19 November 2009

Update

BRE Bank Securities

Construction
Poland

Current price	**PLN 71.00**
Target price	**PLN 82.20**
Market cap	PLN 0.37bn
Free float	PLN 0.07bn
Avg daily trading volume (3M)	PLN 0.39m

Shareholder Structure

Ulma CyE S. Coop.	75.49%
AVIVA PTE Avila BZ WBK	5.68%
Others	18.83%

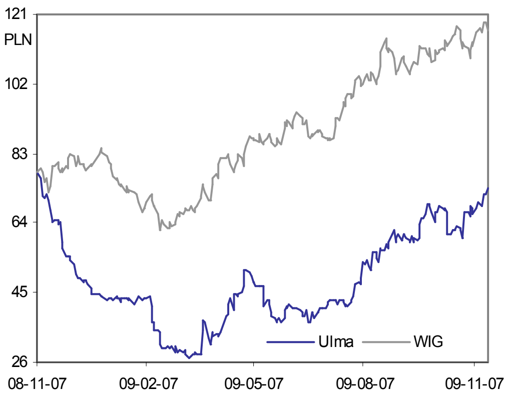
Sector Outlook

Our ratings have become more selective. We no longer focus just on a company's business lines or order portfolio, but we also pay attention to such factors as the risk of margin erosion, or net cash. We are also paying attention to smaller construction companies, which we believe could constitute an alternative to the biggest players listed on the WSE.

Company Profile

Ulma Construccion is the second largest player in the Polish market of rental formwork. Its services include design and rental of formworks and logistics services.

ULM vs. WIG



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Ulma

BAUA.WA; ULM.PW

Accumulate

(Upgraded)

Turnaround Will Come Early

Ulma's Q3 2009 earnings results missed our estimates due to weak sales, but we believe that this was the last quarter of losses for the formwork supplier. We revised our valuation of Ulma to account for the improving situation in the infrastructure industry which, as we inferred from the company's Q309 report, provided it with business worth PLN 60m in the third quarter, and which still offers plenty of contract opportunities. The new contracts should ease the competitive pressure that Ulma has been under when bidding for new business. Competition in formwork systems for infrastructure construction is essentially limited to Ulma and its main rival Peri. We predict that the contracts acquired now, which will be recognized starting in Q2 2010, will generate better profits than those captured in Q1 and Q2 2009. While competitive pressure remains high in building construction, Ulma is changing the structure of its assets. In 2009, Ulma purchased PLN 51.2m-worth of formwork, mainly systems used in civil engineering. In 2011, which is looking to be a tough year for general contractors, the company is expected to improve earnings results. Based on our revised financial forecasts which predict a significant turnaround in Q2 2010, we are upgrading our investment rating on Ulma from reduce to accumulate, and we are raising our price target from PLN 58.8 to PLN 82.2 a share.

Growth within infrastructure

With huge purchases in 2008, Ulma set about to strengthening its position as supplier of formwork systems for infrastructure projects. However, because these efforts coincided with a slump in the construction industry, they were one of the reasons behind the company's dismal financial performance in the first three quarters of 2009. The contracts that the company captures now will allow it to ease the price policy applied to infrastructure formwork hire. In the two years since launching the infrastructure business, Ulma has earned the trust of many customers who value effective solutions over cheap ones.

Easing competition

The intensity of competition, and the level of profit margins in the construction industry, depend on the supply of orders. Competition for contracts related to infrastructure projects has already eased, and competition for building construction projects is expected to subside in late 2010 / early 2011.

(PLN m)	2007	2008	2009F	2010F	2011F
Revenues	222.6	241.5	173.7	221.4	247.6
EBITDA	108.4	103.4	70.7	112.6	125.2
EBITDA margin	*48.7%*	*42.8%*	*40.7%*	*50.9%*	*50.6%*
EBIT	66.6	40.9	6.1	43.4	52.0
Net income	50.9	25.9	-3.7	24.9	33.0
P/E	7.2	14.4	-	15.0	11.3
P/CE	3.9	4.2	6.1	4.0	3.5
P/BV	1.5	1.4	1.4	1.3	1.2
EV/EBITDA	4.0	5.4	7.7	4.7	4.1
DYield	0.0%	0.0%	0.0%	0.0%	0.0%

