

**SAL. OPPENHEIM**

Privatbankiers seit 1789

**SAL. OPPENHEIM FORUM - MILAN - MARCH 14, 2008**

[www.oppenheimforum-milan2008.com](http://www.oppenheimforum-milan2008.com)

### **3rd Annual One-on-One Forum, Milan**

On Friday March 14, 2008, Sal. Oppenheim will hold the 3rd annual One-on-One Forum at the Four Seasons Hotel in Milan.

From 9:00am to 5:30pm, the registered companies are available in 12 separate meeting rooms of the hotel's business area for meetings with investors.

Sal. Oppenheim is carefully following the impressive development of the Arab States within the Gulf Cooperation Council and is delighted to introduce **Mr. Keba Keinde**, CEO of Millennium Finance Corporation and **Armen V. Papazian**, Managing Director and Senior Vice President of the DIFX Dubai International Financial Exchange as Key Note Speakers for the region.

In view of **Sal. Oppenheim's** selected business activity in Greece since 2005, we look forward to hearing our KeyNote Speaker, **Mr. Manoli Varsos**, CEO of Merit Securities, who will give a presentation about the Greek capital market.

### **Speakers**



**Dr. Wolfgang Sawazki**  
Managing Director – Research  
Sal. Oppenheim Germany



**Keba Keinde**  
CEO  
Millennium Finance Corporation



**Armen V. Papazian**  
Managing Director  
Senior Vice President  
Dubai International Financial Exchange



**Emmanuel Varsos**  
President  
CEO  
MERIT Securities

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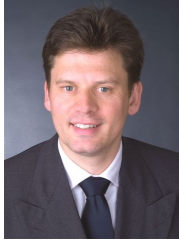
## ***Timing of the Event, March 14, 2008***

08:30	Registration and Welcome Coffee
08:45 - 09:00	<b><i>Outlook European Equity Markets</i></b> <b><i>Dr. Wolfgang Sawazki</i></b> , Managing Director, Sal. Oppenheim Research
09:00 - 11:00	One-on-One and Group Seminars ( <i>see Schedule on the website</i> )
11:00 - 11:15	<b><i>Outlook on the Greek Capital Market</i></b> <b><i>Emmanuel Varsos</i></b> , President & CEO, MERIT Securities
11:15 - 13:15	One-on-One and Group Seminars ( <i>see Schedule on the website</i> )
13:15 - 13:30	<b><i>The Capital Market in Dubai</i></b> <b><i>Armen V. Papazian</i></b> , Senior Vice President, Dubai International Financial Exchange
13:30 - 14:30	Lunch Break or Dedicated Lunch Company Presentations
14:30 - 14:45	<b><i>GCC &amp; Europe: Strong Investment Flow Prospects</i></b> <b><i>Keba Keinde</i></b> , CEO, Millennium Finance Corporation
14:45 - 17:45	One-on-One and Group Seminars ( <i>see Schedule on the website</i> )
17:45 - 18:15	Flying Buffet
20:00 - 22:30	Ballet “Romeo and Juliet” – Teatro Alla Scala
23:00 - 00:30	Dinner – Four Seasons Hotel

## ***SPEAKERS***

### **Dr. Wolfgang Sawazki**

***Managing Director – Research, Sal. Oppenheim Germany***



Dr. Wolfgang Sawazki, born October 17, 1964 in Mönchengladbach, has been Managing Director at Oppenheim Research since 2001. From 1996 to 2000, Dr. Sawazki worked at WestLB Research GmbH where he accompanied the merger with the international investment bank West LB Panmure. From 1998 – 2002, he was Co- Head of Research and the Life Science Group at West LB Panmure, with responsibility for Going Public, M & A as well as Corporate Finance activities.

After completing a business studies degree at Cologne University and a PHD in finance, he began his career as investment analyst at HSBC Trinkhaus.

Dr. Sawazki is member of AKEU – Schmalenbach – an accounting advisory committee and a member of the advisory committee of Dt. Börse AG for indices.

### **Keba Keinde**

***CEO – Millennium Finance Corporation***



Keba Keinde is Chief Executive Officer of Millennium Finance Corporation Ltd. Prior to joining Millennium Finance Corporation Ltd, Keba was Managing Director, Head of the Middle East, Africa, Turkey & Iran at BNP Paribas for four and a half years. Prior to that, he spent four years at the International Finance Corporation (World Bank Group) in Washington ("IFC"), where he was in charge of privatisation transactions in Africa; four years at Lehman Brothers in New York and London, where he worked in the telecommunications investment banking department; one year at the IFC in Washington DC as an investment officer in the telecommunications division; and three years at IBM France.

