взгляду на базу



Source: BNY Mellon's survey

# Тренды 2017-2018

## Рейтинг влияния проблем на глобальные рынки



## IR функция наращивает стратегическое влияние

# 85%

Команд IR были вовлечены во внутренние коммуникации

**41%**

Помогают во внутренних коммуникациях

**27%**

Корпоративные коммуникации используют материалы, изготовленные из IR-материалов

**17%**

Комментируют материалы внутренних коммуникаций

**15%**

Не связаны с коммуникациями сотрудников

# 75%

IR офицеры являются членом хотя бы одного комитета управления

**51%**

Состоят в Финансовых комитетах

**29%**

Состоят в части Комитета корпоративной стратегии

**25%**

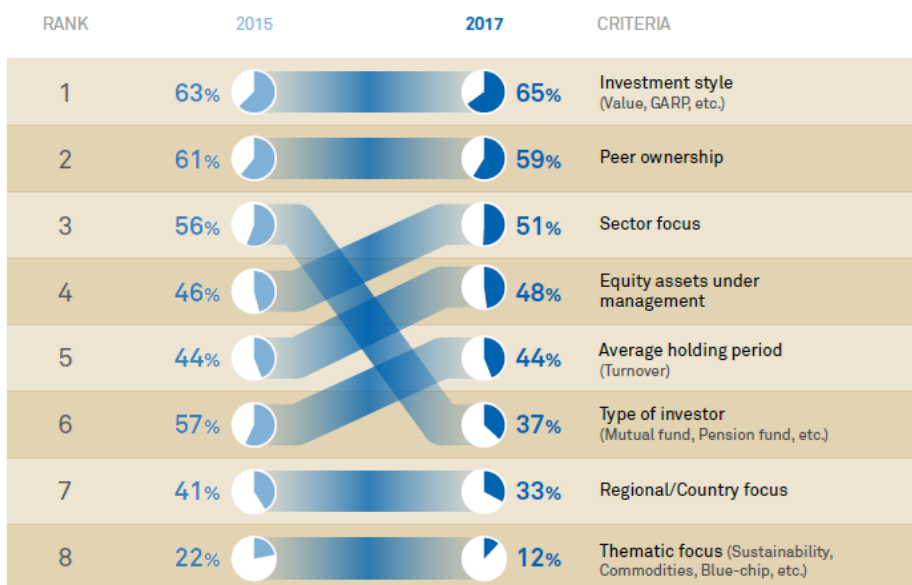
Части Комитета по корпоративному управлению

**25%**

Не участвуют в работе комитетов

# Тренды 2017-2018

Критерии используемые IR для таргетирования новых инвесторов



## Thomson Reuters ESG database

Инвесторы давно признали, что ESG являются важными мерами для оценки компании, управления рисками и даже соблюдения нормативных требований

7000 Компании

400+ Метрики

Thomson Reuters ESG Scores разработаны для прозрачной и объективной оценки эффективности ESG компании по 10 темам (выбросы, инновации в области окружающей среды, права человека, акционеры и т. д.)

# ONE Belt ONE Road



60 Стран  
И более соглашений между Китаем и его партнерами

6 Триллионов долларов США ввезенных ПИИ

3 Триллионов долларов США вывезенных ПИИ

1,9 Миллиардов долларов США Составят инвестиции в сельское хозяйство Казахстана

Source: ©UNCTAD

# Факторы которые окажут большое влияние на функцию IR в течение следующих 10 лет

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Изменение структуры акционеров (пассивные инвестиции против активных инвестиций)

Функция sell side (предоставление исследований, корпоративный доступ и т.д.)

Включение нефинансовых факторов в процесс принятия решений инвесторами (ESG)

Прозрачность рынка (раскрытие информации о акционерах, информация о торговых сделках и т. д.)

Новые нормативные требования (MIFID II, Санкции, и другие)

Повышение эффективности управления инвесторами (голосование против решений менеджмента и т. д.)

Эволюция и интеграция режимов отчетности (GAAP vs Non-GAAP, IFRS, GRI, etc.)

Технологическая интеграция (Data analytics, Machine Learning, AI, Thomson Reuters Eikon and Data feeds, CRM etc.)

Source: [https://www.bnymellon.com/\\_global-assets/pdf/our-thinking/2017-global-trends-in-investor-relations.pdf](https://www.bnymellon.com/_global-assets/pdf/our-thinking/2017-global-trends-in-investor-relations.pdf)

# Взаимодействие с инвесторами, сравнение с конкурентами, сделки и многое другое



# Поиск инвесторов

## SCHRODER INVESTMENT MANAGEMENT LTD. (SIM)

## PORTFOLIO SUMMARY

Schroder Investment Management Ltd. (SIM) is an investment advisory and hedge fund firm. The firm is a wholly-owned subsidiary of Schroders PLC. The firm manages the Schroder series of funds in addition to other funds. The firm caters to individuals and institutions. The firm has offices in London, England, Dubai, UAE and Milan, Italy.

31 Gresham Street  
London, Greater London, EC2V 7QA  
United Kingdom

**Phone:** 44-20-7658-6000  
**Fax:** 44-20-7658-6965  
**www.schroders.com**

**Prime Broker:** Morgan Stanley & Co. LLC

**Investment Approach:** Schroder Investment Management Ltd. (SIM) primarily manages UK, European and international portfolios. Investments are offered through various mandates, including core, value and growth investment styles, as well as other specialist mandates focused on a specific market-cap or region. The firm generally makes use of fundamental research and analysis in identifying potential investments. The investment process is primarily driven by bottom-up stock selection that looks beyond short-term news flows. For its global investments, SIM employs a core investment style with a growth bias. The firm looks for high quality international companies with strong growth prospects, sustainable competitive advantage and reasonable valuation. Fundamental research is complemented by macroeconomic and thematic review. Idea generation begins with quantitative and qualitative screens which incorporate macro outlook and proprietary valuation methodologies to rank companies based on local market strength. Companies are then ranked on relative strength within global sectors and across regions. Potential investments are further evaluated based primarily on growth/valuation, quality and sustainable competitive advantage. Core and cyclical holdings are identified and ideas are tested using proprietary quantitative model output.

**Decision Making Process:** Local analysts in different countries conduct primary research on markets and companies. Investment teams are organized according to strategy and mandate. SIM generally has access to company management.

Total Assets (\$US):		Investor Type:	Investment Managers
Equity Assets (\$US):	159,333,100,166.0	Turnover:	Low
Investment Style:	Core Growth, Emerging Markets Hed, Global Hedge, Growth, Hedge Fund	Rank:	-
Orientation:	Active	Filing Date:	20-Feb-2018
Investor Sub-Type:	Investment Advisor/Hedge Fund	# Securities Held:	4,371

Portfolio Concentration - Top 10 Holdings:	10%	Portfolio
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Sales Coverage:	Not Assigned
Trading Coverage:	Not Assigned
Research Coverage:	Not Assigned

[FUNDS](#) | [PORTFOLIO](#) | [CONTACTS](#) | [PORTFOLIO BREAKDOWN](#) | [TARGET REPORT](#) | [ASSIGN COVERAGE](#) | [ADD TO ACCOUNT LIST](#) | [ADD CONTACT](#) | [RESEARCH INQUIRY](#)

### TOP 10 HOLDINGS

Security Name	Symbol	Value (\$US) ▼	Change (\$US)	% Port
Tencent Holdings Ltd	700	3,101,530,119.0	-18,656,273.0	1.95%
Schroder Diversified Growth I Acc	GB00B3D5HJ08	2,296,214,459.0	+32,421,289.0	1.44%
Schroder QEP Global Active Value Ret Acc	GB00B0R0P857	1,409,940,679.0	-196,864,837.0	0.89%
AIA Group Ltd	1299	1,319,135,553.0	+4,257,014.0	0.83%
Alibaba Group Holding Ltd	BABA	1,269,176,015.0	+5,540,693.0	0.8%
Royal Dutch Shell PLC	RDSB	1,263,496,794.0	+14,254,567.0	0.79%
HSBC Holdings PLC	HSBA.GB	1,220,074,897.0	-51,838,732.0	0.77%
St. James's Place Money Market L Acc	GB00B2Q6HF96	1,205,526,624.0	+1,205,526,624.0	0.76%
ASML Holding NV	ASML.NL	1,195,257,778.0	-3,032,338.0	0.75%
Taiwan Semiconductor Manufacturing Co Ltd	2330.TW	1,189,745,664.0	+18,143,669.0	0.75%

