3 February 2012

BRE Bank Securities

Equity Market

Poland

Morning Comments

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Index	Close	Change	Index	Close	Change	Index	Close	Change
DJIA	12 705.4	-0.09%	**FTSE 100**	5 796.1	+0.09%	**Copper (LME)**	8 345.0	-1.13%
S&P 500	1 325.5	+0.11%	**WIG20**	2 371.1	+0.32%	**Crude Oil (Brent)**	112.0	+1.26%
NASDAQ	2 859.7	+0.40%	**BUX**	19 521.7	+1.95%	**USD/PLN**	3.18	+0.26%
DAX	6 655.6	+0.59%	**PX 50**	998.4	+1.54%	**EUR/PLN**	4.19	+0.00%
CAC 40	3 376.7	+0.27%	**PLBonds10**	5.54	-0.05%	**EUR/USD**	1.32	-0.25%

Company & Sector Information

Agora
Buy - 23/01/12
Target price: PLN 15.3

Agora's Adpol awarded contract for Warsaw bus shelter advertising space

Warsaw's transportation authority awarded a contract for advertising space on 477 bus shelters in the city to Agora's subsidiary Adpol for ca. PLN 2.7m per year. **Good news, especially in the context of the upcoming European soccer championship, which could boost the revenues of the Warsaw outdoor advertising segment. (P. Grzybowski)**

CEDC
Hold - 23/01/12
Target price: PLN 13.8

New bid from Russian Standard

The owner of Russian Standard (RS) sent a letter to the Board of Directors of CEDC in which he proposed that CEDC's bonds held by RS be converted into shares, and that new shares be issued for RS to bring its total stake to 33% of votes. Russian Standard is proposing two transactions: (i) RS would swap 103m worth of CEDC bonds for shares at USD 7 apiece to bring its post-dilution stake to 25% of votes from 9.9% previously; in addition, RS would help CEDC to place/roll over the remaining bonds (USD 207m); (ii) the assets of Roust would be contributed to CEDC in exchange for shares that would bring RS's total stake up to 32.99%. In addition, Russian Standard would be entitled to nominate three directors and key executives, and it would have minority protection rights with regard to major strategic transactions or actions on the part of CEDC or changes in its capital structure. **Good news. If CEDC accedes, the bond-to-stock conversion and the financing of debt maturing in 2013 by RS would make the risk of insolvency more remote in time as well as boost future earnings. The conversion would reduce financing expenses vs. our forecasts, because we have assumed that the debt would be rolled over at the cost of capital (10%). Russian Standard is expecting CEDC's response by 8 February, and it wants negotiating exclusivity. The CEO of CEDC said that he will consider RS's bid as well as other potential solutions to the debt problem. (G. Borowska)**

Impexmetal
Accumulate - 19/01/12
Target price: PLN 5.7

Volumes up, earnings down in 2012

The CEO of Impexmetal says that production volumes were higher in October and November than in Q3 2011. December displayed the typical seasonal weakness, and January saw an improvement. Sales volumes may increase somewhat in 2012 (2011: 72 kt). However, financial earnings will be weaker as demand in Europe is flagging, prices are subject to downward pressure and the costs of electricity, gas and transportation are on the rise. The CEO also commented that BRE Bank Securities' PLN 80m net income forecast for 2012 was fairly optimistic, especially given the appreciating zloty. The Company will most likely pay a dividend for 2011; the Management's recommendation in this respect can be expected after the publication of the consolidated report for FY 2011.

Elektrobudowa
Accumulate - 26/01/12
Target price: PLN 112.4

PLN 21.4m contract

Elektrobudowa was awarded a PLN 21.4m contract by PGE Dystrybucja for the construction of a power station including supply line in Białystok. The consideration amounts to 2.3% of revenues forecasted for Elektrobudowa in 2012. **No impact on stock performance as this is a small contract. (M. Stokłosa)**

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

PLN 24.2m contract

Erbud signed a PLN 24.2m contract (representing 2.1% of the company's expected 2012 revenue) with LC Corp for a residential complex scheduled to be built in two stages. The final deadline is in September 2013. **The contract is a small addition to Erbud's order backlog. (M. Stokłosa)**

Mostostal Warszawa
Buy - 26/01/12
Target price: PLN 27.2

Management Board appointment
Mostostal Warszawa gained a new Management Board member in Mr. Jacek Szymanek, formerly its HR Executive of 17 years. **News without impact on stock performance. Given Mostostal's poor financial results for Q4 2011, we would expect more reshuffling in its management ranks in the coming months. (M. Stokłosa)**

Mostostal Zabrze

PLN 88.8m contract
Mostostal Zabrze and BP are going to build a soccer stadium and a sports hall in Łódź for a total fee of PLN 177.5m of which PLN 88.8m is due to Mostostal Zabrze. The contract, which is scheduled for completion by April 2014, accounts for 9.2% of Mostostal Zabrze's expected 2012 revenue. **News in line with expectations. (M. Stokłosa)**

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

Rafako wins contract bid
Bosnian-Herzegovinian power producer JP Elektroprivreda Bosne i Hercegovine selected Rafako jointly with Energoinvest and Deling to replace electrostatic precipitators and modernize ash and slag conveyor systems at a power plant in Tuzla. The EUR 10.15 contract accounts for 2.6% of Rafako's expected 2012 revenue. **The contract is a small addition to Rafako's order backlog. (M. Stokłosa)**

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

PLN 71.5m contract
Unibep is going to build a residential complex in Warsaw for SIM Ursynów for PLN 71.5m (7.8% of expected 2012 revenue). The deadline is in October 2012. **News in line with expectations; Unibep announced that it had won the contract in January. (M. Stokłosa)**

Dom Development
Hold - 23/01/12
Target price: PLN 31.4

Bond issue
Dom Development issued 12,000 unsecured bearer bonds with a par value of PLN 10,000 each and a total value of PLN 120m. The bonds mature on 2 February 2017. They carry a rate of interest of WIBOR 6M + margin. At the same time, DOM redeemed PLN 77.52m in bonds maturing on 28 November 2012. **News in line with expectations. DOM's bond issue aimed at rollover of existing bonds have been public knowledge for some time. (P. Zybała)**

Bomi

New CEO, stock issue plans
Bomi's new CEO is Witold Jesionowski, former Head of Hardex and Gino Rossi. He replaced Marek Romanowski who remains with Bomi as member of the Management Board. Bomi's Management Board decided to trim a planned P stock issue to 10.5 million shares to be offered at PLN 1 apiece. The issue will not require a prospectus filing. **(G. Borowska)**

More News

ABM Solid

During the next Extraordinary General Meeting, ABM Solid's shareholders will vote on a conditional equity raise by up to PLN 6.8m.

Banks

The Financial Supervision Authority (KNF) is going to issue individual guidance to each bank regarding distributions from 2011 earnings. According to newspapers, only a few banks can count on a green light to pay dividend this year.

Construction

Energa terminated its partnership with the Irish company ESB International in a 950 MW gas-fired power plant project located in Grudziądz. However, the project is still moving ahead.

Ciech

Siech's German subsidiary Sodawerk Stassfurt has finalized a lease of a nearby combined-cycle plant which supplies steam and electricity to its soda production facilities. The lease is expected to add about EUR 15m to the company's annual EBITDA.
Ciech raised ca. PLN 580m as of the end of 2011 through divestitures and cost savings. The company decided not to sell Vitrosilicon, and it has put on hold negotiations with the potential buyer of Alwernia.
Ciech expects a 8-10% increase in soda prices this year, and it is counting on expanding sales volumes based on supply contracts signed to date.
TDI has been weighing on Ciech's profits, although the company's CEO has been observing some improvement in recent weeks. Ciech is planning to bring down TDI production costs and restructure Zachem as a way of counteracting negative market trends.
Ciech is happy with its financial performance in 2011. It is hoping for continued improvement in 2012.

EKO Holding

CEO says 2012 turnover will increase over 10% thanks to new store openings.

Power Utilities

The Polish government recognizes the benefits of deregulating household electricity prices.

Pharmaceuticals

The Polish pharmaceuticals retail market grew 3.7% y/y to PLN 22.3 billion in 2011.

Getin Noble Bank

In fulfillment of regulatory requirements, Getin Noble Bank is no longer offering deposits with daily interest compounding.

