



## ***Methodology for Eurobond Bookrunner League Tables***

***(as of 30 June 2011)***

### **I. General information**

1. Bookrunner League Tables are designed to reflect investment banks' activity in the primary Eurobond market in terms of priced amounts and number of deals.
2. Bookrunner League Tables for the Eurobond Market (further referred to as the League Tables) are compiled by Cbonds.ru LLC (further referred to as the Proprietor) based on this methodology. In case not stipulated in this methodology Cbonds.ru LLC has a right to resolve the situation in compliance with the League Tables' purpose stated in Item 1. The Proprietor's point of view may not correspond with that of institutions included in the league tables.
3. The league tables are compiled based on Eurobond issues priced within the period under consideration.
4. The league tables are compiled based on Q1 results, H1 results, Q3 results and annual results.
5. The league tables cover the following Eurobond market segments:
  - a. Bookrunner league tables for CIS Eurobonds
  - b. Bookrunner league tables for Eurobonds from Russia, Ukraine, Kazakhstan (for the last two the league tables may be published less often or annually depending on the primary market activity),
  - c. Bookrunner league tables for certain instruments (Plain Vanilla, CLN, ABS, etc.) from Russia and the CIS (publication depends on the primary market activity);
  - d. Bookrunner league table for ruble Eurobonds issued by international financial institutions;
  - e. Bookrunner league tables for ruble Eurobonds from Russia (publication depends on the primary market activity);
  - f. Bookrunner league tables for EM Eurobonds including the CIS Eurobonds;
  - g. Bookrunner league tables for EM sovereign Eurobonds including the CIS Eurobonds;
  - h. Bookrunner league tables for EM corporate Eurobonds including the CIS Eurobonds;
  - i. Bookrunner league tables for EEMEA EM (including the CIS): a combined league table and separate league tables for corporate and sovereign sectors;
  - j. Bookrunner league tables for Latin American EM: a combined league table and separate league tables for corporate and sovereign sectors;
  - k. Bookrunner league tables for Asian EM: a combined league table and separate league tables for corporate and sovereign sectors.

6. The league tables are based on the following data: a total priced amount for every institution participating in the league tables, a number of placed issues, a number of issuers whose issues were arranged by the institution. The total priced amount for each league table participant is calculated as a total amount of the institution's participation in all issues included in the league tables. The league table presents institutions sorted in descending order by the amount of priced issues. Additional league tables can be published where institutions are sorted by the number of issues and the number of issuers.
7. Only new money issues or their parts are included in the league tables. Securities issued to be exchanged for outstanding Eurobonds are not included in the league tables.
8. Cbonds.ru LLC guarantees non-disclosure of data received while compiling the league tables in any form other than the final league table.
9. The league tables are not an indicator of service quality and professionalism. Cbonds.ru LLC cannot be held liable for improper use of the league tables for marketing or advertising purposes.
10. In case of public issues they are included in the league tables on the basis of issue documents (Prospectus, Pricing Supplement, Final Terms, Offering Circular, etc.). In case of private placements or absence of issue documentation issues are included in the league tables on the basis of marketing documents (memorandums, press-releases, etc.).
11. Approximate timing for publishing the league tables is the first half of the month following the reporting period.
12. The league tables are available at: <http://www.cbonds.info/ru/eng/ib/index.phtml>

## **II. League Table Formation**

1. The Bookrunner League Tables include institutions having the following functions regarding pricing the issue:
  - 1.1. Defining issue parameters,
  - 1.2. Forming a syndicate, i.e. attracting other institutions for participating in the deal which guarantees selling certain amounts of securities,
  - 1.3. Inducing investors to buy the issue,
  - 1.4. Marketing the issue, participating in setting the launch date and price guidance (yield).
2. An institution is regarded Arranger if it complies with the following criterion:

The Bookrunner League Tables for the Eurobond Market are compiled based on issue documents and take into account only the Bookrunner status. If this status is not used the league table is compiled on the basis of one of similar statuses (Lead manager, Lead Arranger, General Agent, etc.). In case of active and passive bookrunners taking part in the deal, only active bookrunners are included in the league table.
3. Bookrunner League Tables participants are assigned the following amounts on each issue they participate in:
  - 3.1. If the issue has only one bookrunner, it is assigned the total issue amount.
  - 3.2. If there are several bookrunners the issue amount is divided between them pro rata unless otherwise stipulated by bookrunners' agreement, or other agreements between the Bookrunner and the issuer.
  - 3.3. The issue amount taken into account is a USD equivalent calculated in as of the end day of sale.
  - 3.4. The proprietor does not publish data on Bookrunner allocations on each issue and uses this information for compiling the league tables only.