### POSITION BREAKDOWN

Activity	# Stocks	# Shares
Total Positions	4,371	26,926,634,8
Incr. Positions	1,919	13,471,759,4
Decr. Positions	1,402	8,667,288,4
New Positions	319	1,216,740,5
Closed Positions	1,552	
No Change	1,050	4,787,586,8

### 5 LARGEST MANAGED MUTUAL FUNDS ASSETS (\$US)

Fund Name	Total ▼	# Stocks
Vanguard International Growth Fund	30,863,990,429.0	186
Schroder Intl Selection Fd - Euro Equity Fund	6,132,853,920.0	91
St. James's Place Managed Growth Unit Trust	4,135,305,879.0	199

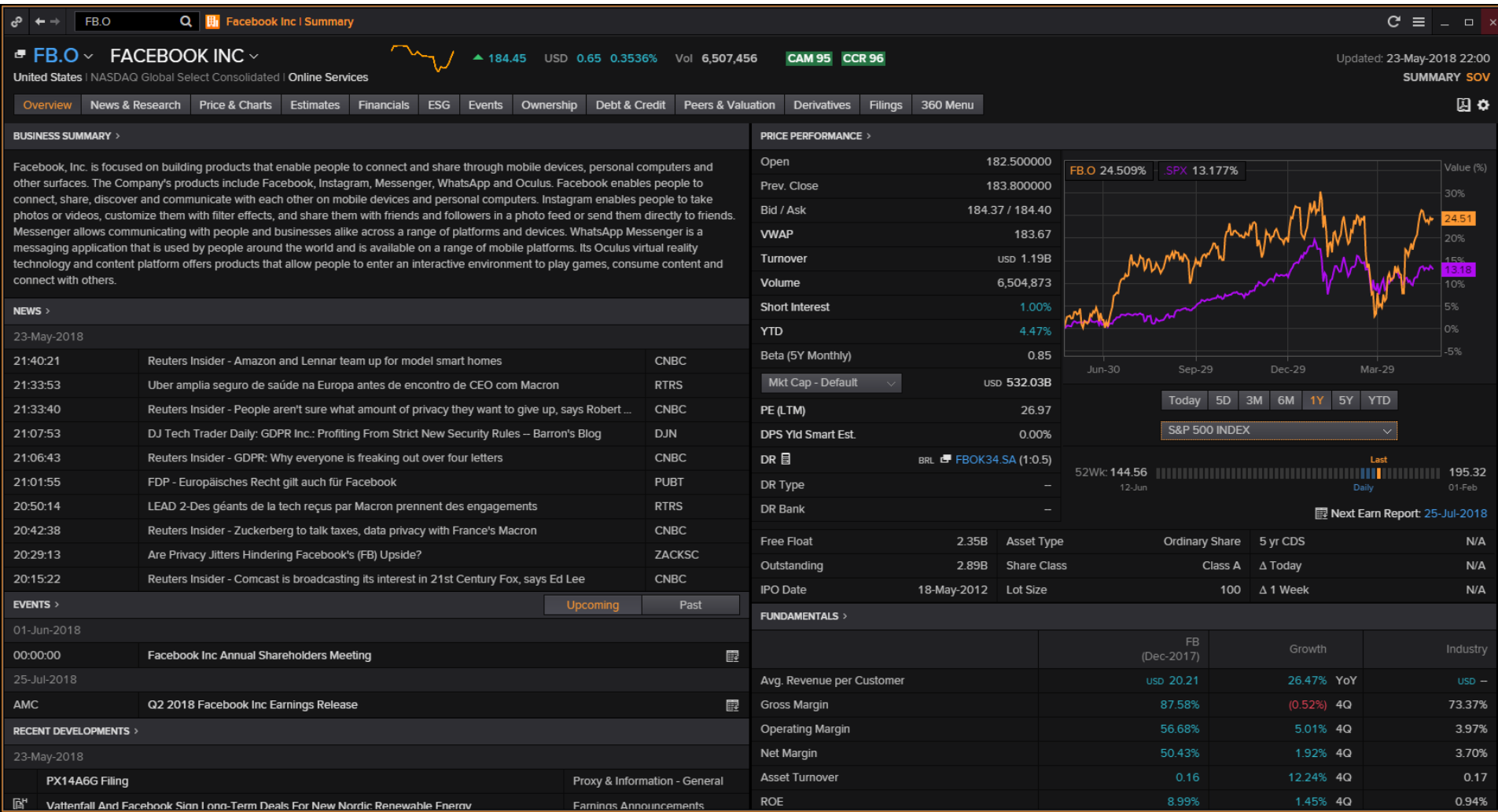
### TOP 5 INDUSTRIES HELD

Industry	% Port	Value (\$US) ▼	Val Change (\$US)	# Stocks
Financial (Diversified)	1.54%	2,450,292,793.0	+0.0	
Cellular/Wireless Telecomms	0.98%	1,567,478,479.0	+0.0	
Retail Specialty-Apparel	0.7%	1,121,007,012.0	+0.0	
Power Producers (Independ)	0.53%	836,917,428.0	+0.0	
Biotechnology	0.46%	733,289,609.0	+0.0	

### TOP 5 INDUSTRIES BOUGHT



# Информация по эмитентам



# Данные о торгах и их визуализация



# Работа с мультипликаторами

**RATIOS - KEY METRICS** Interim Standardised in Millions of U.S. Dollars, Consolidated

Filed In: Russia (LKOH) | Basis: Consolidated | Period: Interim | View: Standardised

	Industry Median	2014		
		Jun-2014	Mar-2014	Dec-2013
<b>Earnings Quality Score</b>	46	34	30	31
<b>Profitability</b>				
Gross Margin	33.0%	29.9%	29.8%	29.9%
EBITDA Margin	18.2%	14.1%	12.8%	11.9%
Operating Margin	10.2%	7.6%	7.4%	1.0%
Pretax Margin	8.5%	7.5%	6.7%	1.1%
Effective Tax Rate	20.3%	16.4%	27.7%	138.4%
Net Margin	6.0%	6.3%	4.9%	(0.4%)
<b>DuPont/Earning Power</b>				
Asset Turnover	0.15	0.33	0.32	0.33
x Pretax Margin	8.5%	7.5%	6.7%	1.1%
Pretax ROA	1.3%	2.5%	2.2%	0.4%
x Leverage (Assets/Equity)	2.33	1.42	1.40	1.3%
Pretax ROE	3.3%	3.6%	3.0%	0.5%
x Tax Complement	0.77	0.83	0.72	0.1%
ROE	2.9%	3.0%	2.2%	0.1%
x Earnings Retention	1.00	1.00	1.00	(59.2%)
Reinvestment Rate	2.6%	3.0%	2.2%	(3.2%)
<b>Liquidity</b>				
Quick Ratio	1.08	1.00	1.25	1.1%

**GROSS MARGIN (JUN-14)**

GROSS MARGIN (JUN-14)	29.9%
$\text{Gross Margin} = \frac{\text{Gross Profit}}{\text{Revenue}} \times 100$	$29.9\% = \frac{\$ 11,437\text{MM}}{\$ 38,205\text{MM}} \times 100$
GROSS PROFIT (JUN-14)	\$ 11,437MM
$\text{Revenue} - \text{COGS} = \text{Gross Profit}$	$\$ 38,205\text{MM} - \$ 26,768\text{MM} = \$ 11,437\text{MM}$
REVENUE (JUN-14)	\$ 38,205MM
REVENUE (JUN-14)	\$ 38,205MM
Sales (including excise and export tariff)	\$ 38,205MM

KEY : HIGHLIGHTED TEXT = AUDITED VALUE BLUE TEXT = CLICK TO AUDIT

**ОАО ЛУКОЙЛ**  
Consolidated Statements of Comprehensive Income  
(millions of US dollars, unless otherwise noted)

	Note	For the three months ended June 30, 2014 (unaudited)
<b>Revenues</b>		
Sales (including excise and export tariffs)	20	38,205
<b>Costs and other deductions</b>		
Operating expenses		(2,558)

