



Equity Market  
Poland

# Morning Comments

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Index	Close	Change	Index	Close	Change	Index	Close	Change
DJIA	12 862.2	+1.23%	FTSE 100	5 901.1	+1.81%	Copper (LME)	8 565.0	+2.64%
S&P 500	1 344.9	+1.46%	WIG20	2 374.5	+0.14%	Crude Oil (Brent)	114.3	+2.06%
NASDAQ	2 905.7	+1.61%	BUX	19 665.7	+0.74%	USD/PLN	3.17	-0.50%
DAX	6 766.7	+1.67%	PX 50	1 009.8	+1.14%	EUR/PLN	4.17	-0.37%
CAC 40	3 427.9	+1.52%	PLBonds10	5.54	+0.11%	EUR/USD	1.32	+0.11%

## Company & Sector Information

### Kredyt Bank

Reduce – 19/01/12

Target price: PLN 9.10

### Fitch downgrades Kredyt Bank to BBB from A-

Fitch has downgraded Kredyt Bank's long term Issuer Default Rating from A- to BBB while keeping it on rating watch evolving. The move is a consequence of the agency's A to A- downgrade of KBC announced on 31 January 2012, and it reflects the reduced probability that KBC will be able to provide support to its Polish subsidiary. Fitch has reassessed the appropriate notching between the ratings of KBC and KB, and widened this differential to two notches from one. This reflects the non-strategic nature of KB in light of KBC's intention to sell its stake in the bank. At the same time, KB's ratings continue to reflect what Fitch views as a strong commitment on the part of KBC to support KB as long as it remains the bank's main shareholder. (I. Rokicka)

### PZU

Accumulate – 23/01/12

Target price: PLN 345.0

### PZU aiming to reduce Treasury bond weight in portfolio from 80% to 50% by late 2014

Management Board Member Ryszard Trepczyński said that PZU wanted to reduce the share of Treasury debt in the Company's portfolio to ca. 50% at the end of 2014 from the current 80%. Mr. Trepczyński noted that the benchmark for Western European peers was a ca. 30-35% weight for such securities. He added that the Company was analyzing some 100 investment projects of various sizes, including in the power industry. **No impact on stock performance. The Company did announce numerous times that it was planning to increase investment in corporate debt at the expense of Treasury notes.** (I. Rokicka)

### Agora

Buy - 23/01/12

Target price: PLN 15.30

### Newspaper circulation in December

In December, total paid circulation of Agora's *Gazeta Wyborcza* daily averaged 309,649 copies per day, marking a 5.7% y/y decline from the preceding year. *Dziennik Gazeta Prawna*, a joint venture of Infor and Axel Springer Polska, saw its total paid circulation fall by 8.6% y/y to 84,459 copies, and the tabloid *Fakt* by 6.6% y/y to 400,074 copies. Total paid circulation of *Rzeczpospolita* amounted to 116,654 copies per day, which entails a 16.2% y/y drop, while *Super Express* recorded a 2.2% increase in total paid circulation to 182,679 copies. **At this time, we do not have a breakdown by sales channel. The figures do seem to indicate that sales are falling less rapidly than they used to. Moreover, December's data show *Gazeta Wyborcza's* strength relative to the other titles, whose sales did not decelerate this fast.** (P. Grzybowski)

### Comarch

Reduce – 13/10/11

Target price: PLN 45.90

### Government contract

Comarch signed an agreement with the Ministry of Administration and Digitization for the provision of support services for the ePUAP system (online public administration services platform). The contract has a gross value of PLN 10.55m and a term of 10 months. **The value of this contract is small relative to the overall business of the Group (ca. 1.0% of revenues forecasted for 2012).** (P. Grzybowski)

### Centrum Klima

Buy - 15/11/11

Target price: PLN 15.0

### Wieruchów plant leaseback agreement

The Company announced that it had signed a leaseback agreement for its Wieruchów plant and land, thereby freeing PLN 33.5m cash (gross). The funds will be used to build the Centrum Klima 2 facility, where a new, high-margin HVAC product will be manufactured. The construction of the plant will start in Q2 2012, and production is set to begin in Q2 2013. The Company has already received a commitment letter from Citibank (the total cost of the projects is estimated at PLN 50m). In an interview for *Parkiet*, CEO Marek Perendyk said that that Management Board was going to recommend a dividend payout amounting to ca. 50% of 2011 net profit (in line with our expectations, DY = 5%). **In our last update from mid-November, we speculated that the**

Centrum Klima project would cost between PLN 40-45m, with PLN 25m coming from the leaseback agreement (in fact, the Company has been able to secure PLN 33.5m this way). We reiterate our positive rating for Centrum Klima. (J. Szkopek)

## Construction

### Tauron picks Iberdrola for Stalowa Wola project

Tauron has picked Iberdrola's bid for the construction of a steam-and-gas-fired unit at the Stalowa Wola power plant. The Spanish company quoted a price of PLN 1.59bn gross. **The second-lowest bid was submitted by a consortium of Polimex and Technimont (PLN 1.84bn). A successful appeal on the part of the losing consortium is a distinct possibility, but it is too early to discount this scenario now.** (M. Stokłosa)

## Erbud

Buy - 26/01/12  
Target price: PLN 24.0

### PLN 27.6m contract

Erbud signed a PLN 27.6m agreement with Alfa Investments for the construction of an office building for PLN 27.6m (2.3% of revenues forecasted for 2012). The timeline of the project is 14 months. There are conditions precedent to the contract (the financing bank must approve rental agreements and accept Erbud as general contractor). **No impact on stock performance as this is a small contract.** (M. Stokłosa)

## Rafako

Buy - 23/01/12  
Target price: PLN 11.0

### Rafako files EUR 13.4m lawsuit against Hitachi

Rafako filed a lawsuit against Hitachi Power Europe (HPE) with the ICC International Court of Arbitration in Paris. The company is claiming compensation for payments in three contracts in Germany on which it worked as subcontractor. Rafako stated in its press release that it believed that the main issue for the court to decide was whether, objectively speaking, it was possible to produce membrane waterwalls in strict observance of HPE's technical and legal specifications. Rafako claims based on expertise obtained from Polish and foreign research institutions that it was not. **What we can gather from the press release, Rafako's claim is for reimbursement for already incurred costs. We suspect that the costs are connected with components made from a new kind of steel alloy which has been known to cause technical problems. The release does not mention a counterclaim by HPE, so Rafako is not a risk for now. We cannot say how long the lawsuit will take or what Rafako's chances of success are. The compensation the company is seeking represents 10.2% of its market cap.** (M. Stokłosa)

## Unibep

Buy - 23/01/12  
Target price: PLN 7.0

### PLN 39.3m contract

Unibep is going to build a residential complex in Warsaw for a fee of PLN 39.3m (equivalent to 4.3% of expected 2011 revenue and PLN 4580 per square meter). The deadline is August 2013. **Good news from Rafako. The per-square-meter fee is quite high.** (M. Stokłosa)

### Unibep poised to capture PLN 100m contracts

Unibep expects to capture two contracts worth PLN 50m each soon (the combined value of the contracts is PLN 100m or 10.9% of the company's expected 2011 revenue). The two assignments will fill up the company's domestic general contracting capacity for this year. To ensure full capacity utilization in road development and pre-fab home production, Unibep still needs to acquire PLN 40m contracts each. Unibep's subsidiary Unidevelopment is working on real-estate project acquisitions or joint-venture partnerships, and it expects to obtain PLN 30-50m financing for such deals. **The upcoming new contracts are good news. As for the real-estate operations, Unidevelopment has a "knack" for finding profitable projects, and its only problem is its small size and limited financial resources (Unidevelopment's equity is ca. PLN 80m).** (M. Stokłosa)

## Marvipol

### Home sales in January

Marvipol sold 27 flats net in January 2012. In 2011, the company sold a total of 524 units, and it expects to maintain sales at least at this level in 2012. **The number of units sold in January 2012 was much lower than the 2011 monthly average, but January is seasonally a slower months for housing sales.** (P. Zybala)

## NFI Octava

### NFI Octava reiterates buyback plans

The net value of the consolidated assets under management of NFI Octava attributable to its shareholders amounted to PLN 484.8m (PLN 3.85 per share) as of 31 December 2011. Cash and debt instruments (Treasury bonds) stood at PLN 444.3m (PLN 3.53/share). NFI Octava is going to allocate a major portion of the cash toward a share buyback. Its other assets include land properties near Warsaw and in Wałbrzych, and residential projects in Lublin and Chełm. (P. Zybala)

## Gino Rossi, Wojas

### Gino Rossi reports strong January sales data

Gino Rossi saw a year-on-year increase of 17.3% in its overall January sales (18% generated by Gino Rossi stores and 16% by Simple). At the same time, its shareholder Wojas recorded 21.6% sales growth. **January was a good month for fashion retailers (LPP reported 28% growth, NG2 60%, Intersport 29%), with sales driven by clearance events and a low year-ago base. Footwear sales were additionally supported by cold temperatures.** (G. Borowska)

## Quarterly Earnings

### Handlowy

Hold – 19/01/12

Target price: PLN 72.0

### Handlowy reports better-than-expected Q4 2011 results with net income at PLN 221m

According to preliminary calculations, Handlowy's 2011 fourth-quarter net income came in at PLN 221 after a 21% increase from the quarter before and a 13% increase relative to the same quarter in 2010. The bottom-line figure was 18% higher than our PLN 188m estimate and beat the PLN 181m consensus estimate by 22%. The main earnings drivers of the quarter included a strong interest income (which was 4% higher than forecasted and 7% higher than in Q3'11), and low loan loss reserves which amounted to PLN 3m vs. our expected PLN 25m. Moreover, other operating income received an unexpected PLN 17m boost from income tax refunds.

