

REGIONAL FINANCE & INVESTMENT CONFERENCE FOR SOUTH EAST EUROPE FUTURE OF CORPORATE FUNDING

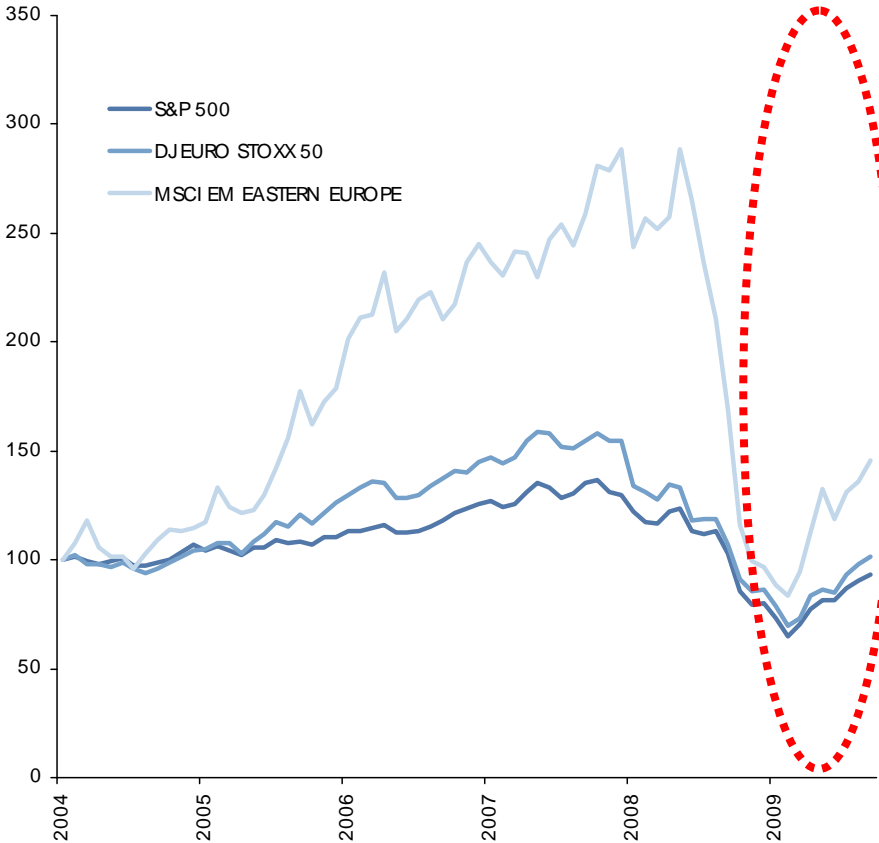
Dubvronik
October 20, 2009



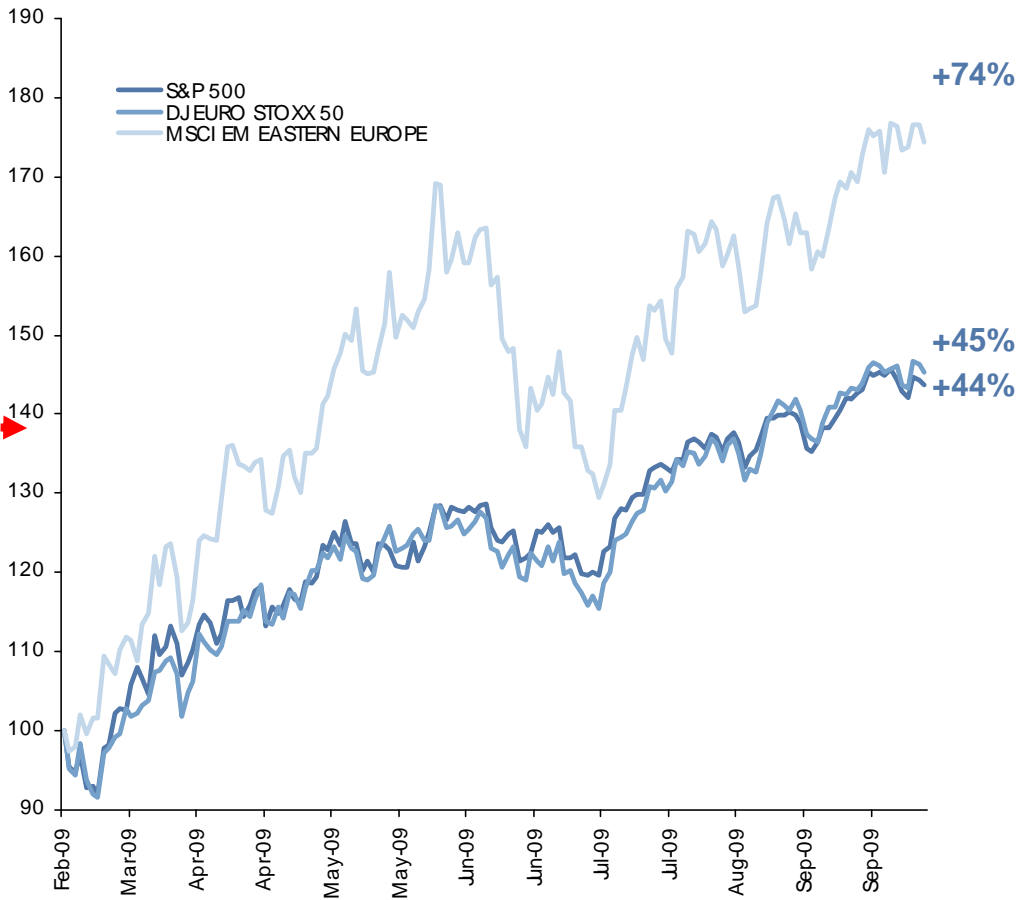
GLOBAL STOCK MARKETS

GLOBAL STOCK MARKETS GAINED STRENGTHS IN RECENT MONTHS

MID TERM GLOBAL STOCK MARKETS DEVELOPMENT



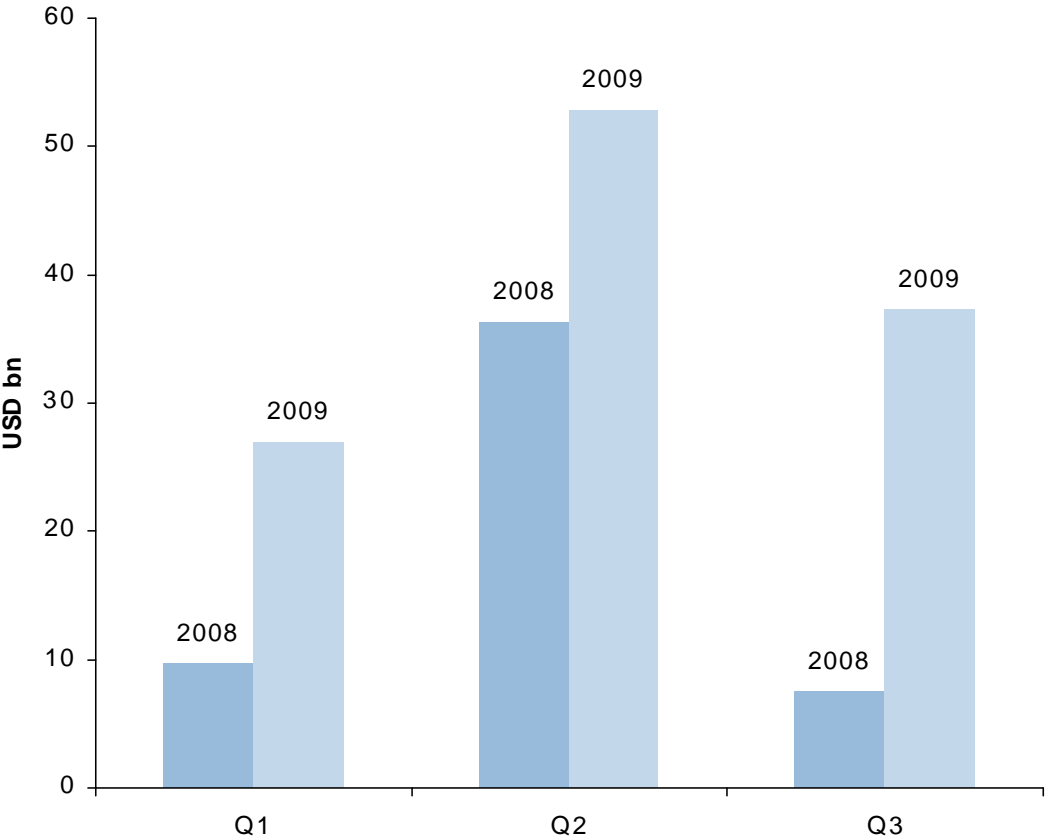