# Сравнение с конкурентами

## PEER COMPARISON

Show Peer

Median

Expand / Collapse All

**Valuation** (LTM = Last Twelve Month Fundamentals; NTM = Next Twelve Month SmartEstimates)

RIC	Trailing P/E LTM	Forward P/E NTM	Price/Sales NTM	EV/EBITDA NTM	Price/Cash Flow NTM	Price/Book NTM	Dividend Yield Latest
RIO.L	10.8	15.8	2.0	7.3	7.3	1.7	4.8%
+ Peer Median	14.5	17.3	0.9	7.3	7.2	1.2	4.9%

## PEER ANALYSIS FOR RIO TINTO PLC (RIO.L)

Balance Sheet	Company Name	Total Debt to Total Equity, Percent (F10)	Net Debt To EBITDA	Current Ratio (F10, Orig)	Quick Ratio (F10, Orig)	Inventory Turnover (FY0)	Average Receivables Collection (FY0)
	Rio Tinto PLC	54.5%	0.69	1.70	1.35	2.44	31.92
	BHP Billiton PLC	38.9%	0.88	1.42	0.96	1.97	37.13
	Glencore PLC	108.6%	4.16	1.21	0.65	9.08	38.07
	Anglo American PLC	70.2%	1.02	2.13	1.43	4.90	37.50
	Antofagasta PLC	38.5%	0.00	3.15	2.83	7.60	57.87
	Vale SA	55.4%	2.04	1.88	1.47	5.81	63.85
	Norsk Hydro ASA	18.8%	0.29	1.88	1.22	4.53	49.90
	BHP Billiton Ltd	38.9%	0.88	1.42	0.96	1.97	35.54

# Прогнозы балансовых показателей

## STATEMENT VIEW Annual, Mean

Periodicity Annual Estimate Type Mean

Non Per Share in USD MM, Per Share in USD - Consolidated

	Historical					Forecast (Mean)			
	FY Dec-09	FY Dec-10	FY Dec-11	FY Dec-12	FY Dec-13	FY Dec-14	FY Dec-15	FY Dec-16	FY Dec-17
<b>INCOME STATEMENT</b>									
Revenue	84,845	104,956	133,650	139,171	141,452	140,867	141,168	146,393	153,794
Growth % vs. Prior Yr.	-	-95.9%	27.3%	4.1%	1.6%	-0.4%	0.2%	3.7%	5.1%
Actual/Predicted Surprise	7.7%	2.0%	-0.8%	1.0%	3.5%	0.0%	-0.2%	-0.4%	0.4%
Guidance	-	T	T	T	-	-	-	-	-
EBITDA	14,351	15,687	19,489	18,932	16,003	20,786	20,602	22,195	24,423
Margin%	16.9%	14.9%	14.6%	13.6%	11.3%	14.8%	14.6%	15.2%	15.9%
Actual/Predicted Surprise	4.3%	-0.1%	-1.7%	-1.0%	-17.6%	0.7%	1.6%	2.1%	0.2%
Guidance	-	-	-	-	T	-	-	-	-
EBIT	10,232	11,533	14,038	14,100	10,247	14,921	14,080	15,690	19,262
Margin%	12.1%	11.0%	10.5%	10.1%	7.2%	10.6%	10.0%	10.7%	12.5%
Actual/Predicted Surprise	5.6%	-0.5%	-11.6%	-0.5%	-25.7%	8.5%	3.2%	4.1%	-1.9%
Pre-tax Profit	9,484	11,470	14,074	13,753	10,458	13,236	12,017	13,394	16,213
Margin%	11.2%	10.9%	10.5%	9.9%	7.4%	9.4%	8.5%	9.1%	10.5%

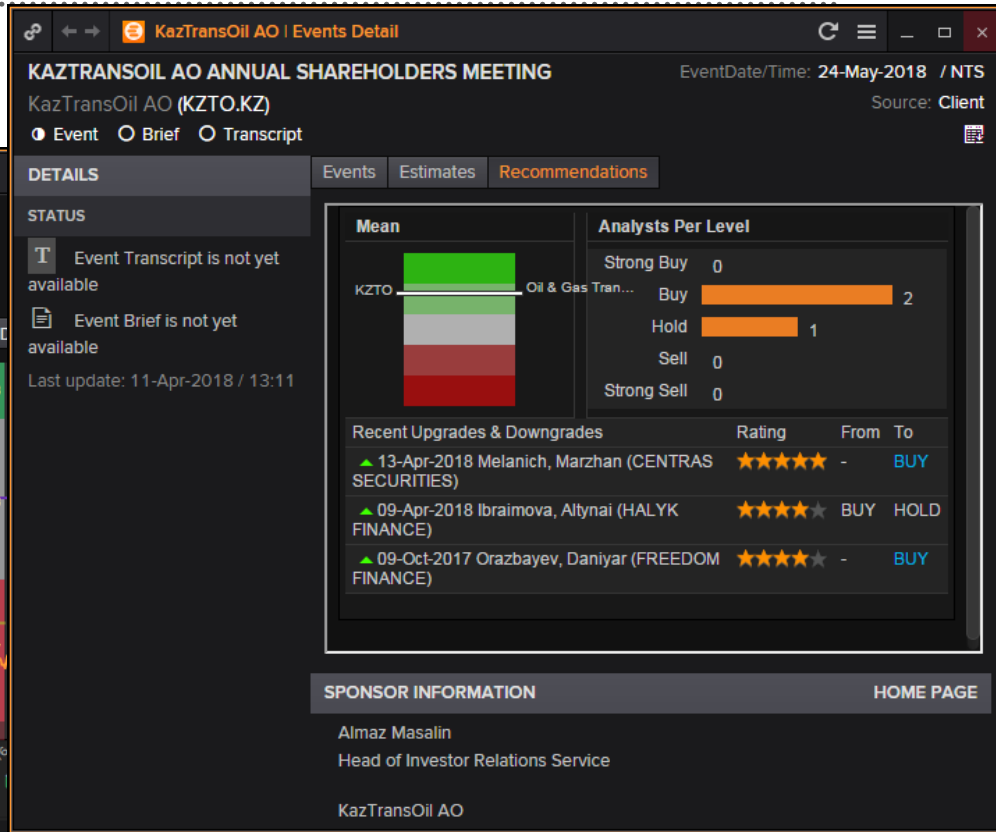
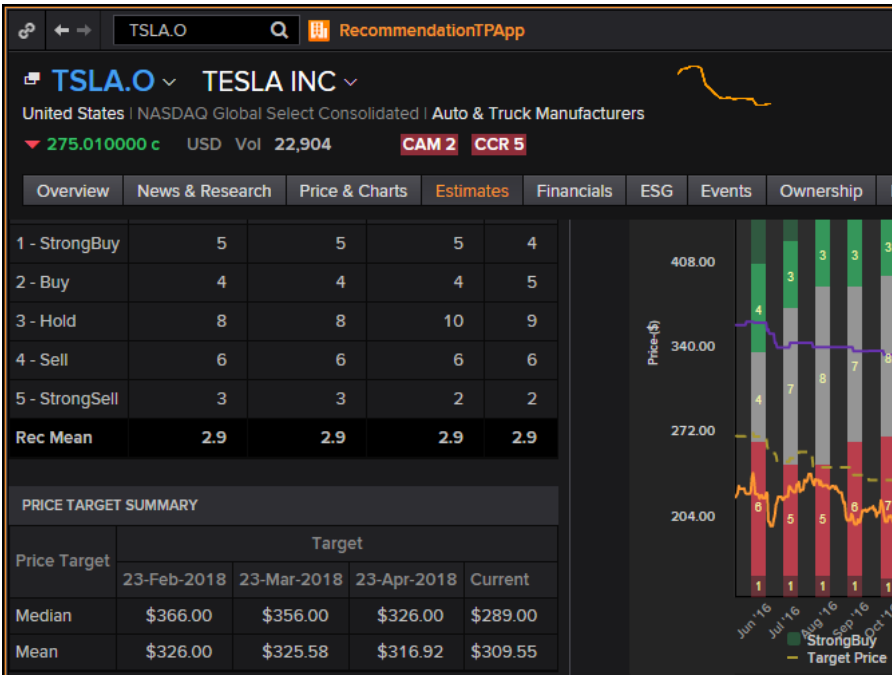
### REVENUE ESTIMATE DETAILS

