

Thank you for considering WOOD&Co.'s analyst team in your Extel vote!



Lucian Albulescu | Financials / CEE / Frontier Markets

Our Romania and Frontier expert. Lucian covers companies on a cross-sector basis due to his multi-industry knowledge and deep understanding of the fastest-growing countries in the region. Lucian covers 14 stocks, with an especially notable call on BRD in 2017, while bringing the highly profitable Lithuanian Siauliu Bankas to international attention.



Oytun Altasli | Autos & Automotive / CEE / Turkey

Oytun covers seven non-financials and oversees our Turkish product. As she straddles both sides of the Bosphorus, Oytun has great insight into Turkey, with value-added views on politics, local news flow and a wide variety of coverage. Courtesy of Oytun and team, WOOD&Co. now covers 31 stocks in Turkey, highlighted by our biannual full-length equity strategy reports.



Alex Boulougouris | Financials / CEE / Greece

Everyone's go-to Greek specialist, Alex shares local flavour through an unbiased international lens. He covers the ever-eventful Greek banks, alongside some interesting non-financials, such as Titan Cement and Mytilineos. As head of our Greek product, Alex also sets the stage with insight into macro and political developments, crucial to the market's performance.



Gabriela Burdach | Consumer / CEE

Gabriela has more than eight years' experience as a sell-side analyst and leads our important – and growing – small and mid-cap product. With a knack for understanding a vast range of industries, Gabriela is our resident "cross-sector stock picker". She initiated on DP Eurasia, Medicalgorithmics, Benefit Systems and CD Projekt in 2017.



Bram Buring | Chemicals / Industrials / TMT / CEE

Bram is an expert in his sectors, covering 13 stocks currently. The best analyst on Richter and CEZ, he also boasts three very interesting initiations in 2017 (OTE, Georgia Healthcare Group and MedLife). More to come this year. Speaking with Bram lends a rare chance to delve into the small but growing CEE healthcare sector.



Jakub Caithaml | Real Estate / CEE

An exceptional analyst covering regional real estate stocks, you must get to know Jakub. He demonstrates a deep knowledge and understanding of CEE property dynamics – many global industry experts turn to him regularly for his local insight. Jakub covers eight real estate stocks in the region currently. In 2017, he initiated on Emlak and Graphisoft Park, and Echo Investment in early-2018.



Ildar Davletshin | Russia: Oil & Gas / Oil & Gas / CEE

Ildar joined our team in early-November 2017 with a bang, initiating on six Russian oil and gas names and rounding out our strong CEE energy product. His strategy report in early-2018 showcases our broader Russia market views and top ideas – with contributions from our consumer, industrials and financials teams. A top-ranked analyst, with a useful buy-side background, Ildar's strong fundamental analysis is informed by local market insight.



Can Demir | Financials / CEE / Turkey

Our regional banking expert, known for his immersive approach to banks coverage. Can covers seven Turkish banks and two Georgian banks, and initiated on Sberbank and VTB in 2017. Can is never shy to stand out from the herd and make controversial calls on, for example, the Turkish banking backdrop. Investors and managements alike appreciate his differentiated take.



Marta Jezewska-Wasilewska | Financials / CEE

The top regional financials analyst, covering both Polish and broader CEE banks – including the Czech Republic and Austria. Marta looks after 15 stocks, and accurately called the earnings turnaround in Polish banks in 2017. She topped the II ranks in the sector in 2016, and continues to be the go-to guru for regional financial themes and names.



Andrew Jones | Metals & Mining / CEE

Simply an unparalleled level of knowledge in the metals / mining space. Currently, Andy covers eight stocks across the region, and no one can claim to do so with greater depth. His timely steel sector notes are best-in-class, and he branched further towards minerals in 2017 when he initiated on KAZ Minerals.



Jerzy Kosinski | Financials / CEE

With his coverage of non-banks financials, and a deep knowledge of debt collectors in particular, Jerzy is an invaluable resource on these interesting but under-covered names. He also contributes strong work on the regional banks, together with Marta. Jerzy has quickly established himself as the authority on Kruk and the man to speak to on the listed CEE exchanges.



Jonathan Lamb | Oil & Gas / CEE

Jonathan possesses leading industry knowledge due to his 20 hands-on years in the refining sector. He has educated many a buy-side analyst on the workings of the sector, bringing the mechanics to life with anecdotes and his trademark humour.



