



Friday, January 31, 2020 | daily publication

# **Morning Comments**

# **Equity Market, Poland**

#### Research Department:

Michał Marczak +48 22 438 24 01 Michał Konarski +48 22 438 24 05 Piotr Poniatowski +48 22 438 24 09 Kamil Kliszcz +48 22 438 24 02 Paweł Szpigiel +48 22 438 24 06 Jakub Szkopek +48 22 438 24 03 Aleksandra Szklarczyk +48 22 438 24 04 Mikołaj Lemańczyk +48 22 438 24 07 Piotr Bogusz +48 22 438 24 08

DJIA	28,859.4	+0.43% <b>FTSE 100</b>	7,382.0	-1.36% Copper (LME)	5,587.5	-0.95%
S&P 500	3,283.7	+0.31% <b>WIG20</b>	2,080.0	-0.87% Crude Oil (Bren	t) 57.97	-1.39%
NA SDA Q	9,298.9	+0.26% <b>BUX</b>	43,502.0	+0.16% USD/PLN	3.8923	-0.01%
DAX	13,157.1	-1.41% PX	1,074.4	-2.11% EUR/PLN	4.2940	+0.19%
CA C 40	5,871.8	-1.40% PLBonds10	2.175	-0.052 EUR/USD	1.1032	+0.20%

### **Company & Sector News**

#### **OTP Bank**

Hold - 2019-12-05 Target price: HUF 14,681.00

#### OTP wants to achieve 3% market share in Romania in 2020

In interview for Ziarul Financiar, OTP Bank Romania CEO said that bank wants to achieve 3% market share by the end of the year and 5% in five years. At the end of 2018 it was around 2.5%. Plan is to meet the goal through organic growth which means hiring 300 new employees and developing branches. Although focus is put on organic growth, one can't exclude acquisitions. We recall that few days ago some media speculated that OTP is in talks regarding purchasing Garanti BBVA bank in Romania, which is more or lose same size as current OTP's operations in Romania. Neither side has confirmed the information. Currently Romanian operations account for around 2.3% of ours OTP valuation. (M. Konarski, M. Lemańczyk)

#### **Tauron**

Buy - 2019-11-06 Target price: PLN 2.45

#### Jaworzno project update

Tauron announced that considering the information received from the consortium and an internal analysis the final commissioning of the new Jaworzno unit should take place by February 15 vs previously announced January 31. **2 weeks delay is not affecting our 2020 estimates. (K. Kliszcz)** 

#### **Agora**

Buy - 2019-10-30 Target price: PLN 17.00

#### **Revaluation of shares in Piano Group**

Listed media group Agora wrote-up the value of its unit Piano Group and the price at which unit AMS will buy a minority stake, all following an improvement in financial results, management said in a market filing. The revaluation of the initial value of the Piano Group shares will not affect the Agora Group's financial result in 2019 but will increase goodwill and the initial valuation of the option liability. The purchase price increased to approximately PLN 14.9m. Neutral. (P. Szpigiel)

#### **Telecommunications**

#### Ministry proposes changes in 5G sale rules

Polish Digital Affairs Minister Marek Zagorski requested telecommunications regulator in charge of sale frequencies needed for 5G technology to change rules of the process. Minister wants now to allow one capital group to buy more than one block.

Negative news. We are in second round of consultations on 5G auction rules and no material changes were proposed in the first one. We can hardly imagine one capital group possessing half of the spectrum (2 out of 4 block). However, such spontaneous changes coming from the ministry will probably meet negative reaction of the market on telco companies as the likelihood of low prices in 5G auction has just decreased. **(P. Szpigiel)** 



#### **More News**

**Automotive**40% of Polish automotive sector representatives fear Brexit, but just 4% take actions to alleviate

possible negative effects, according to a sentiment report by automotive sector firm Exact

Systems.

Coal Polish coal mines will post 2020 production of no more than 60 mln tons, an agenda of 2020

targets and tasks from the Ministry of State Assets indicates.

**Electronic Arts** Electronic Arts reported 3Q adj. EPS USD 2.52 vs. 2.51 expected. Electronic Arts sees FY adj. EPS

USD 4.65 vs. USD 4.55-4.69 expected previously. EA to delay Battlefield to 2022 as it waits for new generation consoles. EA expects to sell 10m units of new Star Wars game. The company's

portfolio is to expand to 4 offerings this year.

**Intersport** Intersport plans to issue up to 10 mln of ex-rights H- series shares at min. PLN 2 apiece to boost

the company's charter capital, the company said in a draft resolutions for an EGM for February

27.

Medicalgorithmics Medicalgorithmics saw investors purchase the full pool of 721,303 shares offered at PLN 18,25

apiece, the company said in a market filing.

Pension Funds Poland moved to reduce the initial minimum Polish equity allocation in revamped pension funds

OFE to 75% from 80% and maintained the 2 ppt annual cap on the Polish equity take-down starting in 2022, according to amendments to the OFE liquidation draft bill submitted during

committee works.

Poland's Social Insurance Board (ZUS) transferred PLN 9.67 mln to open pension funds OFE this

week, ZUS said in a statement.

**PGNiG** PGNiG expects the ruling in the arbitration proceedings against the Russian natgas giant Gazprom

to be announced in late February or in March, PGNiG CEO Jerzy Kwiecinski sain on Thursday.

PKN Orlen PKN Orlen tapped Jan Szewczak as a new CFO and Adam Burak as a new board member

responsible for communication and marketing segments, the company said in a market filing.

PKP Cargo intends to sign a deal with listed natgas firm PGNiG in June for LNG transit to the

nation's LNG port in Swinoujscie, PKP Cargo CEO Czeslaw Warsewicz told PAP. In line with an agreement between the sides, PKP Cargo is to run the first pilot transport in Q1 and the stock selection is now being finalized, he said. "By end-June this year, we hope to sign a cooperation

deal with PGNiG for transit in the coming period and for eventual strategic

**Retail** Polish supermarkets suffered a 5.6% y/y decline in sales in December, while enjoying a 23.1%

m/m sales growth, retailers lobby PIH and consultancy CMR said of their estimates. At the same time, small-scale stores enjoyed a 4.9% y/y and 4.6% m/m increase in December sales,

according to PIH and CMR.

Work Service Work Service submitted applications for new installment agreements with social security ZUS as

the the previous ones signed in February 2019 has been terminated, the company said in a market filing. The potential investor interested in the purchase of the company's shares would

prioritize settling the overdue liabilities, they noted.

#### **Corporate Action Calendar**

Date	Time	Company	Event
3-Feb		Millennium	Q4'19 earnings announcement (preliminary)
4-Feb		Izoblok	Investors meeting (Przyokopowa 33, Warsaw)
5-Feb		Grupa Kęty	Forecast publication for 2020 year
6-Feb		ING BSK	Q4'19 earnings announcement (preliminary)
6-Feb		mBank	Q4'19 earnings announcement (preliminary)
6-Feb		Moneta Money	Q4'19 earnings announcement
6-Feb		Komercni Banka	Q4'19 earnings announcement
6-Feb		RBI	Q4'19 earnings announcement (preliminary)

# **Economic Calendar**

	, 31 Janua	•			
Time	Region	Data	Period	Forecast	Previous
00:30	Japan	Tokyo Area Core CPI	January		0.90% y/y
00:30	Japan	Tokyo Area CPI	January		0.90% y/y
00:30	Japan	Unemployment Rate	December	2.35%	2.20%
00:50	Japan	Industrial Production (P)	December	0.80% m/m; -4.30% y/ y	-1.00% m/m; -8.20% y/y
00:50	Japan	Retail Trade	December	-2.00% y/y	-2.10% y/y
07:30	France	GDP	Q4	0.25% q/q; 1.20% y/y	0.30% q/q; 1.70% y/y
08:00	Germany	Retail Sales	December	-0.25% m/m;	2.10% m/m; 2.80% y/y
08:45	France	Consumer Spending	December		0.10% m/m; 0.20% y/y
08:45	France	PPI	December		1.10% m/m; -0.80% y/y
10:30	UK	M4 Money Supply	December		0.80% m/m; 4.50% y/y
10:30	UK	Mortgage Approvals	December	65,500	64,990
11:00	EU	GDP	Q4	0.16% q/q; 1.05% y/y	0.20% q/q; 1.20% y/y
14:30	USA	Employment Cost Index	Q4	0.70%	0.70%
14:30	USA	Core PCE Deflator	December	0.13% m/m;	0.10% m/m; 1.60% y/y
14:30	USA	Personal Income	December	0.18% m/m	0.50% m/m
14:30	USA	Personal Spending	December	0.25% m/m	0.40% m/m
15:45	USA	Chicago PMI	January	48.00	48.90
16:00	USA	University of Michigan Consumer Confidence Index	January	99.37	99.30
	Japan	Housing Starts	December	-7.00 y/y	-12.70 y/y
Monda	y, 3 Febru			111	- ///
Time		Data	Period	Forecast	Previous
01:30	Japan	PMI Manufacturing (F)	January		49.30
09:00	Poland	PMI Manufacturing	January		48.00
09:50	France	PMI Manufacturing (F)	January		50.40
09:55	Germany	PMI Manufacturing (F)	January		43.70
10:00	EU	PMI Manufacturing (P)	January		46.30
10:30	UK	PMI Manufacturing	January		47.50
10:30	EU	Sentix Index	January		7.60
16:00	USA	Construction Spending	December		0.60%
16:00	USA	ISM Manufacturing	January		47.20
	ay, 4 Febru		January		17120
Time	Region	Data	Period	Forecast	Previous
02:45					
02.43	China	PMI Manufacturing	January	51.00	51.50
		PMI Manufacturing PPI	January December	51.00	
11:00 16:00	China EU USA	3	January December December	51.00	51.50 0.20% m/m; -1.40% y/y -0.70% m/m
11:00 16:00	EU USA	PPI	December	51.00	0.20% m/m; -1.40% y/y
11:00 16:00	EU USA	PPI Factory Goods Orders	December	51.00	0.20% m/m; -1.40% y/y
11:00 16:00 <b>Wedne</b>	EU USA esday, 5 Fe	PPI Factory Goods Orders  Bruary 2020	December December		0.20% m/m; -1.40% y/y -0.70% m/m
11:00 16:00 Wedne Time	EU USA esday, 5 Fe Region	PPI Factory Goods Orders  bruary 2020  Data	December December Period		0.20% m/m; -1.40% y/y -0.70% m/m <b>Previous</b>
11:00 16:00 Wedne Time 01:30	EU USA esday, 5 Fe Region Japan	PPI Factory Goods Orders  bruary 2020  Data  PMI Services (F)	December December  Period January January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m <b>Previous</b> 49.40
11:00 16:00 Wedne Time 01:30 02:45	EU USA esday, 5 Fe Region Japan China	PPI Factory Goods Orders  Ebruary 2020  Data  PMI Services (F)  PMI Services	December December Period January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m Previous 49.40 52.50
11:00 16:00 Wedne Time 01:30 02:45 09:50 09:55	EU USA esday, 5 Fe Region Japan China France	PPI Factory Goods Orders  Bruary 2020  Data  PMI Services (F)  PMI Services (F)  PMI Services (F)  PMI Services (F)	December December  Period January January January January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m Previous 49.40 52.50 52.40 52.90
11:00 16:00 Wedno Time 01:30 02:45 09:50 09:55 10:00	EU USA esday, 5 Fe Region Japan China France Germany EU	PPI Factory Goods Orders  Bruary 2020  Data  PMI Services (F)	Period January January January January January January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous 49.40 52.50 52.40 52.90 52.90
11:00 16:00 Wedno Time 01:30 02:45 09:50 09:55 10:00 10:30	EU USA esday, 5 Fe Region Japan China France Germany EU UK	PPI Factory Goods Orders  Bruary 2020  Data  PMI Services (F)	December  Period  January  January  January  January  January  January  January  January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90
11:00 16:00 Wedno Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU	PPI Factory Goods Orders  Buruary 2020  Data  PMI Services (F)  Retail Sales	Period January January January January January January January December	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y
11:00 16:00 Wedne Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00 14:15	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA	PPI Factory Goods Orders  Ebruary 2020  Data  PMI Services (F)  PMI Dervices (F)  Retail Sales  ADP Employment Change	Period January December January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y 202,000
11:00 16:00 Wedne Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00 14:15 14:30	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA	PPI Factory Goods Orders  Ebruary 2020  Data  PMI Services (F)  Exports	Period January January January January January January January January December January December	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn
11:00 16:00 Wedno Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00 14:15 14:30	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA	PPI Factory Goods Orders  Ebruary 2020  Data  PMI Services (F)  Retail Sales  ADP Employment Change  Exports  Imports	Period January January January January January January January December January December December	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn
11:00 16:00 Wedno Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00 14:15 14:30 14:30	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA	PPI Factory Goods Orders  Ebruary 2020  Data  PMI Services (F) Retail Sales ADP Employment Change Exports Imports Trade Balance	Period January January January January January January January December January December December December	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn
11:00 16:00 Wednote	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA USA	PPI Factory Goods Orders  Pbruary 2020  Data  PMI Services (F) Retail Sales ADP Employment Change Exports Imports Trade Balance PMI Composite (F)	Period January January January January January January January December January December December January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn 52.70
11:00 16:00 Wednoted Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00 14:15 14:30 14:30 15:45 15:45	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA USA USA	PPI Factory Goods Orders  Pbruary 2020  Data  PMI Services (F) Retail Sales ADP Employment Change Exports Imports Trade Balance PMI Composite (F) PMI Services (F)	Period January January January January January January January December January December December January January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn 52.70 52.80
11:00 16:00 Wedno Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00 14:15 14:30 14:30 14:30	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA USA USA USA USA	PPI Factory Goods Orders  Pbruary 2020  Data  PMI Services (F) Retail Sales ADP Employment Change Exports Imports Trade Balance PMI Composite (F) PMI Services (F) ISM Non-Manufacturing	Period January January January January January January January December January December December January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn 52.70 52.80 55.00
11:00 16:00 Wednot Time 01:30 02:45 09:50 10:30 11:00 14:15 14:30 14:30 15:45 15:45 16:00	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA USA USA USA USA USA US	PPI Factory Goods Orders  Pbruary 2020  Data  PMI Services (F) Retail Sales ADP Employment Change Exports Imports Trade Balance PMI Composite (F) PMI Services (F) ISM Non-Manufacturing Interest Rate	Period January January January January January January January December January December December January January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn 52.70 52.80
11:00 16:00 Wedne Time 01:30 02:45 09:50 09:55 10:00 11:00 14:15 14:30 14:30 15:45 16:00	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA USA USA USA USA USA US	PPI Factory Goods Orders  Bruary 2020  Data  PMI Services (F)  Retail Sales  ADP Employment Change  Exports  Imports  Trade Balance  PMI Composite (F)  PMI Services (F)  ISM Non-Manufacturing  Interest Rate	December December  Period January January January January January December January December December December January January	Forecast 52.00	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn 52.70 52.80 55.00 1.50%
11:00 16:00 Wednot Time 01:30 02:45 09:50 09:55 10:00 10:30 11:00 14:15 14:30 14:30 15:45 15:45 16:00	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA USA USA USA USA USA US	PPI Factory Goods Orders  bruary 2020  Data  PMI Services (F)  Retail Sales  ADP Employment Change  Exports  Imports  Trade Balance  PMI Composite (F)  PMI Services (F)  ISM Non-Manufacturing  Interest Rate  Tuary 2020  Data	Period January January January January January January January December January December December December January January December December December January January January January	Forecast	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn 52.70 52.80 55.00 1.50%
11:00 16:00 Wednot Time 01:30 02:45 09:50 10:30 11:00 14:15 14:30 14:30 15:45 15:45 16:00	EU USA esday, 5 Fe Region Japan China France Germany EU UK EU USA USA USA USA USA USA USA USA USA US	PPI Factory Goods Orders  Bruary 2020  Data  PMI Services (F)  Retail Sales  ADP Employment Change  Exports  Imports  Trade Balance  PMI Composite (F)  PMI Services (F)  ISM Non-Manufacturing  Interest Rate	December December  Period January January January January January December January December December December January January	Forecast 52.00	0.20% m/m; -1.40% y/y -0.70% m/m  Previous  49.40 52.50 52.40 52.90 52.90 1.00% m/m; 2.20% y/y 202,000 208.60bn 251.70bn -43.10bn 52.70 52.80 55.00 1.50%



