

League table of IPO and SPO arrangers of Russian issuers 2017

#	Arranger	Volume of raised funds, equivalent in USD	Issuers
1	VTB Capital	756,132,683.98	TMK, PhosAgro, Polyus, En + Group, Magnet, Etalon Group (01.12.2017)
2	Morgan Stanley	463,035,714.29	TMK, Children's World, Polyus, TCS Group
3	Sberbank CIB	373,149,350.65	Children's World, PhosAgro, Polyus, En+ Group
4	Merrill Lynch International	367,500,000.00	Magnet
5	JP Morgan	348,382,683.98	Etalon Group (24.05.2017), Polyus, En+ Group, Etalon Group (01.12.2017)
6	Goldman Sachs International	272,019,047.62	Children's World, Etalon Group (24.05.2017), Polyus, Etalon Group (01.12.2017)
7	Gazprombank	259,149,350.65	Polyus, En+ Group, Russian Aqua culture
8	Citigroup	257,113,636.36	PhosAgro, Shoes of Russia, En+ Group, Globaltruck Management
9	BMO Capital Markets	250,649,350.65	Polyus, En+ Group
10	Credit Suisse	240,113,636.36	TMK, Children's World, En+ Group
11	Bank of America Merrill Lynch	198,863,636.36	PhosAgro, En+ Group
12	UBS Investment Bank	196,363,636.36	Children's World, En+ Group
13	ATON	180,113,636.36	TMK, En+ Group
14	Societe Generale	136,363,636.36	En+ Group
15	BCS Global Markets	58,250,000.00	Shoes of Russia, Globaltruck Management
16	Renaissance Capital	25,750,000.00	Shoes of Russia
17	Sberbank	25,750,000.00	Shoes of Russia
18	Bank FK Otkrytie	8,500,000.00	Russian Aqua culture

Method of League Table Compilation

Shares of Russian issuers, placement of which (both primary and secondary) took place from 01.01.2017 to 31.12.2017, were included in the League Table. If there are several Arrangers, the total volume of funds raised during the IPO/SPO is divided proportionally between the Arrangers.

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IPO and SPO parameters of Russian issuers in 2017

Issuer	Type	Stock exchange	Start of placement	End of placement	Price range	Offering price	Offering size, shares	Volume of raised funds, equivalent in USD	Arrangers
TMK	SPO	London Stock Exchange	31.01.2017	06.02.2017	1.26-1.27 USD	1.27 USD	138,888,888	175,000,000	Credit Suisse, Morgan Stanley, ATON, VTB Capital
Children's World	IPO	Moscow Stock Exchange	26.01.2017	08.02.2017	85 - 87 RUB	85 RUB	247,912,160	300,000,000	Credit Suisse, Goldman Sachs International, Morgan Stanley, Sberbank CIB, UBS Investment Bank
PhosAgro	SPO	Moscow Stock Exchange	08.02.2017	09.02.2017	2500 – 2600 RUB	2550 RUB	6,475,000	250,000,000	Bank of America Merrill Lynch, Citigroup, Sberbank CIB, VTB Capital
Etalon Group	SPO	London Stock Exchange	24.05.2017	25.05.2017	3.58 - 3.93 USD	3.58 USD	37,000,000	132,000,000	Goldman Sachs International, JP Morgan
Polyus	SPO	London Stock Exchange, Moscow Stock Exchange	15.06.2017	30.06.2017	66.50 - 70.60 USD	66.50 USD	28,590,000	800,000,000	BMO Capital Markets, Goldman Sachs International, JP Morgan, Morgan Stanley, Sberbank CIB, VTB Capital, Gazprombank
Shoes of Russia	IPO	Moscow Stock Exchange	26.09.2017	19.10.2017	140 - 170 RUB	140 RUB	46,635,600	103,000,000	BCS Global Markets, Citigroup, Renaissance Capital, Sberbank
En+ Group	IPO	London Stock Exchange	05.10.2017	03.11.2017	14 - 17 USD	14 USD	107,142,858	1,500,000,000	Bank of America Merrill Lynch, BMO Capital Markets, Citigroup, Credit Suisse, JP Morgan, Sberbank CIB, Societe Generale, UBS Investment Bank, ATON, VTB Capital, Gazprombank
Globaltruck Management	IPO	Moscow Stock Exchange	10.10.2017	03.11.2017	132 - 145 RUB	132 RUB	26,500,000	65,000,000	BCS Global Markets, Citigroup
Magnet	SPO	Moscow Stock Exchange	14.11.2017	15.11.2017		6,185 RUB	7,100,000	735,000,000	Merrill Lynch International, VTB Capital
TCS Group	SPO	London Stock Exchange	20.11.2017	21.11.2017		17.50 USD	14,000,000	245,000,000	Morgan Stanley
Etalon Group	SPO	London	28.11.2017	01.12.2017		3.4 USD	28,000,000	95,200,000	Goldman Sachs International, JP Morgan, VTB Capital
Russian Aqua culture	SPO	Moscow Stock Exchange	09.11.2017	11.12.2017	110 - 140 RUB	120 RUB	8,330,000	17,000,000	Gazprombank, Bank FK Otkrytie