



SACHS
ASSOCIATES

Bloomberg

Fifth Annual Conference

INVESTING IN RUSSIA & CIS

**5 ЕЖЕГОДНАЯ КОНФЕРЕНЦИЯ
– ИНВЕСТИЦИИ В РОССИИ И СНГ**

15 March 2001

THE PLAZA HOTEL, NEW YORK

CONFERENCE SPONSORED BY:

- Akin, Gump, Strauss, Hauer & Feld LLP • Alfa-Bank
- Aton Capital • Baring Vostok Capital Partners
- Credit Suisse First Boston • IBG NIKoil
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SIMULTANEOUS TRANSLATION

Fifth Annual Conference **INVESTING**

PROGRAMME • PROGRAMME • PROGRAMME • PRO

ABOUT THE CONFERENCE

This is the leading conference for institutional and corporate entities investing in Russia and the CIS. Events held in Moscow and London drew over 700 delegates attending from the international investment community.

The conference features up to date analysis of political & economic developments and financial markets. Leading Russian corporates from the key sectors will also give presentations.

FUTURE EVENTS

Annual European Conference **INVESTING IN RUSSIA & CIS**

The Inter-Continental Hotel, London

14 June 2001

RUSSIAN CORPORATE & TECHNOLOGY INVESTMENT FORUM

for the business and financial community

The Moscow Marriot Grand Hotel, Moscow

25 October 2001

If your company is interested in exhibition or sponsorship opportunities please contact: sarah@sachsforum.com
Tel: +44 (0)20 7379 1919

To receive further information please contact:

Sarah Isherwood, Sachs Associates, London on:
+44 (0)20 7379 1919 • Fax: +44 (0)20 7379 9555

Yanina Karbatova, Moscow on: +7 503 234 9911/
+7 095 722 7453 • Fax: +7 503 737 3698.

Alternatively, information on Sachs Associates Conferences can be obtained on your Bloomberg by typing SACHS <GO>.

Or you can visit our website:

www.sachsforum.com

If your company is interested in exhibition or sponsorship opportunities please call Sarah Isherwood on +44 (0)20 7379 1927 or Leonard Sachs on +44 (0)20 7379 1926.

THURSDAY 15 MARCH

PLENARY SESSION

- 08.45 Chairman's Introduction & Welcome**
GENE LAWSON,
President, US-Russia Business Council
-
- 08.50 The Political/Economic Outlook**
DMITRI SIMES,
President,
Nixon Center for Peace and Freedom
-
- 09.10 The World Bank Assistance: Issues & Dilemmas**
MARCELO SELOWSKY,
Chief Economist, The World Bank
-
- 09.30 Russian Fixed Income Strategy**
KASPER BARTHOLDY,
Managing Director, CSFB
-
- 09.50 Banking Sector Overview**
ALEX KNASTER,
CEO, Alfa-Bank
-
- 10.10 Role of Russian Financial Institutions in
Developing Local Investment**
NIKOLAI TVETKOV,
President, IBG NIKoil
-
- 10.30 Overview of the Industrial Sector**
KAKHA BENDOOKIDZE,
Director General, United Heavy Machinery
-
- 10.50 BREAK**
-
- 11.10 Legal Challenges Facing Russian Corporates in
International Capital Markets**
ROBERT LANGER, Partner,
Akin, Gump, Strauss, Hauer & Feld LLP
-
- 11.30 Equity Market Strategy**
JAMES FENKNER,
Chief Strategist, Troika-Dialog
-
- 11.50 Outlook for the Oil & Gas Sector**
STEPHEN O'SULLIVAN,
Head of Research, UFG
-
- 12.10 Opportunities for Growth and Financial
Challenges for 2001**
IOSIF BAKALEINIK,
Senior Vice President, TNK
-
- 12.30 YUKOS**
-
- 12.50 LUNCH**

IN RUSSIA & CIS

REGISTRATION FORM

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14.15 Private Equity Investing
MICHAEL CALVEY,
Managing Partner,
Baring Vostok Capital Partners

