

# Results of MCI CG Q1 2013

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15 May 2013

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# Summary of Q1 2013

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## Key events

### New investments / exits

- Signing new investment in Turkish public listed company Indeks (planned closing 2Q 2013)
- Advanced talks concerning new investments in the TechVentures fund
- Building pipeline in the funds EuroVentures, InternetVentures and Helix Ventures Partners, CreditVentures

### Portfolio companies

- **ABC Data**
  - Published forecast for the year 2013 (2013 – 4.17 bn revenues, 70.7 m EBITDA vs. 2012 3.7 bn revenues, 58.8 m EBITDA)
  - Announcement of dividend payout in the amount of about 30 m (about 19 m for MCI)
- **Invia.cz** – launch of new version of the airline ticket portal Aero.pl, expanding operations in Russia
- **Geewa** – Premiere of the mobile version of Pool Live Tour for iOS

### Fundraising

- **Issue of regular bearer bonds for institutional investors** – 36 m PLN
- **PEM SA** – at the end of 2013, estimated value of assets under management 1 billion PLN

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# Results for Q1 2013

# Results of MCI CG for Q1 2013

In million PLN	Q1 2013
<b>Consolidated net result of MCI</b>	<b>9.9</b>
Total consolidated assets	786.6
Total net consolidated assets	582.,1
Net IRR since creation	18%

In Q1 2013, the factors influencing the result of the MCI CG were mainly the growing share price of ABC Data SA (from 2.08 PLN to 2.24 PLN at the end of 1Q 2013) and growth by a few percent of the value of investment certificates of the MCI.TechVentures fund.

Indicators			
	Q1 2013	Q1 2012	Change Y/Y
Share price of MCI	6.65 PLN	4.98 PLN	33.5%
Capitalization	415 m PLN	310.5 m PLN	33.5%
AUM	838 m PLN	805.2 m PLN	4%
P/BV	0.71	0.58	22%
Debt/equity *	11%	16%	-31%

\* Debt – external (bonds and loans)

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# MCI investment activity

# MCI.EuroVentures FIZ fund in Q1 2013

PORTFOLIO		
Asset	Valuation on 31/12/2012 in million PLN	Share in the fund's assets
 ABC DATA	162.9	68%
PEM SA	92.2	
Cash / loans	-29.3	
<b>TOTAL ASSETS</b>	<b>238.3 mln</b>	<b>100%</b>

## INVESTMENT PLANS

### One large investment in Indeks / first investment in Turkey

- The fund strategy assumes buyout investments – stabilizing MCI portfolio value
- Indeks is a dividend company and has a large value growth potential as a result of the particularly fast growing Turkish market
- Planned closing in H1 2013

