

MACEDONIA

MARKET OVERVIEW

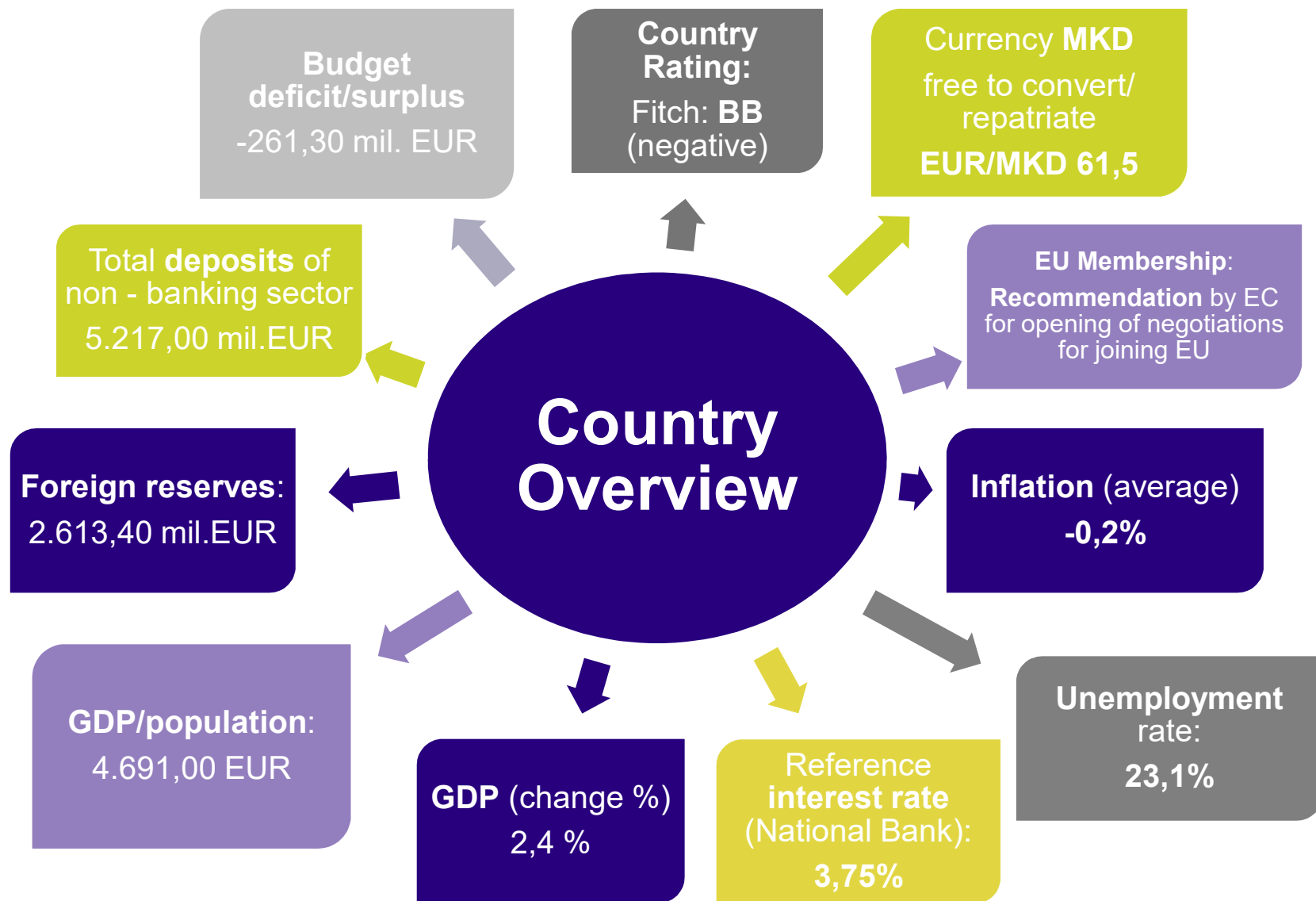
SEE LINK International Conference
Crowne Plaza Hotel, Belgrade
April 10th 2017