Keba has been advising numerous governments and international corporations, such as DP World, Mittal, MTC/Celtel, the Savola Group, Etisalat and DIB. These projects encompassed M&A, privatizations, private equity and IPO transactions in various sectors, most notably telecom, public utilities and metals & mining in emerging markets, including: Turk Telekom's USD 6.55 bn privatization; Maroc Telecom's USD 1 bn IPO; Iran's USD 3.3 bn GSM license sale; Etisalat's USD 3.5 bn GSM license acquisition in Saudi Arabia; Mittal Steel in Algeria, Mauritania and Senegal; Electricity and water privatizations in UAE, Lebanon, Senegal, Niger and Cameroon; Airline privatizations in Saudi Arabia and Africa; Airport privatizations in the Middle East; and Cement privatizations in North Africa. Keba holds a graduate level engineering degree from the a premier French telecommunications engineering school, the "Ecole Nationale Supérieure des Télécommunications", and an MBA, with majors in economics and finance from the Massachusetts Institute of Technology (MIT, Boston).

## **Armen V. Papazian**

*Senior Vice President, Department Innovation and Development – DIFX*



Dr. Armen V. Papazian earned his PhD at the University of Cambridge, UK, specializing in Financial Economics. He has since supervised and lectured in Cambridge, Beirut, Dubai, and India. Dr. Papazian has written in policy and professional journals on monetary policy issues, has been an active speaker and consultant to public and private organizations, and an active researcher in Capital Markets and Islamic Finance. After an active consulting and academic career, Dr. Papazian joined DIFX as Senior Vice President, running Innovation and Development. He leads the many initiatives that aim at introducing new products and markets on DIFX, the latest one being the launch of the region's first structured products platform called DIFX TraX.

## **Emmanuel John Varsos**

*President & CEO – MERIT Securities*



### **Professional Experience**

2000 - to date:

Merit Securities, S.A., Athens Greece

**Chief Executive Officer**

**Head of Research & Analysis Department**

1996 - 2000:

Inventrix Analysis, S.A., Athens, Greece

**Chief Executive Officer**

**Head of Research & Analysis Department**

1995 - to date:

Training Centre, Athens Stock Exchange

**Instructor/Trainer** seminars to Registered Representatives

(Fundamental Analysis of stocks)

### **Education**

1989-1990:

*McGill University, Montreal, Canada*

**Graduate Diploma in Management.** Option Tourism Finance.

1981- to date:

*Ecole Des Hautes Etudes En Sciences Sociales, Paris, France*

**Doctoral Studies** in Economic History & Development

1980-1981:

*Ecole Des Hautes Etudes En Sciences Sociales, Paris, France*

**D.E.A.** Economic History & Development.

1974-1978:

