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Morning Comments

Equity Market, Poland

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| DJIA | 16 551.0 | +0.20% FTSE 100 | 6 839.3 | +0.63% Copper (LME) | 6 729.0 | +1.11% |
|----------|----------|------------------------|----------|--------------------------|---------|--------|
| S&P 500 | 1 875.6 | -0.14% WIG20 | 2 403.9 | +0.61% Crude Oil (Brent) | 107.67 | -0.19% |
| NA SDA Q | 4 051.5 | -0.40% BUX | 18 102.1 | +0.65% USD/PLN | 3.0196 | +0.30% |
| DAX | 9 607.4 | +0.90% PX 50 | 1 007.9 | -0.27% EUR/PLN | 4.1792 | -0.21% |
| CA C 40 | 4 507.2 | +1.37% PLBonds10 | 3.854 | -1.73% EUR/USD | 1.3840 | -0.50% |

Company & Sector News

Telecommunications

T-Mobile wins appeal in LTE frequency case

The Supreme Administrative Court rejected an appeal filed by the telecom regulator UKE and Midas requesting the dismissal of a case won in 2012 by T-Mobile Poland which voided a 2007 LTE frequency auction. The ruling means that the award of 1800 MHz frequencies to Midas in the 2007 tender may be annulled and that the UKE may have to do a new auction. According to Midas's lawyers, the case is not over, and it will take a long time to know for sure what the implications of the ruling are for mobile internet providers like Polkomtel and Cyfrowy Polsat. Midas says its frequencies are safe for now. (P. Szpigiel)

Asbis

Suspended - 05/02/13

Asbis eyes Q2 slowdown

After a net loss posted in Q1 as a consequence of the Ukraine crisis, Asbis expects an equally weak second quarter. The Company is taking steps to make up for the sales lost in Ukraine and Russia by expanding in other markets, and it is working on reducing costs. **News in line with expectations.** Asbis is sacrificing sales profits for a reduced inventory. The cost cuts may be a sign of weak sales after Q2 as well. Asbis generates about 38% of its annual sales in former Soviet countries, but some of its clients in other parts of the world make considerable exports to Russia and Ukraine. (P. Szpigiel)

Action

Suspended - 05/02/13

Action may scrap share issue plans

In light of an unfavorable equity market, Action is considering abandoning its stock issue plans in favor of a bond issue. **We believe the switch is a good idea. (P. Szpigiel)**

LW Bogdanka

Accumulate - 07/04/14 Target price: PLN 136.90

Kompania Węglowa to reduce production

The CEO of Poland's largest coal producer Kompania Weglowa (KW) has hinted that part of the turnaround plan for the ailing miner is to reduce production. According to him, the KW family includes several mines which have great trouble breaking even and which may have to be phased out in a viable way. The long-term implications of KW's capacity cuts are good for LW Bogdanka. They will reduce domestic coal supply by several million tons, and create a healthier pricing climate. In the near term, however, KW continues to put downward pressure on local sales prices. (M. Marczak)

Unibep

Buy - 21/01/14 Target price: PLN 10.20

Unibep signs PLN 143m contract in Russia

Unibep signed a contract to build an office/apartment complex in the Russian city of Tyumen for OOO MPF for a net fee of EUR 33.9m (PLN 142.8m). The deadline is in Q4 2015. **Good news from Unibep; the contract accounts for over 10% of annual revenues. Unibep and OOO MPF had agreed on a payment guarantee mechanism for the contract before signing.** (P. Zybała)

P.A. Nova

PA Nova to build new Kaufland store

P.A. Nova signed a contract for the construction of a Kaufland store for a fee of PLN 19.0m, and agreed to sell the store to Kaufland Polska after completion. Kaufland has ordered PLN 50.7m-worth of services from PA Nova in the last 12 months. We suspect that the new Kaufland location is on P.A. Nova's commercial land property in Kamienna Góra. It is factored into our financial forecasts with the assumption that it will be finished and sold in 2015. (P. Zybała)



Quarterly Earnings Results

PGNIG

Hold - 18/03/14 Target price: PLN 4.62

Q1 results beat consensus by 10%

At PLN 1.56 billion, the 2014 first-quarter EBIT of PGNiG fell slightly short of our estimate, but it exceeded the consensus forecast by 11%. Distribution EBIT was weaker than our PLN 494m estimate at PLN 409m due to a stronger impact of warm weather combined with lesser-than-anticipated restructuring effects (with costs reduced by just PLN 10m vs. Q1'13). The disappointment in Distribution was offset by upside surprises in Upstream and Power Generation. Upstream EBIT came in at PLN 845m vs. PLN 826m forecasted, led by lower D&A charges and operating costs. EBIT in Power Generation (represented by the PGNiG Termika unit) reached PLN 134m (we expected PLN 107m) after a lesser-than-expected slowdown owed to fuel savings and PLN 18m lower D&A. Trade EBIT came in at PLN 189m (we expected PLN 200m) despite recognition of PLN 60m allowances. The benefits of cheaper gas imports from Germany and favorable FX trends were slightly offset by a PLN 151m hedging loss.

PGNiG incurred lower-than-expected financing losses in Q1 (PLN 38m including losses incurred by EuRoPolGaz vs. PLN 54m forecast) thanks to lower interest expenses and higher FX gains generated in Norway. The Q1 effective tax rate was slightly lower than we anticipated at 22% (vs. 25%), owing to Norway operations (whose effective tax rate for the quarter was about 40%). After a release PLN 1 billion cash from working capital in line with seasonal patterns, operating cash flow in Q1 amounted to PLN 2.9 billion. Adjusted for PLN 0.7bn CAPEX, this resulted in net debt decreasing to PLN 2.6 billion.

Summing up, we have a positive view on PGNiG's performance in the first quarter as positive margins on gas trade are sure to raise expectations for the second quarter. (K. Kliszcz)

PGNiG: Q1 2014 actuals vs. forecasts

| (PLN m) | 1Q′14 | 1Q′13 | change | 1Q′14F | differ. | Consensus (median) | differ. | 2014F | 2013 | change |
|----------------|---------|----------|--------|---------|---------|-----------------------|---------|----------|----------|--------|
| Revenue | 9,537.0 | 10,255.0 | -7% | 9,333.3 | 2% | 9,804.0 | -3% | 31,483.3 | 32,120.0 | -2% |
| EBITDA | 2,181.0 | 1,976.0 | 10% | 2,286.1 | -5% | 2,068.0 | 5% | 6,104.0 | 5,612.0 | 9% |
| margin | 22.87% | 19.27% | - | 24.49% | - | 21.09% | - | 19.39% | 17.47% | - |
| EBIT | 1,558.0 | 1,427.0 | 9% | 1,625.1 | -4% | 1,398.0 | 11% | 3,635.3 | 3,149.0 | 15% |
| Pre-tax profit | 1,520.0 | 1,280.0 | 19% | 1,570.8 | - | - | - | 3,421.9 | 2,709.0 | 26% |
| Net profit | 1,181.0 | 1,073.0 | 10% | 1,178.1 | 0% | 1,075.0 | 10% | 2,617.2 | 1,918.0 | 36% |

Source: PGNiG, F - forecasts by Dom Maklerski mBanku, Consensus estimates provided by PAP

Astarta

Buy - 07/05/14 Target price: PLN 48.60

Astarta posts strong Q1 profits, cash flow

At UAH 1086.5m, the Q1 2014 revenue of Astarta came 13.5% ahead of expectations and showed year-on-year growth of 21.4%. Revenue from sugar sales was only 1.5% higher than we had forecast on 1.4% higher volume and 0.06% higher prices. Sales of milk and animal products exceeded our forecast by 13.2% at UAH 130.4m on in-line volumes and 13.1% higher prices, and revenue from grain sales was 3.9% higher than anticipated at UAH 266.3m on 24.4% higher volumes and 16.5% lower prices (the price difference was probably due to a higher share of corn). Further, revenue in the newly-launched soybean segment amounted to UAH 120.5m in Q1, representing 11.6% of the annual target. Astarta sold 8,000 tons of soybean oil and 33,000 tons of soybean meal in Q1 after crushing 45,000 tons of soya beans (23% of our annual output projection). Note that our forecasts for Q1 did not factor in the soybean crushing operations.

First-quarter gross profit (ex. revaluation effects) amounted to UAH 285.8m after soaring 36.4% year-on-year. Fair value adjustments to biological assets generated gains of UAH 213.8m contrary to our expectation of a UAH 40m loss. As a result, quarterly EBITDA and EBIT came ahead of our forecasts.

Astarta booked FX losses of UAH 850m (we expected UAH 811.7m) in Q1 on value adjustments to dollar and euro debt reflecting the depreciation of the hryvnia.

Operating cash flow amounted to UAH 302.8m in Q1 2014 vs. UAH 74.3m reported in Q1 2013, and the increase was achieved thanks to reduced working capital despite higher soya sales. The cash-to-EBITDA ratio reached its highest level since Q2'13 in Q1'14 at 67.3%. Accounts receivable decreased as well in the first quarter by about UAH 8m. FX losses drove net debt up by UAH 491.5m to UAH 3,517.6m as of 31 March (4.0x 12M EBITDA).

Astarta achieved 21.9% of our annual sales forecast in Q1 2014, and the ratio for EBITDA and EBIT was 29%. Assuming prices of sugar continue to increase, and sales of soybean oil grow, we believe the Company can deliver our projections. We stand by our bullish rating for AST. (J. Szkopek)

Astarta: Q1 2014 actuals vs. forecasts

| (UAH m) | 1Q′14 | 1Q′13 | change | 1Q′14F | differ. | 2014F | 2013 | change |
|----------------|---------|-------|--------|--------|---------|---------|---------|--------|
| Revenue | 1,086.5 | 895.1 | 21.4% | 957.6 | 13.5% | 4,956.3 | 4,008.9 | 23.6% |
| EBITDA | 449.9 | 249.6 | 80.2% | 231.8 | 94.1% | 1,549.5 | 670.4 | 131.1% |
| margin | 41.4% | 27.9% | | 24.2% | | 29.2% | 16.7% | |
| EBIT | 358.2 | 180.5 | 98.4% | 151.7 | 136.1% | 1,236.8 | 376.6 | 228.4% |
| Pre-tax profit | -534.5 | 121.1 | - | -724.0 | - | 324.5 | 232.0 | 39.9% |
| Net profit | -543.8 | 123.4 | - | -719.8 | - | 309.7 | 244.0 | 26.9% |

Source: Astarta, F - forecasts by Dom Maklerski mBanku

More News

Alior Bank Alior's Management Board is recommending retention of 2013 earnings in the Bank.

Alior Bank considers the 350m net profit consensus estimate for 2014 to be ambitious but achievable. The cost/income ratio could fall below 50% in 2014.

AmRest AmRest generated net profit of PLN 8.5m in Q1:

(PLN m) 01 2014 differ. consensus Net profit 8.5 3.5 1.429 **EBIT** 23.2 17.8 0.303 674 Revenue 674.1 0

Asseco BS

The order backlog of Asseco Business Solutions is worth PLN 97.4m, up 8% y/y. Q2 2014 will be at least as good as Q2 2013. 2014 annual net margin should be 19%.

