



Equity Market
Poland

Morning Comments

Institutional Sales and Research:

M. Marczak (22 6974738)

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Index	Close	Change	Index	Close	Change	Index	Close	Change
DJIA	12 632.9	-0.16%	FTSE 100	5 681.6	+0.19%	Copper (LME)	8 320.0	-1.29%
S&P 500	1 312.4	-0.05%	WIG20	2 332.2	+0.67%	Crude Oil (Brent)	110.8	+0.27%
NASDAQ	2 813.8	+0.07%	BUX	18 891.1	-0.95%	USD/PLN	3.24	-0.08%
DAX	6 458.9	+0.22%	PX 50	971.3	+2.48%	EUR/PLN	4.23	-0.53%
CAC 40	3 298.6	+1.01%	PLBonds10	5.58	-1.43%	EUR/USD	1.31	-0.44%

Company & Sector Information

Kredyt Bank

Reduce – 19/01/12

Target price: PLN 9.1

Santander was negotiating with a 'Polish bank'

Santander's CEO Emilio Botin said during a press conference that his bank had been engaged in talks with an undisclosed bank in Poland. **We believe the market will assume the bank in question was Kredyt Bank. (I. Rokicka)**

Millennium

Reduce – 19/01/12

Target price: PLN 3.3

Millennium aiming for level interest margin in 2012

Millennium expects its interest margin (on interest-bearing assets) to level off at ca. 2.5% in 2012, i.e. the 2011 level. **Our forecasts assume that Millennium's interest margin on interest-bearing assets will decline by 10bps y/y in 2012. We believe that the strongest pressure will be exerted on the cost of financing in the first half of the year. (I. Rokicka)**

Millennium expects growth in retail, corporate segments in 2012

Millennium assumes that its volumes will expand in 2012 in the retail and corporate segments alike. As far as the former is concerned, the Bank hopes to see y/y growth in consumer credit. In mortgages, it expects a decline on a par with the broad market, i.e. by 20-25% y/y. As far as the corporate segment is concerned, it expects strong growth in the single digits. **Our forecasts assume that Millennium's loan portfolio will expand by 2% y/y in 2012 following 12% y/y growth in 2011 (or 4.3% excluding revaluation). (I. Rokicka)**

Millennium expects 45-60bps cost of risk in 2012

The Bank expects that its cost of risk will amount to 45-60bps in 2012, provided that the Polish labor market does not break down. **We project the Bank's cost of risk at 70bps, +25bps y/y. We believe the most risky area are mortgages, where the cost of risk amounted to just 4-5bps in 2011. (I. Rokicka)**

No plans to sell more bad debt

Millennium has no plans to sell risky debt portfolios in the near future. **No impact on stock performance. (I. Rokicka)**

Pekao

Reduce – 19/01/12

Target price: PLN 135.0

Fitch reaffirms ratings

Fitch has reaffirmed Pekao's F/X IDR rating at "A-" with a stable outlook, the short-term F/X rating at F2 and the support rating at '2'. **No impact on stock performance. (I. Rokicka)**

ASBIS

Buy - 23/01/12

Target price: PLN 2.47

ASBIS reports preliminary Q4 2011 results

ASBIS estimates that its annual net profit for FY2011 may exceed the USD 3m-4.5m guidance range at over USD 5m, thanks to a strong fourth-quarter profit expected to top USD 7.6m. **Strong fourth-quarter results would be in line with our predictions based on high margins achieved on hard drive sales. Note, however, that our profit estimate for the period is lower than ASBIS's estimate. Hard drive sales are also expected to support profit margins in H1 2012. The 2011 estimates should give a boost to ASBIS's stock price. (P. Grzybowski)**

Budimex

Accumulate - 23/01/12

Target price: PLN 87.3

PLN 173m contract

Budimex is going to build a commercial/residential complex for Powiśle Park for a fee of PLN 173m (representing 3.3% of the company's expected 2012 revenue). The deadline is in February 2014. **News in line with expectations; Budimex announced that it had won the contract in mid-January. (M. Stokłosa)**

Erbud

Buy - 26/01/12

Target price: PLN 24.0

PLN 93.4m contract

Erbud is going to build a complex of multi-family homes in Krakow for Durham (member of Hines) for a fee of PLN 93.4m (representing 6.8% of the company's expected 2012 revenue). The deadline is in October 2013. The contract has two parts, one worth PLN 20.2m, providing for immediate commencement of construction of building shells, and the other scheduled to commence subject to fulfillment of certain conditions. **The conditions precedent to commencement of the second part probably have something to do with obtainment of financing. The entire contract increases the ratio of Erbud's orders to expected 2012 revenue from 76% to 81%, in line with industry averages. (M. Stokłosa)**

Gino Rossi
Shareholders approve stock issue

Gino Rossi's shareholders have agreed to an issue of over 15.9 million shares. Gino Rossi is seeking to raise capital either by selling its subsidiary Simple, or by selling shares. The company needs PLN 40m to repay bank debt, and PLN 7-10m to facilitate further development. **(G. Borowska)**

More News
Banks

Fitch has a stable outlook on the Polish bank sector, but the long-term ratings of individual banks may be headed for downgrades in the future in line with the ratings of their foreign owners. An escalation of the Eurozone crisis may also affect viability ratings.

Banks are keeping deposit interest rates high. The interest rates offered on three-month deposits increased from 5.2% in November to 5.4% in December, and the rates on corporate deposits over 12 months was raised from 4.7% to 5.1%.

BZ WBK

BZ WBK expects its ratio of loan loss reserves to loans to increase to 110 bps in 2012.

BZ WBK wants to grow its 2012 profits at above-market rates. The portfolio of mortgages and consumer loans should expand by 15%.

BZ WBK has not decided on a dividend payout yet, but it believes it meets the requirements imposed by Financial Supervision.

The bank is confident its 2012 net income will beat last year's figure of PLN 1.18bn, supported by continued lending activity.

BZ WBK's net income for Q4 2011 amounted to PLN 198.4m compared to a consensus estimate of PLN 207m.

Cognor

Poland used about 11 million tonnes of steel in 2011, nearly 11% more than in 2010, but 1 million tonnes less than in the record year of 2007. 2012 steel usage is expected to increase to 11.25-11.6 million tonnes.

DSS

Firma Boegl&Krysl took over construction of a stretch of the A2 motorway from DSS.

IDM SA

DM IDMSA may purchase controlling stakes in PTE and an insurance carrier in 2012. The company says it is financially prepared for the acquisitions.

KGHM, Coal mining

The mining tax is not likely to enter into force in March.

Lotos

Lotos may invest LTL 10m (over PLN 12m) in the near future in shale gas prospecting in Lithuania.

Lotos would like to bring in Caspian oil via the Odessa-Brody-Gdańsk pipeline. The company says it can use about 3mt of Azeri Light crude for internal purposes, but it does not rule out higher purchases for further resale.

PGNiG

PGNiG is looking for a new CEO and two Vice-Presidents. Candidates can apply until 17 February.

PGNiG may increase its shale gas capex over PLN 200m provided that the energy regulator approves its gas tariff proposal.

PGNiG Energia has commenced trading in energy and carbon emission allowances through the TGE exchange.

With temperatures currently below minus 10 degrees, PGNiG may be losing up to PLN 10m a day because of a lack of a new price tariff.

PKN

PKN Orlen has ordered crude oil supplies to AB Orlen Lietuva from Gunvor. The estimated net value of the contract is USD 80m or PLN 257m at the central bank's PLN/USD exchange rate prevailing on 31 January 2012.

Following expiration of a strategic reserve maintenance contract between PKN and Maury Sp. z o.o. on 31 January, PKN is going to purchase USD 374m or PLN 1.198bn-worth of the oil stocks accumulated by Maury.

Oil & Gas	Shale gas exploration in the Baltic shelf based on licenses such as these held by Lotos is unprofitable at the moment.
Selena FM	Selena FM SA is planning to repurchase up to 2 million treasury shares for up to PLN 8m.
Stalprodukt	Stalprodukt submitted a binding bid on 10,961,600 shares representing an 86.92% equity stake in the government-owned ZGH Bolesław.
Telecoms	Anna Streżyńska, whose term as Head of the Office for Electronic Communications (UKE) is coming to an end, believes the telecom market is poised for growth in the coming years. Fully symmetrical mobile termination rates are scheduled to enter into force as of 2013, and there will be an increase in competition between the dominant operator TPSA and cable TV providers in the market for fixed-line internet.
TPSA	The telecom regulator UKE granted TPSA an extension of the deadline for installation of 220,000 broadband lines until March 2013 in exchange for the operator's commitment to ensure speeds of at least 30 Mbps on these lines.
Vantage Develop.	The Financial Supervision Authority (KNF) has approved the prospectus of Vantage Development.