Stefan Lungu | CEE / Frontier Markets

Stefan joined our research team in 2017, covering equities in Romania and other Frontier Markets. Previously, he worked at Centrica Energy Trading as a commodities analyst, graduating with a Masters in Investment Management from the Cass Business School. Stefan provides a valuable contribution to our Romanian product and has also initiated on ANY Security Printing PLC.



Jakub Mician | Consumer / CEE

Jakub covers seven stocks in the region currently, and is known for his expertise in the beverage sector and other "sin stocks". In 2017, Jakub managed an epic rollout, initiating on Coca-Cola Icecek, Coca-Cola Hellenic, Fourlis, Anadolu Efes, Stock Spirits and Kofola.



Atinc Ozkan | Aerospace & Defence / CEE / Turkey

Atinc joined our research team in 2017 from Credit Suisse and has taken charge of WOOD's regional TMT sector product. With more than two decades of equity research experience, deep management relationships, and a true understanding of local market dynamics, Atinc also forms a key part of our Turkey team. In 2017, he launched coverage of the Turkish defence names and is the true authority in this space.



Piotr Raciborski | TMT / CEE

Piotr covers telecoms / media names in CE3 and is poised to take on more of the region. One of our rising stars, Piotr has established himself as an analyst offering an uncommon depth of knowledge on benchmark and "off the radar" names alike. In 2017, Piotr notably initiated on Play Communications, LiveChat Software, CME and Wirtualna Polska.



Ondrej Slama | Oil & Gas / CEE / Turkey

Ondrej is a key member of our three-man regional Energy team, and a strong lead analyst in his own right. His coverage of lesser looked-at frontier names rounds out our CEE sector coverage, and allows us to boast the broadest – and deepest – view on the space. Ondrej covers Petrol Group and NIS, and initiated on Turkish Aygaz recently.



Raffaella Tenconi | GEM Economics & Macro / CEE

Raffaella oversees our street-leading macroeconomic research product, which offers 'equity-relevant' local insight. Raffaella made her name covering CEE and Mediterranean markets and has recently brought Russia into the fold. Her proprietary surveys further enrich her product and particularly contribute to her coverage of elections, such as in the Czech Presidential race this year.



Fani Tzioukalia | Greece

Fani is a new addition to our Greek team. She joined WOOD&Co. from LXM Group in 2017 and is already up and running with the Greek market. Fani initiated successfully on the lesser-known Piraeus Port Authority recently, raising its profile within the international investor community.



Lukasz Wachelko | Consumer / CEE

Lukasz has quickly established himself as an authority on cross-country consumers; his coverage currently encompasses Russia, Turkey, Poland and Greece. He was, notably, the first analyst to have a SELL rating on Magnit GDRs. Currently, Lukasz looks after 14 stocks, many in food retail, where "debutante" Dino made a great addition last year.



Maciej Wardej | Chemicals / Industrials / Transportation / CEE

Maciej is our airlines specialist, covering Wizz Air, Turkish Airlines, Pegasus, Aeroflot, Aegean Airlines and DO&CO. Strong views and a deep knowledge of a sector rarely examined on a regional basis are his hallmark. He also has solid, broader coverage of agri and industrial names in Poland, and is largely responsible for bringing names like Pfeiderer and, previously, Uniwheels to the attention of the international investor base.



Pawel Wieprzowski | GEM Economics & Macro / CEE

Our MSCI guru. Pawel is the analyst you need to follow on all index changes, offering the market a forensic dive into the complex mechanics of the process. Notably, he published work last year on Romania's potential to join Emerging Europe. If you are in need of detailed bespoke assistance, Pawel is here to help.

Please also consider a vote for our sales and executions teams!

Equity Sales

Trading & Execution

Kristen Andrasko

Prague



Jennifer Ewing

London



Adrian Fekula

New York



Ashley Keep

London



Ladislav Chvatal

Prague



Vaclav Karpisek

Prague



Jan Koch

Warsaw



Piotr Kopec

Warsaw



Zuzana Mora

Prague



Audrey Parker

London



Josef Kohout

Prague



Richard Naylor

London



Ioana Pop

London



Vinay Ruparelia

London



Tatiana Sarandinaki

New York



Grzegorz Skowronski

Warsaw



Sadiq Razak

London



Ermir Shkurti

Prague



Jan Thomson

London



Jarek Tomczynski

London



Kostas Tsigkourakos

Prague



Markus Ulreich

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Martin Stuchlik

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Vladimir Vavra

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