Bank Handlowy Handlowy generated net profit of PLN 247.7m in Q1.

| (PLN m) | | Q1 2014 | conser | isus | differ. |
|---------------------|---------|---------|--------|-------|---------|
| Net interest income | | 293.1 | 2 | 99.9 | -2% |
| Fee income | | 157 | 1 | 57.6 | 0% |
| Costs | | 314.4 | | 317 | -1% |
| Provisioning | | 2.4 | | -2.4 | |
| Pre-tax profit | | 308.6 | 2 | 54.4 | 17% |
| Net profit | | 247.7 | 2 | 11.8 | 17% |
| (PLN m) | Q1 2014 | Q1 13 | у/у | Q4 13 | q/q |
| Net interest income | 293 | 327 | -10% | 298 | -2% |
| Fee income | 157 | 164 | -4% | 161 | -2% |
| Costs | 314 | 345 | -9% | 376 | -16% |
| Provisioning | 2 | -10 | | 19 | |
| Pre-tax profit | 309 | 440 | -30% | 198 | 56% |
| Net profit | 248 | 355 | -30% | 152 | 63% |

Banks Long-term financing is a challenge facing Polish banks.

CCC expects to generate net profit over PLN 200m in 2014. DPS from 2013 profits is PLN 1.6. CCC may issue medium-term zloty of PLN 100m this year.

CCC is planning a push into new markets including Austria, Slovenia, Croatia, and Germany, at least one of which is expected to breakeven this year.

CEZ is thinking about distribution assets in Poland and investment in Germany and Slovakia.

ChemicalsGlobal crop production will amount to 2,458 million tons in 2014, about 2.4% less than in 2013: FAO.

FAU.

ConstructionBilfinger wants to sell its construction business, including the Polish unit Bilfinger Infrastructure

SA and the German unit Bilfinger Construction GmbH.

The Polish coal industry generated a net loss of ca. PLN 15m in Q1. Sales prices averaged PLN 288/ton vs. ca. PLN 292 posted at the end of 2013. Prices of thermal coal in the period fell to PLN 257.5 from PLN 262 a ton. National coal stocks amounted to 7,5mmt as of 31 March 2014, 1mmt more than at 31 December 2013.

Kompania Węglowa is considering a eurobond issue to refinance existing debt. The coal producer is planning asset divestments in a more distant future.

Coal

CCC

CEZ



 $\label{thm:companion} \mbox{Kompania Weglowa may not start generating profits again earlier than in three years. The}$

priorities right now include restoration of liquidity an debt restructuring.

Energy The State Treasury has not changed its mind about dividend payments by power utilities.

ES-System ES-System is paying PLN 0.05 per-share dividend. The date of record is 1 July, and payout is set

for 15 July.

KBJ KBJ wants to pay PLN 0.21 dividend.

LPP is planning to expand its Reserved, Cropp, House, Mohito, and Sinsay brands in international

markets. It will increase its total retail space by about 25% this year.

LPP generated a net loss of PLN 14.9m in Q1:

| (PLN m) | Q1 2014 | consensus | differ. |
|------------|---------|-----------|---------|
| Net profit | -14.9 | -21 | -29.00% |
| EBIT | 48.4 | 28.5 | 69.80% |
| Revenue | 945 | 944 | 0.10% |

LW Bogdanka Market consensus for LWB's net profit in 2014 at PLN 360m is ambitious and optimistic – CEO

Stopa. LWB's coal output in Q2 will be steady at 2.24mmt.

LW Bogdanka expects that coal prices this year will fall in the mid-single digits. The Miner's

output target for 2014 is 9.3-10mmt, and the CAPEX budget is PLN 708.25m.

Netia, Mennica 7.7% of Netia shares changed hands in block trades at PLN 5.43 a share.

PGS Software PGS Software is paying bonus PLN 0.20 dividends. The date of record is 18 June, and payout is

on 2 July.

PKP Cargo PKP has no intention of selling shares in PKP Cargo even after the end of the lockup period, and it

is not going to push for higher dividend from the subsidiary.

Ronson Ronson expects to deliver ca. 550 homes to buyers this year, but profits will be weaker due to

low margins and smaller sizes of the flats. Next year, the Developer is hoping to deliver over

1000 homes in profitable developments.

Ronson is looking for land to develop a 400-500-flat residential complex. The purchase will be

finances from internal cash and bonds rather than a share issue.

Talex Takex shareholders approved a dividend payout of PLN 1.3 per share. The date of record is 20

May, and payout is set for 3 June.

Tauron Tauron's bond issue will happen in autumn at the earliest.

TVN, Cyfrowy Polsat In the week ended May 4th, advertising revenues amounted to PLN 61.81m for Polsat and PLN 43.18m for TVN. TVP1 was third with PLN 37.26m, representing an adspend share of 8.4%.

In the same week, TVN's audience share was 12.03.

| Channel | Week of 4 May (%) | Previous week (%) |
|----------|-------------------|-------------------|
| TVP1 | 10.86 | 14.22 |
| TVN | 12.03 | 11.18 |
| TVP2 | 9.86 | 8.78 |
| Polsat | 11.05 | 11.84 |
| TVP INFO | 2.46 | 2.73 |
| TVN7 | 3.31 | 3.45 |
| TVN24 | 2.65 | 2.69 |
| TV PULS | 3.52 | 3.39 |
| TV4 | 2.82 | 2.67 |
| Polsat2 | 1.43 | 1.48 |

Corporate Action Calendar

| Friday, 9 May 2014 | |
|-----------------------|--|
| Handlowy | Consolidated Q1 2014 earnings announcement |
| PGNiG | Consolidated Q1 2014 earnings announcement |
| Ulma | Consolidated Q1 2014 earnings announcement |
| Monday, 12 May 2014 | |
| ABC DATA | Consolidated Q1 2014 earnings announcement |
| Agora | Consolidated Q1 2014 earnings announcement |
| Energa | Consolidated Q1 2014 earnings announcement |
| Erbud | Consolidated Q1 2014 earnings announcement |
| Pekao | Consolidated Q1 2014 earnings announcement |
| Tuesday, 13 May 2014 | |
| CEZ | Consolidated Q1 2014 earnings announcement |
| Enea | Consolidated Q1 2014 earnings announcement |
| Impexmetal | Consolidated Q1 2014 earnings announcement |
| Kopex | Consolidated Q1 2014 earnings announcement |
| Wednesday, 14 May 201 | 4 |
| Asseco Poland | Consolidated Q1 2014 earnings announcement |
| Elektrotim | Consolidated Q1 2014 earnings announcement |
| GTC | Consolidated Q1 2014 earnings announcement |
| JWC | Consolidated Q1 2014 earnings announcement |
| PGE | Consolidated Q1 2014 earnings announcement |
| PZU | Consolidated Q1 2014 earnings announcement |
| Tarczyński | Consolidated Q1 2014 earnings announcement |
| Tauron | Consolidated Q1 2014 earnings announcement |
| TVN | Consolidated Q1 2014 earnings announcement |
| Thursday, 15 May 2014 | |
| Alchemia | Consolidated Q1 2014 earnings announcement |
| Boryszew | Consolidated Q1 2014 earnings announcement |
| Capital Park | Consolidated Q1 2014 earnings announcement |
| Ciech | Consolidated Q1 2014 earnings announcement |
| Cyfrowy Polsat | Consolidated Q1 2014 earnings announcement |
| Echo | Consolidated Q1 2014 earnings announcement |
| Elektrobudowa | Consolidated Q1 2014 earnings announcement |
| Elemental Famur | Consolidated Q1 2014 earnings announcement |
| Getin Noble Bank | Consolidated Q1 2014 earnings announcement Consolidated Q1 2014 earnings announcement |
| JSW | Consolidated Q1 2014 earnings announcement Consolidated Q1 2014 earnings announcement |
| KGHM | Consolidated Q1 2014 earnings announcement Consolidated Q1 2014 earnings announcement |
| Kruk | Consolidated Q1 2014 earnings announcement |
| PKO BP | Consolidated Q1 2014 earnings announcement Consolidated Q1 2014 earnings announcement |
| Robyg | Consolidated Q1 2014 earnings announcement |
| Rovese | Consolidated Q1 2014 earnings announcement Consolidated Q1 2014 earnings announcement |
| Unibep | Consolidated Q1 2014 earnings announcement Consolidated Q1 2014 earnings announcement |
| Work Service | Consolidated Q1 2014 earnings announcement Consolidated Q1 2014 earnings announcement |
| Vistal | Consolidated Q1 2014 earnings announcement |
| Friday, 16 May 2014 | |
| OTP Bank | Consolidated Q1 2014 earnings announcement |
| | |



Economic Calendar

| Friday, | 9 May 20 | 14 | | | |
|----------------|---------------|------------------------------|----------------|----------------------|-----------------------|
| Time | Region | Data | Period | Forecast | Previous |
| 01:50 | Japan | Foreign Reserves | April | | 1279.30bn |
| 04:00 | China | Exports | April | -7.00% | -6.60% |
| 04:00 | China | Imports | April | -11.00% | -11.30% |
| 04:00 | China | Trade Balance | April | 23.81bn | 7.71bn |
| 07:00 | Japan | Leading Indicators Index (P) | March | 106.70 | 108.90 |
| 08:00 | Germany | Current Account Balance | March | | 13.90bn |
| 08:00 | Germany | Exports | March | | 93.30bn |
| 08:00 | Germany | Imports | March | | 77.60bn |
| 08:00 | , | Trade Balance | March | | 15.70bn |
| 10:30 | UK | Exports | March | | 40.59bn |
| 10:30 | UK | Imports | March | | 42.65bn |
| 10:30 | UK | Industrial Production | March | 0.03% m/m; 2.60% y/y | 0.90% m/m; 2.70% y/y |
| 10:30 | UK | Manufacturing Production | March | 0.35% m/m; 2.95% y/y | 1.00% m/m; 3.80% y/y |
| 10:30 | UK | Trade Balance without EU | March | -2.80bn | -2.92bn |
| 10:30 | UK | Trade Balance | March | -2.00bn | -2.06bn |
| 10:30 | UK | Trade Balance with EU | March | -8.95bn | -9.09bn |
| 16:00 | USA | Wholesale Inventories | March | | 0.50% m/m; 4.70% y/y |
| 16:00 | USA | Wholesale Sales | March | | 0.70% m/m; 3.10% y/y |
| Manda | France | Foreign Reserves | April | | 125.75bn |
| | y, 12 May | | David | Favoast | Duevieus |
| Time | Region | Data Business Continuent | Period | Forecast | Previous |
| 08:30 20:00 | France USA | Business Sentiment | April April | | 96 -36.90bn |
| | y, 13 May | Government Budget | Арііі | | -30.90011 |
| Time | Region | Data | Period | Forecast | Previous |
| 01:50 | Japan | M3 Money Supply | April | 1010000 | 2.90% y/y |
| 04:00 | China | Industrial Production | March | | 8.80% y/y |
| 04:00 | China | Retail Sales | March | | 12.20% y/y |
| 08:45 | France | Capital Account Balance | March | | 0.50bn |
| 08:45 | France | Current Account Balance | March | | -1.40bn |
| 08:45 | France | Financial Account Balance | March | | 15.40bn |
| 11:00 | Germany | ZEW Current Situation | May | | 59.50 |
| 11:00 | EU | ZEW Current Situation | May | | -30.50 |
| 11:00 | Germany | ZEW Economic Sentiment | May | | 43.20 |
| 11:00 | EU | ZEW Economic Sentiment | May | | 61.20 |
| 14:30 | USA | Exports | April | | 0.80% m/m; 0.20% y/y |
| 14:30 | USA | Import Price Index | April | | 0.60% m/m; -0.60% y/y |
| 14:30 | USA | Retail Sales | April | | 1.10% m/m; 3.80% y/y |
| 14:30 | USA | Retail Sales Less Autos | April | | 0.70% m/m; 2.60% y/y |
| 16:00 | USA | Business Inventories | March | | 0.40% m/m; 4.20% y/y |
| | sday, 14 I | | | | |
| Time | Region | Data | Period | Forecast | Previous |
| 01:50 | Japan | Corporate Goods Price Index | April | | 0.00% m/m; 1.70% y/y |
| 08:00 | | CPI Harmonized (F) | April | | -0.30% m/m; 1.10% y/y |
| 08:00 | Germany | | April | | -0.20% m/m; 1.30% y/y |
| 08:45 | France | CPI Harmonized | April | | 0.50% m/m; 0.70% y/y |
| 08:45 | France | CPI | April | | 0.40% m/m; 0.60% y/y |
| 10:30 | UK | Unemployment Rate | March | | 6.90% |
| 11:00 | EU | Industrial Production | March | | 0.20% m/m; 1.70% y/y |
| 11:00 | EU | Industrial Production | March | | 1.70% y/y |
| 14:00 | Poland | CPI | April | | 0.10% m/m; 0.70% y/y |
| 14:00 | Poland | M3 Money Supply | April | | 1.10% m/m; 5.10% y/y |
| 14:30 | USA | PPI | April | | 0.50% m/m; 1.40% y/y |