Emilija Brljamova
Head of Securities Services Department

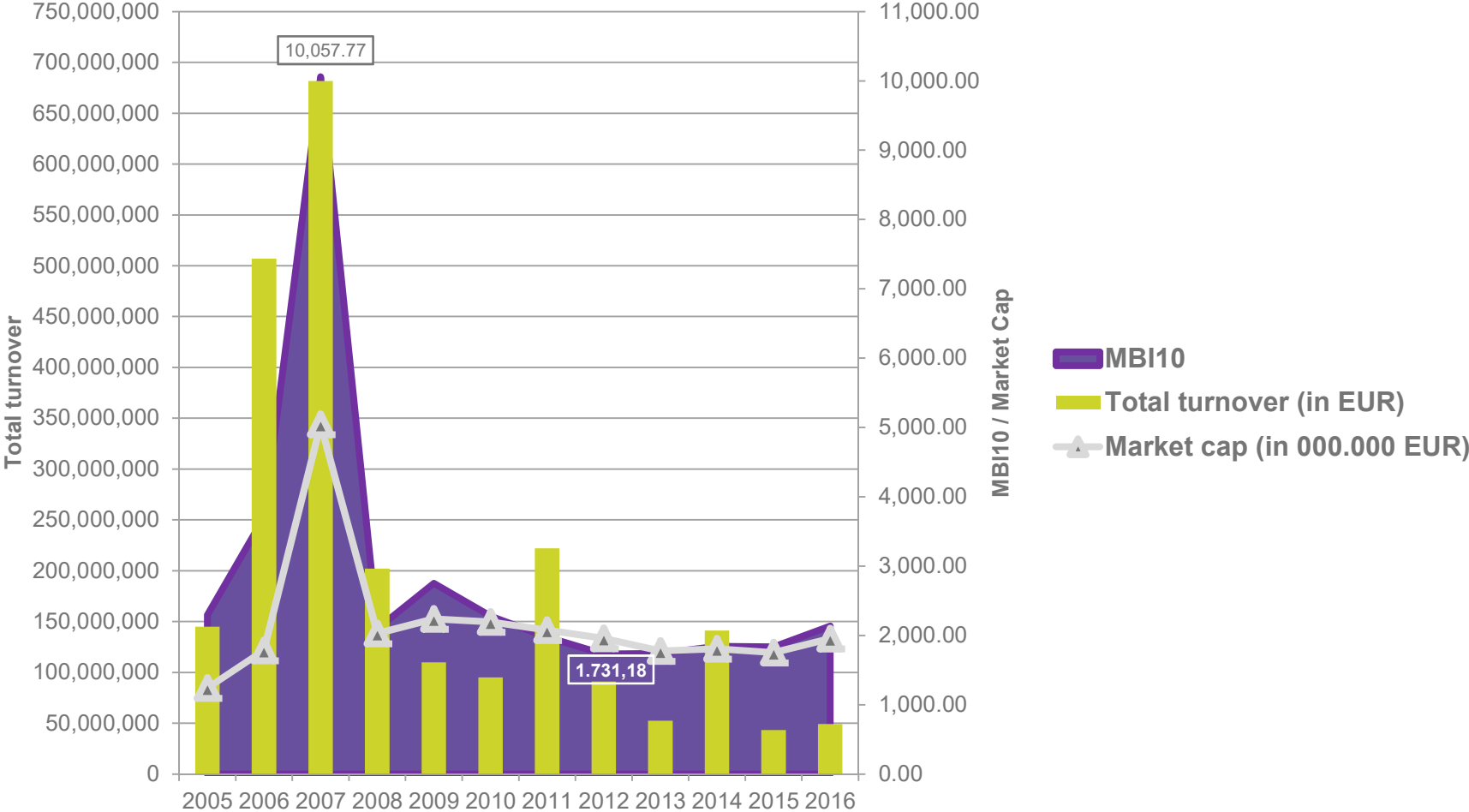


Content

Country overview	3
Market data	4 - 6
Blue chip companies	7 - 16
Trading and settlement	17
Market specifics	18
Contacts	19



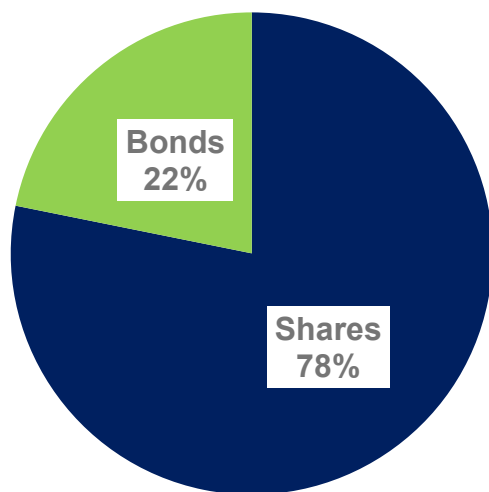
Market data: High/low



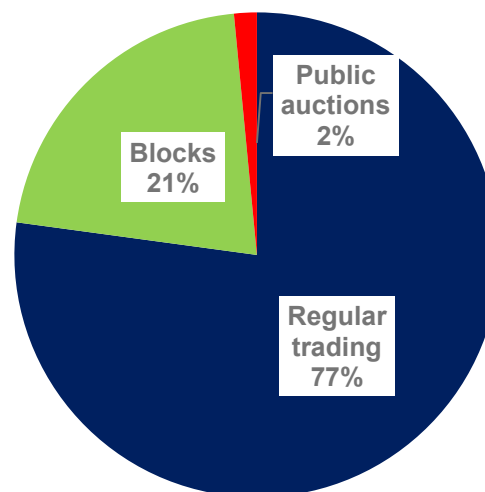
2016 summary - Macedonian Stock Exchange