Coal mining, Power utilities

According to coal industry experts, there is potential to develop brown coal-fired power plants with combined capacity of 7700 MW in the lubuskie voivodeship. The cost of the power plants, and two potential opencast coal mines, is estimated at over PLN 70bn. The license to explore coal deposits near Gubin, with estimated reserves of 2.5 billion, is held by the government-controlled power utility PGE.

WSE

WSE trading volumes fell 12.6% to PLN 17.8 billion in January.

Infovide-Matrix

Infovide-Matrix's subsidiary Dahliamatic has been selected to deliver Oracle software and maintenance to the Agency for Development and Modernization of Agriculture (ARiMR) under a framework contract with a pre-tax value of PLN 17.3m.

Kino Polska

Kino Polska is hoping to generate steady revenue in 2012, and to avoid being affected by the loss-making Stopklatka.pl. According to the CEO, Kino Polska is going to fulfill its FY2011 guidance.

KGHM

KGHM has asked between 10 and 20 banks to prepare credit offers in a move aimed at raising PLN 5bn financing. Why the company needs the financing has not been revealed.

Komputronik

Komputronik may open about 20 franchise locations in 2012.

LW Bogdanka

LW Bogdanka decided to reverse a PLN 53.6m portion of the allowances set aside in the past toward potential tax liabilities (the tax in question was a potential real-estate levy on underground mines which, in September 2011, was deemed unlawful by the Polish Constitutional Tribunal). The reversal will be reflected in the company's 2011 results. PLN 16.6m tax allowances remain on the books. The 2011 financial statements will also show PLN 16.3m in tax receivables from local municipalities. Combined, all these operations will result in a pre-tax gain of PLN 69.9m and an after-tax gain of PLN 58.8m.

ORCO

Orco is planning to finish the envelope of the Złota 44 development in Warsaw in July.

Orco expects EUR 300m revenue in 2012, and it is thinking about developing another high-rise project in Warsaw.

PGE

An appeals court dismissed an a case filed by the energy regulator URE regarding PLN 14.6m in back 2008 long-term contract compensation for PGE's power-generating subsidiary EC Rzeszów. The URE can still appeal to the Supreme Court.

PGE, Enea

PGE is forced to close a 261MW power plant in Turów for a few days due to a failure, and Enea's power plant in Kozienice is temporarily closing a 560 MW unit until 5 February.

PGNiG

Economy Minister Waldemar Pawlak agreed that PGNiG can tap into strategic natural gas reserves.

Russian gas supplier Gazprom has denied having reduced supplies to Europe by 7%. In fact, the company has increased deliveries to the maximum according to VP Alexander Medvedev.

PGNiG, KGHM, Tauron, PGE

According to newspaper reports, an idea is being pushed that PGNiG, KGHM, Tauron, and PGE should form a joint venture which can ask banks and stock market investors for money to fund shale gas exploration. PGNiG's contribution to the JV would be its prospecting licenses, while the others would provide cash. The initial contributions would be PLN 100m.

PKN

PKN Orlen will report "much lower" debt as of the end of 2011 thanks to the cash raised through the sale of Polkomtel. The company says it is ready to weather the economic slowdown which is factored in its budget.

PKN Orlen is in talks about the sale of another batch of strategic oil reserves.

PKN is due to release a statement about the future of Orlen Lietuva soon.

PKN Orlen's refining margin was 176.4% higher in January 2012 than in the same months a year ago at USD 4.70/Bbl. The Urals/Brent spread narrowed to USD 1.0/Bbl from USD 2.60/Bbl. The estimated petrochemical margin amounted to EUR 527/t in Jan 2012 compared to EUR 726/t in Jan 2011.

Quercus TFI

Quercus TFI's AUM increased to PLN 1.453 billion as of 31 January 2012.

Wasko Wasko is planning to finance the acquisition of COIG from the State Treasury mostly from its own cash resources.

Insider Trading and Fund Activity

ABC Data ABC Data repurchased 37862 treasury shares at an avg. PLN 2.53 a share on 2 Feburary.

Energoaparatura The Polish State Treasury sold its shares in Energoaparatura for a pre-tax total of PLN 132.1 thousand between 7 September 2011 and 26 January 2012.

Ferrum Ferrum repurchased 8872 treasury shares at an avg. PLN 9.43 a share on 2 January.

Corporate Action Calendar

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

Economic Calendar

Friday /03.02.12/					
Time	**Region**	**Report**	**Period**	**Forecast**	**Previous**
1:15	Japan	PMI Services	January	50.9	50.4
9:50	France	PMI Services	January	44.2	44.5
9:55	Germany	PMI Services	January		50.3
10:00	EU	PMI Services	January		52.4
10:00	Poland	Retail sales	December		12.6% y/y
10:30	UK	Foreign reserves	January		43.62bn
10:30	UK	PMI Services	January	53.25	54
11:00	EU	Retail sales	December	0.25% m/m	-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	17,000 m/m	23,000 m/m
14:30	USA	Nonfarm payrolls change	January	163,330 m/m	200,000 m/m
14:30	USA	Unemployment rate	January	8.5%	8.5%
16:00	USA	ISM Non-Manufacturing	January	52.83	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
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