Show X-Age/X-Cluster/X-Outlier

Estimates included in the Mean (8 Analysts)

Contributor	Analyst	Earnings Accuracy	Current Estimate	% Difference from Mean	Previous Estimate	Estimate Age	Review Date	SmartEstimate Weight
AK BARS FINANCE	Sidorov, Alexander	insuf-hist	137,300	-2.7%	141,148	24	29-Aug-2014	17.3%
RYE, MAN & GOR SECURITIES	Pigarev, Sergei	insuf-hist	137,552	-2.6%	-	48	07-Aug-2014	15.4%
VELES CAPITAL	Tanurkov, Vasilij	★★★★★	148,407	5.1%	-	53	30-Jul-2014	12.0%
SBERBANK INVESTMENT RESEAR...	Fak, Alex	insuf-hist	138,111	-2.2%	137,743	58	09-Sep-2014	14.6%
Permission Denied	Undisclosed	★★★★★	136,006	-3.7%	-	62	20-Jul-2014	11.2%
DEUTSCHE BANK RESEARCH	Kushnir, Pavel	★★★★★	148,840	5.4%	149,586	76	08-Jul-2014	13.6%
VTB CAPITAL	Loukashov, Dmitry	★★★★★	141,337	0.1%	143,802	114	11-Sep-2014	15.9%
RAIFFEISEN CENTROBANK	Polischuk, Andrey	★★★★★	141,791	0.4%	-	128	19-May-2014	X-Age
<b>Mean</b>	-	-	141,168	-	-	1	-	-
<b>SmartEstimate</b>	-	-	140,865	-0.2%	-	1	-	-

# Рекомендации по акциям



RECOMMENDATION & PRICE TARGET DETAIL

Contributor	Analyst	Current Recommendation	Rec. Date	Review Date	Analyst Rec. Rating		Price Target	% Diff from Current Price	Price Target Date	LTG %
					Overall	TSLA.O				
ELAZAR ADVISORS	Siegel, Chaim	2-BUY	21-May-2018	-	★★★★★	insuf-hist	400.00	45.45%	05-Jul-2017	-
JEFFERIES	Houchois, Philippe	3-HOLD	02-Apr-2018	02-May-2018	★★★★★	★★★★★	250.00	-9.09%	19-Mar-2018	-
CITIC SECURITIES	Xu, Yingbo	1-BUY	13-Feb-2018	13-Feb-2018	★★★★★	insuf-hist	425.00	54.54%	13-Feb-2018	-
CONSUMER EDGE RESEARCH	Albertine, James J	2-OVERWEIGHT	30-Jan-2018	22-May-2018	★★★★★	★★★★★	385.00	39.99%	03-Jul-2017	-

# Аналитика от инвестбанков

## Annual trends charts



## WHY KAZAKHSTAN?

Digital transformation is touching every sector, including smart city construction projects and financial integration, and Kazakhstan's leaders are embracing the revolution.



**BÉLA FERENCZI**  
CEO, GE Central Asia & Azerbaijan



**ATTILA ONAT**  
General Manager, Bureau Veritas Kazakhstan



**ANDREY KURILIN**  
CEO, Citibank Kazakhstan



**DMITRY SHUSTER**  
General Director, Cisco Kazakhstan

July 10, 2014

## TMK

### Await the US trade case decision

**Today, July 10, the US DoC will decide on the US OCTG trade case.** A positive decision could potentially remove 2mt of OCTG pipes from the US market (more detail on [Steel: Steel Executive Quarterly Dinner Series Recap](#)). In February, the hearing was disappointing in that South Korea, the largest exporter of OCTG to the US, was left unscathed (no import duties were set on Korean imports, which accounted for 25% of total OCTG imports, and 50% of investigated imports). A number of companies petitioned the DoC, raising issues regarding potential control and affiliation and questioning whether the DoC has the correct sale and cost databases on record. Because Petitioners submitted their comments shortly before the deadline for issuing the preliminary determination, the DoC was unable to respond fully to

Deutsche Bank  
Markets Research

Europe

Strategy

Date



Global Research



## gorsk Iron and Steel

### g margin expansion

#### TDA

ur EBITDA estimates by 8%/3% in 2014/15 to reflect 1. Higher premium k for HVA products (increased HVA ASP estimate by 2%/1% to 1/t in 2014/15e), 2. Better than expected EBITDA in Coal and Turkey ly offset by increase in scarp costs assumptions. Scrap supply was not urchase price increases lately signalling deficit as collection of scrap in down and demand from new EAF is increasing. Our EBITDA estimates m of 1%/17% vs. BBG 28 Days consensus in 2014/15.

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Neri Tollardo

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**TMK (TRMKq.L, TMKS LI)**

EMEA - Metals & Mining / Russia

**Stock Rating**

**Industry View**

**Price target**

Shr price, close (Jul 9, 2014)

52-Week Range

Mkt cap, curr (mn)