Current Recommendations by Dom Maklerski mBanku

| Company | Recommendation | Date issued | Price on report date | Target price | Current price | Upside / Downside | P/E 2014 | 2015 | EV/EBI 2014 | TDA 2015 |
|-------------------------|----------------|---|----------------------|----------------------|------------------|----------------------|--------------|-------------|----------------|-------------|
| Banks | | | | | | | | | | |
| BZ WBK | Hold | 2014-05-07 | 362.00 | 379.70 | 366.10 | +3.7% | 16.4 | 13.5 | | |
| GETIN NOBLE BANK | Sell | 2014-03-06 | 3.20 | 2.59 | 3.37 | -23.1% | 20.6 | 14.5 | | |
| HANDLOWY | Hold | 2014-03-06 | 110.45 | 111.70 | 109.20 | +2.3% | 16.6 | 14.0 | | |
| ING BSK | Hold | 2014-03-06 | 128.50 | 127.00 | 131.00 | -3.1% | 17.1 | 14.6 | | |
| MILLENNIUM | Sell | 2014-03-06 | 9.28 | 7.51 | 8.25 | -9.0% | 16.8 | 14.5 | | |
| PEKAO | Hold | 2014-01-15 | 178.80 | 184.90 | 189.00 | -2.2% | 17.0 | 14.8 | | |
| PKO BP | Buy | 2014-01-15 | 39.65 | 46.60 | 40.50 | +15.1% | 14.2 | 10.6 | | |
| KOMERCNI BANKA | Reduce | 2014-01-15 | 4520.00 | 4115 CZK | 4578.00 | -10.1% | 13.9 | 13.1 | | |
| ERSTE BANK | Hold | 2014-01-15 | 28.59 | 29.6 EUR | 24.02 | +23.3% | 12.6 | 9.4 | | |
| RBI OTP BANK | Buy Hold | 2014-01-15 2014-01-15 | 26.70 4440.00 | 32.1 EUR 4618 HUF | 23.38 4480.00 | +37.3% +3.1% | 8.1 8.0 | 5.4 6.9 | | |
| Insurance | Tiolu | 2014-01-13 | 4440.00 | 4010 1101 | 4400.00 | +3.170 | 0.0 | 0.9 | | |
| PZU | Hold | 2013-11-06 | 468.00 | 425.00 | 428.00 | -0.7% | 13.5 | 13.3 | | |
| Financial services | | | | | | | | | | |
| KRUK | Hold | 2013-10-04 | 73.50 | 73.20 | 84.75 | -13.6% | 14.4 | 13.5 | | |
| Fuels, chemicals | | | | | | | | | | |
| CIECH | Buy | 2014-03-31 | 32.00 | 37.00 | 31.12 | +18.9% | 14.7 | 12.7 | 5.8 | 5.6 |
| LOTOS | Hold | 2014-03-26 | 36.31 | 38.60 | 37.75 | +2.3% | 8.4 | 7.9 | 5.9 | 5.4 |
| MOL | Buy | 2014-03-07 | 171.20 | 220.00 | 178.00 | +23.6% | 9.1 | 6.9 | 4.1 | 3.3 |
| PGNiG | Hold | 2014-03-18 | 4.49 | 4.62 | 4.79 | -3.5% | 10.8 | 10.4 | 5.4 | 5.3 |
| PKN ORLEN | Buy | 2014-02-18 | 41.45 | 52.30 | 43.50 | +20.2% | 9.8 | 8.6 | 5.6 | 4.9 |
| Power Utilities | | | | | | | | | | |
| CEZ | Reduce | 2014-05-07 | 91.00 | 80.60 | 92.40 | -12.8% | 10.6 | 11.1 | 7.1 | 7.0 |
| ENEA | Accumulate | 2014-04-07 | 16.00 | 17.22 | 15.09 | +14.1% | 13.1 | 10.2 | 4.9 | 5.1 |
| ENERGA | Accumulate | 2014-03-06 | 17.20 | 19.90 | 17.90 | +11.2% | 9.8 | 10.9 | 5.5 | 5.8 |
| PGE TAURON | Sell | 2014-05-07 | 20.30 5.20 | 16.37 5.94 | 20.15 5.24 | -18.8% +13.4% | 12.1 10.3 | 10.4 7.8 | 5.5 5.5 | 5.4 5.3 |
| Telecommunications | Accumulate | 2014-04-07 | 5.20 | 5.94 | 5.24 | +13.470 | 10.3 | 7.0 | 5.5 | 5.5 |
| NETIA | Suspended | 2013-02-21 | 4.01 | _ | 5.40 | _ | _ | _ | _ | _ |
| ORANGE POLSKA | Sell | 2014-04-22 | 10.32 | 8.60 | 10.16 | -15.4% | 35.3 | 73.3 | 4.8 | 5.2 |
| Media | | | | | | | | | | |
| AGORA | Reduce | 2014-05-07 | 10.15 | 9.50 | 10.03 | -5.3% | 250.7 | - | 5.4 | 5.2 |
| CYFROWY POLSAT | Buy | 2014-01-10 | 18.73 | 24.10 | 20.62 | +16.9% | 20.4 | 14.7 | 10.0 | 5.7 |
| GLOBAL CITY HOLDINGS | Buy | 2014-01-15 | 35.20 | 41.50 | 34.67 | +19.7% | 14.9 | 11.6 | 8.2 | 6.9 |
| TVN | Accumulate | 2014-03-06 | 16.00 | 17.90 | 15.74 | +13.7% | 15.6 | 14.0 | 11.9 | 11.0 |
| IT | | | | | | | | | | |
| AB | Suspended | 2013-02-05 | 23.50 | - | 28.41 | - | - | - | - | - |
| ABC DATA | Buy | 2013-11-19 | 4.52 | 5.71 | 3.99 | +43.1% | 7.4 | 6.7 | 7.1 | 6.5 |
| ACTION | Suspended | 2013-02-05 | 29.70 | - | 44.44 | - | - | - | - | - |
| ASBIS | Suspended | 2013-02-05 | 3.21 | - | 3.25 | - | - | - | - | |
| ASSECO POLAND | Hold | 2014-04-07 | 46.35 | 50.00 | 44.00 | +13.6% | 10.4 | 10.2 | 6.3 | 6.1 |
| COMARCH | Suspended | 2013-03-11 | 89.60 | - | 87.10 | - | - | - | - | - |
| SYGNITY Mining & Metals | Suspended | 2013-02-05 | 16.80 | | 16.40 | | | _ | | _ |
| JSW | Hold | 2014-01-15 | 50.73 | 55.00 | 43.17 | +27.4% | - | 26.9 | 6.3 | 2.8 |
| KGHM | Buy | 2014-01-15 | 114.50 | 144.00 | 111.50 | +29.1% | 8.9 | 7.6 | 4.6 | 4.0 |
| LW BOGDANKA | Accumulate | 2014-04-07 | 126.10 | 136.90 | 118.95 | +15.1% | 11.1 | 8.5 | 5.6 | 4.5 |
| Manufacturers | | | | | | | | | | |
| ALCHEMIA | Sell | 2014-01-15 | 5.29 | 4.10 | 5.00 | -18.0% | 29.8 | 16.8 | 13.0 | 9.3 |
| ASTARTA | Buy | 2014-05-07 | 38.99 | 48.60 | 38.47 | +26.3% | 12.0 | 4.3 | 4.5 | 4.2 |
| BORYSZEW | Hold | 2014-01-15 | 4.90 | 5.20 | 4.12 | +26.2% | 10.4 | 9.2 | 7.6 | 6.8 |
| FAMUR | Hold | 2014-05-07 | 4.46 | 4.50 | 4.27 | +5.4% | 30.7 | 15.8 | 9.6 | 6.8 |
| IMPEXMETAL | Hold | 2014-03-06 | 3.33 | 3.40 | 2.38 | +42.9% | 8.8 | 7.7 | 6.9 | 6.1 |
| KERNEL | Buy | 2014-05-07 | 27.05 | 32.20 | 29.00 | +11.0% | 103.1 | 4.6 | 7.0 | 3.9 |
| KĘTY | Hold | 2014-01-15 | 208.40 | 213.20 | 213.20 | +0.0% | 15.1 | 13.3 | 8.3 | 7.7 |
| KOPEX | Hold | 2014-03-03 | 14.00 | 14.50 | 12.10 | +19.8% | 13.4 | 10.5 | 5.9 | 5.4 |
| ROVESE | Reduce | 2014-05-07 | 1.33 | 1.22 | 1.31 | -6.9% | - | 29.1 | 8.1 | 6.7 |
| TARCZYŃSKI | Buy | 2014-01-15 | 14.15 | 17.80 | 11.97 | +48.7% | 9.7 | 9.5 | 5.1 | 4.6 |
| VISTAL | Buy | 2014-02-10 | 16.10 | 24.30 | 15.50 | +56.8% | 8.6 | 6.4 | 7.8 | 5.9 |
| Construction BUDIMEX | Accumulate | 2014-03-24 | 132.00 | 151.80 | 125.95 | +20.5% | 20.0 | 15.5 | 9.1 | 7.1 |
| ELEKTROBUDOWA | Buy | 2014-03-24 | 118.00 | 140.70 | 87.31 | +20.5% | 11.0 | 7.5 | 6.5 | 5.5 |
| ERBUD | Buy | 2014-01-21 | 28.23 | 36.60 | 26.00 | +40.8% | 12.8 | 10.4 | 4.7 | 3.9 |
| UNIBEP | Buy | 2014-01-21 | 7.89 | 10.20 | 7.20 | +41.7% | 11.0 | 8.6 | 7.1 | 5.9 |
| Property Developers | · | , | | | | | | | | |
| CAPITAL PARK | Buy | 2014-01-21 | 5.27 | 8.40 | 4.89 | +71.8% | 14.8 | 7.5 | 25.1 | 14.5 |
| DOM DEVELOPMENT | Buy | 2014-05-07 | 44.50 | 56.50 | 43.88 | +28.8% | 18.7 | 14.6 | 15.9 | 12.0 |
| ECHO | Buy | 2014-01-21 | 6.23 | 8.10 | 5.85 | +38.5% | 14.1 | 8.9 | 23.8 | 12.4 |
| GTC | Buy | 2014-01-21 | 7.59 | 9.20 | 7.34 | +25.3% | 17.4 | 5.2 | 15.8 | 7.7 |
| ROBYG | Buy | 2014-01-21 | 2.34 | 3.11 | 2.29 | +35.8% | 26.7 | 13.8 | 16.1 | 11.1 |
| Other | | | | | | | | | | |
| WORK SERVICE | Buy | 2014-03-31 | 14.70 | 18.63 | 15.00 | +24.2% | 15.7 | 11.7 | 10.9 | 8.8 |