Insider Trading and Fund Activity

Ferrum	Ferrum repurchased 8716 treasury shares at an avg. PLN 9.39 a share on 31 January.
IDM SA	Warsaw Equity Investments purchased a 9.99% stake in DM IDM SA.
Marvipol	Marvipol repurchased 195 treasury shares at an avg. PLN 9.60 a share on 31 January.

Corporate Action Calendar

Monday /30.01.12/	
BANK HANDLOWY	Q4 2011 earnings announcement.
ECHO INVESTMENT	Q4 2011 earnings announcement.

Economic Calendar

Wednesday /01.02.12/

Time	Region	Report	Period	Forecast	Previous
2:30	China	PMI Manufacturing	January		48.7
8:00	UK	Nationwide house price index	January		48.8
9:00	Poland	PMI Manufacturing	January		48.8
9:50	France	PMI Manufacturing	January		48.9
9:55	Germany	PMI Manufacturing	January		48.4
10:00	EU	PMI Manufacturing	January		46.9
10:30	UK	PMI Manufacturing	January	49.55	49.6
13:00	USA	Mortgage applications	Week		-5.0%
14:15	USA	ADP Employment Report	January	190,000	325,000
16:00	USA	Construction spending	December	0.5%	1.2%
16:00	USA	ISM Manufacturing	January	54.4	53.9
16:30	USA	Crude oil inventory	Week		334.8m

Thursday /02.02.12/

Time	Region	Report	Period	Forecast	Previous
0:50	Japan	Foreigners buying Japan bonds	Week		-363.0bn
0:50	Japan	Foreigners buying Japan stocks	Week		176.6bn
0:50	Japan	Japan buying foreign bonds	Week		76.1bn
0:50	Japan	Japan buying foreign stocks	Week		27.25bn
3:30	China	PMI Manufacturing	January		48.7
11:00	EU	PPI	December	-0.2% m/m; 4.2% y/y	0.2% m/m; 5.3% y/y
14:30	USA	Initial jobless claims	Week		377,000
14:30	USA	Nonfarm productivity	4Q	0.8% m/m	2.3% m/m; 0.9% y/y
14:30	USA	Unit labor cost	4Q	0.7% m/m	-2.5% m/m; 0.4% y/y
16:30	USA	Natural gas inventory	Week		3098bn

Friday /03.02.12/

Time	Region	Report	Period	Forecast	Previous
1:15	Japan	PMI Services	January		50.4
10:00	Poland	Retail sales	December		12.6% y/y
10:30	UK	Foreign reserves	January		43.62bn
10:30	UK	PMI Services	January		54
11:00	EU	Retail sales	December		-0.8% m/m; -2.5% y/y
14:30	USA	Average hourly earnings	January		19.54
14:30	USA	Average workweek hours	January		33.7
14:30	USA	Manufacturing payrolls change	January		23,000 m/m
14:30	USA	Nonfarm payrolls change	January		200,000 m/m
14:30	USA	Unemployment rate	January		8.5%
16:00	USA	ISM Non-Manufacturing	January		52.6

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

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
Banks										
GET BANK	Hold	2012-01-23	1.56	1.55	1.84	-15.8%	4.6	15.2		
HANDLOWY	Hold	2012-01-19	73.95	72.00	74.80	-3.7%	13.9	13.4		
ING BSK	Hold	2012-01-19	80.70	80.00	82.20	-2.7%	12.1	12.4		
KREDYT BANK	Reduce	2012-01-19	9.61	9.10	11.00	-17.3%	9.2	13.2		
MILLENNIUM	Reduce	2012-01-19	3.82	3.30	4.20	-21.4%	11.0	13.6		
PEKAO	Reduce	2012-01-19	145.90	135.00	157.60	-14.3%	14.4	15.1		
PKO BP	Accumulate	2012-01-19	32.89	35.00	34.85	0.4%	11.6	12.9		
Insurance										
PZU	Accumulate	2012-01-23	327.00	345.00	334.10	3.3%	12.0	12.3		
Financial services										
KRUK	Buy	2011-06-22	39.70	53.00	42.38	25.1%	11.1	9.6		
Fuels, chemicals										
CIECH	Buy	2012-01-16	17.35	21.50	19.48	10.4%	74.0	14.3	5.5	5.2
LOTOS	Hold	2012-01-16	21.80	21.60	26.10	-17.2%	4.7	8.1	6.0	8.1
PGNIG	Reduce	2012-01-16	4.04	3.69	3.89	-5.1%	17.9	23.7	9.1	7.9
PKN ORLEN	Hold	2011-11-17	39.25	39.00	36.72	6.2%	3.8	13.1	3.8	6.2
POLICE	Hold	2012-01-16	9.62	10.00	10.44	-4.2%	3.3	10.3	3.1	5.9
ZA PULAWY	Hold	2011-09-26	85.00	85.54	93.15	-8.2%	10.0	9.9	5.5	5.1
Power Utilities										
CEZ	Reduce	2012-01-05	140.00	124.90	130.00	-3.9%	10.9	9.5	7.1	6.7
ENEA	Accumulate	2011-11-04	17.77	21.24	18.05	17.7%	10.6	9.0	3.6	3.6
PGE	Accumulate	2012-01-02	20.70	23.07	20.49	12.6%	6.5	8.6	4.5	4.5
TAURON	Buy	2012-01-02	5.35	7.44	5.40	37.8%	7.4	7.0	4.4	4.1
Telecommunications										
NETIA	Hold	2012-01-23	5.66	5.70	5.67	0.5%	20.2	15.9	4.7	4.3
TPSA	Hold	2012-01-23	17.90	17.40	17.30	0.6%	11.9	19.2	4.2	5.0
Media										
AGORA	Buy	2012-01-23	10.66	15.30	12.00	27.5%	10.7	12.0	3.1	3.0
CINEMA CITY	Buy	2011-10-21	26.80	33.50	30.85	8.6%	16.8	12.9	8.1	6.6
CYFROWY POLSAT	Hold	2011-10-13	15.35	14.80	13.18	12.3%	14.2	11.5	9.7	7.6
TVN	Hold	2011-12-05	10.13	10.30	11.25	-8.4%	-	13.5	10.0	8.5
IT										
AB	Accumulate	2012-01-23	20.20	22.50	23.49	-4.2%	9.7	8.4	7.5	6.8
ACTION	Hold	2012-01-23	19.89	18.10	21.10	-14.2%	9.1	10.0	6.7	6.8
ASBIS	Buy	2012-01-23	2.05	2.47	2.38	3.8%	21.8	6.9	6.1	4.7
ASSECO POLAND	Buy	2011-05-27	49.60	65.00	46.81	38.9%	9.3	8.6	5.6	5.2
COMARCH	Reduce	2011-10-13	50.25	45.90	62.25	-26.3%	25.2	15.6	10.1	7.0
SYGNITY	Buy	2012-01-23	18.59	20.80	19.25	8.1%	60.1	12.9	6.3	5.0
Mining & Metals										
JSW	Buy	2012-01-23	99.00	127.00	106.00	19.8%	7.2	5.4	3.2	2.2
KGHM	Buy	2012-01-23	129.90	151.50	139.60	8.5%	2.6	8.1	1.6	3.0
LW BOGDANKA	Buy	2012-01-23	109.90	132.00	123.80	6.6%	26.8	12.2	11.7	6.1
Manufacturers										
ASTARTA	Hold	2011-12-29	51.50	53.9	57.25	-5.9%	2.8	3.8	3.7	4.5
BORYSZEW	Hold	2012-01-04	0.67	0.65	0.75	-13.3%	13.3	18.7	8.0	8.9
CEDC	Hold	2012-01-23	13.10	13.8	13.09	5.4%	3.7	3.6	7.5	6.4
CENTRUM KLIMA	Buy	2011-11-15	9.65	15.0	10.10	48.5%	9.8	8.6	6.4	5.5
FAMUR	Buy	2011-11-28	2.50	3.2	3.10	3.2%	14.8	12.3	6.3	5.8
IMPEXMETAL	Buy	2012-01-19	3.46	5.7	3.88	46.9%	7.7	9.7	5.9	6.3
KERNEL	Reduce	2012-01-10	71.00	61.1	68.50	-10.8%	6.4	5.7	5.4	4.4
KĘTY	Buy	2011-11-07	101.00	136.7	107.00	27.8%	9.5	8.9	5.9	5.6
KOPEX	Accumulate	2012-01-23	21.30	22.5	23.58	-4.6%	12.8	12.3	8.4	6.8
MONDI	Buy	2012-01-23	58.30	77.0	61.60	25.0%	7.5	9.1	5.1	6.2
ROVESE	Buy	2011-12-29	4.02	6.0	5.46	9.9%	18.7	13.0	8.2	6.9
Construction										
BUDIMEX	Accumulate	2012-01-23	79.00	87.30	85.00	2.7%	9.1	9.0	4.6	5.1
ELEKTROBUDOWA	Accumulate	2012-01-26	97.80	112.40	99.55	12.9%	11.9	10.2	6.4	6.1
ERBUD	Buy	2012-01-26	17.25	24.00	18.61	29.0%	-	6.8	-	4.4
MOSTOSTAL WAR.	Buy	2012-01-26	18.72	27.20	19.44	39.9%	20.8	8.4	6.5	2.9
PBG	Hold	2012-01-26	76.90	78.50	82.00	-4.3%	5.9	5.5	8.2	5.9
POLIMEX MOSTOSTAL	Buy	2012-01-26	1.69	2.01	1.80	11.7%	12.0	7.9	6.0	5.1
RAFAKO	Buy	2012-01-23	7.63	11.00	7.90	39.2%	7.9	9.0	3.2	2.9
TRAKCJA TILTRA	Suspended	2011-12-19	1.10	-	1.30	-	-	-	-	-
ULMA CP	Accumulate	2012-01-23	60.70	69.30	58.00	19.5%	8.9	9.6	3.3	3.4
UNIBEP	Buy	2012-01-23	6.04	7.00	6.22	12.5%	10.8	5.2	8.6	5.1
ZUE	Buy	2012-01-26	7.33	9.20	7.21	27.6%	7.6	7.2	4.5	3.7
Property Developers										
BBI DEVELOPMENT	Hold	2012-01-23	0.32	0.34	0.32	6.3%	16.8	5.1	25.9	9.4
DOM DEVELOPMENT	Hold	2012-01-23	29.50	31.40	33.53	-6.4%	11.4	9.6	10.3	8.3
ECHO	Buy	2012-01-24	3.75	4.70	3.95	19.0%	8.4	4.0	9.3	6.6
GTC	Hold	2012-01-24	9.00	9.40	10.58	-11.2%	4.9	3.1	8.5	7.0
J.W.C.	Reduce	2012-01-23	7.15	6.10	7.60	-19.7%	16.0	12.7	14.0	13.6
PA NOVA	Buy	2012-01-23	19.23	25.80	19.50	32.3%	11.1	10.9	10.8	13.8
POLNORD	Hold	2012-01-23	15.10	15.70	16.97	-7.5%	6.6	5.5	11.1	14.3
ROBYG	Accumulate	2012-01-23	1.22	1.43	1.21	18.2%	36.5	4.2	62.0	5.6
Retail/Wholesale										
EUROCASH	Buy	2012-01-20	29.40	37.40	29.99	24.7%	30.2	24.0	16.1	13.4
LPP	Buy	2012-01-23	2 017.50	2 300.00	2 017.00	14.0%	16.0	13.5	9.7	8.4
NFI EMF	Hold	2011-12-29	8.34	8.80	9.40	-6.4%	14.6	18.8	6.7	6.1
NG2	Buy	2011-12-29	46.50	54.00	49.89	8.2%	14.7	13.3	11.0	9.6
VISTULA	Hold	2011-11-21	0.86	0.90	1.14	-21.1%	-	18.5	9.7	8.2