Net debt (12/14e) (mn)\*

EV, curr (mn)\*

\* = GAAP or approximated based on GAAP

**Underweight**

**In-Line**

**US\$8.00**

US\$10.33

US\$14.16-6.67

US\$2,566

US\$3,161

US\$6,123



# Поиск аналогов/ компаний-целей

SCREENER

SCREEN 2

Unsaved Screen

Currency: USD

UNIVERSE Public Companies 64.9K

Include: Active, Public, Primary

Include: Indices, Lists, Portfolios, Screens, Stocks

Exclude: None

QUICK FILTERS

Country of Headquarters

Country of Exchange

Company Market Cap

Average Daily Value Traded - 52 Weeks

TRBC Economic Sector Name

Add Filter

Country of Incorporation

Include Bulgaria and 8 more... 2747

REPORT

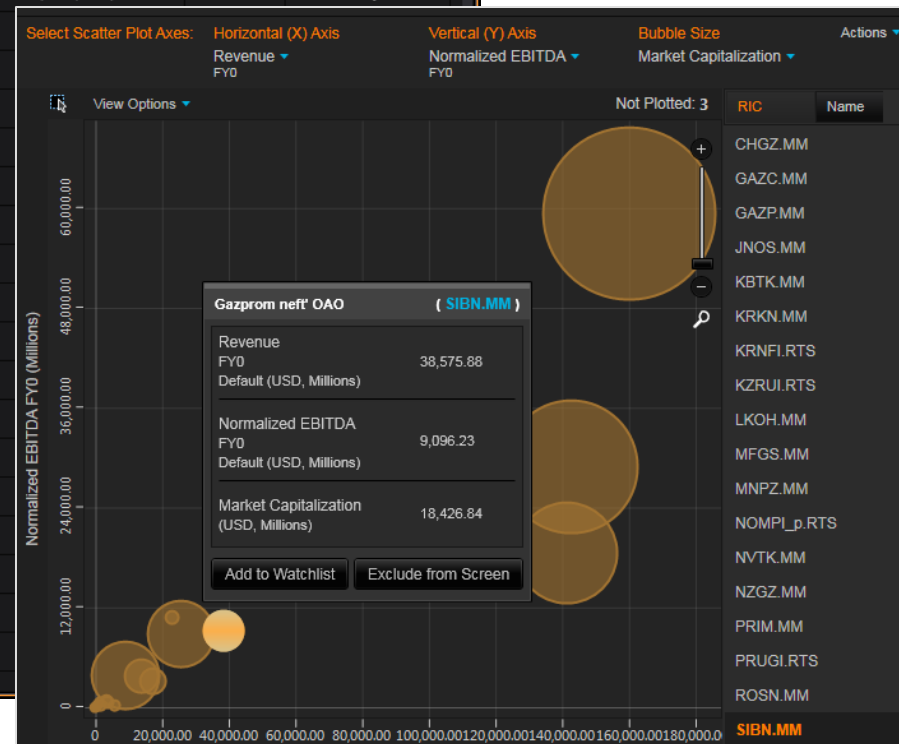
Unsaved Template

Add Column

Group

Add Rank

Identifier	Company Name	Market Cap	ESG Score (FY0)	Country of Incorporation
<input type="checkbox"/>				
<input type="checkbox"/>	MTEL.BU	1,628,014,849.19	83.09	Hungary
<input type="checkbox"/>	MILP.WA	2,791,265,751.30	71.98	Poland
<input type="checkbox"/>	BKOM.PR	7,875,089,859.96	70.91	Czech Republic
<input type="checkbox"/>	VTBR.MM			Bank VTB PAO
<input type="checkbox"/>	ROSN.MM			NK Rosneft' PAO
<input type="checkbox"/>	KGH.WA			KGHM Polska Miedz SA
<input type="checkbox"/>	LKOH.MM			NK Lukoil PAO
<input type="checkbox"/>	PKN.WA			Polski Koncern Naftowy Orlen SA
<input type="checkbox"/>	BZW.WA			Bank Zachodni WBK SA
<input type="checkbox"/>	OPL.WA			Orange Polska SA
<input type="checkbox"/>	MOLB.BU			MOL Plc
<input type="checkbox"/>	PEO.WA			Bank Polska Kasa Opieki SA
<input type="checkbox"/>	INGP.WA			ING Bank Slaski SA
<input type="checkbox"/>	SBER.MM			Sberbank Rossii PAO
<input type="checkbox"/>	AFKS.MM			AFK Sistema PAO
<input type="checkbox"/>	CHMF.MM			Severstal' PAO
<input type="checkbox"/>	OTPB.BU			OTP Bank Nyrt
<input type="checkbox"/>	NVTK.MM			Novatek PAO
<input type="checkbox"/>	LTSP.WA			Grupa Lotos SA
<input type="checkbox"/>	SIBN.MM			Gazprom Neft' PAO
<input type="checkbox"/>	NLMK.MM			NLMK PAO





# Сделки M&A и IPO

Equity Offerings (IPO)

Upcoming Priced Filed Withdrawn Lockup All Updated 23-May-2018 22:09

Search for IPO's by Expected Date 24-May-2018 - 07-Jun-2018 Go

Expected Date	Issuer Name	RIC	ISIN	Issue Type	Expected Amount (USD)	Expected Amount (Host)	Price Range	Ccy	Exchange	Country
24-May-2018	Amuse Group Holding Ltd	--	--	IPO	9.555M	74.49M	0.25/0.35	HK	HK GEM	Hong Kong
24-May-2018	Battery Minerals Ltd	BAT.AX	AU000000BAT1	Follow-On	15.018M	19.947M	0.06	AU	Australia	Australia
24-May-2018	Beijing Creative Distn	002350.SZ	CNE100000L06	Follow-On						
24-May-2018	BluGlass Ltd	BLG.AX	AU000000BLG5	Follow-On						
24-May-2018	Bomi Italia SpA	BOMI.MI	IT0005108748	Follow-On						
24-May-2018	Capita PLC	CPI.L	GB00B23K0M20	Follow-On						
24-May-2018	Clips Inc	--	--	IPO						
24-May-2018	Niche-Tech Group Ltd	--	--	IPO						
24-May-2018	Tian Yuan Group Holdings Ltd	--	--	IPO						

ADD / REMOVE COLUMNS

Available Items

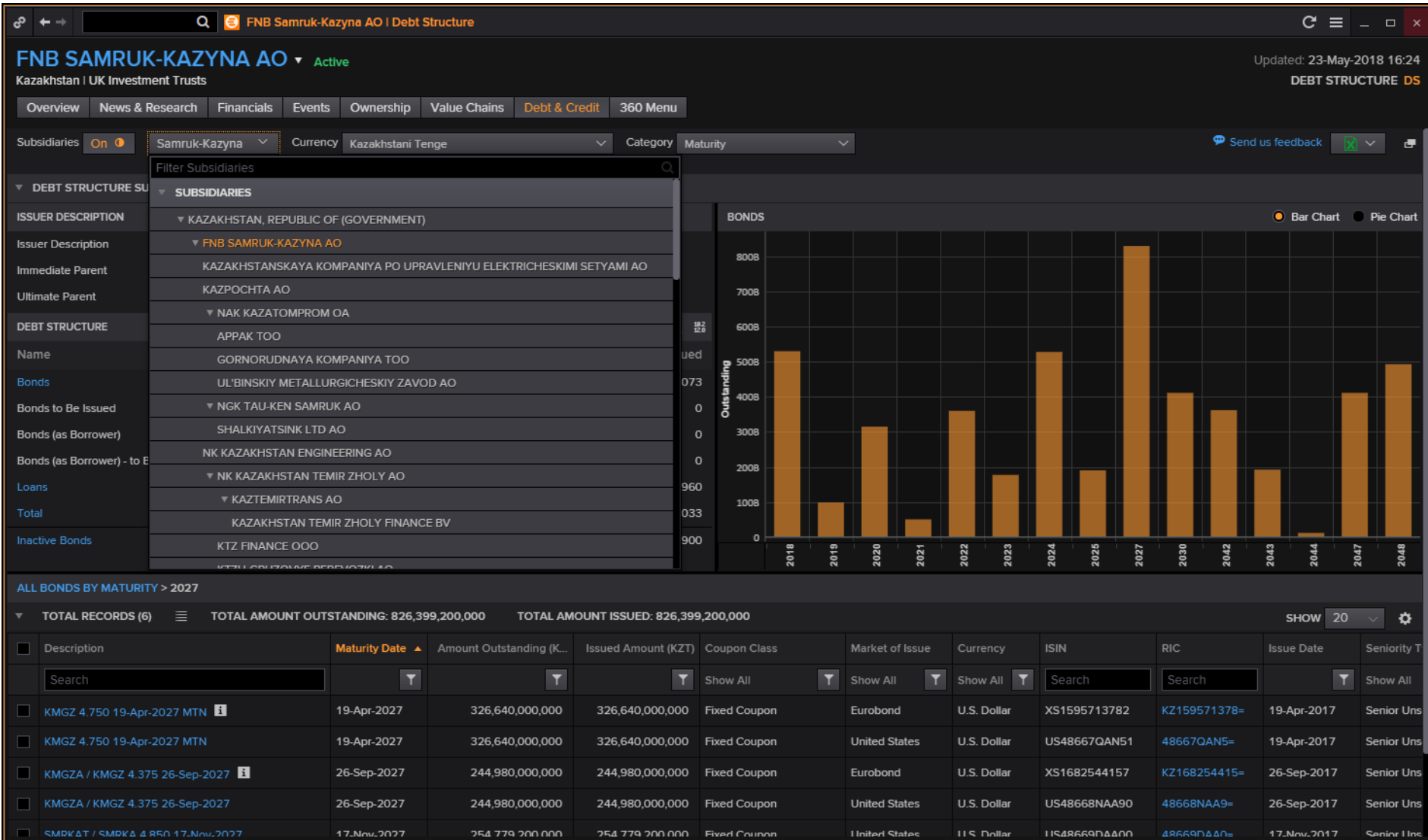
- Acquirer Ultimate Parent
- Seller
- Investor
- Ebit Multiple
- Ebitda Multiple
- Sales Multiple
- Net Income Multiple
- Net Asset Multiple
- Date Effective
- % acquired

Selected Items

- Deal Number
- Deal Status
- Target Name
- Target Nation
- Acquirer Name
- Acquirer Nation
- Form of the Transaction
- Target Industry
- Acquirer Industry
- Announcement Date

Buttons: Add >, < Remove, << Remove All, << Default >>, Move Up, Move Down, OK, Cancel

# Информация о долге



# Информация по долговым инструментам

**ADVANCED SEARCH - Government and Corporate Bonds**

UNIVERSE: Government and Corporate Bonds

SEARCH: All Active

Include: Government, Corporate, Agency, Non-US Munis, Other Gov/Supra, Bond Type: Bonds, Certificates of Deposit, Commercial Paper, Status: Active, Sukuks: Include

QUICK FILTERS: Principal Currency, Country of Issue, Issuer Type, Instrument Type, Bond Grade

RESULTS (436)