CEE bank valuations (08-May-14)

| | | | P/E | | | ROE | | | P/BV | | | D/Y | |
|-----------------------|--------|------|-------|------|------|------|------|------|------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH BANKS | | | | | | | | | | | | | |
| BZ WBK | 366.1 | 17.3 | 16.4 | 13.5 | 12% | 14% | 15% | 2.5 | 2.1 | 1.9 | 2.1% | 2.9% | 3.2% |
| Getin Noble Bank | 3.4 | 23.6 | 20.6 | 14.5 | 8% | 8% | 11% | 1.8 | 1.6 | 1.5 | 0.0% | 0.0% | 0.0% |
| Handlowy | 109.2 | 14.7 | 16.6 | 14.0 | 15% | 11% | 13% | 2.0 | 1.9 | 1.8 | 5.3% | 6.5% | 6.0% |
| ING BSK | 131.0 | 18.1 | 17.1 | 14.6 | 11% | 11% | 12% | 1.9 | 1.8 | 1.6 | 0.0% | 3.4% | 1.8% |
| Millenium | 8.3 | 18.7 | 16.8 | 14.5 | 11% | 11% | 12% | 1.9 | 1.8 | 1.6 | 0.0% | 2.7% | 2.7% |
| Pekao | 189.0 | 18.2 | 17.0 | 14.8 | 12% | 12% | 14% | 2.1 | 2.1 | 2.1 | 4.4% | 5.3% | 5.9% |
| PKO BP | 40.5 | 15.1 | 14.2 | 10.6 | 13% | 13% | 16% | 2.0 | 1.8 | 1.6 | 4.4% | 1.9% | 3.5% |
| Median | | 18.1 | 16.8 | 14.5 | 12% | 11% | 13% | 2.0 | 1.8 | 1.6 | 2.1% | 2.9% | 3.2% |
| INVESTORS IN POLISH B | ANKS | | | | | | | | | | | | |
| BCP | 0.2 | - | 213.7 | 17.8 | -21% | 0% | 9% | 1.6 | 1.6 | 1.5 | 0.0% | 3.3% | 3.3% |
| Citigroup | 47.1 | 10.4 | 9.8 | 8.6 | 7% | 7% | 8% | 0.7 | 0.7 | 0.6 | 0.1% | 0.1% | 0.8% |
| Commerzbank | 12.0 | 26.5 | 17.4 | 10.5 | 1% | 3% | 4% | 0.5 | 0.5 | 0.5 | 0.0% | 0.3% | 2.0% |
| ING | 10.4 | 11.3 | 10.4 | 8.4 | 7% | 8% | 10% | 0.8 | 0.8 | 0.8 | 0.0% | 0.7% | 3.2% |
| KBC | 45.1 | 16.9 | 11.5 | 9.8 | 10% | 13% | 14% | 1.6 | 1.5 | 1.3 | 0.0% | 4.0% | 2.8% |
| Santander | 7.3 | 17.7 | 15.2 | 12.7 | 6% | 7% | 9% | 1.1 | 1.1 | 1.1 | 8.2% | 7.3% | 6.6% |
| UCI | 6.4 | 66.8 | 19.1 | 12.3 | 1% | 4% | 6% | 0.6 | 0.7 | 0.7 | 1.3% | 1.8% | 2.8% |
| Median | | 17.3 | 13.4 | 10.2 | 6% | 7% | 8% | 0.8 | 0.8 | 0.7 | 0.0% | 1.2% | 2.8% |
| FOREIGN BANKS | | | | | | | | | | | | | |
| Erste Bank* | 24.0 | 47.5 | 12.6 | 9.4 | 2% | 7% | 8% | 0.9 | 0.8 | 0.8 | 1.7% | 0.7% | 2.1% |
| RBI* | 23.4 | 12.6 | 8.1 | 5.4 | 8% | 7% | 10% | 0.6 | 0.6 | 0.5 | 5.0% | 1.6% | 3.7% |
| Komercni Banka* | 4578.0 | 14.0 | 13.9 | 13.1 | 13% | 12% | 13% | 1.7 | 1.7 | 1.6 | 5.0% | 4.7% | 4.7% |
| OTP* | 4480.0 | 12.5 | 8.0 | 6.9 | 0% | 0% | 0% | 0.7 | 0.7 | 0.6 | 3.3% | 3.2% | 3.4% |
| Banco Popular Espanol | 5 | 68.7 | 24.8 | 13.1 | 2% | 4% | 7% | 0.9 | 0.9 | 0.8 | 0.3% | 1.2% | 3.0% |
| Deutsche Bank | 31 | 8.4 | 9.2 | 6.5 | 5% | 5% | 8% | - | - | - | 2.4% | 2.7% | 3.6% |
| Sbierbank | 2.7 | 5.8 | 5.8 | 4.9 | 21% | 19% | 19% | 1.1 | 1.0 | 0.8 | 3.3% | 3.6% | 4.4% |
| VTB Bank | 2.4 | 6.2 | 6.2 | 4.8 | 9% | 9% | 10% | 0.6 | 0.5 | 0.5 | 3.0% | 3.2% | 3.9% |
| Turkiye Garanti Bank | 8.2 | 9.8 | 11.4 | 9.1 | 14% | 11% | 14% | 1.5 | 1.4 | 1.2 | 2.0% | 1.9% | 2.4% |
| Turkiye Halk Bank | 14.7 | 6.8 | 8.4 | 6.3 | 21% | 18% | 19% | 1.3 | 1.2 | 1.0 | 2.9% | 2.5% | 2.6% |
| Median | | 11.1 | 8.8 | 6.7 | 9% | 8% | 10% | 0.9 | 0.9 | 0.8 | 3.0% | 2.6% | 3.5% |

Insurance company valuations (08-May-14)

| | | P/E | | | | ROE | | | P/BV | | | D/Y | |
|---------------------|-------|------|------|------|------|------|------|------|------|------|------|-------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | | | | | | | | | |
| PZU | 428.0 | 11.1 | 13.5 | 13.3 | 25% | 22% | 22% | 3.1 | 2.9 | 2.9 | 6.9% | 13.7% | 7.4% |
| FOREIGN COMPANIES | | | | | | | | | | | | | |
| Vienna Insurance G. | 37.9 | 16.7 | 11.1 | 10.3 | 5% | 9% | 9% | 1.0 | 1.0 | 0.9 | 3.3% | 3.6% | 3.8% |
| Uniqa | 9.2 | 9.4 | 9.7 | 8.1 | 11% | 11% | 12% | 1.1 | 1.0 | 0.9 | 4.1% | 4.3% | 5.3% |
| Aegon | 6.5 | 10.5 | 9.5 | 8.8 | 4% | 7% | 8% | 0.7 | 0.7 | 0.7 | 3.5% | 3.7% | 4.1% |
| Allianz | 121.1 | 9.2 | 9.0 | 8.7 | 12% | 12% | 11% | 1.1 | 1.0 | 1.0 | 4.3% | 4.6% | 4.8% |
| Aviva | 5.3 | 12.5 | 11.2 | 10.2 | 14% | 15% | 15% | 1.7 | 1.6 | 1.4 | 2.8% | 3.2% | 3.6% |
| AXA | 17.6 | 8.4 | 8.4 | 7.9 | 9% | 10% | 10% | 0.8 | 0.8 | 0.8 | 4.7% | 4.8% | 5.2% |
| Baloise | 108.2 | 11.1 | 10.4 | 10.0 | 10% | 10% | 10% | 1.1 | 1.0 | 1.0 | 4.4% | 4.5% | 4.7% |
| Generali | 112.7 | 13.3 | 13.0 | 12.2 | - | - | - | 1.2 | 1.2 | 1.2 | 4.6% | 4.6% | 4.7% |
| Helvetia | 435.3 | 10.9 | 10.2 | 9.8 | 9% | 9% | 9% | 1.0 | 1.0 | 0.9 | 4.0% | 4.2% | 4.3% |
| Mapfre | 3.0 | 10.2 | 10.0 | 9.3 | 11% | 11% | 12% | 1.1 | 1.1 | 1.1 | 4.1% | 4.5% | 4.8% |
| RSA Insurance | 1.0 | 29.3 | 12.6 | 12.4 | 6% | 12% | 11% | 1.2 | 1.1 | 1.1 | 2.1% | 2.7% | 3.5% |
| Zurich Financial | 256.1 | 8.9 | 9.4 | 8.7 | 12% | 12% | 13% | 1.2 | 1.1 | 1.1 | 7.3% | 7.4% | 7.5% |
| Median | | 10.7 | 10.1 | 9.6 | 10% | 11% | 11% | 1.1 | 1.0 | 1.0 | 4.1% | 4.4% | 4.7% |

Gas & Oil valuations (08-May-14)

| | | EV | // EBITD | A | | EV/S | | | P/E | | EBIT | TDA mar | gin | | D/Y | |
|--------------------|-------|------|----------|------|------|------|------|------|------|------|------|---------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| OIL COMPANIES | | | | | | | | | | | | | | | | |
| Lotos | 37.8 | 13.2 | 5.9 | 5.4 | 0.4 | 0.3 | 0.3 | - | 8.4 | 7.9 | 3% | 6% | 6% | 0.0% | 0.0% | 2.4% |
| PKN Orlen | 43.5 | 10.9 | 5.6 | 4.9 | 0.2 | 0.2 | 0.2 | - | 9.8 | 8.6 | 2% | 4% | 4% | 3.5% | 3.2% | 4.2% |
| MOL | 12930 | 4.7 | 4.7 | 4.5 | 0.4 | 0.5 | 0.5 | 12.7 | 9.2 | 8.3 | 9% | 10% | 11% | 2.8% | 3.8% | 4.2% |
| OMV | 32.5 | 3.8 | 3.4 | 3.1 | 0.4 | 0.4 | 0.4 | 8.8 | 8.1 | 7.8 | 11% | 12% | 14% | 3.8% | 3.9% | 4.1% |
| Hellenic Petroleum | 6.1 | 20.3 | 9.7 | 6.9 | 0.4 | 0.4 | 0.4 | - | 26.9 | 10.3 | 2% | 4% | 6% | 2.4% | 3.1% | 5.5% |
| Tupras | 47.7 | 14.8 | 11.8 | 6.7 | 0.4 | 0.3 | 0.3 | 9.7 | 9.6 | 8.8 | 2% | 3% | 5% | 5.6% | 5.0% | 7.8% |
| Unipetrol | 137.2 | 9.3 | 6.3 | 6.3 | - | 0.2 | 0.2 | - | 23.2 | 24.6 | - | 4% | 3% | 0.0% | 0.3% | 1.0% |
| Median | | 10.9 | 5.9 | 5.4 | 0.4 | 0.3 | 0.3 | 9.7 | 9.6 | 8.6 | 3% | 4% | 6% | 2.8% | 3.2% | 4.2% |
| GAS COMAPNIES | | | | | | | | | | | | | | | | |
| Gazprom | 135.6 | 2.1 | 2.3 | 2.4 | 0.8 | 0.8 | 0.8 | 2.5 | 2.8 | 2.9 | 37% | 34% | 33% | 5.5% | 6.1% | 7.8% |
| GDF Suez | 19.1 | 6.3 | 6.7 | 6.5 | 1.0 | 1.0 | 1.0 | 13.4 | 13.8 | 13.2 | 16% | 16% | 16% | 7.9% | 5.9% | 5.7% |
| Gas Natural SDG | 20.8 | 7.3 | 7.6 | 7.4 | 1.5 | 1.5 | 1.5 | 14.9 | 15.0 | 14.2 | 20% | 20% | 20% | 4.2% | 4.2% | 4.4% |
| Median | | 6.3 | 6.7 | 6.5 | 1.0 | 1.0 | 1.0 | 13.4 | 13.8 | 13.2 | 20% | 20% | 20% | 5.5% | 5.9% | 5.7% |