Third-Quarter Results

Ulma's Q3 2009 earnings results missed our estimates because of 8% lower-than-expected revenues. Ulma has a very high operating leverage, and its COGS are 95% fixed regardless of sales volumes. We think that the weak Q309 revenue was caused by contract delays, and that the third quarter was probably the last which ended with a loss. That is why our outlook on Ulma is not entirely negative. Note that the third-quarter profit was consumed by PLN 16.8m depreciation and amortization charges. Ulma generated a positive operating cash flow of PLN 32.5m and a negative investment cash flow of PLN 41.4m (including expenses on new formwork and construction of a logistics center). Capital expenses during the nine months ended 30 September amounted to PLN 80.8m, and included PLN 51.2m formwork purchases from subsidiaries. D&A expenses during the same time amounted to PLN 49.8m. High depreciation keeps down Ulma's EV/EBIDTA ratio, but keep in mind that the company rents assets that wear out and need to be regularly replaced.

On a PLN 3.6m lower than expected revenue, COGS were in line. SG&A expenses were markedly low than predicted (PLN 4.6m) at PLN 3.7m. Other finance expenses were PLN 0.4m lower than expected, and Ulma recognized a negative tax (PLN 0.6m).

Q309 Actuals vs. Forecasts

(PLN m)	Q3 2009	Q3 2008	change	Q3 2009F	differ.
Revenue	41.9	62.0	-32.5%	45.5	-8.0%
COGS	37.9	46.4	-18.3%	38.0	-0.3%
Gross profit	4.0	15.6	-74.5%	7.5	-47.0%
%	*9.5%*	*25.2%*	-	*16.5%*	-
EBIT	0.1	10.1	-98.7%	2.5	-94.8%
Pre-tax income	-1.8	7.3	-	0.1	-
Net income	-1.2	6.3	-	0.1	-

Source: BRE Bank Securities, Ulma Construcction Polska

Quarterly results by business segment

(PLN m)	Construction Services	Sales of Building Materials
Revenue	34.3	7.6
EBIT	-2.1	2.2
Gross margin	*-6.0%*	*28.9%*

*Source: BRE Bank Securities, Ulma Construccion Polska; *mainly partly depreciated formwork*

Forecasts

We revised our financial forecasts for Ulma, among others to adjust them for the expenses incurred on new structural formwork systems (bridges and viaducts, tunnels, dams). When estimating future earnings, we took into account both profits generated from formwork rental and building assistance and services (e.g. designs), and profits from sales of fixed assets and goods. Fixed asset sales are recognized in revenues, and should be included in financial projections as generated by:

- assets that have been destroyed or lost by the customer, in which case the customer pays damages equal to the catalog price of destroyed or lost unit;
- sales of used formwork (some customers, especially from abroad, are looking to buy used equipment);
- sales of new formwork (since external demand for formwork manufactured by Ulma is dwindling, the factory works mostly on orders from and repairs conducted for the parent company);
- sales of assets after the end of their useful life (which is 10 years on average).

The profits that the company generates from sales of used formwork are an effect of a short period of depreciation relative to the expected useful life, and of the fact that Ulma uses FIFO accounting.

In the medium term, we expect Ulma to generate a ROE on rental structural formwork much higher than WACC (up to 20%). This type of formwork could ultimately generate 35% of the company's revenues. Remaining revenues will come from sales of building formwork, which will generate returns lower than WACC (5-8%) due to intense competition.

2009-2013 financial forecasts

(PLN m)	2006	2007	2008	2009F	2010F	2011F	2012F
Formwork rental, services	100.5	142.0	176.3	138.5	189.8	215.8	234.8
Sales of assets and goods	53.8	80.6	65.2	35.2	31.6	31.9	31.8
Total sales	154.3	222.6	241.5	173.7	221.4	247.6	266.7
Sales of assets and goods / formwork book value	32.5%	30.9%	19.6%	11.0%	10.0%	10.0%	10.0%
Net profit	32.9	50.9	25.9	-3.7	24.9	33.0	37.2
ROE	39.0%	29.7%	10.2%	-1.4%	9.1%	11.0%	11.5%