RECENT MARKET CATCH UP



CAPITAL INCREASES

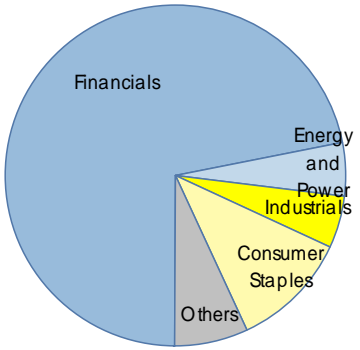
COMPANIES ARE USING ATTRACTIVE LEVELS AND ARE TAPPING EQUITY MARKETS

SPO ACTIVITIES IN EUROPE (EXCL. FINANCIALS)

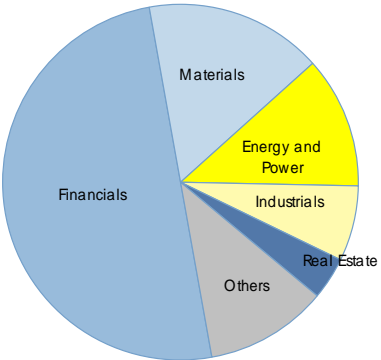


Source: ThomsonReuters

VOLUME OF SPO BY SECTOR (2008)



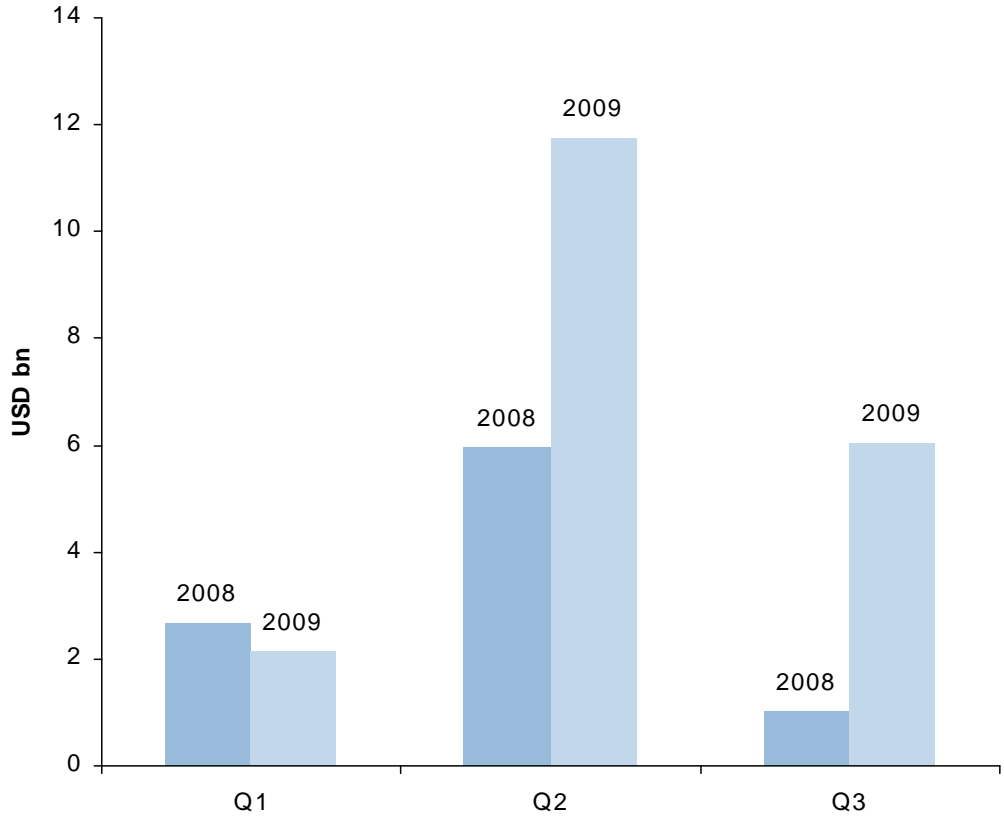
VOLUME OF SPO BY SECTOR (2009)