14.35 Overview of the Russian Telecommunications Sector
JAMES NAIL,
Director of Research, Aton Capital

14.55 COMPANY PRESENTATIONS
GOLDEN TELECOM
STEWART REICH, President & CEO,
NOVOSIBIRSK-ELECTROSVYAZ
Case Study on the Regional Telecoms Consolidation
Introduced by ANDREI BOGDANOV,
Senior Telecom Analyst, Alfa-Bank
Presenter: ANATOLY NIKULIN,
General Director
AEROFLOT
Presenter: ALEXANDER ZURABOV,
First Deputy General Director & CFO
SEVERSTAL
Presenter: ALEXEY MORDASHOV,
General Director
ORMETO-YUMZ HEAVY ENGINEERING
ALEXEI SHEVTSOV, President & CEO,

16.45 INVESTOR PANEL
WILLIAM BROWDER, Managing Director,
Hermitage Capital Management, Moscow
MATTIAS WESTMAN, Fund Manager,
Prosperity Capital Management
JASON DOWNES, General Director,
RU-Net Holdings

17.30 COCKTAIL RECEPTION

ACCOMMODATION - BOOK NOW!

Special rates have been negotiated at the Plaza Hotel for delegates requiring overnight accommodation.

The Plaza Hotel, Fifth Avenue at Central Park South, New York, NY 10019
Rate: \$300 Standard Room; \$355 Fairmont King Room

To obtain these rates please call Reservations direct on +1 212 759 3000 or complete the booking form which will be sent to you on receipt of your completed registration and fax it directly to the Reservations Department on +1 212 546 5324. These special rates are only guaranteed until 27 February 2001.

WHEN BOOKING PLEASE MENTION THAT YOU ARE A DELEGATE AT THE SACHS ASSOCIATES/BLOOMBERG CONFERENCE.

By post: Sarah Isherwood
Sachs Associates
Dudley House
34-35 Southampton Street
London WC2E 7HE

By fax: +44 (0)20 7379 9555

DELEGATE DETAILS

One form per person (photocopy as necessary). BLOCK CAPITALS.

Surname Dr/Mr/Ms.....

First Name.....

Job Title

Organisation

Address

.....

Postcode..... Country

Tel Fax

E-mail

Signature

COST

Cost for the first delegate is \$1,200 thereafter additional tickets cost \$950.

METHODS OF PAYMENT

Payment must be received with booking to guarantee your place.

Please tick one payment option:

CREDIT CARD American Express Visa/Mastercard

(Please note all payments by Visa/Mastercard will be processed in Sterling at the current rate).

Card No.

Expiry Date

Name (as it appears on card)

Card Billing Address

.....

..... Postcode

BANK TRANSFER

Quoting delegate and company name for the credit of:

Sachs Associates Ltd,
NatWest Bank, Bouverie House Branch,
156 Fleet Street, London EC4A 2LL
Sort Code 50-21-16
Dollar Account: 140/1/40053768
Covering US Correspondent Bank:
Chase Manhattan, New York

PLEASE FAX CONFIRMATION OF BANK TRANSFER TO SARAH ISHERWOOD ON: +44 (0)20 7379 9555, *(quoting delegate and company name)*

Total Sent.....

QUERIES

Please call Sarah Isherwood on +44 (0)20 7379 1919 or Yanina Karbatova in Moscow on +7 503 234 9911/+7 095 722 7453.

SACHS ASSOCIATES

SACHS ASSOCIATES – is a London-based company which organises and produces international capital markets and investment conferences, with country and sector

focus, in association with Bloomberg LP. Sachs Associates is dedicated to the highest quality standards in conferencing and, as a result, produces only a limited number of events each year.

Sachs Associates investment conferences focus on Emerging Markets, European Equities and Technology, and are held in major financial centres such as Frankfurt, London, Moscow, New York and Zurich. The most recent European Venture Capital Forum, held in Munich, January 2001, drew over 800 delegates.

Extensive coverage of Sachs Associates conferences is carried on Bloomberg terminals.

Bloomberg

BLOOMBERG LP – is a unique global, multimedia-based

distributor of information services, combining news, data and analysis for global financial markets and businesses. Bloomberg provide real-time pricing, data, history, analytics and electronic communications 24 hours a day, 365 days a year and is used by over 200,000 financial professionals in 90 countries worldwide.