Source: BRE Bank Securities

2009-2011 forecast revisions

(PLN m)	2009 New	2009 Old	change	2010 New	2010 Old	change	2011 New	2011 Old	change
Revenue	173.7	182.3	-4.7%	221.4	198.0	11.8%	247.6	207.8	19.2%
EBIT	6.1	17.8	-65.8%	43.4	29.4	47.8%	52.0	35.0	48.9%
Net income	-3.7	4.7	-	24.9	15.8	57.4%	33.0	21.4	54.1%

Source: BRE Bank Securities

Relative Valuation

Our comparable base for Ulma is made up of construction companies. Both Ulma and general contractors depend on investment cycles in the construction industry. However, their business profiles differ in that construction companies bank mostly on human resources, while Ulma relies mainly on fixed assets. Our comparison is based on unadjusted and adjusted multiples: the P/E ratio is adjusted for the depreciation period that Ulma applies to its formwork assets, which we think is much too short. The EV/EBIDTA multiple is adjusted for depreciation to make it comparable (EBITDA minus D&A expense).

Relative valuation of Ulma

	2009F P/E	2010F P/E	2011F P/E	2009F EV/EBITDA	2010F EV/EBITDA	2011F EV/EBITDA
Budimex	11.4	10.4	12.2	9.1	7.9	8.2
Elektrobudowa	15.8	17.5	13.9	10.7	12.1	9.8
Erbud	14.3	13.6	14.9	8.5	8.3	7.0
Mostostal Warszawa	13.7	13.6	13.9	6.3	7.6	7.5
PBG	16.1	14.3	13.0	11.5	9.8	8.8
Polimex Mostostal	11.7	13.5	13.0	7.4	7.4	7.0
Rafako	21.2	13.0	12.4	7.4	5.6	4.9
Trakcja Polska	9.6	12.4	13.1	4.4	5.5	5.3
Unibep	12.4	14.1	12.5	8.4	9.4	6.3
Median	**13.7**	**13.6**	**13.0**	**8.4**	**7.9**	**7.0**
Adjusted multiples of Ulma	**<0**	**12.9**	**10.0**	**59.6**	**10.1**	**8.3**
Premium (discount)	very high	-5.0%	-22.8%	very high	28.4%	18.8%
Unadjusted multiples of Ulma	**<0**	**15.0**	**11.3**	**7.7**	**4.7**	**4.1**
Premium (discount)	very high	10.1%	-13.0%	-8.3%	-40.7%	-42.1%

Source: BRE Bank Securities,

DCF Model

Based on DCF analysis, we set the nine-month price target on Ulma's stock at PLN 82.2/share.

DCF Analysis

Model Assumptions

- Risk-free rate = 6.2% (based on yields on 10Y T-bonds).
- FCF growth rate after FY2017 = 3%.
- We assume an improvement in structural formwork rental revenues as of Q2 2010, and in building formwork revenues as of Q1 2011.
- We assume that the asset turnover ratio will reach its 2007 level in 2011.
- We assume that Ulma will be expanding inventories between 2011 and 2013 to meet growing demand.
- The depreciation period is 0.6 times shorter on average than the useful life of the formwork assets.

DCF Valuation Model

(PLN m)	2010F	2011F	2012F	2013F	2014F	2015F	2016F	2017F	2018F	2019F	2019+
Revenue	**221.4**	**247.6**	**266.7**	**281.5**	**297.0**	**312.7**	**328.5**	**344.5**	**361.0**	**377.8**	
change	*27.4%*	*11.9%*	*7.7%*	*5.5%*	*5.5%*	*5.3%*	*5.0%*	*4.9%*	*4.8%*	*4.7%*	
EBITDA	**112.6**	**125.2**	**133.4**	**141.0**	**148.9**	**157.1**	**165.7**	**174.8**	**183.3**	**191.1**	
EBITDA margin	*50.9%*	*50.6%*	*50.0%*	*50.1%*	*50.1%*	*50.2%*	*50.4%*	*50.7%*	*50.8%*	*50.6%*	
Amortization & depreciation	69.2	73.2	77.4	81.8	86.5	91.4	96.7	102.4	108.7	115.5	
EBIT	**43.4**	**52.0**	**56.1**	**59.2**	**62.4**	**65.7**	**69.0**	**72.4**	**74.6**	**75.6**	
EBIT margin	*19.6%*	*21.0%*	*21.0%*	*21.0%*	*21.0%*	*21.0%*	*21.0%*	*21.0%*	*20.7%*	*20.0%*	
Tax rate on EBIT	8.2	9.9	10.6	11.2	11.9	12.5	13.1	13.8	14.2	14.4	
NOPLAT	**35.2**	**42.2**	**45.4**	**47.9**	**50.6**	**53.2**	**55.9**	**58.6**	**60.5**	**61.2**	
CAPEX	-69.2	-80.1	-81.1	-84.5	-88.1	-91.4	-96.7	-102.4	-108.7	-115.5	
Working capital	-4.6	-2.5	-1.8	-1.4	-1.5	-1.5	-1.5	-1.5	-1.6	-1.6	
FCF	**30.6**	**32.7**	**39.9**	**43.8**	**47.4**	**51.7**	**54.4**	**57.1**	**58.9**	**59.6**	**61.4**
WACC	*9.7%*	*9.9%*	*10.1%*	*10.3%*	*10.5%*	*10.6%*	*10.8%*	*10.8%*	*11.2%*	*10.6%*	
discount factor	*91.1%*	*82.9%*	*75.3%*	*68.3%*	*61.8%*	*55.9%*	*50.4%*	*45.5%*	*41.0%*	*37.0%*	
PV FCF	27.9	27.1	30.1	29.9	29.3	28.9	27.4	26.0	24.1	22.1	