- **MBI-10 index** - 2.134,91 (↑ 16,45% from 2015)
- **Market Cap** – 1,88 bil. eur (↑ 12,50% from 2015)
- **Total turnover** – 49,2 mil. eur (↑ 13,64% from 2015)
- **Avg. daily turnover** – 155.000 eur (↑ 11,58% from 2015)
- **Number of listed companies** – 109 (↓ 4,4% from 2015)

Turnover structure



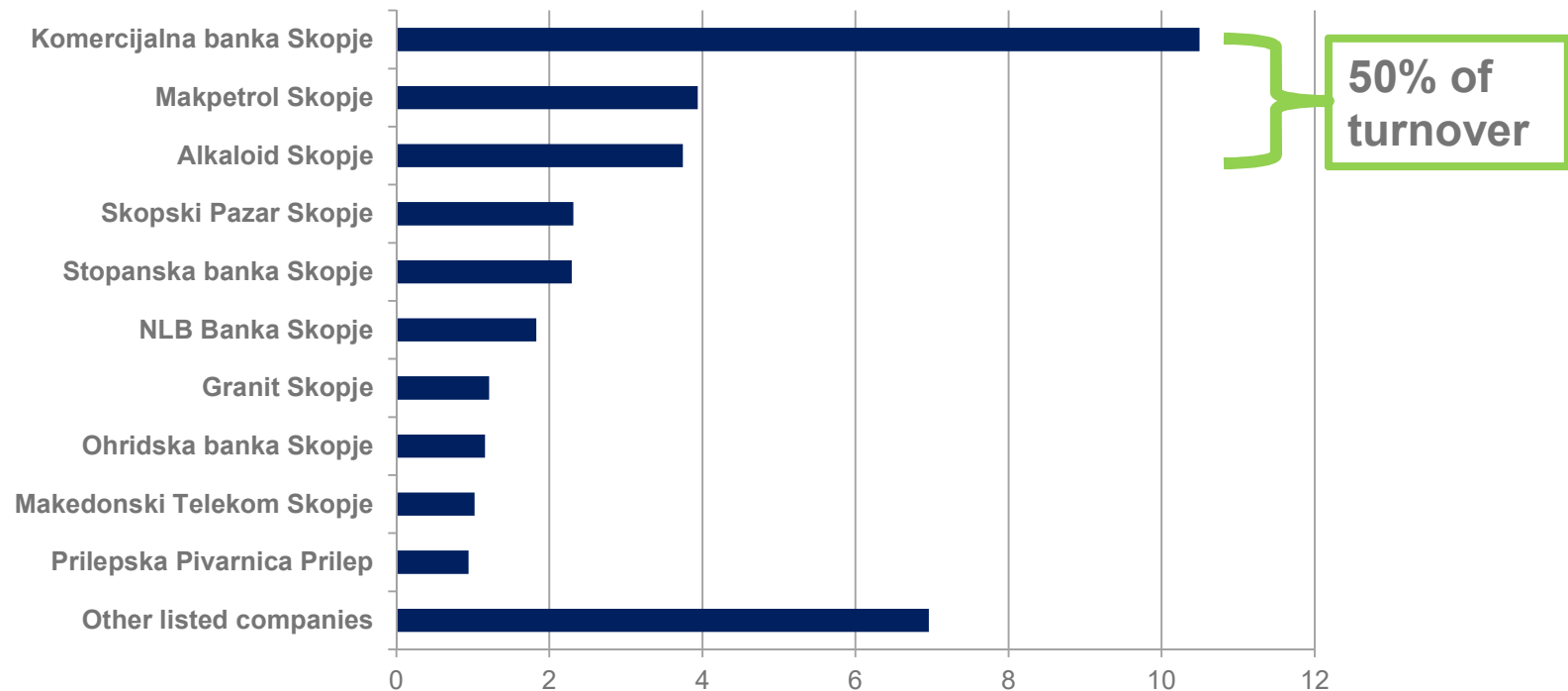
Market segment



2016 - Top 10 traded companies on MSE

- **Turnover** - 29 mil. eur (80% of listed shares turnover)
- **Market Cap** – 1,12 bil. eur (60% of total market cap)

Listed shares turnover (in mil. eur)