We expect Handlowy's stock price to rise on the quarterly earnings data. **(I. Rokicka)**

### Overview of quarterly results

(PLN m)	4Q11	3Q11	Q/Q	4Q10	Y/Y	4Q11F	Differ. Consensus		Our forec. vs. Consensus
Interest income	382	357	7%	372	3%	367	4%	364	5%
Fee income	150	156	-4%	175	-14%	150	0%	156	-4%
Trading income	91	100	-9%	71	29%	92	-1%	n/a	n/a
Income from banking operations	624	612	2%	617	1%	609	2%	613	2%
Other net operating income	10	-4	+/-	-13	+/-	3	206%	n/a	n/a
Total income	634	608	4%	603	5%	612	4%	n/a	n/a
Payroll expenses	-168	-171	-1%	-161	5%	-161	4%	n/a	n/a
D&A expenses	-16	-15	2%	-15	4%	-16	0%	n/a	n/a
Other administrative expenses	-174	-173	1%	-176	-1%	-173	1%	n/a	n/a
Total costs	-358	-359	0%	-351	2%	-350	2%	-360	0%
Operating income before provisions	276	249	11%	252	9%	262	5%	250	10%
Provisions	-3	-16	-82%	-13	-77%	-25	-88%	-25	-88%
Equity in profits/losses of associates	1	0	491%	0	158%	-1	+/-	n/a	n/a
Pre-tax income	274	233	18%	240	14%	237	16%	231	19%
Tax	-53	-50	6%	-45	18%	-49	8%	n/a	n/a
Minority interests	0	0	+/-	0	+/-	0	+/-	n/a	n/a
Net income	221	183	21%	195	13%	188	18%	181	22%
Net loans	13 710	13 015	5%	11 593	18%	13 162	4%	n/a	n/a
Total assets	42 278	38 194	11%	37 518	13%	39 088	8%	n/a	n/a
Deposits	21 671	18 059	20%	20 423	6%	19 962	9%	n/a	n/a
Equity	6 444	6 226	4%	6 493	-1%	6 414	0%	n/a	n/a

Source: Handlowy, F - forecasts by BRE Bank Securities; Consensus estimates by PAP

## More News

<b>Astarta</b>	Ancor Investments Ltd., a subsidiary of Astarta Holding, signed a 7-year EUR 9.3m loan agreement with Landesbank Baden-Wuerttemberg.
<b>Colian</b>	Colian has warned that Q4 and 2011 net, operating and EBITDA profit will undershoot market expectations.
<b>Delko</b>	Delko is planning to issue 2.5m warrants entitling holders to acquire D-stock shares by 28 February 2014. Shareholders will vote on the plan on 29 February 2012.
<b>Pharmaceuticals</b>	The retail pharmaceuticals market in Poland shrank 24% y/y in January according to IMS Health.
<b>LPP</b>	LPP will wind up subsidiary Tora, whose business was commercial space rentals. The functions will be taken over by the parent company.
<b>NFI Magna</b>	NFI Magna Polonia and Evotec Management Limited signed an agreement pursuant to which NFI Magna Polonia is entitled to buy 1537 shares in Info-TV-Operator with nominal value of PLN 2000 each (PLN 3,074m total, 38.77% of the share capital) from Evotec.

<b>NFI Midas</b>	Offer price was set at PLN 0.7 apiece. The shares will be offered in a closed subscription to rights holders.
<b>PGNiG</b>	The energy regulator URE is blocking PGNiG tariff hike and may not accept price hikes until April.
<b>PZ Cormay</b>	PZ Cormay has received PLN 6.03m subsidy from the Polish Agency for Enterprise Development for the development of a highly efficient biochemical analyzer.
<b>Telecoms</b>	In the next year or two, the Polish telecom market may grow by up to 10% driven by new services. The cut to MTRs to PLN 0.3-0.35 as of 1 January 2013 will not be reversed. If the regulator attempts to divide TPSA into wholesale and retail parts, the final decisions will not come earlier than in 2-3 years.
<b>TVN, Cyfrowy Polsat</b>	In the week ended January 1st, advertising revenues amounted to PLN 35.67m for Polsat and PLN 32.07m for TVN, TVP1's revenues amounted to PLN 19.63m, which entails a nearly 9% stake.

## Insider Trading and Fund Activity

<b>Gino Rossi</b>	Allianz FIO reduced equity interests to 3.79% from 5.07%.
<b>Biogened</b>	PZU Asset Management increased equity interests to 9.96%.
<b>MNI</b>	MNI bought 58,596 treasury shares at PLN 2.27 per share.
<b>Notoria</b>	CEO purchased 56,224 shares for an avg. PLN 4.087 a share.
<b>Adv.pl</b>	CEO sold indirectly (through Blue Cariana Limited) 418,495 shares for an avg. PLN 6.95 apiece.
<b>Ferrum</b>	Ferrum bought 9088 treasury shares at PLN 9.47 per share.

## Corporate Action Calendar

<b>Monday /06.02.12/</b>	
BANK HANDLOWY	Q4 2011 earnings announcement.
ECHO INVESTMENT	Q4 2011 earnings announcement.
<b>Wednesday /08.02.12/</b>	
BRE Bank	Q4 2011 earnings announcement.
ECHO	First day of tender offer by Park Postępu-Projekt Echo-93.
PZU	EGM re: changes to bylaws.
<b>Thursday /09.02.12/</b>	
ING BSK	Q4 2011 earnings announcement.
KREDYT BANK	Q4 2011 earnings announcement.
PKN ORLEN	Q4 2011 earnings announcement.

## Economic Calendar

### Tuesday /07.02.12/

Time	Region	Report	Period	Forecast	Previous
8:00	Germany	Retail sales	December		0.9% m/m; 0.8% y/y
8:45	France	Exports	December		37.43bn
8:45	France	Imports	December		41.84bn
8:45	France	Trade balance	December		-4.41bn
12:00	Germany	Industrial production	December		-0.6% m/m; 3.6% y/y
21:00	USA	Consumer credit	December		20.4bn
	Japan	Leading indicators	December		93.2

### Wednesday /08.02.12/

Time	Region	Report	Period	Forecast	Previous
0:50	Japan	Capital account balance	December		5.4bn
0:50	Japan	Current account balance	December		138.5bn
0:50	Japan	Financial account balance	December		7699.3bn
	Japan	Consumer confidence index	January		38.2

### Thursday /09.02.12/

Time	Region	Report	Period	Forecast	Previous
10:30	UK	Exports	December		41.68bn
10:30	UK	Imports	December		44.25bn
10:30	UK	Industrial production	December		-0.6% m/m; -3.1% y/y
10:30	UK	Manufacturing production	December		-0.2% m/m; -0.6% y/y
10:30	UK	Trade balance without EU	December		-5.02bn
10:30	UK	Trade balance	December		-2.57bn
10:30	UK	Trade balance with EU	December		-8.64bn
13:00	UK	Interest rate			0.5%
16:00	USA	Wholesale inventories	December		0.1% m/m; 10.5% y/y
16:00	USA	Wholesale sales	December		0.6% m/m; 11.3% y/y

### Friday /10.02.12/

Time	Region	Report	Period	Forecast	Previous
0:50	Japan	Corporate goods price index	December		0.1% m/m; 1.3% y/y
8:45	France	Capital account balance	December		0.1bn
8:45	France	Current account balance	December		-2.3bn
8:45	France	Financial account balance	December		-8.9bn
8:45	France	Industrial production	December		1.1% m/m; 1.1% y/y
8:45	France	Manufacturing production	December		1.3% m/m; 2.2% y/y
10:30	UK	Core PPI Input	January		-0.5% m/m; 6.9% y/y
10:30	UK	Core PPI Output	January		-0.1% m/m; 3.0% y/y
10:30	UK	PPI Input	January		-0.6% m/m; 8.7% y/y
10:30	UK	PPI Output	January		-0.2% m/m; 4.8% y/y