	2010F	2011F	2012F	2013F	2014F	2015F	2016F	2017F	2018F	2019F
WACC	***9.7%***	***9.9%***	***10.1%***	***10.3%***	***10.5%***	***10.6%***	***10.8%***	***10.8%***	***11.2%***	***10.6%***
Cost of debt	*7.4%*	*7.4%*	*7.4%*	*7.4%*	*7.4%*	*7.4%*	*7.4%*	*7.4%*	*7.4%*	*6.8%*
Risk-free rate	*6.2%*	*6.2%*	*6.2%*	*6.2%*	*6.2%*	*6.2%*	*6.2%*	*6.2%*	*6.2%*	*5.6%*
Credit risk premium	*1.2%*	*1.2%*	*1.2%*	*1.2%*	*1.2%*	*1.2%*	*1.2%*	*1.2%*	*1.2%*	*1.2%*
Effective tax rate	*19.0%*	*19.0%*	*19.0%*	*19.0%*	*19.0%*	*19.0%*	*19.0%*	*19.0%*	*19.0%*	*19.0%*
Net debt / EV	*29%*	*25%*	*21%*	*17%*	*13%*	*12%*	*9%*	*8%*	*0%*	*0%*
Cost of Equity	*11.2%*	*11.2%*	*11.2%*	*11.2%*	*11.2%*	*11.2%*	*11.2%*	*11.2%*	*11.2%*	*10.6%*
Risk premium	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*
Beta	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0

FCF growth after the forecast horizon	*3.0%*
Terminal value	808.3
Present value of the terminal value (PV TV)	299.3
Present value of FCF in the forecast horizon	272.8
Discounted FCF	572.1
Net debt	173.2
Goodwill	398.9
Number of shares (millions)	5.3
Equity value per share (PLN)	**75.9**
Cost of equity (9M)	*8.3%*
Target Price	**82.2**
EV/EBITDA('09) for the target price	8.9
P/E('09) for the target price	-106.6
TV to EV	52%

Sensitivity Analysis

FCF growth in prepetuity

	2.0%	**2.5%**	**3.0%**	**3.5%**	**4.0%**
WACC -1.0ppt	76.2	79.9	84.1	88.9	94.4
WACC -0.5ppt	75.5	79.2	83.4	88.1	93.5
WACC	74.9	78.5	**82.2**	87.3	92.7
WACC +0.5ppt	74.2	77.8	81.9	86.5	91.8
WACC +1.0ppt	73.5	77.1	81.1	85.7	91.0