Source: Dom Maklerski mBanku (Polish stocks and stocks marked with an asterisk), IBES/Bloomberg (foreign stocks)

Power generation company valuations (08-May-14)

| | | EV/EBITDA | | | | EV/S | | | P/E | | EBIT | TDA mar | gin | | D/Y | |
|-------------------------|-------|-----------|------|------|------|------|------|------|------|------|------|---------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| ENERGY COMPANIES | | | | | | | | | | | | | | | | |
| CEZ | 92.4 | 6.8 | 7.1 | 7.0 | 2.3 | 2.6 | 2.5 | 9.1 | 10.6 | 11.1 | 34% | 37% | 36% | 6.6% | 6.0% | 5.2% |
| ENEA | 15.1 | 3.4 | 4.9 | 5.1 | 0.6 | 0.9 | 1.0 | 9.3 | 13.1 | 10.2 | 18% | 18% | 20% | 2.4% | 3.9% | 2.3% |
| ENERGA | 17.9 | 5.3 | 5.5 | 5.8 | 0.9 | 1.1 | 1.0 | 9.7 | 9.8 | 10.9 | 17% | 19% | 18% | 6.7% | 5.4% | 6.7% |
| PGE | 20.2 | 4.3 | 5.5 | 5.4 | 1.1 | 1.4 | 1.4 | 9.1 | 12.1 | 10.4 | 27% | 26% | 27% | 4.3% | 6.5% | 4.1% |
| Tauron | 5.2 | 4.0 | 5.5 | 5.3 | 0.8 | 1.0 | 1.0 | 7.0 | 10.3 | 7.8 | 19% | 18% | 20% | 3.8% | 4.8% | 2.9% |
| E.ON | 13.5 | 5.4 | 5.9 | 5.8 | 0.4 | 0.4 | 0.4 | 11.3 | 14.2 | 13.6 | 7% | 7% | 7% | 4.8% | 3.9% | 4.0% |
| EDF | 28.2 | 5.6 | 5.6 | 5.2 | 1.2 | 1.2 | 1.2 | 15.2 | 13.8 | 13.0 | 22% | 22% | 23% | 4.3% | 4.5% | 4.6% |
| Endesa | 27.7 | 5.9 | 6.2 | 6.0 | 1.2 | 1.2 | 1.2 | 16.6 | 17.1 | 16.0 | 20% | 20% | 20% | 3.5% | 3.5% | 3.5% |
| ENEL SpA | 4.2 | 6.1 | 6.3 | 6.2 | 1.2 | 1.2 | 1.2 | 13.4 | 13.5 | 12.5 | 20% | 20% | 20% | 3.1% | 3.1% | 3.9% |
| Fortum | 16.8 | 9.9 | 11.0 | 12.4 | 3.8 | 4.5 | 4.5 | 13.8 | 14.0 | 14.9 | 38% | 41% | 36% | 6.0% | 6.3% | 6.1% |
| Iberdrola | 5.2 | 8.3 | 9.0 | 8.8 | 1.8 | 1.9 | 1.8 | 12.8 | 15.0 | 14.4 | 22% | 21% | 21% | 5.4% | 5.2% | 5.2% |
| RWE AG | 27.7 | 3.5 | 4.1 | 4.3 | 0.6 | 0.6 | 0.6 | 7.1 | 11.8 | 12.0 | 17% | 14% | 13% | 3.6% | 3.6% | 3.6% |
| Median | | 5.5 | 5.7 | 5.8 | 1.2 | 1.2 | 1.2 | 10.5 | 13.3 | 12.2 | 20% | 20% | 20% | 4.3% | 4.6% | 4.1% |

Fertilizer producers and chemical companies (08-May-14)

| | | EV | //EBITD | A | | EV/S | | | P/E | | EBIT | DA mar | gin | | D/Y | |
|----------------------|-------|------|---------|------|------|------|------|------|------|------|------|--------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| FERTILIZER PRODUCERS | | | | | | | | | | | | | | | | |
| ZCh Police* | 20.9 | 10.6 | 7.7 | 6.3 | 0.7 | 0.7 | 0.7 | 23.2 | 16.6 | 12.8 | 7% | 9% | 11% | 1.3% | 1.1% | 3.1% |
| ZA Puławy* | 133.0 | 4.0 | 5.2 | 4.5 | 0.6 | 0.6 | 0.6 | 7.5 | 10.8 | 8.3 | 14% | 12% | 13% | 4.5% | 4.4% | 1.3% |
| Acron | 36.5 | 4.9 | 5.6 | 5.0 | 1.2 | 1.2 | 1.1 | 4.6 | 5.8 | 5.5 | 24% | 22% | 23% | 6.0% | 4.9% | 4.7% |
| Agrium | 68.0 | 5.9 | 5.9 | 5.1 | 0.8 | 0.7 | 0.7 | 9.3 | 9.3 | 7.5 | 13% | 12% | 14% | 3.7% | 4.3% | 4.4% |
| DSM | 52.9 | 6.3 | 6.5 | 6.6 | 2.2 | 2.2 | 2.2 | - | - | - | 35% | 33% | 34% | 0.0% | 0.1% | 0.2% |
| K+S | 25.2 | 6.2 | 8.0 | 7.4 | 1.4 | 1.5 | 1.5 | 11.8 | 19.8 | 18.5 | 23% | 19% | 20% | 2.4% | 1.0% | 1.2% |
| Uralkali | 4.7 | 11.3 | 11.8 | 11.1 | 5.5 | 5.6 | 5.2 | 11.8 | 11.6 | 10.9 | 48% | 47% | 47% | 3.9% | 4.4% | 5.6% |
| Yara | 275.5 | 5.9 | 6.8 | 6.5 | 1.0 | 0.9 | 0.9 | 10.5 | 12.3 | 11.7 | 16% | 14% | 14% | 4.1% | 3.5% | 3.6% |
| Median | | 6.0 | 6.6 | 6.4 | 1.1 | 1.1 | 1.0 | 10.5 | 11.6 | 10.9 | 19% | 16% | 17% | 3.8% | 3.9% | 3.4% |
| CHEMICAL COMPANIES | | | | | | | | | | | | | | | | |
| Ciech | 31.1 | 7.9 | 5.8 | 5.6 | 0.8 | 0.9 | 0.9 | 33.2 | 14.7 | 12.7 | 10% | 15% | 15% | 0.0% | 0.0% | 0.0% |
| Akzo Nobel | 55.2 | 10.3 | 8.8 | 7.7 | 1.1 | 1.1 | 1.0 | 19.4 | 17.3 | 14.5 | 11% | 12% | 13% | 2.7% | 2.7% | 2.9% |
| BASF | 82.4 | 8.8 | 8.3 | 7.7 | 1.2 | 1.3 | 1.3 | 15.3 | 13.9 | 12.7 | 14% | 15% | 17% | 3.2% | 3.4% | 3.6% |
| Croda | 24.9 | 12.1 | 11.6 | 10.9 | 3.3 | 3.3 | 3.1 | 19.3 | 18.2 | 16.7 | 28% | 28% | 29% | 2.5% | 2.7% | 2.9% |
| Dow Chemical | 49.2 | 9.5 | 8.5 | 8.0 | 1.3 | 1.3 | 1.2 | 21.6 | 16.6 | 13.7 | 14% | 15% | 15% | 2.5% | 2.8% | 3.0% |
| Sisecam | 2.7 | 6.7 | 5.5 | 4.9 | 1.1 | 1.0 | 0.9 | 10.5 | 10.0 | 6.7 | 17% | 18% | 18% | 1.4% | 1.7% | 1.9% |
| Soda Sanayii | 3.4 | 6.1 | 4.9 | 5.0 | 1.1 | 1.0 | 0.9 | 8.4 | 7.1 | 6.8 | 18% | 20% | 18% | 4.0% | 4.2% | 5.5% |
| Solvay | 122.9 | 7.7 | 7.1 | 6.4 | 1.3 | 1.2 | 1.2 | 20.5 | 17.8 | 14.4 | 17% | 17% | 18% | 2.5% | 2.6% | 2.8% |
| Tata Chemicals | 287.2 | 5.6 | 6.6 | 5.8 | 0.9 | 0.8 | 0.8 | 9.0 | 14.5 | 10.3 | 15% | 12% | 13% | 3.6% | 3.6% | 3.8% |
| Tessenderlo Chemie | 23.8 | 8.6 | 11.1 | 7.5 | 0.6 | 0.7 | 0.7 | - | - | 24.5 | 6% | 6% | 9% | 0.0% | 0.0% | 0.3% |
| Wacker Chemie | 81.4 | 8.6 | 6.2 | 5.8 | 1.2 | 1.1 | 1.1 | - | 38.2 | 26.8 | 14% | 18% | 18% | 0.2% | 0.8% | 1.1% |
| Median | | 8.6 | 7.1 | 6.4 | 1.1 | 1.1 | 1.0 | 19.3 | 15.7 | 13.7 | 14% | 15% | 17% | 2.5% | 2.7% | 2.9% |