CONVERTIBLE BONDS

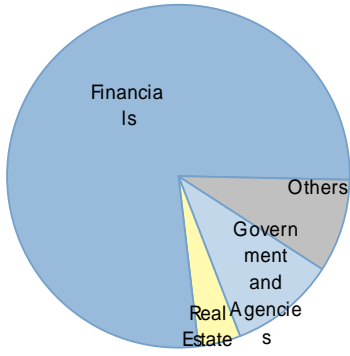
COMPANIES ARE USING CONVERTIBLE BONDS TO RAISE FUNDS IN VOLATILE STOCK MARKETS

CONVERTIBLE BONDS ISSUES (2008 – 2009)

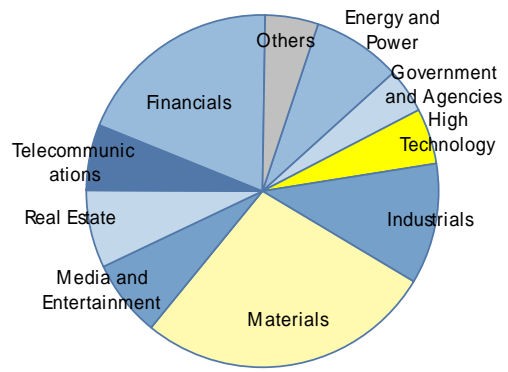


Source: ThomsonReuters

CONVERTIBLE BOND ISSUES BY SECTOR (2008)



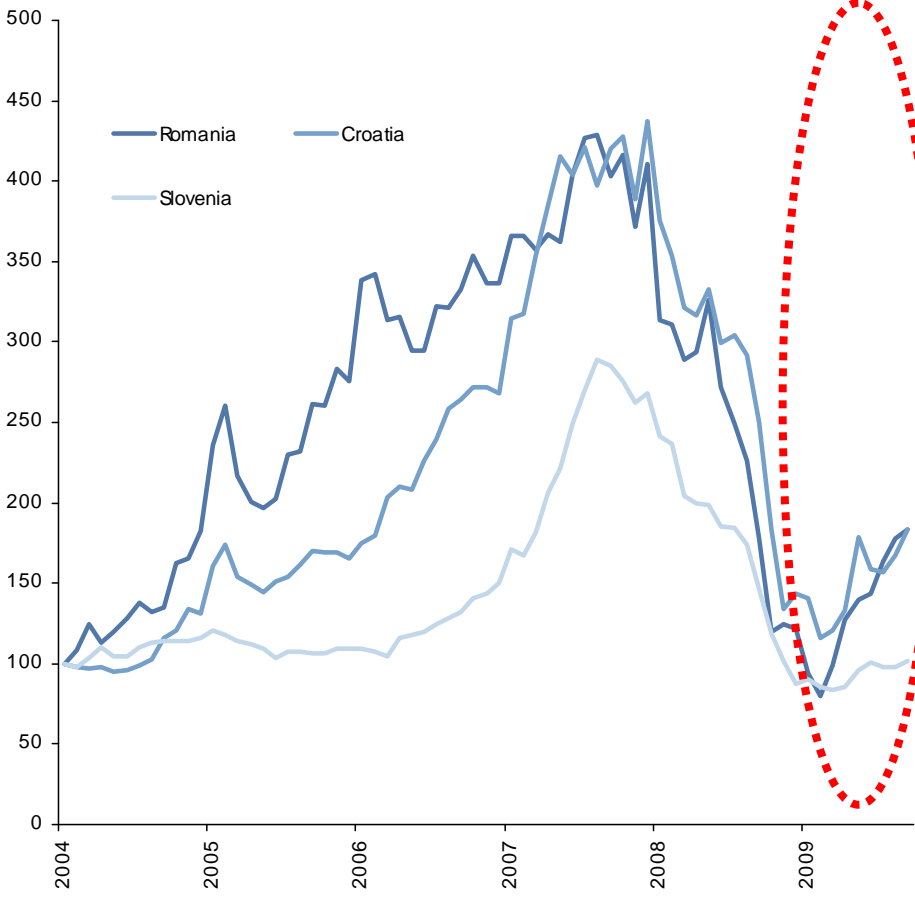
CONVERTIBLE BOND ISSUES BY SECTOR (2009)