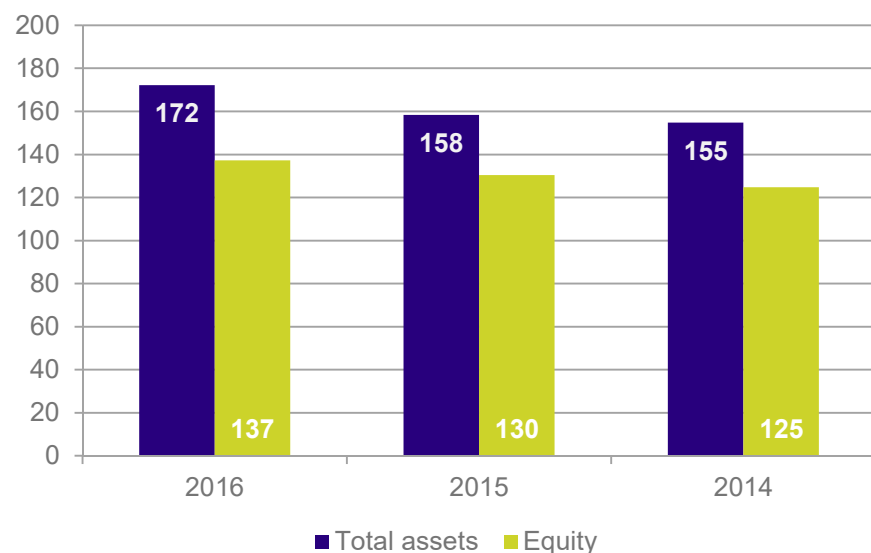
Alkaloid Skopje – **company profile**

- **History** - founded in 1936, transformed into JSC in 1990
- **Two profit centers** – Pharmaceuticals & Chemicals **83%**
Cosmetics & Botanicals **17%**
- **Sales structure** – Domestic **40%** Foreign **60%**
- **Primary markets** – SEE **58%**, EU **29%**, Russia **10%**
- **Employees** – 1725 (75% in Macedonia, 25% abroad)
- **Development** – R&D center, SAP, certificates
- **Stock market** – first traded in 1996, listed since 2002

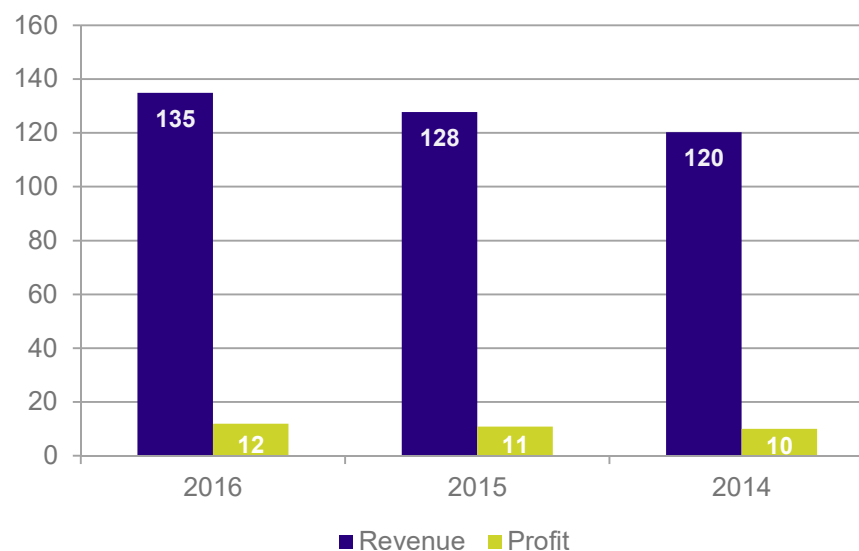
Alkaloid Skopje – key investor information

- **Market cap** - 132 mil. eur (at 5750 mkd price per share)
- **Turnover in 2016** – 3,75 mil. eur (10% of LS turnover)
- **Shared traded in 2016** – 43.730 (3% of shares outsd.)
- **Foreign investors** – (7% of shares outstanding)

Total assets and equity (in mil. eur)



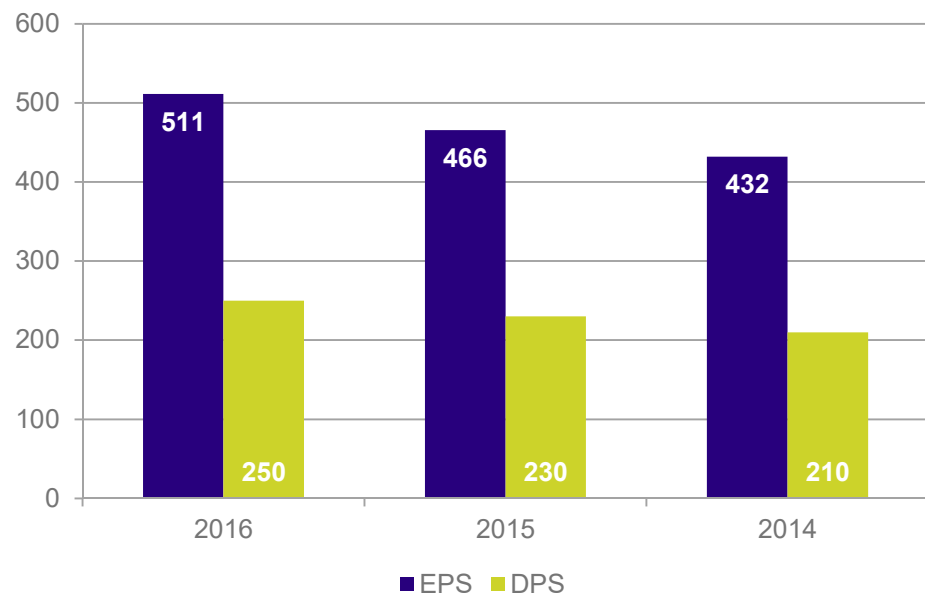
Revenue and profit (in mil. eur)