Issuer	Ticker	Coupon	Maturity	Issue Date	ISIN	Preferred RIC	Pr
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZAC	0.0000	24.05.2018	17.05.2018		KZW1KD07272...	Ka
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZAC	0.0000	25.05.2018	18.05.2018		KZW1KD07273...	Ka
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> Tsesnabank AO	TSB						
<input type="checkbox"/> Kaspi Bank AO	CSB						
<input type="checkbox"/> Kazakhstan, Republic of (Government)	KAZ						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> Bank RBK AO	INBI						
<input type="checkbox"/> Kazakhstan, Republic of (Government)	KAZ						
<input type="checkbox"/> Mangistauskaya Raspredelitel'naya Elektrose...	MRE						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> Kaspi Bank AO	CSB						
<input type="checkbox"/> Bank TsentrKredit AO	CCE						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> Tsesnabank AO	TSB						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> Kazakhstan, Republic of (Government)	KAZ						
<input type="checkbox"/> IO Kazakhstanskaya Ipotecnaya Kompaniya AO	KZIF						
<input type="checkbox"/> IO Kazakhstanskaya Ipotecnaya Kompaniya AO	KZIF						
<input type="checkbox"/> National Bank of the Republic of Kazakhstan SI	KAZ						
<input type="checkbox"/> Atambayev Agri AO	ATA						

**HSBK 7.250 28-Jan-2021**

Updated: 23-May-2018 16:29

ISIN XS0583796973

Issue Rating: BB (FTC 31-Aug-2017)

Trade > Corporate Actions

HALYK BANK AO KZ / USD

Corp, Fixed Coupon, HY, RegS, Eurobonds, Trace Eligible

B/A: 108.270/108.534 (+0.232) Bmk Sp: 126.71 Swap Sp: 112.45 - 16:07  
 BYId/AYId: 3.958/3.859 (-0.091) ASwap Sp: 115.16 G Sp: 131.042 TR PRICING

Overview All Quotes News Description Valuations Schedules Charts Notes Issuer Calculators TRACE Related Instruments ...

**BOND INFORMATION** Summary View

PRINCIPAL / COUPON INFORMATION		ISSUANCE DETAILS	
Maturity Date	28-Jan-2021 @ 100%	Issue Date / Price / Yield	28-Jan-2011 / 98.263% / 7.5
Principal / Coupon Currency	USD / USD	Issue Spread	415.3 (2.625% Due Nov 15, 2020...
Coupon Type	Fixed:Plain Vanilla Fixed Coupon	Announcement Date	19-Jan-2011
Coupon Frequency	Semiannually	Country of Issue	Eurobond
Current Coupon / Next Pay Date	7.25000 / 28-Jul-2018	Market of Issue	Eurobond
Dated / First / Final Coupon	28-Jan-2011 / 28-Jul-2011 / 28-J...	Underwriters	Show More
Amount Outstanding	500,000,000 USD	More Bond Information	Seniority: Senior Unsecured
Par Value / Min. Denomination / In...	1,000.00 / 200,000.00 / 1,000.00...	Series #	-
Floating Rate Note	No	Listed On	Show More
Market Conventions	Day Count Basis: 30E/360 ICMA Settlement: Trade + 2 Business Days	Tax Details	EU Savings Tax Directive: Yes
Bond Type	Instrument Type: Note MTN: No	Issued on or before 01-Mar-2002	No (28-Jan-2011)
Regulations			

# Данные по выпускам облигаций от IFR (International Financing Review)

Fixed Income New Issues Monitor

23-May-2018 22:23:31

1 - 200 of 299 Items Page 1 of 2

Source:  IFR  All New Issues

Updated

Updated	Issuer Name	ISIN / Cusip	Term to M...	CPN	Deal Status	Deal Su...	Issue Amo...	Currency ...	Spread	Maturity Date
23-May-2018 22:11	ISRAEL CHEMICALS LTD	IL0028103310	20Y	-	LAUNCHED		600M	USD	-	31-May-2038
23-May-2018 21:36	LATVIA, REPUBLIC OF (GOVERNMENT)	XS1566190945	29Y	2.25%	PRICED		300M	EUR	MS+37 / B+...	15-Feb-2047
23-May-2018 21:34	LATVIA, REPUBLIC OF (GOVERNMENT)	XS1829276275	10Y	1.125%	PRICED		350M	EUR	MS+15 / +6...	30-May-2028
23-May-2018 21:12	INNOGY FINANCE BV	XS1829217428	4.5Y	0.75%	PRICED		500M	EUR	MS+50 / B+...	30-Nov-2022
23-May-2018 21:10	INNOGY FINANCE BV	XS1829217345	8Y	1.625%	PRICED		500M	EUR	MS+85 / B+...	30-May-2026
23-May-2018 21:02	BANK GOSPODARSTWA KRAJOWEGO	XS1829261087	12Y	2%	PRICED		500M	EUR	MS+95 / B+...	01-Jun-2030
23-May-2018 21:01	BANK GOSPODARSTWA KRAJOWEGO	XS1829259008	7Y	1.375%	PRICED		500M	EUR	MS+75 / B+...	01-Jun-2025
23-May-2018 20:31	BANK GOSPODARSTWA KRAJOWEGO	XS1829259008	7Y	-	LAUNCHED		500M	EUR	MS+75	01-Jun-2025
23-May-2018 20:31	BANK GOSPODARSTWA KRAJOWEGO	XS1829261087	12Y	-	LAUNCHED		500M	EUR	MS+95	01-Jun-2030
23-May-2018 20:20	LANDESKREDITBANK BADEN WUERT...	XS182813052...	5Y	-	PRICED		275M	USD	3mL+14	10-Mar-2023
23-May-2018 20:19	LANDESKREDITBANK BADEN WUERT...	XS182813036...	4Y	-	PRICED		275M	USD	3mL+6	27-Sep-2021
23-May-2018 20:18	LANDESKREDITBANK BADEN WUERT...	XS182813087...	2Y	-	PRICED		200M	USD	3mL+3	06-Apr-2020
23-May-2018 19:36	MBANK SA	CH0418609613	4Y	0.565%	PRICED		180M	CHF	MS+75 / EL...	07-Jun-2022
23-May-2018 18:52	LATVIA, REPUBLIC OF (GOVERNMENT)	XS1566190945	29Y	2.25%	PRICED		300M	EUR	MS+37 / B+...	15-Feb-2047
23-May-2018 18:29	BERLIN HY	XS1829217428	4.5Y	0.75%	PRICED		500M	EUR	MS+50 / B+...	30-Nov-2022
23-May-2018 17:49	INNOGY F	XS1829217345	8Y	1.625%	PRICED		500M	EUR	MS+85 / B+...	30-May-2026
23-May-2018 17:48	INNOGY F	XS1829261087	12Y	2%	PRICED		500M	EUR	MS+95 / B+...	01-Jun-2030
23-May-2018 17:23	SCHAFFH	XS182813052...	5Y	-	PRICED		275M	USD	3mL+14	10-Mar-2023
23-May-2018 17:14	LOWER SA	XS182813036...	4Y	-	PRICED		275M	USD	3mL+6	27-Sep-2021
23-May-2018 17:05	INNOGY F	XS182813087...	2Y	-	PRICED		200M	USD	3mL+3	06-Apr-2020
23-May-2018 17:05	INNOGY F	XS1829261087	12Y	2%	PRICED		500M	EUR	MS+95 / B+...	01-Jun-2030
23-May-2018 16:51	LANDESKR	XS182813052...	5Y	-	PRICED		275M	USD	3mL+14	10-Mar-2023
23-May-2018 16:50	LANDESKR	XS182813036...	4Y	-	PRICED		275M	USD	3mL+6	27-Sep-2021

Powered by IFR Markets

Debt Structure

AGBK 24-AUG-2018

AGRICULTURAL BANK OF CHINA LTD CN / CNY

Corp, Fixed: Discount, Certificate of Deposit

Updated: 23-May-2018 22:29 Corporate Actions  
CHINA INTERBANK 111803104  
Issuer Rating: A (FDL F 16-May-2018)

Overview All Quotes News Description Schedules Charts Notes Issuer Calculators Related Instruments Research 360 Menu

Subsidiaries On Agbank China Currency Chinese Yuan Category Maturity Send u

DEBT STRUCTURE SUMMARY

ISSUER DESCRIPTION		BONDS	
Issuer Description	AGRICULTURAL BANK OF CHINA LTD	2808	
Immediate Parent	CENTRAL HUIJIN INVESTMENT LTD	2408	
Ultimate Parent	CHINA, PEOPLE'S REPUBLIC OF (GOVERNMENT)	2008	