# **Current Recommendations by mBank**

Company	Recommendation	Issued On	Price At	Target	Current	Upside/	P/E	:	EV/EBI	TDA
			Reco.	Price	Price	Downside	2019	2020	2019	2020
Financial Sector						+7.5%	10.1	10.5		
Alior Bank	hold	2019-11-06	29.34	31.00	26.00	+19.2%	8.2	7.5		
Handlowy	accumulate	2019-12-05	51.70	57.44	56.40	+1.8%	16.4	11.9		
ING BSK	hold	2019-12-05	190.80	187.77	201.00	-6.6%	16.4	14.6		
Millennium	hold	2019-12-05	5.49	5.47	5.99	-8.6%	10.4	13.1		
Pekao	buy	2019-12-05	96.34	115.20	98.82	+16.6%	11.5	10.4		
PKO BP	accumulate	2019-12-05	34.99	39.50	34.70	+13.8%	9.6	10.0		
Santander Bank Polska	hold	2019-12-05	279.00	265.50	286.40	-7.3%	13.4	12.1		
Komercni Banka	buy	2019-12-05	792.00	928.20 CZK	792.00	+17.2%	9.9	10.5		
Moneta Money Bank Erste Group	buy	2019-08-28	75.95 32.20	94.33 CZK	84.00 33.31	+12.3% +9.9%	11.3 9.3	10.5 8.9		
RBI	accumulate accumulate	2019-12-05 2019-12-05	21.24	36.61 EUR 23.05 EUR	20.93	+9.9%	9.3 5.9	5.7		
OTP Bank	hold	2019-12-05	14,870	14,681 HUF	14,350	+2.3%	9.9	9.0		
PZU	accumulate	2019-12-05	36.47	41.91	40.60	+3.2%	11.1	10.6		
Kruk	buy	2019-12-05	150.90	210.31	165.30	+27.2%	9.4	9.3		
Skarbiec Holding	buy	2019-12-05	17.20	29.34	21.50	+36.5%	6.7	6.4		
GPW GPW	buy	2020-01-16	40.85	47.82	42.35	+12.9%	13.9	16.0		
Chemicals	buy	2020 01 10	40.03	47.02	72.55	+23.1%	10.0	15.1	5.2	5.9
Ciech	buy	2019-12-05	36.40	44.41	38.45	+15.5%	14.8	9.1	6.5	5.6
Grupa Azoty	hold	2019-12-05	30.00	32.75	25.46	+28.6%	5.2	21.0	3.8	6.2
Oil & Gas	11010	2017 12 00	30.00	02.70	231.10	+19.0%	10.4	8.7	4.3	4.5
Lotos	reduce	2019-12-05	85.20	77.80	76.32	+1.9%	12.4	8.8	5.9	4.6
MOL	accumulate	2019-11-27	2,926	3,302 HUF	2,608	+26.6%	8.7	7.9	4.1	4.5
PGNiG	hold	2020-01-28	3.86	4.06	3.67	+10.7%	12.2	14.3	4.6	4.5
PKN Orlen	hold	2019-12-05	88.50	94.17	76.00	+23.9%	6.8	8.5	4.1	4.5
Power Utilities						+37.5%	4.8	5.4	3.6	3.7
CEZ	buy	2019-12-05	502.00	597.80 CZK	505.50	+18.3%	15.1	13.1	7.3	6.8
Enea	buy	2019-11-06	8.59	11.53	7.43	+55.2%	3.1	3.0	3.1	3.1
Energa	buy	2019-11-06	6.37	11.67	7.15	+63.2%	5.6	5.4	3.6	4.2
PGE	buy	2019-10-24	8.42	12.20	7.18	+69.9%	4.8	6.2	3.1	3.5
Tauron	buy	2019-11-06	1.73	2.45	1.52	+60.9%	2.9	2.5	4.1	3.7
Telecoms, Media, IT						-0.3%	30.9	18.5	6.6	6.7
Netia	hold	2019-12-05	4.44	4.70	4.50	+4.4%	31.4	32.2	4.6	4.7
Orange Polska	accumulate	2019-11-29	6.46	7.40	7.09	+4.4%	33.4	36.6	5.4	5.6
Play	buy	2019-11-14	31.30	36.00	36.78	-2.1%	10.6	9.7	6.6	6.5
Agora	buy	2019-10-30	9.50	17.00	12.50	+36.0%	59.6	31.8	7.4	7.0
Cyfrowy Polsat	reduce	2019-11-14	28.86	26.10	27.90	-6.5%	15.9	13.5	7.1	7.0
Wirtualna Polska	hold	2019-12-05	68.20	70.00	79.80	-12.3%	30.9	21.4	13.9	11.0
Asseco Poland	hold	2019-12-05	57.35	59.20	64.00	-7.5%	16.2	15.6	5.3	5.0
Comarch	buy	2019-11-25	189.50	250.00	205.00	+22.0%	14.8	14.2	6.5	6.3
11 bit studios	buy	2019-12-05	360.50	454.00	428.50	+6.0%	43.0	51.3	27.3	30.7
CD Projekt	accumulate	2019-12-05	260.30	281.30	277.90	+1.2%	-	11.9	-	10.2
Industrials, Mining						+2.1%	6.8	10.9	4.5	5.1
Cognor	hold	2019-12-06	1.20	1.25	1.26	-0.4%	6.8	39.0	4.4	6.1
Famur	buy	2019-12-05	2.98	5.18	3.17	+63.4%	4.9	7.4	3.9	4.0
Grupa Kęty	hold	2019-12-05	338.50	335.44	352.00	-4.7%	12.0	13.8	8.2	8.9
JSW	hold	2020-01-20	22.68	23.32	19.25	+21.1%	4.8	-	0.8	2.8
Kernel	hold	2019-12-05	41.20	41.60	47.10	-11.7%	5.3	8.9	4.9	6.8
KGHM	hold	2019-12-05	88.66	85.54	92.50	-7.5%	9.1	9.6	4.7	5.0
PKP Cargo	reduce	2019-12-05	20.00	18.13	18.34	-1.1%	6.9	-	2.8	3.3
Stelmet	hold	2019-12-05	8.20	8.78	7.85	+11.8%	12.3	12.2	5.4	5.1
Property Developers		2010 12 05			44.00	+0.6%	10.2	8.9	9.2	8.1
Atal	buy	2019-12-05	37.20	44.90	41.00	+9.5%	10.9	9.0	10.7	8.4
Dom Development	hold	2019-12-05	93.00	88.92	95.00	-6.4%	9.4	8.8	7.7	7.7
Retail	hold	2010 12 05	46.25	47.00	40.15	+3.3%	38.3	21.0	9.6	8.8
AmRest	hold	2019-12-05	46.35	47.00	48.15	-2.4%	38.8	37.4	12.8	11.9
CCC	buy	2019-12-05	108.10	157.00	100.00	+57.0%	94.2	21.0	5.7	4.4
Dino	accumulate	2019-11-25	134.00	148.60	159.00	-6.5%	38.3	28.5	22.6	17.2
Eurocash	reduce	2019-11-25	22.22	19.80	19.33	+2.4%	65.6	39.0	7.2	6.8
Jeronimo Martins	hold	2019-10-07	14.92	14.30 EUR	15.50	-7.7%	22.0	19.7	9.6	8.8
LPP	buy	2019-12-05	8,575.00	10,100.00	8,570.00	+17.9%	25.4	18.7	10.7	9.2
VRG	accumulate	2019-12-02	3.94	4.50	3.90	+15.4%	15.1	12.5	4.8	4.3

# **Current Calls by mBank**

Company	Relative	Rated On	Price At	Current	Change	P/I	E	EV/EBI	TDA
Сотрапу	Positioning	Rated On	Rating	Price	Change	2019	2020	2019	2020
IT						15.5	12.8	6.8	5.6
Ailleron	neutral	2019-10-31	7.16	8.82	+23.2%	15.9	12.0	6.2	4.9
Asseco BS	overweight	2020-01-30	32.60	33.00	+1.2%	16.3	15.1	10.5	9.8
Asseco SEE	overweight	2019-12-05	25.60	24.40	-4.7%	15.0	13.6	7.3	6.2
Atende	neutral	2019-12-05	3.06	3.50	+14.4%	12.4	11.6	5.2	4.9
Industrials						12.5	11.3	7.0	6.9
AC	neutral	2019-12-05	43.20	48.80	+13.0%	12.3	12.3	8.6	8.2
Alumetal	neutral	2020-01-30	42.80	42.90	+0.2%	13.4	13.9	7.7	7.9
Amica	neutral	2019-12-05	133.20	143.00	+7.4%	9.7	9.0	6.2	6.2
Apator	neutral	2020-01-30	20.70	20.70	+0.0%	13.0	11.9	7.1	7.0
Astarta	overweight	2020-01-30	15.90	15.35	-3.5%	-	2.8	7.0	3.0
Boryszew	underweight	2020-01-30	4.54	4.49	-1.2%	14.8	11.7	7.0	7.1
Forte	underweight	2020-01-30	32.30	31.40	-2.8%	19.1	13.5	9.1	8.2
Kruszwica	overweight	2020-01-30	52.20	51.20	-1.9%	11.3	10.7	5.8	5.6
Mangata	neutral	2019-12-05	72.00	75.50	+4.9%	9.1	10.7	6.4	6.9
Pozbud	neutral	2019-12-05	1.80	1.55	-13.9%	3.6	3.5	4.3	5.3
TIM	overweight	2019-12-05	10.90	11.40	+4.6%	12.8	11.3	6.7	6.1