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	1.97	-21.3%	5.0	16.3		
HANDLOWY	Hold	2012-01-19	73.95	72.00	76.50	-5.9%	14.2	13.7		
ING BSK	Hold	2012-01-19	80.70	80.00	82.30	-2.8%	12.1	12.5		
KREDYT BANK	Reduce	2012-01-19	9.61	9.10	11.63	-21.8%	9.7	14.0		
MILLENNIUM	Reduce	2012-01-19	3.82	3.30	4.11	-19.7%	10.8	13.3		
PEKAO	Reduce	2012-01-19	145.90	135.00	160.10	-15.7%	14.6	15.3		
PKO BP	Accumulate	2012-01-19	32.89	35.00	36.04	-2.9%	12.0	13.4		
Insurance										
PZU	Accumulate	2012-01-23	327.00	345.00	343.50	0.4%	12.4	12.6		
Financial services										
KRUK	Buy	2011-06-22	39.70	53.00	42.60	24.4%	11.1	9.6		
Fuels, chemicals										
CIECH	Buy	2012-01-16	17.35	21.50	19.10	12.6%	72.5	14.0	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	3.78	-2.4%	17.4	23.0	8.9	7.7
PKN ORLEN	Hold	2011-11-17	39.25	39.00	38.88	0.3%	4.1	13.9	4.0	6.4
POLICE	Hold	2012-01-16	9.62	10.00	10.15	-1.5%	3.2	10.0	3.0	5.7
ZA PUŁAWY	Hold	2011-09-26	85.00	85.54	95.00	-10.0%	10.2	10.1	5.6	5.2
Power Utilities										
CEZ	Reduce	2012-01-05	140.00	124.90	130.90	-4.6%	11.0	9.6	7.1	6.7
ENEA	Accumulate	2011-11-04	17.77	21.24	18.06	17.6%	10.6	9.0	3.7	3.7
PGE	Accumulate	2012-01-02	20.70	23.07	20.15	14.5%	6.4	8.4	4.4	4.4
TAURON	Buy	2012-01-02	5.35	7.44	5.42	37.3%	7.4	7.0	4.4	4.1
Telecommunications										
NETIA	Hold	2012-01-23	5.66	5.70	5.75	-0.9%	20.5	16.1	4.8	4.4
TPSA	Hold	2012-01-23	17.90	17.40	17.19	1.2%	11.8	19.1	4.2	4.9
Media										
AGORA	Buy	2012-01-23	10.66	15.30	12.80	19.5%	11.4	12.8	3.3	3.2
CINEMA CITY	Buy	2011-10-21	26.80	33.50	31.12	7.6%	17.1	13.1	8.2	6.7
CYFROWY POLSAT	Hold	2011-10-13	15.35	14.80	13.70	8.0%	14.7	11.9	10.0	7.8
TVN	Hold	2011-12-05	10.13	10.30	11.22	-8.2%	-	13.4	10.0	8.5
IT										
AB	Accumulate	2012-01-23	20.20	22.50	22.99	-2.1%	9.5	8.2	7.4	6.7
ACTION	Hold	2012-01-23	19.89	18.10	20.90	-13.4%	9.0	9.9	6.6	6.8
ASBIS	Buy	2012-01-23	2.05	2.47	2.42	2.1%	22.5	7.2	6.2	4.8
ASSECO POLAND	Buy	2011-05-27	49.60	65.00	47.71	36.2%	9.5	8.8	5.7	5.3
COMARCH	Reduce	2011-10-13	50.25	45.90	61.00	-24.8%	24.7	15.3	9.9	6.8
SYGNITY	Buy	2012-01-23	18.59	20.80	19.20	8.3%	59.9	12.9	6.2	5.0
Mining & Metals										
JSW	Buy	2012-01-23	99.00	127.00	106.10	19.7%	7.2	5.4	3.2	2.2
KGHM	Buy	2012-01-23	129.90	151.50	143.80	5.4%	2.6	8.3	1.7	3.1
LW BOGDANKA	Buy	2012-01-23	109.90	132.00	126.00	4.8%	27.3	12.5	11.9	6.2
Manufacturers										
ASTARTA	Hold	2011-12-29	51.50	53.9	58.40	-7.7%	2.9	3.9	3.7	4.6
BORYSZEW	Hold	2012-01-04	0.67	0.65	0.76	-14.5%	13.5	18.9	8.0	8.9
CEDC	Hold	2012-01-23	13.10	13.8	17.29	-20.2%	5.0	4.8	7.9	6.9
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	3.19	0.3%	15.2	12.6	6.4	6.0
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	68.30	-10.5%	6.5	5.8	5.5	4.4
KĘTY	Buy	2011-11-07	101.00	136.7	108.60	25.9%	9.6	9.0	5.9	5.7
KOPEX	Accumulate	2012-01-23	21.30	22.5	23.39	-3.8%	12.7	12.2	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	5.45	10.1%	18.7	13.0	8.2	6.9
Construction										
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	100.00	12.4%	12.0	10.3	6.4	6.1
ERBUD	Buy	2012-01-26	17.25	24.00	20.25	18.5%	-	7.4	-	4.8
MOSTOSTAL WAR.	Buy	2012-01-26	18.72	27.20	20.15	35.0%	21.6	8.7	6.7	3.0
PBG	Hold	2012-01-26	76.90	78.50	81.80	-4.0%	5.9	5.4	8.2	5.9
POLIMEX MOSTOSTAL	Buy	2012-01-26	1.69	2.01	1.86	8.1%	12.4	8.2	6.1	5.2
RAFAKO	Buy	2012-01-23	7.63	11.00	8.20	34.1%	8.2	9.3	3.4	3.2
TRAKCJA TILTRA	Suspended	2011-12-19	1.10	-	1.25	-	-	-	-	-
ULMA CP	Accumulate	2012-01-23	60.70	69.30	57.25	21.0%	8.8	9.5	3.2	3.4
UNIBEP	Buy	2012-01-23	6.04	7.00	6.14	14.0%	10.7	5.1	8.5	5.1
ZUE	Buy	2012-01-26	7.33	9.20	7.95	15.7%	8.4	7.9	5.0	4.0
Property Developers										
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	33.95	-7.5%	11.5	9.7	10.4	8.4
ECHO	Buy	2012-01-24	3.75	4.70	3.99	17.8%	8.5	4.1	9.4	6.6
GTC	Hold	2012-01-24	9.00	9.40	10.13	-7.2%	4.8	3.0	8.4	6.9
J.W.C.	Reduce	2012-01-23	7.15	6.10	7.43	-17.9%	15.7	12.4	13.9	13.5
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	17.11	-8.2%	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
Retail\Wholesale										
EUROCASH	Buy	2012-01-20	29.40	37.40	29.90	25.1%	30.1	23.9	16.0	13.4
LPP	Buy	2012-01-23	2 017.50	2 300.00	2 140.00	7.5%	16.9	14.3	10.3	8.9
NFI EMF	Hold	2011-12-29	8.34	8.80	9.25	-4.9%	14.3	18.5	6.7	6.1
NG2	Buy	2011-12-29	46.50	54.00	52.00	3.8%	15.3	13.9	11.4	10.0
VISTULA	Hold	2011-11-21	0.86	0.90	1.15	-21.7%	-	18.7	9.7	8.2

CEE bank valuations /02.02.2012/

	Price	P/E 2010	P/E 2011	P/E 2012	ROE 2010	ROE 2011	ROE 2012	P/BV 2010	P/BV 2011	P/BV 2012	D/Y 2010	D/Y 2011	D/Y 2012
POLISH BANKS													
Get Bank	1.97	10.5	5.0	16.3	14%	24%	6%	1.3	1.1	1.0	0.0%	0.0%	0.0%
Handlowy	76.5	13.2	14.2	13.7	12%	11%	11%	1.5	1.6	1.5	4.9%	7.5%	3.5%
ING BSK	82.3	14.2	12.1	12.5	14%	15%	13%	1.9	1.7	1.5	0.0%	1.8%	0.8%
Kredyt Bank	11.6	17.0	9.7	14.0	7%	11%	7%	1.1	1.0	1.0	0.0%	3.2%	0.0%
Millenium	4.1	14.6	10.8	13.3	9%	11%	8%	1.2	1.1	1.0	0.0%	2.4%	0.0%
Pekao	160.1	16.6	14.6	15.3	13%	14%	12%	2.1	2.0	1.9	1.8%	4.2%	3.4%
PKO BP	36.0	14.0	12.0	13.4	15%	17%	14%	2.1	2.0	1.9	5.3%	5.5%	4.2%
Median		**14.2**	**12.0**	**13.7**	**13%**	**14%**	**11%**	**1.5**	**1.6**	**1.5**	**0.0%**	**3.2%**	**0.8%**
INVESTORS IN POLISH BANKS													
AIB	0.1	-	-	-	-	-	-	0.2	0.1	0.1	0.0%	0.0%	0.0%
BCP	0.1	2.8	7.1	6.1	4%	3%	3%	0.1	0.2	0.2	13.5%	2.8%	2.8%
Citigroup	32.0	8.2	8.2	7.3	8%	7%	7%	0.6	0.5	0.5	0.0%	0.1%	1.0%
Commerzbank	1.9	2.2	14.0	6.5	13%	3%	6%	0.3	0.4	0.4	0.0%	0.0%	0.8%
ING	7.4	7.1	5.2	5.6	10%	13%	11%	0.7	0.6	0.6	0.0%	0.0%	3.0%
KBC	16.1	3.4	4.8	3.4	15%	8%	14%	0.5	0.5	0.5	4.8%	2.2%	3.6%
UCI	4.0	4.8	-	3.8	2%	-	4%	0.1	0.2	0.2	7.6%	0.2%	6.8%
Median		**4.1**	**7.1**	**5.9**	**9%**	**7%**	**7%**	**0.3**	**0.4**	**0.4**	**0.0%**	**0.1%**	**2.8%**
FOREIGN BANKS													
BEP	3.5	8.3	11.9	12.5	6%	6%	5%	0.6	0.6	0.6	6.3%	4.9%	4.7%
Deutsche Bank	33.9	6.5	6.9	6.5	7%	9%	9%	0.6	0.6	0.6	2.2%	2.3%	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.	3763.0	11.1	12.5	10.9	18%	15%	17%	1.9	1.8	1.7	5.4%	5.7%	6.6%
OTP	4160.0	9.0	9.8	7.7	10%	9%	11%	0.9	0.8	0.8	2.8%	2.7%	4.4%
Santander	6.3	6.4	7.4	7.2	12%	10%	11%	0.7	0.7	0.7	9.2%	9.3%	9.0%
Turkiye Garanti B.	6.9	8.9	9.4	9.1	22%	18%	16%	1.8	1.6	1.4	1.9%	2.0%	2.0%
Turkiye 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%
Sbierbank	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	4.8	15.1	7.8	7.9	10.7%	15.2%	13.5%	1.5	1.1	1.0	1.0%	1.2%	1.3%
Median		**8.6**	**8.6**	**7.8**	**11%**	**15%**	**12%**	**1.2**	**1.0**	**0.9**	**2.8%**	**2.4%**	**2.7%**