DEBT STRUCTURE			
Name	Issues	Outstanding	Issued
Bonds	892	625,041,825,423	625,041,825,423
Bonds to Be Issued	13	3,232,916,405	3,232,916,405
Bonds (as Borrower)	1	3,183,000,000	3,183,000,000
Bonds (as Borrower) - to Be Issued	0	0	0
Loans	2	-	2,546,400,000
Total	908	631,457,741,828	634,004,141,828
Inactive Bonds	5,240	-	1,360,529,942,852

Outstanding

2018 2019 2020 2021 2022 2023 2024

IFR обеспечивает полный охват первичных рынков капитала - от первого слуха о сделке до ее запуска и анализа

# Данные о собственниках и менеджменте

KCEL.KZ | KCELL AO | Shareholders Report | Thomson Reuters

Kazakhstan | Kazakhstan Stock Exchange | Wireless Telecommunications Services

Updated: 23-May-2018 16:36

1,610.0300 c KZT CAM 62 CCR 41

Overview News & Research Price & Charts Estimates Financials ESG Events Ownership Debt & Credit Peers & Valuation Derivatives Filings 360 Menu

SHAREHOLDERS REPORT

Ownership Summary Shareholders Report Shareholders History Report Insider Report Non-Holders Report

Concentration Location Rotation Style Turnover Type Portfolio/List

All All All All All All None Update View

INVESTORS (11)

#	Investor Name	% Outstanding	Position (M)	Position Change (M)
1	Fintur Holdings B.V.	51.00%	102.00	
2	Telia Company AB	24.00%	48.00	
3	Freedom Finance	9.08%	18.15	+4
4	Goldman Sachs Asset Management Inter...	0.00%	0.01	
5	Degroof Petercam Asset Services SA	0%	0	-0
6	Eaton Vance Management	0%	0	-0
7	Norges Bank Investment Management (...)	0%	0	-0
8	Parametric Portfolio Associates LLC	0%	0	-0
9	Pictet Asset Management Ltd.	0%	0	-1
10	Schroder Investment Management Ltd. (...)	0%	0	-0
11	T. Rowe Price International (UK) Ltd.	0%	0	-0

KCEL.KZ | KCELL AO | Overview

Kazakhstan | Kazakhstan Stock Exchange | Wireless Telecommunications Services

Updated: 23-May-2018 16:46

1,610.0300 c KZT CAM 62 CCR 41

Overview News & Research Price & Charts Estimates Financials ESG Events Ownership Debt & Credit Peers & Valuation ...

OFFICERS OVERVIEW All Officers & Directors

▼ CURRENT OFFICERS

Name	Age	Current Position	Officer/Director	In Position
Mr. Jan Rudberg	73	Chairman of the Board, Non-Executive Independent Dir...	6 Years	4 Years
Mr. Arti Ots	-	Chief Executive Officer	3 Years	3 Years
Mr. Andis Locmelis	-	Finance Director	1 Year	1 Year
Mr. Sasha Lekovich	-	Director of the Department of Technology	3 Years	2 Years
Ms. Asya Kalinkina	-	Director of Human Resources Department	2 Years	2 Years
Mr. Aleksandr Prokopovich	-	Director of the Department of Centralized Supply	4 Years	3 Years
Ms. Irina Savina	-	Director of the Department of Relations with Consumers	2 Years	2 Years
Mr. Peter Lav	-	Director - Representative of Sonera Holding B.V.	3 Years	3 Years
Mr. Emil Nilsson	-	Director - Representative of Fintur Holdings B.V.	-	-
Mr. Douglas Lubbe	46	Non-Executive Director - Representative of Fintur Holdin...	3 Years	3 Years
Mr. William Aylward	67	Non-Executive Independent Director	5 Years	5 Years
Mr. Vladimir Smirnov	54	Non-Executive Independent Director	4 Years	4 Years
Ms. Irina Shol	-	Investor Relation	-	-

▼ PREVIOUS OFFICERS

Name	Age	Latest Position Held	Officer Start	Officer End	Director Start	Director End
Mrs. Ingrid Stenmark	52	Non-Executive Director - Repr...	-	-	21-May-2014	17-Apr-2016

# Мониторинг корпоративных событий

RDGZ.KZ Company Events Search

RDGZ.KZ RAZVEDKA DOBYCHA... 25,000.0000 c KZT CCR 55 Updated: 23-May-2018 17:11

Kazakhstan | Kazakhstan Stock Exchange | Oil & Gas Exploration and Production

CORPORATE EVENTS

Overview News & Research Price & Charts Estimates Financials ESG Events Ownership Debt & Credit Peers & Valuation ...

EVENTS

Group By: None

Date	Time	Event Type	RIC	Event Name
22-May-2019	10:00	Annual Shareholders Meeting	RDGZ.KZ	Razvedka Dobycha KazMunayGaz AO Annual Shareholders I
07-Nov-2018	NTS	Earnings Release	RDGZ.KZ	Q3 2018 Razvedka Dobycha KazMunayGaz AO Earnings Rel
24-Oct-2018	NTS	Industry Specific Release	RDGZ.KZ	Q3 2018 Razvedka Dobycha KazMunayGaz AO Operating R
15-Aug-2018	NTS	Earnings Release	RDGZ.KZ	Half Year 2018 Razvedka Dobycha KazMunayGaz AO Earnin
08-Aug-2018	NTS	Earnings Release	RDGZ.KZ	Q2
25-Jul-2018	NTS	Industry Specific Release	RDGZ.KZ	Q2
22-May-2018	10:00	Annual Shareholders Meeting	RDGZ.KZ	Raz
11-May-2018	NTS	Buyback	KMGq.L^E18	KM
10-May-2018	NTS	Delisting	KMGq.L	Del
10-May-2018	NTS	Symbol Change (RIC, CUSIP, ISIN, ...)	KMGq.L^E18	Raz
26-Apr-2018	NTS	Earnings Release	RDGZ.KZ	Q1
25-Apr-2018	NTS	Industry Specific Release	RDGZ.KZ	Q1
16-Apr-2018	NTS	Delisting	RDGZ.KZ	Del
12-Apr-2018	NTS	Regular Dividends - Cash	RDGZ.KZ	RD
05-Apr-2018	NTS	Buyback	KMGq.L^E18	KM
31-Mar-2018	NTS	Outstanding Shares	KMGq.L	Nu

Displaying 100 of 117 available records.

Eikon | Alerts | Alert Manager

Alert Manager Alert History Set Preferences

Market Data

Research

Internal Research

News

TR Digest (BETA)

Filings

Investor Briefs

Events

Economics

Vessels and Ports

Oil Refineries

Issuer Ratings

Court Writ

EVENTS

Symbol | Portfolio RDGZ.KZ

Event Type Annual Sharehol...

Send Me An Alert When

Breaking News Occurs

Event Brief Is Available

Event Transcript Is Available  Preliminary

Edited

Daily Summary

Weekly Summary

Brief Summary

Transcript Summary

Update Summary

Reminder (Only Emails)

# Тематические новости по ключевым словам и категориям

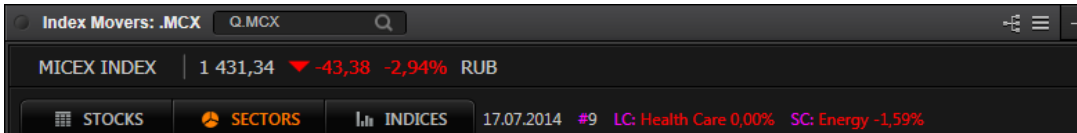
The screenshot displays a news application window titled "News: Kazakhstan [KZ] AND Russian Domestic News Service". The search bar contains the query "Kazakhstan AND Russian Domes...". The main content area shows a list of news items with columns for Time, Source, RICs, and Headline. An "ADVANCED FILTER" dropdown menu is open, showing options for "Select Category", "Companies", "Markets", "Business Sectors", "Geographies", "More Topics", and "Languages".