# **CEE bank valuations**

			P/E			ROE			P/BV			DY	
5 5 1 1 1	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Polish banks Alior Bank	26.00	8.2	7.5	7.1	6%	6%	6%	0.5	0.5	0.4	0.0%	0.0%	0.0%
Handlowy	56.40	16.4	11.9	11.4	6%	9%	9%	1.0	1.0	1.0	6.6%	6.8%	6.3%
ING BSK	201.00	16.4	14.6	13.4	12%	12%	12%	1.9	1.7	1.6	1.7%	1.8%	2.1%
Millennium	5.99	10.4	13.1	16.0	8%	6%	5%	0.8	0.8	0.8	0.0%	0.0%	0.0%
Pekao	98.82	11.5	10.4	9.8	10%	10%	11%	1.1	1.1	1.0	6.7%	6.5%	7.2%
PKO BP	34.70	9.6	10.4	9.6	11%	10%	10%	1.0	1.0	1.0	3.8%	9.0%	10.2%
Santander BP	286.40	13.4	12.1	11.9	9%	9%	9%	1.2	1.1	1.0	6.9%	1.9%	2.1%
Median	200.40	11.5	11.9	11.4	9%	9%	9%	1.0	1.0	1.0	3.8%	1.9%	2.1%
Investors in Polish ba	nke	11.5	11.9	11.4	370	370	970	1.0	1.0	1.0	3.670	1.9%	2.170
BCP	0.193	6.9	6.2	5.2	6%	7%	8%	0.5	0.5	0.4	2.1%	4.7%	6.7%
Citigroup	77.430	10.2	9.1	8.7	10%	10%	9%	0.9	0.9	0.8	2.5%	2.8%	3.1%
Commerzbank	5.254	8.0	6.8	6.5	3%	3%	3%	0.2	0.2	0.2	4.0%	4.6%	5.3%
ING	10.022	7.7	7.9	7.8	10%	9%	9%	0.7	0.7	0.7	6.9%	6.9%	7.1%
UCI	12.384	6.9	7.0	6.7	8%	7%	6%	0.5	0.5	0.4	4.8%	5.6%	6.2%
Median	12.501	7.7	7.0	6.7	8%	7%	8%	0.5	0.5	0.4	4.0%	4.7%	6.2%
Foreign banks		717	710	017	0 70	7 70	0 70	015	015	014	410 70	417 70	012 70
Erste Group	33.31	9.3	8.9	8.8	11%	11%	10%	1.0	0.9	0.9	3.9%	4.5%	4.7%
Komercni Banka	792.00	9.9	10.5	10.0	15%	13%	13%	1.4	1.4	1.3	6.4%	6.4%	6.4%
Moneta Money	84.00	11.3	10.5	10.4	15%	16%	16%	1.7	1.6	1.6	7.3%	6.7%	7.2%
OTP Bank	14,350	9.9	9.0	8.8	20%	18%	17%	1.8	1.5	1.4	1.6%	1.7%	3.8%
RBI	20.93	5.9	5.7	5.6	10%	9%	9%	0.6	0.5	0.5	5.5%	5.1%	5.3%
Akbank	8.46	8.0	5.1	4.2	11%	16%	16%	0.8	0.7	0.6	2.4%	3.7%	5.4%
Alpha Bank	1.83	16.5	12.5	8.7	2%	3%	4%	0.3	0.4	0.3	0.0%	0.0%	0.0%
Banco Santander	3.67	7.6	7.2	6.9	8%	8%	8%	0.6	0.6	0.6	6.1%	6.4%	6.7%
Deutsche Bank	8.40	29.8	18.0	11.5	-1%	1%	3%	0.3	0.3	0.3	0.0%	0.6%	2.0%
Eurobank Ergasias	0.84	11.9	7.4	6.4	4%	8%	9%	0.6	0.6	0.5	0.0%	0.0%	0.0%
National Bank of Greece	2.92	11.9	12.3	9.1	5%	4%	6%	0.5	0.5	0.5	-	0.0%	0.0%
Piraeus Bank	3.21	15.7	10.8	7.4	2%	3%	4%	0.3	0.3	0.3	-	0.0%	0.0%
Sberbank	257.31	6.5	5.7	5.2	21%	21%	21%	1.3	1.1	1.0	7.3%	8.7%	9.7%
Turkiye Garanti Bank	12.10	7.3	5.4	4.4	13%	15%	16%	0.9	0.8	0.7	1.2%	1.7%	1.7%
Turkiye Halk Bank	6.91	5.5	3.0	2.1	5%	7%	10%	0.3	0.3	0.2	0.7%	1.3%	1.9%
Turkiye Vakiflar Bankasi	6.75	6.1	3.7	2.9	9%	13%	13%	0.5	0.4	0.4	-	-	-
VTB Bank	0.05	3.4	3.4	2.9	12%	12%	12%	0.4	0.4	0.3	6.4%	6.4%	8.5%
Yapi ve Kredi Bankasi	3.03	6.1	4.6	3.6	10%	13%	13%	0.6	0.5	0.5	0.0%	0.0%	0.0%
Median		8.6	7.3	6.7	10%	11%	11%	0.6	0.5	0.5	2.4%	1.7%	3.8%

# **Insurance company valuations**

			P/E			ROE			P/BV			DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Insurers													
PZU	40.60	11.1	10.6	10.4	21%	22%	22%	2.3	2.3	2.3	7.3%	7.2%	7.6%
Aegon	3.73	5.8	5.4	5.3	7%	8%	7%	0.4	0.3	0.3	8.2%	8.6%	9.0%
Allianz	218.80	11.5	10.8	10.2	12%	12%	12%	1.3	1.3	1.2	4.4%	4.7%	4.9%
Assicurazioni Generali	17.89	11.4	10.4	9.9	11%	10%	10%	1.1	1.0	1.0	5.4%	5.7%	6.1%
Aviva	4.05	6.8	6.7	6.4	13%	13%	14%	0.9	0.9	0.9	7.7%	8.0%	8.3%
AXA	24.24	9.1	8.4	8.2	10%	11%	11%	0.9	0.9	0.8	6.1%	6.4%	6.9%
Baloise	176.40	12.3	12.6	12.5	10%	9%	9%	1.2	1.2	1.1	3.6%	3.8%	4.0%
Helvetia	140.40	13.8	13.8	13.4	11%	10%	10%	1.2	1.1	1.1	3.5%	3.7%	3.8%
Mapfre	2.36	9.5	8.8	8.4	9%	10%	10%	0.8	0.8	0.8	6.5%	6.8%	7.0%
RSA Insurance	5.55	13.7	11.8	11.0	11%	12%	13%	1.5	1.4	1.4	4.4%	5.1%	5.7%
Uniqa	8.55	12.1	11.4	10.8	7%	7%	7%	0.9	0.9	1.0	6.4%	6.6%	6.9%
Vienna Insurance G.	24.35	10.0	9.3	8.8	6%	7%	7%	0.6	0.6	0.5	4.3%	4.6%	4.8%
Zurich Financial	406.40	14.8	13.4	12.7	13%	13%	13%	1.8	1.7	1.7	5.0%	5.3%	5.6%
Median		11.4	10.6	10.2	11%	10%	10%	1.1	1.0	1.0	5.4%	5.7%	6.1%

**Gas & Oil valuations** 

		EV	//EBITD	A		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Oil companies																
Lotos	76.32	5.9	4.6	4.5	0.6	0.6	0.5	12.4	8.8	9.8	10%	12%	12%	3.9%	3.9%	3.9%
MOL	2608.00	4.1	4.5	4.1	0.5	0.7	0.6	8.7	7.9	7.3	13%	15%	15%	5.5%	5.7%	6.0%
PKN Orlen	76.00	4.1	4.5	4.9	0.4	0.4	0.4	6.8	8.5	10.5	9%	8%	7%	4.6%	4.6%	4.6%
Hellenic Petroleum	8.17	6.1	4.8	5.1	0.4	0.4	0.4	10.7	6.3	6.6	7%	9%	8%	6.1%	7.0%	6.8%
HollyFrontier	45.19	5.5	5.4	5.7	0.6	0.6	0.6	9.3	8.7	9.6	10%	10%	10%	3.0%	3.0%	3.1%
Marathon Petroleum	54.35	7.6	5.8	6.1	0.6	0.5	0.5	13.2	7.2	7.9	7%	9%	9%	3.9%	4.4%	4.8%
Motor Oil	20.00	4.6	4.0	4.5	0.3	0.3	0.3	7.6	6.1	7.1	6%	7%	7%	6.8%	7.1%	7.2%
Neste Oil	36.28	13.9	12.7	12.1	1.8	1.9	1.8	22.2	19.5	18.5	13%	15%	15%	2.4%	2.7%	2.9%
OMV	45.65	3.8	3.6	3.4	1.0	0.9	0.9	8.7	8.0	7.5	25%	26%	27%	4.3%	4.8%	5.2%
Phillips 66	96.41	7.6	6.5	6.8	0.5	0.5	0.5	12.2	9.3	9.6	7%	7%	7%	3.6%	3.9%	4.2%
Saras SpA	1.23	3.4	2.1	3.0	0.1	0.1	0.1	11.7	4.2	6.9	4%	6%	4%	5.4%	11.3%	7.5%
Tupras	115.30	6.7	4.5	4.7	0.4	0.4	0.4	11.2	5.2	5.0	6%	8%	8%	8.8%	16.3%	17.0%
Valero Energy	88.19	8.4	5.8	6.3	0.4	0.4	0.4	18.3	9.2	10.1	5%	7%	7%	4.1%	4.4%	4.7%
Median		5.9	4.6	4.9	0.5	0.5	0.5	11.2	8.0	7.9	7%	9%	8%	4.3%	4.6%	4.8%
Gas companies																
PGNiG	3.67	4.6	4.5	3.5	0.6	0.6	0.6	12.2	14.3	9.4	12%	13%	16%	3.0%	3.3%	2.8%
A2A SpA	1.83	7.9	7.4	7.1	1.5	1.4	1.4	17.8	15.1	14.4	18%	19%	19%	4.3%	4.4%	4.5%
BP	467.10	4.6	4.4	4.3	0.6	0.6	0.6	11.9	10.7	10.1	14%	14%	14%	0.0%	0.0%	0.0%
Centrica	86.88	4.4	4.2	4.7	0.3	0.3	0.3	12.6	9.1	8.9	7%	7%	7%	0.0%	0.0%	0.0%
Enagas	24.38	10.7	10.4	11.5	8.6	8.7	9.5	13.7	12.8	13.9	80%	84%	82%	6.6%	6.8%	6.7%
Endesa	24.81	9.0	8.9	8.8	1.6	1.6	1.6	17.3	17.0	16.6	18%	18%	18%	5.8%	5.9%	5.0%
Engie	15.63	7.0	6.6	6.3	1.1	1.0	1.0	15.1	13.5	12.2	16%	16%	16%	5.0%	5.3%	5.8%
Eni	12.93	3.5	3.3	3.1	0.8	0.8	0.9	12.1	10.0	9.1	24%	26%	28%	6.6%	6.8%	6.9%
Equinor	170.05	3.2	2.9	2.7	1.1	1.0	1.0	11.6	10.2	9.3	35%	36%	37%	0.1%	0.1%	0.1%
Gas Natural SDG	23.88	9.4	9.0	8.8	1.6	1.5	1.6	17.2	15.8	15.1	17%	17%	18%	5.7%	6.0%	6.3%
Gazprom	231.53	3.7	3.6	3.4	1.0	1.0	1.0	3.7	4.0	3.7	28%	28%	28%	7.1%	7.9%	10.3%
Hera SpA	4.24	8.5	8.1	7.9	1.5	1.4	1.3	20.8	20.2	20.1	17%	17%	17%	2.4%	2.6%	2.7%
NovaTek	1193.60	11.2	11.3	11.7	4.2	4.2	3.8	8.5	11.9	10.7	38%	37%	32%	2.4%	3.0%	3.2%
ROMGAZ	34.90	5.3	5.3	5.0	2.6	2.5	2.4	9.1	9.2	8.6	49%	47%	48%	9.5%	9.6%	10.9%
Shell	24.23	3.4	3.1	3.0	0.5	0.5	0.5	11.6	9.6	9.0	16%	17%	17%	8.6%	8.7%	8.9%
Snam SpA	4.95	13.2	13.0	12.6	10.7	10.5	10.2	15.5	15.3	14.6	81%	81%	81%	4.9%	5.1%	5.3%
Total	44.92	5.2	4.8	4.6	0.9	0.9	0.9	11.4	10.0	9.6	17%	19%	19%	6.6%	6.9%	7.2%
Median		5.3	5.3	5.0	1.1	1.0	1.0	12.2	11.9	10.1	18%	19%	19%	5.0%	5.3%	5.3%