European telecom valuations (08-May-14)

| | | ΕV | //EBITD | A | | EV/S | | | P/E | | EBI | ΓDA mar | gin | | D/Y | |
|------------------|-------|------|---------|------|------|------|------|------|------|------|------|---------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | | | | | | | | | | | | |
| Netia* | 5.4 | 4.0 | 4.4 | 4.6 | 1.2 | 1.3 | 1.3 | 40.0 | 34.4 | 26.1 | 29% | 29% | 28% | 7.8% | 7.9% | 8.1% |
| Orange Polska* | 10.2 | 4.4 | 4.7 | 4.8 | 1.4 | 1.5 | 1.5 | 40.8 | 37.5 | 35.2 | 31% | 31% | 31% | 4.5% | 6.0% | 6.9% |
| Median | | 4.2 | 4.5 | 4.7 | 1.3 | 1.4 | 1.4 | 40.4 | 35.9 | - | 30% | 30% | 30% | 6.1% | 6.9% | 7.5% |
| MID CAPS | | | | | | | | | | | | | | | | |
| Belgacom | 22.6 | 5.8 | 6.0 | 6.1 | 1.6 | 1.6 | 1.6 | 11.8 | 13.3 | 14.4 | 27% | 27% | 26% | 8.6% | 7.0% | 6.9% |
| Cesky Telecom | 299.2 | 5.5 | 5.7 | 5.8 | 2.1 | 2.1 | 2.2 | 17.3 | 17.3 | 17.4 | 38% | 38% | 37% | 9.9% | 9.9% | 9.6% |
| Hellenic Telekom | 10.8 | 5.6 | 5.2 | 5.3 | 1.8 | 1.9 | 1.9 | 15.5 | 15.6 | 13.3 | 33% | 36% | 36% | 0.1% | 2.6% | 3.5% |
| Matav | 327.0 | 4.2 | 4.4 | 4.4 | 1.2 | 1.2 | 1.2 | 14.0 | 16.3 | 17.1 | 28% | 27% | 27% | 5.1% | 6.0% | 8.5% |
| Portugal Telecom | 3.0 | 5.0 | 5.8 | 5.7 | 1.7 | 2.0 | 2.0 | 10.9 | 20.4 | 15.5 | 34% | 34% | 35% | 4.7% | 3.2% | 3.3% |
| Telecom Austria | 7.1 | 5.4 | 5.6 | 5.5 | 1.7 | 1.7 | 1.7 | 21.7 | 26.2 | 19.9 | 31% | 31% | 32% | 0.7% | 0.7% | 1.2% |
| Median | | 5.5 | 5.6 | 5.6 | 1.7 | 1.8 | 1.8 | 14.7 | 16.8 | 16.3 | 32% | 33% | 34% | 4.9% | 4.6% | 5.2% |
| BIG CAPS | | | | | | | | | | | | | | | | |
| BT | 3.9 | 6.3 | 6.3 | 6.2 | 2.1 | 2.1 | 2.1 | 15.3 | 14.7 | 13.5 | 34% | 33% | 34% | 2.5% | 2.8% | 3.2% |
| DT | 12.4 | 6.1 | 6.0 | 5.8 | 1.7 | 1.7 | 1.7 | 18.2 | 20.1 | 17.9 | 29% | 29% | 29% | 4.2% | 4.0% | 4.2% |
| FT | 12.2 | 5.2 | 5.4 | 5.5 | 1.6 | 1.6 | 1.7 | 11.5 | 13.3 | 13.3 | 31% | 30% | 30% | 6.2% | 5.2% | 5.0% |
| KPN | 2.6 | 6.7 | 7.0 | 7.0 | 2.4 | 2.3 | 2.4 | 19.9 | 31.0 | 17.4 | 35% | 33% | 34% | 0.0% | 2.3% | 3.4% |
| Swisscom | 524.5 | 8.2 | 8.0 | 7.9 | 3.1 | 3.0 | 3.0 | 16.7 | 16.2 | 16.0 | 37% | 38% | 38% | 4.2% | 4.3% | 4.4% |
| TELEFONICA | 12.0 | 5.7 | 6.1 | 6.0 | 1.9 | 2.0 | 2.0 | 12.0 | 12.8 | 12.1 | 33% | 33% | 33% | 6.2% | 6.3% | 6.1% |
| TeliaSonera | 48.5 | 7.6 | 7.7 | 7.6 | 2.7 | 2.7 | 2.7 | 11.3 | 11.7 | 11.4 | 35% | 35% | 35% | 6.3% | 6.6% | 6.8% |
| TI | 0.9 | 4.8 | 5.4 | 5.5 | 1.9 | 2.2 | 2.2 | 10.4 | 12.4 | 12.2 | 39% | 40% | 41% | 1.3% | 1.7% | 1.7% |
| Median | | 6.2 | 6.2 | 6.1 | 2.0 | 2.1 | 2.2 | 13.6 | 14.0 | 13.4 | 35% | 33% | 34% | 4.2% | 4.1% | 4.3% |

Source: Dom Maklerski mBanku (Polish stocks and stocks marked with an asterisk), IBES/Bloomberg (foreign stocks)



Machine and equipment manufacturers (08-May-14)

| | | EV/EBITDA | | | | EV/S | | | P/E | | EBIT | DA mar | gin | | D/Y | |
|-------------------|-------|-----------|------|------|------|------|------|------|------|------|------|--------|------|-------|-------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | | | | | | | | | | | | |
| Alchemia | 5.0 | 23.3 | 13.0 | 9.3 | 1.2 | 1.0 | 0.9 | - | 29.8 | 16.8 | 5% | 8% | 10% | 0.0% | 0.0% | 1.0% |
| Famur | 4.3 | 5.0 | 9.6 | 6.8 | 1.6 | 2.3 | 2.0 | 9.9 | 30.7 | 15.8 | 33% | 24% | 30% | 0.0% | 19.7% | 0.0% |
| Kopex | 12.1 | 5.5 | 5.9 | 5.4 | 0.9 | 0.9 | 0.8 | 13.3 | 13.4 | 10.5 | 17% | 15% | 16% | 0.5% | 1.5% | 1.5% |
| Median | | 5.5 | 9.6 | 6.8 | 1.2 | 1.0 | 0.9 | 11.6 | 29.8 | 15.8 | 17% | 15% | 16% | 0.0% | 1.5% | 1.0% |
| FOREIGN COMPANIES | | | | | | | | | | | | | | | | |
| Atlas Copco | 191.6 | 12.2 | 11.7 | 10.6 | 2.9 | 2.7 | 2.5 | 19.1 | 18.3 | 16.4 | 23% | 23% | 24% | 3.0% | 3.1% | 3.3% |
| Caterpillar | 92.0 | 9.5 | 9.1 | 8.1 | 1.4 | 1.4 | 1.3 | 16.8 | 15.1 | 12.9 | 15% | 15% | 16% | 2.3% | 2.7% | 2.8% |
| Emeco | 0.3 | 3.0 | 7.0 | 5.3 | 1.4 | 2.2 | 1.9 | 4.6 | - | - | 45% | 31% | 37% | 11.2% | 0.0% | 1.5% |
| Sandvig AG | 93.2 | 9.4 | 9.2 | 8.4 | 1.6 | 1.6 | 1.5 | 16.6 | 16.9 | 14.1 | 17% | 18% | 18% | 3.7% | 3.9% | 4.3% |
| Joy Global | 58.9 | 6.2 | 10.3 | 9.7 | 1.4 | 1.8 | 1.7 | 10.1 | 18.2 | 15.9 | 22% | 18% | 18% | 1.2% | 1.2% | 1.2% |
| Median | | 9.4 | 9.2 | 8.4 | 1.4 | 1.8 | 1.7 | 16.6 | 17.5 | 15.0 | 22% | 18% | 18% | 3.0% | 2.7% | 2.8% |

Mining company valuations (08-May-14)

| | | EV | /EBITD | A | | EV/S | | | P/E | | EBIT | DA mar | gin | | D/Y | |
|-------------------|-------|------|--------|------|------|------|------|------|------|------|------|--------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | | | | | | | | | | | | |
| KGHM | 111.5 | 4.1 | 4.6 | 4.0 | 1.0 | 1.2 | 1.1 | 7.4 | 8.9 | 7.6 | 25% | 25% | 26% | 8.8% | 5.9% | 4.5% |
| FOREIGN COMPANIES | | | | | | | | | | | | | | | | |
| Anglo Amer. | 15.9 | 4.3 | 4.5 | 4.1 | 1.3 | 1.3 | 1.2 | 8.5 | 8.1 | 7.0 | 30% | 28% | 29% | 5.4% | 5.5% | 5.6% |
| BHP Billiton | 19.1 | 4.7 | 4.1 | 4.0 | 2.0 | 2.0 | 1.9 | 7.8 | 7.1 | 7.1 | 42% | 48% | 48% | 6.0% | 6.4% | 6.7% |
| Freeport-MCMOR | 33.8 | 7.1 | 6.0 | 5.3 | 2.8 | 2.5 | 2.3 | 12.9 | 12.8 | 10.8 | 39% | 42% | 44% | 5.5% | 3.7% | 3.7% |
| Rio Tinto | 32.1 | 4.4 | 4.1 | 3.8 | 1.7 | 1.7 | 1.6 | 6.1 | 5.8 | 5.3 | 40% | 42% | 43% | 5.6% | 6.4% | 7.0% |
| Southern Peru | 28.7 | 8.8 | 9.1 | 7.5 | 4.4 | 4.3 | 3.6 | 15.2 | 16.3 | 13.4 | 50% | 47% | 48% | 2.5% | 2.0% | 2.9% |
| Median | | 4.7 | 4.5 | 4.1 | 2.0 | 2.0 | 1.9 | 8.5 | 8.1 | 7.1 | 40% | 42% | 44% | 5.5% | 5.5% | 5.6% |

Media company valuations (08-May-14)