Insurance company valuations /02.02.2012/

	Price	P/E 2010	P/E 2011	P/E 2012	ROE 2010	ROE 2011	ROE 2012	P/BV 2010	P/BV 2011	P/BV 2012	D/Y 2010	D/Y 2011	D/Y 2012
POLISH COMPANIES													
PZU	343.5	12.2	12.4	12.6	20%	19%	18%	2.3	2.3	2.3	46.2%	7.6%	7.3%
FOREIGN COMPANIES													
Vienna Insurance G.	33.4	11.1	10.5	9.6	9%	10%	9%	1.0	1.0	0.9	3.0%	3.3%	3.7%
Uniqa	11.4	23.3	-	11.8	5%	-	12%	1.1	1.5	1.4	3.0%	0.3%	3.4%
Aegon	3.8	4.6	8.6	6.5	10%	4%	6%	0.4	0.4	0.4	0.0%	2.7%	5.4%
Allianz	86.8	7.7	10.9	7.5	12%	8%	11%	0.9	0.9	0.8	5.2%	4.9%	5.4%
Aviva	3.6	5.9	7.2	6.3	16%	12%	13%	0.9	0.9	0.8	7.0%	7.4%	7.8%
AXA	12.5	7.9	6.3	6.3	8%	11%	11%	0.6	0.6	0.6	5.4%	5.7%	6.4%
Baloise	71.6	7.8	17.8	7.6	11%	6%	11%	0.8	0.8	0.8	6.5%	6.1%	6.5%
Generali	59.0	8.3	7.8	7.5	9%	9%	10%	0.8	0.8	0.7	4.4%	6.5%	6.7%
Helvetia	320.8	8.3	9.2	7.6	11%	10%	11%	0.9	0.9	0.8	4.8%	5.2%	5.5%
Mapfre	2.6	8.5	8.2	7.7	14%	14%	14%	1.1	1.1	1.0	5.8%	6.0%	6.2%
RSA Insurance	1.1	10.1	7.7	7.4	12%	15%	14%	1.1	1.0	1.0	7.9%	8.6%	8.9%
Zurich Financial	222.7	8.8	8.2	7.7	12%	12%	12%	1.0	1.0	1.0	7.6%	8.0%	8.2%
Median		**8.3**	**8.2**	**7.5**	**11%**	**10%**	**11%**	**0.9**	**0.9**	**0.8**	**5.3%**	**5.9%**	**6.3%**

Fuel producer valuations /02.02.2012/

	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	EV/S 2010	EV/S 2011	EV/S 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
OIL COMPANIES																
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	38.9	4.9	4.0	6.4	0.3	0.2	0.2	7.0	4.1	13.9	7%	6%	4%	0.0%	0.0%	7.5%
MOL	19510.0	6.2	5.3	4.9	0.8	0.7	0.7	10.7	8.0	7.7	13%	12%	14%	2.6%	3.5%	4.3%
OMV	25.9	3.7	3.6	3.2	0.6	0.5	0.5	6.5	7.7	6.5	18%	13%	15%	3.9%	3.9%	4.2%
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	42.3	7.1	5.1	5.7	0.4	0.2	0.2	12.5	9.8	9.4	5%	5%	4%	6.2%	7.5%	7.9%
Unipetrol	174.0	6.1	7.4	6.0	0.4	0.3	0.3	26.2	37.9	19.4	6%	4%	6%	0.3%	0.9%	2.3%
Median		**6.2**	**5.3**	**6.0**	**0.5**	**0.4**	**0.3**	**9.9**	**8.0**	**8.1**	**7%**	**6%**	**5%**	**2.6%**	**3.5%**	**4.3%**
GAS COMPNIES																
PGNiG	3.8	5.2	8.9	7.7	1.1	1.1	1.1	9.1	17.4	23.0	21%	12%	15%	0.6%	3.2%	2.3%
Gazprom	186.5	4.1	2.9	3.0	1.6	1.2	1.1	5.0	3.3	3.6	40%	41%	38%	1.4%	3.1%	3.4%
GDF Suez	21.2	6.2	5.6	5.1	1.1	1.0	1.0	10.9	12.8	11.6	18%	18%	19%	7.2%	7.2%	7.4%
Gas Natural SDG	12.8	7.2	7.1	6.8	1.8	1.6	1.6	9.9	10.2	9.4	25%	23%	23%	6.2%	6.4%	6.9%
Median		**5.7**	**6.3**	**6.0**	**1.4**	**1.1**	**1.1**	**9.5**	**11.5**	**10.5**	**23%**	**21%**	**21%**	**3.8%**	**4.8%**	**5.1%**

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

Power utilities valuations /02.02.2012/

	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	EV/S 2010	EV/S 2011	EV/S 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
ENERGY COMPANIES																
CEZ	130.9	6.4	7.1	6.7	2.9	2.9	2.8	8.9	11.0	9.6	45%	41%	42%	6.7%	6.4%	5.5%
ENEA	18.1	3.8	3.7	3.7	0.7	0.6	0.6	12.5	10.6	9.0	17%	16%	17%	2.1%	2.3%	2.7%
PGE	20.2	5.6	4.4	4.4	1.9	1.2	1.2	12.5	6.4	8.4	33%	28%	28%	4.2%	3.2%	7.8%
TAURON	5.4	3.6	4.4	4.1	0.6	0.6	0.6	11.1	7.4	7.0	18%	14%	14%	0.1%	2.7%	4.0%
E.ON	16.9	5.1	7.3	6.3	0.8	0.7	0.7	6.3	13.6	10.2	16%	10%	11%	8.9%	5.9%	6.4%
EDF	18.2	4.7	5.2	4.9	1.2	1.2	1.2	9.8	10.0	8.7	26%	23%	24%	6.3%	6.4%	6.7%
Endesa	15.0	4.9	5.1	5.0	1.4	1.2	1.1	7.1	7.4	7.2	28%	23%	23%	7.1%	6.8%	7.0%
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	18.1	9.1	8.4	8.6	3.7	3.5	3.4	11.3	11.7	11.5	41%	42%	40%	5.5%	5.7%	5.6%
Iberdrola	4.6	7.8	7.4	6.9	2.1	1.9	1.8	9.0	9.2	8.7	28%	25%	26%	7.1%	7.2%	7.5%
RWE AG	30.7	3.8	4.6	4.3	0.7	0.7	0.7	4.4	7.3	7.2	19%	16%	17%	11.4%	6.9%	7.0%
Median		**5.1**	**5.2**	**5.0**	**1.3**	**1.2**	**1.2**	**9.0**	**9.2**	**8.7**	**26%**	**23%**	**23%**	**6.7%**	**6.4%**	**6.7%**

Fertilizer producer and chemical company valuations /02.02.2012/

	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	EV/S 2010	EV/S 2011	EV/S 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
FERTILIZER PRODUCERS																
POLICE	10.2	12.5	3.0	5.7	0.5	0.4	0.3	27.7	3.2	10.0	4%	12%	6%	0.0%	0.0%	0.0%
ZA Puławy	95.0	4.0	5.6	5.2	0.6	0.5	0.5	6.1	10.2	10.1	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	62.2	7.6	4.2	4.1	1.0	0.7	0.7	12.8	6.6	6.7	14%	16%	16%	0.2%	0.2%	0.4%
DSM	40.2	3.5	3.6	3.7	1.4	1.4	1.4	35.1	32.7	32.2	41%	40%	40%	2.0%	2.1%	2.2%
K+S	38.9	8.6	6.6	6.2	1.6	1.5	1.5	17.5	11.1	10.2	19%	23%	24%	2.4%	3.8%	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	254.5	7.9	5.3	6.0	1.3	1.0	1.0	12.0	7.2	8.0	16%	20%	18%	2.4%	2.5%	2.8%
Median		**8.2**	**5.3**	**5.7**	**1.4**	**1.4**	**1.4**	**15.4**	**10.2**	**10.1**	**18%**	**23%**	**24%**	**1.5%**	**2.5%**	**2.8%**
CHEMICAL COMPANIES																
Ciech	19.1	5.3	5.5	5.1	0.5	0.5	0.5	26.1	-	14.0	10%	8%	10%	0.0%	0.0%	0.0%
Akzo Nobel	41.4	5.9	6.2	6.1	0.8	0.7	0.7	12.5	13.6	12.9	14%	12%	12%	3.5%	3.5%	3.6%
BASF	60.5	6.3	6.1	6.4	1.1	1.0	1.0	11.0	9.5	11.0	18%	16%	16%	3.5%	3.9%	4.0%
Croda	19.5	12.6	10.6	10.0	2.9	2.7	2.6	21.4	16.5	15.5	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	3.5	6.3	4.9	4.7	1.5	1.2	1.1	13.6	8.7	8.8	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	78.6	4.5	3.5	2.5	0.6	0.5	0.4	25.1	15.9	11.8	14%	16%	15%	3.8%	3.7%	3.9%
Tata Chemicals	349.1	7.7	7.5	6.1	1.5	1.2	1.1	12.4	12.0	10.2	19%	17%	18%	2.4%	2.6%	3.0%
Tessenderlo Chemie	25.6	5.5	5.0	4.8	0.4	0.5	0.4	33.6	11.5	10.8	8%	9%	9%	4.9%	5.2%	5.3%
Wacker Chemie	72.8	3.2	3.3	3.9	0.8	0.8	0.8	7.2	7.8	11.5	25%	23%	20%	3.2%	4.0%	3.2%
Median		**6.1**	**5.2**	**5.1**	**1.0**	**0.9**	**0.9**	**13.1**	**11.5**	**11.3**	**18%**	**16%**	**16%**	**2.4%**	**3.0%**	**3.1%**