CEE bank valuations /31.01.2012/

	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH BANKS													
Get Bank	1.84	9.8	4.6	15.2	14%	24%	6%	1.2	1.0	0.9	0.0%	0.0%	0.0%
Handlowy	74.8	12.9	13.9	13.4	12%	11%	11%	1.5	1.5	1.4	5.0%	7.6%	3.6%
ING BSK	82.2	14.2	12.1	12.4	14%	15%	13%	1.9	1.7	1.5	0.0%	1.8%	0.8%
Kredyt Bank	11.0	16.1	9.2	13.2	7%	11%	7%	1.1	1.0	0.9	0.0%	3.4%	0.0%
Millenium	4.2	14.9	11.0	13.6	9%	11%	8%	1.2	1.1	1.0	0.0%	2.4%	0.0%
Pekao	157.6	16.4	14.4	15.1	13%	14%	12%	2.0	1.9	1.8	1.8%	4.3%	3.5%
PKO BP	34.9	13.5	11.6	12.9	15%	17%	14%	2.0	1.9	1.8	5.5%	5.7%	4.3%
Median		14.2	11.6	13.4	13%	14%	11%	1.5	1.5	1.4	0.0%	3.4%	0.8%
INVESTORS IN POLISH BANKS													
AIB	0.1	-	-	-	-	-	-	0.2	0.1	0.1	0.0%	0.0%	0.0%
BCP	0.1	2.7	6.8	5.9	4%	3%	3%	0.1	0.1	0.1	14.1%	3.0%	3.0%
Citigroup	30.7	7.8	7.9	7.1	8%	7%	7%	0.5	0.5	0.5	0.0%	0.1%	1.1%
Commerzbank	1.8	2.1	13.4	6.3	13%	3%	6%	0.3	0.4	0.4	0.0%	0.0%	0.8%
ING	7.0	6.7	4.9	5.2	10%	13%	11%	0.7	0.6	0.6	0.0%	0.0%	3.2%
KBC	14.5	3.1	4.3	3.1	15%	8%	14%	0.5	0.5	0.4	5.3%	2.4%	4.0%
UCI	3.8	4.6	-	3.6	2%	-	4%	0.1	0.1	0.1	8.0%	0.2%	7.2%
Median		3.8	6.8	5.5	9%	7%	7%	0.3	0.4	0.4	0.0%	0.1%	3.0%
FOREIGN BANKS													
BEP	3.3	7.8	11.2	11.8	6%	6%	5%	0.5	0.6	0.6	6.7%	5.2%	5.0%
Deutsche Bank	32.4	6.2	6.6	6.3	7%	9%	9%	0.6	0.6	0.5	2.3%	2.4%	2.5%
Erste Bank	16.8	7.2	39.6	7.2	8%	-	8%	0.5	0.6	0.6	3.7%	0.0%	2.6%
Komercni B.	3699.0	10.9	12.3	10.7	18%	15%	17%	1.9	1.8	1.7	5.5%	5.8%	6.7%
OTP	4013.0	8.7	9.5	7.5	10%	9%	11%	0.8	0.8	0.7	2.9%	2.8%	4.5%
Santander	6.0	6.1	7.0	6.8	12%	10%	11%	0.7	0.7	0.7	9.7%	9.9%	9.6%
Turkiye Garanti B.	6.4	8.3	8.8	8.5	22%	18%	16%	1.7	1.5	1.3	2.1%	2.1%	2.2%
Turkiye Halk B.	11.7	7.4	7.4	7.3	30%	25%	21%	2.0	1.7	1.4	2.9%	2.7%	3.1%
Sberbank	3.0	12.9	6.4	6.6	18%	27%	22%	2.2	1.6	1.3	0.7%	2.2%	2.5%
VTB Bank	4.7	14.8	7.7	7.8	10.7%	15.2%	13.5%	1.4	1.1	1.0	1.0%	1.2%	1.3%
Median		8.1	8.2	7.4	11%	15%	12%	1.1	0.9	0.9	2.9%	2.5%	2.8%