# Power generation company valuations

		EV	//EBITD	A		EV/S			P/E		EBI	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Power generation																
CEZ	505.50	7.3	6.8	6.6	2.1	1.9	1.8	15.1	13.1	13.2	29%	28%	27%	4.7%	6.0%	6.9%
Enea	7.43	3.1	3.1	2.8	0.6	0.5	0.6	3.1	3.0	2.4	20%	18%	21%	0.0%	0.0%	3.3%
Energa	7.15	3.6	4.2	4.5	0.7	0.7	0.8	5.6	5.4	4.9	19%	17%	17%	0.0%	0.0%	0.0%
PGE	7.18	3.1	3.5	2.7	0.7	0.6	0.6	4.8	6.2	4.1	21%	17%	21%	0.0%	5.2%	4.0%
Tauron	1.52	4.1	3.7	3.2	0.7	0.6	0.6	2.9	2.5	2.0	18%	17%	19%	0.0%	0.0%	0.0%
EDF	11.18	5.4	5.0	4.8	1.2	1.2	1.2	16.6	13.3	12.6	23%	24%	24%	2.9%	3.5%	3.7%
EDP	4.43	9.7	9.3	8.9	2.2	2.1	2.1	20.0	18.3	17.0	22%	23%	23%	4.3%	4.4%	4.6%
Endesa	24.81	9.0	8.9	8.8	1.6	1.6	1.6	17.3	17.0	16.6	18%	18%	18%	5.8%	5.9%	5.0%
Enel	8.09	8.1	7.7	7.4	1.8	1.8	1.7	17.2	15.8	14.9	22%	23%	23%	4.1%	4.4%	4.7%
EON	10.35	9.9	7.3	7.2	1.6	0.8	0.7	15.2	16.3	15.1	16%	11%	10%	4.4%	4.6%	4.8%
Fortum	22.13	14.9	13.8	13.2	4.6	4.5	4.4	15.5	14.7	13.7	31%	33%	33%	5.0%	5.0%	4.9%
Iberdola	9.90	10.6	9.9	9.4	2.8	2.7	2.6	18.8	17.6	16.8	27%	27%	28%	3.8%	4.0%	4.2%
National Grid	1016.40	12.4	11.8	11.1	4.0	4.0	3.9	17.5	17.4	16.4	32%	34%	35%	0.0%	0.0%	0.0%
Red Electrica	18.15	9.5	9.6	9.7	7.4	7.5	7.5	13.7	14.6	15.0	78%	78%	77%	5.8%	5.7%	5.5%
RWE	31.90	11.5	6.4	5.5	1.4	1.0	0.9	28.9	18.5	13.8	12%	15%	16%	2.5%	3.0%	3.4%
SSE	1501.00	12.6	12.2	11.2	0.9	3.4	3.3	22.3	17.1	14.8	7%	28%	29%	0.0%	0.0%	0.0%
Verbund	48.20	8.8	7.4	7.0	3.2	2.8	2.7	29.6	23.1	21.8	36%	38%	39%	1.5%	2.0%	2.5%
Median		9.0	7.4	7.2	1.6	1.8	1.7	16.6	15.8	14.8	22%	23%	23%	2.9%	4.0%	4.0%

# **Machine and equipment manufacturers**

		ΕV	//EBITD	A		EV/S			P/E		EBI	TDA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Industrials																
Famur	3.17	3.9	4.0	4.3	1.0	1.1	1.1	4.9	7.4	8.6	25%	28%	26%	16.7%	12.4%	10.3%
Caterpillar	135.37	8.1	8.4	8.3	1.7	1.7	1.7	11.5	11.3	10.8	21%	20%	20%	2.8%	3.1%	3.4%
Epiroc	116.00	9.2	8.7	8.3	2.3	2.2	2.1	21.3	19.9	18.8	25%	25%	25%	2.2%	2.4%	2.5%
Komatsu	2468.00	5.8	6.2	6.2	1.1	1.1	1.1	9.3	10.6	10.4	19%	18%	19%	4.3%	4.5%	4.6%
Sandvig AG	180.80	10.0	9.6	9.2	2.3	2.2	2.2	17.0	16.2	15.3	23%	23%	23%	2.5%	2.7%	2.9%
Median		8.1	8.4	8.3	1.7	1.7	1.7	11.5	11.3	10.8	23%	21%	22%	2.8%	3.1%	3.4%



# Fertilizer producers and chemical companies

		EV	/EBITD	4		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Fertilizer producers																
Grupa Azoty	25.46	3.8	6.2	7.8	0.5	0.6	0.8	5.2	21.0	-	14%	10%	10%	0.0%	0.0%	0.0%
Acron	4828.00	7.2	6.6	6.6	2.4	2.2	2.0	9.2	8.7	8.9	33%	33%	31%	6.9%	7.3%	7.9%
CF Industries	40.68	8.8	8.0	7.7	3.2	3.1	3.1	17.2	14.2	12.7	37%	39%	40%	3.0%	3.0%	3.0%
Israel Chemicals	1461.00	6.0	5.8	5.7	1.4	1.3	1.3	10.1	9.3	8.9	23%	23%	22%	0.0%	0.0%	0.0%
K+S	8.78	7.0	6.2	5.6	1.2	1.2	1.1	9.5	7.1	5.7	17%	19%	20%	4.0%	5.5%	6.8%
Phosagro	2470.00	6.1	5.7	5.4	1.9	1.8	1.7	8.9	9.0	8.7	31%	31%	31%	7.4%	6.1%	6.3%
The Mosaic Company	20.17	6.8	5.7	5.1	1.3	1.2	1.2	18.6	11.3	8.7	19%	21%	23%	1.0%	1.1%	1.4%
Yara International	335.00	44.2	38.3	36.2	7.1	6.6	6.4	-	-	-	16%	17%	18%	0.6%	0.8%	0.6%
ZA Police	10.30	5.1	4.1	4.1	1.1	1.0	1.0	1.2	0.9	0.9	21%	24%	24%	80.7%	87.4%	97.1%
ZCh Puławy	96.60	1.5	1.9	1.9	0.3	0.3	0.3	4.4	7.2	7.5	21%	16%	16%	5.2%	5.2%	5.2%
Median		6.4	6.0	5.6	1.3	1.3	1.2	9.2	9.0	8.7	21%	22%	22%	3.5%	4.1%	4.1%
Chemical companies																
Ciech	38.45	6.5	5.6	5.5	1.0	1.1	1.1	14.8	9.1	9.0	16%	20%	19%	0.0%	0.0%	5.5%
Akzo Nobel	85.91	14.3	12.6	11.7	2.0	2.0	1.9	26.8	20.8	18.6	14%	16%	16%	2.2%	2.5%	2.7%
BASF	62.00	9.3	8.2	7.6	1.2	1.2	1.2	16.2	13.8	12.3	13%	15%	15%	5.1%	5.2%	5.5%
Croda	5105.00	17.3	16.2	15.4	5.0	4.8	4.7	26.7	25.0	23.4	29%	30%	30%	0.0%	0.0%	0.0%
Sisecam	4.96	3.9	3.3	2.8	0.8	0.7	0.6	5.8	5.6	5.1	20%	20%	20%	4.7%	5.1%	5.5%
Soda Sanayii	6.48	4.8	4.0	3.5	1.2	1.0	0.8	5.0	5.1	4.5	24%	25%	24%	5.2%	5.2%	6.0%
Solvay	94.84	5.4	5.1	4.9	1.2	1.1	1.1	10.8	11.1	9.9	22%	22%	22%	4.0%	4.2%	4.4%
Tata Chemicals	757.90	10.3	9.1	8.1	1.9	1.8	1.6	18.4	16.6	14.6	18%	20%	20%	1.6%	1.9%	1.6%
Tessenderlo Chemie	30.15	6.0	5.6	5.3	0.8	0.8	0.7	15.5	12.3	10.8	13%	14%	14%	-	-	-
Wacker Chemie	66.38	5.6	5.0	4.7	0.8	0.8	0.8	23.8	16.7	13.4	15%	16%	17%	3.2%	3.7%	4.2%
Median		6.3	5.6	5.4	1.2	1.1	1.1	15.9	13.0	11.6	17%	20%	20%	3.2%	3.7%	4.4%