## PORTFOLIO / KEY EVENTS

**PEM** – final separation from MCI CG / planned delisting in the year 2014

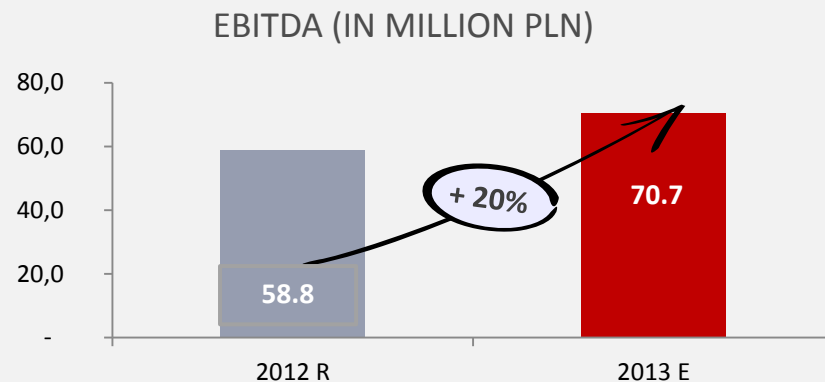
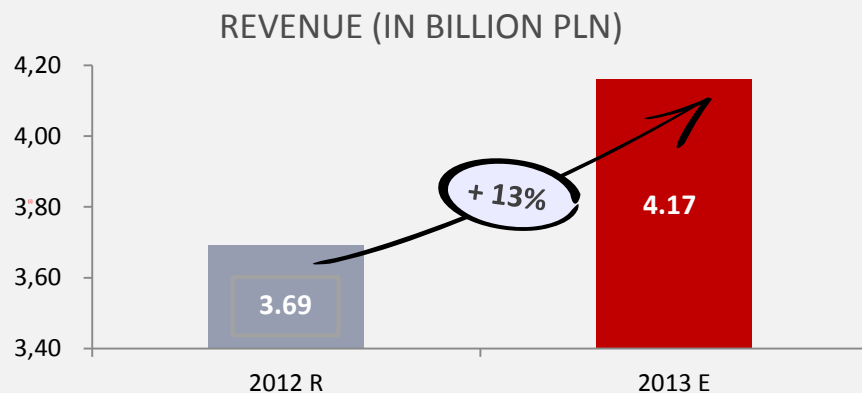
**ABC Data** – expected dividend revenue in 2013 of about 19 million PLN, ambitious forecast for 2013, significant value growth in 2013 – appreciated by the market

## RESULTS

- Value of net assets at the end of 1Q 2013 was 249.7 m
- Certificate value grew by 5% during 1Q 2013

# ABC Data – forecast, dividend, strategy

## FORECAST for the year 2013 (post audit)



## DIVIDEND

The board of ABC Data, on 8 May 2013, recommended the annual general meeting to pay dividends for the year 2012 in the amount of nearly **30 million PLN (24 Grosz per share)**, whereas the MCI fund could receive **about 19 million PLN**.






## STRATEGY

- Development of BiznesLink mobile platform (85% orders carried out online)
- Export growth: Q1'13 vs. Q1'12 by over 600% (exports generate higher margins than in PL)
- Development of high-margin private-label Colorovo, optimizing and development of offered products and services



# MCI.TechVentures FIZ fund in Q1 2013

## PORTFOLIO TOP 5 (\*)

asset	Valuation on 31/12/2012 (million PLN)	Share in the fund's assets
 IN VIA .cz	92.3	31%
 KUPIVIP.RU HOLDING	57.6	20%
 morele.net	34.8	12%
 qeoWA	21.3	7%
 naviexpert <small>Nawigacja GPS w telefonie</small>	6.8	2%
others	81.4	28%
<b>TOTAL ASSETS</b>	<b>294.2</b>	<b>100%</b>

\* without Windeln, Windeln acquired in 2013

## PORTFOLIO / KEY EVENTS

### Invia.cz

- Strong two-digit results growth (above budget); high positive EBITDA
- Launch of new version of airline ticket website Aero.pl

### Windeln.de (acquisition in 1Q 2013)

- Tripled gross revenue in Q1 2013 vs. Q1 2012
- Over 65% orders in Q1 from returning clients
- Finalization of launch of online store offering baby products for clients in Poland

### KupiVip.ru


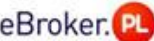

- Average shopping cart value grew by over 15% in Q1'13 vs. Q1'12
- User database grew to about 12 million users
- Increase of special sales events by around 50% in Q1'13 vs. Q1'12
- In connection with favorable tax and customs solutions in Russia for import of goods after the total value of EUR1000/year, the company launched operational and logistics processes aimed to exercise tax releases to develop foreign supplies of fashion articles and their sales in the model of purchasing clubs by foreign branches

## INVESTMENT PLANS

Following the adopted investment strategy we are analyzing a series of projects in e-commerce (e-travel, e-fashion), gaming and mobile applications on the domestic and foreign markets (CEE, Western Europe, Turkey).