**Current recommendations of BRE Bank Securities S.A.**

Company	Recommendation	Date issued	Price on report date	Target price	Current price	Upside / Downside	P/E 2011	P/E 2012	EV/EBITDA 2011	EV/EBITDA 2012
<b>Banks</b>										
GET BANK	Hold	2012-01-23	1.56	1.55	1.94	-20.1%	4.9	16.1		
HANDLOWY	Hold	2012-01-19	73.95	72.00	75.90	-5.1%	14.1	13.6		
ING BSK	Hold	2012-01-19	80.70	80.00	82.80	-3.4%	12.2	12.5		
KREDYT BANK	Reduce	2012-01-19	9.61	9.10	11.75	-22.6%	9.9	14.1		
MILLENNIUM	Reduce	2012-01-19	3.82	3.30	4.01	-17.7%	10.5	13.0		
PEKAO	Reduce	2012-01-19	145.90	135.00	160.30	-15.8%	14.6	15.3		
PKO BP	Accumulate	2012-01-19	32.89	35.00	36.17	-3.2%	12.1	13.4		
<b>Insurance</b>										
PZU	Accumulate	2012-01-23	327.00	345.00	347.50	-0.7%	12.5	12.8		
<b>Financial services</b>										
KRUK	Buy	2011-06-22	39.70	53.00	42.85	23.7%	11.2	9.7		
<b>Fuels, chemicals</b>										
CIECH	Buy	2012-01-16	17.35	21.50	19.36	11.1%	73.5	14.2	5.5	5.1
LOTOS	Hold	2012-01-16	21.80	21.60	26.20	-17.6%	4.7	8.1	6.0	8.1
PGNIG	Reduce	2012-01-16	4.04	3.69	3.73	-1.1%	17.2	22.7	8.8	7.6
PKN ORLEN	Hold	2011-11-17	39.25	39.00	39.20	-0.5%	4.1	14.0	4.0	6.4
POLICE	Hold	2012-01-16	9.62	10.00	10.40	-3.8%	3.3	10.2	3.0	5.9
ZA PULAWY	Hold	2011-09-26	85.00	85.54	94.85	-9.8%	10.2	10.0	5.6	5.2
<b>Power Utilities</b>										
CEZ	Reduce	2012-01-05	140.00	124.90	133.00	-6.1%	11.2	9.7	7.2	6.8
ENEA	Accumulate	2011-11-04	17.77	21.24	18.00	18.0%	10.6	8.9	3.6	3.6
PGE	Accumulate	2012-01-02	20.70	23.07	20.00	15.4%	6.3	8.4	4.4	4.4
TAURON	Buy	2012-01-02	5.35	7.44	5.44	36.8%	7.5	7.0	4.4	4.1
<b>Telecommunications</b>										
NETIA	Hold	2012-01-23	5.66	5.70	5.85	-2.6%	20.8	16.4	4.9	4.5
TPSA	Hold	2012-01-23	17.90	17.40	17.04	2.1%	11.7	19.0	4.1	4.9
<b>Media</b>										
AGORA	Buy	2012-01-23	10.66	15.30	12.63	21.1%	11.2	12.6	3.2	3.2
CINEMA CITY	Buy	2011-10-21	26.80	33.50	31.60	6.0%	17.3	13.3	8.4	6.8
CYFROWY POLSAT	Hold	2011-10-13	15.35	14.80	14.07	5.2%	15.1	12.2	10.1	7.9
TVN	Hold	2011-12-05	10.13	10.30	11.35	-9.3%	-	13.6	10.1	8.5
<b>IT</b>										
AB	Accumulate	2012-01-23	20.20	22.50	22.12	1.7%	9.1	7.9	7.2	6.5
ACTION	Hold	2012-01-23	19.89	18.10	21.05	-14.0%	9.1	9.9	6.7	6.8
ASBIS	Buy	2012-01-23	2.05	2.47	2.40	2.9%	22.3	7.1	6.2	4.8
ASSECO POLAND	Buy	2011-05-27	49.60	65.00	48.45	34.2%	9.7	8.9	5.8	5.3
COMARCH	Reduce	2011-10-13	50.25	45.90	61.60	-25.5%	24.9	15.5	10.0	6.9
SYGNITY	Buy	2012-01-23	18.59	20.80	19.01	9.4%	59.3	12.7	6.2	4.9
<b>Mining &amp; Metals</b>										
JSW	Buy	2012-01-23	99.00	127.00	105.50	20.4%	7.1	5.4	3.1	2.2
KGHM	Buy	2012-01-23	129.90	151.50	143.90	5.3%	2.6	8.4	1.7	3.1
LW BOGDANKA	Buy	2012-01-23	109.90	132.00	126.50	4.3%	27.4	12.5	12.0	6.3
<b>Manufacturers</b>										
ASTARTA	Hold	2011-12-29	51.50	53.9	60.00	-10.2%	3.0	4.0	3.8	4.6
BORYSZEW	Hold	2012-01-04	0.67	0.65	0.78	-16.7%	13.8	19.4	8.2	9.1
CEDC	Hold	2012-01-23	13.10	13.8	16.42	-16.0%	4.7	4.6	7.8	6.8
CENTRUM KLIMA	Buy	2011-11-15	9.65	15.0	10.30	45.6%	10.0	8.7	6.5	5.6
FAMUR	Buy	2011-11-28	2.50	3.2	3.28	-2.4%	15.6	13.0	6.6	6.2
IMPEXMETAL	Buy	2012-01-19	3.46	5.7	3.84	48.4%	7.6	9.6	5.8	6.3
KERNEL	Reduce	2012-01-10	71.00	61.1	69.00	-11.4%	6.6	5.8	5.5	4.5
KĘTY	Buy	2011-11-07	101.00	136.7	112.10	21.9%	9.9	9.3	6.1	5.9
KOPEX	Accumulate	2012-01-23	21.30	22.5	23.33	-3.6%	12.6	12.2	8.3	6.8
MONDI	Buy	2012-01-23	58.30	77.0	62.65	22.9%	7.6	9.2	5.2	6.3
ROVESE	Buy	2011-12-29	4.02	6.0	5.41	10.9%	18.6	12.9	8.1	6.8
<b>Construction</b>										
BUDIMEX	Accumulate	2012-01-23	79.00	87.30	84.50	3.3%	9.1	9.0	4.5	5.1
ELEKTROBUDOWA	Accumulate	2012-01-26	97.80	112.40	102.00	10.2%	12.2	10.5	6.5	6.3
ERBUD	Buy	2012-01-26	17.25	24.00	20.92	14.7%	-	7.7	-	5.0
MOSTOSTAL WAR.	Buy	2012-01-26	18.72	27.20	21.00	29.5%	22.5	9.1	7.1	3.2
PBG	Hold	2012-01-26	76.90	78.50	80.00	-1.9%	5.8	5.3	8.1	5.8
POLIMEX MOSTOSTAL	Buy	2012-01-26	1.69	2.01	1.94	3.6%	12.9	8.6	6.3	5.3
RAFAKO	Buy	2012-01-23	7.63	11.00	8.75	25.7%	8.8	9.9	3.9	3.7
TRAKCJA TILTRA	Suspended	2011-12-19	1.10	-	1.28	-	-	-	-	-
ULMA CP	Accumulate	2012-01-23	60.70	69.30	58.80	17.9%	9.1	9.7	3.3	3.5
UNIBEP	Buy	2012-01-23	6.04	7.00	6.19	13.1%	10.8	5.1	8.6	5.1
ZUE	Buy	2012-01-26	7.33	9.20	7.99	15.1%	8.4	7.9	5.0	4.0
<b>Property Developers</b>										
BBI DEVELOPMENT	Hold	2012-01-23	0.32	0.34	0.31	9.7%	16.2	5.0	25.5	9.3
DOM DEVELOPMENT	Hold	2012-01-23	29.50	31.40	34.01	-7.7%	11.5	9.7	10.4	8.4
ECHO	Buy	2012-01-24	3.75	4.70	3.94	19.3%	8.4	4.0	9.3	6.6
GTC	Hold	2012-01-24	9.00	9.40	9.96	-5.6%	4.7	3.0	8.4	6.9
J.W.C.	Reduce	2012-01-23	7.15	6.10	7.27	-16.1%	15.3	12.1	13.8	13.4
PA NOVA	Buy	2012-01-23	19.23	25.80	20.23	27.5%	11.5	11.3	11.1	14.0
POLNORD	Hold	2012-01-23	15.10	15.70	17.19	-8.7%	6.6	5.6	11.2	14.4
ROBYG	Accumulate	2012-01-23	1.22	1.43	1.29	10.9%	38.9	4.5	63.7	5.7
<b>Retail/Wholesale</b>										
EUROCASH	Buy	2012-01-20	29.40	37.40	29.60	26.4%	29.8	23.6	15.9	13.2
LPP	Buy	2012-01-23	2 017.50	2 300.00	2 158.00	6.6%	17.1	14.5	10.4	8.9
NFI EMF	Hold	2011-12-29	8.34	8.80	9.30	-5.4%	14.4	18.6	6.7	6.1
NG2	Buy	2011-12-29	46.50	54.00	54.00	0.0%	15.9	14.4	11.8	10.3
VISTULA	Hold	2011-11-21	0.86	0.90	1.14	-21.1%	-	18.5	9.7	8.2

**CEE bank valuations /03.02.2012/**

	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>POLISH BANKS</b>													
Get Bank	1.94	10.3	4.9	16.1	14%	24%	6%	1.3	1.0	1.0	0.0%	0.0%	0.0%
Handlowy	75.9	13.1	14.1	13.6	12%	11%	11%	1.5	1.5	1.5	5.0%	7.5%	3.5%
ING BSK	82.8	14.3	12.2	12.5	14%	15%	13%	1.9	1.7	1.5	0.0%	1.8%	0.8%
Kredyt Bank	11.8	17.2	9.9	14.1	7%	11%	7%	1.1	1.0	1.0	0.0%	3.1%	0.0%
Millenium	4.0	14.2	10.5	13.0	9%	11%	8%	1.2	1.1	1.0	0.0%	2.5%	0.0%
Pekao	160.3	16.7	14.6	15.3	13%	14%	12%	2.1	2.0	1.9	1.8%	4.2%	3.4%
PKO BP	36.2	14.1	12.1	13.4	15%	17%	14%	2.1	2.0	1.9	5.3%	5.5%	4.1%
<b>Median</b>		<b>14.2</b>	<b>12.1</b>	<b>13.6</b>	<b>13%</b>	<b>14%</b>	<b>11%</b>	<b>1.5</b>	<b>1.5</b>	<b>1.5</b>	<b>0.0%</b>	<b>3.1%</b>	<b>0.8%</b>
<b>INVESTORS IN POLISH BANKS</b>													
AIB	0.1	-	-	-	-	-	-	0.2	0.2	0.2	0.0%	0.0%	0.0%
BCP	0.1	2.8	7.1	6.2	4%	3%	3%	0.1	0.2	0.2	13.4%	2.8%	2.8%
Citigroup	33.5	8.5	8.6	7.7	8%	7%	7%	0.6	0.5	0.5	0.0%	0.1%	1.0%
Commerzbank	1.9	2.2	14.1	6.6	13%	3%	6%	0.3	0.4	0.4	0.0%	0.0%	0.8%
ING	7.5	7.2	5.2	5.6	10%	13%	11%	0.7	0.6	0.6	0.0%	0.0%	2.9%
KBC	17.5	3.7	5.2	3.7	15%	8%	14%	0.6	0.6	0.5	4.4%	2.0%	3.3%
UCI	4.1	5.0	-	3.9	2%	-	4%	0.1	0.2	0.2	7.3%	0.2%	6.6%
<b>Median</b>		<b>4.4</b>	<b>7.1</b>	<b>5.9</b>	<b>9%</b>	<b>7%</b>	<b>7%</b>	<b>0.3</b>	<b>0.4</b>	<b>0.4</b>	<b>0.0%</b>	<b>0.1%</b>	<b>2.8%</b>
<b>FOREIGN BANKS</b>													
BEP	3.5	8.4	11.9	12.6	6%	6%	5%	0.6	0.6	0.6	6.3%	4.9%	4.7%
Deutsche Bank	34.1	6.5	7.0	6.6	7%	9%	9%	0.7	0.6	0.6	2.2%	2.2%	2.3%
Erste Bank	18.5	7.9	43.6	8.0	8%	-	8%	0.6	0.7	0.6	3.4%	0.0%	2.3%
Komercni B.	3780.0	11.2	12.5	10.9	18%	15%	17%	1.9	1.8	1.7	5.4%	5.7%	6.6%
OTP	4110.0	8.9	9.7	7.6	10%	9%	11%	0.8	0.8	0.7	2.9%	2.7%	4.4%
Santander	6.4	6.5	7.6	7.3	12%	10%	11%	0.7	0.7	0.7	9.0%	9.2%	8.9%
Türkiye Garanti B.	6.9	8.9	9.5	9.1	22%	18%	16%	1.8	1.6	1.4	1.9%	2.0%	2.0%
Türkiye Halk B.	12.5	7.9	7.9	7.7	30%	25%	21%	2.1	1.8	1.5	2.7%	2.6%	2.9%
Sberbank	3.1	13.2	6.5	6.8	18%	27%	22%	2.2	1.6	1.4	0.7%	2.1%	2.4%
VTB Bank	4.9	15.5	8.0	8.1	10.7%	15.2%	13.5%	1.5	1.1	1.0	1.0%	1.2%	1.3%
<b>Median</b>		<b>8.6</b>	<b>8.7</b>	<b>7.9</b>	<b>11%</b>	<b>15%</b>	<b>12%</b>	<b>1.2</b>	<b>1.0</b>	<b>0.9</b>	<b>2.8%</b>	<b>2.4%</b>	<b>2.7%</b>