Insurance company valuations /31.01.2012/


	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES													
PZU	334.1	11.8	12.0	12.3	20%	19%	18%	2.3	2.2	2.2	47.5%	7.8%	7.5%
FOREIGN COMPANIES													
Vienna Insurance G.	33.0	10.9	10.3	9.5	9%	10%	9%	1.0	1.0	0.9	3.0%	3.3%	3.7%
Uniqa	11.1	22.6	-	11.5	5%	-	12%	1.1	1.4	1.3	3.1%	0.3%	3.5%
Aegon	3.7	4.4	8.4	6.3	10%	4%	6%	0.4	0.4	0.4	0.0%	2.8%	5.5%
Allianz	84.7	7.5	10.6	7.3	12%	8%	11%	0.9	0.9	0.8	5.4%	5.1%	5.5%
Aviva	3.5	5.6	6.9	6.1	16%	12%	13%	0.8	0.8	0.8	7.3%	7.7%	8.1%
AXA	11.6	7.4	5.9	5.8	8%	11%	11%	0.6	0.6	0.5	5.9%	6.2%	6.9%
Baloise	70.6	7.7	17.5	7.5	11%	6%	11%	0.8	0.8	0.8	6.6%	6.2%	6.6%
Generali	57.2	8.0	7.6	7.3	9%	9%	10%	0.8	0.8	0.7	4.6%	6.7%	6.9%
Helvetia	309.0	7.9	8.8	7.3	11%	10%	11%	0.8	0.8	0.8	5.0%	5.4%	5.7%
Mapfre	2.5	8.4	8.1	7.6	14%	14%	14%	1.1	1.1	1.0	5.9%	6.1%	6.3%
RSA Insurance	1.1	9.7	7.4	7.1	12%	15%	14%	1.0	1.0	0.9	8.2%	8.9%	9.2%
Zurich Financial	221.0	8.8	8.2	7.6	12%	12%	12%	1.0	1.0	1.0	7.7%	8.1%	8.2%
Median		8.0	8.2	7.3	11%	10%	11%	0.8	0.9	0.8	5.6%	6.1%	6.4%

Fuel producer valuations /31.01.2012/


	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
OIL COMPANIES																
Lotos	26.1	6.4	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	36.7	4.7	3.8	6.2	0.3	0.2	0.2	6.6	3.8	13.1	7%	6%	4%	0.0%	0.0%	8.0%
MOL	18800.0	6.1	5.2	4.8	0.8	0.6	0.7	10.4	7.7	7.4	13%	12%	14%	2.7%	3.6%	4.5%
OMV	25.1	3.6	3.5	3.1	0.6	0.5	0.5	6.3	7.4	6.3	18%	13%	15%	4.1%	4.1%	4.3%
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%	8.1%
Tupras	40.5	6.7	4.9	5.4	0.4	0.2	0.2	12.0	9.4	9.0	5%	5%	4%	6.4%	7.9%	8.3%
Unipetrol	172.0	6.0	7.3	5.9	0.4	0.3	0.3	25.9	37.5	19.2	6%	4%	6%	0.4%	1.0%	2.3%
Median		6.1	5.2	5.9	0.5	0.4	0.3	9.9	7.7	8.1	7%	6%	5%	2.7%	3.6%	4.5%
GAS COMPANIES																
PGNiG	3.9	5.4	9.1	7.9	1.1	1.1	1.1	9.4	17.9	23.7	21%	12%	15%	0.6%	3.1%	2.2%
Gazprom	184.0	4.0	2.8	2.9	1.6	1.1	1.1	4.9	3.3	3.6	40%	41%	38%	1.4%	3.1%	3.5%
GDF Suez	20.8	6.1	5.5	5.1	1.1	1.0	1.0	10.6	12.5	11.3	18%	18%	19%	7.4%	7.4%	7.6%
Gas Natural SDG	12.5	7.1	7.0	6.7	1.8	1.6	1.6	9.7	9.9	9.2	25%	23%	23%	6.4%	6.5%	7.0%
Median		5.7	6.3	5.9	1.4	1.1	1.1	9.5	11.2	10.2	23%	21%	21%	3.9%	4.8%	5.3%

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


Power utilities valuations /31.01.2012/

	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
ENERGY COMPANIES																
CEZ	130.0	6.4	7.1	6.7	2.8	2.9	2.8	8.9	10.9	9.5	45%	41%	42%	6.7%	6.4%	5.5%
ENEA	18.1	3.8	3.6	3.6	0.7	0.6	0.6	12.5	10.6	9.0	17%	16%	17%	2.1%	2.3%	2.7%
PGE	20.5	5.7	4.5	4.5	1.9	1.2	1.3	12.7	6.5	8.6	33%	28%	28%	4.1%	3.2%	7.7%
TAURON	5.4	3.6	4.4	4.1	0.6	0.6	0.6	11.0	7.4	7.0	18%	14%	14%	0.1%	2.7%	4.1%
E.ON	16.3	5.0	7.2	6.2	0.8	0.7	0.7	6.1	13.1	9.9	16%	10%	11%	9.1%	6.1%	6.7%
EDF	17.6	4.7	5.2	4.8	1.2	1.2	1.1	9.5	9.7	8.4	26%	23%	24%	6.5%	6.6%	6.9%
Endesa	15.0	4.9	5.1	5.0	1.4	1.2	1.1	7.0	7.4	7.2	28%	23%	23%	7.1%	6.8%	7.0%
ENEL SpA	3.1	5.4	5.3	5.3	1.3	1.2	1.2	6.9	7.1	6.9	25%	23%	23%	8.7%	8.4%	8.7%
Fortum	16.8	8.6	7.9	8.2	3.5	3.3	3.3	10.5	10.9	10.7	41%	42%	40%	6.0%	6.1%	6.0%
Iberdrola	4.5	7.7	7.3	6.8	2.1	1.9	1.8	8.8	9.0	8.5	28%	25%	26%	7.3%	7.4%	7.7%
RWE AG	29.2	3.7	4.5	4.2	0.7	0.7	0.7	4.2	6.9	6.9	19%	16%	17%	12.0%	7.2%	7.3%
Median		5.0	5.2	5.0	1.3	1.2	1.1	8.9	9.0	8.5	26%	23%	23%	6.7%	6.4%	6.9%

Fertilizer producer and chemical company valuations /31.01.2012/

	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
FERTILIZER PRODUCERS																
POLICE	10.4	12.7	3.1	5.9	0.5	0.4	0.4	28.5	3.3	10.3	4%	12%	6%	0.0%	0.0%	0.0%
ZA Pulawy	93.2	3.9	5.5	5.1	0.6	0.5	0.5	6.0	10.0	9.9	15%	10%	10%	1.1%	5.0%	5.0%
Acron	42.4	9.2	4.3	4.9	2.0	1.4	1.4	12.7	5.5	6.9	22%	32%	28%	1.9%	7.6%	3.3%
Agrium	61.0	7.5	4.1	4.1	1.0	0.7	0.6	12.6	6.5	6.5	14%	16%	16%	0.2%	0.2%	0.4%
DSM	39.2	3.4	3.6	3.6	1.4	1.4	1.4	34.2	31.9	31.4	41%	40%	40%	2.0%	2.2%	2.3%
K+S	36.5	8.1	6.2	5.9	1.5	1.4	1.4	16.4	10.4	9.6	19%	23%	24%	2.5%	4.0%	4.4%
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	-	10.2	6.9	-	6.7	4.8	-	15.5	10.8	-	66%	69%	-	3.6%	6.1%
Yara	236.1	7.4	5.0	5.6	1.2	1.0	1.0	11.2	6.7	7.4	16%	20%	18%	2.5%	2.7%	3.0%
Median		7.8	5.0	5.6	1.3	1.4	1.4	14.5	10.0	9.9	18%	23%	24%	1.6%	2.7%	3.0%
CHEMICAL COMPANIES																
Ciech	19.5	5.3	5.5	5.2	0.5	0.5	0.5	26.6	-	14.3	10%	8%	10%	0.0%	0.0%	0.0%
Akzo Nobel	39.8	5.7	6.0	5.9	0.8	0.7	0.7	12.0	13.1	12.4	14%	12%	12%	3.6%	3.6%	3.8%
BASF	58.8	6.1	5.9	6.3	1.1	0.9	1.0	10.7	9.2	10.7	18%	16%	16%	3.6%	4.0%	4.1%
Croda	19.4	12.5	10.5	10.0	2.9	2.7	2.6	21.2	16.4	15.3	23%	25%	26%	1.8%	2.7%	3.0%
Dow Chemical	33.5	8.3	7.4	7.3	1.1	1.0	1.0	18.0	12.8	12.0	14%	14%	13%	1.8%	2.7%	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	3.7	6.4	5.0	4.8	1.5	1.3	1.2	14.1	9.0	9.1	23%	25%	24%	1.0%	1.4%	2.2%
Soda Sanayii	3.3	7.3	4.6	5.0	1.3	1.1	1.0	12.4	6.3	7.6	18%	23%	20%	-	3.4%	4.8%
Solvay	75.4	4.2	3.3	2.3	0.6	0.5	0.3	24.1	15.3	11.4	14%	16%	15%	4.0%	3.8%	4.1%
Tata Chemicals	341.4	7.6	7.4	6.0	1.4	1.2	1.1	12.1	11.7	10.0	19%	17%	18%	2.5%	2.6%	3.1%
Tessenderlo Chemie	26.1	5.6	5.1	4.8	0.4	0.5	0.5	34.3	11.7	11.1	8%	9%	9%	4.8%	5.1%	5.2%
Wacker Chemie	70.1	3.1	3.2	3.8	0.8	0.7	0.8	6.9	7.5	11.1	25%	23%	20%	3.3%	4.1%	3.3%
Median		5.9	5.3	5.1	1.0	0.8	0.9	13.3	11.7	11.1	18%	16%	16%	2.5%	3.0%	3.2%