European national telecom operator valuations /02.02.2012/

	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	EV/S 2010	EV/S 2011	EV/S 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
POLISH COMPANIES																
Netia	5.8	5.3	4.8	4.4	1.2	1.1	1.0	36.6	20.5	16.1	23%	24%	24%	0.0%	3.4%	4.9%
TPSA	17.2	5.8	4.2	4.9	1.8	1.8	1.8	-	11.8	19.1	30%	42%	38%	8.7%	12.2%	8.7%
Median		**5.6**	**4.5**	**4.6**	**1.5**	**1.4**	**1.4**	**36.6**	**16.2**	**17.6**	**27%**	**33%**	**31%**	**4.4%**	**7.8%**	**6.8%**
MID CAPS																
Belgacom	23.7	4.4	5.1	5.2	1.5	1.5	1.5	9.7	9.9	10.4	33%	30%	29%	9.2%	9.2%	9.3%
Cesky Telecom	382.0	4.9	5.6	6.3	2.2	2.3	2.4	11.9	15.3	14.6	45%	41%	38%	10.3%	9.8%	9.3%
Hellenic Telekom	2.9	3.4	3.8	3.8	1.1	1.3	1.3	4.1	5.3	4.8	34%	33%	34%	5.4%	5.1%	6.7%
Matav	546.0	4.6	4.8	4.8	1.6	1.7	1.7	11.4	11.8	11.3	35%	34%	35%	10.3%	9.2%	9.5%
Portugal Telecom	3.8	3.8	2.5	2.3	1.5	0.9	0.8	8.9	6.7	6.6	39%	36%	35%	16.9%	24.0%	17.8%
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%
Median		**4.5**	**4.9**	**5.0**	**1.5**	**1.6**	**1.6**	**10.5**	**10.9**	**10.8**	**35%**	**34%**	**35%**	**10%**	**9%**	**9%**
BIG CAPS																
BT	2.1	4.8	4.4	4.4	1.2	1.3	1.3	14.3	10.2	9.2	26%	29%	31%	3.4%	3.6%	4.0%
DT	8.8	4.4	4.7	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	6.2	7.4	7.7	34%	33%	33%	12.2%	12.2%	12.2%
KPN	8.2	4.3	4.5	4.6	1.8	1.8	1.8	7.1	6.6	6.5	41%	40%	40%	9.8%	10.4%	11.0%
Swisscom	368.5	5.9	6.0	6.1	2.3	2.4	2.4	10.2	9.9	10.0	39%	40%	40%	6.0%	6.0%	6.3%
TELEFONICA	13.4	4.7	5.8	5.4	2.0	2.0	1.9	7.7	9.3	8.5	43%	34%	36%	10.4%	11.9%	9.7%
TeliaSonera	46.0	6.7	6.8	6.5	2.4	2.4	2.3	9.9	10.6	9.7	35%	35%	36%	5.4%	6.1%	6.6%
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%	9.7%
Median		**4.6**	**4.6**	**4.7**	**1.8**	**1.8**	**1.8**	**8.8**	**9.6**	**8.8**	**37%**	**35%**	**36%**	**7.7%**	**8.3%**	**8.8%**

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

IT company valuations /02.02.2012/

	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
POLISH COMPANIES																
AB	23.0	7.6	7.4	6.7	0.1	0.1	0.1	7.2	9.5	8.2	2%	2%	2%	1.4%	1.1%	1.2%
ACTION	20.9	9.3	6.6	6.8	0.2	0.2	0.2	13.7	9.0	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	44.4	22.5	7.2	1%	1%	1%	0.0%	0.0%	0.0%
ASSECO POLAND	47.7	6.6	5.7	5.3	1.4	1.0	0.9	8.9	9.5	8.8	21%	18%	17%	3.1%	3.8%	3.4%
COMARCH	61.0	6.2	9.9	6.8	0.5	0.6	0.5	11.2	24.7	15.3	8%	6%	8%	0.0%	0.0%	0.0%
KOMPUTRONIK	7.1	7.2	5.1	4.0	0.1	0.1	0.1	18.5	9.9	6.6	2%	2%	2%	0.0%	0.0%	2.0%
SYGNITY	19.2	-	6.2	5.0	0.5	0.4	0.4	-	59.9	12.9	-	7%	7%	0.0%	0.0%	0.0%
Median		**7.0**	**6.2**	**5.3**	**0.2**	**0.2**	**0.2**	**12.5**	**9.9**	**8.8**	**2%**	**3%**	**2%**	**0.0%**	**0.0%**	**1.2%**
FOREIGN COMPANIES																
Accenture	57.8	10.8	9.3	8.4	1.7	1.4	1.3	22.0	17.1	15.2	16%	15%	16%	1.7%	1.6%	2.3%
Atos Origin	40.1	6.6	5.0	3.9	0.7	0.5	0.4	14.8	12.7	10.5	10%	10%	10%	0.4%	1.4%	1.7%
CapGemini	28.6	4.8	4.0	3.9	0.4	0.4	0.4	13.6	12.1	11.3	9%	9%	9%	3.1%	3.6%	3.8%
IBM	191.5	10.2	9.3	8.8	2.4	2.3	2.2	16.7	14.3	12.9	24%	24%	25%	1.3%	1.5%	1.6%
Indra Sistemas	10.3	6.1	6.1	5.9	0.8	0.7	0.7	8.0	8.9	9.0	12%	12%	11%	6.3%	6.4%	6.5%
LogicaCMG	0.8	4.5	5.1	4.9	0.4	0.4	0.4	6.4	8.2	7.2	9%	7%	8%	5.1%	5.8%	5.9%
Microsoft	30.0	8.1	7.0	6.6	3.4	3.0	2.8	14.5	11.6	10.8	42%	43%	43%	1.8%	1.9%	2.6%
Oracle	28.8	11.3	8.2	8.0	5.3	4.0	3.8	17.8	13.2	12.3	47%	49%	48%	0.7%	0.6%	0.8%
SAP	47.3	14.5	11.6	11.1	4.8	4.2	3.9	21.7	17.1	15.8	33%	36%	35%	1.2%	1.5%	1.6%
TietoEnator	11.3	5.3	4.6	4.5	0.5	0.5	0.5	9.8	10.3	9.8	10%	11%	11%	4.6%	5.9%	5.9%
Median		**7.4**	**6.6**	**6.3**	**1.2**	**1.1**	**1.0**	**14.7**	**12.4**	**11.1**	**14%**	**14%**	**14%**	**1.7%**	**1.8%**	**2.4%**