# **Mining company valuations**

rining company (		EV	/ EBITD	Α		EV/S			P/E		EBT	ΓDA mar	ain		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Metals																
KGHM	92.50	4.7	5.0	5.3	1.1	1.1	1.1	9.1	9.6	11.3	24%	22%	20%	0.0%	1.6%	3.1%
Anglo American	2031.00	4.2	4.5	4.8	1.5	1.5	1.5	8.8	9.6	10.5	36%	34%	31%	0.0%	0.0%	0.0%
Antofagasta	855.00	5.7	5.9	5.3	2.8	2.8	2.6	18.6	19.9	16.3	49%	47%	50%	0.0%	0.0%	0.0%
BHP Group LTD	39.00	3.8	3.7	4.1	2.0	2.0	2.1	13.8	12.5	14.2	53%	53%	51%	3.8%	2.9%	2.4%
Boliden	233.60	5.3	5.0	5.2	1.3	1.2	1.2	11.1	10.2	10.5	24%	25%	24%	4.8%	5.1%	5.1%
First Quantum	11.01	8.4	5.9	5.4	3.4	2.4	2.4	20.1	14.3	9.9	40%	42%	44%	0.1%	0.1%	0.1%
Freeport-McMoRan	11.32	12.1	8.6	5.0	2.2	2.1	1.8	-	20.3	8.2	18%	25%	35%	1.8%	2.6%	3.2%
Fresnillo	650.00	8.5	6.7	5.5	3.2	2.9	2.7	32.2	22.9	16.2	37%	44%	49%	0.0%	0.0%	0.0%
Gold Fields	9528.00	5.4	4.6	4.3	2.4	2.2	2.1	25.4	15.9	14.6	45%	49%	49%	0.0%	0.0%	0.0%
Hudbay Min	4.23	3.6	3.2	2.6	1.1	1.1	1.1	-	34.8	9.8	32%	35%	40%	0.3%	0.3%	0.3%
KAZ Minerals	460.00	4.8	4.9	4.7	2.6	2.6	2.5	6.2	6.2	5.6	55%	52%	53%	0.0%	0.0%	0.0%
Lundin Min	7.12	6.9	4.2	3.7	2.4	1.8	1.7	22.3	10.0	8.2	35%	43%	46%	1.0%	1.1%	1.4%
MMC Norilsk Nickel	32.98	8.3	7.9	7.9	4.7	4.7	4.5	14.9	14.6	14.3	56%	59%	57%	7.3%	8.4%	8.8%
OZ Minerals	10.03	7.2	5.8	4.7	3.1	2.6	2.3	19.9	16.3	9.4	43%	44%	48%	2.1%	2.3%	2.8%
Polymetal Intl	1266.00	9.1	7.8	7.9	4.3	3.9	3.9	14.6	11.4	11.4	47%	50%	49%	0.0%	0.0%	0.0%
Polyus	7819.50	7.9	7.1	7.1	5.1	4.7	4.7	10.6	9.7	9.7	65%	66%	66%	4.1%	4.7%	4.7%
Sandfire Resources	5.44	2.1	1.8	1.6	1.1	1.0	0.9	7.7	6.4	5.3	51%	54%	56%	4.6%	5.0%	5.7%
Southern CC	38.87	10.0	9.9	9.2	4.9	4.8	4.5	18.8	18.1	17.3	49%	49%	49%	3.9%	3.8%	3.6%
Median		6.3	5.4	5.1	2.5	2.3	2.2	14.8	13.4	10.5	44%	46%	49%	0.7%	1.4%	1.9%
		EV	//EBITD	A		EV/S			P/E		EBIT	ΓDA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Coal																
JSW	19.25	0.8	2.8	2.5	0.2	0.2	0.3	4.8	-		19%	9%	11%	8.9%	0.0%	0.0%
JSW Alliance Res Partners	9.24	1.8	2.2	2.3	0.6	0.6	0.6	3.0	6.3	8.0	30%	27%	28%	23.0%	16.8%	16.8%
<b>JSW</b> Alliance Res Partners Arch Coal	9.24 54.10	1.8 2.1	2.2	2.3	0.6 0.4	0.6 0.4	0.6 0.4	3.0 3.7	6.3 4.5	8.0 4.4	30% 18%	27% 17%	28% 17%	23.0% 3.3%	16.8% 3.3%	16.8% 3.3%
<b>JSW</b> Alliance Res Partners Arch Coal Banpu	9.24 54.10 10.20	1.8 2.1 10.2	2.2 2.4 10.7	2.3 2.3 10.0	0.6 0.4 1.9	0.6 0.4 2.0	0.6 0.4 2.2	3.0 3.7 10.5	6.3 4.5 9.7	8.0 4.4 8.9	30% 18% 19%	27% 17% 19%	28% 17% 22%	23.0% 3.3% 4.7%	16.8% 3.3% 5.0%	16.8% 3.3% 5.4%
JSW Alliance Res Partners Arch Coal Banpu BHP Group	9.24 54.10 10.20 52.99	1.8 2.1 10.2 3.8	2.2 2.4 10.7 3.8	2.3 2.3 10.0 4.1	0.6 0.4 1.9 2.0	0.6 0.4 2.0 2.0	0.6 0.4 2.2 2.1	3.0 3.7 10.5 14.0	6.3 4.5 9.7 12.7	8.0 4.4 8.9 14.3	30% 18% 19% 53%	27% 17% 19% 53%	28% 17% 22% 51%	23.0% 3.3% 4.7% 8.4%	16.8% 3.3% 5.0% 6.4%	16.8% 3.3% 5.4% 5.2%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy	9.24 54.10 10.20 52.99 2.70	1.8 2.1 10.2 3.8 4.7	2.2 2.4 10.7 3.8 4.7	2.3 2.3 10.0 4.1 5.1	0.6 0.4 1.9 2.0 0.9	0.6 0.4 2.0 2.0 0.9	0.6 0.4 2.2 2.1 1.0	3.0 3.7 10.5 14.0 5.6	6.3 4.5 9.7 12.7 6.0	8.0 4.4 8.9 14.3 5.8	30% 18% 19% 53% 20%	27% 17% 19% 53% 20%	28% 17% 22% 51% 19%	23.0% 3.3% 4.7% 8.4% 4.3%	16.8% 3.3% 5.0% 6.4% 3.9%	16.8% 3.3% 5.4% 5.2% 3.6%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka	9.24 54.10 10.20 52.99 2.70 30.00	1.8 2.1 10.2 3.8 4.7 1.0	2.2 2.4 10.7 3.8 4.7 1.0	2.3 2.3 10.0 4.1 5.1 1.1	0.6 0.4 1.9 2.0 0.9	0.6 0.4 2.0 2.0 0.9 0.3	0.6 0.4 2.2 2.1 1.0 0.3	3.0 3.7 10.5 14.0 5.6 3.6	6.3 4.5 9.7 12.7 6.0 4.4	8.0 4.4 8.9 14.3 5.8 5.0	30% 18% 19% 53% 20% 35%	27% 17% 19% 53% 20% 33%	28% 17% 22% 51% 19% 31%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners	9.24 54.10 10.20 52.99 2.70 30.00 19.84	1.8 2.1 10.2 3.8 4.7 1.0	2.2 2.4 10.7 3.8 4.7 1.0	2.3 2.3 10.0 4.1 5.1 1.1	0.6 0.4 1.9 2.0 0.9 0.3 0.9	0.6 0.4 2.0 2.0 0.9 0.3 1.0	0.6 0.4 2.2 2.1 1.0 0.3 1.0	3.0 3.7 10.5 14.0 5.6 3.6 4.0	6.3 4.5 9.7 12.7 6.0 4.4 3.7	8.0 4.4 8.9 14.3 5.8 5.0 3.6	30% 18% 19% 53% 20% 35% 77%	27% 17% 19% 53% 20% 33% 78%	28% 17% 22% 51% 19% 31% 78%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98	1.8 2.1 10.2 3.8 4.7 1.0 1.2	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6	2.3 2.3 10.0 4.1 5.1 1.1 1.3	0.6 0.4 1.9 2.0 0.9 0.3 0.9	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2	0.6 0.4 2.2 2.1 1.0 0.3 1.0	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4	6.3 4.5 9.7 12.7 6.0 4.4 3.7	8.0 4.4 8.9 14.3 5.8 5.0 3.6	30% 18% 19% 53% 20% 35% 77% 18%	27% 17% 19% 53% 20% 33% 78% 16%	28% 17% 22% 51% 19% 31% 78% 16%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5	2.3 2.3 10.0 4.1 5.1 1.1 1.3 1.6 3.3	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8	6.3 4.5 9.7 12.7 6.0 4.4 3.7	8.0 4.4 8.9 14.3 5.8 5.0 3.6	30% 18% 19% 53% 20% 35% 77% 18% 28%	27% 17% 19% 53% 20% 33% 78% 16% 26%	28% 17% 22% 51% 19% 31% 78% 16% 26%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1	2.3 2.3 10.0 4.1 5.1 1.1 1.3 1.6 3.3 4.6	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9	30% 18% 19% 53% 20% 35% 77% 18% 28% 49%	27% 17% 19% 53% 20% 33% 78% 16% 26% 46%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1% 0.0%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6	2.3 2.3 10.0 4.1 5.1 1.1 1.3 1.6 3.3 4.6 4.3	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5 7.5	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8 6.9	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46%	27% 17% 19% 53% 20% 33% 78% 16% 26% 46% 46%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0% 8.1%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1% 0.0% 8.7%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power Shanxi Xishan Coal&Ele	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00 5.58	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6 5.2	2.3 2.3 10.0 4.1 5.1 1.3 1.6 3.3 4.6 4.3 5.1	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0 2.0	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5 7.5	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8 6.9 8.9	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7 8.7	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46% 19%	27% 17% 19% 53% 20% 33% 78% 16% 26% 46% 46%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43% 47% 19%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0% 8.1% 3.5%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5% 3.5%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1% 0.0% 8.7% 3.4%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power Shanxi Xishan Coal&Ele Shougang Fushan Res	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00 5.58 1.57	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1 5.1	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6 5.2	2.3 2.3 10.0 4.1 5.1 1.3 1.6 3.3 4.6 4.3 5.1 0.6	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4 1.0	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1 1.0	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0 2.0 1.0	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5 7.5 8.9 6.7	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8 6.9 8.9 6.3	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7 8.7 6.9	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46% 19% 54%	27% 17% 19% 53% 20% 33% 78% 16% 26% 46% 46% 19% 54%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43% 47% 19%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0% 8.1% 3.5% 7.6%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5% 3.5% 7.5%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1% 0.0% 8.7% 3.4% 6.0%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power Shanxi Xishan Coal&Ele Shougang Fushan Res Stanmore Coal	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00 5.58 1.57 0.94	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1 5.1 0.6	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6 5.2 0.6 1.5	2.3 2.3 10.0 4.1 5.1 1.3 1.6 3.3 4.6 4.3 5.1 0.6 2.1	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4 1.0 0.3 0.4	0.6 0.4 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1 1.0 0.3 0.4	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0 2.0 1.0 0.3	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5 7.5 8.9 6.7 2.5	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8 6.9 8.9 6.3 3.7	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7 8.7 6.9 5.7	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46% 19% 54% 38%	27% 17% 19% 53% 20% 33% 78% 16% 46% 46% 19% 54% 28%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43% 47% 19% 49% 21%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0% 8.1% 3.5% 7.6% 9.4%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5% 3.5% 7.5% 7.1%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 0.0% 8.7% 3.4% 6.0% 6.8%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power Shanxi Xishan Coal&Ele Shougang Fushan Res Stanmore Coal Teck Resources	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00 5.58 1.57 0.94 13.49	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1 5.1 0.6 1.0 2.7	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6 5.2 0.6 1.5 2.9	2.3 2.3 10.0 4.1 5.1 1.3 1.6 3.3 4.6 4.3 5.1 0.6 2.1 2.9	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4 1.0 0.3 0.4	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1 1.0 0.3 0.4	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0 1.0 0.3 0.4 1.1	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5 7.5 8.9 6.7 2.5 5.4	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8 6.9 6.3 3.7 5.7	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7 8.7 6.9 5.7	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46% 19% 54% 38% 39%	27% 17% 19% 53% 20% 33% 78% 16% 26% 46% 46% 19% 54% 28% 39%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43% 47% 19% 49% 21% 38%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0% 8.1% 3.5% 7.6%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5% 3.5% 7.5% 7.1% 2.5%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 0.0% 8.7% 3.4% 6.0% 6.8% 5.2%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power Shanxi Xishan Coal&Ele Shougang Fushan Res Stanmore Coal Teck Resources Terracom	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00 5.58 1.57 0.94 13.49 0.31	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1 5.1 0.6 1.0 2.7	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6 5.2 0.6 1.5 2.9	2.3 2.3 10.0 4.1 5.1 1.1 1.3 1.6 3.3 4.6 4.3 5.1 0.6 2.1 2.9	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4 1.0 0.3 0.4	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1 1.0 0.3 0.4 1.1	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0 2.0 0.3 0.4 1.1 0.4	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5 7.5 8.9 6.7 2.5 5.4 2.3	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8 6.9 8.9 6.3 3.7 5.7 4.4	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7 6.9 5.7 5.9 3.1	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46% 19% 54% 38% 39%	27% 17% 19% 53% 20% 33% 16% 26% 46% 45% 19% 54% 54% 39% 22%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43% 47% 49% 21% 38% 23%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0% 8.1% 3.5% 7.6% 9.4%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5% 3.5% 7.5% 6.6%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1% 0.0% 8.7% 3.4% 6.0% 6.8% 5.2% 9.8%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power Shanxi Xishan Coal&Ele Shougang Fushan Res Stanmore Coal Teck Resources Terracom Warrior Met Coal	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00 5.58 1.57 0.94 13.49 0.31 19.41	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1 5.1 0.6 1.0 2.7	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6 5.2 0.6 1.5 2.9 1.9	2.3 2.3 10.0 4.1 5.1 1.3 1.6 3.3 4.6 4.3 5.1 0.6 2.1 2.9	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4 1.0 0.3 0.4 0.9	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1 1.0 0.3 0.4 1.1	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0 2.0 1.0 0.3 0.4 1.1	3.0 3.7 10.5 14.0 5.6 4.0 7.4 5.8 8.5 7.5 8.9 6.7 2.5 5.4 2.3	6.3 4.5 9.7 12.7 6.0 4.4 3.7 6.2 9.8 6.9 8.9 6.3 3.7 5.7 4.4	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7 8.7 6.9 5.7 5.9 3.1	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46% 19% 54% 38% 30% 30%	27% 17% 19% 53% 20% 33% 78% 16% 26% 46% 49% 28% 39% 22% 31%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43% 47% 49% 21% 38% 23% 32%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 0.0% 8.1% 3.5% 7.6% 9.4% 2.0%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5% 7.5% 7.1% 6.6% 8.2%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1% 0.0% 8.7% 3.4% 6.0% 6.8% 5.2% 9.8% 11.7%
Alliance Res Partners Arch Coal Banpu BHP Group China Coal Energy LW Bogdanka Natural Res Partners Peabody Energy Corp PT Bukit Asam Tbk Rio Tinto Semirara Mining&Power Shanxi Xishan Coal&Ele Shougang Fushan Res Stanmore Coal Teck Resources Terracom	9.24 54.10 10.20 52.99 2.70 30.00 19.84 6.98 2240.00 4166.50 20.00 5.58 1.57 0.94 13.49 0.31	1.8 2.1 10.2 3.8 4.7 1.0 1.2 1.3 3.4 3.6 5.1 5.1 0.6 1.0 2.7	2.2 2.4 10.7 3.8 4.7 1.0 1.3 1.6 3.5 4.1 4.6 5.2 0.6 1.5 2.9	2.3 2.3 10.0 4.1 5.1 1.1 1.3 1.6 3.3 4.6 4.3 5.1 0.6 2.1 2.9	0.6 0.4 1.9 2.0 0.9 0.3 0.9 0.2 0.9 1.8 2.4 1.0 0.3 0.4	0.6 0.4 2.0 2.0 0.9 0.3 1.0 0.2 0.9 1.9 2.1 1.0 0.3 0.4 1.1	0.6 0.4 2.2 2.1 1.0 0.3 1.0 0.2 0.9 2.0 2.0 0.3 0.4 1.1 0.4	3.0 3.7 10.5 14.0 5.6 3.6 4.0 7.4 5.8 8.5 7.5 8.9 6.7 2.5 5.4 2.3	6.3 4.5 9.7 12.7 6.0 4.4 3.7 - 6.2 9.8 6.9 8.9 6.3 3.7 5.7 4.4	8.0 4.4 8.9 14.3 5.8 5.0 3.6 - 6.0 11.9 6.7 6.9 5.7 5.9 3.1	30% 18% 19% 53% 20% 35% 77% 18% 28% 49% 46% 19% 54% 38% 39% 30%	27% 17% 19% 53% 20% 33% 16% 26% 46% 45% 19% 54% 54% 39% 22%	28% 17% 22% 51% 19% 31% 78% 16% 26% 43% 47% 49% 21% 38% 23%	23.0% 3.3% 4.7% 8.4% 4.3% 3.6% 9.1% 31.2% 12.4% 0.0% 8.1% 3.5% 7.6% 9.4%	16.8% 3.3% 5.0% 6.4% 3.9% 6.2% 9.1% 7.9% 11.7% 0.0% 8.5% 3.5% 7.5% 6.6%	16.8% 3.3% 5.4% 5.2% 3.6% 6.7% 9.1% 8.1% 11.1% 0.0% 8.7% 3.4% 6.0% 6.8% 5.2% 9.8%

# **European telecom valuations**

		EV	//EBITD	A		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Polish companies																
Netia	4.50	4.6	4.7	4.7	1.5	1.6	1.6	31.4	32.2	29.0	34%	34%	34%	0.0%	0.0%	8.9%
Orange Polska	7.09	5.4	5.6	5.1	1.5	1.5	1.5	33.4	36.6	20.1	29%	28%	29%	0.0%	0.0%	3.5%
Play	36.78	6.6	6.5	6.0	2.3	2.3	2.2	10.6	9.7	9.6	34%	36%	36%	3.9%	3.9%	3.9%
Median		5.4	5.6	5.1	1.5	1.6	1.6	31.4	32.2	20.1	34%	34%	34%	0%	0.0%	3.9%
Mid Caps																
Proximus	26.07	5.9	5.9	5.9	2.0	2.0	2.0	15.4	15.3	15.5	33%	33%	33%	5.8%	5.9%	6.0%
Telefonica CP	237.50	7.2	7.2	7.3	2.3	2.3	2.2	14.3	14.7	14.8	31%	31%	31%	8.8%	8.8%	8.7%
Hellenic Telekom	13.46	5.5	5.4	5.3	1.9	1.9	1.9	18.7	15.3	13.4	35%	35%	36%	4.2%	4.5%	4.9%
Matav	458.00	4.3	4.3	4.3	1.3	1.3	1.3	10.2	9.5	9.2	31%	31%	31%	5.7%	6.1%	6.6%
Telecom Austria	7.20	5.2	5.2	5.0	1.8	1.8	1.7	11.5	10.8	10.3	34%	34%	35%	2.9%	3.3%	3.8%
Median		5.5	5.4	5.3	1.9	1.9	1.9	14.3	14.7	13.4	33%	33%	33%	5.7%	5.9%	6.0%
Big Caps																
BT	162.40	3.6	3.5	3.4	1.2	1.2	1.2	6.2	6.7	6.5	32%	34%	34%	0.0%	0.0%	0.0%
DT	14.73	5.3	5.0	4.8	1.7	1.7	1.6	14.7	13.4	11.9	32%	33%	33%	5.0%	5.2%	5.5%
KPN	2.55	7.1	6.9	6.6	3.0	3.1	3.1	22.0	18.9	16.0	43%	44%	47%	5.2%	5.5%	5.8%
Orange France	12.88	4.9	4.9	4.8	1.5	1.5	1.5	12.4	11.6	10.8	31%	31%	31%	5.6%	5.8%	6.1%
Swisscom	535.60	8.4	8.4	8.3	3.2	3.2	3.2	18.7	19.0	18.9	38%	38%	38%	4.1%	4.1%	4.1%
Telefonica S.A.	6.16	5.1	5.1	5.0	1.8	1.8	1.8	9.1	8.6	7.9	34%	34%	35%	6.6%	6.6%	6.7%
Telia Company	41.11	8.6	8.4	8.2	3.0	2.9	2.9	17.5	15.9	14.7	35%	35%	36%	5.9%	6.1%	6.2%
TI	0.51	4.6	4.6	4.6	1.9	1.9	1.9	8.2	7.9	7.7	42%	42%	42%	0.0%	0.0%	0.0%
Median		5.2	5.1	4.9	1.8	1.8	1.8	13.5	12.5	11.3	35%	35%	35%	5.1%	5.3%	5.7%