Bloomberg, the world's fastest growing real-time information provider, delivers a unique service to the financial markets of the world. The Bloomberg terminal is an essential tool for investors and other professionals planning to take advantage of the opportunities in Emerging Markets.

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ACKNOWLEDGMENTS

The organisers would like to thank the following organisations for their support:

American Chamber of Commerce

...was established in 1994, and with almost 500 members is the fastest growing American Chamber in the world. The primary mission of the Chamber is to promote the development of commercial relations between the American business community and the Russian Federation. Major Russian problem areas addressed by the Chamber include: the taxation system; shareholder rights; standards and certification; customs and production sharing legislation for the oil and gas sector of the Russian economy.

US-Russia Business Council

...is a non-profit trade association that represents the trade and investment interests of 250 American companies operating in the Russian market. Working with both the US and Russian governments in support of member-company interests, the Council plays a vital role in expanding and enhancing the bilateral commercial relationship. In addition to offering a wide variety of information and programming designed to assist member companies, the Council also conducts company and industry-specific troubleshooting on behalf of its members. To learn more about the Council, please visit our website at www.usrbc.org.

The Prime-TASS Economic News Agency

...incorporated in ITAR-TASS National News Agency highlights development of the Russian economy, corporate and banking activities, gives comments on the financial markets, covers foreign investment activity in this country, etc. Among the subscribers of the Agency are domestic and foreign electronic mass media, periodicals, leading banks, financial institutions, business and governmental agencies, legislative and executive bodies of the Russian Federation. Prime-TASS is the authorised official distributor of the publications of the Central Bank of Russia.

VENUE

The conference will take place in The Baroque Room at the Plaza Hotel, Fifth Avenue at Central Park South, New York, NY 10019. Tel: +1 212 759 3000.

REGISTRATION

Delegates may register from 17.30 to 19.30 on Wednesday 14th March in the Baroque Foyer or from 07.30 on Thursday 15th March in the Baroque Hall Foyer. Please bring your confirmation letter with you.

ACCOMMODATION

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When booking please mention that you are a delegate at the Sachs Associates/Bloomberg Conference.

THESE SPECIAL RATES ARE ONLY GUARANTEED UNTIL 27th FEBRUARY 2001.

TRAVEL AND VISAS

To organise travel and visa from Russia contact Galina Zeinetdinova, Glavagentstvo on Tel: +7 095 926 4253

COCKTAIL RECEPTION

There will be a cocktail party on Thursday 15th March at 17.30, at the close of the conference, in the Louvre. All delegates are welcome.

EXHIBITION SPACE

Exhibition space is available at the conference. For further details call Sarah Isherwood on +44 (0)20 7379 1919 or Yanina Karbatova on +7 503 234 9911.

DUPLICATE MAILINGS

Every effort has been made to ensure that you do not receive duplicate mailings, however certain databases cannot be cross referenced. If you have received more than one copy please accept our apologies and pass it on to your colleagues for their information.

HOW TO REGISTER

Please complete the attached registration form and return with payment either:

By post: Sarah Isherwood
Sachs Associates
Dudley House
34-35 Southampton Street
London WC2E 7HE

By fax: +44 (0)20 7379 9555

HOW TO PAY

The cost for the first delegate is \$1,200, thereafter subsequent delegates from the same organisation will be charged at \$950. Delegates should pay by American Express or Visa/Mastercard or by bank transfer – see registration form for details.

(Please note all payments by Visa/Mastercard will be processed in Sterling at the current rate).

There will be no admittance to the conference without prior payment.

SUBSTITUTIONS AND CANCELLATIONS

Substitutions may be made at any time with written notification. You may cancel your registration with a full refund less \$100 service charge, provided we have received WRITTEN NOTIFICATION no later than Wednesday 1 March. Thereafter cancellations will be liable to the full registration fee.

ENQUIRIES

If you have any queries concerning the conference please call Sarah Isherwood on +44 (0)20 7379 1919 or Yanina Karbatova in Moscow on +7 503 234 9911 or fax +7 503 737 3698.

Please note the programme is provisional and subject to amendments.