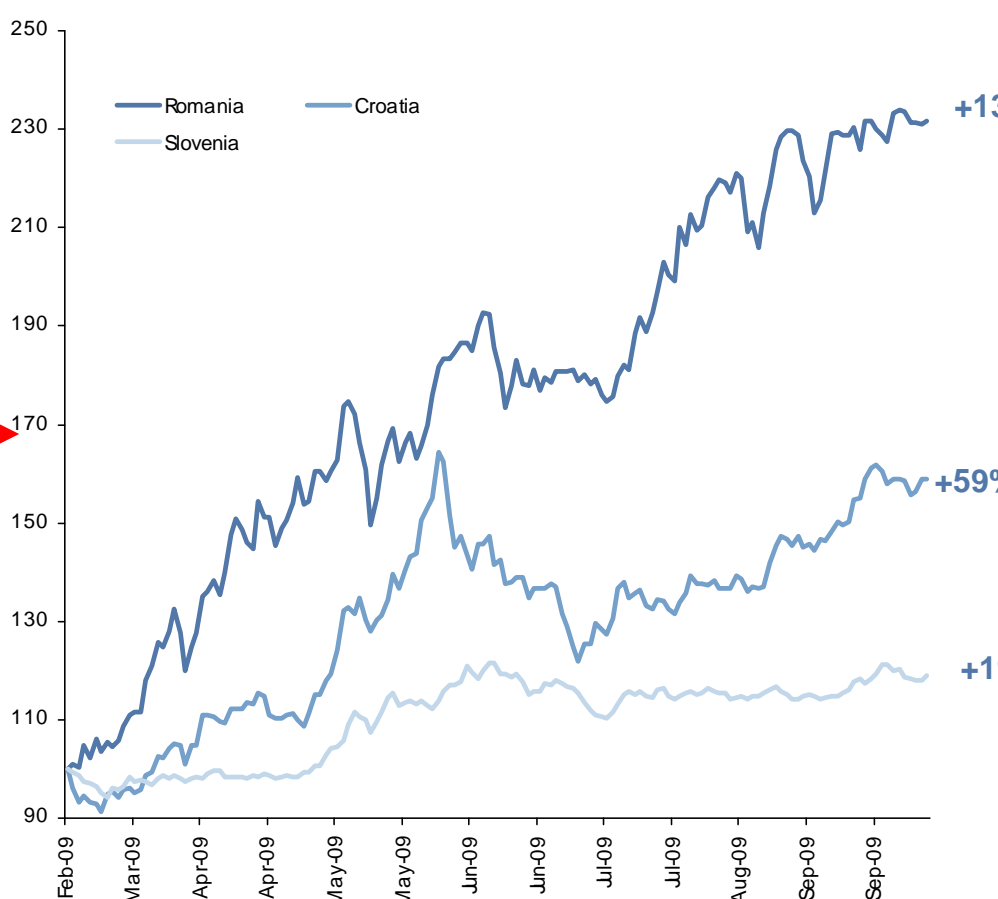
STOCK MARKETS IN SEE

STOCK MARKETS IN SEE HAVE SHOWN SUBSTANTIAL RETURNS SINCE THEIR LOWS

MID TERM SEE STOCK MARKETS DEVELOPMENT



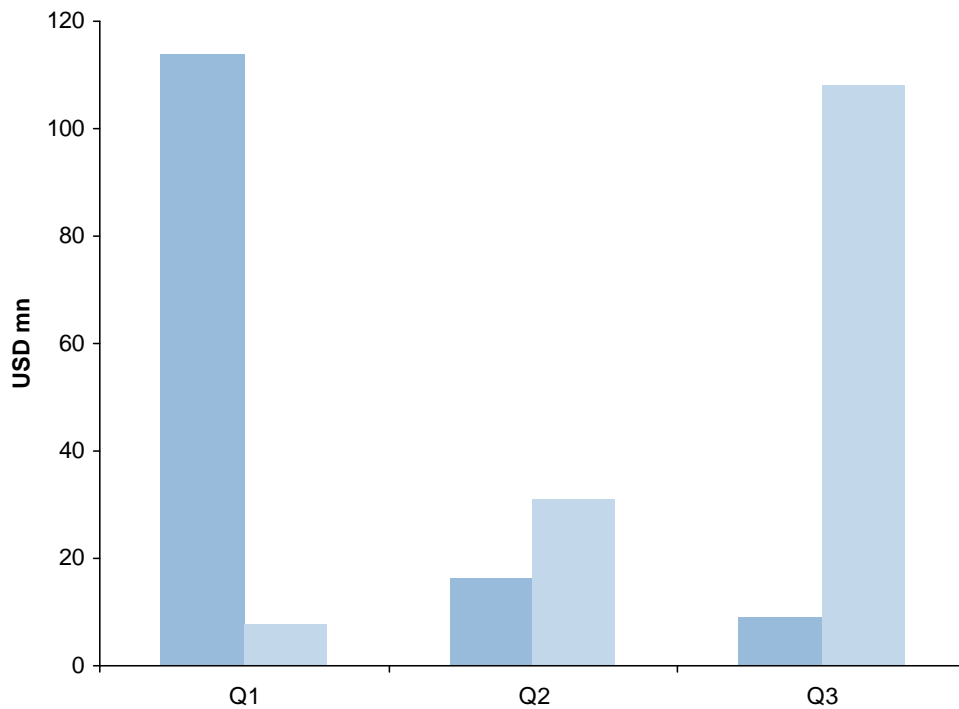
RECENT MARKET CATCH UP



Source: Thomson Reuters, WIG20 for Poland, RTS for Russia and BET for Romania

CAPITAL INCREASES AND CONVERTIBLE BONDS LITTLE ACTIVITY IN SOUTH EAST EUROPE

SPO ACTIVITIES (2008-2009)

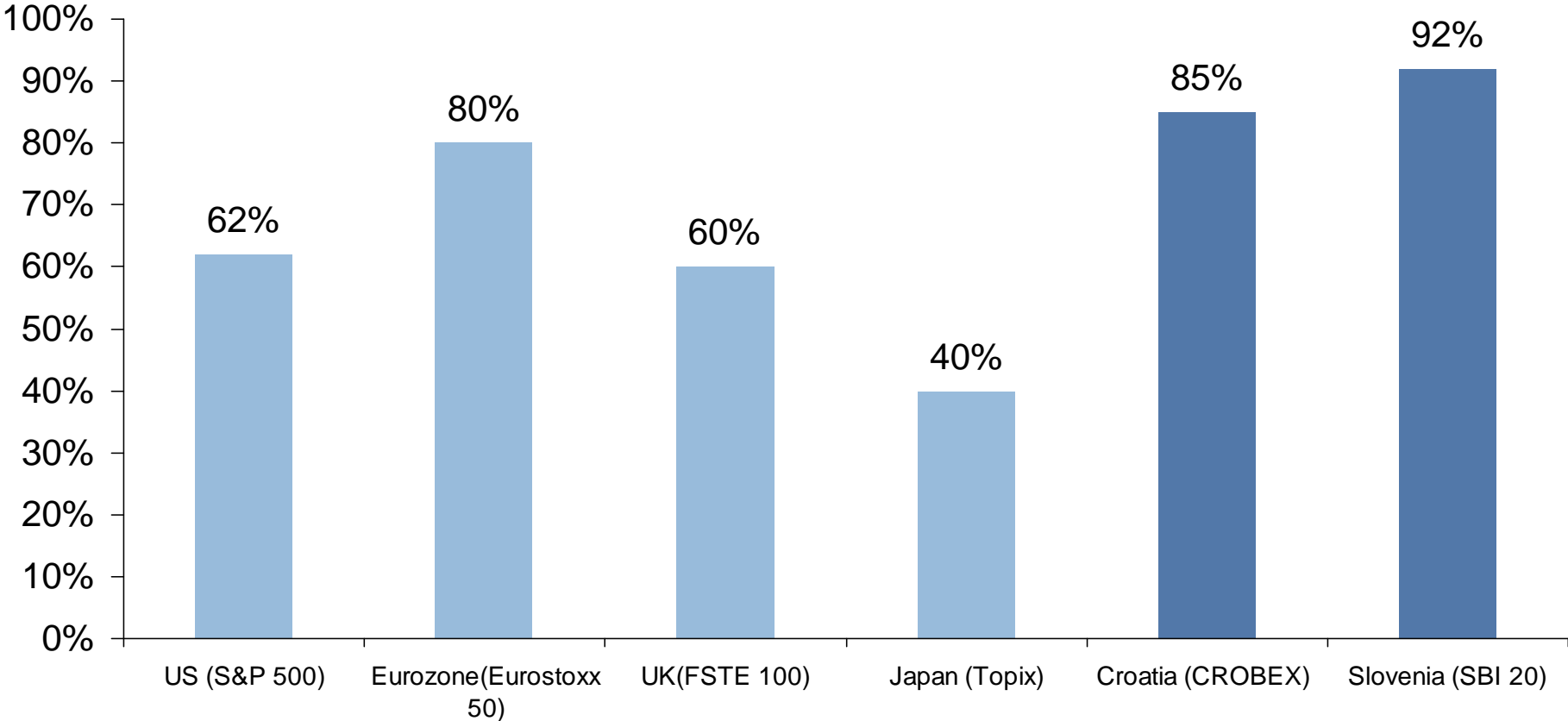


CONVERTIBLE BONDS ISSUES (2008 – 2009)