Income Statement

(PLN m)	2006	2007	2008	2009F	2010F	2011F	2012F
Revenue	**154.3**	**222.6**	**241.5**	**173.7**	**221.4**	**247.6**	**266.7**
change	*56.5%*	*44.3%*	*8.5%*	*-28.1%*	*27.4%*	*11.9%*	*7.7%*
COGS	90.5	136.8	178.3	150.5	156.2	171.2	184.4
Gross profit	63.7	85.8	63.2	23.2	65.2	76.4	82.3
gross margin	*41.3%*	*38.5%*	*26.2%*	*13.4%*	*29.5%*	*30.9%*	*30.9%*
Selling expenses	-7.9	-7.4	-4.8	-6.5	-8.2	-9.2	-9.9
General and administrative expenses	-9.8	-10.0	-10.6	-9.9	-12.7	-14.2	-15.3
Other net operating income/loss	-0.1	-1.7	-6.9	-0.7	-0.9	-1.0	-1.1
EBIT	**45.9**	**66.6**	**40.9**	**6.1**	**43.4**	**52.0**	**56.1**
change	*81.0%*	*45.0%*	*-38.5%*	*-85.1%*	*611.7%*	*19.9%*	*7.7%*
EBIT margin	*29.8%*	*29.9%*	*17.0%*	*3.5%*	*19.6%*	*21.0%*	*21.0%*
Finance gains/losses	-4.9	-4.5	-10.5	-10.3	-12.6	-11.3	-10.1
Pre-tax income	**41.1**	**62.1**	**30.5**	**-4.2**	**30.8**	**40.7**	**46.0**
Tax	-8.1	-11.3	-4.6	0.5	-5.8	-7.7	-8.7
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	**32.9**	**50.9**	**25.9**	**-3.7**	**24.9**	**33.0**	**37.2**
change	*81.1%*	*54.5%*	*-49.2%*	*-114.5%*	*-766.2%*	*32.5%*	*12.8%*
margin	*21.3%*	*22.9%*	*10.7%*	*-2.2%*	*11.3%*	*13.3%*	*14.0%*
Amortization & depreciation	29.0	41.9	62.4	64.6	69.2	73.2	77.4
EBITDA	**75.0**	**108.4**	**103.4**	**70.7**	**112.6**	**125.2**	**133.4**
change	*67.2%*	*44.6%*	*-4.7%*	*-31.6%*	*59.2%*	*11.2%*	*6.6%*
EBITDA margin	*48.6%*	*48.7%*	*42.8%*	*40.7%*	*50.9%*	*50.6%*	*50.0%*
Shares at year-end (millions)	4.9	5.1	5.3	5.3	5.3	5.3	5.3
EPS	6.7	9.9	4.9	-0.7	4.7	6.3	7.1
CEPS	12.7	18.0	16.8	11.6	17.9	20.2	21.8
ROAE	*39.0%*	*29.7%*	*10.2%*	*-1.4%*	*9.1%*	*11.0%*	*11.5%*
ROAA	*16.6%*	*15.9%*	*5.8%*	*-0.8%*	*4.8%*	*6.1%*	*6.7%*

Balance Sheet

(PLN m)	2006	2007	2008	2009F	2010F	2011F	2012F
ASSETS	**243.3**	**397.9**	**492.7**	**498.1**	**536.3**	**540.8**	**566.8**
Fixed assets	**181.6**	**293.4**	**412.1**	**416.3**	**416.3**	**423.3**	**426.9**
Current assets	**61.7**	**104.4**	**80.6**	**81.8**	**120.0**	**117.5**	**139.9**
Inventories	15.3	21.3	16.0	16.6	21.2	23.7	25.5
Receivables	44.2	52.8	55.6	48.5	61.8	69.1	74.4
Current taxes receivable	0.0	0.5	2.9	2.9	2.9	2.9	2.9
Cash and cash equivalents	2.3	29.8	6.1	13.8	34.1	21.8	37.1

(PLN m)	2006	2007	2008	2009F	2010F	2011F	2012F
LIABILITIES	**243.3**	**397.9**	**492.7**	**498.1**	**536.3**	**540.8**	**566.8**
Equity	**100.8**	**241.3**	**263.9**	**260.2**	**285.1**	**313.1**	**333.8**
Long-term liabilities	**90.1**	**83.7**	**148.4**	**148.4**	**148.4**	**148.4**	**148.4**
Loans	86.4	82.7	146.1	146.1	146.1	146.1	146.1
Other	3.7	1.0	2.3	2.3	2.3	2.3	2.3
Short-term liabilities	**52.5**	**72.8**	**80.4**	**89.5**	**102.8**	**79.3**	**84.6**
Loans	17.2	10.6	40.9	40.9	40.9	10.0	10.0
Trade creditors	31.6	62.1	39.4	48.5	61.8	69.1	74.4
Other	3.7	0.2	0.2	0.2	0.2	0.2	0.2