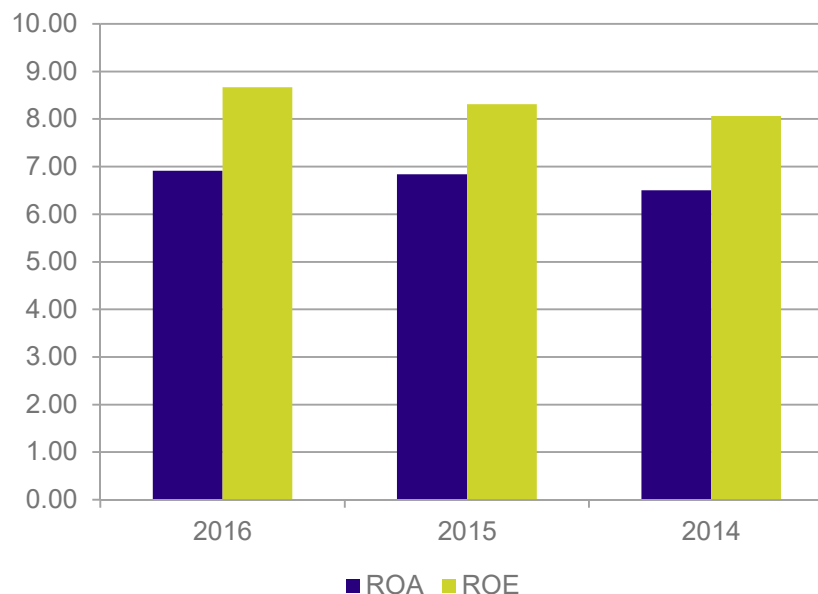
Alkaloid Skopje – key investor information

- **P/E** – 11,25
- **P/B** – 0,97
- **Dividend yield** – 4,34%
- **Net margin** – 8,82%
- **Operating margin** – 10,3%
- **EBITDA** – 15,63 mil. eur

Earnings and dividend per share (in mkd)



Return on assets and equity



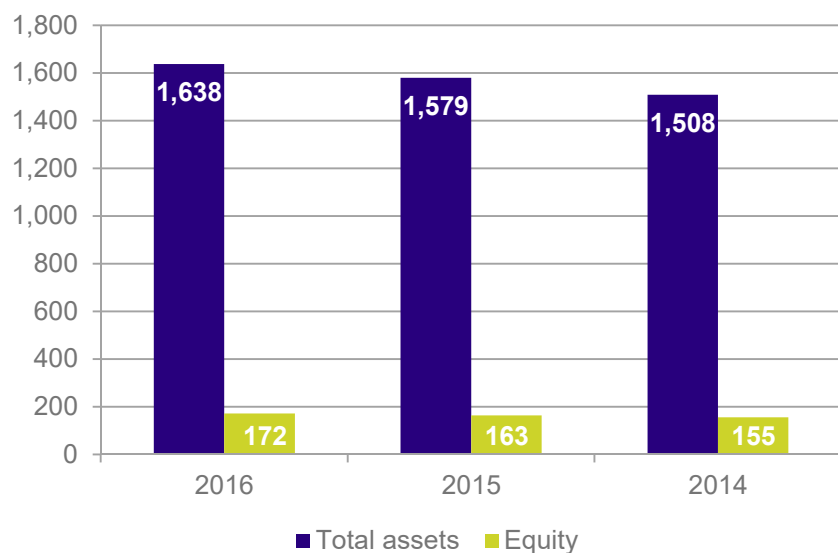
Komercijalna Banka – **company profile**

- **History** - founded in 1955, transformed into JSC in 1990
- **Market position** – Largest bank by assets in Macedonia
- **Market share** – Deposits (**28%** in retail, **24%** in corporate)
Loans (**10%** in retail, **25%** in corporate)
- **Primary target** – Corporate sector (90% of loans)
- **Employees** – 1050 (31-Dec-2016)
- **Branch network** – 68 branches (39 in Skopje)
- **Stock market** – first traded in 1997, listed since 2003