Media company valuations /02.02.2012/

	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
POLISH COMPANIES																
AGORA	12.8	3.5	3.3	3.2	0.5	0.4	0.4	9.1	11.4	12.8	15%	13%	12%	3.9%	3.9%	3.9%
CYFROWY POLSAT	13.7	14.9	10.0	7.8	4.1	2.9	2.4	14.2	14.7	11.9	27%	29%	30%	4.2%	0.0%	3.4%
TVN	11.2	10.1	10.0	8.5	2.5	2.4	2.2	-	-	13.4	25%	24%	26%	2.8%	0.0%	-
DAILY																
Arnolgo Mondadori	1.5	5.0	5.3	5.6	0.5	0.5	0.5	7.4	7.8	8.6	9%	9%	8%	10.7%	10.3%	10.3%
Axel Springer	36.8	7.3	6.4	6.4	1.3	1.2	1.2	12.0	12.4	12.3	18%	19%	18%	4.3%	4.6%	4.7%
Daily Mail	4.6	7.2	7.7	7.5	1.4	1.4	1.3	9.8	9.8	9.6	19%	18%	18%	3.3%	3.7%	3.9%
Gruppo Editorial	1.1	4.0	3.7	3.7	0.7	0.7	0.7	8.4	7.5	7.4	17%	18%	18%	6.7%	7.7%	7.9%
Mcclatchy	2.4	5.6	6.4	6.9	1.5	1.7	1.7	3.8	4.3	5.9	27%	26%	25%	0.0%	0.0%	0.0%
Naspers	400.0	24.4	21.6	22.3	5.9	5.1	4.4	28.5	22.8	22.0	24%	24%	20%	0.6%	0.8%	0.8%
New York Times	7.6	4.3	4.6	4.6	0.7	0.7	0.7	11.0	12.3	11.4	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	11.3	9.1	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	1.8	2.0	2.1	0.3	0.4	0.4	1.8	1.9	2.0	20%	18%	18%	1.2%	1.2%	3.7%
Mediana		**5.7**	**6.1**	**6.0**	**1.0**	**0.9**	**0.9**	**8.4**	**9.8**	**9.4**	**18%**	**18%**	**18%**	**0.9%**	**1.0%**	**2.3%**
TV																
Antena 3 Televis	5.3	8.1	9.8	10.7	1.6	1.6	1.6	10.4	12.1	13.3	20%	16%	15%	7.5%	7.0%	6.1%
CETV	143.0	14.7	9.5	8.0	2.2	1.8	1.7	-	-	-	15%	19%	21%	0.0%	0.0%	0.0%
Gestevision Telecinco	4.6	8.5	9.9	11.5	2.2	1.8	1.8	7.7	11.6	13.3	26%	18%	16%	7.9%	7.7%	7.2%
ITV PLC	0.8	7.8	6.9	6.7	1.6	1.6	1.5	14.0	10.7	10.2	20%	22%	23%	0.5%	1.8%	3.0%
M6-Metropole Tel	13.2	4.4	4.5	4.6	0.9	1.0	1.0	11.1	10.9	11.4	21%	22%	21%	7.1%	7.6%	7.5%
Mediaset SPA	2.5	5.3	4.3	4.3	1.2	1.2	1.2	6.7	9.5	10.2	23%	28%	28%	13.1%	9.5%	9.1%
RTL Group	74.4	9.1	8.5	8.6	2.0	1.9	1.9	17.7	16.1	15.7	22%	22%	22%	6.0%	6.8%	7.3%
TF1-TV Francaise	8.7	6.0	5.2	5.4	0.7	0.7	0.7	14.0	10.3	10.6	12%	14%	13%	5.3%	7.1%	7.0%
Mediana		**7.9**	**7.7**	**7.3**	**1.6**	**1.6**	**1.6**	**11.1**	**10.9**	**11.4**	**21%**	**20%**	**21%**	**6.6%**	**7.0%**	**7.1%**
PAY TV																
BSkyB PLC	6.9	11.4	9.7	8.4	2.3	2.1	1.9	22.6	17.2	14.0	20%	22%	23%	2.7%	3.1%	3.7%
Canal Plus	4.5	3.4	3.3	3.2	0.2	0.2	0.2	13.9	13.1	12.7	5%	5%	5%	6.1%	6.5%	6.5%
Cogeco	47.5	6.4	5.8	5.3	2.5	2.4	2.2	19.5	14.0	9.9	39%	41%	42%	1.2%	1.5%	2.1%
Comcast	26.7	6.8	5.4	5.0	2.6	1.7	1.6	21.2	17.6	14.3	39%	32%	32%	1.4%	1.7%	1.8%
Liberty Global	46.7	8.1	7.0	6.7	3.6	3.2	3.0	-	-	27.1	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%
Mediana		**6.8**	**5.8**	**5.3**	**2.6**	**2.4**	**2.2**	**17.4**	**13.5**	**12.7**	**39%**	**41%**	**42%**	**2.1%**	**2.4%**	**2.9%**

Mining company valuations /02.02.2012/

	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
POLISH COMPANIES																
KGHM	143.8	4.2	1.7	3.1	1.6	1.0	1.3	6.3	2.6	8.3	39%	57%	40%	10.3%	10.3%	13.9%
FOREIGN COMPANIES																
Anglo Amer.	28.3	4.3	3.6	3.2	1.7	1.5	1.3	7.1	5.5	4.9	40%	41%	41%	1.9%	2.6%	3.0%
BHP Billiton	22.0	5.0	3.2	3.0	2.4	1.7	1.6	9.3	5.3	5.3	48%	53%	53%	3.9%	4.4%	5.0%
Freeport-MCMOR	45.5	4.7	4.5	4.5	2.4	2.2	2.2	10.2	9.4	9.5	52%	49%	48%	1.6%	3.3%	2.8%
Rio Tinto	39.8	3.4	3.1	3.0	1.6	1.4	1.3	5.6	4.8	4.7	46%	45%	44%	2.4%	3.0%	3.3%
Southern Peru	34.4	10.0	7.4	7.0	5.7	4.2	4.1	18.5	12.4	12.1	57%	57%	59%	4.7%	6.3%	5.3%
Median		**4.7**	**3.6**	**3.2**	**2.4**	**1.7**	**1.6**	**9.3**	**5.5**	**5.3**	**48%**	**49%**	**48%**	**2.4%**	**3.3%**	**3.3%**

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

Construction company valuations /02.02.2012/

	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	EV/S 2010	EV/S 2011	EV/S 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
POLISH COMPANIES																
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	100.0	6.7	6.4	6.1	0.5	0.5	0.4	10.5	12.0	10.3	8%	7%	7%	3.5%	6.0%	2.9%
Erbud	20.3	5.4	-	4.8	0.1	0.2	0.2	21.0	-	7.4	3%	-	4%	2.5%	1.2%	0.0%
Mostostal Warszawa	20.2	0.9	6.7	3.0	0.0	0.1	0.1	6.4	21.6	8.7	5%	2%	3%	8.9%	2.7%	1.4%
PBG	81.8	6.2	8.2	5.9	0.7	0.9	0.5	5.2	5.9	5.4	12%	10%	8%	1.7%	1.7%	1.7%
Polimex Mostostal	1.9	4.5	6.1	5.2	0.3	0.3	0.3	7.9	12.4	8.2	7%	5%	6%	2.1%	0.0%	0.0%
Rafako	8.2	5.2	3.4	3.2	0.3	0.3	0.2	13.1	8.2	9.3	6%	8%	7%	3.7%	7.0%	0.0%
Trakcja Tiltra	1.3	-	4.2	3.5	-	0.3	0.2	6.1	4.0	3.7	-	8%	7%	0.0%	0.0%	0.0%
Ulma Construccion	57.3	4.9	3.2	3.4	2.3	1.6	1.6	29.4	8.8	9.5	48%	50%	46%	0.0%	0.0%	0.0%
Unibep	6.1	6.2	8.5	5.1	0.3	0.4	0.4	9.2	10.7	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	10.4	8.4	7.9	8%	8%	8%	0.9%	0.0%	0.0%
Median		**5.3**	**6.1**	**4.9**	**0.3**	**0.3**	**0.3**	**8.6**	**9.1**	**8.4**	**7%**	**7%**	**7%**	**2.3%**	**1.5%**	**0.0%**
FOREIGN COMPANIES																
AMEC	10.4	10.0	8.5	7.5	0.9	0.8	0.7	17.5	15.4	13.3	9%	10%	10%	1.9%	2.8%	3.2%
BILFINGER	72.3	10.6	10.1	9.6	0.7	0.6	0.6	13.0	14.6	13.5	6%	6%	7%	3.3%	4.0%	3.6%
EIFFAGE	25.3	8.5	8.0	7.7	1.2	1.2	1.1	9.5	10.0	8.8	14%	14%	15%	4.8%	4.7%	4.8%
HOCHTIEF	50.8	4.7	5.8	3.8	0.3	0.3	0.3	15.3	-	12.2	6%	4%	7%	3.3%	3.0%	5.3%
NCC	148.9	7.6	7.8	6.0	0.3	0.3	0.3	13.2	14.4	10.4	5%	4%	5%	4.2%	6.3%	6.9%
SKANSKA	124.9	7.0	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	22.3	4.0	3.7	3.6	0.2	0.2	0.2	14.6	12.9	12.5	5%	5%	5%	2.3%	2.9%	3.0%
Median		**7.6**	**7.8**	**7.5**	**0.4**	**0.4**	**0.4**	**14.6**	**13.6**	**12.5**	**6%**	**5%**	**7%**	**3.3%**	**4.0%**	**4.8%**