European national telecom operator valuations /31.01.2012/

	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
POLISH COMPANIES																
Netia	5.7	5.2	4.7	4.3	1.2	1.1	1.0	36.1	20.2	15.9	23%	24%	24%	0.0%	3.4%	5.0%
TPSA	17.3	5.9	4.2	5.0	1.8	1.8	1.9	-	11.9	19.2	30%	42%	38%	8.7%	12.1%	8.7%
Median		5.5	4.5	4.6	1.5	1.4	1.4	36.1	16.1	17.6	27%	33%	31%	4.3%	7.8%	6.8%
MID CAPS																
Belgacom	23.9	4.4	5.1	5.3	1.5	1.5	1.5	9.8	10.0	10.4	33%	30%	29%	9.1%	9.1%	9.2%
Cesky Telecom	386.0	4.9	5.7	6.3	2.2	2.4	2.4	12.1	15.5	14.8	45%	41%	38%	10.2%	9.7%	9.2%
Hellenic Telekom	2.8	3.4	3.8	3.8	1.1	1.3	1.3	4.0	5.2	4.7	34%	33%	34%	5.5%	5.2%	6.8%
Matav	535.0	4.6	4.8	4.8	1.6	1.6	1.7	11.1	11.6	11.1	35%	34%	35%	10.5%	9.4%	9.7%
Portugal Telecom	3.8	3.8	2.5	2.3	1.5	0.9	0.8	9.0	6.8	6.7	39%	36%	35%	16.7%	23.8%	17.6%
Telecom Austria	8.9	4.5	4.9	5.1	1.6	1.7	1.7	12.6	20.4	16.4	35%	34%	33%	8.4%	7.4%	7.4%
Median		4.5	4.8	4.9	1.5	1.6	1.6	10.5	10.8	10.8	35%	34%	35%	10%	9%	9%
BIG CAPS																
BT	2.0	4.7	4.4	4.3	1.2	1.3	1.3	14.1	10.1	9.1	26%	29%	31%	3.4%	3.6%	4.1%
DT	8.6	4.4	4.7	4.8	1.4	1.5	1.5	10.9	11.6	11.8	31%	31%	31%	8.3%	8.2%	8.2%
FT	11.5	4.2	4.3	4.4	1.4	1.4	1.4	6.2	7.4	7.6	34%	33%	33%	12.2%	12.2%	12.2%
KPN	8.4	4.4	4.6	4.6	1.8	1.8	1.8	7.3	6.8	6.7	41%	40%	40%	9.5%	10.1%	10.7%
Swisscom	363.3	5.9	6.0	6.1	2.3	2.4	2.4	10.0	9.8	9.9	39%	40%	40%	6.1%	6.0%	6.4%
TELEFONICA	13.3	4.7	5.8	5.3	2.0	1.9	1.9	7.6	9.2	8.4	43%	34%	36%	10.5%	12.0%	9.8%
TeliaSonera	45.3	6.6	6.7	6.4	2.3	2.4	2.3	9.8	10.4	9.6	35%	35%	36%	5.5%	6.2%	6.7%
TI	0.8	4.5	4.2	4.2	1.9	1.7	1.7	6.4	6.2	6.3	42%	41%	41%	7.2%	8.6%	9.8%
Median		4.6	4.7	4.7	1.8	1.8	1.8	8.7	9.5	8.8	37%	35%	36%	7.8%	8.4%	9.0%

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

IT company valuations /31.01.2012/

	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
POLISH COMPANIES																
AB	23.5	7.7	7.5	6.8	0.2	0.1	0.1	7.3	9.7	8.4	2%	2%	2%	1.4%	1.0%	1.2%
ACTION	21.1	9.3	6.7	6.8	0.2	0.2	0.2	13.9	9.1	10.0	2%	3%	2%	3.9%	2.0%	2.2%
ASBIS	2.4	6.6	6.1	4.7	0.1	0.1	0.1	43.0	21.8	6.9	1%	1%	1%	0.0%	0.0%	0.0%
ASSECO POLAND	46.8	6.5	5.6	5.2	1.4	1.0	0.9	8.7	9.3	8.6	21%	18%	17%	3.1%	3.8%	3.5%
COMARCH	62.3	6.3	10.1	7.0	0.5	0.6	0.5	11.5	25.2	15.6	8%	6%	8%	0.0%	0.0%	0.0%
KOMPUTRONIK	6.8	7.1	5.0	4.0	0.1	0.1	0.1	18.0	9.6	6.4	2%	2%	2%	0.0%	0.0%	2.1%
SYGNITY	19.3	-	6.3	5.0	0.5	0.4	0.4	-	60.1	12.9	-	7%	7%	0.0%	0.0%	0.0%
Median		6.8	6.3	5.2	0.2	0.2	0.2	12.7	9.7	8.6	2%	3%	2%	0.0%	0.0%	1.2%
FOREIGN COMPANIES																
Accenture	57.3	10.7	9.2	8.4	1.7	1.4	1.3	21.8	17.0	15.1	16%	15%	16%	1.7%	1.6%	2.3%
Atos Origin	38.4	6.4	4.8	3.8	0.7	0.5	0.4	14.2	12.1	10.0	10%	10%	10%	0.4%	1.5%	1.8%
CapGemini	27.9	4.7	3.9	3.8	0.4	0.4	0.3	13.3	11.8	11.0	9%	9%	9%	3.2%	3.7%	3.9%
IBM	192.6	10.3	9.3	8.8	2.5	2.3	2.2	16.8	14.4	13.0	24%	24%	25%	1.3%	1.5%	1.6%
Indra Sistemas	10.1	6.0	6.0	5.8	0.7	0.7	0.7	7.9	8.7	8.8	12%	12%	11%	6.5%	6.5%	6.6%
LogicaCMG	0.8	4.4	5.0	4.8	0.4	0.4	0.4	6.2	8.0	7.0	9%	7%	8%	5.3%	5.9%	6.1%
Microsoft	29.5	8.0	6.9	6.5	3.4	3.0	2.8	14.3	11.4	10.7	42%	43%	43%	1.8%	1.9%	2.6%
Oracle	28.2	11.1	8.0	7.8	5.2	3.9	3.7	17.4	12.9	12.0	47%	49%	48%	0.7%	0.6%	0.9%
SAP	46.2	14.2	11.4	10.9	4.7	4.1	3.8	21.2	16.7	15.4	33%	36%	35%	1.3%	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%	5.8%
Median		7.2	6.4	6.1	1.2	1.1	1.0	14.3	12.0	10.8	14%	14%	14%	1.8%	1.8%	2.4%