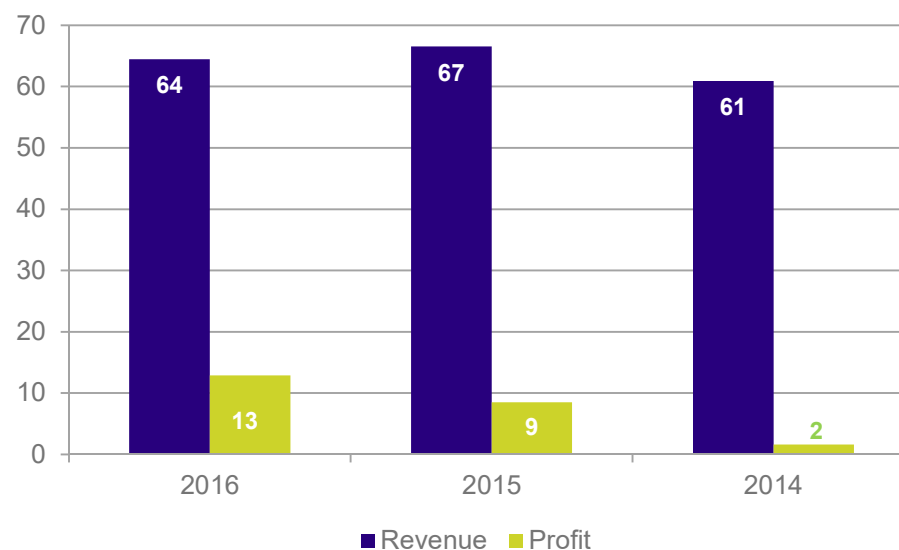
Komercijalna Banka – **key investor information**

- **Market cap** - 104 mil. eur (at 2800 mkd price per share)
- **Turnover in 2016** – 10, 5 mil. eur (30% of LS turnover)
- **Shared traded in 2016** – 265.006 (12% of shares outsd.)
- **Foreign investors** – (37,93% of shares outstanding)

Total assets and equity (in mil. eur)



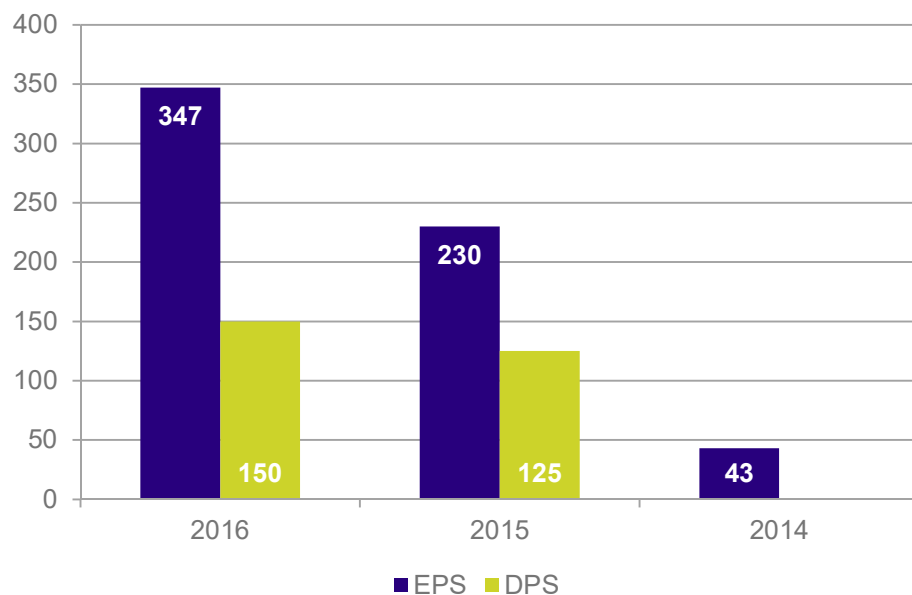
Revenue and profit (in mil. eur)



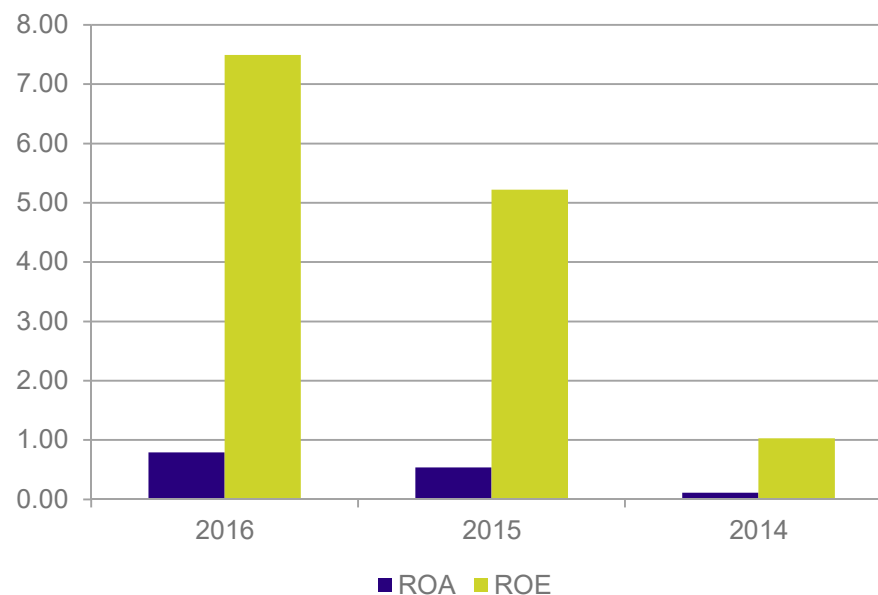
Komercijalna Banka – key investor information