**Insurance company valuations /03.02.2012/**


	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>POLISH COMPANIES</b>													
PZU	347.5	12.3	12.5	12.8	20%	19%	18%	2.3	2.3	2.3	45.6%	7.5%	7.2%
<b>FOREIGN COMPANIES</b>													
Vienna Insurance G.	34.2	11.3	10.7	9.8	9%	10%	9%	1.0	1.0	0.9	2.9%	3.2%	3.6%
Uniq	11.6	23.7	-	12.0	5%	-	12%	1.2	1.5	1.4	3.0%	0.3%	3.4%
Aegon	3.9	4.6	8.7	6.6	10%	4%	6%	0.4	0.4	0.4	0.0%	2.7%	5.3%
Allianz	88.4	7.9	11.1	7.6	12%	8%	11%	0.9	0.9	0.8	5.1%	4.9%	5.3%
Aviva	3.8	6.1	7.5	6.5	16%	12%	13%	0.9	0.9	0.8	6.8%	7.1%	7.5%
AXA	12.7	8.1	6.4	6.4	8%	11%	11%	0.6	0.6	0.6	5.3%	5.6%	6.3%
Baloise	71.9	7.8	17.8	7.6	11%	6%	11%	0.8	0.8	0.8	6.5%	6.1%	6.4%
Generali	58.4	8.2	7.7	7.4	9%	9%	10%	0.8	0.8	0.7	4.5%	6.5%	6.8%
Helvetia	324.8	8.4	9.3	7.7	11%	10%	11%	0.9	0.9	0.8	4.8%	5.1%	5.4%
Mapfre	2.6	8.6	8.4	7.8	14%	14%	14%	1.2	1.1	1.0	5.8%	5.9%	6.1%
RSA Insurance	1.1	10.3	7.9	7.6	12%	15%	14%	1.1	1.1	1.0	7.7%	8.3%	8.7%
Zurich Financial	227.6	9.0	8.4	7.8	12%	12%	12%	1.1	1.0	1.0	7.5%	7.9%	8.0%
<b>Median</b>		<b>8.3</b>	<b>8.4</b>	<b>7.6</b>	<b>11%</b>	<b>10%</b>	<b>11%</b>	<b>0.9</b>	<b>0.9</b>	<b>0.8</b>	<b>5.2%</b>	<b>5.8%</b>	<b>6.2%</b>

**Fuel producer valuations /03.02.2012/**


	Price	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>OIL COMPANIES</b>																
Lotos	26.2	6.5	6.0	8.1	0.5	0.4	0.3	5.0	4.7	8.1	7%	6%	4%	0.0%	0.0%	0.0%
PKN Orlen	39.2	4.9	4.0	6.4	0.3	0.2	0.3	7.1	4.1	14.0	7%	6%	4%	0.0%	0.0%	7.5%
MOL	19980.0	6.3	5.4	5.0	0.8	0.7	0.7	11.0	8.2	7.9	13%	12%	14%	2.5%	3.4%	4.2%
OMV	27.0	3.8	3.7	3.3	0.7	0.5	0.5	6.8	8.0	6.8	18%	13%	15%	3.8%	3.8%	4.0%
Hellenic Petroleum	5.8	8.3	9.2	6.7	0.5	0.4	0.4	9.9	10.5	6.7	6%	5%	5%	6.9%	7.7%	8.2%
Tupras	42.8	7.2	5.2	5.8	0.4	0.2	0.2	12.6	9.9	9.5	5%	5%	4%	6.1%	7.5%	7.8%
Unipetrol	175.0	6.1	7.4	6.0	0.4	0.3	0.3	26.3	38.2	19.5	6%	4%	6%	0.3%	0.9%	2.3%
<b>Median</b>		<b>6.3</b>	<b>5.4</b>	<b>6.0</b>	<b>0.5</b>	<b>0.4</b>	<b>0.3</b>	<b>9.9</b>	<b>8.2</b>	<b>8.1</b>	<b>7%</b>	<b>6%</b>	<b>5%</b>	<b>2.5%</b>	<b>3.4%</b>	<b>4.2%</b>
<b>GAS COMPANIES</b>																
PGNiG	3.7	5.2	8.8	7.6	1.1	1.1	1.1	9.0	17.2	22.7	21%	12%	15%	0.6%	3.2%	2.3%
Gazprom	188.5	4.1	2.9	3.0	1.6	1.2	1.1	5.0	3.4	3.7	40%	41%	38%	1.3%	3.0%	3.4%
GDF Suez	21.6	6.2	5.6	5.2	1.1	1.0	1.0	11.0	13.0	11.8	18%	18%	19%	7.1%	7.1%	7.3%
Gas Natural SDG	12.9	7.2	7.1	6.8	1.8	1.6	1.6	10.0	10.3	9.5	25%	23%	23%	6.2%	6.3%	6.8%
<b>Median</b>		<b>5.7</b>	<b>6.4</b>	<b>6.0</b>	<b>1.4</b>	<b>1.1</b>	<b>1.1</b>	<b>9.5</b>	<b>11.6</b>	<b>10.6</b>	<b>23%</b>	<b>21%</b>	<b>21%</b>	<b>3.8%</b>	<b>4.8%</b>	<b>5.1%</b>

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies


**Power utilities valuations /03.02.2012/**

	Price	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>ENERGY COMPANIES</b>																
CEZ	133.0	6.5	7.2	6.8	2.9	3.0	2.9	9.1	11.2	9.7	45%	41%	42%	6.6%	6.3%	5.4%
ENEA	18.0	3.8	3.6	3.6	0.7	0.6	0.6	12.4	10.6	8.9	17%	16%	17%	2.1%	2.3%	2.7%
PGE	20.0	5.6	4.4	4.4	1.9	1.2	1.2	12.4	6.3	8.4	33%	28%	28%	4.2%	3.3%	7.9%
TAURON	5.4	3.6	4.4	4.1	0.6	0.6	0.6	11.1	7.5	7.0	18%	14%	14%	0.1%	2.7%	4.0%
E.ON	17.1	5.2	7.4	6.3	0.8	0.7	0.7	6.4	13.7	10.3	16%	10%	11%	8.7%	5.9%	6.4%
EDF	18.5	4.8	5.3	4.9	1.2	1.2	1.2	10.0	10.2	8.9	26%	23%	24%	6.2%	6.3%	6.6%
Endesa	15.3	5.0	5.2	5.0	1.4	1.2	1.2	7.2	7.5	7.3	28%	23%	23%	7.0%	6.7%	6.9%
ENEL SpA	3.1	5.4	5.3	5.2	1.3	1.2	1.2	6.8	7.0	6.8	25%	23%	23%	8.8%	8.6%	8.9%
Fortum	18.3	9.1	8.4	8.7	3.8	3.6	3.5	11.4	11.9	11.6	41%	42%	40%	5.5%	5.6%	5.5%
Iberdrola	4.7	7.8	7.5	7.0	2.2	1.9	1.8	9.1	9.3	8.8	28%	25%	26%	7.0%	7.1%	7.4%
RWE AG	31.6	3.9	4.7	4.3	0.7	0.7	0.7	4.5	7.5	7.4	19%	16%	17%	11.1%	6.7%	6.8%
<b>Median</b>		<b>5.2</b>	<b>5.3</b>	<b>5.0</b>	<b>1.3</b>	<b>1.2</b>	<b>1.2</b>	<b>9.1</b>	<b>9.3</b>	<b>8.8</b>	<b>26%</b>	<b>23%</b>	<b>23%</b>	<b>6.6%</b>	<b>6.3%</b>	<b>6.6%</b>

**Fertilizer producer and chemical company valuations /03.02.2012/**

	Price	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>FERTILIZER PRODUCERS</b>																
POLICE	10.4	12.7	3.0	5.9	0.5	0.4	0.4	28.4	3.3	10.2	4%	12%	6%	0.0%	0.0%	0.0%
ZA Pulawy	94.9	4.0	5.6	5.2	0.6	0.5	0.5	6.1	10.2	10.0	15%	10%	10%	1.1%	4.9%	4.9%
Acron	46.4	9.8	4.5	5.2	2.1	1.4	1.5	13.8	6.0	7.6	22%	32%	28%	1.7%	7.0%	3.1%
Agrium	63.4	7.7	4.3	4.2	1.1	0.7	0.7	13.1	6.7	6.8	14%	16%	16%	0.2%	0.2%	0.4%
DSM	41.0	3.5	3.7	3.7	1.4	1.5	1.5	35.8	33.3	32.9	41%	40%	40%	2.0%	2.1%	2.2%
K+S	39.8	8.7	6.7	6.4	1.7	1.6	1.5	17.9	11.4	10.5	19%	23%	24%	2.3%	3.7%	4.1%
Silvinit	28230.0	10.1	8.2	7.4	6.1	5.1	4.6	17.1	12.6	11.2	60%	62%	63%	1.2%	1.4%	1.5%
Uralkali	7.3	-	10.1	6.9	-	6.7	4.8	-	15.4	10.8	-	66%	69%	-	3.6%	6.2%
Yara	255.5	7.9	5.3	6.0	1.3	1.1	1.1	12.1	7.3	8.0	16%	20%	18%	2.4%	2.5%	2.8%
<b>Median</b>		<b>8.3</b>	<b>5.3</b>	<b>5.9</b>	<b>1.4</b>	<b>1.4</b>	<b>1.5</b>	<b>15.4</b>	<b>10.2</b>	<b>10.2</b>	<b>18%</b>	<b>23%</b>	<b>24%</b>	<b>1.5%</b>	<b>2.5%</b>	<b>2.8%</b>
<b>CHEMICAL COMPANIES</b>																
Ciech	19.4	5.3	5.5	5.1	0.5	0.5	0.5	26.5	-	14.2	10%	8%	10%	0.0%	0.0%	0.0%
Akzo Nobel	41.6	5.9	6.3	6.1	0.8	0.7	0.7	12.5	13.7	13.0	14%	12%	12%	3.4%	3.4%	3.6%
BASF	61.3	6.3	6.1	6.5	1.1	1.0	1.0	11.2	9.6	11.2	18%	16%	16%	3.5%	3.9%	3.9%
Croda	20.0	12.9	10.8	10.3	3.0	2.7	2.6	21.9	16.9	15.8	23%	25%	26%	1.7%	2.7%	2.9%
Dow Chemical	34.2	8.4	7.5	7.4	1.2	1.0	1.0	18.3	13.0	12.2	14%	14%	13%	1.8%	2.6%	3.0%
Rhodia	31.6	4.9	4.4	4.4	0.8	0.7	0.7	11.9	9.2	9.0	17%	16%	16%	1.3%	2.0%	2.1%
Sisecam	3.5	6.2	4.8	4.7	1.4	1.2	1.1	13.4	8.5	8.7	23%	25%	24%	1.0%	1.5%	2.3%
Soda Sanayii	3.3	7.4	4.7	5.0	1.3	1.1	1.0	12.5	6.3	7.7	18%	23%	20%	-	3.3%	4.7%
Solvay	79.9	4.6	3.6	2.5	0.6	0.6	0.4	25.5	16.2	12.0	14%	16%	15%	3.8%	3.6%	3.8%
Tata Chemicals	345.0	7.7	7.4	6.1	1.5	1.2	1.1	12.2	11.9	10.1	19%	17%	18%	2.4%	2.6%	3.1%
Tessenderlo Chemie	26.2	5.6	5.1	4.9	0.4	0.5	0.5	34.4	11.8	11.1	8%	9%	9%	4.8%	5.1%	5.2%
Wacker Chemie	74.9	3.3	3.4	4.0	0.8	0.8	0.8	7.4	8.0	11.8	25%	23%	20%	3.1%	3.9%	3.1%
<b>Median</b>		<b>6.0</b>	<b>5.3</b>	<b>5.1</b>	<b>1.0</b>	<b>0.9</b>	<b>0.9</b>	<b>13.0</b>	<b>11.8</b>	<b>11.5</b>	<b>18%</b>	<b>16%</b>	<b>16%</b>	<b>2.4%</b>	<b>3.0%</b>	<b>3.1%</b>