Media company valuations /31.01.2012/

	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
POLISH COMPANIES																
AGORA	12.0	3.3	3.1	3.0	0.5	0.4	0.4	8.5	10.7	12.0	15%	13%	12%	4.2%	4.2%	4.2%
CYFROWY POLSAT	13.2	14.6	9.7	7.6	4.0	2.8	2.3	13.7	14.2	11.5	27%	29%	30%	4.3%	0.0%	3.5%
TVN	11.3	10.1	10.0	8.5	2.5	2.4	2.2	-	-	13.5	25%	24%	26%	2.8%	0.0%	-
DAILY																
Arnolgo Mondadori	1.4	4.8	5.1	5.4	0.4	0.4	0.5	6.8	7.2	8.0	9%	9%	8%	11.5%	11.1%	11.2%
Axel Springer	35.8	7.1	6.2	6.2	1.3	1.2	1.1	11.7	12.1	12.0	18%	19%	18%	4.4%	4.7%	4.8%
Daily Mail	4.4	7.0	7.4	7.2	1.3	1.3	1.3	9.3	9.3	9.1	19%	18%	18%	3.5%	3.9%	4.2%
Gruppo Editoriale	1.1	3.9	3.6	3.6	0.7	0.6	0.6	8.1	7.2	7.1	17%	18%	18%	7.0%	7.9%	8.2%
Mclatchy	2.4	5.6	6.4	6.8	1.5	1.7	1.7	3.8	4.2	5.8	27%	26%	25%	0.0%	0.0%	0.0%
Naspers	391.8	23.9	21.2	21.9	5.7	5.0	4.3	28.0	22.3	21.5	24%	24%	20%	0.6%	0.8%	0.8%
New York Times	7.5	4.2	4.5	4.6	0.7	0.7	0.7	10.8	12.1	11.2	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	2.1	11.1	9.0	20%	18%	21%	0.0%	0.0%	0.0%
SPIR Comm	23.9	5.8	5.7	3.8	0.2	0.2	0.2	-	-	21.0	4%	4%	6%	0.0%	0.0%	0.4%
Trinity Mirror	0.5	1.7	1.9	2.0	0.3	0.4	0.4	1.7	1.8	1.9	20%	18%	18%	1.3%	1.3%	3.9%
Mediana		5.7	6.0	5.8	1.0	0.9	0.9	8.1	9.3	9.1	18%	18%	18%	1.0%	1.0%	2.4%
TV																
Antena 3 Televis	4.8	7.5	9.0	9.8	1.5	1.5	1.5	9.4	11.0	12.1	20%	16%	15%	8.3%	7.7%	6.8%
CETV	136.5	14.4	9.4	7.8	2.1	1.8	1.7	-	-	-	15%	19%	21%	0.0%	0.0%	0.0%
Gestevision Telecinco	4.5	8.2	9.6	11.1	2.1	1.8	1.8	7.4	11.2	12.9	26%	18%	16%	8.2%	8.0%	7.4%
ITV PLC	0.7	7.7	6.9	6.7	1.6	1.5	1.5	13.9	10.5	10.1	20%	22%	23%	0.5%	1.9%	3.1%
M6-Metropole Tel	12.8	4.2	4.3	4.4	0.9	0.9	0.9	10.7	10.6	11.0	21%	22%	21%	7.3%	7.9%	7.7%
Mediaset SPA	2.3	5.0	4.0	4.1	1.2	1.2	1.2	6.1	8.7	9.3	23%	28%	28%	14.4%	10.5%	10.0%
RTL Group	75.6	9.3	8.6	8.8	2.0	1.9	1.9	18.0	16.4	16.0	22%	22%	22%	5.9%	6.7%	7.1%
TF1-TV Francaise	8.4	5.9	5.0	5.3	0.7	0.7	0.7	13.6	10.0	10.3	12%	14%	13%	5.5%	7.3%	7.3%
Mediana		7.6	7.7	7.2	1.5	1.5	1.5	10.7	10.6	11.0	21%	20%	21%	6.6%	7.5%	7.2%
PAY TV																
BSkyB PLC	6.9	11.4	9.7	8.5	2.3	2.1	1.9	22.7	17.3	14.1	20%	22%	23%	2.7%	3.1%	3.6%
Canal Plus	4.3	3.2	3.1	3.0	0.2	0.2	0.1	13.5	12.7	12.3	5%	5%	5%	6.3%	6.7%	6.7%
Cogeco	48.3	6.5	5.8	5.4	2.5	2.4	2.2	19.9	14.2	10.1	39%	41%	42%	1.2%	1.4%	2.1%
Comcast	26.6	6.8	5.4	5.0	2.6	1.7	1.6	21.1	17.5	14.2	39%	32%	32%	1.4%	1.7%	1.8%
Liberty Global	45.9	8.1	7.0	6.6	3.6	3.2	3.0	-	-	26.7	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	19.8	7.3	6.1	5.8	3.3	2.6	2.5	15.3	12.7	11.8	46%	43%	43%	4.4%	4.6%	4.8%
Mediana		6.8	5.8	5.4	2.6	2.4	2.2	17.6	13.5	12.3	39%	41%	42%	2.1%	2.4%	2.9%

Mining company valuations /31.01.2012/

	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
POLISH COMPANIES																
KGHM	139.6	4.1	1.6	3.0	1.6	0.9	1.2	6.1	2.6	8.1	39%	57%	40%	10.6%	10.6%	14.3%
FOREIGN COMPANIES																
Anglo Amer.	26.2	4.1	3.4	3.1	1.6	1.4	1.2	6.6	5.1	4.5	40%	41%	41%	2.0%	2.8%	3.2%
BHP Billiton	21.2	4.8	3.1	2.9	2.3	1.7	1.5	9.0	5.1	5.1	48%	53%	53%	4.0%	4.5%	5.2%
Freeport-MCMOR	46.2	4.8	4.6	4.6	2.5	2.2	2.2	10.4	9.6	9.7	52%	49%	48%	1.6%	3.3%	2.8%
Rio Tinto	38.1	3.3	3.0	2.9	1.5	1.3	1.3	5.4	4.6	4.5	46%	45%	44%	2.6%	3.2%	3.4%
Southern Peru	34.7	10.1	7.5	7.1	5.8	4.3	4.1	18.6	12.5	12.2	57%	57%	59%	4.6%	6.3%	5.3%
Median		4.8	3.4	3.1	2.3	1.7	1.5	9.0	5.1	5.1	48%	49%	48%	2.6%	3.3%	3.4%

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

Construction company valuations /31.01.2012/

	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
POLISH COMPANIES																
Budimex	85.0	1.0	4.6	5.1	0.1	0.3	0.3	8.1	9.1	9.0	8%	6%	5%	8.0%	10.7%	5.5%
Elektrobudowa	99.6	6.6	6.4	6.1	0.5	0.5	0.4	10.5	11.9	10.2	8%	7%	7%	3.5%	6.0%	2.9%
Erbud	18.6	4.7	-	4.4	0.1	0.2	0.2	19.3	-	6.8	3%	-	4%	2.7%	1.3%	0.0%
Mostostal Warszawa	19.4	0.8	6.5	2.9	0.0	0.1	0.1	6.2	20.8	8.4	5%	2%	3%	9.2%	2.8%	1.4%
PBG	82.0	6.2	8.2	5.9	0.7	0.9	0.5	5.2	5.9	5.5	12%	10%	8%	1.7%	1.7%	1.7%
Polimex Mostostal	1.8	4.5	6.0	5.1	0.3	0.3	0.3	7.6	12.0	7.9	7%	5%	6%	2.2%	0.0%	0.0%
Rafako	7.9	4.9	3.2	2.9	0.3	0.2	0.2	12.6	7.9	9.0	6%	8%	7%	3.8%	7.2%	0.0%
Trakcja Tiltra	1.3	-	4.3	3.5	-	0.3	0.2	6.4	4.2	3.8	-	8%	7%	0.0%	0.0%	0.0%
Ulma Construccoon	58.0	4.9	3.3	3.4	2.4	1.6	1.6	29.8	8.9	9.6	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	5.2	5%	4%	7%	1.6%	0.0%	0.0%
ZUE	7.2	5.6	4.5	3.7	0.5	0.3	0.3	9.4	7.6	7.2	8%	8%	8%	1.0%	0.0%	0.0%
Median		4.9	6.0	4.7	0.3	0.3	0.3	8.7	9.1	8.2	7%	7%	7%	2.4%	1.5%	0.0%
FOREIGN COMPANIES																
AMEC	10.0	9.6	8.2	7.2	0.9	0.8	0.7	17.0	14.9	12.9	9%	10%	10%	2.0%	2.9%	3.3%
BILFINGER	69.9	10.4	9.9	9.4	0.6	0.6	0.6	12.5	14.2	13.0	6%	6%	7%	3.4%	4.2%	3.8%
EIFPAGE	23.5	8.4	8.0	7.6	1.2	1.1	1.1	8.8	9.2	8.1	14%	14%	15%	5.2%	5.1%	5.2%
HOCHTIEF	49.3	4.6	5.7	3.7	0.3	0.3	0.2	14.8	-	11.8	6%	4%	7%	3.4%	3.1%	5.5%
NCC	140.6	7.2	7.4	5.7	0.3	0.3	0.3	12.5	13.6	9.8	5%	4%	5%	4.5%	6.6%	7.3%
SKANSKA	118.8	6.6	7.2	7.4	0.4	0.4	0.4	14.0	12.0	14.8	5%	5%	5%	4.9%	5.1%	5.2%
STRABAG	22.4	4.0	3.7	3.7	0.2	0.2	0.2	14.7	13.0	12.6	5%	5%	5%	2.3%	2.9%	2.9%
Median		7.2	7.4	7.2	0.4	0.4	0.4	14.0	13.3	12.6	6%	5%	7%	3.4%	4.2%	5.2%