- **P/E** – 8,06
- **P/B** – 0,60
- **Dividend yield** – 5,36%
- **Net int. margin** – 3,6%
- **Loans/Deposits** – 56%
- **C/I ratio** – 37%

Earnings and dividend per share (in mkd)



Return on assets and equity



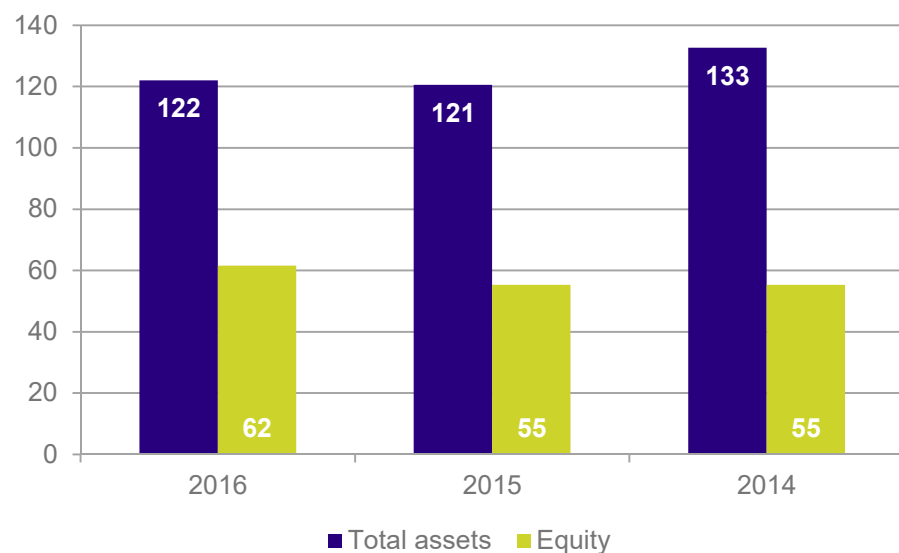
Makpetrol Skopje – **company profile**

- **History** - founded in 1947, transformed into JSC in 1990
- **Market position** – Largest retail network in Macedonia
- **Core business** – retail and wholesale of oil & gas
- **Production of biodiesel** – 20.000 tons annual capacity
- **Employees** – 2000
- **Gas stations** – 124 (all in Macedonia)
- **Stock market** – first traded in 1998, listed since 2003

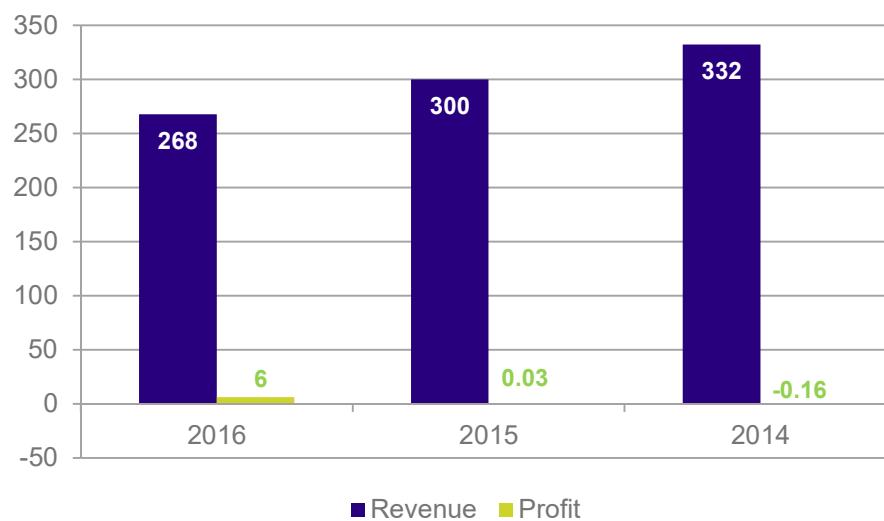
Makpetrol Skopje – key investor information

- **Market cap** - 50 mil. eur (at 27000 mkd price per share)
- **Turnover in 2016** – 3,94 mil. eur (11% of LS turnover)
- **Shared traded in 2016** – 10.707 (9,5% of shares outsd.)
- **Foreign investors** – (6% of shares outstanding)

Total assets and equity (in mil. eur)