# **Media company valuations**

		EV	/ EBITD	A		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Polish companies																
Agora	12.50	7.4	7.0	6.6	1.0	1.0	1.0	59.6	31.8	21.0	14%	14%	15%	4.0%	4.0%	4.0%
Wirtualna Polska	79.80	13.9	11.0	9.8	3.7	3.2	2.9	30.9	21.4	18.8	27%	29%	29%	1.2%	1.5%	2.4%
Median		10.6	9.0	8.2	2.4	2.1	1.9	45.2	26.6	19.9	20%	22%	22%	2.6%	2.7%	3.2%
Daily Mail																
Arnolgo Mondadori	1.86	6.6	6.1	6.1	0.7	0.7	0.7	13.3	12.1	12.2	10%	11%	11%	2.5%	3.1%	2.7%
Axel Springer	63.00	7.9	8.2	7.3	1.8	1.7	1.7	24.3	25.2	21.6	23%	21%	23%	3.4%	3.5%	3.7%
Daily Mail	810.00	9.2	10.0	9.5	1.2	1.3	1.3	21.5	20.0	18.8	13%	13%	13%	0.0%	0.0%	0.0%
Gruppo Editorial	0.46	6.5	6.2	5.7	0.5	0.6	0.6	-	19.8	14.7	8%	9%	10%	1.1%	2.0%	3.9%
New York Times	32.57	23.5	21.3	17.9	2.9	2.8	2.6	43.2	39.3	31.3	12%	13%	15%	0.6%	0.6%	0.7%
Promotora de Inform	1.36	8.6	7.3	6.8	1.8	1.7	1.6	23.0	15.4	9.5	21%	23%	24%	0.0%	0.0%	-
Median		8.3	7.8	7.0	1.5	1.5	1.4	23.0	19.9	16.8	13%	13%	14%	0.9%	1.3%	2.7%
TV																
Atresmedia Corp	3.10	5.0	5.1	5.3	0.9	0.9	0.9	5.7	5.9	6.1	18%	17%	17%	14.0%	13.8%	13.0%
Gestevision Telecinco	5.09	6.2	6.7	7.0	1.6	1.6	1.6	8.6	8.8	9.0	26%	24%	23%	8.0%	9.0%	8.5%
ITV PLC	136.90	9.1	8.9	8.5	2.0	2.0	1.9	10.7	10.4	9.9	22%	22%	22%	0.0%	0.0%	0.0%
M6-Metropole Tel	15.06	5.1	5.0	4.9	1.3	1.3	1.2	10.9	10.5	10.1	25%	25%	26%	6.5%	6.6%	7.0%
Mediaset SPA	2.44	4.1	3.9	3.7	1.4	1.4	1.4	11.8	10.2	9.7	33%	35%	37%	4.7%	6.4%	6.8%
Prosieben	12.09	5.6	5.4	5.2	1.3	1.2	1.2	6.2	6.0	5.6	23%	22%	22%	8.4%	8.7%	8.3%
TF1-TV Francaise	6.92	3.0	2.9	2.8	0.6	0.6	0.6	8.2	7.6	6.7	20%	20%	21%	6.5%	7.1%	7.8%
Median		5.4	5.2	5.0	1.3	1.3	1.3	9.6	9.5	9.4	24%	23%	23%	6.5%	6.8%	7.4%
Pay TV																
Cogeco	105.61	6.0	5.8	5.7	2.8	2.8	2.7	15.2	13.8	13.8	48%	48%	48%	2.0%	2.2%	2.4%
Comcast	44.14	8.8	8.2	8.0	2.8	2.6	2.6	14.6	13.1	12.1	31%	32%	32%	1.9%	2.1%	2.2%
Dish Network	37.10	9.7	10.7	11.6	1.8	1.9	1.9	15.2	20.7	22.6	19%	18%	16%	0.0%	0.0%	0.0%
Liberty Global	20.85	4.3	4.2	4.2	1.8	1.8	1.8	-	-	-	41%	42%	43%	0.0%	0.0%	0.0%
Shaw Communications	19.79	7.8	7.4	7.1	3.2	3.1	2.9	18.9	19.2	17.9	41%	41%	42%	8.0%	8.0%	8.1%
Median		7.8	7.4	7.1	2.8	2.6	2.6	15.2	16.5	15.8	41%	41%	42%	1.9%	2.1%	2.2%

# IT company valuations

		EV	/EBITD	Ą		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Polish companies																
Asseco Poland	64.00	5.3	5.0	4.8	0.8	0.8	0.7	16.2	15.6	15.2	15%	15%	15%	4.8%	4.8%	3.5%
Comarch	205.00	6.5	6.3	5.9	1.1	1.0	0.9	14.8	14.2	13.7	18%	16%	16%	0.7%	0.7%	0.7%
Median		5.9	5.6	5.3	1.0	0.9	0.8	15.5	14.9	14.5	16%	16%	15%	2.8%	2.8%	2.1%
Foreign companies																
Atos Origin	75.92	7.7	7.4	6.8	1.1	1.1	1.1	9.1	8.4	7.9	14%	15%	15%	2.1%	2.4%	2.6%
CapGemini	113.65	9.1	8.6	8.1	1.4	1.3	1.3	17.4	15.9	14.7	15%	15%	15%	1.6%	1.8%	1.9%
IBM	136.77	9.4	8.9	8.5	2.2	2.1	2.0	10.7	10.2	9.5	23%	24%	24%	4.7%	4.9%	5.1%
Indra Sistemas	10.44	6.6	6.2	5.9	0.7	0.7	0.7	13.9	12.0	10.9	11%	11%	11%	0.9%	1.5%	1.9%
Microsoft	172.78	23.5	20.5	18.3	10.1	9.0	8.1	37.7	32.9	29.1	43%	44%	44%	1.1%	1.1%	1.2%
Oracle	53.31	10.3	10.0	9.8	4.8	4.7	4.6	15.5	13.7	12.7	47%	47%	47%	1.5%	1.8%	1.8%
SAP	118.56	18.4	15.9	14.2	5.7	5.3	4.9	24.3	21.8	19.4	31%	33%	34%	1.3%	1.5%	1.6%
TietoEnator	29.00	10.2	9.1	8.8	1.5	1.3	1.3	15.7	15.2	14.5	14%	14%	14%	4.7%	5.1%	5.3%
Median		9.8	9.0	8.6	1.8	1.7	1.6	15.6	14.4	13.6	19%	19%	20%	1.6%	1.8%	1.9%



# **Gaming company valuations**

		EV	/EBITD	4		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Gaming																
11 bit studios	428.50	27.3	30.7	6.8	12.4	12.2	4.3	43.0	51.3	10.3	45%	40%	63%	0.0%	0.0%	0.0%
CD Projekt	277.90	-	10.2	11.3	60.8	7.8	9.1	-	11.9	13.2	28%	76%	81%	0.4%	0.0%	0.0%
PlayWay	272.00	21.9	19.5	17.3	14.4	13.0	11.7	32.5	29.8	27.8	65%	67%	67%	0.9%	2.3%	2.5%
Activision Blizzars	60.89	19.6	16.6	15.3	6.9	6.2	5.7	27.7	23.9	21.1	35%	37%	37%	0.6%	0.6%	0.7%
Capcom	3085.00	15.8	14.3	12.8	3.8	4.1	3.7	25.2	21.2	19.9	24%	29%	29%	1.1%	1.3%	1.4%
Take Two	127.43	17.5	18.1	16.9	4.2	4.5	4.5	26.9	27.0	25.9	24%	25%	26%	-	-	-
Ubisoft	68.50	8.0	8.5	7.6	4.0	3.7	3.4	23.1	24.6	21.6	50%	44%	45%	0.0%	0.0%	0.0%
Electronic Arts	111.64	19.3	16.9	14.9	6.2	5.7	5.4	28.5	24.3	22.0	32%	34%	36%	-	0.0%	0.0%
Paradox Interactive	150.40	20.4	15.6	13.1	11.3	9.2	8.0	48.6	37.5	25.4	55%	59%	61%	1.3%	1.6%	1.2%
Mediana		19.5	16.6	13.1	6.9	6.2	5.4	28.1	24.6	21.6	35%	40%	45%	0.6%	0.3%	0.4%

Source: mBank (stocks marked with bold), Bloomberg

**Steam Global Top Sellers** 

2020-01-31	Company	Position	D/D change	W/W change	1-week average	Price (PLN)	D/D change	W/W change	1-week average
Frostpunk	11 bit studios	161	-11	-149	111	110	0%	+2x	81.71
Frostpunk: SP	11 bit studios	67	-6	-62	43	88	0%	0%	88.00
Frostpunk: GOTY	11 bit studios	200+	-	-	85	-	-	-	148.50
Blair Witch	Bloober Team	200+	-	-	-	-	-	-	-
Cyberpunk 2077	CD Projekt	54	-17	+35	43	199	0%	0%	199.00
The Witcher 3: WH	CD Projekt	105	+4	-3	93	100	0%	0%	80.00
The Witcher 3: WH (GOTY)	CD Projekt	72	-4	-33	39	150	0%	0%	105.00
Green Hell	Creepy Jar	200+	-	-	-	-	-	-	-
Chernobylite	The Farm 51	200+	-	-	-	-	-	-	-
Dying Light	Techland	70	-8	+116	76	100	0%	0%	78.00

# **Steam Wishlist**

2020-01-31	Company	Position	D/D change	W/W change	1-week average	Release date
Cyberpunk 2077	CD Projekt	1	-	-	1	2020-04-16
Alaskan Truck Simulator	Movie Games	54	-	+1	54	2020
Bum Simulator	PlayWay	42	-	-	42	2019
I am Your President	PlayWay	66	-	+2	66	TBA
Junkyard Simulator	PlayWay	51	-	-1	51	2019
Ship Builder Simulator	PlayWay	85	-1	-3	83	TBA
Tank Mechanic Simulator	PlayWay	60	+1	+2	61	2019
Dying Light 2	Techland	3	-	-	3	Spring 2020

Source: Steam (Valve Corporation), Biuro maklerskie mBanku

# **Construction company valuations**

		EV	/EBITD	A		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Construction																
Acciona	102.20	8.5	8.3	8.1	1.5	1.4	1.4	19.5	19.3	18.1	17%	17%	17%	3.6%	3.8%	4.1%
Astaldi	0.55	0.4	0.4	0.5	0.0	0.0	0.0	0.7	0.7	0.7	9%	9%	6%	-	-	183%
Budimex	185.60	11.9	11.5	13.4	0.5	0.5	0.5	28.5	27.7	25.6	4%	5%	4%	5.3%	3.4%	3.1%
Ferrovial	28.90	-	42.8	39.3	4.5	4.4	4.4	-	47.1	41.3	3%	10%	11%	2.6%	2.6%	2.7%
Hochtief	108.00	4.1	3.9	3.6	0.3	0.3	0.2	11.5	10.9	10.4	6%	6%	7%	5.5%	5.9%	6.2%
Mota Engil	1.71	4.1	3.7	-	0.6	0.6	0.5	13.2	8.6	6.1	15%	15%	-	2.7%	6.4%	-
NCC	168.50	7.1	5.9	5.6	0.3	0.3	0.3	17.8	12.3	11.5	4%	5%	5%	3.7%	4.5%	4.6%
Skanska	222.90	9.2	9.8	9.2	0.5	0.5	0.5	16.4	16.6	15.7	6%	5%	6%	3.0%	3.2%	3.5%
Strabag	29.90	2.8	2.8	2.7	0.2	0.2	0.2	9.4	9.5	9.1	6%	6%	6%	4.3%	4.5%	4.8%
Median		5.6	5.9	6.8	0.5	0.5	0.5	14.8	12.3	11.5	6%	6%	6%	3.7%	4.2%	4.3%