*University of Athens School of Law, Faculty of Economics, Athens, Greece*

**Bachelor's of Science (B.Sc.)** in Economic Sciences (1<sup>st</sup> Class Honours)

## ***PARTICIPATING COMPANIES***

### ***Germany***



#### **Aleo Solar**

Germany

Sector: **Renewable Energy**

Capitalisation: **0.190 bn EUR**

Attending representative: **Franz Nieper**, Head of Investor Relations



#### **Allianz**

Germany

Sector: **Insurance**

Capitalisation: **53 bn EUR**

Attending representative: **Peter Hardy**, Investor Relations



#### **Continental**

Germany

Sector: **Automobiles & Parts**

Market Cap: **11.3 bn EUR**

Attending representative: **Gabriele Collatz**, Investor Relations



#### **Deutsche Post World Net**

Germany

Sector: **Industrial Goods & Services**

Market Cap: **26 bn EUR**

Attending representative: **Florian Bumberger**, Investor Relations



#### **Deutsche Telekom AG**

Germany

Sector: **Telecommunications**

Market Cap: **60 bn EUR**

Attending representative: **Andreas Puy**, Investor Relations



#### **E.ON AG**

Germany

Sector: **Utilities**

Market Cap: **86.5 bn EUR**

Attending representative: **Carmen Schneider**, Investor Relations

**Francois Poulet**, Investor Relations Manager



### **Fraport AG**

Germany

Sector: **Industrial Goods & Services**

Capitalisation: **4.6 bn EUR**

Attending representative: **Stefan Rueter**, Head of Investor Relations



### **Frasenius**

Germany

Sector: **Health Care**

Capitalisation: **8.2 bn EUR**

Attending representative: **Birgit Grund**, Head of Investor Relations



### **Highlight Communications**

Germany

Sector: **Media**

Capitalisation: **0.36 bn EUR**

Attending representative: Dr. **Ingo Mantzke**, Member of the Board



### **Hypo Real Estate**

Germany

Sector: **Bank**

Capitalisation: **2.7 bn EUR**

Attending representative: **Ulrich Kern**, Head of Investor Relations



### **Interhyp**

Germany

Sector: **Financial Services**

Capitalisation: **0.3 bn EUR**

Attending representative: **Robert Haselsteiner**, CEO



### **K+S**

Germany

Sector: **Chemicals**

Capitalisation: **6.7 bn EUR**

Attending representative: **Christian Herrmann**, Head of Investor Relations



### **Lanxess**

Germany

Sector: **Chemicals**

Capitalisation: **1.9 bn EUR**

Attending representative: **Tanja Satzer**, Investor Relations

**Gerd Zelesny**, Investor Relations



### **MAN**

Germany

Sector: **Industrial Goods & Services**

Capitalisation: **12.1 bn EUR**

Attending representative: **Silke Glitza-Stamberger**, Head of Investor Relations



### **MLP**

Germany

Sector: **Financial Services**

Capitalisation: **1.2 bn EUR**

Attending representative: **Dr. Uwe Schroeder-Wildberg**, CEO

**Hartmut Achatz**, Head of Investor Relations



### **Premiere**

Germany

Sector: **Media**

Capitalisation: **1.6 bn EUR**

Attending representative: **Alexander Teschner**, CFO

**Susan Eckenberg**, Head of Investor Relations



### **Smartrac**

Germany

Sector: **Technology**

Capitalisation: **0.432 bn EUR**

Attending representative: **Stephan Öri**, Head of Investor Relations



### **Telegate**

Germany

Sector: **Telecommunications**

Capitalisation: **0.280 bn EUR**

Attending representative: **Ralf Grüßhaber**, CFO



### **VW**

Germany

Sector: **Automobiles & Parts**

Capitalisation: **53.5 bn EUR**

Attending representative: **Alex Hunger**, Senior Investor Relations

**Clemens Denks**, Investor Relations

*Switzerland*



**Geberit**

Switzerland

Sector: **Construction & Materials**

Capitalisation: **6.2 bn CHF**

Attending representative: **Roland Iff**, CFO



**Straumann Holding**

Switzerland

Sector: **Medical Product**

Capitalisation: **4.3 bn CHF**

Attending representative: **Fabian Hildbrand**,  
Head of Investor Relations

*Italy*



**Antichi Pellettieri SpA**

Italy

Sector: **Textile Apparel**

Capitalisation: **0.35 bn €**



**Mariella Burani Fashion Group**

Italy

Sector: **Apparel Manufacturers**

Capitalisation: **0.51 bn €**



## *Greece*



**Alapis**  
Greece  
Sector: **Health Care**  
Capitalisation: **2.5 bn EUR**  
Attending representative: **John Papavasiliou, CFO**



**Bank of Attica**  
Greece  
Sector: **Finance**  
Market Cap: **0.47 bn EUR**  
Attending representative: **Tryphon Kollintzas, Chairman**



**Corinth Pipeworks**  
Greece  
Sector: **Steel**  
Capitalisation: **0.58 bn EUR**  
Attending representative: **Michael Mastorakis, CFO**  
**George Rouselis, Treasurer & IRO**



**Sprider Stores**  
Greece  
Sector: **Retail**  
Capitalisation: **0.290 bn EUR**  
Attending representative: **Thanos Maltezakis, Head of Investor Relations**

**IN COLLABORATION WITH:**



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- The organisation of Financial Events in all major International Financial centres (New York, London, Dubai...)
- IR Consultancy and Advisory Service

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Proprietary Events  
Analyst Days  
Roadshows

**I.R. Consultancy and Advisory Services**

Peer group Analysis  
Shareholding Reports  
Perception and market studies  
Brokerage - Referencing  
Market & Media access

**For further information, please contact:**

**Manuel Parra, Head of Projects**  
[m.parra@tradinfo.com](mailto:m.parra@tradinfo.com)

Tel +32 2 650 04 13