**European national telecom operator valuations /03.02.2012/**

	Price	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>POLISH COMPANIES</b>																
Netia	5.9	5.4	4.9	4.5	1.3	1.2	1.1	37.2	20.8	16.4	23%	24%	24%	0.0%	3.3%	4.8%
TPSA	17.0	5.8	4.1	4.9	1.8	1.7	1.8	-	11.7	19.0	30%	42%	38%	8.8%	12.3%	8.8%
<b>Median</b>		<b>5.6</b>	<b>4.5</b>	<b>4.7</b>	<b>1.5</b>	<b>1.5</b>	<b>1.4</b>	<b>37.2</b>	<b>16.3</b>	<b>17.7</b>	<b>27%</b>	<b>33%</b>	<b>31%</b>	<b>4.4%</b>	<b>7.8%</b>	<b>6.8%</b>
<b>MID CAPS</b>																
Belgacom	24.0	4.5	5.2	5.3	1.5	1.5	1.6	9.8	10.1	10.5	33%	30%	29%	9.1%	9.1%	9.2%
Cesky Telecom	378.0	4.8	5.6	6.2	2.2	2.3	2.4	11.8	15.2	14.5	45%	41%	38%	10.4%	9.9%	9.4%
Hellenic Telekom	2.9	3.4	3.8	3.8	1.1	1.3	1.3	4.1	5.2	4.7	34%	33%	34%	5.5%	5.2%	6.8%
Matav	547.0	4.6	4.8	4.8	1.6	1.7	1.7	11.4	11.9	11.4	35%	34%	35%	10.3%	9.2%	9.5%
Portugal Telecom	4.0	3.9	2.6	2.4	1.5	0.9	0.8	9.6	7.2	7.1	39%	36%	35%	15.8%	22.5%	16.7%
Telecom Austria	9.0	4.5	4.9	5.1	1.6	1.7	1.7	12.7	20.5	16.5	35%	34%	33%	8.4%	7.4%	7.3%
<b>Median</b>		<b>4.5</b>	<b>4.9</b>	<b>5.0</b>	<b>1.6</b>	<b>1.6</b>	<b>1.6</b>	<b>10.6</b>	<b>11.0</b>	<b>10.9</b>	<b>35%</b>	<b>34%</b>	<b>35%</b>	<b>10%</b>	<b>9%</b>	<b>9%</b>
<b>BIG CAPS</b>																
BT	2.1	4.9	4.5	4.5	1.3	1.3	1.4	14.9	10.6	9.6	26%	29%	31%	3.2%	3.5%	3.9%
DT	8.8	4.4	4.8	4.9	1.4	1.5	1.5	11.1	11.9	12.1	31%	31%	31%	8.1%	8.0%	8.0%
FT	11.5	4.2	4.3	4.4	1.4	1.4	1.4	6.3	7.4	7.7	34%	33%	33%	12.2%	12.1%	12.1%
KPN	8.3	4.4	4.6	4.6	1.8	1.8	1.8	7.2	6.7	6.6	41%	40%	40%	9.7%	10.3%	10.9%
Swisscom	371.9	6.0	6.1	6.2	2.3	2.4	2.4	10.3	10.0	10.1	39%	40%	40%	5.9%	5.9%	6.2%
TELEFONICA	13.5	4.7	5.8	5.4	2.0	2.0	2.0	7.7	9.3	8.5	43%	34%	36%	10.4%	11.9%	9.7%
TeliaSonera	45.9	6.7	6.8	6.5	2.4	2.4	2.3	9.9	10.6	9.7	35%	35%	36%	5.5%	6.1%	6.6%
TI	0.8	4.5	4.2	4.2	1.9	1.7	1.7	6.4	6.1	6.2	42%	41%	41%	7.2%	8.7%	9.8%
<b>Median</b>		<b>4.6</b>	<b>4.7</b>	<b>4.7</b>	<b>1.8</b>	<b>1.8</b>	<b>1.8</b>	<b>8.8</b>	<b>9.7</b>	<b>9.0</b>	<b>37%</b>	<b>35%</b>	<b>36%</b>	<b>7.7%</b>	<b>8.3%</b>	<b>8.8%</b>

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies

IT company valuations /03.02.2012/

	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2010	2011	2012	2010	2011	2012	2010	2011	2010	2011	2012	2010	2011	2012	
<b>POLISH COMPANIES</b>																
AB	22.1	7.4	7.2	6.5	0.1	0.1	0.1	6.9	9.1	7.9	2%	2%	2%	1.4%	1.1%	1.3%
ACTION	21.1	9.3	6.7	6.8	0.2	0.2	0.2	13.8	9.1	9.9	2%	3%	2%	3.9%	2.0%	2.2%
ASBIS	2.4	6.7	6.2	4.8	0.1	0.1	0.1	44.1	22.3	7.1	1%	1%	1%	0.0%	0.0%	0.0%
ASSECO POLAND	48.5	6.7	5.8	5.3	1.4	1.0	0.9	9.1	9.7	8.9	21%	18%	17%	3.0%	3.7%	3.4%
COMARCH	61.6	6.3	10.0	6.9	0.5	0.6	0.5	11.3	24.9	15.5	8%	6%	8%	0.0%	0.0%	0.0%
KOMPUTRONIK	7.2	7.3	5.2	4.1	0.1	0.1	0.1	18.9	10.1	6.8	2%	2%	2%	0.0%	0.0%	2.0%
SYGNITY	19.0	-	6.2	4.9	0.4	0.4	0.4	-	59.3	12.7	-	7%	7%	0.0%	0.0%	0.0%
<b>Median</b>		<b>7.0</b>	<b>6.2</b>	<b>5.3</b>	<b>0.2</b>	<b>0.2</b>	<b>0.2</b>	<b>12.6</b>	<b>10.1</b>	<b>8.9</b>	<b>2%</b>	<b>3%</b>	<b>2%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>1.3%</b>
<b>FOREIGN COMPANIES</b>																
Accenture	58.3	10.9	9.4	8.5	1.7	1.5	1.3	22.2	17.3	15.4	16%	15%	16%	1.7%	1.6%	2.3%
Atos Origin	41.0	6.8	5.1	4.0	0.7	0.5	0.4	15.1	13.0	10.7	10%	10%	10%	0.4%	1.4%	1.7%
CapGemini	29.1	4.9	4.1	4.0	0.4	0.4	0.4	13.9	12.3	11.5	9%	9%	9%	3.1%	3.5%	3.7%
IBM	193.6	10.3	9.4	8.9	2.5	2.3	2.2	16.9	14.5	13.1	24%	24%	25%	1.2%	1.5%	1.6%
Indra Sistemas	10.7	6.3	6.3	6.1	0.8	0.7	0.7	8.3	9.2	9.3	12%	12%	11%	6.1%	6.2%	6.2%
LogicaCMG	0.8	4.7	5.3	5.0	0.4	0.4	0.4	6.7	8.5	7.4	9%	7%	8%	4.9%	5.5%	5.7%
Microsoft	30.2	8.2	7.1	6.7	3.5	3.1	2.9	14.7	11.7	10.9	42%	43%	43%	1.7%	1.9%	2.5%
Oracle	29.1	11.5	8.3	8.1	5.4	4.0	3.9	18.0	13.3	12.4	47%	49%	48%	0.7%	0.6%	0.8%
SAP	48.2	14.8	11.8	11.3	4.9	4.3	4.0	22.1	17.4	16.1	33%	36%	35%	1.2%	1.5%	1.6%
TietoEnator	11.5	5.4	4.6	4.6	0.5	0.5	0.5	9.9	10.5	9.9	10%	11%	11%	4.5%	5.8%	5.9%
<b>Median</b>		<b>7.5</b>	<b>6.7</b>	<b>6.4</b>	<b>1.2</b>	<b>1.1</b>	<b>1.0</b>	<b>14.9</b>	<b>12.6</b>	<b>11.2</b>	<b>14%</b>	<b>14%</b>	<b>14%</b>	<b>1.7%</b>	<b>1.7%</b>	<b>2.4%</b>