# Helix Ventures Partners FIZ and MCI.InternetVentures FIZ funds in Q1 2013

## SELECTED INVESTMENTS HVP FUND

asset	Valuation on 31/12/2012 (million PLN)	Share in the fund's assets
 supermarket online	4.7*	27%
	3.7	21%
	1	6%
others	8.2	46%
<b>TOTAL ASSETS</b>	<b>17.6</b>	<b>100%</b>

## PORTFOLIO / KEY EVENTS

### Frisco.pl (\* *the remaining investment in TechVentures*)

- Revenue growth by about. 55% in Q1'13 vs. Q1'12

### eBroker.pl

- Revenue growth by about 100% in Q1'13 vs. Q1'12
- High EBITDA growth in Q1'13 vs. Q1'12

### CloudPlanet

- Since 2 May 2013, started strategic cooperation with PKO BP in distribution of szybkafaktura.pl for the bank's SME clients

## MCI.InternetVentures FIZ

The fund is currently conducting talks (on advanced stage) with 10 projects in the categories Internet / communications technology / mobile (ICT), electronics and software.

Growth trend in the broadly understood technology sector makes MCI analyze further attractive endeavors at early growth stage and growth stage in the industries of cloud computing, digital media and projects in mobile technologies and wireless (B2C) with potential for success on the Polish market and on the CEE/ European / global markets , including projects/companies from abroad planning to enter the Polish market and develop in the CEE region.

Current portfolio value: 3.4 million PLN(Kompan.pl)

# MCI.CreditVentures FIZ fund in Q1 2013

## CURRENT INVESTMENTS

### **ImmoPlanet about 50% assets**

- Luxury apartments for rent
- Prestigious residential living
- Attractive properties in touristic locations

### **Financial assets**

- Securities and debentures
- Cash equivalents

## INVESTMENT STRATEGY – MEZZANINE INVESTMENTS

**Asset conversion** – gradual transformation of real estate assets into the venture instruments like:

- mezzanine for private equity funds
- high yield bonds for private investors
- Bonds for open-end investment funds/closed-end investment funds