⇒ **Only one convertible bond issue in SEE so far in Q3 2008**

CAPITAL STRUCTURES

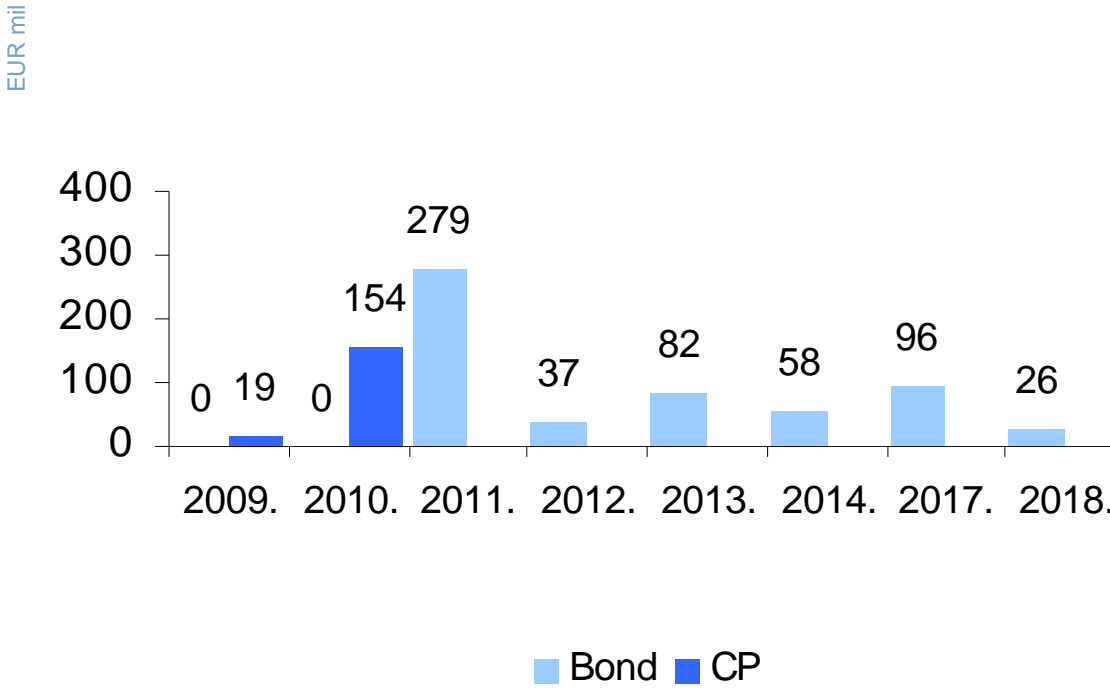
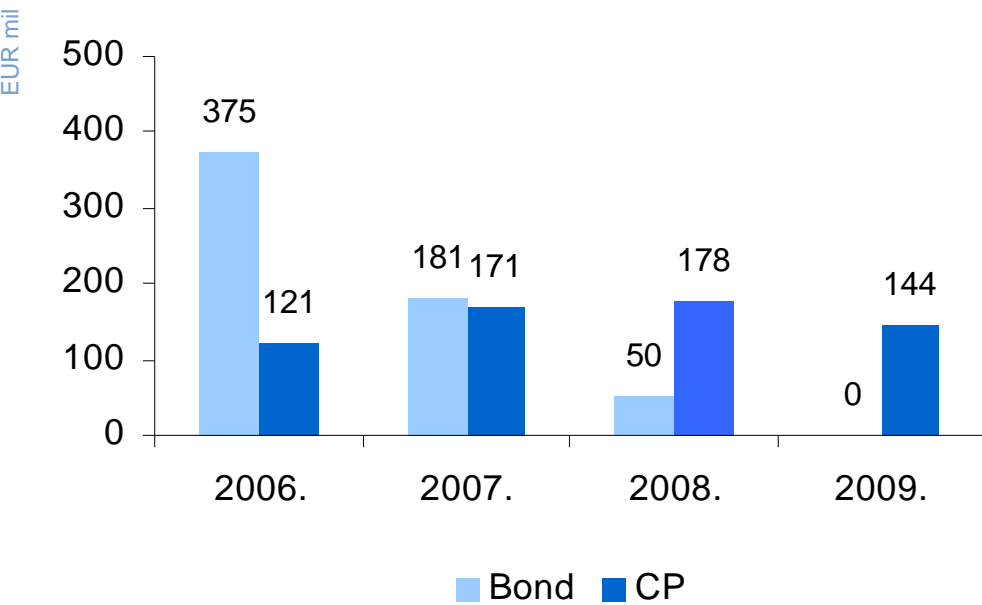
COMPARISON OF DEBT TO EQUITY RATIOS ACROSS REGIONS