Property developer valuations /02.02.2012/

	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	P/BV 2010	P/BV 2011	P/BV 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
POLISH COMPANIES																
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	20.6	11.5	9.7	12%	16%	14%	2.4%	2.6%	5.2%
Echo Investment	4.0	19.9	9.4	6.6	0.9	0.8	0.7	11.4	8.5	4.1	40%	92%	113%	0.0%	0.0%	0.0%
GTC	10.1	15.8	8.4	6.9	0.5	0.5	0.4	12.7	4.8	3.0	66%	127%	159%	0.0%	0.0%	0.0%
J.W. Construction	7.4	6.0	13.9	13.5	0.9	0.8	0.8	4.4	15.7	12.4	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	17.1	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%
Median		**14.4**	**11.1**	**8.9**	**0.8**	**0.8**	**0.7**	**10.9**	**11.5**	**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	2.6	19.8	17.8	16.6	0.7	0.8	0.8	14.6	13.9	13.2	55%	55%	57%	5.0%	5.2%	5.3%
CORIO	36.7	18.2	17.3	16.4	0.8	0.8	0.8	12.9	12.6	12.0	78%	83%	82%	7.2%	7.5%	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	4.0	13.0	7.9	15.7	1.0	0.9	0.8	11.0	7.6	11.7	69%	114%	46%	0.0%	0.0%	0.0%
HAMMERSON	3.8	19.0	18.6	18.2	0.9	0.8	0.7	19.3	19.3	18.7	80%	77%	77%	4.2%	4.3%	4.5%
KLEPIERRE	23.8	16.9	16.2	15.7	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	146.4	20.4	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		**19.8**	**17.3**	**16.4**	**0.9**	**0.8**	**0.8**	**15.8**	**16.4**	**13.2**	**78%**	**83%**	**77%**	**4.2%**	**4.3%**	**4.5%**

Machinery manufacturer valuations /02.02.2012/

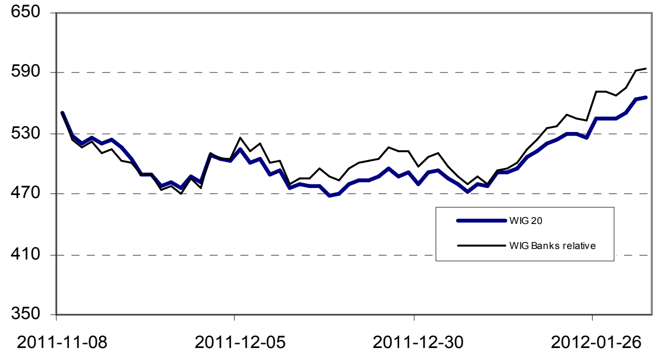
	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	EV/S 2010	EV/S 2011	EV/S 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
POLISH COMPANIES																
FAMUR	3.2	13.0	6.4	6.0	2.4	2.0	1.8	20.9	15.2	12.6	18%	32%	30%	0.0%	5.6%	0.0%
KOPEX	23.4	12.4	8.4	6.8	1.0	1.0	1.0	52.3	12.7	12.2	8%	12%	14%	0.0%	0.0%	0.8%
Median		**12.7**	**7.4**	**6.4**	**1.7**	**1.5**	**1.4**	**36.6**	**13.9**	**12.4**	**13%**	**22%**	**22%**	**0.0%**	**2.8%**	**0.4%**
FOREIGN COMPANIES																
Atlas Copco	168.5	13.1	10.8	10.6	3.1	2.7	2.6	20.6	16.0	15.9	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	1.1	5.4	4.8	3.9	1.8	1.6	1.4	7.8	7.6	6.3	34%	34%	35%	3.1%	3.1%	4.7%
Joy Global	91.5	12.9	9.4	7.3	2.7	2.1	1.7	21.9	15.4	12.4	21%	23%	23%	0.8%	0.8%	0.8%
Sandvik	102.0	9.6	8.8	8.4	1.8	1.6	1.5	18.4	14.5	14.6	19%	18%	18%	2.7%	3.2%	3.6%
Median		**11.3**	**9.1**	**7.4**	**2.1**	**1.8**	**1.6**	**19.5**	**14.0**	**11.3**	**22%**	**24%**	**24%**	**2.2%**	**3.0%**	**3.4%**

Paper manufacturer valuations /02.02.2012/

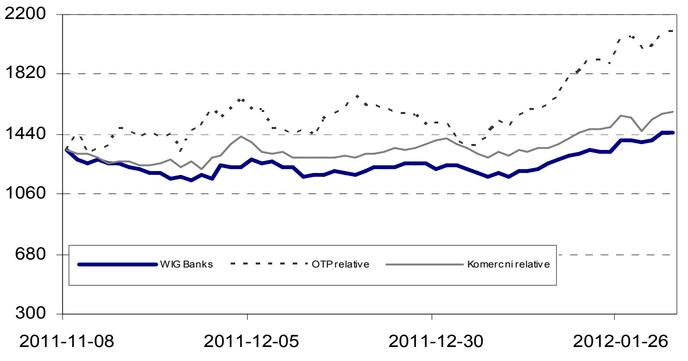
	Price	EV/EBITDA 2010	EV/EBITDA 2011	EV/EBITDA 2012	EV/S 2010	EV/S 2011	EV/S 2012	P/E 2010	P/E 2011	P/E 2012	EBITDA margin 2010	EBITDA margin 2011	EBITDA margin 2012	D/Y 2010	D/Y 2011	D/Y 2012
POLISH COMPANIES																
MONDI	61.6	7.3	5.1	6.2	1.6	1.1	1.2	12.4	7.5	9.1	22%	22%	19%	0.0%	0.0%	13.4%
FOREIGN COMPANIES																
Billerund	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	198.0	9.0	6.9	7.2	1.3	1.2	1.2	22.7	12.6	14.3	15%	18%	17%	3.5%	-	-
INTL Paper	31.6	6.3	5.7	5.6	0.8	0.8	0.8	15.6	10.3	10.5	13%	14%	14%	1.3%	3.1%	3.4%
M-Real	1.8	4.6	8.9	7.0	0.5	0.6	0.7	8.8	-	14.7	12%	6%	9%	0.9%	0.4%	1.6%
Norske Skog	7.6	8.6	7.0	5.9	0.6	0.5	0.5	-	-	-	7%	8%	9%	0.0%	0.0%	0.0%
Portucel EMP.	1.9	5.3	5.2	5.2	1.5	1.4	1.4	7.8	7.2	7.5	28%	27%	27%	8.5%	7.2%	7.7%
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	115.8	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	10.9	11.2	12.5	16%	14%	14%	4.5%	5.4%	5.4%
Median		**6.1**	**6.2**	**6.0**	**0.8**	**0.8**	**0.8**	**10.1**	**10.5**	**12.4**	**15%**	**14%**	**14%**	**3.5%**	**3.9%**	**4.1%**

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

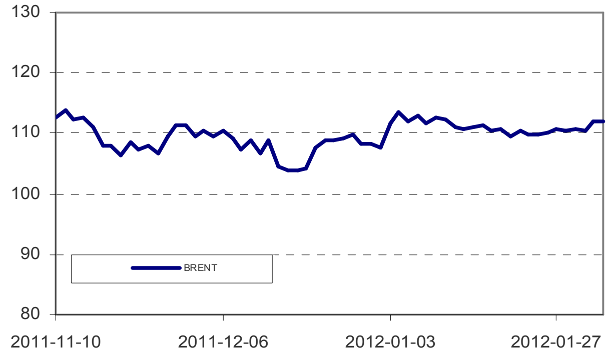
WIG Banks index vs. WIG 20 index (EUR)