## RESULTS

- Value of net assets at the end of 1Q 2013, 54.7 million PLN
- IRR 11.96%

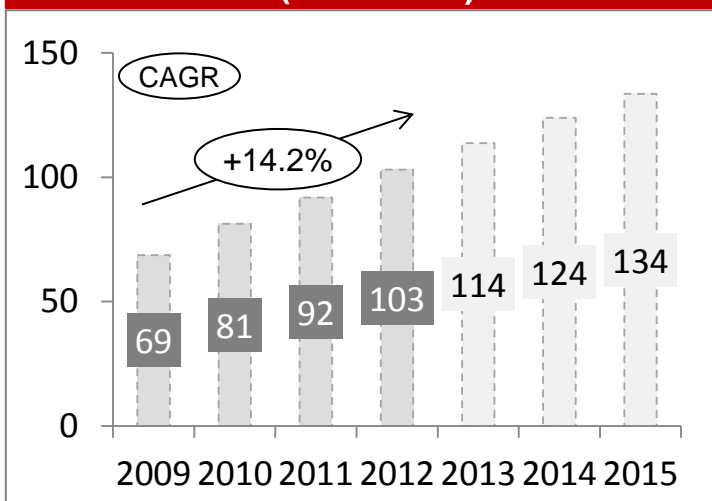
# MCI CG – forecast for 1H 2013

**MCI NET RESULT AT THE END OF 1H 2013 - around 90 million PLN**

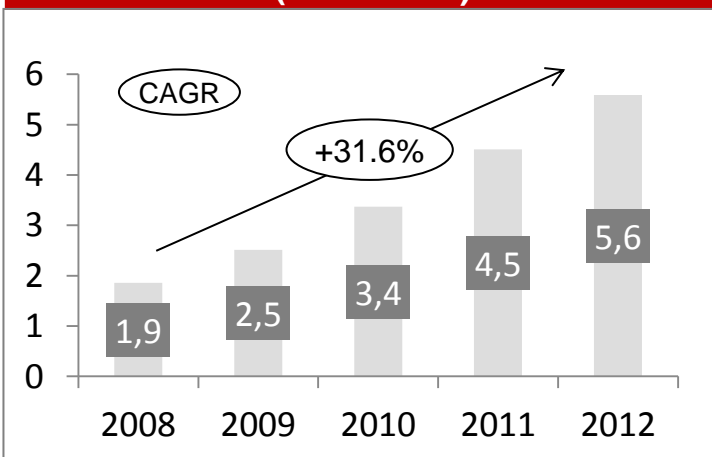
# Trends in e-commerce

## Boom on the Polish market – 2x faster growth than EU market

**E-commerce market in Europe  
(in billion €)<sup>1</sup>**



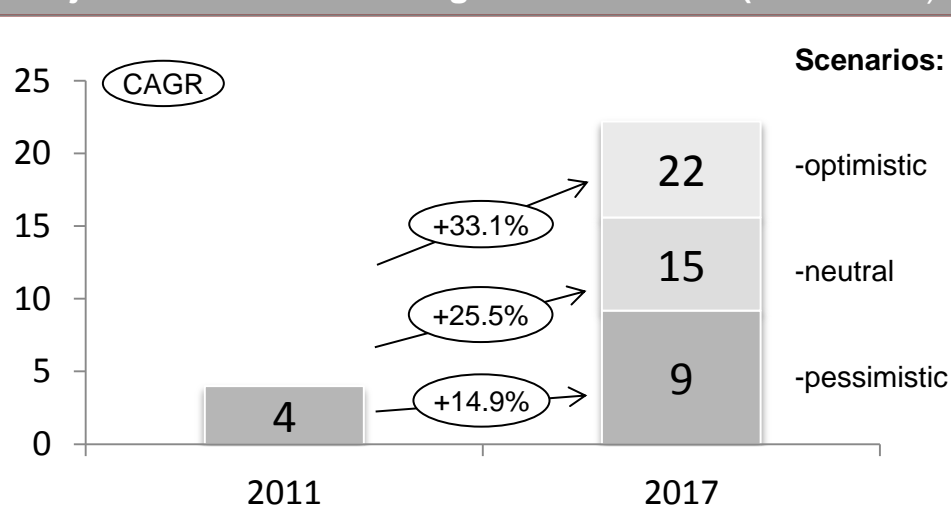
**E-commerce market in Poland  
(in billion €)<sup>2</sup>**



### Comments<sup>3</sup>

- Online shopping in Poland comprise about 3% of all trade
- In the most advanced countries this indicator in 2012 was 3-5x higher (South Korea – 15%, USA – 10%, Great Britain – 10%, Japan – 9%, France – 5%, Germany – 5%)
- In the next 3-5 years provided the high dynamics on the Polish market remains, it will be possible to reach the average EU level

**Projection of e-commerce growth in Poland (in billion €)<sup>4</sup>**



Growth is estimated based on two factors:

- Increasing number of e-commerce customers
- Increasing purchase value (2011: average annual shopping cart value in PL was 450 EUR vs. 1386 EUR of the eight major e-commerce markets in EU<sup>5</sup>)

1. Source: Forrester Research. / 2. Source: Centre for Retail Research, publications of PMR. / 3. Source: Report of IAB Poland Internet 2011 / 4. Source: Eurostat, World Bank, Internet Standard, E-Handel Polska. 5. Germany, France, Great Britain, Spain, Sweden, Denmark and Norway.

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# Liquidity and fundraising growth of MCI