Property developer valuations /31.01.2012/

	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
POLISH COMPANIES																
BBI Development	0.3	9.2	25.9	9.4	0.7	0.7	0.6	14.0	16.8	5.1	42%	24%	46%	0.0%	0.0%	0.0%
Dom Development	33.5	14.1	10.3	8.3	1.1	1.0	0.9	20.4	11.4	9.6	12%	16%	14%	2.4%	2.7%	5.3%
Echo Investment	4.0	19.8	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	10.6	16.0	8.5	7.0	0.5	0.5	0.4	13.1	4.9	3.1	66%	127%	159%	0.0%	0.0%	0.0%
J.W. Construction	7.6	6.0	14.0	13.6	0.9	0.8	0.8	4.5	16.0	12.7	25%	22%	26%	0.0%	0.0%	0.0%
PA Nova	19.5	9.8	10.8	13.8	0.8	0.8	0.7	9.7	11.1	10.9	19%	18%	19%	0.0%	0.0%	0.0%
Polnord	17.0	21.7	11.1	14.3	0.3	0.3	0.3	7.3	6.6	5.5	28%	31%	22%	5.1%	1.9%	3.1%
Robyg	1.2	14.1	62.0	5.6	0.8	0.8	0.7	9.8	36.5	4.2	17%	9%	25%	0.0%	5.8%	1.1%
Median		14.1	11.0	8.9	0.8	0.8	0.7	10.6	11.2	5.3	27%	23%	26%	0%	0%	0%
FOREIGN COMPANIES																
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	2.5	19.5	17.5	16.4	0.7	0.7	0.7	13.9	13.2	12.6	55%	55%	57%	5.2%	5.5%	5.6%
CORIO	35.6	17.9	17.1	16.2	0.8	0.8	0.8	12.5	12.2	11.7	78%	83%	82%	7.4%	7.7%	7.8%
DEUTSCHE EUROSHOP	26.1	21.3	16.3	14.9	1.1	1.0	1.1	18.7	19.1	17.0	87%	87%	87%	4.2%	4.3%	4.5%
ECHO INVESTMENT	4.0	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	19.0	18.6	18.1	0.9	0.8	0.7	19.2	19.2	18.7	80%	77%	77%	4.2%	4.3%	4.5%
KLEPIERRE	23.0	16.7	16.0	15.5	1.1	0.9	1.0	14.7	12.2	12.5	84%	85%	85%	5.5%	6.0%	6.1%
SPARKASSEN IMMO	4.4	19.8	15.8	15.4	0.6	0.6	0.6	60.0	18.6	15.1	47%	48%	48%	0.0%	3.0%	3.4%
UNIBAIL-RODAMCO	146.8	20.5	19.7	19.1	1.1	1.2	1.1	16.3	16.4	15.6	84%	84%	85%	5.5%	5.5%	5.7%
Median		19.5	17.1	16.2	0.9	0.8	0.8	15.5	16.4	12.6	78%	83%	77%	4.2%	4.3%	4.5%

Machinery manufacturer valuations /31.01.2012/

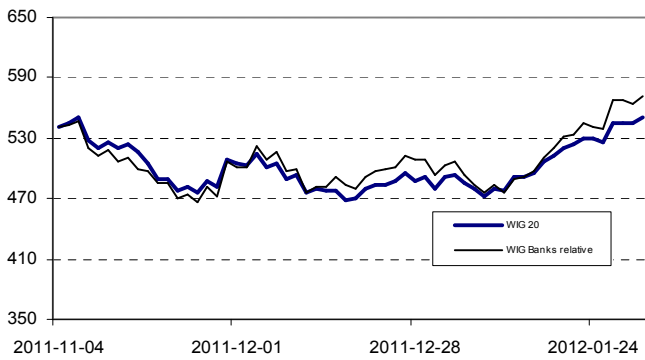
	Price	EV/EBITDA			EV/S				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
FAMUR	3.1	12.7	6.3	5.8	2.3	2.0	1.8	20.3	14.8	12.3	18%	32%	30%	0.0%	5.8%	0.0%
KOPEX	23.6	12.5	8.4	6.8	1.0	1.0	1.0	52.7	12.8	12.3	8%	12%	14%	0.0%	0.0%	0.8%
Median		12.6	7.3	6.3	1.6	1.5	1.4	36.5	13.8	12.3	13%	22%	22%	0.0%	2.9%	0.4%
FOREIGN COMPANIES																
Atlas Copco	161.7	12.6	10.4	10.2	3.0	2.6	2.5	19.8	15.4	15.3	24%	25%	24%	2.6%	3.0%	3.2%
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	5.2	4.3	3.8	2.2	2.0	1.7	15.9	11.5	9.3	41%	46%	46%	1.4%	7.2%	5.4%
Industrea	1.1	5.3	4.7	3.9	1.8	1.6	1.4	7.7	7.6	6.2	34%	34%	35%	3.1%	3.1%	4.8%
Joy Global	90.7	12.8	9.3	7.3	2.7	2.1	1.7	21.7	15.3	12.3	21%	23%	23%	0.8%	0.8%	0.8%
Sandvik	100.5	9.5	8.7	8.3	1.8	1.6	1.5	18.1	14.3	14.4	19%	18%	18%	2.7%	3.2%	3.7%
Median		11.1	9.0	7.4	2.1	1.8	1.6	18.9	13.9	11.3	22%	24%	24%	2.3%	3.0%	3.5%

Paper manufacturer valuations /31.01.2012/

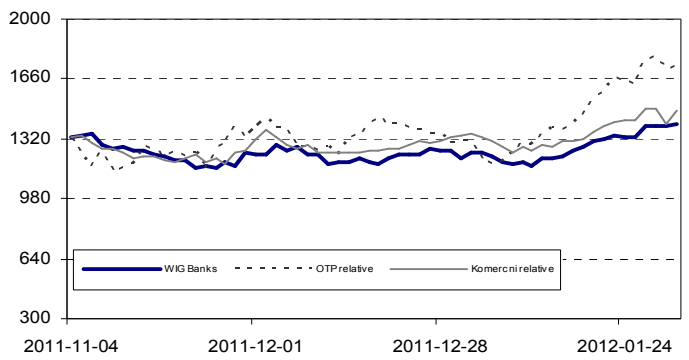
	Price	EV/EBITDA			EV/S				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
MONDI	61.6	7.3	5.1	6.2	1.6	1.1	1.2	12.4	7.5	9.1	22%	22%	19%	0.0%	0.0%	13.4%
FOREIGN COMPANIES																
Billerund	59.8	4.2	4.0	5.2	0.8	0.7	0.8	8.9	8.3	12.6	18%	18%	15%	4.7%	5.9%	5.5%
Holmen	204.9	9.2	7.0	7.4	1.4	1.2	1.3	23.5	13.0	14.8	15%	18%	17%	3.4%	-	-
INTL Paper	31.1	6.2	5.7	5.6	0.8	0.8	0.8	15.4	10.1	10.3	13%	14%	14%	1.3%	3.2%	3.4%
M-Real	1.7	4.5	8.6	6.8	0.5	0.5	0.6	8.2	-	13.8	12%	6%	9%	1.0%	0.4%	1.7%
Norske Skog	6.9	8.5	6.9	5.9	0.6	0.5	0.5	-	-	-	7%	8%	9%	0.0%	0.0%	0.0%
Portucel EMP.	1.8	5.2	5.1	5.2	1.5	1.4	1.4	7.7	7.0	7.4	28%	27%	27%	8.7%	7.3%	7.8%
Stora Enso	6.7	5.9	5.7	6.3	0.7	0.7	0.7	9.1	10.5	11.9	13%	12%	11%	3.7%	4.1%	4.4%
Svenska	113.6	7.4	7.9	7.3	1.1	1.1	1.1	12.9	13.5	12.1	15%	14%	15%	3.5%	3.7%	3.9%
UPM-Kymmene	9.8	5.9	6.0	5.8	1.0	0.9	0.8	10.3	10.5	11.8	16%	14%	14%	4.8%	5.7%	5.7%
Median		5.9	6.0	5.9	0.8	0.8	0.8	9.7	10.5	12.0	15%	14%	14%	3.5%	3.9%	4.1%

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

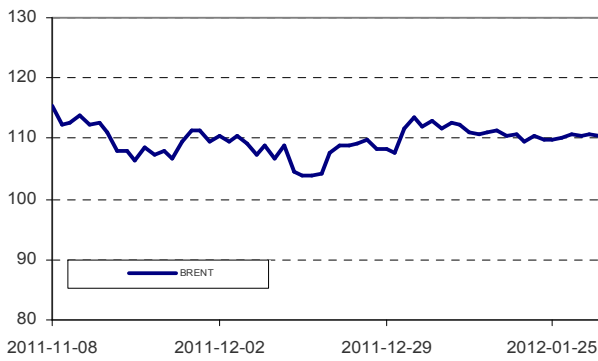
WIG Banks index vs. WIG 20 index (EUR)