| | EV/EBITDA | | | EV/S | | | P/E | | EBIT | DA mar | gin | | D/Y | | | |
|-----------------------|-----------|-------|------|------|------|------|------|------|------|--------|------|------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | | | | | | | | | | | | |
| Agora | 10.0 | 5.5 | 5.4 | 5.2 | 0.5 | 0.5 | 0.4 | - | - | - | 10% | 9% | 9% | 0.0% | 0.0% | 0.0% |
| Cyfrowy Polsat | 20.6 | 8.4 | 10.0 | 5.7 | 3.0 | 3.8 | 2.3 | 13.7 | 20.4 | 14.7 | 36% | 38% | 41% | 0.0% | 1.3% | 0.0% |
| TVN | 15.7 | 20.3 | 11.9 | 11.0 | 4.9 | 4.5 | 4.3 | - | 15.6 | 14.0 | 24% | 38% | 39% | 3.7% | 0.0% | 0.0% |
| Median | | 8.4 | 10.0 | 5.7 | 3.0 | 3.8 | 2.3 | 13.7 | 18.0 | 14.4 | 0.2 | 0.4 | 0.4 | 0.0 | 0.0 | 0.0 |
| DAILY | | | | | | | | | | | | | | | | |
| Arnolgo Mondadori | 1.3 | 563.7 | 10.1 | 7.9 | 0.5 | 0.6 | 0.6 | - | 28.7 | 13.3 | 0% | 5% | 7% | 0.0% | 0.3% | 1.3% |
| Axel Springer | 44.2 | 9.1 | 9.9 | 9.2 | 1.6 | 1.8 | 1.7 | 16.8 | 19.7 | 17.9 | 17% | 18% | 19% | 3.9% | 4.1% | 4.4% |
| Daily Mail | 8.6 | 10.8 | 10.7 | 9.9 | 2.2 | 2.1 | 2.0 | 16.8 | 16.1 | 14.7 | 20% | 19% | 20% | 2.2% | 2.4% | 2.6% |
| Gruppo Editorial | 1.6 | 11.6 | 8.3 | 6.8 | 1.0 | 1.1 | 1.0 | - | 29.4 | 17.5 | 9% | 13% | 15% | 0.0% | 1.6% | 2.6% |
| McClatchy | 5.2 | - | 8.9 | 8.8 | - | 2.0 | 2.0 | - | 15.8 | 13.3 | - | 22% | 22% | - | - | - |
| Naspers | 1020.0 | 56.4 | 57.8 | 47.8 | 9.0 | 7.0 | 5.8 | 47.6 | 39.8 | 28.3 | 16% | 12% | 12% | 0.4% | 0.5% | 0.6% |
| New York Times | 15.2 | 8.8 | 8.3 | 7.9 | 1.3 | 1.3 | 1.3 | 45.6 | 36.4 | 29.9 | 15% | 16% | 16% | 0.5% | 1.1% | 1.1% |
| Promotora de Inform | 0.4 | 11.2 | 10.3 | 8.2 | 1.3 | 1.3 | 1.2 | - | - | - | 12% | 12% | 15% | 0.0% | 0.0% | 0.0% |
| SPIR Comm | 13.9 | - | 8.1 | 4.7 | 0.3 | 0.3 | 0.3 | - | - | - | - | 3% | 6% | 0.0% | - | - |
| Trinity Mirror | 1.7 | 4.0 | 4.3 | 4.2 | 0.8 | 0.8 | 0.9 | 5.7 | 6.0 | 6.1 | 20% | 19% | 20% | 0.0% | 0.0% | 0.0% |
| Median | | 11.0 | 9.4 | 8.0 | 1.3 | 1.3 | 1.3 | 16.8 | 24.2 | 16.1 | 15% | 14% | 16% | 0.0% | 0.8% | 1.2% |
| TV | | | | | | | | | | | | | | | | |
| Atresmedia Corp | 10.4 | 36.9 | 19.5 | 13.1 | 3.1 | 2.9 | 2.6 | 57.0 | 27.6 | 18.0 | 8% | 15% | 20% | 0.9% | 2.8% | 4.5% |
| Gestevision Telecinco | 7.8 | 36.6 | 23.0 | 14.6 | 3.7 | 3.4 | 3.2 | 50.6 | 31.2 | 19.3 | 10% | 15% | 22% | 1.3% | 2.4% | 4.0% |
| ITV PLC | 1.9 | 11.6 | 10.3 | 9.5 | 3.2 | 3.0 | 2.8 | 17.2 | 14.9 | 13.6 | 28% | 29% | 30% | 2.2% | 2.9% | 3.2% |
| M6-Metropole Tel | 14.7 | 5.5 | 5.5 | 5.3 | 1.2 | 1.2 | 1.2 | 15.3 | 14.2 | 13.0 | 22% | 23% | 23% | 5.9% | 6.2% | 6.7% |
| Mediaset SPA | 4.0 | 5.6 | 7.6 | 6.6 | 2.0 | 2.0 | 1.9 | - | 36.9 | 22.2 | 37% | 26% | 29% | 0.1% | 1.6% | 3.4% |
| Modern Times | 292.3 | 14.0 | 11.0 | 9.6 | 1.5 | 1.3 | 1.3 | 15.6 | 14.1 | 12.0 | 10% | 12% | 13% | 3.5% | 3.8% | 4.1% |
| Prosieben | 32.7 | 2.3 | 2.2 | 2.0 | 0.7 | 0.6 | 0.6 | 18.3 | 16.3 | 14.8 | 30% | 30% | 30% | 5.1% | 5.0% | 5.5% |
| RTL Group | 75.3 | 9.5 | 9.2 | 8.7 | 2.1 | 2.1 | 2.0 | 15.6 | 15.6 | 14.8 | 22% | 22% | 23% | 9.1% | 7.0% | 6.6% |
| TF1-TV Francaise | 12.9 | 8.4 | 10.6 | 8.6 | 1.0 | 1.1 | 1.1 | 20.0 | 23.1 | 16.0 | 12% | 11% | 13% | 4.1% | 4.6% | 4.5% |
| Median | | 8.9 | 9.8 | 8.6 | 1.7 | 1.6 | 1.6 | 17.2 | 16.0 | 14.8 | 22% | 23% | 23% | 3.8% | 4.2% | 4.3% |
| PAY TV | | | | | | | | | | | | | | | | |
| BSkyB PLC | 8.9 | 9.1 | 9.2 | 8.5 | 2.1 | 2.0 | 1.9 | 15.4 | 15.6 | 13.7 | 23% | 22% | 22% | 3.3% | 3.6% | 3.9% |
| Cogeco | 62.0 | 7.5 | 6.5 | 6.4 | 3.5 | 3.0 | 2.9 | 14.9 | 13.0 | 12.7 | 46% | 46% | 46% | 1.8% | 1.9% | 2.1% |
| Comcast | 51.1 | 8.3 | 7.8 | 7.3 | 2.8 | 2.6 | 2.5 | 20.5 | 17.6 | 15.6 | 33% | 33% | 34% | 1.5% | 1.8% | 1.9% |
| Dish Network | 60.1 | 11.2 | 10.7 | 10.2 | 2.2 | 2.1 | 2.0 | 29.7 | 33.3 | 30.3 | 19% | 20% | 20% | 0.0% | 0.0% | 0.0% |
| Liberty Global | 43.0 | 11.1 | 8.6 | 7.9 | 5.0 | 4.0 | 3.7 | - | - | 46.0 | 45% | 46% | 47% | 0.0% | 0.0% | 0.0% |
| Shaw Communications | 24.9 | 7.4 | 7.3 | 7.1 | 3.2 | 3.1 | 3.1 | 14.8 | 14.2 | 14.0 | 43% | 43% | 43% | 4.0% | 4.3% | 4.6% |
| Median | | 8.7 | 8.2 | 7.6 | 3.0 | 2.8 | 2.7 | 15.4 | 15.6 | 14.8 | 38% | 38% | 38% | 1.7% | 1.8% | 2.0% |

 $Source: Dom\ Maklerski\ mBanku\ (Polish\ stocks),\ IBES/Bloomberg\ (foreign\ stocks)$

IT company valuations (08-May-14)

| | EV/EBITDA | | | | | EV/S | | | P/E | | EBIT | DA mar | gin | | D/Y | |
|-------------------|-----------|------|------|------|------|------|------|------|------|------|------|--------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | | | | | | | | | | | | |
| AB* | 28.4 | 9.3 | 8.0 | 7.2 | 0.1 | 0.1 | 0.1 | 10.9 | 8.5 | 7.5 | 1% | 1% | 1% | 0.0% | 0.0% | 0.0% |
| ABC Data | 4.0 | 7.8 | 7.1 | 6.5 | 0.1 | 0.1 | 0.1 | 8.4 | 7.4 | 6.7 | 2% | 2% | 2% | 6.0% | 8.0% | 6.8% |
| Action* | 44.4 | 9.0 | 7.8 | 6.8 | 0.2 | 0.2 | 0.1 | 12.3 | 10.6 | 9.4 | 2% | 2% | 2% | 3.5% | 4.6% | 5.9% |
| Asseco Poland | 44.0 | 6.6 | 6.3 | 6.1 | 1.0 | 1.0 | 0.9 | 9.3 | 10.4 | 10.2 | 15% | 15% | 15% | 5.5% | 5.9% | 5.9% |
| Comarch* | 87.1 | 7.3 | 6.9 | 5.5 | 0.7 | 0.7 | 0.7 | 28.7 | 17.6 | 12.3 | 10% | 10% | 12% | 1.7% | 1.6% | 1.9% |
| Sygnity* | 16.4 | 6.0 | 6.3 | 5.8 | 0.5 | 0.4 | 0.4 | 15.8 | 12.5 | 10.6 | 8% | 7% | 7% | - | - | 0.0% |
| Median | | 7.6 | 7.0 | 6.3 | 0.3 | 0.3 | 0.3 | 11.6 | 10.5 | 9.8 | 5% | 4% | 4% | 3.5% | 4.6% | 3.9% |
| FOREIGN COMPANIES | | | | | | | | | | | | | | | | |
| Accenture | 78.8 | 9.6 | 9.6 | 9.0 | 1.6 | 1.6 | 1.5 | 18.8 | 17.4 | 15.9 | 17% | 16% | 16% | 2.1% | 2.3% | 2.5% |
| Atos Origin | 61.5 | 5.8 | 5.5 | 5.1 | 0.6 | 0.6 | 0.6 | 14.1 | 13.8 | 12.7 | 10% | 11% | 12% | 1.1% | 1.1% | 1.3% |
| CapGemini | 50.2 | 7.1 | 6.9 | 6.4 | 0.8 | 0.7 | 0.7 | 16.2 | 14.4 | 13.0 | 11% | 11% | 11% | 2.1% | 2.3% | 2.5% |
| IBM | 188.9 | 8.2 | 8.3 | 7.9 | 2.2 | 2.3 | 2.2 | 11.2 | 10.6 | 9.5 | 27% | 27% | 29% | 1.9% | 2.1% | 2.3% |
| Indra Sistemas | 13.5 | 10.0 | 10.2 | 9.2 | 1.0 | 1.0 | 0.9 | 16.7 | 17.0 | 14.6 | 10% | 9% | 10% | 2.5% | 2.8% | 3.1% |
| LogicaCMG | 1.0 | 5.9 | 5.6 | - | 0.5 | 0.5 | - | 9.0 | 8.3 | - | 8% | 9% | - | 4.4% | 4.3% | - |
| Microsoft | 39.6 | 8.0 | 8.1 | 7.6 | 3.3 | 3.1 | 2.8 | 14.4 | 14.6 | 13.7 | 41% | 38% | 36% | 2.3% | 2.7% | 2.9% |
| Oracle | 40.9 | 9.0 | 8.7 | 8.2 | 4.5 | 4.4 | 4.2 | 15.2 | 14.1 | 12.8 | 50% | 50% | 51% | 0.7% | 1.2% | 1.2% |
| SAP | 55.2 | 11.4 | 11.1 | 10.3 | 4.0 | 3.9 | 3.7 | 16.5 | 16.0 | 14.7 | 35% | 35% | 36% | 1.7% | 1.8% | 2.0% |
| TietoEnator | 20.0 | 6.4 | 6.8 | 6.4 | 0.9 | 0.9 | 0.9 | 14.1 | 13.1 | 12.3 | 14% | 14% | 15% | 4.2% | 4.9% | 5.8% |
| Median | | 8.1 | 8.2 | 7.9 | 1.3 | 1.3 | 1.5 | 14.8 | 14.3 | 13.0 | 15% | 15% | 16% | 2.1% | 2.3% | 2.5% |

Construction company valuations (08-May-14)