# MCI Bonds

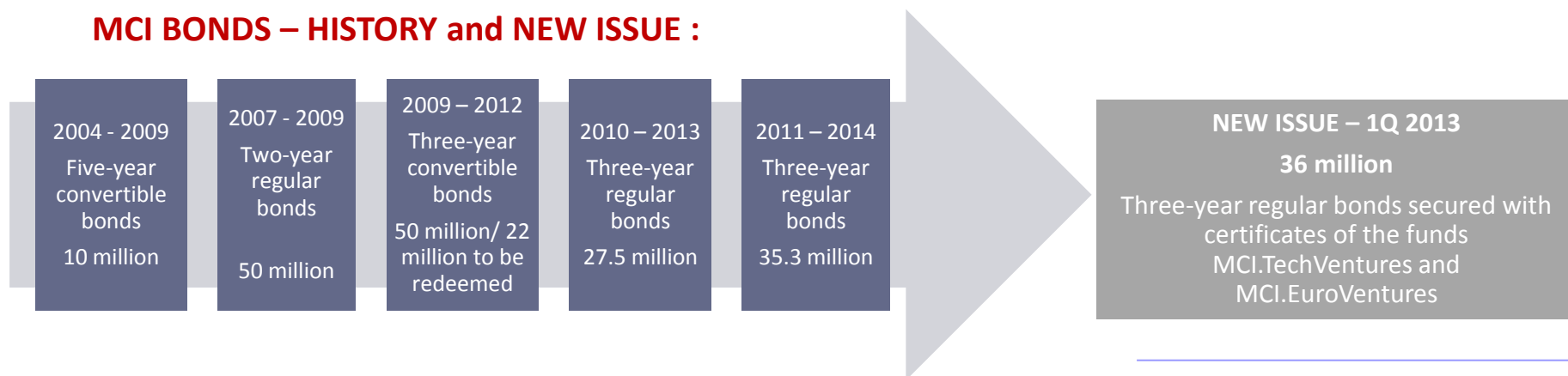
**THE MCI GROUP HAS CURRENT CASH LIQUIDITY AND AVAILABLE LOAN PROMISSORY NOTES FOR THE GENERAL AMOUNT OF ABOUT 200 M PLN + ABOUT 50 M PLN commitment of NCF to MCI funds**

**The MCI Group effectively gathers capital for further investments. As a result of private issue of series H1 bonds, it raised 36 million PLN.**

**For the first time in history, banks invested in MCI securities. The bonds have been acquired by around 10 financial investors, the majority of which being Polish TFIs.**

**The bonds are traded on the Catalyst market.**

## **MCI BONDS – HISTORY and NEW ISSUE :**



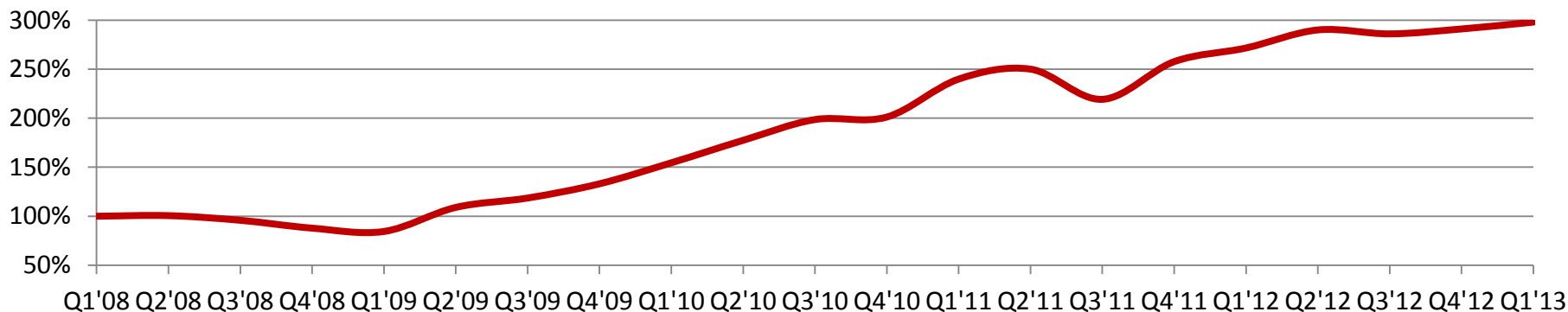
# Issue of investment certificates in the fund

## MCI.TechVentures FIZ

- Regular emissions of certificates executed since 2010
- In 2012, private investors entrusted us with several dozen million PLN, and in 2013 it is a digit digit amount in millions PLN.
- The funds raised are used to finance portfolio companies of the MCI.TechVentures FIZ fund and constitute investment capital to execute new investment projects of the MCI.TechVentures FIZ fund.
- Leading companies of the fund:



Value of MCI.TechVentures FIZ certificates series A-E since first listing

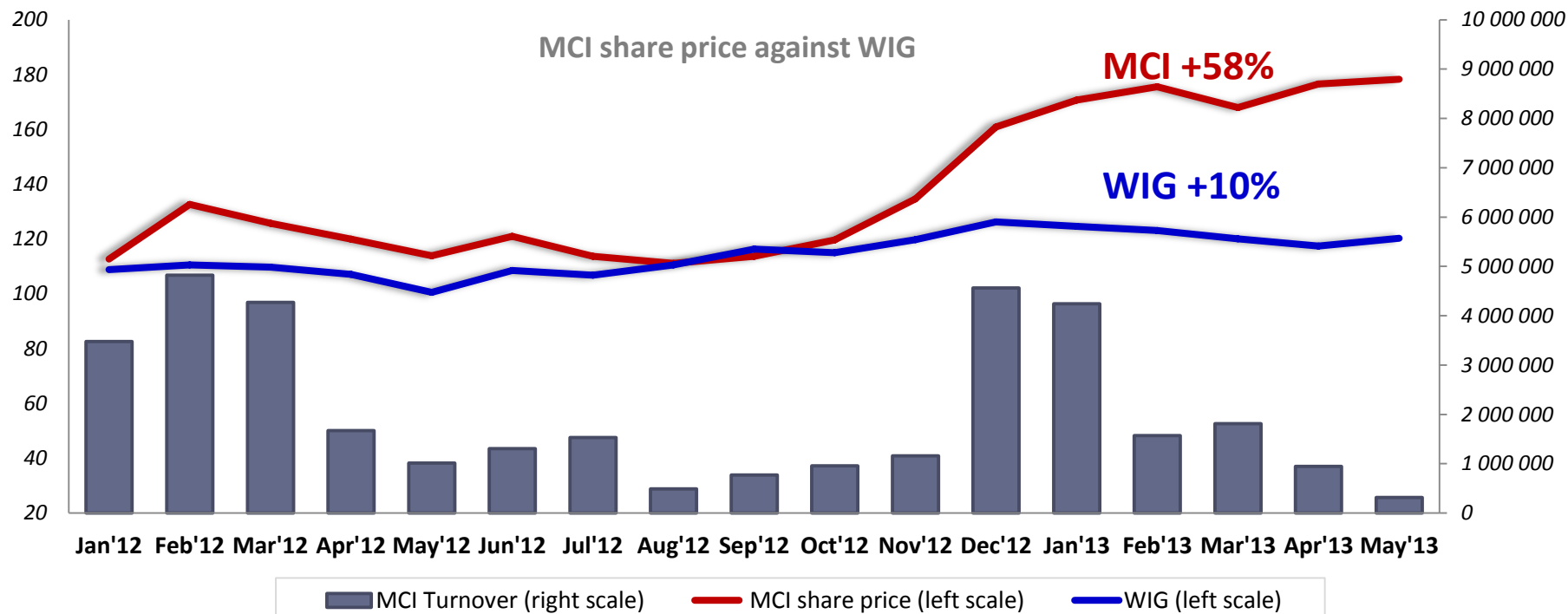


Our distributors:





# MCI on the WSE – share price



- ❑ Among Polish VC/PE funds MCI has the largest investment portfolio in the sector of consumer Internet in CEE – currently the most attractive sector of the investment market. MCI is also the only PE/VC fund listed on the Warsaw Stock Exchange.
- ❑ Return on investment in MCI shares was in 2012 58%, against 10% for WIG, but the share price is still at a discount to NAV (currently approximately 25%).

# Disclaimer

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- The above presentation does not constitute an offer in the meaning of the law.
- The above presentation has been prepared based on the best knowledge of MCI Management SA and included up to date information on the day it was published.

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