Source: ThomsonReuters& Bloomberg

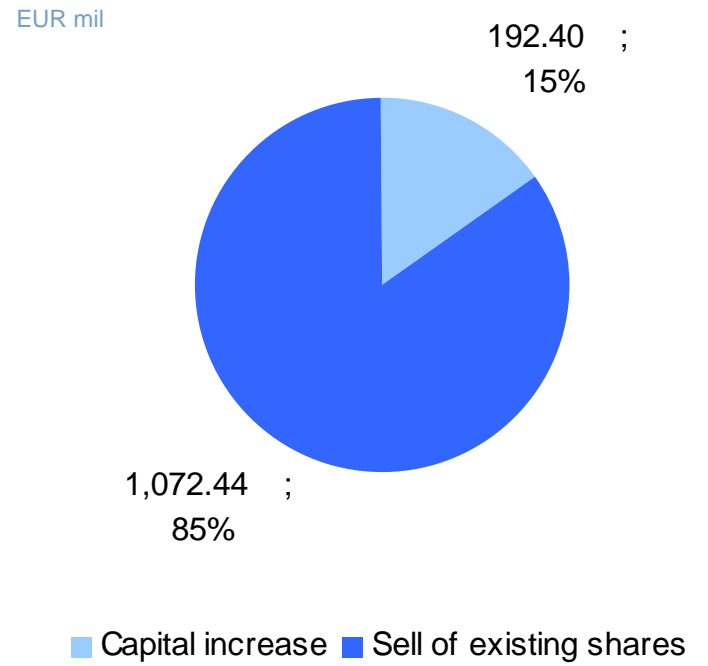
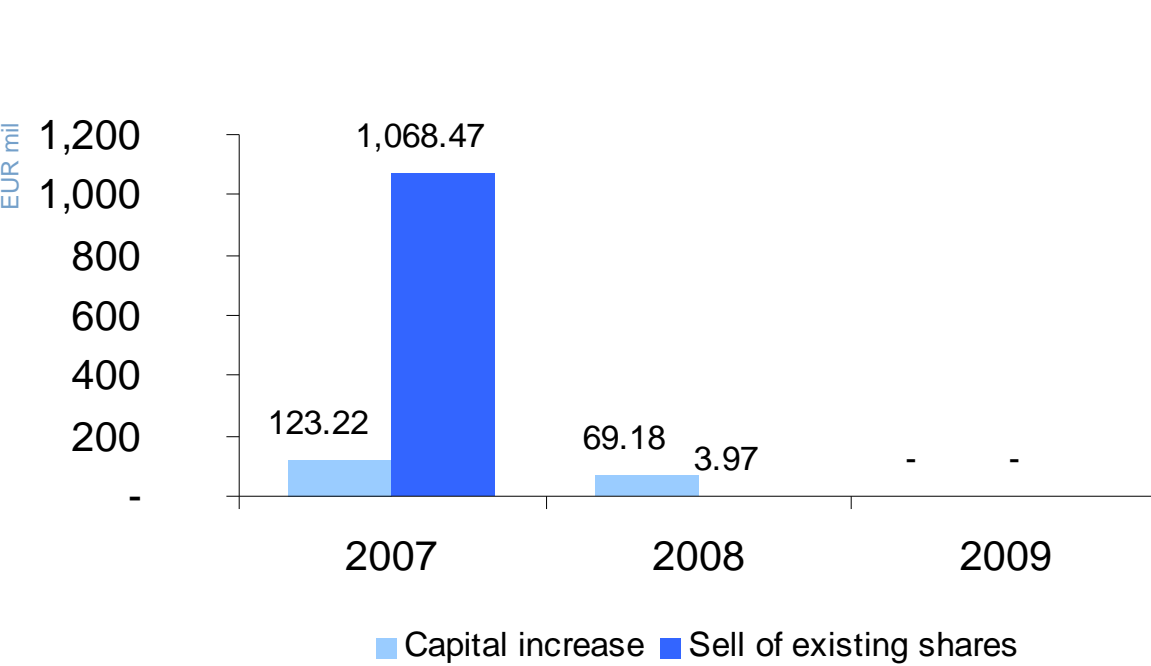
DEBT INSTRUMENTS IN CROATIAN CAPITAL MARKETS