| | | EV | / EBITD | Ą | | EV/S | | | P/E | | EBIT | TDA mar | gin | | D/Y | |
|-------------------|-------|------|---------|------|------|------|------|------|------|------|------|---------|------|------|------|------|
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | 2015 | | 2013 | 2013 | | 2015 | 2015 | | | | | 2015 |
| Budimex | 126.0 | 4.5 | 9.1 | 7.1 | 0.3 | 0.4 | 0.4 | 10.7 | 20.0 | 15.5 | 8% | 5% | 5% | 3.5% | 9.4% | 5.0% |
| Elektrobudowa | 87.3 | 8.8 | 6.5 | 5.5 | 0.4 | 0.4 | 0.3 | 24.1 | 11.0 | 7.5 | 4% | 6% | 6% | 2.3% | 2.8% | 4.5% |
| Elektrotim | 10.7 | 6.5 | 6.5 | 6.5 | 0.4 | 0.4 | 0.4 | 15.2 | 12.7 | 12.7 | 6% | 6% | 6% | 5.6% | 5.6% | 5.6% |
| Erbud | 26.0 | 7.6 | 4.7 | 3.9 | 0.2 | 0.2 | 0.2 | 18.8 | 12.8 | 10.4 | 3% | 4% | 4% | 0.0% | 1.1% | 3.9% |
| Herkules | 2.1 | 6.7 | 5.2 | 4.9 | 1.6 | 1.3 | 1.2 | 24.9 | 11.5 | 10.4 | 23% | 25% | 25% | 0.0% | 0.0% | 0.0% |
| Ulma Construccion | 91.0 | 6.6 | 4.8 | 4.4 | 2.3 | 1.9 | 1.8 | - | 23.7 | 22.2 | 34% | 40% | 41% | 1.3% | 0.0% | 1.3% |
| Unibep | 7.2 | 6.7 | 7.1 | 5.9 | 0.2 | 0.2 | 0.2 | 18.1 | 11.0 | 8.6 | 4% | 3% | 4% | 1.7% | 1.8% | 3.7% |
| ZUE | 8.5 | 7.8 | 7.3 | 6.8 | 0.4 | 0.4 | 0.3 | 16.5 | 14.9 | 14.2 | 5% | 5% | 5% | 0.0% | 0.0% | 0.0% |
| Median | | 6.7 | 6.5 | 5.7 | 0.4 | 0.4 | 0.3 | 18.1 | 12.8 | 11.6 | 6% | 5% | 5% | 1.5% | 1.4% | 3.8% |
| FOREIGN COMPANIES | | | | | | | | | | | | | | | | |
| AMEC | 12.1 | 9.9 | 9.3 | 8.8 | 0.9 | 0.8 | 0.8 | 14.3 | 13.4 | 12.0 | 9% | 9% | 9% | 3.3% | 3.8% | 4.1% |
| BILFINGER | 88.5 | 8.3 | 7.3 | 6.5 | 0.5 | 0.5 | 0.5 | 15.9 | 14.2 | 12.7 | 6% | 7% | 7% | 3.3% | 3.6% | 3.8% |
| EIFFAGE | 53.6 | 8.5 | 8.2 | 7.9 | 1.3 | 1.2 | 1.2 | 18.5 | 15.3 | 12.9 | 15% | 15% | 16% | 2.2% | 2.5% | 2.5% |
| HOCHTIEF | 66.2 | 3.5 | 3.9 | 3.6 | 0.2 | 0.2 | 0.2 | 26.2 | 20.0 | 16.6 | 7% | 6% | 7% | 2.5% | 2.7% | 3.1% |
| NCC | 232.8 | 10.0 | 9.5 | 9.4 | 0.6 | 0.6 | 0.6 | 13.4 | 12.6 | 12.4 | 6% | 6% | 6% | 4.7% | 5.6% | 5.6% |
| SKANSKA | 149.1 | 9.3 | 9.3 | 8.9 | 0.5 | 0.5 | 0.4 | 21.9 | 16.3 | 15.3 | 5% | 5% | 5% | 4.1% | 4.4% | 4.6% |
| STRABAG | 20.5 | 4.4 | 4.2 | 4.0 | 0.2 | 0.2 | 0.2 | 18.0 | 15.4 | 13.2 | 5% | 5% | 6% | 2.0% | 2.3% | 2.6% |
| Median | | 8.5 | 8.2 | 7.9 | 0.5 | 0.5 | 0.5 | 18.0 | 15.3 | 12.9 | 6% | 6% | 7% | 3.3% | 3.6% | 3.8% |

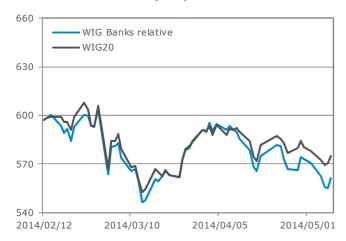
Real-estate developers (08-May-14)

| Rear estate deven | | | /EBITD | ٨ | | P/BV | | | P/E | | ERT | DA mar | ain | | D/Y | |
|-------------------|-------|-------|--------|------|------|------|------|------|------|------|------|--------|------|------|------|------|
| | | | | | | | | | | | | | _ | | | |
| | Price | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 | 2013 | 2014 | 2015 |
| POLISH COMPANIES | | | | | | | | | | | | | | | | |
| BBI Development | 1.6 | 199.2 | 9.6 | 13.7 | 0.6 | 0.6 | 0.6 | 9.8 | 7.4 | 6.9 | 3% | 28% | 32% | 0.0% | 0.0% | 0.0% |
| Dom Development | 43.9 | 15.7 | 15.9 | 12.0 | 1.3 | 1.3 | 1.2 | 20.0 | 18.7 | 14.6 | 11% | 11% | 11% | 8.4% | 4.9% | 5.3% |
| Echo Investment | 5.9 | 9.4 | 23.8 | 12.4 | 0.9 | 0.8 | 0.8 | 7.8 | 14.1 | 8.9 | 94% | 38% | 73% | 0.0% | 0.0% | 0.0% |
| GTC | 7.3 | - | 15.8 | 7.7 | 0.9 | 0.8 | 0.7 | - | 17.4 | 5.2 | - | 71% | 143% | 0.0% | 0.0% | 0.0% |
| J.W. Construction | 3.7 | 15.3 | 27.9 | 13.7 | 0.4 | 0.4 | 0.4 | 24.7 | - | 10.2 | 17% | 11% | 16% | 0.0% | 0.0% | 0.0% |
| PA Nova | 15.2 | 11.8 | 11.5 | 13.7 | 0.5 | 0.5 | 0.5 | 9.8 | 8.0 | 7.9 | 19% | 21% | 21% | 0.0% | 3.3% | 3.3% |
| Polnord | 8.4 | 20.0 | 50.3 | 20.4 | 0.2 | 0.2 | 0.2 | 69.4 | - | - | 18% | 6% | 11% | 0.0% | 0.0% | 0.0% |
| Robyg | 2.3 | 14.8 | 16.1 | 11.1 | 1.4 | 1.5 | 1.4 | 22.9 | 26.7 | 13.8 | 12% | 12% | 14% | 3.5% | 4.8% | 5.2% |
| Median | | 15.3 | 16.0 | 13.0 | 0.8 | 0.7 | 0.6 | 20.0 | 15.7 | 8.9 | 17% | 16% | 19% | 0% | 0% | 0% |
| FOREIGN COMPANIES | | | | | | | | | | | | | | | | |
| CA IMMO INT. | 13.9 | 12.0 | 21.4 | 20.1 | 0.7 | 0.7 | 0.7 | 23.4 | 20.1 | 15.9 | 75% | 64% | 66% | 2.9% | 3.0% | 3.3% |
| CITYCON | 2.8 | 18.2 | 17.9 | 17.7 | 0.9 | 1.0 | 0.9 | 13.7 | 13.8 | 13.3 | 61% | 61% | 61% | 5.8% | 5.5% | 5.5% |
| CORIO | 36.1 | 18.3 | 19.3 | 19.5 | 0.9 | 0.9 | 1.0 | 13.8 | 14.3 | 14.5 | 76% | 76% | 76% | 6.2% | 5.8% | 5.9% |
| DEUTSCHE EUROSHOP | 35.6 | 19.8 | 19.1 | 18.8 | 1.4 | 1.3 | 1.3 | 17.7 | 17.1 | 16.4 | 88% | 87% | 88% | 3.6% | 3.7% | 3.8% |
| HAMMERSON | 5.9 | 24.6 | 22.9 | 21.5 | 1.1 | 1.0 | 1.0 | 26.6 | 24.2 | 21.8 | 83% | 81% | 80% | 3.2% | 3.5% | 3.8% |
| KLEPIERRE | 34.2 | 18.8 | 20.6 | 20.4 | 1.5 | 1.2 | 1.3 | 16.7 | 16.8 | 16.2 | 82% | 84% | 84% | 4.5% | 4.5% | 4.6% |
| SPARKASSEN IMMO | 5.8 | 14.5 | 15.0 | 14.9 | 0.8 | 0.8 | 0.7 | 15.6 | 14.9 | 13.4 | 50% | 50% | 50% | 2.9% | 3.3% | 3.9% |
| UNIBAIL-RODAMCO | 174.0 | 23.2 | 21.4 | 20.3 | 1.3 | 1.2 | 1.1 | 17.0 | 16.1 | 15.1 | 87% | 89% | 89% | 5.1% | 5.4% | 5.7% |
| Median | | 18.6 | 19.9 | 19.8 | 1.0 | 1.0 | 1.0 | 16.9 | 16.4 | 15.5 | 79% | 78% | 78% | 4.0% | 4.1% | 4.3% |

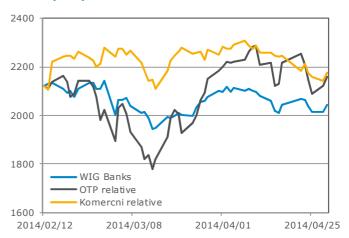
Source: Dom Maklerski mBanku (Polish stocks), IBES/Bloomberg (foreign stocks and stocks marked with an asterisk)



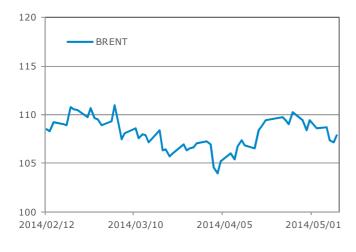
WIG Banks vs. WIG20 (EUR)



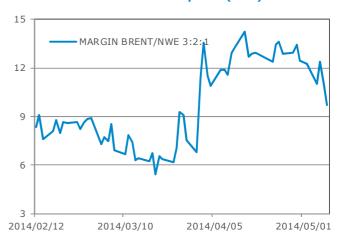
OTP and Komercni's relative performance vs. WIG Banks (EUR)



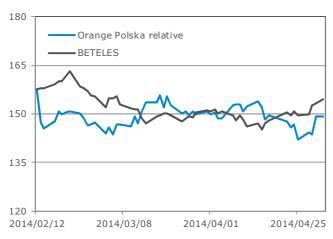
BRENT (USD/bbl)



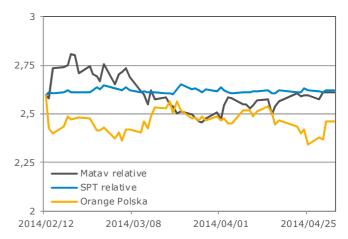
NWE BRENT NWE 3:2:1 crack spread (USD)



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

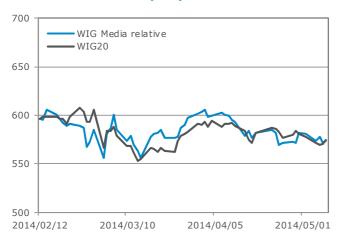


Incumbent telecoms: Orange Polska (PL) vs. Magyar Telecom (HU) and SPT (CZ) (EUR)



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WIG Media vs. WIG20 (EUR)



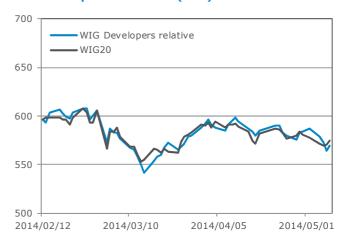
WIG IT vs. MSCI



WIG Construction vs. WIG20 (EUR)



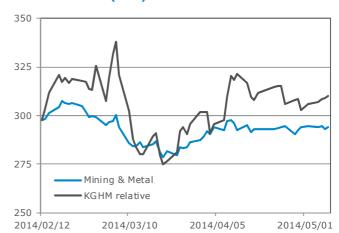
WIG Developers vs. WIG20 (EUR)



LME copper prices



KGHM vs. sector (USD)





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

Recommendations of Dom Maklerski mBanku S.A.:

A recommendation is valid for a period of 6-9 months, unless a subsequent recommendation is issued within this period. Expected returns from individual recommendations are as follows:

- 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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Recommendations are based on essential data from the entire history of a company being the subject of a recommendation, with particular emphasis on the period since the

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Asseco Poland provides IT services to Dom Maklerski mBanku S.A.

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Strong and weak points of valuation methods used in recommendations:

DCF – acknowledged as the most methodologically correct method of valuation; it consists in discounting financial flows generated by a company; its weak point is the significant susceptibility to a change of forecast assumptions in the model.

Relative - 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

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