### III. Criteria for including bond issues in league tables

1. Bookrunner league tables for countries and regions take into account Eurobonds where the actual issuer is either registered in the country/region or has the majority of assets there and bears main credit risks linked to the Eurobond. Eurobonds issued by supnationals are not taken into consideration.
2. For the sake of compiling the league table we resort to the following regional division:
  - a. The CIS region includes Russia, Ukraine, Kazakhstan, Belarus, Azerbaijan, Armenia, Georgia, Kyrgyzstan, Moldova, Tajikistan, Turkmenistan, and Uzbekistan.
  - b. The Eastern European EM region includes Albania, Bulgaria, Bosnia and Herzegovina, Hungary, Latvia, Lithuania, Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia, Turkey, Croatia, Montenegro, the Czech Republic, and Estonia.
  - c. The Middle East EM region includes Abu-Dhabi, Bahrain, Dubai, Israel, Jordan, Iran, Iraq, Yemen, Qatar, Kuwait, Lebanon, UAE, Oman, Ras al-Khaimah, Saudi Arabia.
  - d. African EM include all African countries.
  - e. Latin American EM include all Latin American countries.
  - f. Asian EM include all Asian countries excluding Japan.
3. The league tables are compiled based on all eurobond issues priced within the period under consideration.
4. We take into account market issues sold to a wide range of investors, as well as private and club deals, in the following League tables:
  - a. Bookrunner league tables for CIS eurobonds;
  - b. Separate bookrunner league tables for eurobonds from Russia, Ukraine, Kazakhstan;
  - c. Bookrunner league tables for certain instruments (CLN, ABS, etc. excluding Plain Vanilla) from Russia and the CIS;
  - d. Bookrunner league table for ruble eurobonds issued by international financial institutions;
  - e. Bookrunner league table for ruble eurobonds from Russia.
5. Only eurobond issues complying with Plain Vanilla criteria are taken into consideration in the following league tables:
  - a. Bookrunner league tables for CIS Plain Vanilla eurobonds;
  - b. Bookrunner league tables for Plain Vanilla eurobonds from Russia;
  - c. Bookrunner league tables for EM Eurobonds including the CIS Eurobonds: a combined league table and separate league tables for corporate and sovereign sectors;
  - d. Bookrunner league tables for EEMEA EM (including the CIS): a combined league table and separate league tables for corporate and sovereign sectors;
  - e. Bookrunner league tables for Latin American EM: a combined league table and separate league tables for corporate and sovereign sectors;
  - f. Bookrunner league tables for Asian EM: a combined league table and separate league tables for corporate and sovereign sectors.
6. The following Plain Vanilla criteria are set by this Methodology:
  - a. Only market issues (sold to a wide range of investors) are considered Plain Vanilla. Public offerings with full disclosure of information and listed on international stock exchanges are considered market issues. In other cases it is up to the Proprietor to

determine whether a Eurobond issue is market or non-market for the purpose of including it in the league table.

- a. Eurobond issues taken into account in the league table are debt only and have no equity-linked feature (conversion into shares or settlement with reference to market share price).
- b. Plain Vanilla Eurobonds constitute primary funding. When the issuer is an SPV-company both bonds and loan are issued at the same time. Risk management transactions are not included.
- c. Deals with a maturity more than 12 months after settlement date.
- d. The Plain Vanilla League Table does not include the following international securities: CLN (credit linked notes), securitization, convertible bonds, CBO (collateralized bond obligations), CLO (collateralized loan obligations), RCN (reverse convertible note), ELN (equity linked notes), ECP (euro-commercial papers).

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