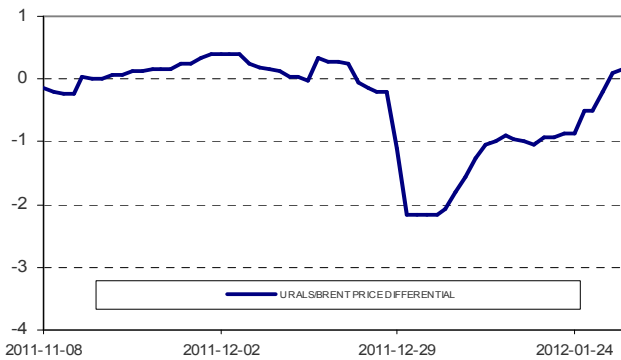
OTP and Komerčni's relative performance vs. WIG Banks index (EUR)



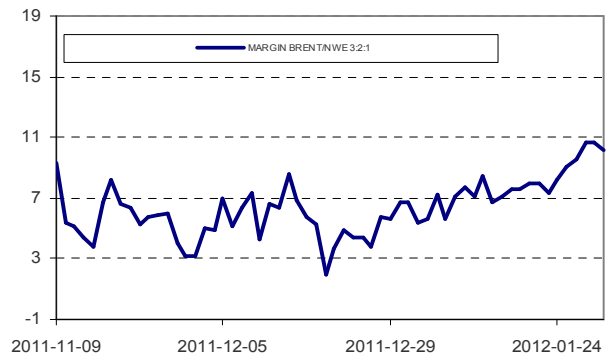
BRENT (USD/bbl)



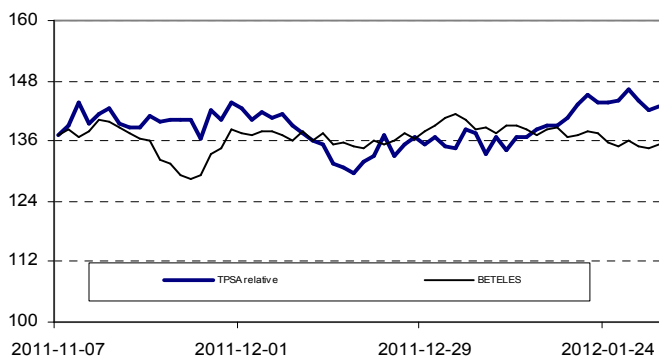
BRENT (USD/bbl)



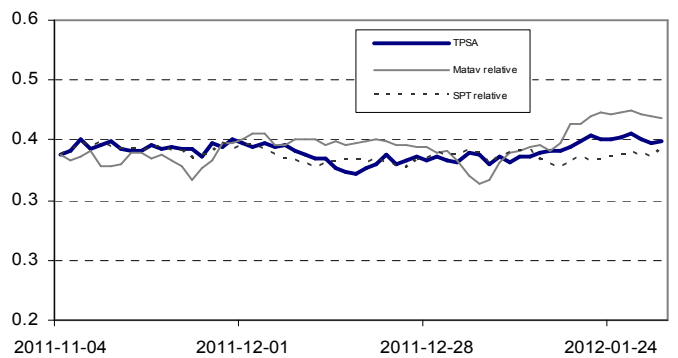
BRENT (USD/bbl)



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

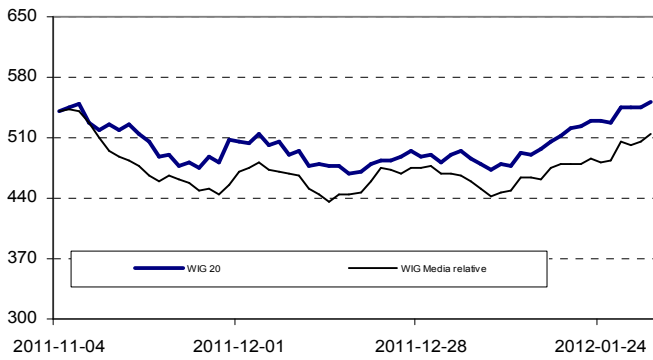


National operator quotations: TPSA, Hungarian Magyar Telecom and Czech SPT (EUR)

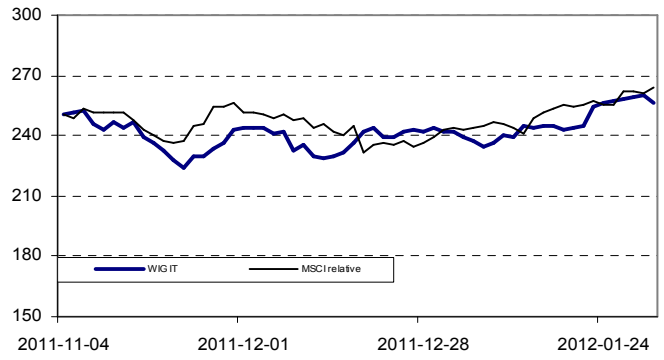


Source: Bloomberg

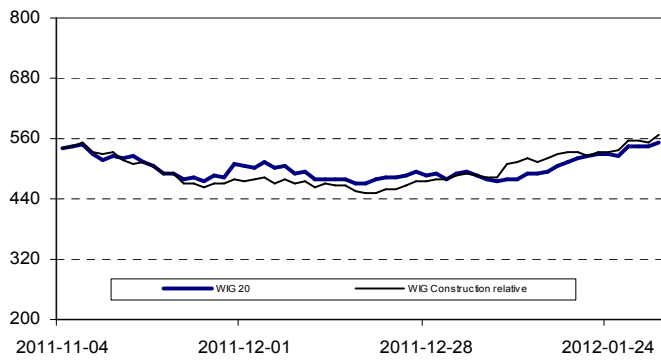
WIG Media index vs. WIG 20 index (EUR)



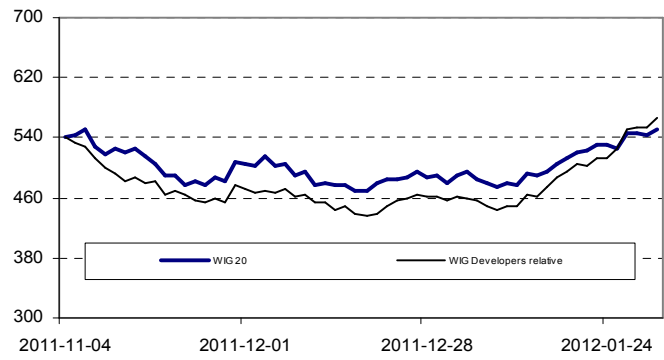
WIG IT index vs. MSCI



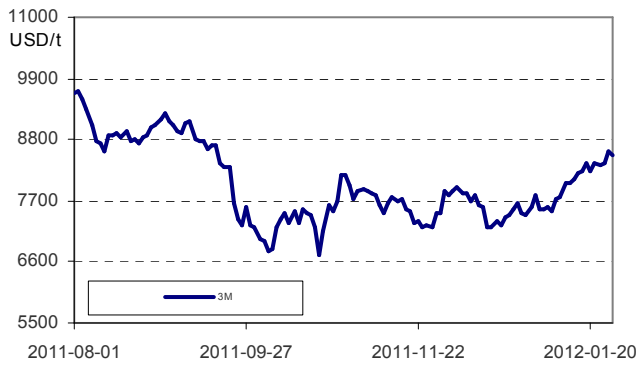
WIG Construction index vs. WIG 20 index (EUR)



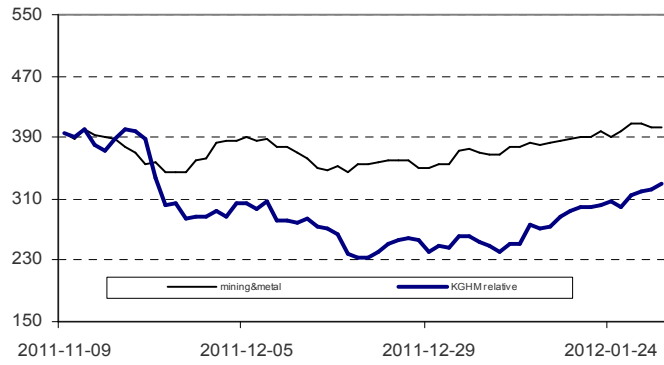
WIG Developers index vs. WIG 20 index (EUR)



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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