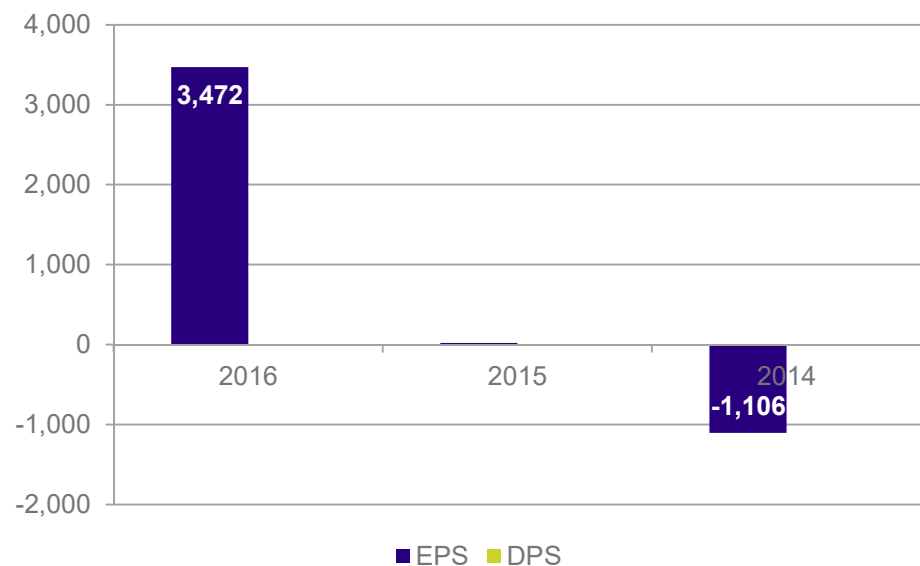
Revenue and profit (in mil. eur)



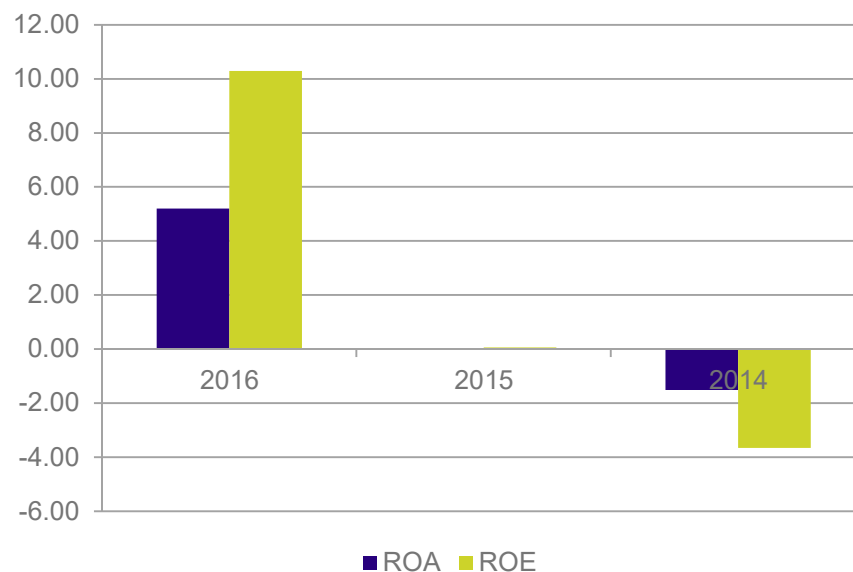
Makpetrol Skopje – key investor information

- **P/E** – 7,8
- **P/B** – 0,8
- **Dividend yield** – ~4% (expected)
- **Net margin** – 2,4%
- **Operating margin** – 2,62%
- **EBITDA** – 10,7 mil. eur

Earnings and dividend per share (in mkd)



Return on assets and equity



Trading / Settlement

Account Opening

Types of accounts:
Ownership,
custody, omnibus
(through broker or
custody bank)

Client
identification/ AML
procedures

Cash/Securities
Accounts

Buy/sell order

Prefunding/
Reservation of
securities

Types of order:
Limit / Market
order

Order Execution

Trading hours:
10:00 – 13:00 h
(pre - trading 9:00
– 10:00 h)

Continuous and
auction regime

Price movement:
+/- 10%, +/- 20%,

Volatility
interruptions

+/- 3%

Settlement

NBRM settlement
account per
market participant

T+3 (T+1 or T+2
by mutual party
consent)

DVP,

BIS Model 2,
Securities lending
Guarantee Fund

Market specifics

Disclosure requirements/ thresholds

- **Securities law:** 5% of any company and 10%, 20%, 30% and 50% (brokerage house, depository, securities exchange)
- **Law on Banks:** 5%, 10%, 20%, 33%, 50%, 75%
- **Law on foreign exchange operations:** 10%
- **Law on insurance supervision:** 10%, 20%, 33%, 50%, 75%
- **Law on investment funds:** 10%, 20%, 30%, 50%

Taxation / non resident clients

- **General tax rate:** 10%
- **Capital gain tax:** delayed until 2018
- Avoidance of **double taxation** treaties

Contacts

Financial Regulator	Securities and Exchange Commission of the Republic of Macedonia National Bank of the Republic of Macedonia	http://www.sec.gov.mk http://www.nbrm.mk
Market operator	Macedonian Stock Exchange	http://www.mse.mk
Depository Institution	Central Securities Depository	http://www.cdhv.mk
Corporate info and Financial reports	SEI NET operated by MSE	http://www.seinet.com.mk
Licensed investment firms	6 banks and 5 brokerage houses	http://www.mse.mk/brokers

Thank you for your attention