# **Real-estate developers**

		EV	//EBITD	A		P/BV			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
RE Developers																
Atal	41.00	10.7	8.4	6.8	1.9	1.8	1.7	10.9	9.0	7.0	24%	23%	23%	11.5%	8.4%	10.1%
Dom Development	95.00	7.7	7.7	7.6	2.2	2.2	2.1	9.4	8.8	8.3	19%	20%	20%	9.5%	10.6%	11.4%
Develia	2.68	6.6	11.6	12.2	-	-	-	-	-	-	30%	28%	16%	14.2%	16.4%	12.1%
Echo Investment	5.10	9.5	12.0	12.5	1.3	1.3	1.2	8.1	8.1	11.1	55%	43%	36%	8.6%	8.4%	6.3%
GTC	9.35	15.9	14.8	14.1	1.0	0.9	0.9	11.1	10.2	9.8	83%	82%	79%	0.2%	0.2%	0.3%
CA Immobilien Anlagen	39.65	30.4	26.7	24.5	1.3	1.3	1.2	31.6	27.8	25.1	70%	65%	62%	2.4%	2.7%	2.8%
Deutsche Euroshop AG	24.92	15.3	15.3	15.3	0.7	0.7	0.7	13.9	13.5	13.0	88%	88%	88%	6.2%	6.4%	6.5%
Immofinanz AG	24.95	28.8	25.9	25.2	0.9	0.9	0.9	15.5	17.3	16.2	48%	56%	56%	3.6%	3.9%	4.2%
Klepierre	31.42	20.6	19.8	19.5	0.9	0.9	1.0	11.7	11.3	11.1	83%	86%	86%	7.0%	7.2%	7.3%
Segro	910.60	39.7	35.6	32.7	1.3	1.2	1.1	37.0	34.1	31.7	77%	80%	82%	0.0%	0.0%	0.0%
Median		15.6	15.0	14.7	1.3	1.2	1.1	11.7	11.3	11.1	62%	61%	59%	6.6%	6.8%	6.4%



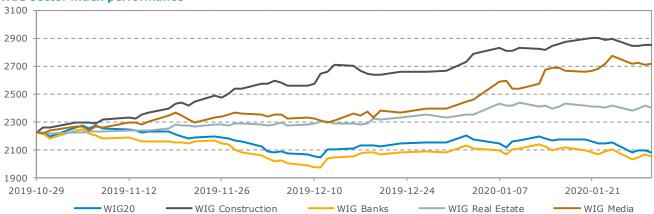
# **Clothing and footwear company valuations**

		ΕV	//EBITD	Ą		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Polish companies																
CCC	100.00	5.7	4.4	3.7	0.9	0.7	0.6	-	21.0	13.9	15%	17%	17%	0.5%	2.0%	2.0%
LPP	8570.00	10.7	9.2	7.9	1.6	1.4	1.2	25.4	18.7	14.9	15%	15%	15%	0.7%	0.5%	0.8%
VRG	3.90	4.8	4.3	3.9	0.9	0.8	0.7	15.1	12.5	11.2	19%	19%	19%	0.0%	0.0%	0.0%
Median		5.7	4.4	3.9	0.9	0.8	0.7	20.2	18.7	13.9	15%	17%	17%	0.5%	0.5%	0.8%
Foreign companies																
ABC Mart	6970.00	9.3	9.1	8.7	1.7	1.6	1.6	18.9	18.5	17.7	18%	18%	18%	2.3%	2.4%	2.4%
Adidas	292.90	16.6	15.2	13.7	2.5	2.3	2.1	29.9	26.4	23.0	15%	15%	16%	1.3%	1.5%	1.7%
Assoc Brit Foods	2624.00	10.0	9.4	8.9	1.3	1.2	1.2	19.3	17.9	16.6	13%	13%	13%	0.0%	0.0%	0.0%
Caleries	17.75	4.0	3.7	3.4	0.3	0.3	0.3	7.8	7.4	6.7	7%	7%	8%	1.6%	1.6%	1.6%
Crocs	39.25	17.7	15.4	14.3	2.3	2.1	2.0	28.3	24.7	20.8	13%	14%	14%	-	-	-
Foot Locker	39.01	3.9	3.8	3.8	0.4	0.4	0.4	8.6	7.9	7.5	11%	11%	11%	3.5%	3.9%	4.4%
Geox	1.09	5.1	4.1	2.8	0.4	0.3	0.3	-	20.5	13.6	7%	8%	11%	1.8%	3.0%	5.6%
H&M	207.55	11.2	10.5	10.0	1.3	1.3	1.2	26.3	24.1	22.6	12%	12%	12%	4.7%	4.6%	4.6%
Hugo Boss	43.16	5.5	5.2	4.9	1.1	1.0	1.0	12.2	11.1	10.2	19%	19%	20%	6.4%	7.0%	7.5%
Inditex	30.92	16.1	11.9	11.4	3.4	3.2	3.0	27.7	25.3	23.6	21%	27%	26%	2.6%	3.4%	3.7%
KappAhl	20.02	6.0	5.6	5.7	0.4	0.4	0.4	10.6	10.4	10.8	7%	7%	7%	5.2%	5.0%	5.0%
Lululemon	243.77	35.2	29.4	25.3	8.9	7.5	6.5	65.1	51.4	43.4	25%	26%	26%	0.0%	0.0%	0.0%
Nike	98.19	21.6	19.5	17.1	3.1	2.9	2.7	38.1	33.1	28.5	15%	15%	16%	0.9%	0.9%	1.0%
Under Armour	20.86	9.7	8.0	6.3	0.8	0.7	0.7	61.7	43.7	32.3	8%	9%	11%	0.0%	0.0%	0.0%
Median		9.8	9.3	8.8	1.3	1.2	1.2	26.3	22.3	19.2	13%	13%	13%	1.8%	2.4%	2.4%

# Luxury, e-commerce, and food retail company valuations

		EV	//EBITD	Ą		EV/S			P/E		EBIT	DA mar	gin		DY	
	Price	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021	2019	2020	2021
Luxury goods																
Estee Lauder	198.67	14.4	12.8	11.7	3.0	2.8	2.6	37.9	33.2	29.8	21%	22%	22%	0.8%	0.9%	1.0%
Hermes Internetional	677.40	25.9	23.8	21.8	10.0	9.2	8.5	47.1	42.5	38.6	39%	39%	39%	0.8%	1.0%	1.0%
Kering	561.20	13.3	12.3	11.5	4.6	4.3	4.0	22.5	19.8	18.3	35%	35%	35%	2.0%	2.3%	2.5%
LVMH	398.90	14.6	13.4	12.5	3.9	3.6	3.4	27.5	24.9	22.8	27%	27%	27%	1.7%	1.9%	2.1%
Moncler	39.56	16.5	14.7	13.2	5.9	5.2	4.7	27.2	25.3	22.7	36%	36%	36%	1.1%	1.3%	1.5%
Median		14.6	13.4	12.5	4.6	4.3	4.0	27.5	25.3	22.8	35%	35%	35%	1.1%	1.3%	1.5%
E-commerce																
Asos	2961.00	22.4	15.7	12.1	0.9	0.8	0.7	-	49.2	33.3	4%	5%	6%	0.0%	0.0%	0.0%
boohoo.com	302.10	41.4	29.3	23.4	4.0	2.9	2.3	-	58.1	45.1	10%	10%	10%	0.0%	0.0%	0.0%
Zalando	43.72	28.9	23.5	18.4	1.6	1.3	1.1	-	-	64.5	6%	6%	6%	0.0%	0.0%	0.0%
Median		28.9	23.5	18.4	1.6	1.3	1.1	-	53.6	45.1	6%	6%	6%	0.0%	0.0%	0.0%
Retail																
Dino	159.00	22.6	17.2	13.2	2.1	1.6	1.3	38.3	28.5	21.4	9%	9%	10%	0.0%	0.0%	0.0%
Eurocash	19.33	7.2	6.8	6.4	0.1	0.1	0.1	65.6	39.0	27.1	2%	2%	2%	5.3%	3.1%	3.9%
Jeronimo Martins	15.50	9.6	8.8	8.2	0.6	0.5	0.5	22.0	19.7	18.8	6%	6%	6%	1.8%	1.9%	1.9%
Carrefour	15.56	5.0	4.5	4.2	0.2	0.2	0.2	13.6	11.7	10.9	5%	5%	5%	3.3%	3.7%	3.9%
AXFood	199.75	10.2	9.9	9.7	0.9	0.9	0.8	25.6	25.0	24.6	9%	9%	9%	3.5%	3.5%	3.4%
Tesco	247.90	7.9	5.5	5.3	0.4	0.4	0.4	17.5	14.6	13.5	5%	8%	8%	0.0%	0.0%	0.0%
Ahold	22.36	6.6	6.4	6.3	0.5	0.5	0.5	13.8	12.9	12.3	8%	8%	8%	3.4%	3.6%	3.8%
X 5 Retail	2354.50	6.4	5.9	5.4	0.5	0.4	0.4	16.1	14.3	13.1	7%	7%	7%	4.5%	5.5%	6.3%
Magnit	3830.00	5.7	5.0	4.5	0.4	0.4	0.3	14.9	11.5	8.6	7%	7%	7%	5.7%	6.0%	7.0%
Sonae	0.84	9.5	8.9	6.9	0.8	0.7	0.7	11.6	9.9	10.2	8%	8%	10%	5.2%	5.7%	5.8%
Median		7.5	6.6	6.4	0.5	0.5	0.4	16.8	14.4	13.3	7%	7%	7%	3.4%	3.6%	3.8%

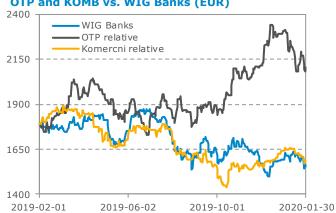
#### **WIG sector index performance**



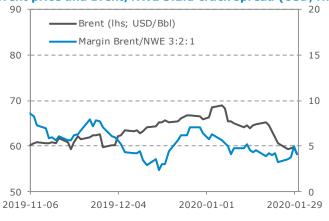
#### WIG IT vs. MSCI Europe Software & Services (USD)



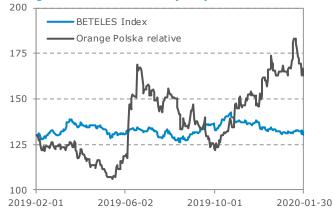
#### OTP and KOMB vs. WIG Banks (EUR)



#### Brent price and Brent/NWE 3:2:1 crack spread (USD, rhs)



#### Orange Polska vs. BETELES (EUR)



# LME copper prices



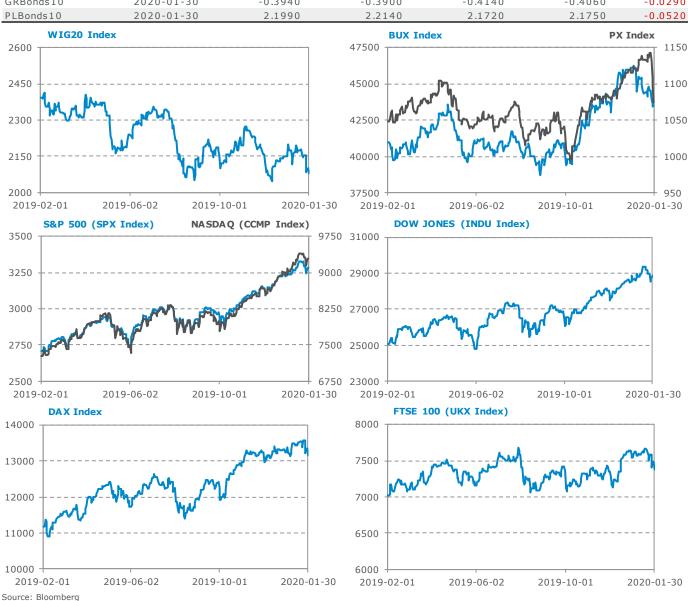
# KGHM vs. sector (USD)