Media company valuations /03.02.2012/

	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2010	2011	2012	2010	2011	2012	2010	2011	2010	2011	2012	2010	2011	2012	
<b>POLISH COMPANIES</b>																
AGORA	12.6	3.4	3.2	3.2	0.5	0.4	0.4	8.9	11.2	12.6	15%	13%	12%	4.0%	4.0%	4.0%
CYFROWY POLSAT	14.1	15.2	10.1	7.9	4.2	3.0	2.4	14.6	15.1	12.2	27%	29%	30%	4.1%	0.0%	3.3%
TVN	11.4	10.1	10.1	8.5	2.5	2.4	2.2	-	-	13.6	25%	24%	26%	2.7%	0.0%	-
<b>DAILY</b>																
Arnolgo Mondadori	1.6	5.1	5.4	5.7	0.5	0.5	0.5	7.6	8.1	8.9	9%	9%	8%	10.3%	9.9%	10.0%
Axel Springer	37.3	7.4	6.5	6.4	1.3	1.2	1.2	12.2	12.5	12.4	18%	19%	18%	4.2%	4.5%	4.6%
Daily Mail	4.7	7.3	7.8	7.6	1.4	1.4	1.4	10.0	10.1	9.9	19%	18%	18%	3.3%	3.6%	3.8%
Gruppo Editoriale	1.1	4.0	3.7	3.7	0.7	0.7	0.7	8.5	7.5	7.5	17%	18%	18%	6.7%	7.6%	7.9%
Mclatchy	2.4	5.6	6.4	6.8	1.5	1.7	1.7	3.8	4.3	5.8	27%	26%	25%	0.0%	0.0%	0.0%
Naspers	398.0	24.2	21.5	22.2	5.8	5.1	4.4	28.4	22.7	21.9	24%	24%	20%	0.6%	0.8%	0.8%
New York Times	7.7	4.3	4.6	4.7	0.7	0.7	0.7	11.2	12.5	11.7	16%	15%	15%	0.0%	0.0%	0.0%
Promotora de Inform	0.8	6.8	8.1	7.0	1.3	1.5	1.5	2.2	11.5	9.3	20%	18%	21%	0.0%	0.0%	0.0%
SPIR Comm	24.0	5.8	5.7	3.8	0.2	0.2	0.2	-	-	21.1	4%	4%	6%	0.0%	0.0%	0.4%
Trinity Mirror	0.5	1.7	2.0	2.0	0.3	0.4	0.4	1.8	1.8	1.9	20%	18%	18%	1.3%	1.3%	3.8%
<b>Mediana</b>		<b>5.7</b>	<b>6.1</b>	<b>6.0</b>	<b>1.0</b>	<b>1.0</b>	<b>1.0</b>	<b>8.5</b>	<b>10.1</b>	<b>9.6</b>	<b>18%</b>	<b>18%</b>	<b>18%</b>	<b>0.9%</b>	<b>1.0%</b>	<b>2.3%</b>
<b>TV</b>																
Antena 3 Televis	5.2	8.0	9.6	10.5	1.6	1.6	1.6	10.1	11.8	13.0	20%	16%	15%	7.7%	7.1%	6.3%
CETV	158.0	15.2	9.8	8.2	2.2	1.9	1.8	-	-	-	15%	19%	21%	0.0%	0.0%	0.0%
Gestevision Telecinco	4.9	9.0	10.4	12.1	2.3	1.9	1.9	8.1	12.2	14.1	26%	18%	16%	7.5%	7.3%	6.8%
ITV PLC	0.8	8.1	7.2	7.0	1.7	1.6	1.6	14.7	11.2	10.7	20%	22%	23%	0.5%	1.8%	2.9%
M6-Metropole Tel	13.5	4.5	4.6	4.7	1.0	1.0	1.0	11.4	11.2	11.6	21%	22%	21%	6.9%	7.4%	7.3%
Mediaset SPA	2.5	5.3	4.3	4.4	1.2	1.2	1.2	6.9	9.7	10.4	23%	28%	28%	12.8%	9.3%	8.9%
RTL Group	74.0	9.1	8.4	8.6	2.0	1.9	1.9	17.6	16.1	15.6	22%	22%	22%	6.1%	6.8%	7.3%
TF1-TV Francaise	8.8	6.1	5.3	5.5	0.7	0.7	0.7	14.3	10.5	10.8	12%	14%	13%	5.2%	7.0%	6.9%
<b>Mediana</b>		<b>8.0</b>	<b>7.8</b>	<b>7.6</b>	<b>1.6</b>	<b>1.6</b>	<b>1.6</b>	<b>11.4</b>	<b>11.2</b>	<b>11.6</b>	<b>21%</b>	<b>20%</b>	<b>21%</b>	<b>6.5%</b>	<b>7.1%</b>	<b>6.9%</b>
<b>PAY TV</b>																
BSkyB PLC	7.0	11.6	9.8	8.6	2.3	2.1	2.0	23.0	17.5	14.3	20%	22%	23%	2.7%	3.1%	3.6%
Canal Plus	4.5	3.4	3.3	3.3	0.2	0.2	0.2	13.9	13.1	12.7	5%	5%	5%	6.1%	6.5%	6.5%
Cogeco	47.3	6.4	5.7	5.3	2.5	2.4	2.2	19.4	13.9	9.9	39%	41%	42%	1.2%	1.5%	2.1%
Comcast	27.2	6.9	5.5	5.1	2.7	1.8	1.6	21.6	17.9	14.5	39%	32%	32%	1.4%	1.6%	1.8%
Liberty Global	47.3	8.2	7.1	6.7	3.7	3.2	3.0	-	-	27.5	45%	46%	45%	0.0%	0.0%	0.0%
Multimedia	9.1	5.5	5.2	5.0	2.8	2.7	2.6	13.3	12.1	11.0	51%	52%	52%	-	-	-
Shaw Communications	19.7	7.3	6.1	5.7	3.3	2.6	2.4	15.2	12.7	11.7	46%	43%	43%	4.4%	4.6%	4.8%
<b>Mediana</b>		<b>6.9</b>	<b>5.7</b>	<b>5.3</b>	<b>2.7</b>	<b>2.4</b>	<b>2.2</b>	<b>17.3</b>	<b>13.5</b>	<b>12.7</b>	<b>39%</b>	<b>41%</b>	<b>42%</b>	<b>2.0%</b>	<b>2.3%</b>	<b>2.9%</b>

Mining company valuations /03.02.2012/

	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2010	2011	2012	2010	2011	2012	2010	2011	2010	2011	2012	2010	2011	2012	
<b>POLISH COMPANIES</b>																
KGHM	143.9	4.2	1.7	3.1	1.6	1.0	1.3	6.3	2.6	8.4	39%	57%	40%	10.3%	10.3%	13.9%
<b>FOREIGN COMPANIES</b>																
Anglo Amer.	29.1	4.4	3.7	3.3	1.8	1.5	1.3	7.3	5.7	5.0	40%	41%	41%	1.8%	2.5%	2.9%
BHP Billiton	22.1	5.0	3.3	3.0	2.4	1.7	1.6	9.4	5.3	5.3	48%	53%	53%	3.9%	4.3%	5.0%
Freeport-MCMOR	46.5	4.8	4.6	4.6	2.5	2.2	2.2	10.4	9.6	9.7	52%	49%	48%	1.6%	3.2%	2.7%
Rio Tinto	39.9	3.4	3.1	3.0	1.6	1.4	1.3	5.6	4.9	4.7	46%	45%	44%	2.4%	3.0%	3.3%
Southern Peru	35.2	10.3	7.6	7.2	5.8	4.4	4.2	18.9	12.7	12.4	57%	57%	59%	4.6%	6.2%	5.2%
<b>Median</b>		<b>4.8</b>	<b>3.7</b>	<b>3.3</b>	<b>2.4</b>	<b>1.7</b>	<b>1.6</b>	<b>9.4</b>	<b>5.7</b>	<b>5.3</b>	<b>48%</b>	<b>49%</b>	<b>48%</b>	<b>2.4%</b>	<b>3.2%</b>	<b>3.3%</b>

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies

## Construction company valuations /03.02.2012/

	Price	EV/EBITDA			EV/S				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>POLISH COMPANIES</b>																
Budimex	84.5	0.9	4.5	5.1	0.1	0.3	0.3	8.1	9.1	9.0	8%	6%	5%	8.0%	10.7%	5.5%
Elektrobudowa	102.0	6.8	6.5	6.3	0.6	0.5	0.4	10.7	12.2	10.5	8%	7%	7%	3.4%	5.9%	2.9%
Erbud	20.9	5.7	-	5.0	0.1	0.2	0.2	21.7	-	7.7	3%	-	4%	2.4%	1.2%	0.0%
Mostostal Warszawa	21.0	1.1	7.1	3.2	0.0	0.1	0.1	6.7	22.5	9.1	5%	2%	3%	8.5%	2.6%	1.3%
PBG	80.0	6.1	8.1	5.8	0.7	0.8	0.5	5.1	5.8	5.3	12%	10%	8%	1.8%	1.8%	1.8%
Polimex Mostostal	1.9	4.7	6.3	5.3	0.3	0.3	0.3	8.2	12.9	8.6	7%	5%	6%	2.0%	0.0%	0.0%
Rafako	8.8	5.7	3.9	3.7	0.3	0.3	0.2	14.0	8.8	9.9	6%	8%	7%	3.4%	6.5%	0.0%
Trakcja Tiltra	1.3	-	4.2	3.5	-	0.3	0.2	6.3	4.1	3.7	-	8%	7%	0.0%	0.0%	0.0%
Ulma Construccoon	58.8	4.9	3.3	3.5	2.4	1.6	1.6	30.2	9.1	9.7	48%	50%	46%	0.0%	0.0%	0.0%
Unibep	6.2	6.2	8.6	5.1	0.3	0.4	0.4	9.3	10.8	5.1	5%	4%	7%	1.6%	0.0%	0.0%
ZUE	8.0	6.1	5.0	4.0	0.5	0.4	0.3	10.5	8.4	7.9	8%	8%	8%	0.9%	0.0%	0.0%
<b>Median</b>		<b>5.7</b>	<b>6.3</b>	<b>5.0</b>	<b>0.3</b>	<b>0.3</b>	<b>0.3</b>	<b>8.7</b>	<b>9.1</b>	<b>8.8</b>	<b>7%</b>	<b>7%</b>	<b>7%</b>	<b>2.2%</b>	<b>1.5%</b>	<b>0.0%</b>
<b>FOREIGN COMPANIES</b>																
AMEC	10.6	10.3	8.7	7.6	0.9	0.8	0.7	17.9	15.7	13.6	9%	10%	10%	1.9%	2.8%	3.2%
BILFINGER	73.1	10.7	10.2	9.7	0.7	0.6	0.6	13.1	14.8	13.6	6%	6%	7%	3.2%	4.0%	3.6%
EIFFAGE	25.8	8.5	8.1	7.7	1.2	1.2	1.1	9.7	10.2	8.9	14%	14%	15%	4.7%	4.7%	4.7%
HOCHTIEF	52.6	4.8	6.0	3.9	0.3	0.3	0.3	15.8	-	12.6	6%	4%	7%	3.2%	2.9%	5.2%
NCC	149.8	7.6	7.9	6.1	0.4	0.3	0.3	13.3	14.5	10.4	5%	4%	5%	4.2%	6.2%	6.8%
SKANSKA	125.2	7.1	7.7	7.8	0.4	0.4	0.4	14.7	12.7	15.6	5%	5%	5%	4.6%	4.8%	5.0%
STRABAG	22.9	4.1	3.8	3.7	0.2	0.2	0.2	15.0	13.3	12.8	5%	5%	5%	2.3%	2.8%	2.9%
<b>Median</b>		<b>7.6</b>	<b>7.9</b>	<b>7.6</b>	<b>0.4</b>	<b>0.4</b>	<b>0.4</b>	<b>14.7</b>	<b>13.9</b>	<b>12.8</b>	<b>6%</b>	<b>5%</b>	<b>7%</b>	<b>3.2%</b>	<b>4.0%</b>	<b>4.7%</b>