Time	Source	RICs	Headline
15:54:15	RTRS		Nordgold в I кв 18г снизила добычу и EBITDA
15:42:04	RTRS	KZTONOR=KZ	Средневзвешенный курс тенге вырос до 326,00 за \$1
14:46:59	RTRS	SBER.MM	Санкции вынуждают Сбербанк сокращать присутствие в Европе – Греф
12:57:01	RTRS	8053.T 6502.T	Казахстан начал поставки концентрата урана в Бразилию
10:27:23	RTRS		Остатки на корсчетах в Нацбанке Казахстана выросли до 197,2 млрд тенге
10:24:57	RTRS		ОСТАТКИ НА КОРСЧЕТАХ В НАЦБАНКЕ КАЗАХСТАНА НА 22 МАЯ - 197,2 МЛРД ТЕНГЕ (121,7 МЛРД ТЕНГЕ РАНЕЕ)
09:37:20	RTRS	UZS= TJS=	ДОБРОЕ УТРО, СНГ - Центральная Азия!
09:36:55	RTRS		КОМПАС-Рынки Центральной Азии в Рейтер-терминале
<b>22 May 2018</b>			
19:20:51	RTRS		Буря в Астане повредила Дворец мира и согласия, обрушила башенный кран
16:06:00	RTRS	KZTONOR=KZ	Средневзвешенный курс тенге вырос до 327,11 за \$1
15:37:16	RTRS		EMERGING MARKETS-Акции прервали 3-дневное снижение, валюты выросли на фоне ослабления доллара
13:18:00	RTRS	HSBK.KZ KKGB.KZ	Халык-банк хочет открыть "дочку" в Узбекистане
10:03:25	RTRS		Остатки на корсчетах в Нацбанке Казахстана снизились до 121,7 млрд тенге
10:01:50	RTRS		ОСТАТКИ НА КОРСЧЕТАХ В НАЦБАНКЕ КАЗАХСТАНА НА 21 МАЯ - 121,7 МЛРД ТЕНГЕ (158,2 МЛРД ТЕНГЕ РАНЕЕ)
10:00:16	RTRS	UZS= TJS=	ДОБРОЕ УТРО, СНГ - Центральная Азия!
			Рынки Центральной Азии в Рейтер-терминале
			Петропавловска Масловский надеется вернуться в компанию
			шла из проекта освоения Прикаспийской впадины
			енный курс тенге снизился до 328,95 за \$1
			РО, СНГ - Центральная Азия!
			орсчетах в Нацбанке Казахстана снизились до 158,2 млрд тенге
			КОРСЧЕТАХ В НАЦБАНКЕ КАЗАХСТАНА НА 18 МАЯ - 158,2 МЛРД ТЕНГЕ (179,6 МЛРД ТЕНГЕ РАНЕЕ)
			Рынки Центральной Азии в Рейтер-терминале

**ADVANCED FILTER**

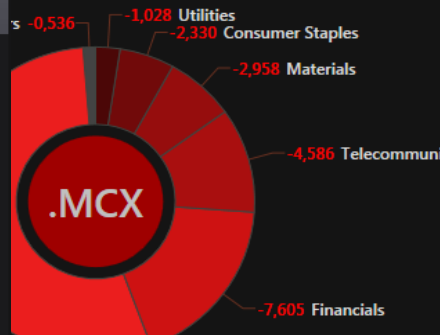
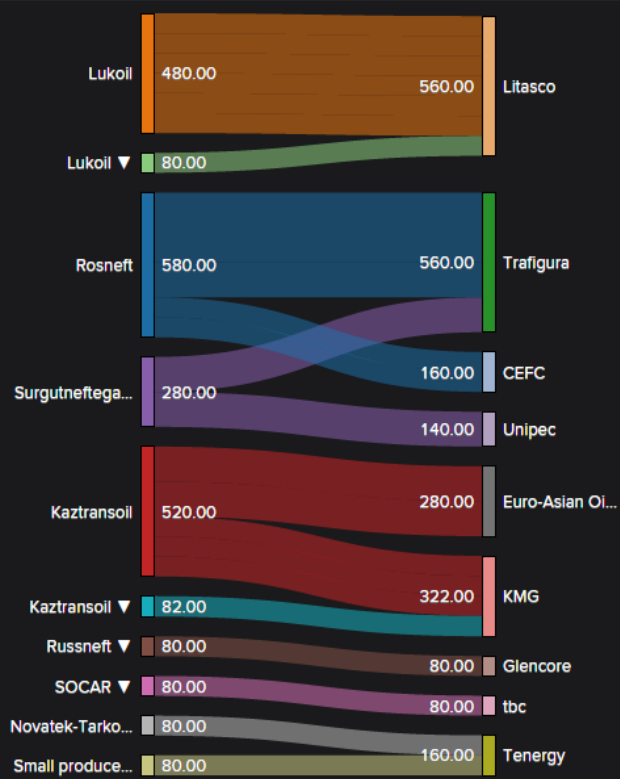
- Select Category
- Companies
- Markets
- Business Sectors
- Geographies
- More Topics
- Languages

# Широкие возможности визуализации

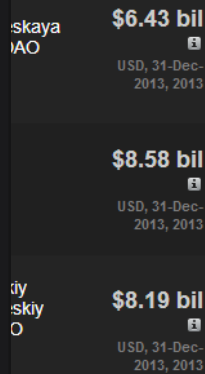


GICS Sector - Idx.Pts.Net

RUSSIAN URALS CRUDE ALLOCATIONS IN NOVOROSIISK



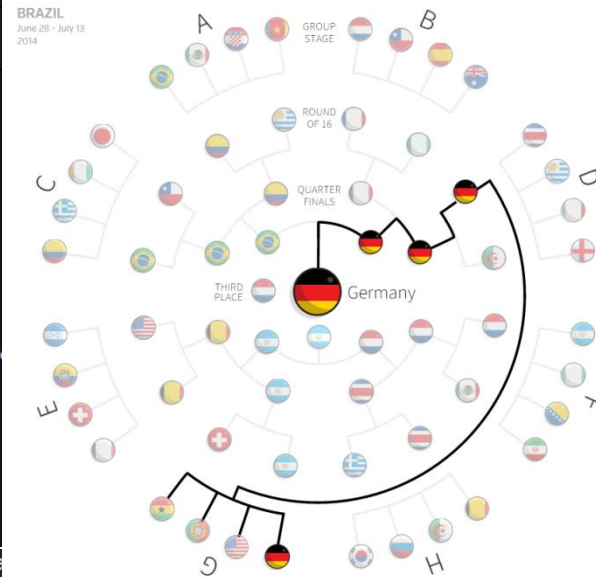
for Trubnaya Metallurgicheskaya Kompaniya  
sheskiy kombinat OAO



## Tournaments past and present

1986 | 1990 | 1994 | 1998 | 2002 | 2006 | 2010 | 2014 | 2018

BRAZIL  
June 28 - July 13  
2014



Click for team details  
Hover for match details

Germany

SQUAD MATCHES

GROUP G

Win	Draw	Loss
2	1	0

Round of 16

Germany	Algeria
2	1

Quarter Finals

Germany	France
1	0

Semi Finals

Germany	Brazil
7	1

Final

Germany	Argentina
1	0





# Интеграция с Excel, PowerPoint, Word

The screenshot displays the Thomson Reuters Datastream software interface. The top ribbon includes tabs for 'ФАЙЛ', 'ГЛАВНАЯ', 'ВСТАВКА', 'РАЗМЕТКА СТРАНИЦЫ', 'ФОРМУЛЫ', 'ДААННЫЕ', 'РЕЦЕНЗИРОВАНИЕ', 'ВИД', 'Thomson Reuters Datastream', and 'THOMSON REUTERS'. The 'ДААННЫЕ' (Data) tab is active, showing various data tools like 'League Table', 'Volume Analysis', 'Refresh All Workbooks', 'Linking', 'Objects', 'Trace', 'Auto Color', and 'Resume Updates'. A 'FORMULA BUILDER' window is open, featuring search fields for 'Instrument(s)' and 'Data Item(s)', a 'Source' selector (Real-Time & Fundamental, Time Series), a 'Category' list, and a 'Parameters' section. The category list includes: Real Time (4201), Reference & Identifiers (238), Issuer Level Credit Rating (30), Price & Volume (326), Reuters Fundamentals (1068), Period End Ratios (114), Time Series Ratios (25), I/B/E/S Estimates (12666), and StarMine Models & Analytics (472). The interface also shows a spreadsheet grid with columns A, B, C and row 1.



Thank you! Рахмет! Спасибо!