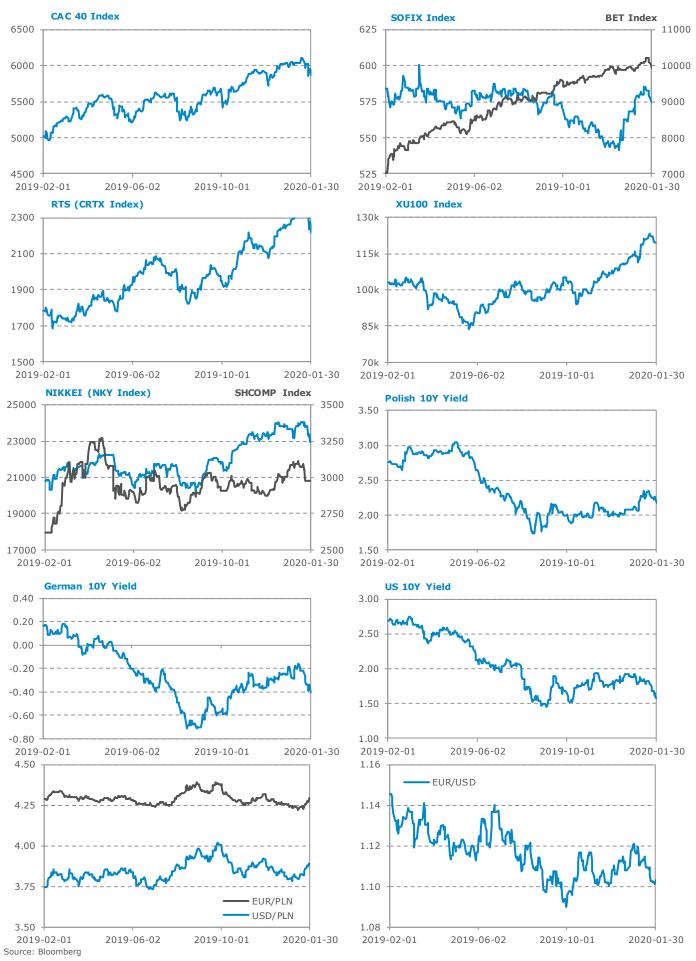


# mBank Biuro maklerskie

#### **Global Market Overview**

Index	Date	Open	Maximum	Minimum	Close	Change
DJIA	2020-01-30	28,640.16	28,879.71	28,489.76	28,859.44	+0.43%
S&P 500	2020-01-30	3,256.45	3,285.91	3,242.80	3,283.66	+0.31%
NASDAQ	2020-01-30	9,211.15	9,303.00	9,185.18	9,298.93	+0.26%
DAX	2020-01-30	13,186.49	13,262.18	13,118.97	13,157.12	-1.41%
CAC 40	2020-01-30	5,886.02	5,904.08	5,846.45	5,871.77	-1.40%
FTSE 100	2020-01-30	7,483.57	7,483.57	7,357.62	7,381.96	-1.36%
WIG20	2020-01-30	2,078.74	2,093.68	2,064.09	2,079.98	-0.87%
BUX	2020-01-30	43,430.77	43,556.52	43,091.61	43,501.99	+0.16%
PX	2020-01-30	1,097.59	1,100.57	1,069.95	1,074.39	-2.11%
RTS	2020-01-30	2,265.72	2,265.72	2,218.87	2,218.92	-2.37%
SOFIX	2020-01-30	576.51	577.70	572.99	574.27	-0.39%
BET	2020-01-30	10,055.71	10,120.54	9,937.74	9,949.55	-1.01%
XU100	2020-01-30	119,230.90	119,871.80	118,255.90	119,849.60	+0.13%
BETELES	2020-01-30	131.89	131.89	129.99	130.25	-1.44%
NIKKEI	2020-01-30	23,284.58	23,318.57	22,892.95	22,977.75	-1.72%
SHCOMP	2020-01-23	3,037.95	3,045.04	2,955.35	2,976.53	-2.75%
Copper (LME)	2020-01-30	5,651.50	5,664.00	5,565.00	5,587.50	-0.95%
Crude Oil (Brent)	2020-01-30	58.76	58.76	56.65	57.97	-1.39%
USD/PLN	2020-01-30	3.8927	3.8944	3.8834	3.8923	-0.01%
EUR/PLN	2020-01-30	4.2860	4.2963	4.2783	4.2940	+0.19%
EUR/USD	2020-01-30	1.1010	1.1039	1.1007	1.1032	+0.20%
USBonds10	2020-01-30	1.5839	1.5925	1.5325	1.5856	+0.0017
GRBonds10	2020-01-30	-0.3940	-0.3900	-0.4140	-0.4060	-0.0290
PLBonds10	2020-01-30	2.1990	2.2140	2.1720	2.1750	-0.0520







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

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

**OVERWEIGHT (OW)** – a rating which indicates that we expect a stock to outperform the broad market **NEUTRAL (N)** – a rating which indicates that we expect the stock to perform in line with the broad market **UNDERWEIGHT (UW)** – a rating which indicates that we expect the stock to underperform the broad market

Recommendations of Biuro maklerskie mBanku:

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

BUY – we expect that the rate of return from an investment will be at least 15%

ACCUMULATE – we expect that the rate of return from an investment will range from 5% to 15%

HOLD – we expect that the rate of return from an investment will range from -5% to +5%

REDUCE – we expect that the rate of return from an investment will range from -5% to -15%

SELL – we expect that an investment will bear a loss greater than 15%

Recommendations are updated at least once every nine months.

mBank S.A, with its registered office in Warsaw at Senatorska 18 renders brokerage services in the form of derived organisational unit - Brokerage Office which uses name Biuro maklerskie mBanku.

mBank S.A. as part of the Exchange's Analytical Coverage Support Programme ("Programme", https://www.gpw.pl/eacsp) prepares analytical reports for the following companies: Cognor Holding, Comarch, VRG. These documents are prepared at the request of Gielda Papierów Wartościowych w Warszawie S.A. ("WSE"), which is entitled to copyrights to these materials. mBank S.A. receives remuneration from the WSE for the preparation of the reports. All documents prepared for the Programme are available at: https://www.mdm.pl/ui-pub/site/market\_and\_analysis/analysis\_and\_recommendations/analytical\_coverage\_support\_programme

This document has been created and published by Biuro maklerskie mBanku. The present report expresses the knowledge as well as opinions of the authors on day the report was prepared. The opinions and estimates contained herein constitute our best judgment at this date and time, and are subject to change without notice. The present report was prepared with due care and attention, observing principles of methodological correctness and objectivity, on the basis of sources available to the public, which Biuro maklerskie mBanku considers reliable, including information published by issuers, shares of which are subject to recommendations. However, Biuro maklerskie mBanku, in no case, guarantees the accuracy and completeness of the report, in particular should sources on the basis of which the report was prepared prove to be inaccurate, incomplete or not fully consistent with the facts. mBank S.A. bears no responsibility for investment decisions taken on the basis of the present report or for any damages incurred as a result of investment decisions taken on the basis of the present report.

This document does not constitute an offer or invitation to subscribe for or purchase any financial instruments and neither this document nor anything contained herein shall form the basis of any contract or commitment whatsoever. It is being furnished to you solely for your information and may not be reproduced or redistributed to any other person This document does not constitute investment, legal, accounting or other advice, and mBank is not liable for damages resulting from or related to the use of data provided in the documents. This document may not be copied, duplicated and/or be directly or indirectly distributed in the United States, Canada, Australia or Japan, nor transferred to citizens or residents of a state where its distribution may be legally restricted, which does not limit the possibility of publishing materials prepared for the Programme on Cognor Holding, Comarch, VRG, mBank or WSE websites. Persons who disseminate this document should be aware of the need to comply with such restrictions.

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 previous recommendation. Investing in shares is connected with a number of risks including, but not limited to, the macroeconomic situation of the country, changes in legal regulations as well as changes on commodity markets. Full elimination of these risks is virtually impossible.

nendations 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 previous recommendation.

Investing in shares is connected with a number of risks including, but not limited to, the macroeconomic situation of the country, changes in legal regulations as well as changes on commodity markets. Full elimination

mBank S.A. bears no responsibility for investment decisions taken on the basis of the present report or for any damages incurred as a result of investment decisions taken on the basis of the present report.

It is possible that mBank S.A. in its brokerage activity renders, will render or in the past has rendered services for companies and other entities mentioned in the present report.

mBank S.A. does not rule out offering brokerage services to an issuer of securities being the subject of a recommendation. Information about any conflicts of interest that may arise in connection with the issuance of recommendations (should such a conflict exist) is provided below, and it is valid as of the date of the most recent Monthly Report published by Biuro maklerskie mBanku or as of the date of the most recent recommendation issued for an Issuer, as applicable.

This document was not transferred to the issuers prior to its publication.

mBank S.A. may have received compensation from the following companies in the last 12 months: ABC Data, Alchemia, Alior Bank, Ambra, Amica, Bank Handlowy, Bank Millennium, Bank Pekao, BGŻ BNP Paribas, BoomBIT, Boryszew, Capital Park, CD Projekt, Centrum Nowoczesnych Technologii, Ceramika Nowa Gala, CI Games, Cognor, Echo Investment, Elemental Holding, Etizab, Enea, Energoaparatura, Erbud, Ergis, Erste Bank, Famur, Ferrum, GetBack, Getin Holding, Getin Noble Bank, Globalworth Poland, Grodin, Helio SA, Impexmetal, INDATA, ING SBK, Kopex, Kruk, LW Bogdanka, Mangata, MCI Capital, Mennica Polska, Mostostal Warszawa, Netia, Neuca, NWAI Dom Maklerski, Oponeo.pl, Orbis, OTP Bank, PA Nova, PBKM, PEKABEX, Pfleiderer Group, PGNIG, PKO BP, Polenergia, Polimex-Mostostal, Polnord, Polwax, Prime Car Management, Primetech, Prochem, Projprzem, PZU, Raiffeisen Bank International, Rawlplug, Rubicon Partners NFI, Santander Bank Polska, Seco/Warwick, Skarbiec Holding, Solar Company, Sygnity, Tarczyński, Trakcja, Unibep, Vistal Gdynia, Wittchen, Work Service, VOLO, Zastal, ZUE.

In the last 12 months mBank S.A. has acted as dealer-manager for tender or exchange offers for the shares of: ABC Data, BoomBIT, Centrum Nowoczesnych Technologii, Ceramika Nowa Gala, CI Games, Ergis, Globalworth Poland, Helio SA, MCI Capital, Mostostal Warszawa, NWAI Dom Maklerski, Orbis, Pfleiderer Group, Prime Car Management, Primetech.

Asseco Poland provides IT services to mBank S.A.

mBank S.A. has a cash service agreement in place with Pekao and a phone subscription agreement in place with Orange Polska S.A.

mBank S.A., its shareholders and employees may hold long or short positions in the issuers' shares or other financial instruments related to the issuers' shares. mBank, its affiliates and/or clients may conduct or may have conducted transactions for their own account or for account of another with respect to the financial instruments mentioned in this report or related investments before the recipient has received this report.

Copying or publishing the present report, in full or in part, or disseminating in any way information contained in the present report requires the prior written agreement of mBank S.A. Recommendations are addressed to all Clients of Biuro maklerskie mBanku

Recommendations are addressed to all Clients of Biuro maklerskie mBanku.

All investment recommendations and strategies issued by mBank S.A. over the last 12 months are available at:

http://www.mdm.pl/ui-pub/site/market\_and\_analysis/analysis/anal\_recommendations/fundamental\_analysis/recommendations?recent\_filter\_active=true&lang=en

The activity of mBank S.A. is subject to the supervision of the Polish Financial Supervision Commission

Individuals who did not participate in the preparation of recommendations, but had or could have had access to recommendations prior to their publication, are employees of Biuro maklerskie mBanku authorised to access the premises in which recommendations are prepared and/or individuals having to access to recommendations based on their corporate roles, other than the analysts mentioned as the authors of the present recommendations.

This publication constitutes investment research within the meaning of Art. 36.1 of Commission Delegated Regulation (EU) 2017/565

The compensation of the research analysts responsible for preparing investment research is determined independently of and without regard to the compensation of or revenue generated by any other employee of the Bank, including but not limited to any employee whose business interests may reasonably be considered to conflict with the interests of the persons to whom the investment research prepared by the Research Department of Biuro maklerskie mBanku is disseminated. With that being said, since one of the factors taken into consideration when determining the compensation of research analysts is the degree of fulfillment of annual financial targets by customer service functions, there is a risk that the adequacy of compensation offered to persons preparing investment research will be questioned by a competent oversight body.

For U.S. persons only: This research report is a product of mBank SA which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by mBank SA only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Cammission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, mBank SA has entered into an agreement with a U.S. registered broker-dealer, Cabrera Capital Markets. ("Cabrera"). Transactions in securities discussed in this research report should be effected through Cabrera or another U.S. registered broker-dealer, Cabrera or another U.S.

registered broker dealer.

#### 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.

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.

Economic profits – discounting of future economic profits; the weak point is high sensitivity to changes in the assumptions made in the valuation model.

Discounted Dividends (DDM) – discounting of future dividends; the weak point is high sensitivity to changes in the assumptions as to future dividends made in the valuation model.

NAV – valuation based on equity value, one of the most frequently used method in case of developing companies; the weak point of the method is that it does not factor in future changes in revenue/profits of a

#### mBank S.A.

Senatorska 18 00-950 Warszawa http://www.mbank.pl/

#### **Research Department**

Kamil Kliszcz director +48 22 438 24 02 kamil.kliszcz@mbank.pl energy, power generation

Jakub Szkopek +48 22 438 24 03 jakub.szkopek@mbank.pl industrials, chemicals, metals

Aleksandra Szklarczyk +48 22 438 24 04 aleksandra.szklarczyk@mbank.pl construction, real-estate development Michał Marczak +48 22 438 24 01 michal.marczak@mbank.pl strategy

Paweł Szpigiel +48 22 438 24 06 pawel.szpigiel@mbank.pl media, IT, telco

Piotr Poniatowski +48 22 438 24 09 piotr.poniatowski@mbank.pl industrials Michał Konarski +48 22 438 24 05 michal.konarski@mbank.pl banks, financials

Piotr Bogusz +48 22 438 24 08 piotr.bogusz@mbank.pl retail, gaming

Mikołaj Lemańczyk +48 22 438 24 07 mikolaj.lemanczyk@mbank.pl financials

# **Sales and Trading**

#### **Traders**

Piotr Gawron director +48 22 697 48 95 piotr.gawron@mbank.pl

Adam Prokop +48 22 697 47 90 adam.prokop@mbank.pl Krzysztof Bodek +48 22 697 48 89 krzysztof.bodek@mbank.pl

Magdalena Bernacik +48 22 697 47 35 magdalena.bernacik@mbank.pl Tomasz Jakubiec +48 22 697 47 31 tomasz.jakubiec@mbank.pl

Andrzej Sychowski +48 22 697 48 46 andrzej.sychowski@mbank.pl

#### Sales, Foreign Markets

Bartosz Orzechowski +48 22 697 48 47 bartosz.orzechowski@mbank.pl Jędrzej Łukomski +48 22 697 49 85 jedrzej.lukomski@mbank.pl

#### **Private Client Sales**

Kamil Szymański director +48 22 697 47 06 kamil.szymanski@mbank.pl

deputy director +48 22 697 48 70 jaroslaw.banasiak@mbank.pl

Jarosław Banasiak