## Property developer valuations /03.02.2012/

	Price	EV/EBITDA			P/BV				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>POLISH COMPANIES</b>																
BBI Development	0.3	9.0	25.5	9.3	0.7	0.7	0.6	13.6	16.2	5.0	42%	24%	46%	0.0%	0.0%	0.0%
Dom Development	34.0	14.3	10.4	8.4	1.1	1.0	1.0	20.7	11.5	9.7	12%	16%	14%	2.4%	2.6%	5.2%
Echo Investment	3.9	19.7	9.3	6.6	0.9	0.8	0.7	11.3	8.4	4.0	40%	92%	113%	0.0%	0.0%	0.0%
GTC	10.0	15.8	8.4	6.9	0.5	0.5	0.4	12.4	4.7	3.0	66%	127%	159%	0.0%	0.0%	0.0%
J.W. Construction	7.3	5.9	13.8	13.4	0.8	0.8	0.8	4.3	15.3	12.1	25%	22%	26%	0.0%	0.0%	0.0%
PA Nova	20.2	10.0	11.1	14.0	0.9	0.8	0.7	10.0	11.5	11.3	19%	18%	19%	0.0%	0.0%	0.0%
Polnord	17.2	21.8	11.2	14.4	0.3	0.3	0.3	7.4	6.6	5.6	28%	31%	22%	5.0%	1.9%	3.0%
Robyg	1.3	14.5	63.7	5.7	0.8	0.9	0.7	10.5	38.9	4.5	17%	9%	25%	0.0%	5.4%	1.0%
<b>Median</b>		<b>14.4</b>	<b>11.1</b>	<b>8.9</b>	<b>0.8</b>	<b>0.8</b>	<b>0.7</b>	<b>10.9</b>	<b>11.5</b>	<b>5.3</b>	<b>27%</b>	<b>23%</b>	<b>26%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
<b>FOREIGN COMPANIES</b>																
CA IMMO INTERNATIONAL	5.6	32.8	29.1	23.7	0.5	0.6	0.6	-	19.3	9.1	43%	45%	48%	0.0%	1.8%	3.8%
CITYCON	2.6	19.8	17.9	16.7	0.8	0.8	0.8	14.7	14.0	13.3	55%	55%	57%	5.0%	5.2%	5.3%
CORIO	36.8	18.3	17.4	16.5	0.8	0.8	0.8	12.9	12.6	12.1	78%	83%	82%	7.2%	7.4%	7.6%
DEUTSCHE EUROSHOP	26.7	21.5	16.5	15.0	1.1	1.0	1.1	19.1	19.6	17.4	87%	87%	87%	4.1%	4.2%	4.4%
ECHO INVESTMENT	3.9	12.9	7.8	15.6	1.0	0.9	0.8	10.9	7.5	11.5	69%	114%	46%	0.0%	0.0%	0.0%
HAMMERSON	3.8	19.1	18.7	18.3	1.0	0.8	0.7	19.5	19.5	19.0	80%	77%	77%	4.2%	4.3%	4.4%
KLEPIERRE	23.7	16.9	16.2	15.6	1.1	1.0	1.0	15.2	12.6	12.9	84%	85%	85%	5.3%	5.8%	5.9%
SPARKASSEN IMMO	4.4	19.8	15.8	15.4	0.6	0.6	0.6	60.3	18.7	15.2	47%	48%	48%	0.0%	3.0%	3.4%
UNIBAIL-RODAMCO	143.8	20.2	19.5	18.9	1.1	1.2	1.1	16.0	16.1	15.3	84%	84%	85%	5.6%	5.6%	5.8%
<b>Median</b>		<b>19.8</b>	<b>17.4</b>	<b>16.5</b>	<b>1.0</b>	<b>0.8</b>	<b>0.8</b>	<b>15.6</b>	<b>16.1</b>	<b>13.3</b>	<b>78%</b>	<b>83%</b>	<b>77%</b>	<b>4.2%</b>	<b>4.3%</b>	<b>4.4%</b>

## Machinery manufacturer valuations /03.02.2012/

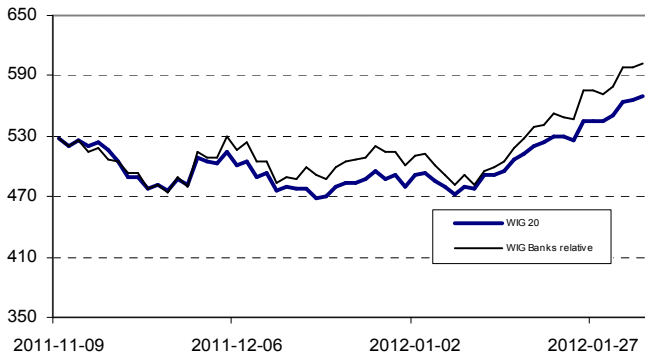
	Price	EV/EBITDA			EV/S				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>POLISH COMPANIES</b>																
FAMUR	3.3	13.4	6.6	6.2	2.4	2.1	1.9	21.5	15.6	13.0	18%	32%	30%	0.0%	5.4%	0.0%
KOPEX	23.3	12.4	8.3	6.8	1.0	1.0	1.0	52.1	12.6	12.2	8%	12%	14%	0.0%	0.0%	0.8%
<b>Median</b>		<b>12.9</b>	<b>7.5</b>	<b>6.5</b>	<b>1.7</b>	<b>1.5</b>	<b>1.4</b>	<b>36.8</b>	<b>14.1</b>	<b>12.6</b>	<b>13%</b>	<b>22%</b>	<b>22%</b>	<b>0.0%</b>	<b>2.7%</b>	<b>0.4%</b>
<b>FOREIGN COMPANIES</b>																
Atlas Copco	169.3	13.2	10.8	10.7	3.1	2.7	2.6	20.7	16.1	16.0	24%	25%	24%	2.5%	2.8%	3.1%
Caterpillar	92.0	14.9	9.4	7.6	2.1	1.5	1.3	23.0	13.5	10.2	14%	16%	17%	1.9%	1.9%	2.0%
Emeco	1.0	5.3	4.4	3.8	2.2	2.0	1.8	16.3	11.7	9.5	41%	46%	46%	1.3%	7.0%	5.3%
Industrea	1.2	5.4	4.8	4.0	1.8	1.7	1.4	7.9	7.8	6.4	34%	34%	35%	3.0%	3.0%	4.6%
Joy Global	95.7	13.5	9.8	7.7	2.9	2.2	1.8	22.9	16.1	13.0	21%	23%	23%	0.7%	0.7%	0.8%
Sandvik	104.3	9.8	9.0	8.6	1.8	1.6	1.6	18.8	14.8	14.9	19%	18%	18%	2.6%	3.1%	3.6%
<b>Median</b>		<b>11.5</b>	<b>9.2</b>	<b>7.6</b>	<b>2.1</b>	<b>1.8</b>	<b>1.7</b>	<b>19.7</b>	<b>14.2</b>	<b>11.6</b>	<b>22%</b>	<b>24%</b>	<b>24%</b>	<b>2.2%</b>	<b>2.9%</b>	<b>3.3%</b>

## Paper manufacturer valuations /03.02.2012/

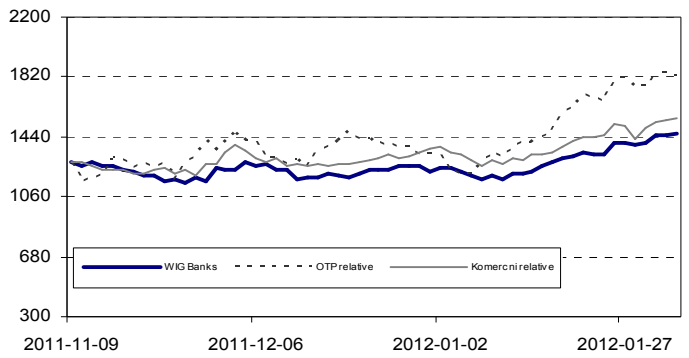
	Price	EV/EBITDA			EV/S				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
<b>POLISH COMPANIES</b>																
MONDI	62.7	7.4	5.2	6.3	1.6	1.2	1.2	12.6	7.6	9.2	22%	22%	19%	0.0%	0.0%	13.1%
<b>FOREIGN COMPANIES</b>																
Billerund	61.8	4.3	4.1	5.4	0.8	0.7	0.8	9.2	8.6	13.0	18%	18%	15%	4.5%	5.7%	5.3%
Holmen	202.0	9.1	7.0	7.4	1.3	1.2	1.2	23.2	12.8	14.6	15%	18%	17%	3.5%	-	-
INTL Paper	31.9	6.3	5.8	5.7	0.8	0.8	0.8	15.7	10.3	10.6	13%	14%	14%	1.3%	3.1%	3.4%
M-Real	1.9	4.6	8.9	7.0	0.5	0.6	0.7	9.0	-	15.0	12%	6%	9%	0.9%	0.4%	1.5%
Norske Skog	7.2	8.5	6.9	5.9	0.6	0.5	0.5	-	-	-	7%	8%	9%	0.0%	0.0%	0.0%
Portucel EMP.	1.9	5.4	5.2	5.3	1.5	1.4	1.4	8.0	7.4	7.7	28%	27%	27%	8.4%	7.0%	7.5%
Stora Enso	6.6	5.9	5.6	6.3	0.7	0.7	0.7	9.0	10.3	11.7	13%	12%	11%	3.8%	4.2%	4.4%
Svenska	115.9	7.5	8.0	7.4	1.1	1.1	1.1	13.1	13.8	12.3	15%	14%	15%	3.5%	3.6%	3.8%
UPM-Kymmene	10.4	6.1	6.2	6.0	1.0	0.9	0.9	11.0	11.2	12.5	16%	14%	14%	4.5%	5.4%	5.4%
<b>Median</b>		<b>6.1</b>	<b>6.2</b>	<b>6.0</b>	<b>0.8</b>	<b>0.8</b>	<b>0.8</b>	<b>10.1</b>	<b>10.3</b>	<b>12.4</b>	<b>15%</b>	<b>14%</b>	<b>14%</b>	<b>3.5%</b>	<b>3.9%</b>	<b>4.1%</b>