ISSUED DEBT INSTRUMENTS & MATURING DEBT INSTRUMENT

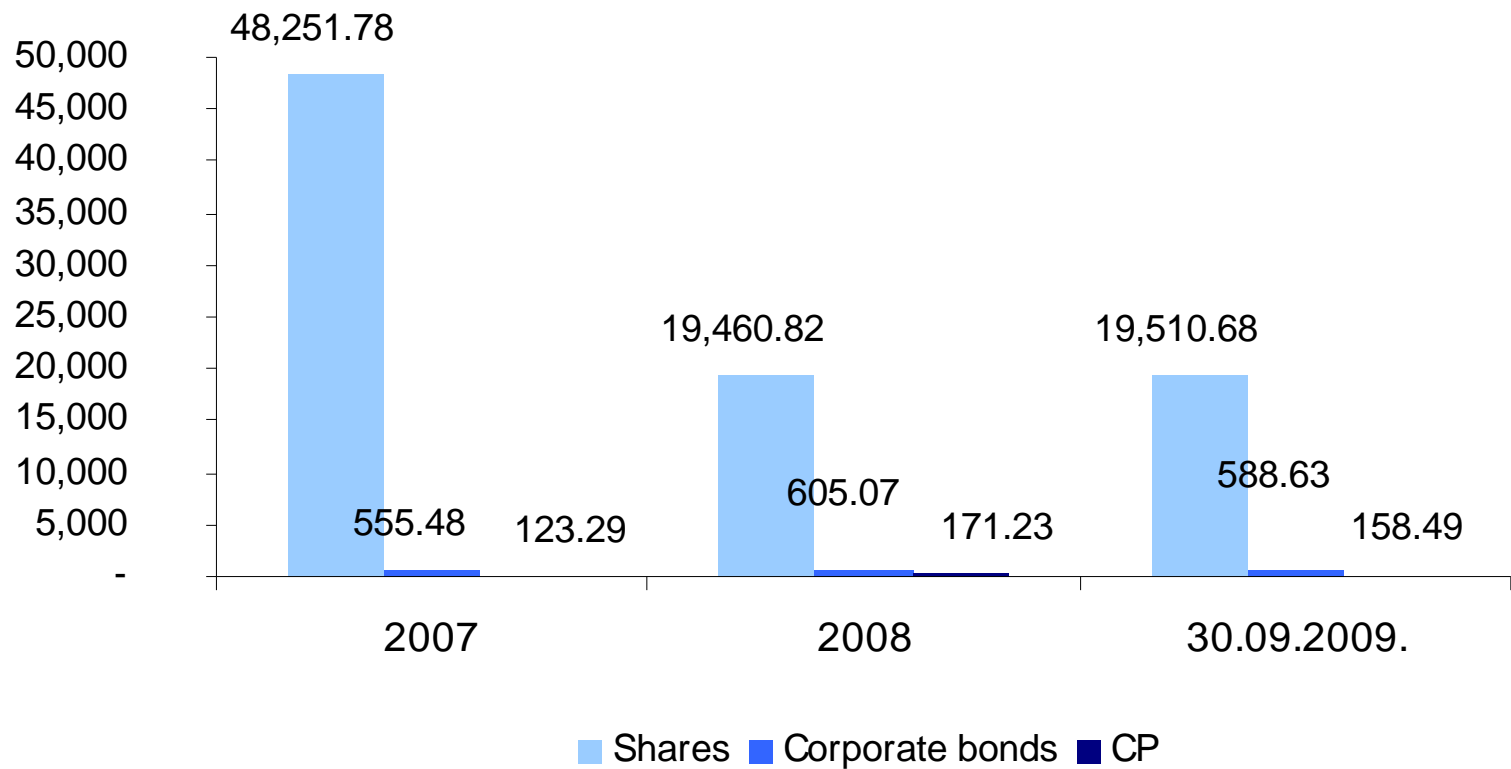


CROATIAN CAPITAL MARKETS - EQUITY

CAPITAL INCREASES vs. SELL OF EXISTING SHARES

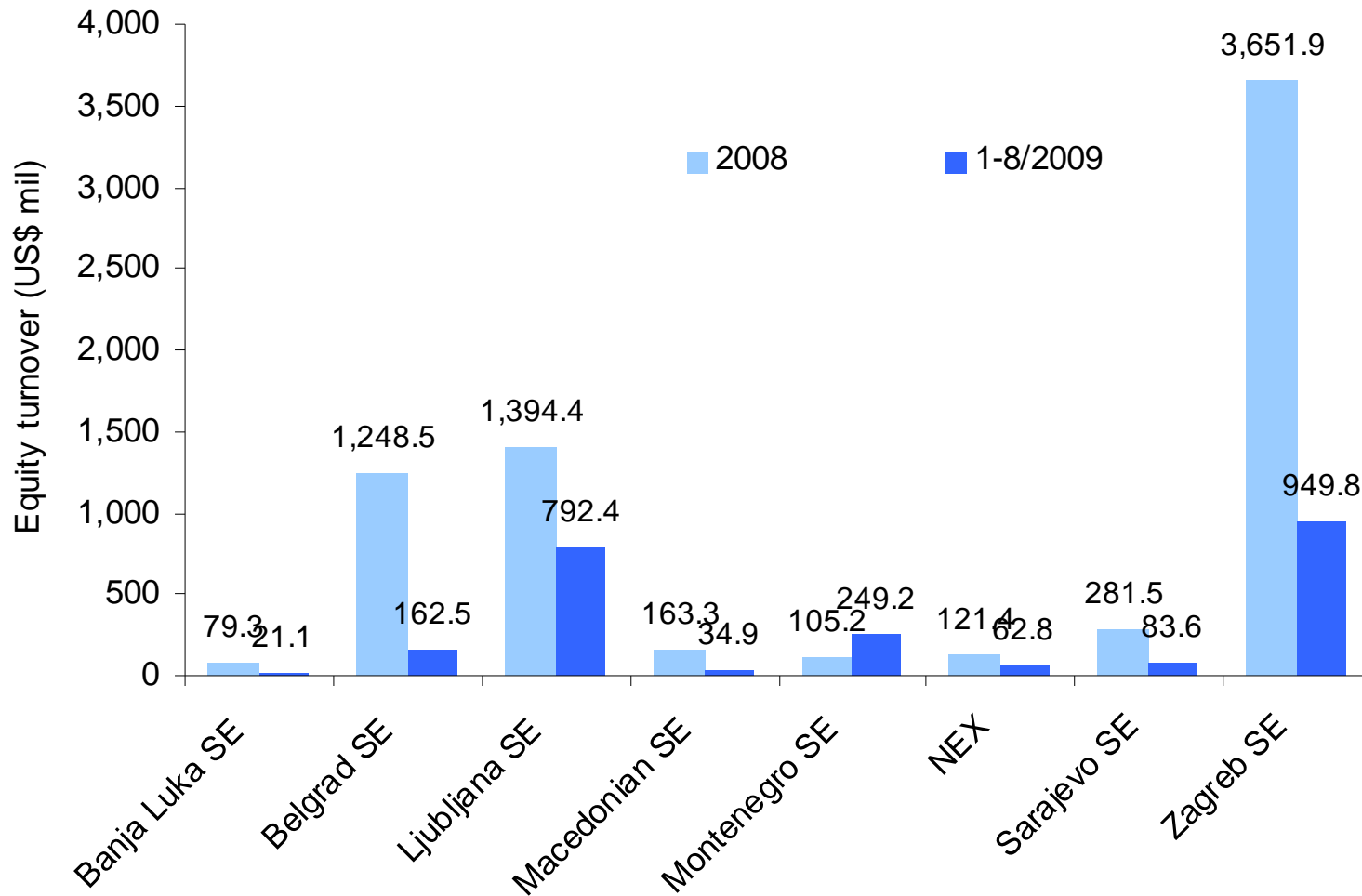


CROATIAN CAPITAL MARKETS - EQUITY MARKET CAPITALIZATION – DEBT & EQUITY



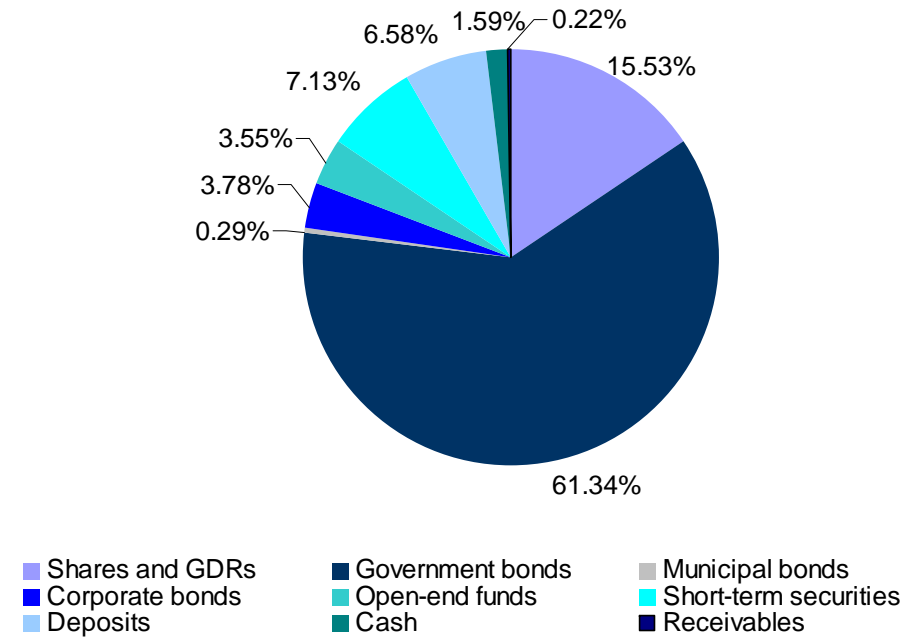
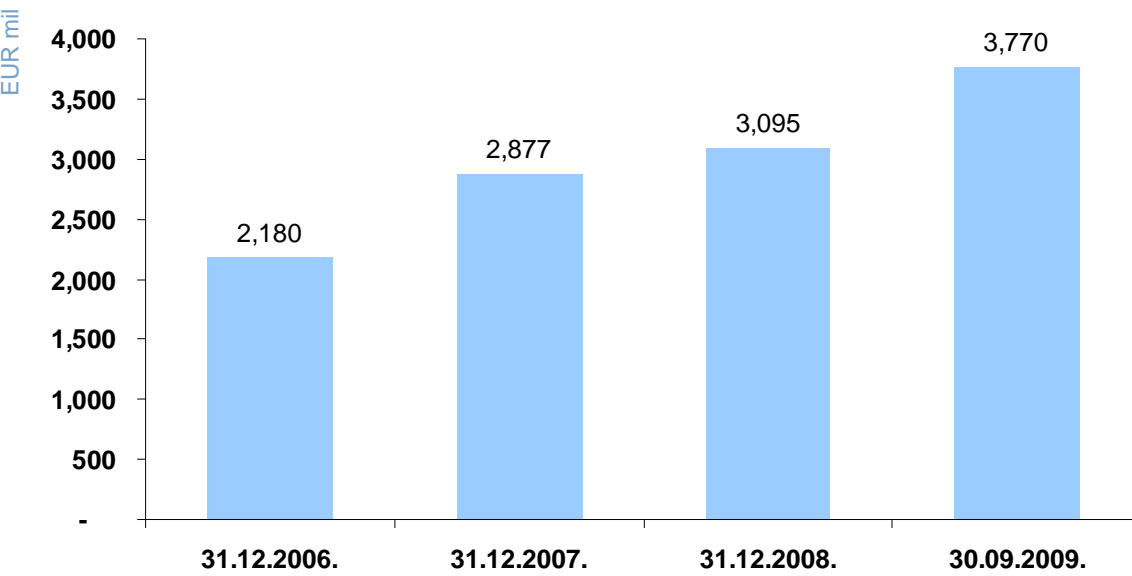
CROATIAN CAPITAL MARKETS - EQUITY