Debt	103.6	93.3	187.0	187.0	187.0	156.1	156.1
Net debt	101.4	63.4	180.9	173.2	152.9	134.3	119.0
(Net debt / Equity)	*100.6%*	*26.3%*	*68.6%*	*66.6%*	*53.6%*	*42.9%*	*35.7%*
(Net debt / EBITDA)	1.4	0.6	1.8	2.5	1.4	1.1	0.9
BVPS	20.6	46.9	50.2	49.5	54.2	59.6	63.5

Cash Flows

(PLN m)	2006	2007	2008	2009F	2010F	2011F	2012F
Cash flows from operating activities	**65.5**	**115.0**	**96.4**	**99.6**	**102.2**	**115.0**	**122.9**
Net income	32.9	50.9	25.9	-3.7	24.9	33.0	37.2
Amortization & depreciation	29.0	41.9	62.4	64.6	69.2	73.2	77.4
Working capital	-15.0	3.5	-20.4	15.7	-4.6	-2.5	-1.8
Other	18.5	18.8	28.6	23.1	12.6	11.3	10.1
Cash flows from investing activities	**-108.2**	**-158.0**	**-203.2**	**-79.8**	**-68.0**	**-78.7**	**-79.6**
CAPEX	-107.9	-154.5	-200.5	-81.6	-69.2	-80.1	-81.1
Capital investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Derivatives	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	-0.3	-3.4	-2.7	1.7	1.2	1.4	1.5
Cash flows from financing activities	**44.3**	**74.1**	**80.5**	**-12.0**	**-13.8**	**-48.6**	**-28.1**
Stock offering	0.0	89.9	0.0	0.0	0.0	0.0	0.0
Debt	53.1	-6.9	91.5	0.0	0.0	-30.9	0.0
Dividend / buy-back	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	-8.8	-9.0	-11.0	-12.0	-13.8	-17.7	-28.1
Change in cash	**1.6**	**31.1**	**-26.3**	**7.7**	**20.4**	**-12.3**	**15.2**
Cash at end of period	2.3	29.8	6.1	13.8	34.1	21.8	37.1
DPS (PLN)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF	-57.5	-55.1	-125.4	3.7	30.6	32.7	39.9
(CAPEX / Sales)	*70.0%*	*69.4%*	*83.0%*	*46.9%*	*31.2%*	*32.3%*	*30.4%*

Market multiples

	2006	2007	2008	2009F	2010F	2011F	2012F
P/E	10.5	7.2	14.4	-99.8	15.0	11.3	10.0
P/CE	5.6	3.9	4.2	6.1	4.0	3.5	3.3
P/BV	3.4	1.5	1.4	1.4	1.3	1.2	1.1
P/S	2.3	1.6	1.5	2.1	1.7	1.5	1.4
FCF/EV	*-12.8%*	*-12.9%*	*-22.6%*	*0.7%*	*5.8%*	*6.4%*	*8.1%*
EV/EBITDA	6.0	4.0	5.4	7.7	4.7	4.1	3.7
EV/EBIT	9.8	6.4	13.5	89.6	12.1	9.7	8.8
EV/S	2.9	1.9	2.3	3.1	2.4	2.0	1.8
DYield	*0.0%*	*0.0%*	*0.0%*	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Price (PLN)	**71.0**						
Shares at year-end (millions)	4.9	5.1	5.3	5.3	5.3	5.3	5.3
MC (PLN m)	347.2	364.9	373.1	373.1	373.1	373.1	373.1
Equity attributable to minority shareholders (PLN m)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EV (PLN m)	448.6	428.4	554.1	546.4	526.0	507.4	492.2

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List of abbreviations and ratios contained in the report:
EV *– net debt + market value*
EBIT *– Earnings Before Interest and Taxes*
EBITDA *– EBIT + Depreciation and Amortisation*
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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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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Previous ratings issued for Ulma

Rating	Hold	Accumulate	Hold	Suspended	Accumulate	Hold	Reduce
Rating date	2009-03-05	2009-05-26	2009-07-03	2009-08-05	2009-08-14	2009-09-04	2009-10-05
Price on rating day	29.00	37.90	40.50	47.50	50.90	60.00	67.05
WIG on rating day	22719.61	29197.11	30252.24	35363.92	35998.12	36009.43	37045.62