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies \* polish company

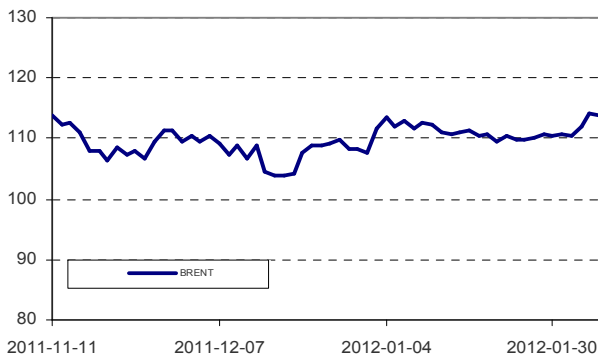
**WIG Banks index vs. WIG 20 index (EUR)**



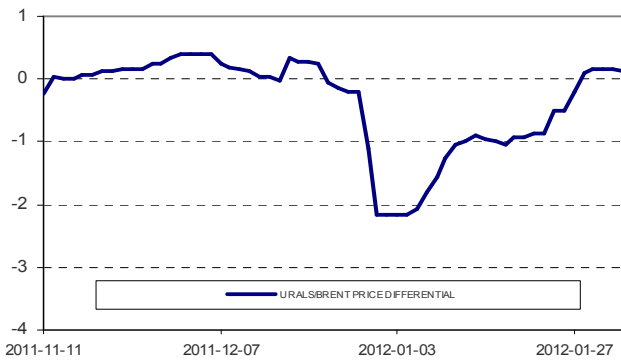
**OTP and Komerčni's relative performance vs. WIG Banks index (EUR)**



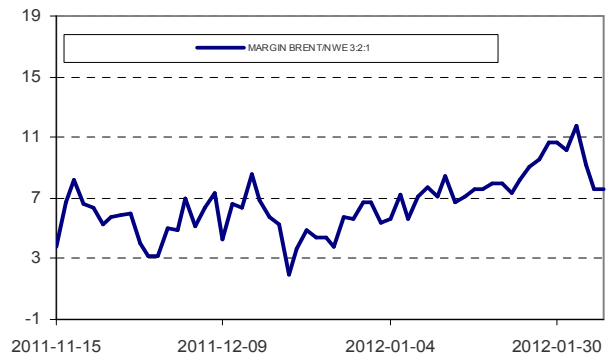
**BRENT (USD/bbl)**



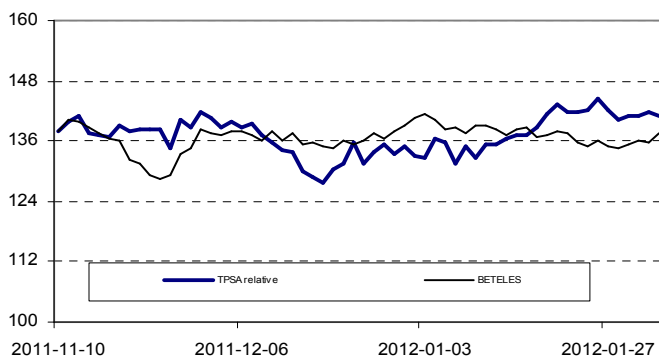
**BRENT (USD/bbl)**



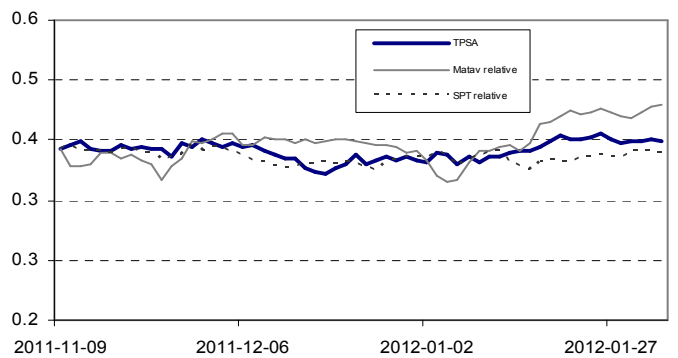
**BRENT (USD/bbl)**



**TPSA vs. BETELES - Bloomberg Europe 500 Telecom Services Index (EUR)**

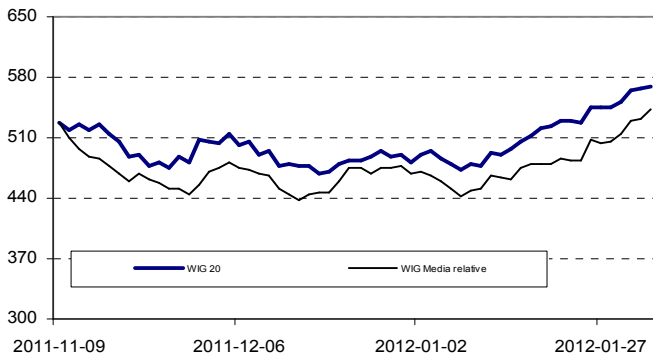


**National operator quotations: TPSA, Hungarian Magyar Telecom and Czech SPT (EUR)**

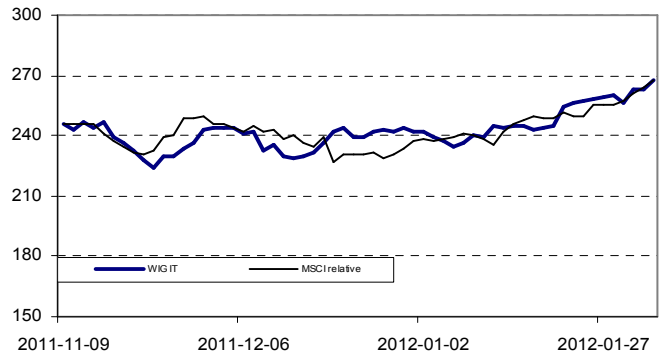


Source: Bloomberg

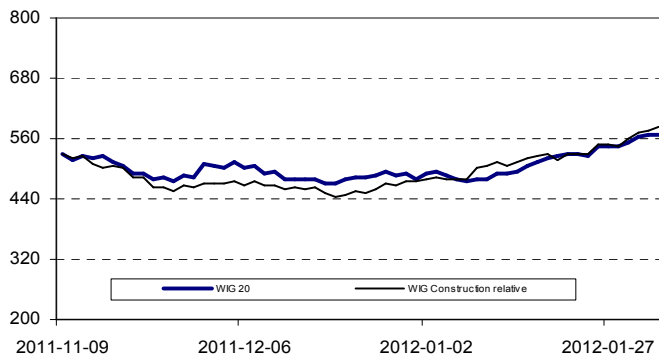
**WIG Media index vs. WIG 20 index (EUR)**



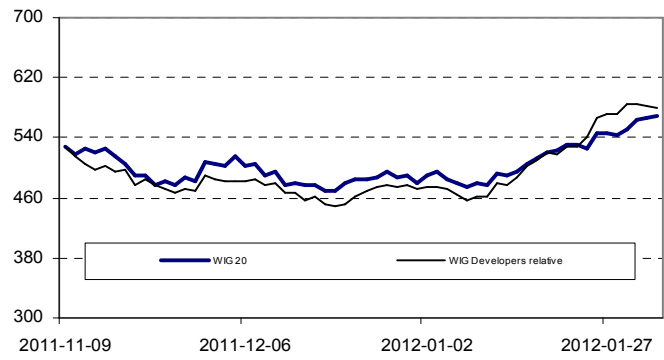
**WIG IT index vs. MSCI**



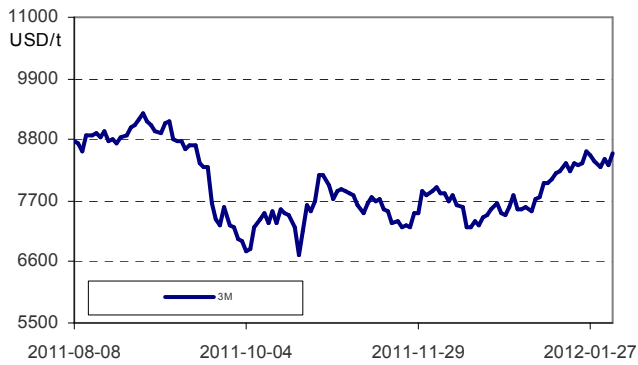
**WIG Construction index vs. WIG 20 index (EUR)**



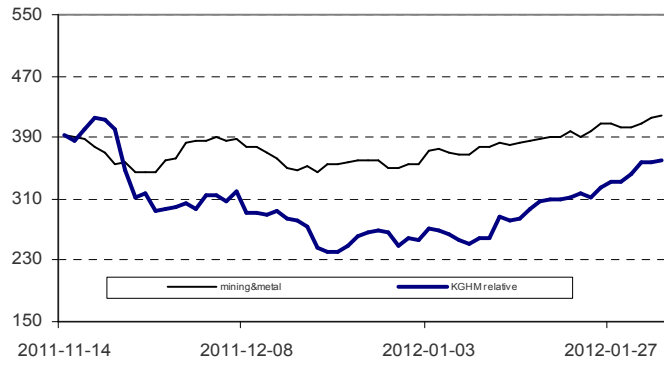
**WIG Developers index vs. WIG 20 index (EUR)**



**Copper price on LME**



**KGHM vs. mining&metal sector index (USD)**



Source: Bloomberg



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**List of abbreviations and ratios contained in the report.**

**EV** – net debt + market value (EV – economic value)  
**EBIT** – Earnings Before Interest and Taxes  
**EBITDA** – EBIT + Depreciation and Amortisation  
**PBA** – Profit on Banking Activity  
**P/CE** – price to earnings with amortisation  
**MC/S** – market capitalisation to sales  
**EBIT/EV** – operating profit to economic value  
**P/E** – (Price/Earnings) – price divided by annual net profit per share  
**ROE** – (Return on Equity) – annual net profit divided by average equity  
**P/BV** – (Price/Book Value) – price divided by book value per share  
**Net debt** – credits + debt papers + interest bearing loans – cash and cash equivalents  
**EBITDA margin** – EBITDA/Sales

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**BUY** – we expect that the rate of return from an investment will be at least 15%  
**ACCUMULATE** – we expect that the rate of return from an investment will range from 5% to 15%  
**HOLD** – we expect that the rate of return from an investment will range from -5% to +5%  
**REDUCE** – we expect that the rate of return from an investment will range from -5% to -15%  
**SELL** – we expect that an investment will bear a loss greater than 15%  
Recommendations are updated at least once every nine months.

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**Comparative** – based on a comparison of valuation multipliers of companies from a given sector; simple in construction, reflects the current state of the market better than DCF; weak points include substantial variability (fluctuations together with market indices) as well as difficulty in the selection of the group of comparable companies.