EQUITY TURNOVER – ZSE vs. REGIONAL STOCK EXCHANGES



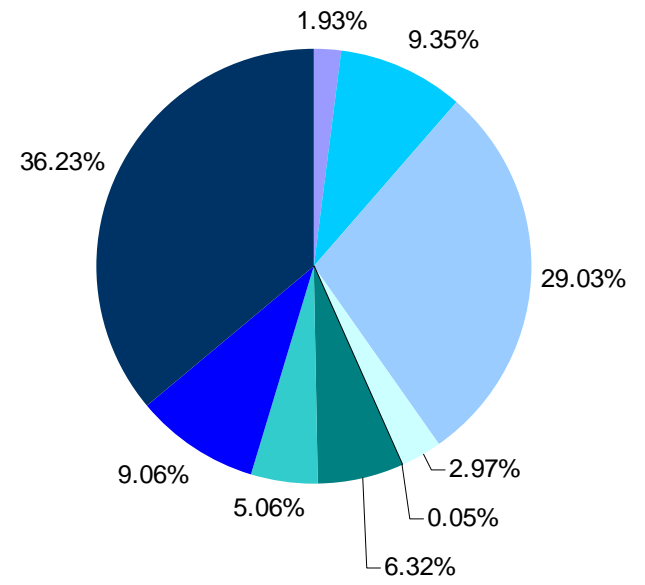
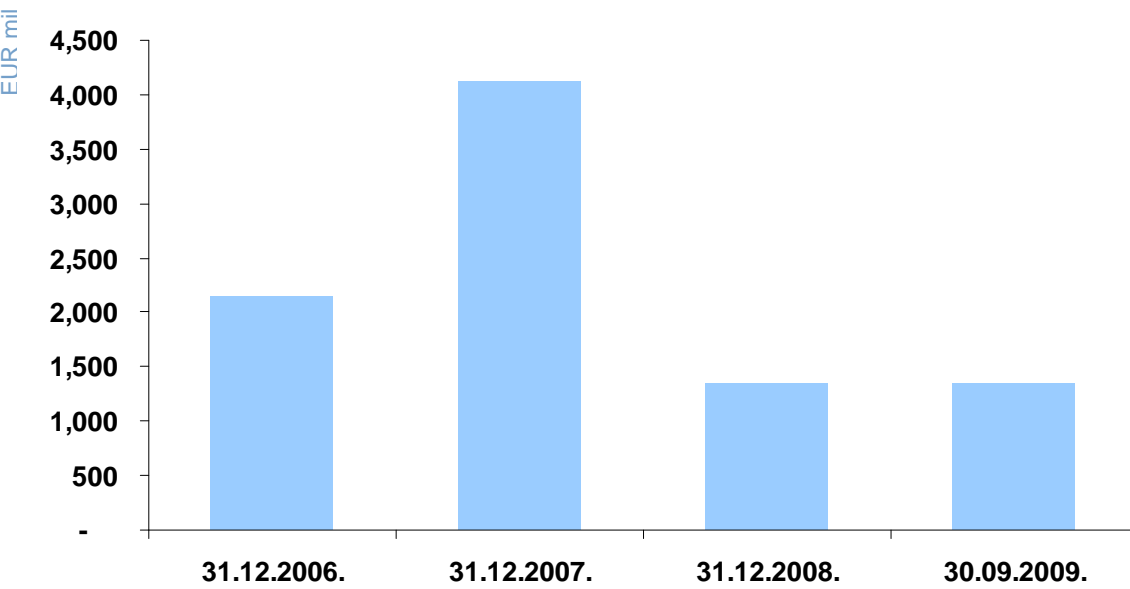
CROATIAN INVESTORS

PENSION FUNDS NAV & INVESTMENT STRUCTURE per 30/09/2009



CROATIAN INVESTORS

OPEN-END MUTUAL FUNDS NAV & INVESTMENT STRUCTURE per 30/09/2009



- Cash
 - Government bonds
 - Open-end funds
- Receivables
 - Municipal bonds
 - Short-term securities
- Shares and GDRs
 - Corporate bonds
 - Deposits