



THURSDAY 8 JULY, LONDON STOCK EXCHANGE

MASTER CLASSES: "IPO ANATOMY"

09.00 - 09.30	Welcome coffee
09.30 - 10.15	<p>Managing your Depository Receipts programme</p> <ul style="list-style-type: none"> - Establishing a programme - GDRs in the IPO process <p><i>Graham Marshall, Vice President, Head of Business Development, Russia & CIS, Depository Receipts, BNY Mellon Depository Receipts</i></p>
10.15 - 11.00	<p>Guidance on tax, legal and organisational restructuring</p> <ul style="list-style-type: none"> - Tax optimisation - Implications of holding company location for management structures and governance - Management incentive schemes - Financial reporting and eligibility for listing <p><i>Linda Beal - Partner, Tax, PricewaterhouseCoopers</i> <i>Katya Kuznetsova, Director, Capital Markets Group, PricewaterhouseCoopers</i></p>
11.00 - 11.30	Coffee break
11.30 - 12.15	<p>Building world class board</p> <ul style="list-style-type: none"> - Importance of a good board for the success of your IPO and beyond - International investors' expectations and best practice - Pitfalls and danger zones - When and how to start building your board <p><i>David Peters, Managing Partner, CEO & Board Practice in EMEA, Heidrick & Struggles</i> <i>Dmitry Prokhorenko, Managing Partner, Russia, Heidrick & Struggles</i> <i>Andrei Stepanov, Principal, Leadership Consulting, Heidrick & Struggles</i></p>
12.15 - 13.00	<p>Shareholder identification</p> <ul style="list-style-type: none"> - Fundamentals of executing identification analysis - How your shareholders approach your sector - How firm buy/sell decisions relate to the wider market as a whole. - Why knowing who your shareholders is important and how to benchmark investor relations activities <p><i>Evan Bernstein, Director Corporate Services, IPREO</i></p>
13.00 - 14.00	Lunch
14.00 - 14.45	<p>Legal preparation for IPO</p> <ul style="list-style-type: none"> - Due diligence - Risk factors - Legal considerations for directors <p><i>Philip Rogers, Partner, Clyde & Co</i> <i>Oleg Shvander, Partner, Head of Moscow Office, Clyde & Co</i> <i>Ildikó Gergely, Senior Associate, Clyde & Co</i></p>
14.45 - 15.30	<p>Communications Workshop</p> <ul style="list-style-type: none"> - Reaching out for target audiences - What investors are looking for - Getting the communications strategy right - Executing the action plan <p><i>Leonid Fink, Director, Merlin</i> <i>Charles Cook, Director, Merlin</i></p>
15.30 - 16.00	Coffee break
16.00 - 18.00	Parallel One-to-One meetings



FRIDAY 9 JULY, LONDON STOCK EXCHANGE

CONFERENCE “IPO RENAISSANCE: RUSSIA AND CIS”

08.45 - 09.20 Registration and welcome coffee

09.20 - 10.40 Outlook for Russia & CIS investments

09.20 - 09.30 Moderator’s Note: IPOs back on the Menu
Jon Edwards, Senior Manager, London Stock Exchange

09.30 - 09.40 Overview of 1H 2010 and IPO pipeline
Sebastian Oechelhaeuser, Director, Equity Advisory, Rothschild

09.40 - 10.00 View of changes in investor flows into Russia / CIS in H1 2010
Nick Arbuthnott, Managing Director Corporate EMENA, IPREO

10.00 - 10.20 From debt to equity
Richad Soundardjee, Head of CEEMEA, Managing Director, Global Capital Markets
Konstantin Fedotov, Director, Equity Capital Markets, Russia and CIS
Société Générale Corporate & Investment Banking

10.20 - 10.40 Russian IPOs: bridging the gap between economy and market
Vladimir Savov, Head of Research, Otkritie Securities Limited

10.40 - 11.00 Coffee break

11.00 - 12.00 IPO practicalities

11.00 - 11.20 Strategy, tactics and timing in preparing for an IPO
Nicholas Moy, Group Chairman, Gryphon Investment Bank

11.20 - 11.40 Streamlining your business
Simon Ager - Director, Tax - Mergers & Acquisitions, PricewaterhouseCoopers

11.40 - 12.00 Jersey holding companies for IPOs - how and why.
James Hill, Partner, Mourant Ozannes

12.00 - 12.20 Technical break

12.20 - 13.40 Sector specifics in capital raising

Moderator *Stefan Scholz, Managing Director, Head of Investment Banking, Visor Capital*

12.20 - 12.40 Investor appetite for mining equities
Wiktor Bielsky, Global Head of Commodities Research, VTB Capital

12:40 - 13:00 Evaluation and financing options for CIS metallurgical companies
Aukse Jurkute, Managing Director and Head of Equity Capital Markets for CIS region
Bank of America Merrill Lynch

13.00 - 13.20 Oil & Gas Deals - Legal Specifics
Michael Wachtel, Partner, Clyde & Co

13.20 - 13.40 Real estate company valuations
Natasha Sakieva, Director, Strategic Initiatives

13.40 - 14.30 Lunch



FRIDAY 9 JULY, LONDON STOCK EXCHANGE

CONFERENCE “IPO RENAISSANCE: RUSSIA AND CIS” (CONTINUED)

14.30 - 15.50	Getting Profile in London
14.30 - 14.50	Helping companies maximise the benefits of being on market <i>Claire Dorrian, Senior manager, AIM, London Stock Exchange</i>
14.50 - 15.10	Investor Communications before and after an IPO <i>Tony Friend, Managing Partner, College Hill</i>
15.10 - 15.30	Using your GDR programme to expand your investor base <i>Nadja Schliebener, Vice President, Team Leader, Global Investor Relations Advisory, BNY Mellon Depository Receipts</i>
15.30 - 15.50	Leadership risks. "Soft" root cause of many company risks. Practical steps to identify and manage leadership risk <i>David Peters, Managing Partner, CEO & Board Practice in EMEA, Heidrick & Struggles</i>
15.50 - 16.10	Coffee break
16.10 - 17.30	Pre-IPO and IPO Case Studies
16.10 -16.30	Avangard's successful IPO story: benefits and challenges <i>Oleg Bakhmatyuk, Chairman of the Board of Directors, Agroholding "Avangard"</i>
16.30 - 16.50	IPOs-what a CIS issuer needs to know <i>Sebastian Lawson, Partner, Freshfields Bruckhaus Deringer</i>
16.50 - 17.10	IPO of Gold Mining company. From AIM to Main Market <i>Brian Egan, Chief Financial Officer, Petropavlovsk Plc</i>
17.10 - 17.30	Preparation for IPO. ABI PRODUCT experience <i>Ilya Skorohodov, Member of the Board of Directors, Marketing director, ABI Product</i>
17.30 - 19.00	Cocktail Reception