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



BRENT (USD/bbl)



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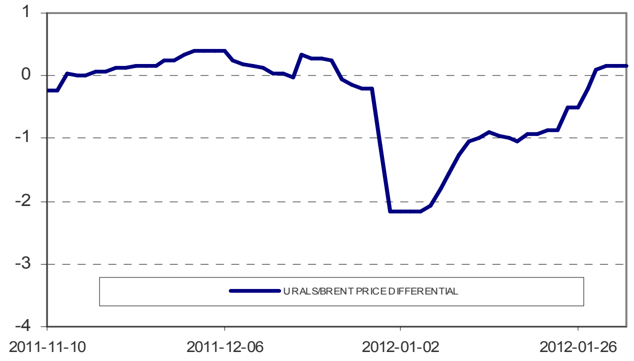

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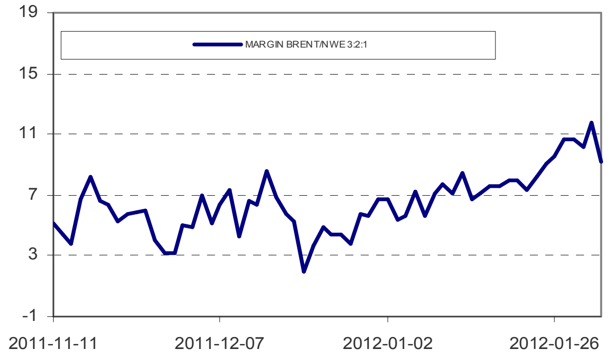
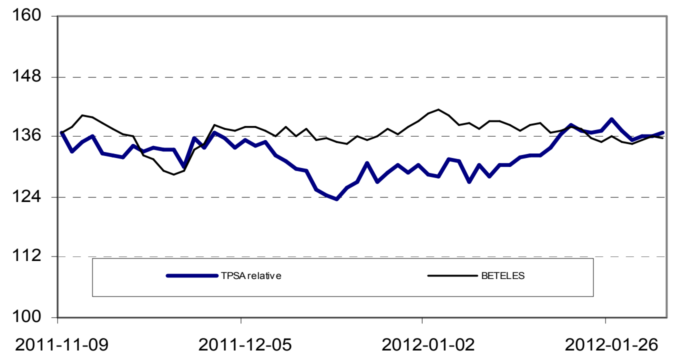
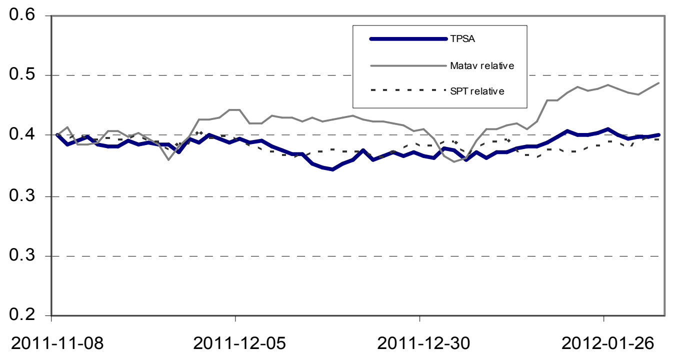


TPSA vs. BETELES - Bloomberg Europe 500 Telecom Services Index (EUR)

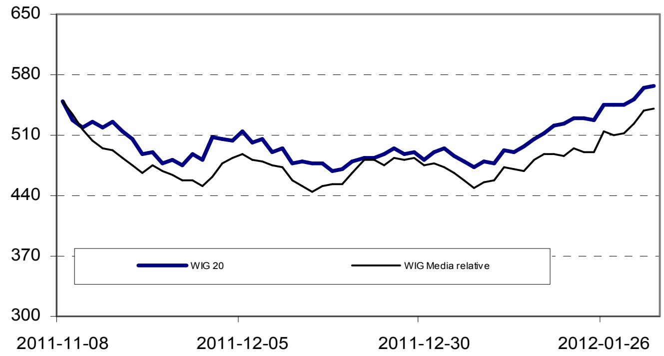


National operator quotations: TPSA, Hungarian Magyar Telecom and Czech SPT (EUR)

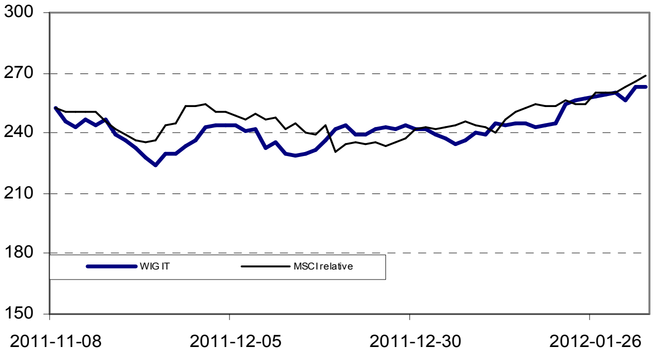


Source: Bloomberg

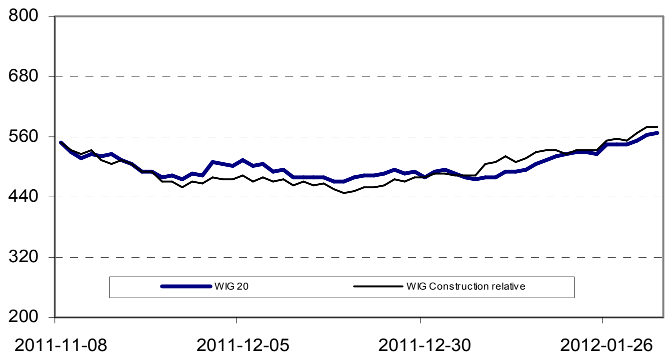
WIG Media index vs. WIG 20 index (EUR)



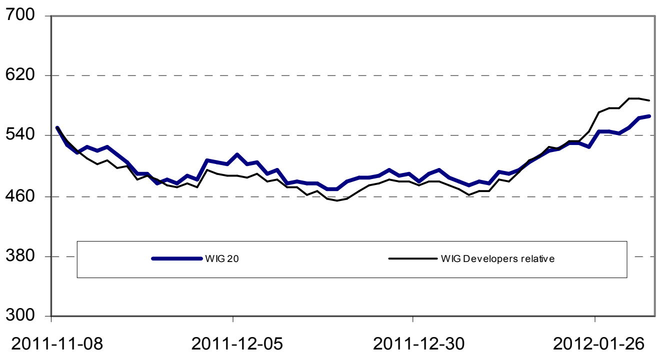
WIG IT index vs. MSCI



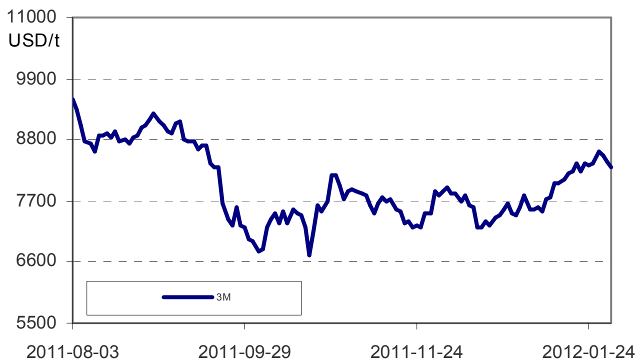
WIG Construction index vs. WIG 20 index (EUR)



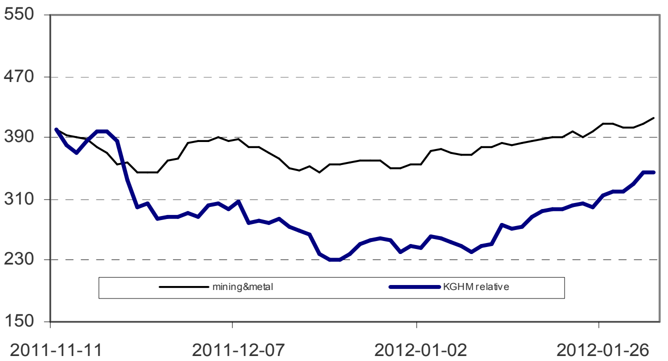
WIG Developers index vs. WIG 20 index (EUR)



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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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%
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